

ARIZONA CORPORATE EXCELLENCE AWARDS 2015

PRIVATE COMPANIES LIFT OFF FOR FAST GROWTH AND SUCCESS







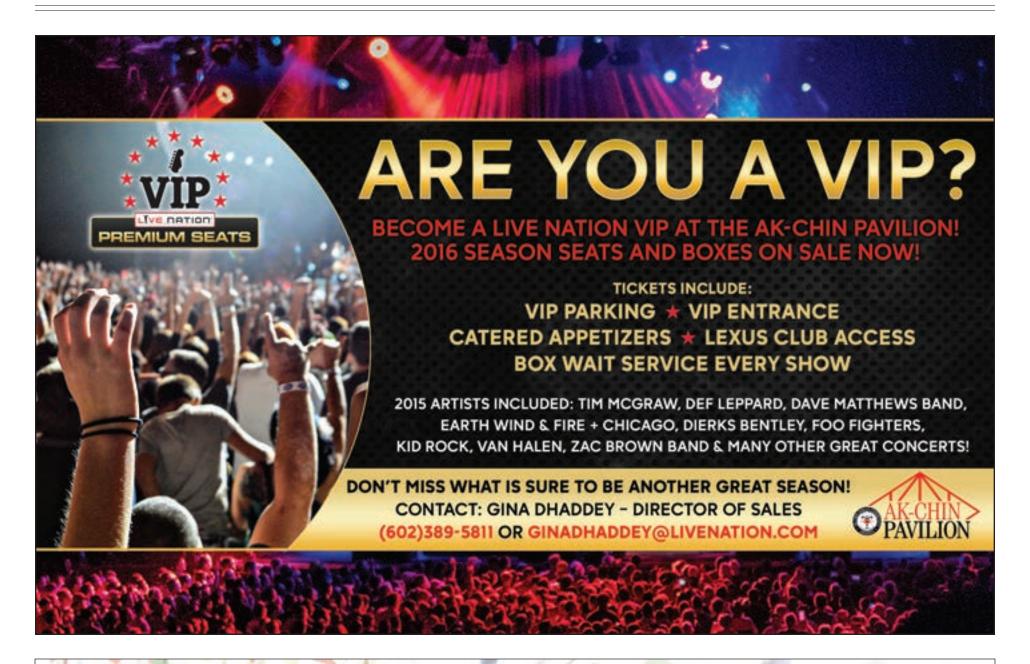




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SPECIAL AWARDS

CEO of the Year

Sam**Thomasson ZOUNDS HEARING INC.**





Innovator

MarciaRowley
INTERNATIONAL CRUISE
& EXCURSIONS INC.

Community Impact
BillRogers
HOMEOWNERS
FINANCIAL GROUP





Rookie of the Year
MikeLovell
TEAM SELECT HOME CARE

THE LISTS

Fastest-Growing Private Companies 28
Largest Private Companies 30, 32

FEATURE

Q&A 33-35

We asked everyone on the ACE lists three questions. Here's a sampling of their responses

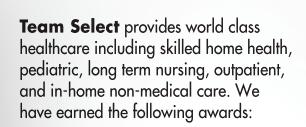


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ARIZONA CORPORATE EXCELLENCE



Sam**Thomasson**

FOUNDER AND CEO | ZOUNDS HEARING INC.

BY LIZ NICHOLS enichols@bizjournals.com 602-308-6520

ounds Hearing Inc. was born out of Sam Thomasson's frustration watching his daughter struggle with massive hearing loss – the result of a high fever when she was 13 months old.

Thomasson, an electrical engineer who began his career in communications systems at Motorola, VSLI and Medtronic, grew tired of watching his daughter cringe every time her hearing aids would screech with painful feedback, leading her to turn them off – or remove and hide them so she wouldn't have to wear them

Thomasson realized the hearing aids on the market were simply

not competitive with the technology he had seen in his work. He began spending his free time at home trying to figure out how to solve the problems that were causing feedback and background noise in the devices.

In 1998 he founded Acoustic Technologies, which specialized in high-quality voice processing software and state-of-the-art noise cancellation, echo cancellation, voice enhancement and voice activation technology for cellphones and other communication systems.

Thomasson eventually developed 52 patents in sound technology and negotiated a deal to acquire exclusive rights to use the Acoustic Technologies patents to develop hearing aids.

In 2005, he founded Zounds Hearing Inc. Two years later, the com-

pany released its first hearing aids, which use a combination of internally developed and exclusively licensed technology from Acoustic.

Zounds now has more than 200 stores in 32 states across the nation. Thomasson's vision is to provide high-performing hearing aids at affordable prices to hearing-impaired people around the world.

When asked about his biggest motivator, he said it's still his daughter, Kate.

"As any other father, I would move heaven and earth to be able to help her have the quality of life that she deserves," he said. "Now 24 years old, my little girl is a happy, beautiful and accomplished young lady who has overcome many obstacles in her life. I'm proud to have been a part of making that possible for her."



One local or industry trend that is affecting your business, and how: I believe the overall awareness of the detrimental effects of hearing loss has

changed. Where it was often ignored and left untreated in the past, people now are recognizing how hearing loss can severely impact their quality of life, relationships, job performance and even safety. Additionally, hearing loss is occurring at a younger age, and the old way of thinking that hearing loss equates to being old is changing.

What specific technology has changed your company or industry the most in the past five years: People with hearing loss struggle to hear in different environments — even those who wear hearing aids. Being able to feel connected and part of the conversation in noisy settings has been the chief complaint of hearing-aid wearers. Our 90 percent background noise reduction allows the wearer to hear more clearly in noisy places like restaurants and family gatherings, and on cellphones. Our customers can confidently take part in the conversation in any setting.

In one word, the key ingredient of your company culture: Innovation

uch of our economic recovery and growth can be attributed to the state's top private employers that embrace innovation, ingenuity, technology, and perhaps most important, the skills and knowledge of their workforces. The ACE Awards honor Arizona companies that are among the best of the best-companies that bring Arizona into a positive light on the national stage and executives who lead with purpose and passion.

As one of the country's largest insurance agencies, we work handin hand with local companies to help them protect their most prized assets-their people. The ACE honorees serve as prime examples of companies that understand growth and innovation cannot be achieved without making their people a priority.

Lovitt & Touché is proud to sponsor today's ceremony and help shine the spotlight on companies and executives who help make Arizona a better place live and work. We applaud their efforts and are proud to call them our neighbors.



Sincerely,

Charles Touché
Chairman/CEO
Lovitt & Touché

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Lovitt & Touché would like to applaud and salute tonight's ACE award winners.

