



FILE PHOTO

FAMILIAR FACES...

It's a Top 100 tradition: **Blue Cross and Blue Shield of Louisiana** and **Turner Industries Group LLC** occupying the top two spots on our annual private company revenue ranking. In fact, the companies have been ranked Nos. 1 and 2 every year since 1995, usually with Blue Cross—which first entered the rankings in 1994—occupying the top spot. Only in 1997 did they switch, with Turner claiming the revenue crown. Turner is one of the few companies that has made an appearance on every Top 100 list published by *Business Report*, dating back to 1986.



COURTESY TURNER INDUSTRIES

Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE WEBSITE	TOP LOCAL EXECUTIVE	2018/2017 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
1	1 Blue Cross and Blue Shield of Louisiana 5525 Reitz Ave., Baton Rouge 70809 225-295-3307 www.bcbsla.com	I. Steven Udvarhelyi President and CEO	\$3.8 billion \$3.56 billion 6.69%	2,375 2,494	1/9 Baton Rouge 1934	Mutually owned health insurance
2	2 Turner Industries Group LLC 8687 United Plaza Blvd., Baton Rouge 70809 225-922-5050 www.turner-industries.com	Roland M. Touns Executive chairman	\$2.7 billion \$2.5 billion 8.19%	10,546 23,540	7/15 Baton Rouge 1961	Full-service general contractor; petroleum-sector maintenance contractor, modular fabrication and installation; civil, structural
3	3 Performance Contractors Inc. 9901 Performance Way, Baton Rouge 70810 225-751-4156 www.performance-br.com	Art E. Favre President	\$1.24 billion \$1.12 billion 11.21%	2,600 7,000	1/6 Baton Rouge 1979	Industrial construction, pipe fabrication, maintenance
4	4 Raising Cane's USA LLC dba Raising Cane's Chicken Fingers 100 North St., Suite 802, Baton Rouge 70802 225-383-7400 www.raisingcanes.com	Todd Graves Founder and CEO	\$1.2 billion \$975 million 23.08%	800 18,000	19/445 Baton Rouge 1996	Restaurant company
5	5 Brown & Root Industrial Services LLC 2600 Citiplaza Drive, Suite 500, Baton Rouge 70808 225-778-7655 www.brownaandroot.com	Andy Dupuy President and CEO	\$977.7 million \$820 million 19.23%	3,500 10,000	13/25 Baton Rouge 1919	Engineering, construction, turnaround, maintenance and specialty services including cooling towers and soft crafts
6	6 MMR Group Inc. 15961 Airline Highway, Baton Rouge 70817 225-756-5090 www.mmgrp.com	James "Pepper" Rutland President and CEO	\$802 million \$650 million 23.38%	890 5,500	5/30 Baton Rouge 1985	Chemical and petrochemical downstream; oil and gas upstream and midstream; industrial manufacturing; power generation and power development
7	12 Dream LT LLC dba Dream Motor Group 10949 Airline Highway, Baton Rouge 70816 225-490-3101 www.mbohr.com	Joseph A. Agresti Owner	\$653.67 million \$488.46 million 33.82%	105 550	1/6 Baton Rouge 1992	Automotive sales
8	7 Associated Grocers Inc. 8600 Anselmo Lane, Baton Rouge 70810 225-769-2020 www.agbr.com	Emile R. Breaux President and CEO	\$637 million \$630 million 1.11%	525 626	1/1 Baton Rouge 1950	Wholesale grocery distributor
9	11 The Newtron Group LLC 8183 W. El Cajon Drive, Baton Rouge 70815 225-927-8921 www.thenewtrongroup.com	Newton B. Thomas CEO	\$603 million \$490 million 23.06%	2,960 4,400	6/14 Baton Rouge 1973	Industrial electrical and instrumentation services
10	10 Bernhard LLC dba Bernhard Energy Solutions 8555 United Plaza Blvd., Suite 201, Baton Rouge 70809 225-706-9280 www.bernhard.com	Ed Tinsley CEO	\$550 million \$500 million 10%	1,868 2,153	4/19 Baton Rouge(1) 1919	Energy-as-a-service provider

DBA-doing business as DNR-did not respond NR-not ranked To be featured in *Business Report's* Listmakers, Top 100 private companies must have significant presence in the nine-parish Capital Region. The *Business Report* presumes the provided information is accurate. Information about 168 firms will be available to subscribers on our website. To be considered for next year's list, please contact Elaine Keisling at research@businessreport.com. Published July 16, 2019.

