

The highest-flying local companies: The Soaring 76

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Soaring 76, the 76 fastest-growing companies in the Philadelphia metro region.

By [Craig Ey](#) – Editor-in-Chief, Philadelphia Business Journal

3 hours ago

The Philadelphia Business Journal is proud to present our second-annual initiative to identify the fastest-growing companies in the area.

Last year, our program was known as 50 On Fire and it was a great success. Because of the popularity, we decided to expand it to 76 companies and brand the program with a new name – Soaring 76.

Why 76? We're proud Philadelphians and no number is more associated with our city than 76.

The Philadelphia Business Journal identified the fastest-growing companies in two ways – we solicited nominations for privately held companies and we used our large database to identify qualified public companies.

Out of those two combined pools of about 500 companies, we determined the fastest-growing by measuring revenue growth over a three-year period from 2014 to 2016.

Specifically, the final list ranking came from averaging the percent change in revenue from 2014 to 2015 and the percent change from 2015 to 2016. To be included, companies must have generated at least \$750,000 in revenue in 2014 and at least \$2 million in 2016.

The Business Journal's Soaring 76 is unique as a fastest-growing companies list because of our inclusion of publicly traded companies and our strict revenue requirements.

After the nominations closed, we turned the list over to Director of Research Sharon Oliver, who crunched the

numbers and made sure all nominees met the eligibility requirements. As an added safeguard, our Soaring 76 accounting firm partner [CliftonLarsonAllen](#) vetted and verified the final results.

How do we define Greater Philadelphia? It's the wide area known commonly as the Philadelphia television market: In Pennsylvania, it's Philadelphia, Bucks, Delaware, Montgomery, Berks, Chester, Lancaster and Lehigh counties. In New Jersey, it's Camden, Burlington, Gloucester, Atlantic, Salem, [Cumberland](#), Ocean, Mercer and Cape May counties. In Delaware, it's New Castle and Kent counties.

Trending

We are thrilled with this year's Soaring 76 and proud to share a dynamic region with such innovative and entrepreneurial enterprises.

Congratulations to all the companies on the list and, for those who came up short, we hope to see you among the Soaring 76 in the near future.

1 — Strata Skin Sciences Inc.

- Growth Rate: 991%
- Headquarters: Horsham
- Top Executive: Frank J. McCaney, President and CEO
- Stock Ticker: Nasdaq:SSKN
- Web Address: www.strataskin sciences.com

[Strata Skin Sciences](#) is a medical technology company in dermatology and plastic surgery dedicated to developing, commercializing and marketing innovative products for the treatment of dermatologic conditions. Its products include the XTRAC laser and VTRAC excimer lamp systems utilized in the treatment of psoriasis, vitiligo and various other skin conditions; the STRATAPEN MicroSystem, marketed specifically for the intended use of micropigmentation; and Nordlys, a multitechnology laser device. Jeffrey O'Donnell, CEO of King of Prussia-based [Trice Medical](#), chairs Strata's board.

What do you think has been the reason for your company's growth over the last couple of years? In June 2015, the company completed a strategic acquisition of the XTRAC and VTRAC product lines, products in the medical dermatology space. These product lines have been on the market for many years and have a substantial revenue base.

What has been the biggest challenge associated with your company's growth? Our main revenue stream is with our XTRAC system for the treatment of psoriasis and vitiligo. This is a highly effective treatment with virtually no side effects, but to date it hasn't been widely accepted by those suffering with psoriasis. A large reason for that is the time it takes for the treatment protocol, which can be 13 or so visits to the dermatologist over a five- to six-week period. In today's environment, everyone is so busy that no one has the time for that kind of commitment to visit a dermatologist.

How do you hire your employees? Most employees are hired through recruiting agencies and/or temporary agencies for some of the office positions.

How do you keep your employees? We are extremely proud of the length of tenure of our employees, with some having over 15 years with us, bridging their time with the company from which we acquired XTRAC. We believe that our employees stay with us because we treat everyone with respect and compensate them in accordance with their skills, experience and company performance. Employees share in our results both good and bad, and that keeps

them dedicated to our success.

What is the biggest issue impacting your company? One of the biggest issues impacting STRATA, besides the lengthy treatment protocol, is the changing physician practice environment. Over the past few years, and more prevalent today, practices are consolidating and/or moving to a management group ownership. More decisions are based on financial reasons compared to patient outcome reasons, forcing physicians to sacrifice the optimal outcomes for their patients in order to satisfy the financial results demanded by their corporate owners. More and more practices are looking for a mix of reimbursed and for pay offerings for their practices. STRATA has to change its offerings to meet the changing environment, and has been diligently working on creating different offerings for its core business as well as adding additional product offerings through licensing arrangements.

What kind of advice would you give to a company that wants to experience the same kind of growth that your company has seen? STRATA has been able to leverage its infrastructure to add products through acquisition and licensing arrangements, to provide top-line revenues with minimal additional operating costs. Other companies should look to their strengths and determine how best to leverage their strengths into opportunities.

– Christina Allgeier, CFO

2 — Green Star Exteriors

- Growth Rate: 168%
- Headquarters: Philadelphia (South Philadelphia)
- Top Executive: Justin Fiordimondo, Owner/President
- Web Address: www.greenstarexteriors.com

Green Star Exteriors is a home remodeling company that installs roofing, windows, siding and entry doors. The business was started in 2014 by then 30-year-old Justin Fiordimondo. Green Star has completed over 1,500 installations in the past three years and revenue has grown to \$5.7 million in 2016. The company has outgrown its current location in Philadelphia and is planning a move into Delaware County this fall.

What do you think has been the reason for your company's growth over the last couple of years? We believe all great companies are built around great employees and company culture. The rapid growth we've seen in the last few years is indisputably a direct result of our employee's dedication to our mission. The culture we've created together has formed an energetic environment of driven success.

How do you hire your employees? We have used multiple hiring approaches over the past few years. We rely heavily on our in-house recruiter. In addition, we have found that employee referrals have a high success rate.