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ARIZONA CORPORATE EXCELLENCE



Marcia**Rowley**

CO-FOUNDER AND CHIEF MARKETING OFFICER | INTERNATIONAL CRUISE & EXCURSIONS INC.

BY CASSIDY TROWBRIDGE ctrowbridge@bizjournals.com 602-308-6518, @cassidykei

oyalty programs seem like a tired concept, but Scottsdale-based International Cruise & Excursions Inc. has managed to freshen things up with the evolution of its business model and reward system.

ICE started as a timeshare and cruise exchange – a marketplace for timeshare owners to exchange their weeks at resort locations for cruises. But when research showed even the most dedicated cruise aficionados preferred going to sea only every 18 to 24 months, ICE co-founder and

Chief Marketing Officer Marcia Rowley knew the company had to adapt.

Shifting toward a points-based system for booking vacations, ICE expanded its rewards to include hotel reservations and luxury services such as golf, flights and car rentals.

"It just opened up a whole new world," Rowley said.

Then, just before the recession hit, ICE created a new strategy catering to those looking to vacation with financial flexibility. With a seven-night cruise plus seven-night hotel stay package, Rowley offered options to pay in installments or up front; choose the resort and cruise line separate from each other; and leave the reser-

vation dates open.

"I define innovation as pushing the envelope to develop something extraordinary and risky," she said. "It has to change and modify the way people think about something."

Rowley said her company's innovations come from research, relationships with the cruise lines and communication with customers. But continued innovation has become a greater challenge as the company grows. ICE began in 1997 with just two employees and one office, and now has 2,300 employees at offices around the world.

"Sometimes you have to take a step back and ask: Who are we?" she said.



Name one local or industry trend that is affecting your business, and how: The use of short-term vacation home rentals are becoming a popular industry

trend. Many travelers are opting to rent a vacation home at their desired destination, instead of a hotel or resort, for their family vacation. This trend has not had a dramatic effect on our business at this point; however, it is a trend that we anticipate will continue to grow and therefore we will need to integrate vacation home rentals into our unique travel package offerings for consumers.

What specific technology has changed your company or industry the most in the past five years: The widespread use of mobile devices and the desire for instant gratification for travel search and bookings has changed the business requirements for travel professionals.

In one word, the key ingredient of your company culture: Innovation

n behalf of all **CliftonLarsonAllen's**Principals and employees in Arizona, I would like to congratulate the 2015 ACE
Award recipients. The ACE Awards have been part of a tradition that showcases the successes as well as recognizes the importance of privately owned Arizona businesses. Over the years, we have noticed that ACE Award recipients have strong leadership, solid core values, and strong ethics traits that are prevalent in great companies.

We have had the pleasure of meeting with you over the last several months and appreciate the time that was spent with us. We listened intently to the stories of each company's histories and were amazed by the conversations with the individuals involved in your company's leadership. We also enjoyed learning more about the mission, vision, and core values as well as the innovation that all helped fuel your companies¹ growth and the growth of the Arizona economy. Your achievements over the past year have been truly remarkable. We look forward to seeing even more impressive results next year based on the conversations we had.

Since 2006, **CliftonLarsonAllen** has had the privilege of participating as one of the *ACE Award* sponsors. We are very proud of our affiliation and continue to enjoy seeing the continued success of the *ACE* companies and their respective leaders.

We thank you again for your participation in the

2015 ACE Awards. We wish you all the best of luck and look ahead to working with you during next year's event.

Sincerely, CliftonLarsonAllen LLP



Chad D. Kunze
CPA, Managing Principal
CliftonLarsonAllen LLP





MAKING AN IMPACT

Helping people be successful is what we're all about. So we're proud to recognize the success and leadership of 2015 ACE award recipients.







ARIZONA CORPORATE EXCELLENCE



Bill**Rogers**

CHIEF EXECUTIVE OFFICER | HOMEOWNERS FINANCIAL GROUP

BY LIZ NICHOLS enichols@bizjournals.com 602-308-6520

or CEO Bill Rogers, the desire to have a positive impact on the lives of others motivates him to ensure charity and family are at the core of Homeowners Financial Group's culture.

HFG contributed 10.8 percent of its net income to charity in 2014. Company leaders and employees are encouraged to maintain awareness of the needs of the community at all times, Rogers said.

Founded in 2004, the mortgage lender maintains strong relation-

ships with local charities including St. Mary's Food Bank, Boys and Girls Club of Scottsdale, and Phoenix Children's Hospital.

In 2013, HFG co-founded the Care Fund, a nonprofit organization that pays the mortgage or rent for Arizona families during a child's extended illness or recovery from injury.

Rogers said the inspiration for the Care Fund came from witnessing sick children alone in the hospital while parents were at work, making sure the family could survive financially.

Many parents are forced to quit or are fired because they miss too many days of work when a child falls seriously ill, Rogers said. This causes a severe financial strain, as some families see their incomes cut dramatically.

"A sick child needs their mom or dad by their side," Rogers said. "The Care Fund makes sure they have a place to go home to."

The fund helps each family for an average duration of 2.7 months. To date, it has helped more than 235 families statewide with mortgage and rent grants totaling about \$550,000.

HFG has committed to paying the majority of administrative costs of the Care Fund so that 90 percent of every dollar donated to the nonprofit organization can go toward helping families in need.



One local or industry trend that is affecting your business, and how: The growing and evolving levels of regulatory compliance at both the federal

and state levels. Regulators continue to issue new rules designed to enhance or protect borrowers. While we support the intent behind these rules, their design and execution has nevertheless been awkward and cumbersome.

What specific technology has changed your company or industry the most in the past five years: Online technology. Lenders must continue to develop strategies to capture prospects online and begin the conversation with them there as well. The millennial generation, which continues to be a large segment of today's home buyers, expects easy-to-use online applications to research a lender, apply securely for a mortgage, and communicate throughout the process using technology.

In one word, the key ingredient of your company culture: Family

t is such an honor to be a part of the same thriving business community with those being honored with a 2015 Arizona Corporate Excellence Award. These exciting and entrepreneurial honorees employ our families, friends and neighbors; provide outstanding goods and services to companies and individuals around the world; and continue to drive the economy where we all live, work and play. We, at Vaco Arizona, are so grateful to all of the honorees for their dedication to the place we all call home. Companies are being celebrated today, but it's thousands of people that truly drive the success of these organizations. At Vaco

Arizona, we know that people are the most critical drivers of a company's growth. Having partnered with many of today's honorees on critical projects and strategic talent acquisition engagements, we have had the sincere pleasure of helping them build out their teams. Whether placing a consultant on a short term project or finding a new chief of accounting, getting to contribute to the growth of our community's biggest companies is an honor.

