

Breaking into the Top 10 – Private

August 27, 2007

Nursefinders Inc.

Background: For more than 30 years, 3.5 million nurses have been placed in more than 10 million shifts and 32 million home visits, thanks to Nursefinders Inc. Now, the company also offers help finding a wide array of health care professionals to fill temporary needs or to act as permanent replacements.

Rank on list: 10

CEO: Robert E. Livonius

Revenues: \$338,000,000

Quotable: “This model is unique and why Nursefinders has grown disproportionately compared to the market.”
– Robert Livonius

Nursefinders Inc. began in 1974 to do exactly what its name implies: help find nurses, particularly temporary nurses, to cover shortages in offices or hospitals. Today, not only does the company continue to put nurses in places of need, but it is a “one-stop shop” for staffing all sorts of health care professionals, from physicians to physical therapists and everything in between.

On Aug. 9, the company announced its acquisition by Goldman Sachs Urban Investment Group, Pharos Capital Group LLC and Haas Wheat & Partners. The Goldman Sachs portfolio already includes National Healthcare Staffing, which staffs travel nurses. The combination of all of these forces will allow Nursefinders to continue growing in a quickly expanding market, said CEO Robert Livonius.

“The health care sector and health care staffing are growing quite nicely,” Livonius said. As the nursing shortage continues and more health care professionals grow tired of the paperwork and hassle of traditional health care, Nursefinders will keep giving clients all the staff needed to fill a temporary position or a full-time placement, he said.

Traditionally, a hospital may look at the need for a temporary worker as nothing but a problem, both financially and logistically, Livonius said. But offering complete vendor management services makes things easier for both the workers and the client, he said. For example, a hospital might use a half-dozen or more contractors to build a staff, but Nursefinders can get an exclusive contract with that hospital and then subcontract with as many companies as needed to get the appropriate staff, eliminating headaches and saving time, he said.

“When we partner with clients on a solution basis, we tend to get much better results,” Livonius said. The acquisition by Goldman Sachs will give the company the extra economic and strategic clout to keep Nursefinders growing from within and through acquisitions, he said.

“The brand, as well as the company, has survived a lot of changes over the years, but this is I think the most dramatic change that we’ve undergone, being able to offer a range of services to our clients,” he said.

– Elizabeth Bassett

Highest Ranking New Entry – Private HealthMarkets Inc.

Background: One of the groundbreakers in consumer-guided health insurance, HealthMarkets Inc. specializes in affordable health insurance for small businesses, individuals and the self-employed. Those insured gain even more by being able to access the company's tools for comparing doctor and hospital quality information and cost, taking some of the mystery out of medical care.

Rank on list: 1

President/CEO: William Gedwed

Revenues: \$2,146,571,000

Quotable: "We are committed to making health care as affordable as possible, and price transparency is one step in the right direction." – William Gedwed

If you've ever bought health insurance for yourself, then you know what a Sisyphean task it can be to find a provider and policy and wade through care restrictions. And finding a policy that is affordable can seem impossible. HealthMarkets Inc., formerly United Insurance Cos. Inc., has aimed to solve whole-heartedly the health insurance conundrum. Nearly 45 million people in the United States are uninsured, according to federal estimates, and the Institute of Medicine reports that as many as 18,000 people die each year because they are uninsured.

Whereas HealthMarkets used to offer services like loans and subprime credit cards in addition to its health and life insurance, it has streamlined its services under the lead of its President and CEO William Gedwed. He joined HealthMarkets in 2003.

In addition to providing health insurance, with an eye on the small business owner, the self-employed and salaried workers, HealthMarkets gives members access to the approximate prices of services or procedures they might encounter in the health care world.

"We want to take the confusion out of health care," Gedwed said.

Making the health care industry more consumer-driven is a principle that has been recommended by some as a way to make health care more affordable. Hospitals or physicians who aren't transparent in their business practices will either lose patients or adjust to a more competitive marketplace, which will ultimately let patients find more bang for their buck.

And, according to HealthMarkets, affordable is all about just that: the best value.

– Elizabeth Bassett

Largest Percentage Revenue Growth – Private Innovative Developers Inc.