How do you keep your employees? Our employee culture drives our success. We challenge our employees to step outside their comfort zone and utilize their unique individual skill set to become their best. Employees who embrace our method create more of a diverse career path within the company which results in higher employee retention.

What is the biggest issue impacting your company? We have completely outgrown our office space. We are scheduled to move into a larger office space in 2018.

What kind of advice would you give to a company that wants to experience the same kind of growth that your company has seen? It is extremely important to stay level headed and patient. You will have good days and bad days and the key is to realize every situation, whether up or down offers a valuable learning opportunity that will contribute to the success of the company.

3 — Cherry Hill Mortgage Investment Corp.

- Growth Rate: 146%
- Headquarters: Moorestown, N.J.
- Top Executive: Jay Lown, President and CEO
- Stock Ticker: NYSE:CHMI
- Web Address: www.chmireit.com

[Cherry Hill Mortgage Investment Corp.](#) is a real estate finance company that acquires, invests in and manages a portfolio of excess mortgage servicing rights, agency residential mortgage backed securities and other residential mortgage assets. According to the company site, “Cherry Hill’s principal objective is to generate attractive current yields and risk-adjusted total returns for our stockholders over the long term, primarily through dividend distributions and secondarily through capital appreciation.”

4 — Open Systems Healthcare

- Growth Rate: 131%
- Headquarters: Philadelphia (Center City)
- Top Executive: Chip Hill, President
- Web Address: www.opensystemshealthcare.com

Founded in 2011, [Open Systems Healthcare](#) provides in-home personal care, skilled nursing, and behavioral services. “We’ve put processes and standards in place so that only the most skilled, compassionate caregivers serve our clients. We staff our offices with knowledgeable, caring professionals who treat our clients with respect,” the company site reads.

5 — CRM Science

- Growth Rate: 101%
- Headquarters: King of Prussia
- Top Executive: Ami Assayag, President
- Web Address: www.crmscience.com

CRM Science is a Salesforce development consultancy specializing in Einstein, Apex, Lightning, Communities, Wave, Salesforce1, Integration and more. CRM won the 2016 Salesforce Partner Innovation Award and is also an official Product Development Partner, which is awarded to Salesforce consulting partners with excellent development resources and track records. The company was selected by Salesforce to be technical advisors in the Salesforce Incubator.

6 — Cloudnexa

- Growth Rate: 98%
- Headquarters: Philadelphia (Navy Yard)

- Top Executive: Joel Davne, CEO
- Web Address: www.cloudnexa.com

Cloudnexa is a cloud services provider that helps clients achieve their business and information technology objectives using [Amazon Web Services](#) (AWS). The company's patented vNOC platform enhances the AWS environment and allows users to streamline functions in a single user-friendly interface. Last year, Cloudnexa was named a [Gartner](#) "Cool Vendor" by national technology research company Gartner Inc.

What do you think has been the reason for your company's growth over the last couple of years? We keep a tight focus on our product and services offerings. Staying in your swim lane allows you to focus all your sales and delivery energy. It takes a lot of discipline to say no to opportunities, but doing so, helps your organization achieve scale faster. Avoid one off opportunities that do not meet your company capabilities and cause distractions. A tight focus also helps customers and business partners understand what you are really good at and encourages referrals.

What has been the biggest challenge associated with your company's growth? Funding our growth has been very challenging. Even though our sales have been remarkable, we needed additional working capital to properly staff and operate the business. Like most startups, we were in constant fundraising mode and even now, as we look at even greater growth opportunities, only so much can be achieved organically.

– Joel Davne, Founder, President and CEO

7 — National Brokers of America Inc.

- Growth Rate: 86%
- Headquarters: Reading
- Top Executive: Alan Redmond, Owner/CEO
- Web Address: www.nboainc.com

National Brokers of America is an insurance brokerage with about 70,000 clients in 46 states. The company describes itself this way: "In the current health insurance environment the consumer is very confused in regards to regulations, needs and what products are available. NBoA educates the consumer on these various products and what will serve best for the client and their families."

How do you hire your employees? Monster, Career Builder, Indeed, Zip Recruiter, Positive PR, local media. We have found [success hiring] key executives from our current business partnerships.

– Alan Redmond, Founder/CEO

8 — Independence Realty Trust

- Growth Rate: 81%
- Headquarters: Philadelphia (Center City)
- Top Executive: Scott F. Schaeffer, Chairman and CEO
- Stock Ticker: NYSE:IRT
- Web Address: <http://www.irtliving.com>

[Independence Realty Trust](#) (IRT) is a publicly traded multifamily real estate investment trust. The company currently owns 46 properties totaling 14,000 apartment units in 19 states in the South and Midwest. IRT went public in August of 2013 with seven properties and approximately 2,000 units. The company's CEO, Scott Schaeffer, is a longtime

real estate executive in Philadelphia.

What has been the biggest challenge associated with your company's growth? Continuing the same growth year over year. We have been doubling revenue annually which gets much harder as you get larger.

How do you hire your employees? We use various methods depending on the level of experience. Candidates meet several employees throughout the process and our HR department is thoroughly involved.

– *Farrell M. Ender, President*

9 — Swift Capital

- Growth Rate: 79%
- Headquarters: Wilmington
- Top Executive: Ed Harycki, CEO
- Web Address: www.swiftcapital.com

Exclusively focused on small business, Swift Capital provides loans with a quick decision — based on data analytics — and quick turnaround. The company is backed by Sutter Hill Ventures, [Khosla Ventures](#), Third Point Ventures, [First Round Capital](#), and SV Angel. Prior to founding Swift, CEO Ed Harycki was the chief executive of MBNA's \$2.5 billion business lending division.

What has been the biggest challenge associated with your company's growth? Not being able to run with every great idea.

How do you hire your employees? Swift looks for smart, driven, and entrepreneurial-minded candidates who are interested in playing a significant role in changing the landscape for lending to small businesses. We hire individuals to work within our cross-functional teams to solve real business needs.