(1) Announced in 2019 it will headquarter in Metairie

Researched by Elaine Keisling

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Number of Top 100 companies with a female as its top executive:

- **#14**, Lipsey's LLC, **Laurie Lipsey Aronson**
- **#25**, Louisiana Workers Compensation Corp. (LWCC), **Kristin W. Wall**
- **#55**, Salsbury's Dodge City LLC, **Leah Salsbury Duval**
- **#77**, Surgical Specialty Center of Baton Rouge, **Ann Lightfoot Heine**
- **#86**, Savard Labor & Marine Inc., **Jill Savard**



Laurie Lipsey Aronson



Kristin W. Wall

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11	9	Excel Group 8641 United Plaza Blvd., Baton Rouge 70809 225-408-1300 www.excelusa.com	David E. Roberts CEO	\$549 million \$510 million 7.65%	1,500 4,500	4/10 Baton Rouge 1983	Industrial project mgt., construction, maintenance, turnarounds, specialty services, disaster recovery
12	8	Cajun Industries LLC 15635 Airline Highway, Baton Rouge 70817 225-753-5857 www.cajunusa.com	Todd Grigsby CEO	\$515.78 million \$616.34 million -16.32%	1,000 2,500	3/4 Baton Rouge 1973	General, civil and mechanical construction; deep foundations, marine work, fabrication; building construction
13	13	All Star Automotive Imports LLC dba All Star Automotive Group 13000 Florida Blvd., Baton Rouge 70815 225-298-3210 www.allstarautomotive.com	Matthew G. McKay President and CEO	\$485.35 million \$457.69 million 6.04%	716 716	12/12 Baton Rouge 1987	Automobile sales and service
14	15	Lipsey's LLC 7277 Exchequer Drive, P.O. Box 83280, Baton Rouge 70809 225-755-1333 800-666-1333 www.lipseys.com	Laurie Lipsey Aronson CEO and president	\$452 million \$422.4 million 7.01%	122 122	1/1 Baton Rouge 1953	Wholesale distributor of firearms
15	14	Price LeBlanc LC 13250 Airline Highway, Baton Rouge 70817 225-408-1100 www.leblancauto.com	Brent P. LeBlanc President	\$415.12 million \$453.12 million -8.39%	345 439	3/4 Baton Rouge 1965	Automobile sales and service
16	19	Lard Oil Company Group 914 Florida Ave. SW, Denham Springs 70726 225-664-3311 www.lardoil.com	Johnny Milazzo President and CEO	\$387.97 million \$291.86 million 32.93%	185 416	2/8 Denham Springs 1922	Multi-state fuels and lubricants distributor; convenience store operator; filtration services; national fleet card
17	16	ISC Constructors LLC 20480 Highland Road, Baton Rouge 70817 225-756-8001 www.iscgrp.com	Jerry Rispono Co-founder, owner and CEO	\$367 million \$312.6 million 17.4%	960 3,350	1/4 Baton Rouge 1989	Industrial electrical, instrumentation and controls company providing engineering, construction and maintenance services
18	24	Hargrove and Associates 4150 S. Sherwood Forest Blvd., Suite 210, Baton Rouge 70816 225-227-2000 www.hargrove-epc.com	Nigam Patel Baton Rouge operations leader	\$355.27 million \$247.2 million 43.72%	448 2,141	1/13 Mobile, Ala. 2010	Full-service, multi-discipline EPC, engineering, automation and technical services firm
19	20	Republic Finance LLC 7031 Commerce Circle, Baton Rouge 70809 225-927-0005 www.republicfinance.com	Rex Ellison President and CEO	\$349.16 million \$287.34 million 21.51%	245 1,150	6/208 Baton Rouge 1955	Consumer finance
20	22	Sterling International LLC 18212 E. Petroleum Drive, Suite 6-A, Baton Rouge 70809 225-756-1606	Shane Richardson President and CEO	\$303.32 million \$270.73 million 12.04%	5 20	1/2 Baton Rouge 1992	Plastics industry

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21	23 AWC Inc. 6655 Exchequer Drive, Baton Rouge 70809 225-752-1100 www.awc-inc.com	Bob Wenyon CEO	\$298.41 million \$260.09 million 14.74%	138 460	6/32 Baton Rouge 1965	Industrial instrumentation, automation, electrical, and valves, flow control products and lifecycle services
22	18 The Lemoine Company LLC(1) 15555 Airline Highway, Baton Rouge 70817 225-383-3710 833-536-6463 www.lemoinecompany.com	Leonard K. Lemoine President and CEO	\$295 million \$298.5 million -1.17%	68 246	3/4 Lafayette 1975	Preconstruction; general contracting, construction management; CMaR; design-build; integrated project delivery; pre-site selection; development
23	17 Kearns Enterprises dba Raymond Martin Data Systems LLC 4709 Bluebonnet Blvd., Suite A, Baton Rouge 70809 225-291-9300 www.kearns.com	Jeffrey Kearns CEO	\$286.26 million(2) \$300 million -4.58%	213 741	DNR/DNR Baton Rouge 1981	Industrial gases, equipment, supplies, parts and services
24	30 Dupré Logistics LLC 1115 Mengel Road, Baton Rouge 70807 225-354-3700 www.duprelogistics.com	Reggie Dupre' CEO	\$270.11 million \$219.44 million 23.09%	200 1,300	0/29 Lafayette 1980	Logistics and transportation
25	21 Louisiana Workers Compensation Corp. aka LWCC 2237 S. Acadian Thruway, Baton Rouge 70808 225-924-7788 www.lwcc.com	Kristin W. Wall President and CEO	\$267.8 million \$275.07 million -2.64%	244 244	1/1 Baton Rouge 1991	Private, nonprofit mutual worker' compensation insurance company
26	32 Setpoint Integrated Solutions Inc. 19011 Highland Road, Baton Rouge 70809 225-753-3290 www.setpointis.com	Jeff Birch President and CEO	\$254.4 million \$194.6 million 30.73%	175 725	1/14 Baton Rouge 1959	Industrial services and solutions for automation, valve, pressure relief, instrument and filtration needs
27	25 Boh Bros. Construction Co. LLC 9517 Jefferson Highway, Baton Rouge 70809 225-753-0100 www.bohbros.com	Jeff Plauche Senior VP of pre-construction and development	\$240 million \$242 million -0.83%	225 900	1/4 Baton Rouge 1909	Heavy civil construction, pile driving, site work, paving, underground utilities and marine facilities
28	29 Hollingsworth Richards LLC dba Hollingsworth Richards Auto Group 7787 Florida Blvd., Baton Rouge 70806 225-927-5555 www.hollingsworthrichards.com	Mike Hollingsworth, Kent W. Richards, Polly R. Lemoine, Gaye R. Hollingsworth Partners	\$236.6 million \$232.18 million 1.9%	200 299	5/8 Baton Rouge 1996	Automobile sales
29	24 Gerry Lane Enterprises Inc. 6505 Florida Blvd., Baton Rouge 70806 225-926-4600 www.gerrylane.com	Eric Lane President	\$233.32 million \$238.45 million -2.15%	306 306	3/3 Baton Rouge 1966	Automobile sales and service
30	31 Dixie Electric Membership Corp. dba DEMCO 16262 Wax Road, Greenwell Springs 70739 225-261-1177 844-693-3626 www.demco.org	Randy Pierce CEO and general manager	\$224.04 million \$207.75 million 7.84%	228 228	7/7 Central 1938	Electric utility with a cooperative business model

