

South Florida BUSINESS JOURNAL

SOUTH FLORIDA BUSINESS JOURNAL

A good Q2 for banks
Tri-county institutions report more lending, more profits
KEITH LARSEN, 6



COVER STORY

DAN CANE'S Midas Touch

Modernizing medicine: health-tech software is the



HEALTHCARE INSIGHTS
SMITH-BAUGH AIMS TO LEAVE A 'HANDPRINT ON HEARTS'

TRAVEL
Cruise control: Woman at helm

Celebrity Cruises appoints first woman captain to command the ship in the Caribbean

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FASTEST-GROWING COMPANIES

Recognizing the region's companies with the fastest growth

Congratulations to all the companies that made our Business 50 Companies list. The companies recognized showed sustained revenue growth from 2014 to 2016, and are ranked by percent growth of revenue in that time span. They are ranked in two lists: 25 companies with over \$25 million in 2016 revenue and 25

with under \$25 million in 2016 revenue. The list featuring companies with over \$25 million in revenue featured one company that actually grew to over \$1 billion. This group was once again led by construction or construction-related businesses, which had eight representatives, followed by technology companies with four and staffing agencies with three. Last year, the L&L Business 25 companies from the construction industry.

Hayes Locums LLC is the youngest company on the list, founded in 2012, while City National Bank is the oldest (1942), but it's still growing. On the list that includes companies with under \$25 million in revenue,

the technology sector placed eight companies. Atlanta Tech Inc. led the group — but not only this group. The company topped the list of 50 companies due to its impressive growth percentage. Founded in 2013 and the son of three on Tech 50, the CEO's previous employer appears to be including its location.

Kabat, Schotten, De La Torre, Turckova & Co., an accounting firm based in Miami, has been working in Florida since 1976 and has been around longer than any of the other companies based on the under \$25 million list. Aside from the tech companies, this list shows more diversity in that we have engineering companies, accounting firms and general contractors mixed in with specialty food importers, a landscaping company and a green-agriculture producer.

This illustrates that our South Florida business community is as diverse as it is robust. The South Florida list 50 companies were listed on our August 17 family anniversary at Miami's Jungle Island. The event was sponsored by Bank of America, Citigroup Business and Dental Solutions. Another sponsor was the Greater Miami Chamber of Commerce and District Government.

Gilberto Medina



3rd Annual Special Report on South Florida's Marine Industry

As South Florida Business Journal gears up to publish its 3rd Annual Marine Industry special report this fall, we invite you to learn a little more about the vital local industry. Our report will highlight its \$11 billion economic value, and will feature company rankings and expanded editorial coverage.

IN 2016, THE TOP LOCAL MARINE INDUSTRY BUSINESSES:

- Employed 2,874 individuals
- Spurred 92 years of living businesses



"Collaboration, forward thinking and harnessing marine industry know-how and relationships will continue to place both our industry and our region at the front of opportunity."

Phil Purcell, Executive Director of Marine Industry Association of South Florida

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FASTEST-GROWING COMPANIES: REVENUE OVER \$25M

1. MAP Pharmacy Solutions — 18
2. Modernizing Medicine — 18
3. Hayes Locums — 30
4. Revenue Optimization Companies — 30
5. Weiss & Associates — 27

FASTEST-GROWING COMPANIES: REVENUE UNDER \$25M

1. Atlanta Tech — 22
2. Aquatic Landscaping — 24
3. Future Energy Solutions — 24
4. The Spice Lab — 26
5. Leap Factor — 26

THE LISTS

Fastest-growing companies over \$25M
Fastest-growing companies under \$25M

FASTEST-GROWING COMPANIES: REVENUE OVER \$25M

HAYES LOCUMS

Hayes Locums CEO John Hayes said that was a great time to be in the healthcare staffing business.

As the number of baby boomers who need healthcare services increases, Hayes said, so will the number of baby-boomer physicians who are retiring. This creates a gap in the marketplace that healthcare staffing and recruiting companies such as Hayes Locums can help fill.

The Fort Lauderdale-based company places physicians in hospitals throughout the country on a part-time basis. This includes specialties, such as neuro-emergencies, and nurses needed on a part-time basis during the busy season. Hayes said that his company can also help fill these positions quickly, including placing specialists in a hospital within a week.

Between 2014 and 2016, Hayes Locums grew revenues by 18.8 percent to \$14.2 million. It employs 141 employees and aims to double that



number within two years, Hayes said. The company's growth stems from the growing overall demand for physicians, he added.

Beyond the increasing need for doctors, nurses and specialists, hiring the right people has also helped, he said. Streamlining this, the company was ranked as one of the Business Journal's Best Places to Work in 2017. "We don't have some kind of formula," Hayes said. "The people we're brought in have a lot of autonomy to develop relationships and really create a way of doing things where it is a service-based business."

REVENUE OPTIMIZATION COMPANIES

As a time when many are predicting the death of traditional retail stores, Ben Berwick's company sees it as an opportunity to grow.

Berwick is the CEO of Revenue Optimization Companies, a small services company that advises retailers on how to lower costs and increase revenues. It has four divisions, each focused on a different retail solution.

Between the company increased 131 percent between 2014 and 2016, and reached \$10.88 million in 2016. The company currently has more than 2,000 full-time employees, Berwick said.

One segment of the Coral Gables-based company places BOP sales teams inside existing retail stores, such as Walmart, to help sell technology products, such as mobile phones and home security.