– *Ed Harycki, CEO*

10 — Saxbys

- Growth Rate: 77%
- Headquarters: Philadelphia (Center City)
- Top Executive: Nick Bayer, CEO
- Web Address: www.saxbyscoffee.com

Saxbys operates 23 cafés in nine states, stretching from New Hampshire to Georgia. The company is known for its customer service focus and its unique higher-ed partnerships through its Experiential Learning Program, where students earn academic credit to manage all aspects of a Saxbys café.

What is the biggest issue impacting your company? Attracting the amount and quality of talent we need.

What kind of advice would you give to a company that wants to experience the same kind of growth that your company has seen? As the business consultant Peter Drucker famously said “Culture eats strategy for breakfast.” Figure out what makes your company unique and invest heavily and endlessly in the culture that defines and drives your business.

– *Nick Bayer, Founder/CEO*

11 — gBuild Construction Managers

- Growth Rate: 72%
- Headquarters: Exton
- Top Executive: Doug Gianforte, President
- Web Address: www.gbuildcm.com

Founded by longtime construction executive Doug Gianforte, gBuild helps companies apply sustainable or green principles in their commercial construction projects. The company's client list includes the [University of Delaware](#), Villanova University, Fuji Film, the Children's Hospital of Philadelphia and biotechnology company Cephalon.

12 — MetaSense Inc.

- Growth Rate: 70%
- Headquarters: West Berlin, N.J.
- Top Executive: Jatin V. Mehta, CEO
- Web Address: www.metasenseinc.com

Founded 17 years ago, [MetaSense Inc.](#) is a staffing and digital marketing company serving various industries. The company specializes in search engine marketing and optimization, iMetaDex coding system, analytics, social media management, content marketing, mobile apps and web design. MetaSense also offers staffing services and job-search coaching.

13 — PhillyLiving

- Growth Rate: 66%
- Headquarters: Philadelphia (South Broad)
- Top Executive: Noah Ostroff, Founder and Chairman
- Web Address: www.phillyliving.com

PhillyLiving is a residential real estate company that represents buyers and sellers. Founder Noah Ostroff is a former project manager for [Toll Brothers](#) and Centrex Homes. He is also the founder of Center City Development, which specializes in home construction in and around Center City.

14 — G-Squared Partners LLC

- Growth Rate: 63%
- Headquarters: Fort Washington
- Top Executive: Gene S. Godick, CEO
- Web Address: www.gsquaredcfo.com

G-Squared Partners LLC provides part-time CFO, controller, accounting and bookkeeping services, as well as financial and operational consulting, to businesses. The company works with some of the leading venture-backed and technology companies on the East Coast that span industries such as software, clean tech, medical technology and services, and manufacturing and distribution.

15 — Greenphire

- Growth Rate: 62%
- Headquarters: King of Prussia
- Top Executive: Jim Murphy, CEO
- Web Address: www.greenphire.com

Greenphire has grown into a global leader in clinical trial payment automation that allows research sites to eliminate administrative burdens related to manual payment processes. The company has more than 500 clients globally, including nine of the top 10 pharmaceutical companies, and has facilitated more than 4.5 million patient reimbursements.

16 — NextGen Security

- Growth Rate: 61%
- Headquarters: Exton
- Top Executive: Frank Brewer, CEO
- Web Address: www.nextgensecured.com

[NextGen Security](#) is a security systems integrator that offers industrial companies consulting, engineering design, implementation, management and on-going maintenance services. The company focuses on a wide range of industries, including petrochemicals, utilities, health care, higher education, pharmaceuticals, technology and food manufacturing.

17 — Delphic Digital

- Growth Rate: 58.4%
- Headquarters: Philadelphia (Manayunk)
- Top Executive: Mark Patten, Managing Partner
- Web Address: www.delphicdigital.com

Delphic Digital is a digital marketing agency that specializes in creating “cross-channel” experiences for clients. The company’s services include digital strategy, analytics and research, design and interaction, digital marketing, marketing automation and web development and integration. Its client list includes [Comcast](#), American Standard and The Borgata.

18 — BlackTree Healthcare Consulting

- Growth Rate: 58%
- Headquarters: Conshohocken
- Managing Directors: Michael Freytag, Todd Montigney, Nick Seabrook, Fran Smith
- Web Address: www.blacktreehealthcareconsulting.com

[BlackTree Healthcare Consulting](#) provides revenue cycle, outsourcing, and clinical consulting services for the home health, hospice and skilled nursing industries. The company was named a Best Places to Work by the Philadelphia

Business Journal and has grown to more than 100 employees across the country.

19 — OpDecision

- Growth Rate: 51%
- Headquarters: Marlton, N.J.
- Top Executive: Drew R. Polin, President
- Web Address: www.opdecision.com

OpDecision is a provider of corporate wireless expense management services. Its president, Drew Polin, founded Global West Communications in California in 2003 and sold the company in 2007. He then created OpDecision with a group of partners and acquired 100 percent ownership in the company in 2012.

20 — The Rox Group LLC

- Growth Rate: 47.68%
- Headquarters: Conshohocken
- Top Executive: Gary Nealon, President
- Web Address: www.rtacabinetstore.com

[The Rox Group](#) is the corporate name for RTA Cabinet Store, one of the largest online manufacturers and distributors of kitchen cabinets and other kitchen-related products. The company has recently pivoted from just a cabinet company, to an IT company that also sells home improvement products.

21 — Big Barker

- Growth Rate: 47.66%
- Headquarters: King of Prussia
- Top Executive: Eric Shannon, Owner
- Web Address: www.bigbarker.com

Family-owned Big Barker makes and sells orthopedic dog beds for larger breeds. The company also sells replacement covers, waterproof liners, an SUV bed, crate pads and blankets. Big Barker's dog beds are American-made, unlike most competitors. Company owner Eric Shannon created the bed and the company as a result of his own dog Hank's health crisis.

22 — Incyte Corp.