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(1) Became part of Brown & Root in 2019 (2) Averaged 2016-17 revenue

68

Ups and downs...

It was largely a good year for Top 100 companies, with 68 posting a revenue gain in 2018, against 31 seeing a decline. One company had flat revenue.

The average percentage gain among revenue winners was 18.9%, while the average decline from losers was 8.1%. Worth noting: Each of the top 10 companies in this year's list saw revenue growth.

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Top 100 private companies

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31	33	Smith Tank & Steel 42422 Louisiana 30, Gonzales 70737 225-644-8747 www.smith-tank.com	Sam Smith, Billy Smith Owners	\$194.94 million \$183.25 million 6.38%	500 500	1/1 Gonzales 1997	Above-ground storage tank and ASME pressure vessel construction, maintenance and repair; mechanical and civil construction services
32	37	Specialty Welding and Turnarounds LLC 40492 Cannon Road, Gonzales 70737 225-644-1200 www.swatservice.com	Johnny Holifield President	\$189.5 million \$165 million 14.85%	955 2,200	1/3 Gonzales 2014	General mechanical and specialty welding in the petrochemical and refining sector
33	35	The Spine Hospital of Louisiana 10105 Park Rowe Circle, Baton Rouge 70810 225-763-9900 www.spinehola.com	Robert D. Blair President and CEO	\$173.44 million \$166.03 million 4.46%	167 167	1/1 Baton Rouge 2004	Minimally invasive laser, robotic-assisted and complex spinal surgery; comprehensive pain management
34	41	Fabre Group 13550 Airline Highway, Baton Rouge 70817 225-753-8400 www.fabregroup.com	David L. Fabre, John B. Fabre Member/dealers	\$162.14 million \$150.86 million 7.48%	125 163	3/4 Baton Rouge 1986	Automobile sales
35	39	L&B Holdings LLC 708 Highway 190, Port Allen 70767 225-387-0955 www.landbtransport.com	Louis Vielee President	\$159.16 million \$156.93 million 1.42%	288 288	3/2 Port Allen 1984	Liquid bulk transportation, chemical bulk trailer leasing, fuel sales, real estate leasing and video poker operations
36	34	Brian Harris Automotive Group 11955 Airline Highway, Baton Rouge 70817 225-272-6500 www.brianharrisautogroup.com	Richard J. Martorana Platform manager	\$157.75 million \$169.42 million -6.89%	180 180	3/3 Baton Rouge 1984	Automobile sales
37	38	Ford Bacon & Davis LLC 12021 Lakeland Park Blvd., Baton Rouge 70809 225-292-0050 www.fbd.com	Rick Moore President	\$156.83 million \$163.11 million -3.85%	624 851	2/8 Baton Rouge 1973	All-discipline engineering, full-service procurement, project/construction management
38	36	Arkel Group (1) 1048 Florida St., Baton Rouge 70802 225-344-1023 www.arkelconstructors.com	John H. Fife, George Knost Presidents	\$154.5 million \$165.12 million -6.43%	98 285	1/2 Baton Rouge 1981	Industrial, commercial construction; industrial maintenance; trucking and intermodal drayage; international infrastructure services
39	40	Milton J. Womack Inc. 8400 Jefferson Highway, Baton Rouge 70809 225-924-8050 www.mjwomack.com	Terry T. Hill President	\$148.52 million \$152.13 million -2.37%	75 103	1/15 Baton Rouge 1964	General contractor
40	47	Ralph Sellers Chrysler Dodge Jeep Hyundai Chevrolet 14215 N. Airline Highway, P.O. Box 1208, Gonzales 70737 225-388-9875 www.ralphsellers.com	Ralph Sellers, P.R. "Trey" Sellers Owners	\$138.47 million \$123.46 million 12.15%	159 159	2/2 Gonzales 1984	Automobile sales and service