As the Phoenix business community continues to grow, Vaco is pleased to offer strategic solutions on a critical project or on a consulting, contract-to-hire or permanent basis. As a proud sponsor of today's event, we would like to thank all of the honorees today for their contributions to the Phoenix business community and extend huge congratulations on a well-deserved honor.



Valdo Melton Managing Partner, VACO





ARIZONA CORPORATE EXCELLENCE



Mike**Lovell**

PRESIDENT AND CEO | TEAM SELECT HOME CARE

BY CASSIDY TROWBRIDGE ctrowbridge@bizjournals.com 602-308-6518, @cassidykei

ike Lovell is determined to disrupt the home care industry.
Aftera15-year career in mortgage banking, Lovell sold his Cleveland-based business in 2008. Those same investors sold him the original offices of Team Select Home Care: one in Phoenix and one in Tulsa, Oklahoma. Once the long acquisition process was complete and Lovell became Team Select's sole owner in 2012, its growth began in earnest.

"After working in the financial industry for more than a decade, where the stress levels were exceedingly high and the personal rewards and fulfillment low, I was looking for a way to make a difference," Lovell said. "The opportunity has

proven to far exceed my expectations."

Lovell brought in outside industry leaders, emphasized data analysis, and managed quality care of both patients and employees. He also challenged a stagnating industry by hiring a CFO from the manufacturing realm.

"It allowed us to bring in corporate tools that weren't seen in the health care industry," he said.

By bringing in a team with experience in technology not previously seen in home care, Team Select was able to take full advantage of the data his business collects.

"What makes us unique is our team for data and analytics," he said.

Lovell said Team Select also tries to hire ahead of the curve, sourcing outside the health care industry and helping stimulate interest in the home care industry among young professionals through internships.

When it comes to quality care, Lovell has created a system of checks for his patients and caretakers. Team Select began giving satisfaction surveys and "report cards" to nurses, ranking them by performance and providing bonuses to exemplary caretakers.

Lovell said the bonuses have motivated his team to work harder and kept them accountable.

His dedication to quality care also extends to his employees. He provides "happy hours" where employees can decompress and take breaks in massage chairs.

"I always say that it costs nothing to be nice," Lovell said. "That's the least we can do."

The business has been posting 100 percent annual growth and is planning nine offices in Missouri and California



One local or industry trend that is affecting your business, and how: Reimbursement cuts are finally forcing health care

providers to be accountable for their actions and outcomes.

What specific technology has changed your company or industry the most in the past five years:
The use of data analytics to drive our efforts and outcomes has placed Team Select in the top 2 percent of our peers nationwide. The vast majority of our industry is still blind to this change being thrust upon them.

In one word, the key ingredient of your company culture: Humility

within the coming year, Lovell said.

Asked about his greatest motivator, Lovell said it's being a catalyst for change.

"I am reminded daily how broken our industry is and the positive impact that our efforts are having not only on our patients, but on leading a revolt against traditional American health care," he said.

n behalf of everyone at UMB Bank, I would like to extend my most sincere congratulations to the companies nominated for the Phoenix Business Journal's 2015 Arizona's Corporate Excellence (ACE) Awards.

This well-deserved recognition speaks volumes of the motivation and drive for excellence shown by each of the nominated, privately-held companies. This recognition is impressive and clearly helps set an incredibly important standard in our community. Each and every nominee this year has more than earned this honor from the Arizona community and its peers.

Each of these successful businesses has shown their commitment to quality through a

desire to increase the sense of community and knowledge-sharing among private companies in Arizona. For UMB, quality means doing what is right, not what is popular. This enduring value has lived in our products, services and associates for more than a century as we continue to build strong, long-term relationships with our customers and communities.

We are proud to continue to support programs like the ACE Awards which encourage and recognize excellence in business. And we are proud to support companies like those nominated for the 2015 ACE Awards that share our dedication to quality and are working to better the community we serve.

Please join me in congratulating all the

nominees. We look forward to learning of your continued prosperity and efforts to further enrich our Arizona business community.

Best wishes,







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Your success. Everyone's win.

When you are recognized with an Arizona Corporate Excellence Award, everyone wins. Your dedication and sound business practices foster growth, development, and innovation not just for your company, but for our entire community. UMB is proud to sponsor the 2015 ACE Awards, because we realize the importance of companies we can all count on.

Congratulations to all the winners!





Compiled by Dale Brown 602-308-6511, @PhxBizDaleBrown dbrown@bizjournals.com

ACE FASTEST-GROWING COS.