- Growth Rate: 47%
- Headquarters: Wilmington
- Top Executive: Hervé Hoppenot, Chairman, President and CEO
- Stock Ticker: Nasdaq:INCY
- Web Address: www.incyte.com

Incyte is a science-led biopharmaceutical research company specializing in oncology product development and

innovative medicines that are used worldwide. The company currently employs more than 900 people across the United States and Europe. On Sept. 8, Incyte announced a public offering of nearly 5 million shares of common stock.

23 — SS Industries LLC

- Growth Rate: 46%
- Headquarters: Collegeville
- Top Executive: Sam Saxton, President
- Web Address: www.paragonstairs.com

[SS Industries](#) LLC is a leading manufacturer of steel, aluminum wood and galvanized spiral staircases and railings for interior and exterior use. The company sells American-made stairs under the brand names of Salter, Paragon and Mylen. President Sam Saxton was featured in the New York Times in 2013.

24 — AC Lordi

- Growth Rate: 42.3%
- Headquarters: Malvern
- Top Executive: Frank Lordi, CEO and Managing Principal
- Web Address: www.aclordi.com

AC Lordi is a boutique consulting firm providing accounting, business advisory, chief financial officer and risk management services. Its client list includes [Axalta Coating Systems](#), J.G. Wentworth, Weis Markets, Teva Pharmaceuticals, Saint-Gobain, Bain Capital, [Unisys](#) and AmeriGas.

25 — SEOM Interactive

- Growth Rate: 42%
- Headquarters: Feasterville
- Top Executive: Mark Kennedy, President
- Web Address: www.searchenginesmarketer.com

SEOM Interactive is a search engine and internet marketing firm. Its services include search engine optimization, pay-per-click advertising, public relations and social media optimization. The company's clients include [CertaPro Painters](#), Liberty Financial and the University of Pennsylvania.

26 — Teligent Inc.

- Growth Rate: 41.2%
- Headquarters: Buena, N.J.
- Top Executive: Jason Grenfell-Gardner, President and CEO
- Stock Ticker: Nasdaq:TLGT
- Web Address: www.teligent.com

Teligent develops, manufactures and markets pharmaceutical products for use by doctors and patients in the United States and Canada. In 2015, the company acquired Alveda Pharmaceuticals Inc., a Toronto-based pharmaceutical company focused on the Canadian injectable pharmaceutical market.

27 — Lannett Co. Inc.

- Growth Rate: 41%
- Headquarters: Philadelphia (Torresdale)
- Top Executive: Arthur P. Bedrosian, CEO
- Stock Ticker: NYSE:LCI
- Web Address: www.lannett.com

Founded in 1942, Lannett manufactures and distributes generic medications that are the therapeutic equivalent of the brand-name pharmaceuticals in tablet, capsule and oral liquid forms. The company recently told investors that it anticipates the demand for its generic medications, narcotics and controlled drugs, and branded products will be fueled by, among other things, the aging baby-boomer population.

28 — Griesing Law LLC

- Growth Rate: 40.3%
- Headquarters: Philadelphia (Center City)
- Top Executive: Francine Friedman Griesing, Managing Member
- Web Address: www.griesinglaw.com

Griesing Law is a women-owned and operated law firm based in Philadelphia with offices in Cincinnati and New York. The firm received the 2013 Law Firm MVP Award from the National Association of Minority and Women-Owned Law Firms based on its commitment to fostering the relationship between diverse outside legal counsel and institutional clients.

29 — OPS Security Group

- Growth Rate: 40%
- Headquarters: Philadelphia (Pennsport)
- Top Executive: Daniel Costa, President and CEO
- Web Address: www.opssecuritygroup.com

OPS Security Group provides professional security guard services to residential and commercial properties, executives, businesses and government officials. The company operates in Pennsylvania, Delaware, New Jersey and Maryland. Its CEO, Daniel Costa, is also a Department of Homeland Security-certified instructor in weapons of mass destruction and chemical, biological, radiological, nuclear, and chemical detection.

30 — Mara Restoration

- Growth Rate: 39%
- Headquarters: Oreland

- Top Executive: Patricia McNamara, President and CEO
- Web Address: www.mararestoration.com

Founded in 2008, Mara Restoration is a woman-owned, full-service masonry restoration and preservation contractor, specializing in commercial and historic properties. Some of the company's key projects have included the University of Pennsylvania's Walnut 32 Parking Garage, the John Bartram House, AstraZeneca's Wilmington headquarters, and Rittenhouse Square's Pepper Building.

31 — Coscia Moos Architecture

- Growth Rate: 36.2%
- Headquarters: Philadelphia (Center City)
- Principals: Sergio C. Coscia, David F. Moos
- Web Address: www.cosciamoos.com

[Coscia Moos Architecture](#) provides architectural design and planning across a broad range of project types, serving clients throughout the United States. Notable CMA projects include the [Mazzoni Center](#), Trenton's Vista Center, the Hilton Hotel at Penn's Landing expansion and incubator space at 3001 Market.

32 — Rodan Enterprises LLC t/a SureShade

- Growth Rate: 36%
- Headquarters: Philadelphia (Somerton)
- Top Executives: Ron and Dana Russikoff, Owners
- Web Address: www.sureshade.com

SureShade designs and manufactures sunshade systems for boats. The company's telescoping sunshades are patented. Launched in 2007, SureShade works with boat manufacturers — the products are now on about 100 boat models — as well as dealers and private boat owners for aftermarket installations.

33 — Trinity Packaging Supply LLC

- Growth Rate: 35.6%
- Headquarters: Voorhees, N.J.
- Top Executive: Anthony Magaraci, President
- Web Address: www.trinitypackagingsupply.com

[Trinity Packaging Supply](#) is a wholesale supplier of packaging and shipping supplies, specializing in stretch film, packaging tape, corrugated boxes, shrink film and pallets. The company has over 18,000 items in stock and offers next-day delivery to most of the United States. Trinity has a West Coast office in Newport Beach, Calif.

34 — SLM Corp. (Sallie Mae)

- Growth Rate: 34.5%
- Headquarters: Newark, Del.