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(1) Arkel Constructors LLC and Arkel International LLC

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Number of Top 100 companies that had revenue growth of 25% or higher in 2018:

- **#91**, The Workforce Group LLC, **335.33%**
- **#65**, Block Companies, **87.65%**
- **#53**, MacLaff Inc., **78.15%**
- **#18**, Hargrove and Associates, **43.72%**
- **#89**, Click Here Publishing LLC, **40.84%**
- **#7**, Dream Motor Group, **33.82%**
- **#16**, Lard Oil Company Group, **32.93%**
- **#26**, Setpoint Integrated Solutions Inc., **30.73%**
- **#92**, BBQ Guy's Manufacturing LLC (Blaze Outdoor Products), **29.24%**
- **#85**, Barber Brothers Contracting Co., **25.78%**
- **#93**, Stuart & Co. General Contractors LLC, **25.06%**



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41	The NeuroMedical Center APMC 10101 Park Rowe Ave., Suite 200, Baton Rouge 70810 225-769-2200 www.theneuromedicalcenter.com	Benjamin Boudreaux CEO	\$138.44 million(1) \$141.87 million -2.42%	210 DNR	1/9 Baton Rouge 1978	Adult and pediatric neurosurgery, neurology, physical medicine and rehabilitation, pain medicine, neuropsychology and neuroradiology
42	Lyons Specialty Co. 2800 Louisiana 1, Port Allen 70767 225-356-1319 www.lyons-aav.com	Hugh Raetzsch Owner and CEO	\$133.94 million \$132.99 million 0.72%	92 92	1/1 Port Allen 1923	Wholesale grocery distributor
43	EATEL LLC(2) 913 S. Burnside Ave., Gonzales 70737 225-621-4300 www.eatel.com	Joshua Descant President	\$131 million \$133.89 million -2.16%	280 350	10/16 Gonzales 1935	Telecommunication provider, home security, data center solutions, cloud virtualizations and managed IT
44	Robinson Brothers Ford Lincoln LLC 11455 Airline Highway, Baton Rouge 70816 225-293-8900 www.robinsonbrothers.com	Maxwell "Chip" Robinson, Maxwell "Mackie" Robinson Owners	\$120.9 million(1) \$123.8 million -2.34%	132 132	1/1 Baton Rouge 1946	Automobile sales
45	Valluzzo Companies 8710 Jefferson Highway, Baton Rouge 70809 225-300-8960	John C. Valluzzo, Nicholas Valluzzo, Michael Valluzzo Owners	\$118.35 million \$118.95 million -0.5%	1,500 2,800	1/2 Baton Rouge 2010	Restaurants
46	Lavigne Oil Co. 11203 Proverbs Ave., Baton Rouge 70816 225-952-7900 www.lavigneoil.com	Chip Lavigne President	\$117.82 million \$108.27 million 8.82%	27 29	1/1 Baton Rouge 2009	Shell, Chevron, and Union 76 jobber, wholesale fuel distributor
47	Latter & Blum Companies LLC 1700 City Farm Drive, Baton Rouge 70806 225-295-0800 www.latter-blum.com	Karl Landreneau Director of commercial real estate	\$115.34 million \$114.57 million 0.67%	16 135	4/29 New Orleans 1917	Real estate residential sales, insurance, mortgage, commercial sales, appraisal
48	ShoppersChoice.com LLC dba BBQGuys 8151 Airline Highway, Baton Rouge 70815 877-743-2269 www.bbqguys.com	Michael Hackley CEO and owner	\$113.49 million \$100.73 million 12.67%	175 175	1/1 Baton Rouge 1998	Online e-commerce retailer
49	Level Construction and Development LLC dba Level Homes 402 N. Fourth St., Baton Rouge 70802 225-338-6120 www.levelhomeslifestyle.com	John M. Engquist, Ryan Engquist Todd Waguespack, Owners	\$111 million \$112 million -0.89%	35 35	1/1 Baton Rouge 2005	Residential construction and development
50	Capitol Companies of Baton Rouge LLC 11055 Airline Highway, Baton Rouge 70816 225-293-3500 www.capitolcompaniesgroup.com	Ladd C. Spring, Mark B. Spring, Davin O. Spring Member managers	\$108.43 million \$114.89 million -5.63%	150 150	8/8 Baton Rouge 1964	Vehicle sales and service; manufacturing, construction; transportation

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(1) Averaged 2016-17 revenue (2) Acquired by Reserve Communications and Computer Corp., a subsidiary of RTC Holdings LLC owned by the Reilly family, in May 2019

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Number of Top 100 companies that had a revenue decline of 10% or higher in 2018:

