



HOW THE LIST COMES TOGETHER

IN THE SPRING, *Business Report* sent out announcements and emails to all companies on our recent Top 100 lists, as well as to those identified as possible qualifiers and those suggested by readers. We also placed notices on our websites, asking companies to post their information or submit it to us.

We followed up with emails, phone calls and research to confirm the data. In some cases we looked at related industry performance reports and other business compilations to estimate revenue.

Some companies declined to reveal their numbers, so we relied on public information and sources to make reasonable estimates. Those companies are denoted in the list's footnotes.

Companies were ranked according to their reported or estimated revenue for the most recently completed fiscal year, which in most cases was the calendar year 2019.



Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE WEBSITE	TOP LOCAL EXECUTIVE	2019/2018 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
1	Blue Cross and Blue Shield of Louisiana 5525 Reitz Ave., Baton Rouge 70809 225-295-3307 bcbsla.com	I. Steven Udvarhelyi President and CEO	\$4.01 billion \$3.8 billion 5.54%	1,807 2,432	1/9 Baton Rouge 1934	Mutually owned health insurance
2	Turner Industries Group LLC 8687 United Plaza Blvd., Baton Rouge 70809 225-922-5050 turner-industries.com	Thomas H. Turner CEO	\$3.11 billion \$2.7 billion 15.14%	7,205 15,997	7/15 Baton Rouge 1961	Full-service industrial contractor - construction, maintenance, fabrication, equipment and rigging
3	Raising Cane's USA LLC dba Raising Cane's Chicken Fingers 100 North St., Suite 802, Baton Rouge 70802 225-383-7400 raisingcanes.com	Todd Graves Founder and CEO	\$1.5 billion \$1.2 billion 25%	880 22,500	19/445 Baton Rouge 1996	Restaurant company
4	Performance Contractors Inc. 9901 Performance Way, Baton Rouge 70810 225-751-4156 performance-contractors.com	Art E. Favre President	\$1.27 billion \$1.24 billion 2.42%	2,500 7,000	1/8 Baton Rouge 1979	Industrial construction
5	Brown & Root Industrial Services LLC 2600 Citiplaza Drive, Suite 500, Baton Rouge 70808 225-778-7655 brownandroot.com	Andy Dupuy President and CEO	\$1.01 billion \$977.7 million 3.3%	3,500 10,000	13/27 Baton Rouge 1919	Engineering, construction, turnaround, maintenance and specialty services including cooling towers and soft crafts
6	MMR Group Inc. 15961 Airline Highway, Baton Rouge 70817 225-756-5090 mmgrp.com	James "Pepper" Rutland President and CEO	\$752 million \$802 million -6.23%	920 5,600	1/30 Baton Rouge 1985	Chemical and petrochemical downstream; oil and gas upstream and midstream; industrial manufacturing; power generation
7	Dream LT LLC dba Dream Motor Group 10949 Airline Highway, Baton Rouge 70816 225-490-3101 mbobr.com	Joseph A. Agresti, Nick Pentas Owners	\$696 million \$653.67 million 6.48%	92 512	1/6 Baton Rouge 1992	Luxury automotive sales and service
8	Associated Grocers, Inc. 8600 Anselmo Lane, Baton Rouge 70810 225-769-2020 agbr.com	Manard M. Lagasse President and CEO	\$673 million \$637 million 5.65%	520 615	1/1 Baton Rouge 1950	Wholesale grocery distributor
9	Excel Group 8641 United Plaza Blvd., Baton Rouge 70809 225-408-1300 excelusa.com	David E. Roberts CEO	\$635 million \$549 million 15.66%	2,000 5,000	4/15 Baton Rouge 1983	Civil, structural, mechanical, fabrication, electrical and instrumentation construction and maintenance services; disaster recovery
10	The Newtron Group LLC 8183 W. El Cajon Drive, Baton Rouge 70815 225-927-8921 thenewtrongroup.com	Newton B. Thomas CEO	\$543 million \$603 million -9.95%	2,280 3,770	6/14 Baton Rouge 1973	Industrial electrical and instrumentation services

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 169 firms will be available to subscribers on our website. To be considered for next year's list, please contact Alaine Keisling at research@businessreport.com. Published July 2020.

Researched by Alaine Keisling



ISTOCK

107.1%



AND THIS YEAR'S BIGGEST GAINER IS...

OPTIMAL FIELD SERVICES LLC, offering a variety of industrial construction services, saw its revenues skyrocket **107.1%** to **\$58 million** in 2019, up from \$28 million the previous year. The Geismar-based company checks in at No. 64 on this year's list after failing to earn a spot in last year's rankings.