- Top Executive: Raymond J. Quinlan, Chairman and CEO
- Stock Ticker: Nasdaq:SLM
- Web Address: www.salliemae.com
- SLM is a corporate entity doing business as Sallie Mae. The company is the nation's top-ranked financial services company specializing in education. Originally created in 1972 as a government-sponsored enterprise, Sallie Mae's government charter dissolved in 2004, and today the company operates in the private sector and is publicly traded.

What are some goals you have for the company? Sallie Mae's vision for the future is clearly articulated in a long-term strategy that allows the company to continue to grow its core business, while developing new products and services to diversify revenues, increase the value of the franchise, and broaden customer relationships well beyond student loans.

– Ellen Roberts, Spokesperson

35 — eLocal USA LLC

- Growth Rate: 33.4%
- Headquarters: Conshohocken
- Top Executive: Bruce Aronow, CEO
- Web Address: www.elocal.com
- Founded in 2007, eLocal is a performance-based advertising platform for local, regional, and national businesses. The company provides advertisers' calls and web form leads on a performance basis, with a particular specialization in the home services and legal verticals. The site offers 700 consumer categories.

36 — Benjamin Foods

- Growth Rate: 33.3%
- Headquarters: Hatboro
- Top Executive: Howard Klayman, President and CEO
- Web Address: www.benjaminfoods.com

Benjamin Foods is a broadline food distributor and wholesale supplier to government agencies, public and private food service clients. The company also offers commercial restaurant equipment and janitorial supplies. In 2010, Benjamin Foods consolidated its operations by relocating three separate facilities to a state-of-the-art 125,000-square-foot complex.

37 — Cenero

- Growth Rate: 32.7%
- Headquarters: Malvern
- Top Executive: Chris Henry, CEO
- Web Address: www.cenero.com

Cenero is an audio visual, unified communications and IT company that helps clients with products and services

designed to improve communication and efficiency. Some examples of the company's offerings include audio-visual system design and installation and Skype-for-business services.

38 — Mobile Outfitters

- Growth Rate: 32.5%
- Headquarters: Philadelphia (Manayunk)
- Top Executives: Eric Griffin, Dennis O'Donnell
- Web Address: www.moutfitters.com

Mobile Outfitters provides mobile phone products – including a professionally installed screen protector known as Clear-Coat and cases under the brand Style Skins. The company has more than 250 physical locations in 33 countries under its Mall Kiosk program, which recruits individual operators.

39 — Eastern Standard

- Growth Rate: 32.4%
- Headquarters: Philadelphia (Center City)
- Partners: Mark Gisi, Jim Keller, David Wolf, Vince Giordano
- Web Address: www.easternstandard.com

[Eastern Standard](#) is an integrated branding agency that specializes in strategy, design and technology. The company's product list includes "Virtual CMO" services. Eastern Standard has worked with [Princeton University Press](#), [PMC Property Group](#), [Temple University](#), Frankford Candy and the Academy of Natural Sciences.

40 — Meyer

- Growth Rate: 31.4%
- Headquarters: Ardmore
- Top Executive: Norman Liedtke, CEO
- Web Address: www.meyerdesigninc.com

Meyer provides architecture, interior design, branding and visualization services to a variety of clients. The company also provides planning and feasibility studies for mixed-use retail projects. Meyer is known for its sustainability practice, with 14 LEED-certified projects in its portfolio.

41 — The Meet Group Inc.

- Growth Rate: 30.4%
- Headquarters: New Hope
- Top Executive: Geoff Cook, CEO
- Stock Ticker: Nasdaq:MEET
- Web Address: www.themeetgroup.com

[The Meet Group](#) is a portfolio of mobile apps designed to help people connect. The company's apps — MeetMe,

Skout, Tagged, and Hi5 — lets users in more than 100 countries chat, share photos, stream live video, and discuss topics of interest on iPhone, iPad, and Android. The apps have 2.5 million daily active users.

42— Redline Automotive Merchandising LLC

- Growth Rate: 29.9%
- Headquarters: Haddonfield, N.J.
- Top Executive: Marc Rubino, CEO
- Web Address: www.redlineadvantage.com

Redline is a leader in inventory management, lot service photography, digital marketing and software solutions for automotive dealers. Currently, Redline Lot Service handles the photo and data collection for nearly 500 dealerships in the tri-state area. The company services over 40,000 vehicles monthly and houses data for over 1 million vehicles.

43 — Expo Logic

- Growth Rate: 29.6%
- Headquarters: East Norriton
- Top Executive: Jeff Cooper, President
- Web Address: www.expologic.com

[Expo Logic](http://www.expologic.com) provides a plethora of event services, including registration, attendee tracking, session tracking, event marketing and lead retrieval. The company also markets a meeting tool for exhibitors called EXPOConnections. ExpoLogic's portfolio includes [Northwestern Mutual](#), the [National Society of Black Engineers](#) and the Association of American Law Schools.

44 — InterDigital Inc.

- Growth Rate: 28.5%
- Headquarters: Wilmington
- Top Executive: William J. Merritt, President and CEO
- Stock Ticker: Nasdaq:IDCC
- Web Address: www.interdigital.com

[InterDigital](http://www.interdigital.com) is a mobile technology research and development company that provides wireless technologies for mobile devices, networks, and services worldwide. For over four decades, InterDigital has been a pioneer in mobile technology and a key contributor to global wireless standards. Since 2000, the company has spent more than \$1 billion on technology research and development.

45 — Malvern Bancorp Inc.

- Growth Rate: 27.6%
- Headquarters: Paoli
- Top Executive: Anthony C. Weagley, President and CEO

- Stock Ticker: Nasdaq:MLVF
- Web Address: www.malvernfederal.com

Malvern Bancorp is the holding company for Malvern Federal, a full-service bank that offers personal, business, private and online banking services. The bank has 10 locations — eight in Pennsylvania, one in New Jersey and a private banking office in Palm Beach, Fla.

46 — Republic First Bancorp Inc.