- **#78**, Community Coffee Company LLC, **-78.28%***
- **#52**, MAPP LLC, **-23.99%**
- **#51**, The Celtic Group, **-17.67%**
- **#12**, Cajun Industries LLC, **-16.32%**
- **#81**, JB James Construction LLC, **-13.1%**
- **#68**, ProSource Wholesale Flooring, **-10.66%**

**Community Coffee declines to provide revenue figures so we use various third-party sources to find reportable data. This year, we relied on D&B Hoovers which had an estimate much lower than previously used sources.*



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51	The Celtic Group 3888 S. Sherwood Forest Blvd., Bldg. 1, Baton Rouge 70816 225-752-2490 877-752-2359 www.celticgroup.com	Michael J. O'Connor Chairman and CEO	\$101.56 million \$123.36 million -17.67%	43 56	2/8 Baton Rouge 1985	Transportation and logistics; movie production facility; steamship agency; real estate management
52	MAPP LLC 344 Third St., Baton Rouge 70801 225-757-0111 www.mappbuilt.com	Michael A. Polito President and CEO	\$100.2 million \$130.8 million -23.39%	69 134	2/4 Baton Rouge 1991	New construction, tenant improvement projects, facility renovations and facility maintenance
53	Macclaff Inc. 7800 Office Park Blvd., Baton Rouge 70809 504-800-4901 www.mcdonalds.com	Edward "EJ" Krampe President and CEO	\$98.75 million \$55.43 million 78.15%	1,450 2,780	26/45 Lafayette 2018	Restaurant
54	Pala Group Inc. 16347 Old Hammond Highway, Baton Rouge 70816 225-272-5194 www.palagroup.com	Scott Barringer CEO	\$97.08 million \$101.6 million -4.44%	530 700	1/4 Baton Rouge 1973	Employee-owned industrial construction and maintenance
55	Salsbury's Dodge City LLC dba Salsbury's Chrysler Dodge Jeep Ram 9550 Airline Highway, Baton Rouge 70815 225-926-8800 www.salsburys.com	Leah Salsbury Duval President	\$91 million(1) \$90.46 million 0.59%	108 108	1/1 Baton Rouge 1986	Automobile sales
56	Mockler Beverage Co. 11811 Reiger Road, Baton Rouge 70809 225-408-4283 www.mocklerbeverage.com	Timothy Mockler, Patrick Mockler Owners	\$89.68 million \$91.96 million -2.48%	150 150	1/1 Baton Rouge 1987	Wholesale beverage distribution
57	Group Industries LLC 15055 Jefferson Highway, P.O. Box 83560, Baton Rouge 70817 225-752-2500 www.group-industries.com	David H. Arrighi CEO and owner	\$89 million \$88.5 million 0.56%	175 350	1/3 Baton Rouge 1996	Industrial contractor, refineries, chemical and petro-chemical facilities
58	Window World of Baton Rouge LLC 8405 Airline Highway, Baton Rouge 70815 225-706-2100 www.windowworldinfo.com	James Roland President	\$87.54 million \$80.68 million 8.51%	82 167	1/7 Baton Rouge 2002	Replacement contractor
59	Royal Nissan LLC 9325 Airline Highway, Baton Rouge 70815 225-924-0400 www.royalnissan.com	Brad Smith President	\$84.13 million(1) \$78.54 million 7.12%	75 75	1/1 Baton Rouge 1978	Automobile sales
60	Richard Oil and Fuel Holding Co. 2330 Louisiana 70, Donaldsonville 70346 225-473-8389 www.richardoil.com	Tony Savoie Owner	\$83.85 million \$81.17 million 3.29%	130 130	11/11 Donaldsonville 1972	Bulk fuel and lubricant distribution; convenience stores

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133 years

The oldest company on this year's list...

B. Olinde & Sons Co.

And it's not even close, with the Baton Rouge furniture institution founded in 1886. Unfortunately, this will be Olinde's last time on our Top 100 as the family sold the company to a Memphis-based firm in early 2019.