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11	All Star Automotive Imports LLC dba All Star Automotive Group 13000 Florida Blvd., Baton Rouge 70815 225-298-3210 allstarautomotive.com	Matthew G. McKay President and CEO	\$518.07 million \$485.35 million 6.74%	721 721	12/12 Baton Rouge 1987	Automobile sales, automotive service, wholesale and retail parts, five collision repair facilities
12	ISC Constructors LLC 20480 Highland Road, Baton Rouge 70817 225-756-8001 iscgrp.com	Jerry Rispone Co-founder, owner and CEO	\$490 million \$367 million 33.51%	1,027 3,288	1/4 Baton Rouge 1989	Industrial electrical, instrumentation and controls company providing engineering, construction and maintenance services
13	Cajun Industries LLC 15635 Airline Highway, Baton Rouge 70817 225-753-5857 cajunusa.com	Todd Grigsby CEO	\$488.21 million \$515.78 million -5.35%	1,000 2,500	3/4 Baton Rouge 1973	General, civil and mechanical construction; deep foundations, marine work, fabrication; building construction
14	Lipsey's LLC 7277 Exchequer Drive, P.O. Box 83280, Baton Rouge 70809 225-755-1333 800-666-1333 lipseys.com	Laurie Lipsey Aronson President and CEO	\$473 million \$452 million 4.65%	130 130	1/1 Baton Rouge 1953	Wholesale distributor of firearms
15	Republic Finance LLC 7031 Commerce Circle, Baton Rouge 70809 225-927-0005 republicfinance.com	Rex Ellison President and CEO	\$430.58 million \$349.16 million 23.32%	257 1,236	6/225 Baton Rouge 1955	Consumer finance
16	Price LeBlanc LLC 13250 Airline Highway, Baton Rouge 70817 225-408-1100 leblancauto.com	Brent P. LeBlanc President	\$399.39 million \$415.12 million -3.79%	328 423	3/4 Baton Rouge 1965	Automobile sales and service
17	Lard Oil Company Group 914 Florida Ave. SW, Denham Springs 70726 225-664-3311 lardoil.com	Johnny Milazzo President and CEO	\$375.6 million \$387.97 million -3.19%	176 418	2/30 Denham Springs 1922	Multi-state fuels and lubricants distributor; convenience store operator; filtration services; national fleet card
18	Community Coffee Company LLC 3332 Partridge Lane, Bldg. A, Baton Rouge 70809 225-291-3900 800-884-5282 communitycoffee.com	David Belanger President and CEO	\$375 million(1) \$356.6 million(1) 5.16%	300 800	4/23 Baton Rouge 1919	Coffee and coffee products
19	AWC Inc. 6655 Exchequer Drive, Baton Rouge 70809 225-752-1100 awc-inc.com	Bob Wenyon CEO	\$339.5 million \$298.41 million 13.77%	145 481	5/33 Baton Rouge 1965	Industrial instrumentation, automation, electrical, and valves, flow control products and lifecycle services
20	Specialty Welding and Turnarounds LLC 40492 Cannon Road, Gonzales 70737 225-644-1200 swatservice.com	Johnny Holifield President	\$309 million \$189.5 million 63.06%	900 2,600	1/3 Gonzales 2014	General mechanical and specialty welding in the petrochemical and refining sector

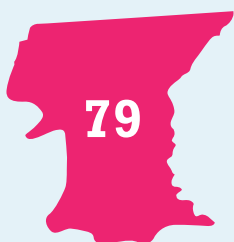
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(1) Industry sources

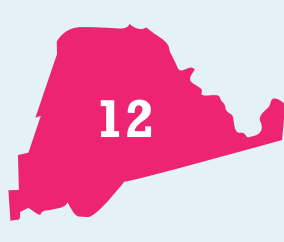
Researched by Alaine Keisting



Where they are located...



East Baton Rouge Parish



Ascension Parish



West Baton Rouge Parish



Livingston Parish



Iberville Parish

Top 100 private companies

Ranked by total revenue

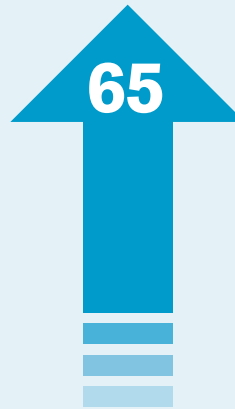
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21	Sterling International LLC 18212 E. Petroleum Drive, Suite 6-A, Baton Rouge 70809 225-756-1606	Shane Richardson President and CEO	\$289.3 million(1) \$303.32 million -4.62%	DNR DNR	1/2 Baton Rouge 1992	Plastics industry
22	Louisiana Workers Compensation Corp. aka LWCC 2237 S. Acadian Thruway, Baton Rouge 70808 225-924-7788 lwcc.com	Kristin W. Wall President and CEO	\$286.56 million \$267.8 million 7.01%	240 240	1/1 Baton Rouge 1991	Private, nonprofit mutual workers' compensation insurance company
23	Setpoint Integrated Solutions Inc. 19011 Highland Road, Baton Rouge 70809 225-753-3290 setpointis.com	Jeff Birch President and CEO	\$268.9 million \$254.4 million 5.7%	180 740	1/14 Baton Rouge 1959	Industrial services and solutions for automation, valve, pressure relief, instrument and filtration needs
24	Boh Bros. Construction Co. LLC 9517 Jefferson Highway, Baton Rouge 70809 225-753-0100 bohbro.com	Jeff Plauche Senior VP of pre-construction and development	\$241 million(1) \$240 million 0.42%	225 900	1/4 Baton Rouge 1909	Heavy civil construction, pile driving, site work, paving, underground utilities and marine facilities
25	Smith Tank & Steel 42422 Louisiana 30, Gonzales 70737 225-644-8747 smith-tank.com	Sam Smith, Billy Smith Owners	\$234.4 million \$194.94 million 20.24%	550 550	1/1 Gonzales 1997	Above-ground storage tank and ASME pressure vessel construction, maintenance and repair; mechanical and civil construction services
26	Hollingsworth Richards Auto Group 7787 Florida Blvd., Baton Rouge 70806 225-927-5555 hollingsworthrichards.com	Mike Hollingsworth, Kent W. Richards, Polly R. Lemoine, Gaye R. Hollingsworth Partners	\$234 million \$236.6 million -1.1%	204 325	3/5 Baton Rouge 1996	Automobile sales
27	Gerry Lane Enterprises Inc. 6505 Florida Blvd., Baton Rouge 70806 225-926-4600 gerrylane.com	Eric Lane President	\$227.75 million \$233.32 million -2.39%	275 275	3/3 Baton Rouge 1966	Automobile sales and service
28	Dixie Electric Membership Corp. dba DEMCO 16262 Wax Road, Greenwell Springs 70739 225-261-1177 844-693-3626 demco.org	Randy Pierce CEO and general manager	\$212.21 million \$224.04 million -5.28%	242 242	7/7 Central 1938	Electric utility with a cooperative business model
29	Ralph Sellers Auto Group: Chrysler Dodge Jeep, Hyundai, Chevrolet 14215 N. Airline Highway, P.O. Box 1208, Gonzales 70737 225-388-9875 ralphsellers.com	Ralph Sellers Manager/member	\$186.34 million \$144.35 million 29.09%	166 166	3/3 Gonzales 1984	Automobile sales and service
30	The Spine Hospital of Louisiana 10105 Park Rowe Circle, Baton Rouge 70810 225-763-9900 spinehola.com	Robert D. Blair President and CEO	\$173.44 million \$169.74 million 2.18%	167 167	1/1 Baton Rouge 2004	Minimally invasive laser, robotic-assisted and complex spinal surgery; comprehensive pain management