RANKED BY GROWTH SCORE¹

	Business name Website	Address Phone	Growth score	Arizona employees	Type of business	Top local executives
1	Plexus Worldwide plexusworldwide.com	15649 N. Greenway Hayden Loop, Scottsdale, AZ 85260 480-998-3490	489.9	204	Health and wellness product sales	Tarl Robinson Alec Clark
2	Avella Specialty Pharmacy avella.com	1606 W. Whispering Wind Dr., 2nd Floor, Phoenix, AZ 85085 877-546-5779	485.15	200	Specialty pharmacy	Rebecca Shanahan Timothy Gibbons
3	GlobalTranz Enterprises Inc. globaltranz.com	5415 E. High St., #460, Phoenix, AZ 85054 866-275-1407	474.95	500	Transportation and logistics	Andrew Leto Renee Krug
4	United Dairymen of Arizona uda.coop	2008 S. Hardy Dr., Tempe, AZ 85282 480-966-7211	435.55	255	Milk marketing and manufacturing	Keith Murfield Mark Hocking
5	Total Transit Inc.	4600 W. Camelback Rd., Glendale, AZ 85301 602-200-5500	415.05	483	Taxi, non-emergency transportation	Craig Hughes Lawrence Eisel
6	Team Select Home Care teamselecthh.com	2999 N. 44th St., #100, Phoenix, AZ 85018 602-382-8500	414.25	300	Home care, outpatient care	Mike Lovell Ashley Marshall
7	Climatec LLC climatec.com	2851 W. Kathleen Rd., Phoenix, AZ 85053 602-944-3330	380.5	281	Advanced building technologies	Terry Keenen Bob Monaghan
8	Sante Operations LLC santecares.com	8502 E. Princess Dr., #200, Scottsdale, AZ 85255 480-563-2402	380.1	700	Short-term rehab, home-health care	C. Mark Hansen Jacob Schaefer
9	Cullum Homes Inc.	8408 E. Shea Blvd., #D-100, Scottsdale, AZ 85260 480-949-2700	374.45	40	Custom home builder	Rod Cullum Kim Cullum
10	Nextiva nextiva.com	8800 E. Chaparral Rd., #300, Scottsdale, AZ 85250 800-799-0600	364.65	405	Business phone service provider	Tomas Gorny Colleen Fritz
11	International Cruise & Excursions Inc. (ICE) iceenterprise.com	15501 N. Dial Blvd., Scottsdale, AZ 85260 602-395-1995	355.95	1,287	Travel-based program provider	John Rowley Marcia Rowley
12	GHA Technologies gha-associates.com	8998 E. Raintree Dr., Scottsdale, AZ 85260 480-951-6865	355.45	150	Computer reseller, system integrator	George Hertzberg
13	CSW Contractors Inc.	8901 E. Mountain View Rd., #150, Scottsdale, AZ 85258 602-266-7000	350.3	225	Heavy civil construction contractor	Robert Meyers Mike Hansberger
14	Tanga tanga.com	25 S. Arizona Pl., #410, Chandler, AZ 85225 480-331-3886	339.2	41	Online retailer	Jeremy Young Matt Verbin
15	Empire Southwest empirecat.com	1725 S. Country Club Dr., Mesa, AZ 85210 480-633-4000	336.05	1,564	Caterpillar dealership	Jeff Whiteman John Helms
16	Sun Valley Masonry, Inc. sunvalleyconstruction.com	10828 N. Cave Creek Rd., Phoenix, AZ 85020 602-943-6106	334.75	340	Masonry and concrete contractor	Robert Baum David Beer
17	VincentBenjamin vincentbenjamin.com	2415 E. Camelback Rd., #1000, Phoenix, AZ 85016 602-595-9900	333.85	38	Staffing, recruiting and consulting	Vince Dorazio Ben Howard
18	Caliber Cos.	16074 N. 78th St., #104, Scottsdale, AZ 85260 480-295-7600	323.65	40	Real estate wealth development	Chris Loeffler Leland Harty
19	Discount Tire discounttire.com	20225 N. Scottsdale Rd., Scottsdale, AZ 85255 480-606-6000	321.4	2,125	Tire and wheel retailer	Bruce Halle Michael Zuieback
20	MT Builders Cos. mtbuilders.com	8434 N. 90th St., #150, Scottsdale, AZ 85258 480-443-3376	320.4	47	General contractor, multi-family	Michael Tarver Kris Anson
21	GPS Insight gpsinsight.com	7201 E. Henkel Way, #400, Scottsdale, AZ 85255 480-663-9454	319.3	96	GPS fleet tracking software	Robert Donat Wayne Holder
22	Russell Sigler Inc.	9702 W. Tonto St., Tolleson, AZ 85353 623-388-5100	315.95	222	HVAC equipment distributor	Jack Sigler Robert Osborne
23	Potter's House Apothecary pottershouserx.com	21753 N. 77th Ave., #1100, Peoria, AZ 85382 623-362-9322	308.7	60	Compounding pharmacy	Kevin Borg Suzanne Reilly
24	Homeowners Financial Group USA LLC homeownersfg.com	16427 N. Scottsdale Rd., #145, Scottsdale, AZ 85254 480-305-8500	294.45	204	Mortgage lender	Bill Rogers Tom Osselaer
25	American Fence and Security Company Inc. americanfence.com	2502 N. 27th Ave., Phoenix, AZ 85009 602-734-0500	284.95	128	Construction, rental and materials	David Van Denburgh Douglas Waslaski

¹ To retain confidentiality of company data, a growth score was calculated for each company. The growth score is an ACE proprietary formula based on revenue growth over a two-year period. Both actual dollar growth and percentage growth are used to derive a score, with 500 points being the highest possible score.

NOTES: NA - not applicable, not available or not approved

► CLOSER LOOK

Number of Arizona employees working for the 25 private companies listed on this page

Average number of years in companies listed on this page

RANKED BY YEAR FOUNDED

American Fence and Security Company Inc.	1948
Russell Sigler Inc.	1950
Empire Southwest	1959
United Dairymen of Arizona	1960

1960

ABOUT THE LIST

Discount Tire

Information for this list was researched and compiled by CliftonLarsonAllen LLP and submitted to the Phoenix Business Journal for publication. Additional information came from company representatives.

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OF THE LIST?For information on obtaining reprints, web permissions and commemorative plaques, contact Barbara Barnstead at 602-308-6541 or bbarnstead@bizjournals .com. More information can be found online at Phoenix. Bizjournals.com by clicking "Store" under the Menu tab near the top of the site.

ennings, Strouss & Salmon congratulates the Arizona Corporate Excellence (ACE) recipients and is honored to participate in recognizing their achievements.

The list of Arizona businesses is an impressive representation of what our state has to offer. They were started by individuals with an idea and entrepreneurial spirit. From there, they grew their vision, providing jobs and supporting Arizona communities. Many of the businesses have expanded across the United States and internationally. They are a true inspiration

to the many start-ups, small businesses and emerging companies being cultivated in Arizona.

For over seventy years, Jennings, Strouss & Salmon, P.L.C. has played an instrumental role in supporting local businesses and helping shape the dynamic growth of Arizona. Generations of legal knowledge and experience, combined with fresh, new ideas, enable us to help clients address the issues they face today, while preparing for the future.

Jennings, Strouss & Salmon is proud serve Arizona businesses. We welcome the opportunity to help you build on your success.

Sincerely,



John C. Norling Managing Attorney Jennings, Strouss & Salmon, PLC **Jennings**

Strouss



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John C. Norling Managing Attorney jnorling@jsslaw.com 602.262.5911 www.jsslaw.com



Compiled by Dale Brown 602-308-6511, @PhxBizDaleBrown dbrown@bizjournals.com

ACE PRIVATE COS.

RANKED BY REVENUE¹ (LIST CONTINUED ON PAGE 32)