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61	62	Wampold Companies 4171 Essen Lane, Suite 450, Baton Rouge 70809 225-215-1800 www.wampold.com	Mike Wampold CEO	\$83.05 million \$80.25 million 3.49%	100 128	16/20 Baton Rouge 1981	Property management; real estate development
62	65	Capitol City Produce Company LLC 16550 Commercial Ave., Baton Rouge 70816 225-272-8153 www.capitolcityproduce.com	Darin Arceneaux President	\$81.7 million \$77.5 million 5.42%	215 225	1/1 Baton Rouge 1947	Wholesale and retail produce and specialty items
63	63	The Coastal Companies 4825 Jamestown Ave., Baton Rouge 70808 225-766-0244 www.coastalbridge.com	Kelly Sills Owner	\$80.32 million(1) \$79.32 million 1.26%	193 DNR	1/5 Baton Rouge 1954	Highway, bridge, marine, industrial construction
64	66	Luba Casualty Insurance Company 2351 Energy Drive, Suite 2000, Baton Rouge 70808 225-389-5822 888-884-5822 www.lubawc.com	David J. Bondy Founder and CEO	\$78 million \$77 million 1.3%	93 93	1/1 Baton Rouge 1991	Regional workers' compensation carrier
65	NR	Block Companies LLC 619 Jefferson Highway, Suite 2G, Baton Rouge 70806 225-930-9960 www.blockcompanies.com	Jason E. Keller, Stephen D. Keller, Paul J. Simpson Owners	\$77.5 million \$41.3 million 87.65%	18 40	1/1 Baton Rouge 2005	Multi-family new and value-added, commercial, retail construction
66	67	B. Olinde & Sons Co. 9536 Airline Highway, Baton Rouge 70815 225-926-3380 www.olindes.com	Thomas Olinde President	\$73.5 million \$75 million -2%	168 DNR	6/12 Baton Rouge 1886	Retail furniture stores
67	69	Utility Holdings dba Baton Rouge Water Co. 8755 Goodwood Blvd., Baton Rouge 70806 225-231-0328 www.batonrougewater.com	Patrick J. Kerr President and CEO	\$70.34 million \$68.47 million 2.73%	257 340	1/7 Baton Rouge 1986	Water utility
68	68	ProSource Wholesale Flooring 3049 S. Sherwood Blvd., Baton Rouge 70816 225-248-4811 www.prosourcewholesale.com	Daniel Kennedy CEO and owner	\$66.64 million \$74.59 million -10.66%	120 178	6/13 Baton Rouge 1999	Wholesale flooring
69	70	Acme Refrigeration of Baton Rouge LLC 11844 S. Choctaw Drive, Baton Rouge 70815 225-273-1740 www.acmeref.com	Adrian E. "Manny" Kaiser President	\$61.55 million(1) \$63.1 million -2.46%	49 DNR	7/19 Baton Rouge 1945	Distributor of heating, ventilation, air conditioning and refrigeration equipment, parts and supplies
70	NR	JM Test Systems Inc. 7323 Tom Drive, Baton Rouge 70806 225-925-2029 www.jmtest.com	Scott K. Morrison President	\$59.91 million \$50.56 million 18.48%	267 425	1/11 Baton Rouge 1982	Testing laboratories; manufactures electronic test and measurement instruments

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(1) Averaged 2016-17 revenue

Researched by Elaine Keisling



1 year

The youngest company on this year's list... **Maclaff Inc.**

While a version of the company has operated in Lafayette for years, this nascent incarnation is the result of McBR Management Company, the oldest franchisee of McDonald's restaurants in the area, selling in April 2018 its 26 locations to McDonald's of Acadiana, a family-owned franchise group in the Lafayette area.

Top 100 private companies

Ranked by total revenue

	PREV. RANK	COMPANY ADDRESS PHONE WEBSITE	TOP LOCAL EXECUTIVE	2018/2017 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
71	71	Tony's Seafood Ltd.(1) 5215 Plank Road, Baton Rouge 70805 225-357-9669 www.louisianafishfry.com	Bill J. Pizzolato President and CEO	\$59.9 million \$61.1 million -1.96%	259 259	1/1 Baton Rouge 1972	Seafood sales; seasoning and spices factory
72	72	Postlethwaite & Netterville 8550 United Plaza Blvd., Suite 1001, Baton Rouge 70809 225-922-4600 www.pncpa.com	Dan Gardiner CEO and managing director	\$59.53 million \$58.31 million 2.1%	284 414	4/8 Baton Rouge 1949	Accounting and auditing, tax, business consulting and technology
73	74	Lee Michaels Jewelers LLC dba Lee Michaels Fine Jewelry 5630 Bankers Ave., Baton Rouge 70808 225-291-9094 www.lmfj.com	Scott J. Berg President	\$56.5 million \$53.45 million 5.71%	73 154	3/10 Baton Rouge 1978	Celebrating or recognizing special moments with a memorable gift
74	77	Classic Industrial Services Inc. 456 Highlandia Drive, Baton Rouge 70810 225-756-4450 www.classicindustrial.com	Mike Landes President and CEO	\$54 million \$49.3 million 9.53%	23 300	1/4 Baton Rouge 1987	Specialty construction firm supporting industrial and heavy commercial construction
75	76	PreSonus Audio Electronics 18011 Grand Bay Court, Baton Rouge 70809 225-216-7887 www.presonus.com	Stephen Fraser CEO	\$53.91 million \$50.17 million 7.46%	80 135	1/5 Baton Rouge 1995	Audio hardware, software, sound reinforcement, broadcast, sound design and education, internet audio
76	81	Master Vac Industrial Services/Dynamic Environmental Services 6260 Louisiana 73, Geismar 70734 225-677-5446 www.mastervac.com	Brent C. Upton, Damon M. Wood Owners	\$51 million \$43 million 18.6%	152 268	2/5 Geismar 1998	Maintenance and cleaning services for industry and oilfield; transportation of industrial products and waste and oil field fluids and waste
77	79	Surgical Specialty Center of Baton Rouge 8080 Bluebonnet Blvd., Baton Rouge 70810 225-408-8080 www.sscbr.com	Ann Lightfoot Heine CEO	\$49.06 million \$46 million 6.66%	209 209	1/1 Baton Rouge 2003	Acute care hospital
78	28	Community Coffee Company LLC 3332 Partridge Lane, Bldg. A, Baton Rouge 70809 225-291-3900 800-525-5583 www.communitycoffee.com	David Belanger President and CEO	\$48.68 million(2) \$234.89 million -79.28%	300 DNR	4/DNR Baton Rouge 1919	Coffee and coffee products
79	73	Stonetrust Commercial Insurance Co. 5615 Corporate Blvd., Suite 700, Baton Rouge 70808 225-923-1050 www.stonetrustinsurance.com	Michael G. Dileo President and CEO	\$47.03 million \$52.13 million -9.79%	32 50	1/1 Baton Rouge 1993	Regional insurance
80	81	Moody-Price LLC 18320 Petroleum Drive, Baton Rouge 70809 225-767-7755 www.moodyprice.com	Danny A. Daniel President and COO	\$46 million(3) \$43 million 6.98%	49 DNR	2/12 Baton Rouge 1955	Industrial distributor, manufacturers' representative, instrumentation and filtration products