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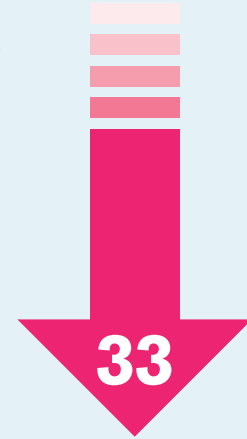
(1) Averaged 2016-18 revenue

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UPS AND DOWNS...

IT WAS LARGELY another good year for Top 100 companies, with 65 posting a revenue gain in 2019, against 33 realizing a decline. Two companies had flat revenue. **The average percentage gain among winners was 17.91%, with losers declining by an average of 9.72%.** A year ago, revenue gains averaged 18.9% with declines at 8.1%.



Top 100 private companies

Ranked by total revenue

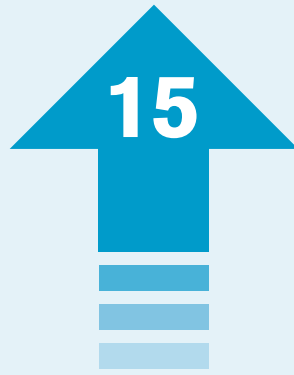
PREV. RANK	COMPANY ADDRESS PHONE WEBSITE	TOP LOCAL EXECUTIVE	2019/2018 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
31	43 REV Broadband(1) 913 S. Burnside Ave., Gonzales 70737 225-621-4300 eatel.com	Joshua Descant President	\$172.03 million \$131 million 31.32%	278 395	12/20 Gonzales 1935	Telecommunication provider, home security, data center solutions, cloud virtualizations and managed IT
32	NR P&P Automotive Interests LLC dba Team Automotive Group 1788 O'Neal Lane, Baton Rouge 70816 225-273-5880 team-toyota.com	Preston Petersen Owner/operator	\$169.26 million \$235 million -27.97%	335 381	3/4 Baton Rouge 1988	Automobile sales
33	35 L&B Holdings LLC 708 Highway 190, Port Allen 70767 225-387-0955 landbtransport.com	Louis Vielee President	\$168.82 million \$159.16 million 6.06%	288 DNR	3/3 Port Allen 1984	Liquid bulk transportation, chemical bulk trailer leasing, fuel sales, real estate leasing and video poker operations
34	36 Harris Investment Holdings LLC dba Brian Harris Automotive Group 11955 Airline Highway, Baton Rouge 70817 225-272-6500 brianharrisautogroup.com	Richard J. Martorana Platform manager	\$165.57 million \$157.75 million 4.95%	188 188	3/3 Baton Rouge 1984	Automobile sales, parts, service
35	38 Arkel Group(2) 1048 Florida St., Baton Rouge 70802 225-344-1023 arkelconstructors.com	John H. Fife, George Knost Owners	\$162.7 million \$154.5 million 5.31%	110 296	1/2 Baton Rouge 1981	Commercial construction, commercial and industrial maintenance, trucking and intermodal drayage, international infrastructure services
36	45 Valluzzo Companies 8710 Jefferson Highway, Baton Rouge 70809 225-300-8960	John C. Valluzzo, Nicholas Valluzzo, Michael Valluzzo Owners	\$159.57 million \$118.35 million 34.82%	1,500 3,500	1/3 Baton Rouge 2010	Restaurants
37	39 Milton J. Womack Inc. 8400 Jefferson Highway, Baton Rouge 70809 225-924-8050 mjwomack.com	Steve N. Carville, Terry T. Hill Owners	\$156.53 million \$148.52 million 5.39%	80 105	1/15 Baton Rouge 1964	General contractor
38	34 ET International LLC dba Fabre Group 13550 Airline Highway, Baton Rouge 70817 225-753-8400 fabregroup.com	David L. Fabre, John B. Fabre Member/dealers	\$152.81 million \$162.14 million -5.75%	126 164	3/4 Baton Rouge 1986	Automobile sales
39	52 MAPP LLC 344 Third St., Baton Rouge 70801 225-757-0111 mappbuilt.com	Michael A. Polito President and CEO	\$148.73 million \$100.18 million 48.46%	75 149	2/4 Baton Rouge 1991	New construction, tenant improvement projects, facility renovations and facility maintenance
40	42 Lyons Specialty Co. 2800 Louisiana 1, Port Allen 70767 225-356-1319 800-264-1319 lyons-aav.com	Hugh Raetzsch Owner and CEO	\$134.6 million \$133.94 million 0.49%	89 89	1/1 Port Allen 1923	Wholesale grocery distributor for convenience store retail and food service

