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Q & A



DAVE KAUP | KCBJ

'Business builds jobs'

Sly James | Kansas City mayor

BY STEVE VOCKRODT | STAFF WRITER

Kansas City Mayor Sly James faces no shortage of business issues as he establishes his administration. The new mayor sat down with Kansas City Business Journal reporter Steve Vockrodt to talk about business retention, an incentives "Border War" with Kansas and other pressing matters of interest to area businesspeople.

Q: You use the phrase "open for busi-

ness" quite a bit. What exactly does that mean?

A: That you're going to find us willing to work with business to attract business here and keep them. ... What it means to me is that our administration, from the time that we take office and work with our council and our manager, are going to do those things that we think are nec-

SEE JAMES | 31

Husch Blackwell enjoys history, ties with KC mayor

BY STEVE VOCKRODT | STAFF WRITER

Kansas City's legal community scored a victory with Sly James' election to the mayor's office, and Husch Blackwell LLP may emerge as the biggest winner.

It's no secret that James, a former president of the Kansas City Metropolitan Bar Association, reached the 29th floor of City Hall with considerable financial and polit-

ical support from the local legal ranks. But the mayor's ties with Husch Blackwell are particularly strong.

Fresh out of law school, James worked from 1983 to 1993 at the old Blackwell Sanders law firm.

Two Husch Blackwell lawyers served on James' transition team, which political in-

SEE HUSCH | 31

Black & Veatch draws plans for HQ makeover

Work is precursor to big expansion

BY KRISTA KLAUS | STAFF WRITER

Black & Veatch plans to begin construction early next year on a renovation and expansion of its 600,000-square-foot Overland Park world headquarters.

The project is considered an important precursor to the engineering firm's planned 250,000-square-foot expansion, announced as part of a landmark 2009 development agreement with Overland Park.

Plans submitted June 1 include construction of a 12,300-square-foot Innovation Pavilion at the headquarters at 114th Street and Lamar Avenue. It will include client briefing centers, conference rooms, a reception area and a coffee shop.

"Emphasis has also been placed on creating an experience in our main entrance area to clearly demonstrate the company's commitment to sustainability, innovation, training and education to our clients, professionals and the community," said Jim Lewis, chief

SEE BLACK | 30

Investors en route to develop \$25M distribution park

BY KRISTA KLAUS | STAFF WRITER

A Ken Block-led investment group has bought 30 acres in Olathe and plans to develop a logistics and distribution park, with an estimated total investment of about \$25 million.

Block said the group, FSDA LLC, bought property along Kansas Highway 7 just north of College Boulevard at county auction. It plans to break ground on two buildings totaling about 470,000 square feet by the first quarter of 2012.

"These will be cross-dock, state-of-the-art, 32-foot-clear, high-quality, distribution center-type buildings as nice as any here in town," he said. "The site along K-7 with access to (Kansas Highway 10) is a unique opportunity in the market."

Block

SEE PARK | 6



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FAST-GROWING AREA BUSINESSES

(RANKED BY AVERAGE ANNUAL REVENUE GROWTH RATE 2008-2010)