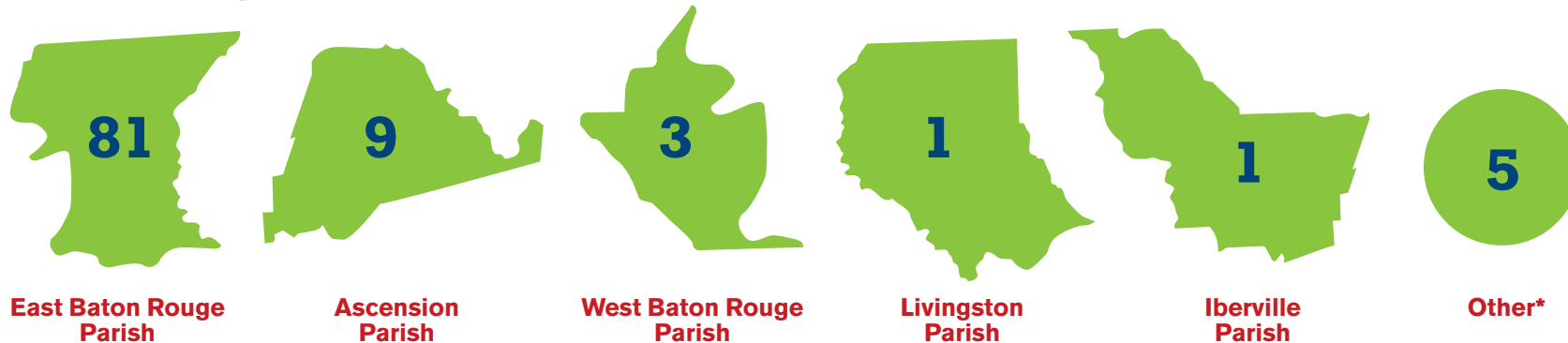
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(1) Sold Louisiana Fish Fry Products in October 2018 (2) D&B Hoovers (3) Averaged 2016-17 revenue

All rankings are determined solely through independent research. Highlighted entries are for those companies that pay a fee for an upgraded listing after their eligibility for the list has been determined.

Researched by Elaine Keisling

Where they are located...



*Beginning next year, only private companies headquartered in the Capital Region will be included in the Top 100 list.

Top 100 private companies

Ranked by total revenue

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81	75	JB James Construction LLC 1881 Wooddale Blvd., Baton Rouge 70806 225-927-3131 www.jbjamesllc.com	Jeff James President	\$45.38 million \$52.22 million -13.1%	100 150	2/4 Baton Rouge 2002	Heavy highway and bridge construction
82	81	Beard Construction Group LLC 3970 Rosedale Road, Port Allen 70767 225-387-2339 www.beardconstructiongroup.com	James A. Beard CEO	\$45.3 million \$43 million 5.35%	208 208	1/1 Port Allen 2004	Industrial construction; heavy civil and earthwork
83	80	Area Wholesale Tire Co. LLC 5930 McClelland Drive, Baton Rouge 70805 225-356-2548 www.areawholesale.com	William B. Potter President	\$44 million(1) \$44 million 0%	51 DNR	1/6 Baton Rouge 1961	Wholesale distribution of tires; tubes and truck tire retreading
84	84	Trosclair & Trosclair Inc. dba Ralph's Market 15013 Louisiana 44, Gonzales 70737 225-622-4044 www.ralphsag.com	Brandon Trosclair President	\$43 million \$42 million 2.38%	250 250	4/4 Gonzales 1984	Retail, grocery, meat, deli, bakery, produce
85	92	Barber Brothers Contracting Co. 2636 Dougherty Drive, Baton Rouge 70805 225-355-5611 www.barber-brothers.com	A. Lee Barber Manager	\$40.25 million \$32 million 25.78%	180 180	1/1 Baton Rouge 1928	Highway and heavy construction
86	NR	Savard Labor & Marine Inc. 1772 Wooddale Blvd., Baton Rouge 70806 225-930-0685 844-472-8273 www.savardgroup.net	Jill Savard CEO	\$40 million \$35 million 14.29%	450 1,200	1/10 Baton Rouge 1998	Skilled and unskilled labor supply
87	85	Manda Packing Co. LLC dba Manda Fine Meats 2545 Sorrel Ave., P.O. Box 3374, Baton Rouge 70821 225-344-7636 www.mandafinemeats.com	Thomas W. Yarborough, Robert V. Yarborough, Stephen J. Yarborough Owners	\$38.99 million \$39.63 million -1.6%	150 150	3/3 Baton Rouge 1947	Meat processing
88	88	AKM LLC dba Volks Constructors 17474 Jefferson Highway, Prairieville 70769 225-673-3236 www.volksconstructors.com	Lawson King President	\$38.9 million \$35.2 million 10.51%	261 261	1/1 Prairieville 1973	Industrial fabrication, field construction services
89	NR	Click Here Publishing LLC 9448 Brookline Ave., Baton Rouge 70809 225-383-0333 www.clickheredigital.com	Bo White CEO	\$36.5 million \$25.92 million 40.84%	60 70	2/2 Baton Rouge 1993	Digital marketing agency
90	78	CMA Technology Solutions 8180 YMCA Plaza Drive, Baton Rouge 70810 225-927-9200 www.cmaontheweb.com	Chad LeMaire President and CEO	\$35.08 million \$34.04 million 3.05%	59 66	1/3 Baton Rouge 1984	IT managed services, hosting, security; data center planning; hardware and software sales