- Growth Rate: 27.3%
- Headquarters: Philadelphia (Center City)
- Top Executive: Harry D. Madonna, President and CEO
- Stock Ticker: Nasdaq:FRBK
- Web Address: www.myrepublicbank.com

[Republic First Bancorp Inc.](#) is a one-bank holding company, which does business as Republic Bank. Republic is a Pennsylvania state chartered bank that offers a variety of banking services to individuals and businesses with store locations in Philadelphia, Montgomery, Delaware, Burlington, Camden and Gloucester counties.

47 — Vault Communications

- Growth Rate: 26.7%
- Headquarters: Plymouth Meeting
- Top Executive: Kate Shields, President
- Web Address: www.vaultcommunications.com

[Vault Communications](#) is a full-service public relations firm specializing in strategic communications, brand positioning, media relations, social media, advertising and graphic design for regional and national brands and organizations. The firm's client portfolio includes [AmerisourceBergen](#), [Axalta Coating Systems](#) and Campbell Soup Co.

48 — EPAM Systems

- Growth Rate: 26.1%
- Headquarters: Newtown
- Top Executive: Arkadiy Dobkin, President and CEO
- Stock Ticker: NYSE:EPAM
- Web Address: www.epam.com

Founded in 1993, [EPAM Systems](#), Inc. is a global product development and digital platform engineering services company. The company does business in 25 countries across North America, Europe, Asia and Australia. EPAM was ranked 12th in the most recent Forbes 25 Fastest Growing Public Tech Companies list.

49 — Univest Corp. of Pennsylvania

- Growth Rate: 25.2%
- Headquarters: Souderton
- Top Executive: Jeffrey M. Schweitzer, President and CEO
- Stock Ticker: Nasdaq:UVSP
- Web Address: www.univest.net

Univest Corp. of Pennsylvania, including its wholly owned subsidiary, Univest Bank and Trust Co., has approximately \$4.5 billion in assets and \$3.4 billion in assets under management and supervision through its wealth management lines of business. Univest operates more than 50 offices in Pennsylvania, New Jersey and Maryland.

50 — Five Below Inc.

- Growth Rate: 24.7%
- Headquarters: Philadelphia (Center City)
- Top Executive: Joel Anderson, CEO
- Stock Ticker: Nasdaq:FIVE
- Web Address: www.fivebelow.com

[Five Below](#) is a specialty value retailer offering a broad range of merchandise — all priced below \$5 — targeted at the teen and pre-teen customer. Founded in 2002, Five Below has about 600 stores in 32 states. The retailer's inventory includes leading brands such as Lego, Wilson, [Hasbro](#) and Peeps and licenses from Disney and [Marvel](#).

51 — Traffic Planning and Design Inc.

- Growth Rate: 24.5%
- Headquarters: Pottstown
- Top Executive: Kevin Johnson, President
- Web Address: www.trafficpd.com

Founded in 1989, [Traffic Planning and Design Inc.](#) is a transportation engineering firm, serving public and private sector clients throughout the mid-Atlantic region. The company's portfolio includes the Bristol Road extension, the Knowles Avenue Pedestrian Tunnel and traffic and parking for Einstein Medical Center Montgomery.

52 — ORS Partners

- Growth Rate: 24%
- Headquarters: Audubon, Pa.
- Top Executive: Terry Williams, Chairman and CEO
- Web Address: www.orspartners.com

ORS provides outsourced recruiting solutions to emerging growth, middle-market and venture-backed companies, along with Fortune 1000 companies. The company offers talent acquisition consulting, project-based recruiting, retained search and other services.

53 — Bernardon

- Growth Rate: 22.8%
- Headquarters: West Chester
- Top Executive: Kerry R. Haber, President
- Web Address: www.bernardon.com

Bernardon is a full-service architecture, interior design and landscape architecture firm, registered to practice in Alabama, Maryland, New Jersey, Pennsylvania, Virginia and Washington, D.C. The firm's portfolio includes the STAR Campus Tower at the [University of Delaware](#) and Victory Brewing Co. in Parkesburg, Chester County.

54 — Alura Business Solutions

- Growth Rate: 22.4%
- Headquarters: Plymouth Meeting
- Top Executive: Jason Derstine, President and CEO
- Web Address: www.alura.com

[Alura Business Solutions](#) is an information technology consultant. Among other services, the company offers business continuity/disaster recovery, network monitoring and maintenance, mobile device management and cloud services. Jason Derstine, Alura's CEO, started the company while he was still an undergraduate at [Temple University](#).

55 — Arora Engineers Inc.

- Growth Rate: 22%
- Headquarters: Chadds [Ford](#)
- Top Executive: Manik K. Arora, President and CEO
- Web Address: www.aroraengineers.com

[Arora Engineers](#) Inc. specializes in providing engineering services for clients in aviation, transportation, education, government, and the commercial sectors. Services include: planning and design, program and construction management, facility management and information technology. Its portfolio includes [SEPTA's](#) Susquehanna-Dauphin Station upgrades and the PHL Terminal F hub expansion.

56 — Think Company

- Growth Rate: 21.5%
- Headquarters: Conshohocken
- Top Executives: Carl White, CEO, and Brian McIntire, Chief Design Officer
- Web Address: www.thinkcompany.com

Think Company is a technology and design consultant that provides various services: research, strategy and visioning, content strategy, complete experience design, web design and technology tools development. The company was named a Best Places to Work by the Philadelphia Business Journal this year.

57 — Quirk Books

- Growth Rate: 21.3%
- Headquarters: Philadelphia (Old City)
- Top Executive: David Borgenicht, CEO and Founder
- Web Address: www.quirkbooks.com

Quirk Books is a boutique publisher of about 25 books each year. Its titles include *The Spectacular Sisterhood of Superwomen*, *Secret Lives of the First Ladies*, *Miss Peregrine’s Home for Peculiar Children* and *Pride and Prejudice and Zombies*, which was recently lauded by **Entertainment Weekly** as a “delectable literary mashup.”

How do you hire your employees? We hire our employees by posting in local and trade media.