	Business name / 2014 Rank Website	Address Phone	Arizona employees	# of employees, companywide	Type of business	Top local executives	Year founded locally
	Discount Tire ① discounttire.com	20225 N. Scottsdale Rd., Scottsdale, AZ 85255 480-606-6000	2,125	18,561	Tire and wheel retailer with more than 900 U.S. stores	Bruce Halle Michael Zuieback	1960
	StandardAero ② standardaero.com	6710 N. Scottsdale Rd., #250, Scottsdale, AZ 85253 480-377-3100	70	3,700	Aviation services, maintenance, repair and overhaul	Russell Ford Mike Scott	1911
	Chapman Automotive Group ③ chapmanchoice.com	7455 W. Orchard Ln., Chandler, AZ 85226 480-970-0740	1,388	1,717	Automotive	Andrew Davault David Bower	1966
	United Dairymen of Arizona (5)	2008 S. Hardy Dr., Tempe, AZ 85282 480-966-7211	255	267	Milk marketing and manufacturing	Keith Murfield Mark Hocking	1960
)	Sundt Construction Inc. (4)	2620 S. 55th St., Tempe, AZ 85282 480-293-3000	459	1,258	General contractors	David Crawford Mike Hoover	1890
	Empire Southwest ⑥ empirecat.com	1725 S. Country Club Dr., Mesa, AZ 85210 480-633-4000	1,564	1,643	Caterpillar dealership	Jeff Whiteman John Helms	1959
	Avella Specialty Pharmacy 🏵	1606 W. Whispering Wind Dr., 2nd Floor, Phoenix, AZ 85085 877-546-5779	200	400	Specialty pharmacy	Rebecca Shanahan Timothy Gibbons	1996
	International Cruise & Excursions Inc. (ICE) (in incenterprise.com	15501 N. Dial Blvd., Scottsdale, AZ 85260 602-395-1995	1,287	2,173	Travel-based membership, rewards and loyalty programs	John Rowley Marcia Rowley	1997
	Kitchell ① kitchell.com	1707 E. Highland Ave., Phoenix, AZ 85016 602-264-4411	330	590	Commercial builder and developer	James Swanson Jorge Arellano	1950
)	Russell Sigler Inc. ® siglers.com	9702 W. Tonto St., Tolleson, AZ 85353 623-388-5100	222	625	HVAC equipment, parts and supplies distributor	Jack Sigler Robert Osborne	1950
	Alliance Beverage Distributing Co. LLC alliance-beverage.com	1115 N. 47th Ave., Phoenix, AZ 85043 602-760-5500	650	650	Beverage distributor	Shawn Thurman Joseph Malina	1998
)	Hensley Beverage Co. *hensley.com	4201 N. 45th Ave., Phoenix, AZ 85031 602-264-1635	830	830	Beverage distributor	Robert Delgado Andrew McCain	195
)	GlobalTranz Enterprises Inc. @ globaltranz.com	5415 E. High St., #460, Phoenix, AZ 85054 866-275-1407	500	500	Transportation and logistics	Andrew Leto Renee Krug	2003
)	Plexus Worldwide & plexusworldwide.com	15649 N. Greenway Hayden Loop, Scottsdale, AZ 85260 480-998-3490	204	204	Health and wellness products	Tarl Robinson Alec Clark	2008
)	Snell & Wilmer (4) swlaw.com	400 E. Van Buren St., #1900, Phoenix, AZ 85004 602-382-6000	482	922	Law firm	Matthew Feeney Mike Marrie	193
)	Climatec LLC ①	2851 W. Kathleen Rd., Phoenix, AZ 85053 602-944-3330	281	680	Advanced building technologies and energy solutions	Terry Keenen Bob Monaghan	197
	FNF Construction Inc. ® fnfinc.com	115 S. 48th St., Tempe, AZ 85281 480-784-2910	248	367	Heavy civil contractor	Jed Billings David James	198
)	GHA Technologies (25) gha-associates.com	8998 E. Raintree Dr., Scottsdale, AZ 85260 480-951-6865	150	150	Computer reseller and systems integrator	George Hertzberg	199
)	MT Builders Cos. @ mtbuilders.com	8434 N. 90th St., #150, Scottsdale, AZ 85258 480-443-3376	47	47	Multi-family construction general contractor	Michael Tarver Kris Anson	199
)	Mach 1 Global Services Inc. mach1global.com	1530 W. Broadway Rd., Tempe, AZ 85282 480-921-3900	70	268	Global transportation and logistics services	Jamie Fletcher Debbie Wilcox	198
)	Total Transit Inc. 31 totaltransit.com	4600 W. Camelback Rd., Glendale, AZ 85301 602-200-5500	483	523	Taxi, non-emergency transportation	Craig Hughes Lawrence Eisel	198
)	Chasse Building Team ★ chasse.us	2400 W. Broadway Rd., Mesa, AZ 85202 480-425-7777	70	70	General contractor	Barry Chasse Jason Switz	200
)	Naumann/Hobbs Material Handling	4335 E. Wood St., Phoenix, AZ 85040 602-437-1331	228	356	Material handling equipment distribution	Bryan Armstrong Keith Sawottke	194
)	Fennemore Craig PC @ fennemorecraig.com	2394 E. Camelback Rd., #600, Phoenix, AZ 85016 602-916-5000	267	404	Law firm	Steve Good Dave Bassuk	188
3	Cutter Aviation 24 cutteraviation.com	2802 E. Old Tower Road, Phoenix, AZ 85034 602-267-4082	60	300	Aviation services, aircraft sales	William Cutter Steven Prieser	192

1984 "St

► CLOSER LOOK

1,815

Total number of years in business for the 49 companies comprising this list

37

Average number of years in business for the companies on the list

IN BUSINESS THE LONGEST

Fennemore Craig PC	130
Sundt Construction Inc.	125
StandardAero	104
Cutter Aviation	87
Snell & Wilmer	77

ABOUT THE LIST

Information for this list was researched and compiled by CliftonLarsonAllen LLP and submitted to the *Phoenix Business Journal* for publication. Additional material obtained from company representatives.

NEED A COPY OF THE LIST?

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1 ACE (Arizona Corporate Excellence) is a list of privately held companies in Arizona. In order to maintain confidentiality of company data, all companies are ranked by revenue over one 12-month period. * - not listed in 2014

t CBRE, we are focused on transforming real estate into real advantage. We think of commercial real estate as "economic development in action." In our work with corporations throughout Arizona and across the globe, my colleagues and I are tasked with helping clients implement business strategies on a daily basis. This gives us a unique perspective on leadership and operations, as well as the impact a company can have on its community. With that in mind, as Senior Managing Director and Arizona market leader, I'm thrilled the CBRE team

was, once again, able to participate in this year's Arizona Corporate Excellence Awards.

ACE is about growth and economic sustainability; it's about strong leadership and a commitment to excellence; and it's about creating opportunity for our state. As we honor Arizona's largest and fastest-growing private companies, I want to say thank you. Your commitment to Arizona is evident, and your success means success for your employees, their families and the communities in which they live and

work. Congratulations to all the honorees and thank you, again, for your leadership.



Craig S. Henig
Senior Managing Director

Senior Managing Director
Arizona Market Leader | Designated Broker
CRRF





Serving as trusted advisers to Arizona's most notable companies is a role we take seriously. Our professionals share an unwavering commitment to being a world-class real estate services company. A client-first culture and focused dedication to professional excellence are what make CBRE the leading provider of commercial property management, leasing services and investment sales in one of the country's most vibrant real estate markets.

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Compiled by Dale Brown 602-308-6511, @PhxBizDaleBrown dbrown@bizjournals.com

ACE PRIVATE COS.