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(1) Formerly known as EATEL, Reserve Telephone Co. and Vision Communications (2) Arkel Constructors LLC and Arkel International LLC

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UP FROM 11 LAST YEAR

NUMBER OF TOP 100 COMPANIES THAT HAD REVENUE GROWTH OF 25% OR HIGHER IN 2019:

- #64, Optimal Field Services LLC.....**107.1%**
- #100, Labarre Associates Inc.**103.9%**
- #80, Austin Fire Systems.....**77.5%**
- #43, Royal Automotive Group LLC**77%**
- #20, Specialty Welding and Turnarounds LLC ...**63.1%**
- #58, JB James Construction LLC.....**59.9%**
- #75, Bengal Transportation Services LLC.....**49.4%**
- #39, MAPP LLC.....**48.5%**
- #36, Valluzo Companies.....**34.8%**
- #12, ISC Constructors LLC.....**33.5%**
- #31, REV Broadband.....**31.3%**
- #29, Ralph Sellers Auto Group:
Chrysler Dodge Jeep, Hyundai Chevrolet ..**29.1%**
- #65, Beard Construction Group LLC.....**27.5%**
- #83, Sigma Engineers and Constructors**25.8%**
- #3, Raising Cane's USA LLC.....**25%**

Top 100 private companies

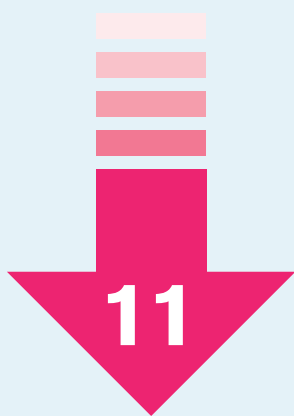
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41	Ford Bacon & Davis LLC 12021 Lakeland Park Blvd., Baton Rouge 70809 225-292-0050 fbd.com	Rick Moore President	\$133.29 million \$156.83 million -15.01%	326 863	2/8 Baton Rouge 1973	Multi-discipline engineering, procurement and construction
42	ShoppersChoice.com LLC dba BBQGuys 8151 Airline Highway, Baton Rouge 70815 877-743-2269 bbqguys.com	Michael Hackley CEO/owner	\$130.09 million \$113.49 million 14.62%	262 262	1/1 Baton Rouge 1998	Online e-commerce retailer
43	Royal Automotive Group LLC 9325 Airline Highway, Baton Rouge 70815 225-924-0400 royalnissan.com	Brad Smith President	\$122.95 million \$69.47 million 76.99%	143 143	4/4 Baton Rouge 1978	Automobile sales and service
44	Robinson Brothers Ford Lincoln LLC 11455 Airline Highway, Baton Rouge 70816 225-293-8900 robinsonbrothers.com	Maxwell "Chip" Robinson, Maxwell "Mackie" Robinson Owners	\$118.27 million(1) \$120.9 million(2) -2.18%	DNR DNR	1/1 Baton Rouge 1946	Automobile sales
45	Lavigne Oil Company 11203 Proverbs Ave., Baton Rouge 70816 225-952-7900 lavigneoil.com	Chip Lavigne President	\$105.79 million \$117.82 million -10.22%	50 50	4/4 Baton Rouge 2009	Shell, Chevron, and Texaco jobber, Chip's To Go markets, wholesale fuel distributor
46	The Celtic Group 3888 S. Sherwood Forest Blvd., Bldg. 1, Baton Rouge 70816 225-752-2490 877-752-2359 celticgroup.com	Michael J. O'Connor Chairman and CEO	\$102.69 million \$101.56 million 1.11%	39 57	2/8 Baton Rouge 1985	Transportation and logistics; movie production facility; steamship agency; real estate management
47	Level Construction and Development LLC dba Level Homes 402 N. Fourth St., Baton Rouge 70802 225-338-6120 levelhomeslifestyle.com	Todd Waguespack, John M. Engquist, Ryan Engquist Owners	\$97.89 million \$111 million -11.81%	29 29	1/1 Baton Rouge 2005	Residential construction and development
48	Mockler Beverage Co. 11811 Reiger Road, Baton Rouge 70809 225-408-4283 mocklerbeverage.com	Timothy Mockler, Patrick Mockler Owners	\$91.95 million \$89.68 million 2.54%	140 140	1/1 Baton Rouge 1987	Wholesale beverage distribution
49	The Coastal Companies 4825 Jamestown Ave., Baton Rouge 70808 225-766-0244 coastalbridge.com	Kelly Sills Owner	\$91.23 million(3) \$80.32 million(2) 13.58%	40 200	1/5 Baton Rouge 1954	Highway, bridge, marine, industrial construction
50	Pala Group Inc. 16347 Old Hammond Highway, Baton Rouge 70816 225-272-5194 palagroup.com	Scott Barringer CEO	\$91 million \$97.08 million -6.27%	300 400	2/4 Baton Rouge 1973	Employee-owned industrial construction and maintenance