How do you keep your employees? We feel that we offer salaries and benefits competitive with the industry and the market—and we certainly have a good time making our quirky products. But, more importantly, we encourage every employee to think and act like the publisher/president. Quirk publishes just 25 strikingly unconventional books per year, and every title is a labor of love born out of our passions and obsessions. As such, every employee sits in on our new project acquisition meetings where they have the opportunity to hear about the project and offer input before we proceed. We want everyone to be invested in the acquisition, development and ultimate success of that project. And, I think people generally respond well to that level of involvement and ownership.

– *Brett Cohen, President*

58 — WSFS Financial Corp.

- Growth Rate: 20.6%
- Headquarters: Wilmington
- Top Executive: Mark Turner, Chairman, President and CEO
- Web Address: www.wsfsbank.com

WSFS Financial Corp. is a multibillion-dollar financial services firm. Its primary subsidiary, WSFS Bank, is the largest locally managed bank and trust company in Delaware. WSFS Financial has \$6.82 billion in assets on its balance sheet and \$17.40 billion in assets under management and operates from 76 offices in Delaware, Pennsylvania, Virginia and Nevada.

59 — Evolve IP

- Growth Rate: 19.33%
- Headquarters: Wayne
- Top Executive: Thomas J. Gravina, Chairman and CEO
- Web Address: www.evolveip.net

Evolve IP provides both cloud computing and cloud communications services. On computing, the company offers military-grade encryption, 24/7 support and the Evolve IP’s Compliance Cloud product. In communications, the company was named a **Gartner** Best-of-Breed provider. Its portfolio includes health care, financial, hospitality, veterinary and other companies.

60 — Parke Bancorp

- Growth Rate: 19.28%
- Headquarters: Washington Township, N.J.
- Top Executive: Vito Pantilione, President and CEO
- Stock Ticker: Nasdaq:PKBK
- Web Address: www.parkebank.com

Parke Bancorp is the parent company of ParkeBank, which was founded in 1999. ParkeBank is a full service commercial bank, with an emphasis on providing personal and business financial services to individuals and small-sized businesses primarily in Gloucester, Atlantic and Cape May counties in New Jersey and Philadelphia and surrounding counties in Pennsylvania.

61 — 1SEO.com Digital Agency

- Growth Rate: 19.23%
- Headquarters: Bristol
- Top Executive: Lance Bachmann, President
- Web Address: www.1seo.com

1SEO.com Digital Agency is an internet and digital marketing firm founded in 2009. The company provides a wide array of digital services, including search engine optimization, pay-per-click management, social media marketing, website design and development, mobile app development, content marketing, email marketing initiatives and conversion rate optimization.

62 — Beneficial Bancorp

- Growth Rate: 19.16%
- Headquarters: Philadelphia (Center City)
- Top Executive: Gerard P. Cuddy, President and CEO
- Stock Ticker: Nasdaq:BNCL
- Web Address: www.thebeneficial.com

Founded in 1853 as the Beneficial Saving Fund Society of Philadelphia, **Beneficial Bancorp** is the parent company of Beneficial Bank – a full-service financial institution. The bank is the oldest and largest bank headquartered in Philadelphia, with 62 offices in the region.

63 — Harth Builders

- Growth Rate: 19.14%
- Headquarters: Spring House
- Top Executive: Greg Harth, President
- Web Address: www.harbuilders.com

Harth Builders is a design-build remodeling firm. The company does large projects, like additions and whole home renovations, to smaller projects like bathrooms and laundry rooms. In a competitive process, Harth Builders was recently selected by drywall manufacturer, National Gypsum, to remodel a bathroom for a very deserving 92-year-

old veteran.

64 — DNB Financial Corp.

- Growth Rate: 19%
- Headquarters: Downingtown
- Top Executive: William J. Hieb, President and CEO
- Stock Ticker: Nasdaq:DNBF
- Web Address: www.dnbfirst.com

DNB Financial Corp. is the holding company for DNB First, a full-service bank in Delaware, Chester and Philadelphia counties offering personal banking, business banking and wealth management services. The company also offers brokerage and insurance services through its subsidiary, DNB Investments & Insurance.

What do you think has been the reason for your company's growth over the last couple of years? One of the single greatest contributions to our recent growth was our successful acquisition of East River Bank last year. We added three full-service offices and expanded our customer base in Philadelphia. The merger is an important component of our strategy to be recognized as a high-performing community bank in southeastern Pennsylvania.

What has been the biggest challenge associated with your company's growth? A critical challenge for any community bank is ensuring that, as we grow, we maintain our close ties to the communities we serve. At DNB First, we do this by making certain our entire team is aligned around our strategic vision and plan, and then through consistent, solid execution. Being a strong and successful institution positions us to better serve and invest in our communities.

How do you hire your employees? DNB First utilizes a wide range of recruiting tools to attract talent. This includes direct referrals from our employees, networking within our communities, in-house sourcing through job postings on company career link, utilization of social media and professional recruitment sources.

How do you keep your employees? Robust employee orientation and onboarding, specialized on-the-job, tuition and certification reimbursement programs, quarterly breakfast meetings with the president combined with annual employee meetings and employee-sponsored events, competitive salary, benefits and paid time off programs.

– *William J. Hieb, President and CEO*

65 — Royal Bancshares of Pennsylvania Inc.

- Growth Rate: 18.97%
- Headquarters: Narberth
- Top Executive: Kevin Tylus, President and CEO
- Stock Ticker: Nasdaq:RBPAA
- Web Address: www.royalbankamerica.com

Royal Bank was founded in 1963 as the Bank of King of Prussia and over the last five decades developed into a 12-branch network enhanced by online and mobile tools and a global ATM network. The company is in the process of being acquired by **Bryn Mawr Bank** Corp. — a deal that was announced in January and is scheduled to close in the fourth quarter.

66 — Direct Choice Inc.

- Growth Rate: 18.3%
- Headquarters: Wayne
- Top Executive: Nick Lanzi, CEO
- Web Address: www.directchoiceinc.com

Direct Choice Inc. is a marketing and advertising agency that specializes in brand services, direct marketing, digital technology and data management and analytics. The company's portfolio includes work for Roche Insulin Meters and Test Strips, OKI Data Printing Solutions and BlueCross BlueShield of North Carolina.