RANKED BY REVENUE¹ (CONTINUED FROM PAGE 30)

	Business name / 2014 Rank Website	Address Phone	Arizona employees	# of employees, companywide	Type of business	Top local executives	Yea found local
26	CSW Contractors Inc. ® cswcontractors.com	8901 E. Mountain View Rd., #150, Scottsdale, AZ 85258 602-266-7000	225	662	Heavy civil contractor	Robert Meyers Mike Hansberger	198
27	Chas Roberts A/C & Plumbing chasroberts.com	9828 N. 19th Ave., Phoenix, AZ 85021 602-386-2732	600	600	Residential air conditioning and plumbing	Sissy Roberts-Shank Laurie Thomas	194
28	The CORE Institute ® thecoreinstitute.com	18444 N. 25th Ave., #320, Phoenix, AZ 85023 866-974-2673	500	500	Orthopedic practice	David Jacofsky Lisa Replogle	200
29	Sante Operations LLC *santecares.com	8502 E. Princess Dr., #200, Scottsdale, AZ 85255 480-563-2402	700	1,400	Short-term rehabilitation, home care and other health care services	C. Mark Hansen Jacob Schaefer	200
0	American Fence and Security Company Inc. americanfence.com	2502 N. 27th Ave., Phoenix, AZ 85009 602-734-0500	128	262	Construction, rental, materials and manufacturing	David Van Denburgh Douglas Waslaski	19
31	Border Construction Specialists *	3880 E. Broadway Rd., Phoenix, AZ 85040 877-426-7337	150	175	Distributor of construction supplies	Brian Saker Shane Dryanski	19
2	Caliente Construction Inc. @ calienteconstruction.com	485 W. Vaughn St., Tempe, AZ 85283 480-894-5500	75	80	General contractor	Lorraine Bergman Lisa Autino	19
3	Hunter Contracting Co. ★ huntercontracting.com	701 N. Cooper Road, Gilbert, AZ 85233 480-892-0521	188	188	Heavy civil contractor	Steve Padilla Sam Napolitano	19
4	V.I.P. Mortgage Inc. ® vipmtginc.com	4900 N. Scottsdale Rd., #6000, Scottsdale, AZ 85251 480-966-0919	264	341	Mortgage banker and broker	Jay Barbour Amber Stamsta	20
5	Sun Valley Masonry Inc. 43 sunvalleyconstruction.com	10828 N. Cave Creek Rd., Phoenix, AZ 85020 602-943-6106	340	390	Masonry and concrete contractor	Robert Baum David Beer	19
6	Natural Partners Inc. ® naturalpartners.com	8445 E. Hartford Dr., Scottsdale, AZ 85255 480-368-9355	90	90	Health and wellness product distribution	Tye Smith Fran Towey	19
7	Nextiva ⊕ nextiva.com	8800 E. Chaparral Rd., #300, Scottsdale, AZ 85250 800-799-0600	385	415	Voice over Internet Protocol (VoIP) business communications	Tomas Gorny Colleen Fritz	20
8	Homeowners Financial Group USA LLC homeownersfg.com	16427 N. Scottsdale Rd., #145, Scottsdale, AZ 85254 480-305-8500	204	284	Mortgage banker	Bill Rogers Tom Osselaer	20
9	Cullum Homes Inc. ⊛ cullumhomes.com	8408 E. Shea Blvd., #D-100, Scottsdale, AZ 85260 480-949-2700	40	40	Custom home builder	Rod Cullum Kim Cullum	19
0	GPS Insight @gpsinsight.com	7201 E. Henkel Way, #400, Scottsdale, AZ 85255 480-663-9454	80	80	GPS fleet-tracking software	Robert Donat Wayne Holder	20
1	Tanga @ tanga.com	25 S. Arizona Pl., #410, Chandler, AZ 85225 480-331-3886	41	44	Online retailer	Jeremy Young Matt Verbin	20
2	Team Select Home Care ★ teamselecthh.com	2999 N. 44th St., #100, Phoenix, AZ 85018 602-382-8500	150	750	Provider of home care, outpatient care and private duty clinical services	Mike Lovell Ashley Marshall	20
3	Digital Air Strike ★ digitalairstrike.com	6991 E. Camelback Rd., #B300, Scottsdale, AZ 85251 888-713-8958	121	138	Automotive social media and digital engagement	Alexi Venneri Thom Brodeur	20
4	VincentBenjamin ⊕ vincentbenjamin.com	2415 E. Camelback Rd., #1000, Phoenix, AZ 85016 602-595-9900	36	70	Recruiting, consulting and staffing services	Vince Dorazio Ben Howard	20
5	Pragmatic Marketing Inc. ® pragmaticmarketing.com	8910 E. Raintree Dr., Scottsdale, AZ 85260 480-515-1411	27	36	Technology product management and marketing	Jim Foxworthy Stephen Calcagno	19
6	Dircks Moving & Logistics ★ dircks.com	4340 W. Mohave St., Phoenix, AZ 85043 602-267-9401	95	95	Moving, storage and logistics	Robert Dircks Rick Dircks	19
7	Potter's House Apothecary *pottershouserx.com	21753 N. 77th Ave., #1100, Peoria, AZ 85382 623-362-9322	60	60	Compounding pharmacy	Kevin Borg Suzanne Reilly	20
8	Caliber Cos. ⊗ caliberco.com	16074 N. 78th St., #104, Scottsdale, AZ 85260 480-295-7600	40	40	Real estate wealth development	Chris Loeffler Leland Harty	20
9	MSS Technologies Inc. ®	1555 E. Orangewood Ave., Phoenix, AZ 85020 602-387-2100	40	60	Business management consulting	Michael Hawksworth	19

► CLOSER LOOK

17,049
Total Arizona employment of the 49 private companies comprising this list

Total firmwide employment of the 49 private companies comprising this list

RANKED BY NUMBER OF **ARIZONA EMPLOYEES**

Discount Tire	2,125
Empire Southwest	1,564
Chapman Automotive Group	1,388
International Cruise & Excursions Inc. (ICE)	1,287
Hensley Beverage Co.	830
Sante Operations LLC	700
Alliance Beverage Distributing Co. LLC	650
Chas Roberts A/C & Plumbing	600
GlobalTranz Enterprises Inc.	500
The CORE Institute	500

ARIZONA CORPORATE EXCELLENCE

We asked representatives of all of our ACE honorees three questions about their company culture, top industry trends and the effects of technology on the way they do business. Here is a sampling of their responses.



What technology has changed your company or industry the most in the past five years?

Smartphones. They allow us to communicate easier than ever before and share information quickly and effectively, making our employees more efficient.