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(1) Averaged 2016-18 revenue (2) Averaged 2015-17 revenue (3) D&B Hoovers



UP FROM 6 LAST YEAR

NUMBER OF TOP 100 COMPANIES THAT HAD A REVENUE DECLINE OF 10% OR HIGHER IN 2019:

- #96, American International Maritime Co. LLC..... **-41%**
- #95, DelVal Flow Controls USA LLC..... **-19%**
- #32, P&P Automotive Interests LLC dba Team Automotive Group..... **-28%**
- #41, Ford Bacon & Davis LLC..... **-15%**
- #88, Savard Labor & Marine Inc..... **-25%**
- #69, JM Test Systems Inc..... **-13.8%**
- #90, Volks Constructors Inc. **-23.3%**
- #47, Level Construction and Development LLC dba Level Homes **-11.8%**
- #94, CSRS Inc. **-20%**
- #45, Lavigne Oil Company..... **-10.2%**
- #98, Westgate LLC **-20%**

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51	Salsbury's Dodge City LLC dba Salsbury's Chrysler Dodge Jeep Ram 13939 Airline Highway, Baton Rouge 70835 225-926-8800 salsburys.com	Leah Salsbury Duval President	\$89.39 million \$87.34 million 2.35%	102 DNR	1/1 Baton Rouge 1986	Automobile sales
52	Window World of Baton Rouge LLC 8405 Airline Highway, Baton Rouge 70815 225-706-2100 windowworldinfo.com	James Roland CEO	\$88.3 million \$87.54 million 0.87%	81 165	1/7 Baton Rouge 2002	Specialty contractor
53	Capitol City Produce Company LLC 16550 Commercial Ave., Baton Rouge 70816 225-272-8153 capitolcityproduce.com	Paul Ferachi Owner	\$86.5 million \$81.7 million 5.88%	216 226	1/1 Baton Rouge 1947	Wholesale and retail produce and specialty items
54	Wampold Companies 4171 Essen Lane, Suite 450, Baton Rouge 70809 225-215-1800 wampold.com	Mike Wampold CEO	\$81.07 million \$83.05 million -2.39%	65 116	16/20 Baton Rouge 1981	Property management; real estate development
55	Luba Casualty Insurance Company 2351 Energy Drive, Suite 2000, Baton Rouge 70808 225-389-5822 888-884-5822 lubawc.com	David J. Bondy Founder and CEO	\$80 million \$78 million 2.56%	95 95	1/1 Baton Rouge 1991	Regional workers' compensation carrier
56	Block Companies LLC 619 Jefferson Highway, Suite 2G, Baton Rouge 70806 225-930-9960 blockcompanies.com	Jason E. Keller, Stephen D. Keller, Paul J. Simpson Owners	\$75 million \$77.5 million -3.23%	25 45	1/2 Baton Rouge 2005	Multi-family new and value-added, commercial, retail construction
57	Utility Holdings dba Baton Rouge Water Co. 8755 Goodwood Blvd., Baton Rouge 70806 225-231-0328 batonrougewater.com	Patrick J. Kerr President and CEO	\$72.6 million \$70.34 million 3.22%	271 351	1/7 Baton Rouge 1986	Water utility
58	JB James Construction LLC 1881 Wooddale Blvd., Baton Rouge 70806 225-927-3131 jbjaxesllc.com	Jeff James President	\$72.57 million \$45.38 million 59.93%	150 200	2/6 Baton Rouge 2002	Heavy highway and bridge construction
59	ProSource Wholesale Flooring 3049 S. Sherwood Blvd., Baton Rouge 70816 225-248-4811 prosourc wholesale.com	Daniel Kennedy CEO and owner	\$70.73 million \$66.64 million 6.15%	113 192	6/15 Baton Rouge 1999	Wholesale flooring
60	Lee Michaels Jewelers LLC dba Lee Michaels Fine Jewelry 5630 Bankers Ave., Baton Rouge 70808 225-291-9094 lmjf.com	Scott J. Berg President	\$60.88 million \$56.5 million 7.75%	75 156	3/10 Baton Rouge 1978	Celebrating or recognizing special moments with a memorable gift

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WELCOME TO THE CLUB...

...OR IN SOME CASES welcome back. An eye-catching 12 companies are either rejoining the Top 100 or making the list for the first time. The biggest driver behind this shake-up is a change we made this year where only companies headquartered in the Capital Region are eligible for consideration. That knocked several firms with sizable operations in the region off the list, including one top 10 company. Of course several made it the old-fashioned way: strong revenue growth.