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Flashback: What it took to make the first Top 100 List...

We've been doing the Top 100 private companies list since 1986 and if you wanted to be a member of that inaugural class then you needed to have 1985 revenue of **\$10 million**, which was the case for Polaris Corporation, the Baton Rouge-based natural gas distributor who checked in at No. 100. Adjusted for inflation, that's **\$23.3 million** in 2018 dollars. Yet to make the list this year, a company needed to earn at least **\$29.6 million**, an increase of 23.8%.



Top 100 private companies

Ranked by total revenue

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91	The Workforce Group LLC 9544 Fenway Avenue, Baton Rouge 70809 225-475-3360 www.theworkforcegroup.org	Bart Farmer Managing partner	\$34.96 million \$8.03 million 335.33%	52 63	1/8 Baton Rouge 2013	Disaster recovery/assistance and construction management programs; industrial staffing; insurance claims adjusting and claims administration
92	BBQ Guy's Manufacturing LLC dba Blaze Outdoor Products 6620 Greenwell Springs Road, Baton Rouge 70815 866-976-9510 www.blazegrills.com	Michael Hackley CEO and owner	\$34.95 million \$27.04 million 29.24%	26 26	1/1 Baton Rouge 2012	Grill manufacturer
93	Stuart & Co. General Contrators LLC 4320 Jeffrey Drive, Baton Rouge 70816 225-293-8650 www.stuartandcompany.com	Duane L. Mizell CEO	\$33.64 million \$26.9 million 25.06%	42 42	1/1 Baton Rouge 2003	Construction
94	Compliance EnviroSystems LLC 1401 Seaboard Drive, Baton Rouge 70810 225-769-2933 www.ces-sses.com	Brad Dutruch President	\$32.77 million \$32.3 million 1.46%	71 162	1/5 Baton Rouge 1995	Full-service professional storm sewer and sanitary sewer evaluation firm
95	G.E.O. Heat Exchangers 3650 Cypress Drive, St. Gabriel 70776 225-642-8900 www.geoheat.com	Gene E. "Buddy" Ohmstede CEO	\$31.69 million \$26.45 million 19.81%	162 162	1/1 St. Gabriel 1996	Fabrication, repair of heat exchangers for refineries, chemical plants and power industries
96	Iron Horse Financial Inc. 9800 Airline Highway, Baton Rouge 70816 225-766-9700 www.ironhorse-financial.com	John Paul Caswell President	\$31 million \$28.5 million 8.77%	35 50	2/6 Baton Rouge 1962	Fanatical planning and strategies
87	Roofing Solutions LLC 37302 Commerce Lane, Prairieville 70769 225-744-3912 www.roofingsolutionsla.com	Lautaro de la Cruz, Tupac de la Cruz Owners	\$31 million \$35.6 million -12.93%	25 75	1/4 Prairieville 2004	Commercial roofing, sheet metal, and architectural wall panel systems contractor
98	Sparkhound LLC 11207 Proverbs Ave., Baton Rouge 70816 225-216-1500 800-217-1500 www.sparkhound.com	Shawn Usher CEO	\$30 million \$24.2 million 23.97%	120 230	1/4 Baton Rouge 1998	Business, IT and HR consulting
99	Notoco Industries 10380 Airline Highway, Baton Rouge 70816 225-292-1303 www.notocoinc.com	Charles J. Noto President	\$29.7 million \$30.06 million -1.2%	55 82	1/4 Baton Rouge 1977	Electrical supplies; lighting; appliances and hardware
100	CSRS Inc. 6767 Perkins Road, Suite 200, Baton Rouge 70808 225-769-0546 www.csrinc.com	Tim Barfield President	\$29.6 million \$27.5 million 7.64%	107 128	1/4 Baton Rouge 1978	Program management; planning; civil engineering, project management, consulting

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