DEENA ROSS

FNF Construction Inc.

The use of data analytics to improve patient care. The health care industry has historically been burdened with an inability to meaningfully utilize the vast data trove created through high-volume patient interaction. We reached outside health care to build an internal data analytics and strategy department that is changing the way patient care is administered and overseen in the home care arena.

LAURA PIERCE

Team Select Home Care

Communication through technology. *In the past five years, we've started* communicating with our borrowers more and more with social media, mobile devices, chat technology and even texting.

LISA KERBY

V.I.P. Mortgage Inc.

Data and analytics are more and more pervasive in the aerospace industry, so we have to adapt to better capture, analyze and act on electronic information available from today's modern aircraft and systems.

KYLE HULTQUIST

StandardAero

Very soon, trucking will become "Uberized" – very much like taxis and executive cars have been. Shippers will have much more visibility into their freight movements. Right now, most companies are blind to where their freight is once it leaves their dock.

TODD BOOKOUT

GlobalTranz Enterprises Inc.

The adoption of "big data." Collecting, analyzing and segmenting data from traditional and digital sources inside and outside our company has led us to discover trends that have shaped our marketing, operations and customer service efforts. It has completely changed how we look at each customer and his/her individual path.

JEREMY YOUNG

Tanga

Open-source software has been a tremendous boost to our Web-based offering. We can run massive amounts of data through commodity servers and software, and it's incredibly cost-effective.

RYAN DRISCOLL

GPS Insight

Recently we added RAM mixers and ointment mills to our lab, as well as opening a brand-new facility that will be one of the first in the nation to comply with USP 800 standards for handling hazardous drugs in health care settings.

AMBER SWANEY

Potter's House Apothecary

Our online job board is now completely mobile-responsive, meaning job seekers can apply from any mobile device and complete the entire application process without the need for a desktop computer.

ANITA CAINAS

VincentBenjamin

Collaboration software that is accessible through tablet devices has increased our ability to communicate and share real-time project information with owners, architects and subcontractors. It also has enabled us to make decisions more efficiently and accurately.

CLAIRE FURNEY

Caliente Construction Inc.

The explosion of the use of mobile apps is increasing the efficiency of both the sales force and technicians in the heating, ventilation and air conditioning industry.

JACK SIGLER

Russell Sigler Inc.

All of our forklift manufacturers have changed their power technologies from DC to AC electric, which has greatly improved the life and power available to electric-powered equipment, making them more useful than the traditional gas equipment.

KEITH SAWOTTKE

Naumann/Hobbs Material Handling

Moving communications systems to the cloud has transformed the way businesses operate. It has significantly increased business flexibility and mobility, while reducing operational costs. Professionals are now able to conduct business from anywhere at anytime.

YANIV MASJEDI

Nextiva

The evolution of building information modeling, with the ability to incorporate sophisticated laser-scanning technology to re-create original building designs, has influenced our work in great ways, especially renovations of older properties.

SARA FLEURY

Kitchell

Internet protocol connectivity has changed the way we exchange information with our customers and construction partners, and the way we service and analyze our systems.

COURTNEY MOOLENAAR

Climatec LLC

Social media has changed from an avenue for friends to connect to a vital part of business marketing. Customers today are also dependent on their mobile devices. Both of these engagement platforms have shaped Digital Air Strike.

CHRISTINA WOFFORD

Digital Air Strike

Advanced industry-specific software, such as project management, and mobile apps have increased our ability to perform at a higher level, more efficiently and timely with up-to-date daily communication and connectivity.

JEFF DOUMA

Hunter Contracting Co.

Online collaboration tools have helped create numerous efficiencies across our firm and the legal industry. These advances have enabled us to provide enhanced value to our clients in the way we deliver legal services.

DAVID MCCANN

Snell & Wilmer LLP

Our focus on technology change is with virtual design and construction. The industry has long ignored the power of digital design and building management tools to bring speed, quality and cost savings to customers. Today, this is Sundt's key technology investment.

MIKE HOOVER

Several years ago, we implemented a comprehensive online system to tie our clients, our team and our outside partners together in one place that is easily accessible 24/7 from anywhere in the world.

KIM CULLUM

Cullum Home

IN A SINGLE WORD, THE **KEY INGREDIENT OF YOUR COMPANY CULTURE:**

UNSTOPPABLE

CHRISTINA WOFFORD

Digital Air Strike

/namic **CLAIRE FURNEY**

Caliente Construction Inc.

SAFETY

CSW Contractors Inc.



OWNERSHIP

SARA FLEURY Kitchell

FOCUS JEFF DOUMA

Hunter Contracting Co.

Partnering DEENA ROSS

FNF Construction Inc.

SERVICE **SHANE DRYANSKI**

Border Construction Specialists



LAURA PIERCE

Team Select Home Care



Dedication

KYLE HULTQUIST StandardAero

AMBITIOUS

TODD BOOKOUT

GlobalTranz Enterprises Inc.

EMPOWERMENT

JEREMY YOUNG Tanga



Potter's House Apothecary

ARIZONA CORPORATE EXCELLENCE



Name one local or industry trend that is affecting your business.

The nation's infrastructure funding and passage of a long-term highway bill will have the biggest impact on the transportation industry in 2016. Without sufficient funding, Arizona – along with the rest of the nation – will struggle to keep up with infrastructure improvements and new construction needed for our growth.

DEENA ROSS

FNF Construction Inc.

The reduction in reimbursements in the health care arena has proved to be a tremendous opportunity for Team Select. Our leadership team has leveraged technology and innovative processes, along with pulling brilliant minds from other industries, to lead our industry in a new direction of positive patient outcomes and strong financial success.

LAURA PIERCE

Team Select Home Care

The TRID portion of the implementation of Dodd-Frank went into effect on Oct. 4. (TRID refers to

integration of Truth in Lending Act and Real Estate Settlement Procedures Act disclosures.) The purpose of this new loan disclosure rule is to allow the borrower time to think and process decisions in the event of loan terms changing. We will all hear more about TRID in coming months.

LISA KERBY

V.I.P. Mortgage Inc.

The war for talented technicians. This is a constant challenge in our industry, and it is very difficult to find skilled labor. We are entering a hiring phase to facilitate our growth, so we are pulling out the stops to recruit new workers around the world.

KYLE HULTQUIST

StandardAero

Being in the freight industry, we were hit pretty hard this year by the Port of Los Angeles and Long Beach labor disputes. Containers from overseas were held up for months.

TODD BOOKOUT

GlobalTranz Enterprises Inc.

Tanga is leading the growing trend of online retailers providing personalized experiences to their users. This involves using customer data, personal messages, product suggestions, etc., to provide a tailored shopping experience.