- #32, P&P Automotive Interests LLC dba Team Automotive Group..... **\$169.3M**
- #64, Optimal Field Services LLC..... **\$58M**
- #80, Austin Fire Services **\$37.8M**
- #83, Sigma Engineers and Constructors **\$33.4M**
- #87, Transformyx **\$32M**
- #92, Kleinpeter Farms Dairy LLC..... **\$29M**
- #93, Taylor Porter Brooks & Phillips **\$24.4M**
- #95, DelVal Flow Controls USA LLC **\$23.5M**
- #96, American International Maritime Co. LLC..... **\$21.3M**
- #97, J Blount Companies/Blount General Contractors **\$20.2M**
- #99, Crawler Supply Co. LLC **\$17M**
- #100, Labarre Associates Inc. **\$16.3M**



FILE PHOTO

TIM MUELLER

Top 100 private companies

Ranked by total revenue

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61	PreSonus Audio Electronics 18011 Grand Bay Court, Baton Rouge 70809 225-216-7887 presonus.com	Jim Boitnott COO	\$60.29 million \$53.91 million 11.84%	80 135	1/5 Baton Rouge 1995	Audio hardware, software, sound reinforcement, broadcast, sound design and education, internet audio
62	Acme Refrigeration of Baton Rouge LLC 11844 S. Choctaw Drive, Baton Rouge 70815 225-273-1740 acmeref.com	Ryan Kaiser CEO	\$59.78 million(1) \$61.55 million -2.88%	20 120	7/19 Baton Rouge 1945	Distributor of heating, ventilation, air conditioning and refrigeration equipment, parts and supplies
63	Postlethwaite & Netterville APAC 8550 United Plaza Blvd., Suite 1001, Baton Rouge 70809 225-922-4600 pncpa.com	Dan Gardiner CEO and managing director	\$58.42 million \$59.53 million -1.86%	272 405	4/8 Baton Rouge 1949	Accounting and auditing, tax, business consulting, technology, disaster recovery, grants administration
64	Optimal Field Services LLC 35240 Carson Drive, Geismar 70734 (225) 402-0060 www.optimalsvcs.com	Shane Doss President	\$58 million \$28 million 107.14%	60 70	1/2 Geismar 2015	Turnarounds, specialty welding, catalyst handling, capital projects
65	Beard Construction Group LLC 3970 Rosedale Road, Port Allen 70767 225-387-2339 beardconstructiongroup.com	James A. Beard CEO	\$57.77 million \$45.3 million 27.52%	238 238	1/3 Port Allen 2004	Industrial construction; heavy civil and earthwork
66	Moody-Price LLC 18320 Petroleum Drive, Baton Rouge 70809 225-767-7755 moodyprice.com	Danny A. Daniel President and CEO	\$54 million \$46 million 17.39%	46 108	2/12 Baton Rouge 1955	Industrial distributor, manufacturers' representative, instrumentation and filtration products
67	Master Vac Industrial Services/Dynamic Environmental Services 6260 Louisiana 73, Geismar 70734 225-677-5446 mastervac.com	Brent C. Upton, Damon M. Wood Owners	\$53 million \$51 million 3.92%	130 295	2/5 Geismar 1998	Maintenance and cleaning services for industry and oilfield; transportation of industrial products and waste and oil field fluids and waste
68	Surgical Specialty Center of Baton Rouge 8080 Bluebonnet Blvd., Baton Rouge 70810 225-408-8080 sschr.com	Ann Lightfoot Heine CEO	\$52.26 million \$49.06 million 6.51%	209 209	1/1 Baton Rouge 2003	Acute care hospital
69	JM Test Systems Inc. 7323 Tom Drive, Baton Rouge 70806 225-925-2029 jmtest.com	Scott K. Morrison President	\$51.65 million(2) \$59.91 million -13.78%	267 425	1/11 Baton Rouge 1982	Testing laboratories; manufactures electronic test and measurement instruments
70	Classic Industrial Services Inc. 456 Highlandia Drive, Baton Rouge 70810 225-756-4450 classicindustrial.com	Mike Landes President and CEO	\$49.35 million(1) \$54 million -8.61%	20 89	1/4 Baton Rouge 1987	Specialty construction firm supporting industrial and heavy commercial construction

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 169 firms will be available to subscribers on our website. To be considered for next year's list, please contact Alaine Keisting at research@businessreport.com. Published July 2020.

Researched by Alaine Keisting

(1) D&B Hoovers (2) Averaged 2016-18 revenue



111 Years

THE OLDEST COMPANY ON THIS YEAR'S LIST...

Boh Bros. Construction Co. LLC

The heavy construction services company was founded in 1909 and has operations throughout Louisiana and across the Southeast. It isn't the only Top 100 company that has cracked the century mark. Here are the other two, both celebrating their 101st year in business:

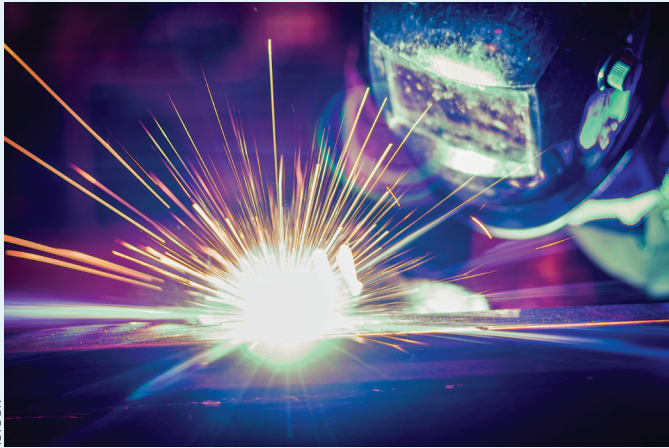
- #5, Brown & Root Industrial Services LLC 1919
- #18, Community Coffee Company LLC..... 1919