Background: Innovative Developers Inc., a construction management and real estate development company headquartered in Fort Worth, was established in 1969. In 2004, Glen W. Hahn became the president and CEO.

Rank on list: 73

CEO: Glen W. Hahn

Revenues: \$22,326,225

Quotable: "The company is extremely family-oriented. This is a group of good individuals that work well

together.” – Harold Tatro

Innovative Developers Inc. is more than a business that provides real estate development to Tarrant County. It is a family.

“We are a great company that provides quality services,” said CEO Glen W. Hahn. “We have a young, dynamic team of people that are client-oriented. When you look at our culture at the workplace, we really provide a great set of services because we have empathy of our clients.”

Innovative Developers Inc. has completed several significant projects in the last year, including the Arlington Orthopedic Associates clinic in Mansfield, a 5,300-square-foot facility; the State National Bank building at the corner of Summit Avenue and West 7th Street; North Texas Orthopedics in Grapevine, a nearly 20,000-square-foot facility; DFB Pharmaceuticals’ research and development facility in Fort Worth, a 80,000-square-foot building; and Citizens National Bank in Fort Worth, a two-story 20,000-square-foot building.

The company has flourished since Hahn took charge when his partners sold their shares to him in 2004, said CFO Harold Tatro. Hahn later distributed some stock to senior management, allowing them to own a percentage of the company, Tatro said.

“You’re not just working for someone. It’s more than just getting your paycheck,” Tatro said. “Glen has really empowered each of the managers.”

Hahn sees nothing but more growth in the future. He said he looks forward to delving into larger projects and being the go-to developer in the city and county.

“We want to keep our name in the community,” Hahn said. “We’ve found the people that come to us are the decision-makers in their organization. We want them to think about us when they are ready to make the decision.”

– Crystal Forester

Breaking into the Top 10 – Public Idearc Inc.

Background: Idearc Inc. is committed to creating communities of readers where the company’s employees and customers live and work. The company partners with organizations that supply books to underserved children, promotes reading, provides reading mentors and tutors, improves libraries and uses technology to encourage reading. Last year, Idearc funded \$1.2 million in grants benefiting 35 organizations, hosted 50 community events nationwide and reached more than 200,000 children and families.

Rank on list: 8

CEO: Katherine J. Harless

Revenues: \$3,221,000,000

Quotable: “No one else serves America’s small-and medium-sized businesses the way Idearc does.”

– Sandy Henjum

Life continues to look up for Idearc Inc., the publisher of the Verizon Yellow Pages and home to Superpages.com. If you use the Internet as a search tool, you’ll no doubt know that the company’s search directories are simple, easy to use and a convenient way to not only find area businesses but also to compare goods and services.

“Our multiplatform suite of products – including Superpages.com, the Verizon Yellow Pages and several different types of direct-mail products – deliver superior value to our advertisers and provide consumers with the easiest and fastest way to find relevant, local shopping information,” said Idearc President, Southeast and Central, Sandy Henjum.

The company's name is a combination of "idea" and "arc," and is meant to symbolize how the publisher connects buyers and sellers across the media spectrum.

Spun off from Verizon Communications Inc. in November 2006 as part of a dividend payment to Verizon shareholders, the company provides sales, publishing and other related services for more than 1,200 distinct directory titles in 35 states, with an approximate 2006 distribution of 130 million copies.

In 2006, Superpages.com had more than 2.8 billion network searches and 18 million business listings in the United States. It recently enhanced the search experience with a new, sleek look, more relevant search results and improved bird's-eye view mapping.

Ahead of the trend, the company also publishes 62 directories printed exclusively in Spanish in this country, and was the first to provide a Spanish-language online shopping resource with superpages.com/espanol.

Katherine J. Harless, 56, has been president and CEO since 2000, and a director of Idearc since November 2006. She served in a variety of finance, sales and operations positions with Verizon and its predecessor company, GTE, during a 27-year period, including serving as president of GTE Airfone from 1996 to 2000 and president of GTE's Texas/New Mexico telecommunications unit from 1993 to 1996.

