

Hall of Fame winners continue to grow

By **BILL LEWIS**
For The Tennessean

Once a company wins a spot on the Music City Future 50 five times, it's retired from competition and inducted into the Future 50 Hall of Fame.

But that doesn't mean the companies stop growing.

Of the 31 companies inducted so far into the Hall of Fame since the inaugural class of 1996, many are still open for business and going strong.

Since Wood Personnel Services Inc. made the Hall of Fame 11 years ago, internal staffing has grown by about 40 percent, and revenues have climbed by 342 percent, said Bill Wood, the company's founder.

Wood Personnel also has decided to reduce the number of clients it serves by about 21 percent.

Company officials made a "conscious effort to run our business instead of allowing it to run us," Wood said. "Over



Butch Eley is the chief executive officer of Infrastructure Corporation of America.

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the past 10 years, we have learned to be more practical in setting goals for our company and staff.

"There's always pressure to double revenues, but there is a personal price to be paid if that's the primary goal," he said.

"Bringing in new accounts when our company isn't prepared for the growth wreaks havoc on internal staff and isn't fair to new or existing clients," Wood said.

At Adtec Digital, an innovator of cutting-edge video technology, the focus had been on "slow growth, real steady," since its induction into the Hall of Fame in 1997, said Ron Johnson, one of the company's founders. Customers include The Walt Disney Co., Comcast Corp. and the U.S. military.

This year, the company opened two European offices and has continued to meet its goal of having almost no turnover among its employees, he said.

"We make the stuff that lets people watch TV and send data from one place to another," Johnson said. "We enjoy

what we do. It's a lot of fun."

Company's market grows

Since joining the Hall of Fame in 2005, Brentwood-based Infrastructure Corporation of America has seen the national market for its industry become increasingly positive.

ICA has numerous contracts to maintain major roadways, rest areas and toll facilities.

In the past two years, the company has won three major contracts in Texas, Virginia and North Carolina. Revenues have grown 50 percent.

"The market is right for us," said ICA's CEO, Butch Eley. "The outlook for toll roadway business is strong. States must do more with less, and the federal gas tax is not keeping pace with the need that states have to make investment in roadways and manage them properly. That's why our company and the service we provide has become such an important option."



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