67 — Bryn Mawr Bank Corp.

- Growth Rate: 18.2%
- Headquarters: Bryn Mawr
- Top Executive: Frank Leto, President and CEO
- Stock Ticker: Nasdaq:BMTB
- Web Address: www.bmtc.com

Bryn Mawr Bank Corp. is the holding company for Bryn Mawr Trust, a full-service financial institution that provides business banking, personal banking, wealth management and insurance services. The company was founded in 1889 and now has \$3.4 billion in corporate assets and \$11.3 billion in wealth assets under management.

What do you think has been the reason for your company's growth over the last couple of years? Primary drivers for BMT growth is a strategic plan which encompasses acquisitions, and entrance into new high growth markets (Princeton, Hershey and Delaware) with focused sales activity within our existing footprint to expand both our product sales and our share of wallet to existing clients through our private banking team.

What kind of advice would you give to a company that wants to experience the same kind of growth that your company has seen? Sustained growth requires persistence of vision coupled with the ability to execute.

How do you hire your employees? We recruit in a variety of ways. We have an internal job posting process for existing employees to express interest in open positions. We also have an employee referral program to encourage internal referrals which often leads to high quality candidates. We also work with a series of recruiting sites to advertise positions and actively solicit both active and passive candidates in the market. Some of these sites include [LinkedIn](#), Indeed, Glassdoor, etc.

How do you keep your employees? We offer a competitive salary and benefits package for our employees. We also engage employees in a variety of community events. Bryn Mawr Trust has a long legacy of community involvement and engaging our employees in this way keeps people actively engaged and included.

– Frank Leto, President and CEO

68 — Waypoint Consulting

- Growth Rate: 17.7%
- Headquarters: West Chester
- Managing Partners: Bill Crowell, Brendan McGuire

- Web Address: www.waypointco.com

Waypoint is a data management and analytics consulting firm. The company uses advanced software and techniques to identify and analyze business data such as sales revenue, costs, and enterprise performance. The company's clients include [Chubb](#), [Holy Family University](#), Cadence Bank, [QVC](#) and MLB Advanced Media.

69 — CubeSmart

- Growth Rate: 17.3%
- Headquarters: Malvern
- Top Executive: Christopher P. Marr, President and CEO
- Stock Ticker: NYSE:CUBE
- Web Address: www.cubesmart.com

CubeSmart, previously known as U-Store-It Trust, is an American real estate investment trust and provider of self-storage facilities. According to the 2017 Self-Storage Almanac, CubeSmart is one of the top three owners and operators of self-storage properties in the United States. The company operates facilities in 35 states.

70 — Medsurant Holdings

- Growth Rate: 17.2%
- Headquarters: West Conshohocken
- Top Executive: Jordan Klear, CEO
- Web Address: www.medsurantholdings.com

[Medsurant Holdings](#) is the leading provider of outsourced intraoperative neurophysiologic monitoring services to hospitals and surgeons. That means Medsurant works with surgeons to help mitigate any risk of surgical injury while also protecting patients and providing cost effective options to hospitals for any surgical procedure where neural structures are at risk.

71 — Nutrisystem Inc.

- Growth Rate: 16.3%
- Headquarters: Fort Washington
- Top Executive: Dawn Zier, President and CEO
- Stock Ticker: Nasdaq:NTRI
- Web Address: www.nutrisystem.com

Founded 45 years ago, Nutrisystem Inc. is one of the most well-known and respected names in the weight-loss industry. For 2017, Nutrisystem introduced a product known as Lean13, designed to deliver weight loss up to 13 pounds and seven inches overall in the first month. Also in 2017, the South Beach Diet became an all-new structured meal delivery weight-loss program following the acquisition of the brand in December 2015.

72 — Toll Brothers

- Growth Rate: 15.3%
- Headquarters: Horsham
- Top Executive: Douglas C. Yearley Jr., CEO
- Stock Ticker: NYSE:TOL
- Web Address: www.tollbrothers.com

[Toll Brothers](#), a Fortune 500 company, is the nation's leading builder of luxury homes. It was founded in 1967 and became a public company in 1986. The company, active in 20 states, builds an array of residential housing principally on land it develops and improves.

73 — BioTelemetry Inc.

- Growth Rate: 15.1%
- Headquarters: Malvern
- Top Executive: Joseph H. Capper, President and CEO
- Stock Ticker: Nasdaq:BEAT
- Web Address: www.gobio.com

[BioTelemetry](#) Inc., formerly known as [CardioNet](#) Inc., is the leading wireless medical technology company focused on the delivery of health information to improve quality of life and reduce cost of care. The company currently provides cardiac monitoring services and devices, manufacturing and laboratory services.

74 — Educere LLC

- Growth Rate: 15%
- Headquarters: Ambler
- Top Executive: James Daily, President
- Web Address: www.educere.net

[Educere](#) offers curriculum for K-12 students through more than 5,000 virtual courses from over 40 education providers. The company is known for its Edtell technology platform that offers customized education programs for each client and its Personal Learning Coach program.

75 — Actua Corp.

- Growth Rate: 13.6%
- Headquarters: Radnor
- Top Executive: Walter Buckley, CEO
- Stock Ticker: Nasdaq:ACTA
- Web Address: www.actua.com

[Actua](#) is a cloud company focused on transforming vertical and highly specialized markets. The company, which now has more than 700 employees, is focusing on the compliance, insurance and wealth management verticals.

76 — Blank Rome LLP

- Growth Rate: 13.4%
- Headquarters: Philadelphia (Center City)
- Top Executive: Alan J. Hoffman, Chairman and Managing Partner
- Web Address: www.blankrome.com

Founded in 1946, Blank Rome is an Am Law 100 firm with 13 offices and more than 600 attorneys throughout the United States and in Shanghai. The firm represents businesses and organizations with a strong focus on the key industry sectors of energy, maritime and transportation, real estate, financial services, health care and life sciences, chemical, gaming, technology, and manufacturing.