– Betty Dillard

Highest Ranking New Entry – Public GameStop Corp.

Background: In June, GameStop Corp. announced the opening of new locations in Canada, Italy, Norway, Portugal, Spain and Sweden, placing its international store count at more than 1,000. This brings its total stores to 4,816 worldwide, including its U.S. operations.

Rank on list: 4

CEO: R. Richard Fontaine

Revenues: \$5,318,900,000

Quotable: "Our first-quarter results were driven by the strong growth of next-generation hardware despite both Nintendo products, the Wii and DS Lite, being in short supply throughout the quarter."

– R. Richard Fontaine

GameStop Corp. didn't play around last year. The Grapevine-based retailer that sells the latest in video games and systems had a remarkable 2006. Total sales increased 72 percent, operating earnings grew by 73 percent, net earnings were up 57 percent and comparable store sales increased 12 percent.

And first quarter 2007 financial results were the best-ever, with net earnings increasing 111 percent. No wonder the company is the world's largest video game and entertainment software retailer and was recently added to the Fortune 500 list of largest U.S. companies.

The company benefits from offering a wide variety of titles and its own magazine, Game Informer, the largest multiplatform video game magazine in the United States, based on circulation. Company execs – such as industry veteran CEO R. Richard Fontaine – know what kids want in next-generation systems and what parents want in bargains on used games.

"From the technology powerhouses of Xbox 360 and PS3, to the uniquely engaging ease-of-play and inventiveness of the Wii, to the portability of the DS Lite, to the value of the PS2, there is a product and a price range to stimulate the core and casual gamer, and attract new customers to the video game experience," said Fontaine.

Fontaine, 64, has been at the helm of GameStop since its acquisition by Barnes & Noble in June 2000, its chairman of the board since 2002, and a director since 2001. The company was created to facilitate the 2005 merger of GameStop Holdings Corp. and Electronics Boutique Holdings Corp., both wholly owned subsidiaries of GameStop. Its retail stores – now totaling 4,816 worldwide – operate under the GameStop and EB Games banners and offer new and used video games as well as hardware and accessories for next-generation video game systems.

– Betty Dillard

Largest Percentage Revenue Growth – Public Range Resources Corp.

Background: Range Resources Corp. engages in the exploration, development and acquisition of oil and gas properties primarily in the southwestern, Appalachian and Gulf Coast regions of the United States.

Rank on list: 13

President/CEO: John H. Pinkerton

Revenues: \$779.7 million

Quotable: “I care more about our stock price than our market capitalization. Bigger is not necessarily better. Better is better. If you just focus on your stock price, you’ll make all the right decisions, I think. If you just care about getting big, I don’t think that means much to your stock price.”

– John H. Pinkerton

Range Resources Corp. recently posted its 18th consecutive quarter of sequential production growth. That it did so after selling off properties in the Gulf of Mexico that represented 2 percent of its 2006 production was a pleasant surprise to company officials.

“[This was an] extraordinary accomplishment by our operating teams,” said John H. Pinkerton, president and CEO. While maintaining a fairly low-key profile, Range Resources has been aggressive in recent months. The company has made three large acquisitions totaling \$374 million, is increasing its properties in the Barnett Shale natural gas play in its backyard, and is moving into new drilling and production areas in Pennsylvania and Virginia. The fortunes of Range Resources began to change in 2000, when the company became a more technically oriented organization, capable of generating drilling projects internally. In 2004, the company pushed into the area of unconventional gas production when it purchased more than 400,000 acres in Virginia and West Virginia to produce coal bed methane gas.

The company has hardly stopped this year. In the Barnett Shale, it has added approximately 20,000 acres, bringing Range Resources’ total net acreage position to 86,250. But purchasing more acres is not the company’s only growth strategy. It is also pushing technology to the limits. The company has simulated two wells with dual fracs, a method used to increase production in shale formations, and it has plans to do a triple frac sometime this year.

Pinkerton points to the company’s technical team as one reason for its success. “We have about 120 geologists, geophysicists and engineers on staff, which is probably double what most oil and gas companies our size would typically have,” he said.

– Robert Francis