Top 100 private companies

Ranked by total revenue

PREV. RANK	COMPANY ADDRESS PHONE WEBSITE	TOP LOCAL EXECUTIVE	2019/2018 TOTAL REVENUE % CHANGE	LOCAL/TOTAL EMPLOYEES	LOCAL/TOTAL LOCATIONS HEADQUARTERS YEAR ESTAB.	PRODUCTS OR SERVICES
71	Barber Brothers Contracting Co. 2636 Dougherty Drive, Baton Rouge 70805 225-355-5611 barber-brothers.com	A.L. Barber Member/Manager	\$46 million \$40.25 million 14.29%	185 185	1/1 Baton Rouge 1928	Highway and heavy construction
72	Ralph's Market 15013 Louisiana 44, Gonzales 70737 225-622-4044 ralphsag.com	Brandon Trosclair President	\$45.6 million \$43 million 6.05%	250 250	4/4 Gonzales 1984	Retail grocery store focused on customer service, meat and deli
73	BBQ Guy's Manufacturing LLC dba Blaze Outdoor Products 6620 Greenwell Springs Road, Baton Rouge 70815 866-976-9510 blazegrills.com	Michael Hackley CEO and owner	\$41.23 million \$34.95 million 17.97%	23 27	1/1 Baton Rouge 2012	Grill manufacturer
74	Area Wholesale Tire Co. LLC 5930 McClelland Drive, Baton Rouge 70805 225-356-2548 areawholesale.com	Chris Holbert President/CEO	\$41 million \$44 million -6.82%	25 73	1/6 Baton Rouge 1961	Wholesale distribution of tires, tubes, and wheels.
75	Bengal Transportation Services LLC 37156 Highway 30, Geismar 70734 225-677-8890 bengaltransport.com	John Austin President	\$40.01 million \$26.78 million 49.42%	100 150	1/2 Geismar 1995	Turnkey crane, logistics and transportation services
76	Click Here Publishing LLC dba Click Here Digital 9255 Interline Ave., Baton Rouge 70809 225-383-0333 clickheredigital.com	Bo White CEO	\$40 million \$36.5 million 9.59%	67 72	2/3 Baton Rouge 1993	Digital marketing services
77	The NeuroMedical Center APMC 10101 Park Rowe Ave., Suite 200, Baton Rouge 70810 225-769-2200 theneuromedicalcenter.com	Benjamin J. Boudreaux CEO	\$38.49 million \$38.44 million 0.14%	25 215	1/9 Baton Rouge 1978	Adult and pediatric neurosurgery, neurology, physical medicine and rehabilitation, pain medicine, neuropsychology, neuroradiology
78	Manda Packing Co. LLC dba Manda Fine Meats 2545 Sorrel Ave., P.O. Box 3374, Baton Rouge 70821 225-344-7636 mandafinemeats.com	Thomas W. Yarborough, Robert V. Yarborough, Stephen J. Yarborough Owners	\$38.14 million \$38.99 million -2.2%	150 150	3/3 Baton Rouge 1947	Meat processing
79	GEO Heat Exchangers LLC 3650 Cypress Drive, St. Gabriel 70776 225-642-8900 geoheat.com	Gene E. "Buddy" Ohmstede, August B. Ohmstede, Gene E. Ohmstede Owners	\$37.88 million \$31.69 million 19.53%	165 DNR	1/1 St. Gabriel 1996	Fabrication and repair of heat exchangers for refineries and chemical plants. Field service group for on-site heat exchanger repairs.
80	Austin Fire Systems 13580 Eads Road, P.O. Box 411, Prairieville 70769 225-677-9850 stopfire.com	Russell Ritchie President	\$37.8 million \$21.3 million 77.46%	135 210	1/4 Prairieville 1999	Engineer, design, fabricate, install, certify and maintain fire protection systems for industrial and large commercial facilities

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ISTOCK

5 Years

THE YOUNGEST COMPANY ON THIS YEAR'S LIST...

Optimal Field Services LLC

While a version of this company existed prior to 2015, those assets were acquired by Crest Industries LLC. With Shane Doss remaining at the helm of this reborn industrial construction firm the company has sparked rapid growth over the past five years.