Another group focuses on partnering and analyzing metrics for its clients on consumer behavior through mystery shopping, consumer surveys and competitive audits. Berwick, who previously founded specialty window retailer Art's Talk Shop



Ben Berwick, CEO, Revenue Optimization Companies

and Cellular, said he noticed from past experience that big box retailers' revenues were not adapting to selling electronics or high-tech products and services.

His new company helps solve that challenge by focusing on individual customer's needs and truly understanding the technology behind the product, he said. Berwick said that he sees continued growth in the technology side of retail.

"There are a lot of retailers that are struggling and our companies are set to drive revenues and increase costs," Berwick said.

Ranked among the nation's best.

- ✓ Recognized as a top hospital in South Florida
- ✓ #1 orthopedic care in Florida
- ✓ Nationally ranked in orthopedics and digestive disorders

BEST HOSPITALS
US NEWS & WORLD REPORT
2016-17

BEST HOSPITALS
US NEWS & WORLD REPORT
2017-18

Same-day appointments
844.41.TODAY
clevelandclinicflorida.org/services

REVENUE OPTIMIZATION COMPANIES

4

At a time when many are proclaiming the death of traditional retail stores, Brett Beveridge's company sees it as an opportunity for growth.

Beveridge is the CEO of Revenue Optimization Companies, a retail services company that advises retailers on how to lower costs and increase revenues. It has four divisions, each focused on a different retail solution.

Revenues for the company increased 174 percent between 2014 and 2016, and totaled \$62.88 million in 2016. The company currently has more than 2,000 full-time employees, Beveridge said.

One segment of the Coral Gables-based company places ROC sales teams inside existing retail stores, such as Walmart, to help sell technology products, such as mobile phones and home security.

Another area of focus is gathering and analyzing metrics for its clients on consumers through mystery shopping, customer surveys and compliance audits.

Beveridge, who previously founded specialty wireless retailer Let's Talk Wire-



Brett Beveridge, CEO, Revenue Optimization Companies

less & Cellular, said he noticed from past experience that big box-retailers oftentimes were not adept at selling electronic or high-tech products and services.

His new company helps solve that challenge by focusing on individual customers' needs and truly understanding the technology behind the product, he said. Beveridge said that he sees continued growth in the technology side of retail.

"There are a lot of retailers that are struggling and our companies are set to drive revenues and decrease costs," Beveridge said.

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THE LIST

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FASTEST-GROWING COMPANIES - REVENUE OVER \$25M

RANKED BY 2014-2016 REVENUE GROWTH PERCENTAGE

Company	Address	Year-over-revenue % growth	2014	2015	2016	# of employees	Top-level executive
1 SMP Pharmacy Solutions	19111 Westchase Blvd., Suite 1000, Westchase, FL 33508	188.1%	\$1,000,000	\$1,500,000	\$2,500,000	10	Michael Smith
2 Modernizing Medicine	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	157.14%	\$50.0	\$100.0	\$150.0	10	David Lee
3 Naves Logistics LLC	2100 S. Wymore Ave., Suite 100, Fort Lauderdale, FL 33305	150.0%	\$100,000	\$150,000	\$250,000	10	David Lee
4 The Revenue Optimization Cos.²	800 S. Douglas Road, Coral Gables, FL 33134	174.43%	\$62.88 million	\$35.12 million	\$22.91 million	1,106	Brett Beveridge
5 Wiss & Associates LLC	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	148.0%	\$1.0	\$1.5	\$2.5	10	David Lee
6 Cherish Enterprises	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	135.0%	\$10.0	\$15.0	\$22.5	10	Cherish Enterprises
7 Karl Construction Co. LLC	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	128.24%	\$10.0	\$15.0	\$22.5	10	Michael Smith
8 Postal Center International	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	124.00%	\$10.0	\$15.0	\$22.5	10	David Lee
9 Butlers Construction & Development	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	120.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
10 Gulf Building LLC	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	110.0%	\$10.0	\$15.0	\$22.5	10	David Lee
11 Kaufman Lynn Construction	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	100.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
12 BC Construction Associates	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	95.0%	\$10.0	\$15.0	\$22.5	10	David Lee
13 CareCloud	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	90.0%	\$10.0	\$15.0	\$22.5	10	David Lee
14 Windness Insurance	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	85.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
15 United Franchise Group	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	80.0%	\$10.0	\$15.0	\$22.5	10	David Lee
16 Warman Group	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	75.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
17 TouchSuite	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	70.0%	\$10.0	\$15.0	\$22.5	10	David Lee
18 Arkus Global Trading	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	65.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
19 e-Builder	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	60.0%	\$10.0	\$15.0	\$22.5	10	David Lee
20 Acorn Resources	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	55.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
21 Evergreen Sweeteners	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	50.0%	\$10.0	\$15.0	\$22.5	10	David Lee
22 Accountable Healthcare Staffing	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	45.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
23 IMC Equity Group	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	40.0%	\$10.0	\$15.0	\$22.5	10	David Lee
24 City National Bank of Florida	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	35.0%	\$10.0	\$15.0	\$22.5	10	Michael Smith
25 Cruiser Planners	10000 N.W. 15th St., Suite 100, Fort Lauderdale, FL 33305	30.0%	\$10.0	\$15.0	\$22.5	10	David Lee

¹ Figures are preliminary and subject to audit by the SEC. Companies listed by this page are of their own volition as a participant in the list and are not responsible for their own listing. ² Figures for fiscal 2016 only.

4	The Revenue Optimization Cos.² trocglobal.com	800 S. Douglas Road Coral Gables 33134 305-539-3810	174.43%	\$62.88 million	\$35.12 million	\$22.91 million	1,106	Brett Beveridge bbeveridge@thetailoutsource.com
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