JEREMY YOUNG

Tanga

Consolidation in our industry has a positive effect overall, as many of our competitors are acquiring others. This puts them in a position of integrating and merging systems and organizations, as well as taking care of public shareholders or boards of directors, which is distracting, expensive, and often times not customer-centric. Most companies which have done so have become largely silent competitively, and we are able to continue to grow our customer base organically rather than by purchasing others.

RYAN DRISCOLL

GPS Insight

Solar. The solar industry is growing tremendously, and we are happy to be a part of this successful industry.

CASSIE CONTE

CSW Contractors Inc.

The fact that health insurance companies are no longer wanting to cover compounded medications

because some pharmacies do not bill them correctly. This impacts us and the patients we serve. Revenue for the compounding industry as a whole is down 30 to 40 percent in the past year.

AMBER SWANEY

Potter's House Apothecary

The continued growth of the overall construction industry affects our business.

SHANE DRYANSKI

Border Construction Specialists

A large number of our clients have big data projects underway as executives increasingly rely on the use of advanced data analytics to improve the quality and speed of decision-making. Demand for our IT staffing services continues to skyrocket as a result of these and other IT initiatives across our Phoenix client base.

ANITA CAINAS

VincentBenjamin

Arizona's construction industry continues to be soft. However, our team has worked extremely hard to find opportunities to grow and continue to build market share.

COURTNEY MOOLENAAR

Climatec LLC



BORDERMoving Forward Together



2015 NOMINEE PHOENIX TOP 50 COMPANIES

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Border Tucson 3143 N. Fwy. Ind. Loop Border El Paso 5623 E. Paisano Dr.

Marvel North 3113 E. Bell Rd.

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Border Flagstaff 3515 E. Industrial Dr.

Border Las Vegas 5580 S. Arville Dr.

Marvel Cenral 2606 E. Indian School Rd.

Marvel Tucson 3183 N. Fwy. Ind. Loop

www.bordercorp.com

CELEBRITY CIUCTION MAKE: A:WISH. Arizona Bid online at www.arizona.wish.org/celebrityauction by November 13.

Be just like the Arizona wish kids you will support when you bid online to enjoy time with your favorite local celebrity.

Local celebrities participating in the auction include former Governor Jan Brewer, Phoenix Mayor Greg Stanton, ASU President Michael Crow, Olympic gold medal winning USA Basketball Team Chairman and business leader Jerry Colangelo, Campbell Soup board member Bennett Dorrance and Celebrity Fight Night founder Jimmy Walker.

The auction will also feature Arizona sports leaders including Arizona Diamondbacks' **Derrick Hall** and **Luis Gonzalez**, **Tom Chambers** and **Tom Leander** of the Phoenix Suns and **Shane Doan** of the Arizona Coyotes.

Local and national media personalities are joining in on the fun too, including

Catherine Anaya, Lin Sue Cooney, Mark Curtis and Tram Mai from local television; Win Holden and Robin Sewell from Arizona Highways and motivational speaker and best-selling author Harvey Mackay.



Your "wish to meet" can grant a wish for an Arizona child dealing with a life-threatening medical condition.



ARIZONA CORPORATE EXCELLENCE

The dramatic shift in automakers, marketers and dealerships reallocating their heavy TV, radio and print ad budgets toward digital. Digital ad spending will soon make up more than 60 percent of most automaker, marketer and dealership budgets and with good reason. Digital Air Strike's 2015 Automotive Social Media Trends Study of 2,000 car buyers affirms this shift in spending is needed to reach consumers. Our dealership clients are also proving that digital spending, which is highly targeted if managed properly, is more cost-effective and provides greater return.

CHRISTINA WOFFORD

Digital Air Strike

A trend affecting the entire HVAC industry is that of government rules and regulations. The new regional standard from the U.S. Department of Energy that went into effect Jan. 1 has caused market disruptions and inventory issues for all manufacturers and distributors. Local regulations in some cities and states are also causing costs to be passed on to consumers.

JACK SIGLER

Russell Sigler Inc.

Changing lifestyles, online shopping and other technology have reduced construction of large retail and multistory office buildings. The trend toward creatively repurposing existing facilities and properties will increase opportunities for renovation, tenant improvement and infill construction projects.

CLAIRE FURNEY

Caliente Construction Inc.

The competition for legal services continues to grow locally, regionally and nationally. As a result, we remain focused on building longterm relationships with our clients, understanding their unique industries and objectives.

DAVID MCCANN

Snell & Wilmer LLP

The shortage of public funding has sparked a need to find other funding sources, promoting innovation for financing options such as publicprivate partnerships.

JEFF DOUMA

Hunter Contracting Co.

One key trend affecting Sundt's business, and our industry, is the lack of skilled craftsmen. Of the 8.2 million U.S. jobs lost during the Great Recession, 2.3 million were in construction. Arizona alone lost 70,000 construction jobs. Our ability to exceed customer expectations now rests on creating the next generation of skilled craftsmen.

MIKE HOOVER

Sundt



We are definitely feeling the effects of a shortage of skilled construction labor. The decline in housing starts in recent years has caused this situation, most notably for carpenters and trim labor.

KIM CULLUM

Cullum Homes

The low cost of interest has accelerated the replacement of equipment by all types of businesses since the end of the Great Recession.

KEITH SAWOTTKE

Naumann/Hobbs Material Handling

The shortage of skilled labor – which is somewhat counterintuitive. since we're an industry that had major layoffs just a few years ago – continues to be an issue, as the Associated General Contractors reported recently. But innovation has always pushed us through adversity in the past, and our focus on prefabrication is helping us navigate this challenge, opening the door to new ways of doing business that are more efficient and economical.

SARA FLEURY

Kitchell

Business communication is evolving more rapidly than ever. As more communications systems move to the cloud, and adoption of these systems increases, we must stay ahead of the curve and differentiate ourselves.

YANIV MASJEDI



A Visionary in Hearing Technology. The Man behind the Revolution.

We congratulate Sam Thomasson on being named Phoenix Business Journal's **CEO** of the Year

As the Founder and CEO of Zounds Hearing, Sam Thomasson brings the world's most advanced technology to the hearing industry. His leadership, dedication and vision continue to be an inspiration to us and we are honored to be a part of his team.



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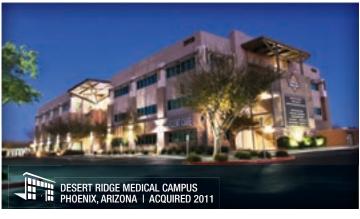
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INVESTING IN ARIZONA SINCE 2007 WITH OVER 1.2 MILLION SQUARE FEET OWNED & MANAGED









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