Top 100 private companies

Ranked by total revenue

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81	Roofing Solutions LLC 37302 Commerce Lane, Prairieville 70769 225-744-3912 roofingolutionsla.com	Lautaro de la Cruz General manager	\$34.66 million \$30.56 million 13.39%	35 35	1/4 Prairieville 2004	Commercial roofing, sheet metal, and architectural wall panel systems contractor
82	Compliance EnviroSystems LLC 1401 Seaboard Drive, Baton Rouge 70810 225-769-2933 ces-sses.com	Brad Dutruch President	\$33.56 million \$32.77 million 2.41%	162 DNR	1/5 Baton Rouge 1995	Full-service professional storm sewer and sanitary sewer evaluation firm
83	Sigma Engineers and Constructors 11585 Lake Sherwood Ave. North, Baton Rouge 70816 225-810-3100 sigmaec.com	Robert B. Olivier Owner and CEO	\$33.4 million \$26.55 million 25.83%	154 154	1/1 Baton Rouge 1987	Engineering consulting in mechanical, structural, chemical, process, electrical, and automation
84	Cherbonnier Mayer & Associates Inc. dba CMA Technology Solutions 8180 YMCA Plaza Drive, Baton Rouge 70810 225-927-9200 800-349-9200 cmaontheweb.com	Chad LeMaire Owner, president and CEO	\$33 million \$35.08 million -5.93%	61 64	1/2 Baton Rouge 1984	IT managed services, hosting, security; data center planning; hardware and software sales
85	Iron Horse Financial Inc. 9800 Airline Highway, Suite 103, Baton Rouge 70816 225-766-9700 ironhorse-financial.com	John Paul Caswell President	\$33 million \$31 million 6.45%	50 DNR	3/6 Baton Rouge 1962	Financial planning and strategies
86	Stuart & Co. General Contractors LLC 4320 Jeffrey Drive, Baton Rouge 70816 225-293-8650 stuartandcompany.com	Duane L. Mizell CEO	\$32.75 million \$33.64 million -2.65%	32 32	1/1 Baton Rouge 2003	Construction
87	Transformyx 6867 Bluebonnet Blvd., Baton Rouge 70810 225-761-0088 transformyx.com	James DuBos CEO	\$32 million \$26.18 million 22.23%	65 82	1/2 Baton Rouge 1989	SLED, health care, construction, law, industrial, manufacturing, oil and gas
88	Savard Labor & Marine Inc. 1772 Wooddale Blvd., Baton Rouge 70806 225-930-0685 844-472-8273 savardgroup.net	Jill Savard CEO	\$30 million \$40 million -25%	30 100	1/10 Baton Rouge 1998	Skilled and unskilled labor supply
89	Sparkhound LLC 11207 Proverbs Ave., Baton Rouge 70816 225-216-1500 800-217-1500 sparkhound.com	Shawn Usher President and CEO	\$30 million \$30 million 0%	110 200	1/4 Baton Rouge 1998	Business, IT and HR consulting
90	Volks Constructors Inc. 17474 Jefferson Highway, Prairieville 70769 225-673-3236 volksconstructors.com	Lawson King President	\$29.84 million(1) \$38.9 million -23.29%	130 130	1/1 Prairieville 1973	Industrial fabrication, field construction services

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BECAUSE WE ASKED FOR YOURS...

LOUISIANA BUSINESS INC. publishes *Business Report*, *225*, *inRegister* and *10/12 Industry Report*, the *Daily Report AM* and *Daily Report PM* e-newsletters, as well as a variety of other online and contract publications. In 2019, LBI total revenue was \$9,244,109, essentially flat (-0.05%) from \$9,248,807 in 2018. The company has 59 full-time employees, all working in Baton Rouge at the corporate headquarters on Jefferson Highway. Chairman Rolfe McCollister Jr. founded the company in 1982. President and CEO Julio Melara is a partner in the company.



Top 100 private companies

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91	Notoco Industries 10380 Airline Highway, Baton Rouge 70816 225-292-1303 notocoinc.com	Charles J. Noto President	\$29.42 million(1) \$29.7 million -0.95%	60 82	1/4 Baton Rouge 1977	Electrical supplies; lighting; appliances and hardware
92	Kleinpeter Farms Dairy LLC 14444 Airline Highway, Baton Rouge 70817 225-753-2121 kleinpeterdairy.com	Sue Anne K. Cox Owner	\$29 million \$27.6 million 5.07%	130 130	1/1 Baton Rouge 1913	Dairy manufacturing and distribution
93	Taylor Porter Brooks & Phillips 450 Laurel St., Suite 800, Baton Rouge 70801 225-387-3221 taylorporter.com	Robert W. Barton Managing partner	\$24.37 million \$23.12 million 5.38%	125 125	1/2 Baton Rouge 1912	Commercial and complex litigation, business, transactions, employment, education, health care, environmental, real estate, insurance
94	CSRS Inc. 6767 Perkins Road, Suite 200, Baton Rouge 70808 225-769-0546 csrsinc.com	Tim Barfield President	\$23.87 million \$29.84 million -20.01%	93 119	1/5 Baton Rouge 1978	Program management; planning; civil engineering, project management, consulting
95	DelVal Flow Controls USA LLC 6068 Highway 73, Geismar 70734 225-744-4326 delvalflow.com	Chip Lee President	\$23.52 million \$29.03 million -18.97%	24 42	1/1 Geismar 2016	Oil and gas, water and wastewater, chemical, marine, biofuels, food and beverage, power, HVAC
96	American International Maritime Co. LLC 1940 Tower Road, Port Allen 70767 225-412-7701 aimaritime.com	Curt Gauthé President	\$21.3 million \$36.1 million -41%	11 14	1/3 Port Allen 2013	Logistics management
97	J Blount Companies/Blount General Contractors 13566 Arnold Road, Walker 70785 225-664-3520	John C. Bount President	\$20.15 million \$18 million 11.92%	26 26	1/1 Walker 1987	Construction; development
98	Westgate LLC 1355 Beaulieu Lane, Port Allen 70767 225-749-2635 800-749-2636 westgatellc.com	John C Thigpen President and CEO	\$20 million \$25 million -20%	225 225	1/1 Port Allen 1974	Electrical, instrumentation, construction and maintenance
99	Crawler Supply Co. LLC 6413 Airline Highway, Baton Rouge 70805 225-357-7515 crawlersupply.com	Danny W. Cloy President	\$17 million \$17 million 0%	37 37	1/1 Baton Rouge 1961	Full-service dealership supply light to medium construction equipment
100	Labarre Associates Inc. 8385 Rushing Road E., Denham Springs 70726 225-664-1934 labarre-inc.com	James Labarre CEO	\$16.33 million \$8.01 million 103.86%	16 16	1/1 Denham Springs 1984	Financial institutions, civil and governmental, churches

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