RANK 2011 2010	COMPANY	2008-2010 AVG. REVENUE GROWTH RATE	REVENUE 2010 2009 2008	EMPLOYEES LOCAL COMPANYWIDE	PRIMARY SERVICES	TOP EXECUTIVE(S)
1. none	Gragg Advertising Inc. 450 E. Fourth St., Suite 201, Kansas City, MO 64106 www.graggadv.com 816-931-0050	54.5%	\$24,986,420 \$15,314,694 \$10,497,842	68 68	direct response marketing with focus in online technology, branding strategy	CEO Gregory Gragg
2. none	JMA Information Technology Inc. 10551 Barkley St., Suite 400, Overland Park, KS 66212 www.jma-it.com 913-722-3252	42.7%	\$27,000,000 \$14,500,000 \$14,599,000	176 207	routing & switching, network security, VoIP solutions, IT outsource services, network nodes build out for telecom carriers	President Joseph Melookaran
3. 10.	Digital Evolution Group 10801 Mastin St., Suite 130, Overland Park, KS 66210 www.digitalev.com 913-498-9988	38.8%	\$6,752,457 \$4,019,360 \$3,663,803	51 51	digital consultancy specializing in interactive Web development, eCRM, social media, mobile, e-commerce, enterprise collaboration	CEO Neal Sharma
4. none	Platinum Realty 9225 Indian Creek Parkway, Suite 1150, Overland Park, KS 66210 www.platinumrealtykc.com 913-227-0798	38.7%	\$2,979,534 \$2,453,096 \$1,572,631	not disclosed	real estate sales & services	CEO Scott DeNeve
5. 2.	Perfect Output of Kansas City LLC 4860 College Blvd., Suite 217, Overland Park, KS 66211 www.perfectoutput.com 913-317-8400	32.9%	\$31,700,000 \$35,100,000 \$20,000,000	52 56	office document equipment management	Owner & Chairman John Walker
6. none	Cable-Dahmer Chevrolet Inc. 1834 S. Noland Road, Independence, MO 64055 www.cabledahmer.com 816-254-3860	29.7%	\$166,279,508 \$125,531,380 \$98,819,399	249 249	automobile sales	President Carlos Ledezma
7. none	USA800 9808 E. 66th Terrace, Kansas City, MO 64133 www.usa800.com 800-821-7539	27.1%	\$29,085,000 \$22,348,000 \$18,000,000	1,194 1,284	call centers	CEO Tom Davis
8. 4.	NIC Inc. 25501 West Valley Parkway, Suite 300, Olathe, KS 66061 www.egov.com 913-498-3468	26.8%	\$161,500,000 \$132,900,000 \$100,600,000	80 600	outsourced digital government services for local, state & federal agencies nationwide	Chairman & CEO Harry Herington
9. 3.	James Engle Custom Homes P.O. Box 3300, Olathe, KS 66063 www.jamesengle.com 866-782-2220	22.8%	\$27,859,596 \$21,418,789 \$18,535,810	not disclosed	residential construction & development	CEO Jim Engle
10. none	SKC Communication Products 8320 Hedge Lane Terrace, Shawnee, KS 66227 www.skccom.com 800-882-7779	22.7%	\$111,290,587 \$85,758,603 \$74,110,770	128 190	communication technology integrator specializing in videoconferencing, voice solutions, A/V integration & streaming video	CEO Tray Vedock
11. 16.	Saicon Consultants Inc. 9300 W. 110th St., Suite 650, Overland Park, KS 66210 www.saiconinc.com 913-451-1178	19.3%	\$25,002,341 \$20,200,000 \$17,600,000	27 147	IT professional services	CEO Ramesh Lokre President Swati Yelmar
12. none	7strategy 117 N. Cooper St., Olathe, KS 66061 www.7strategy.com 888-231-3062	18.3%	\$3,500,000 \$2,900,000 \$2,500,000	35 35	Web design, e-commerce development, search engine optimization, Internet marketing	President Rasvir Mustan
13. none	DuraComm Corp. 203 W. 23rd Ave., North Kansas City, MO 64116 www.duracomm.com 816-472-5544	18%	\$4,073,715 \$3,403,265 \$2,925,819	18 18	manufacturer & distributor of AC/DC switching power supplies, battery management systems, power converters & LED lighting solutions	Chairman & CEO Benny Lee President Tom Zillner
14. none	Great Plains Energy Inc. 1200 Main St., Kansas City, MO 64106 www.kcpl.com 816-556-2200	16.2%	\$2,256,000,000 \$1,965,000,000 \$1,670,000,000	not disclosed	electrical energy generation & distribution	Chairman & CEO Michael Chesser
15. 6.	Treat America Food Services 8500 Shawnee Mission Parkway, Suite 100, Merriam, KS 66204 www.treatamerica.com 913-384-4900	15.1%	\$104,818,000 \$105,159,000 \$80,526,000	450 1,000	vending, food, catering & office coffee services	Chairman John Mitchell Sr. President John Mitchell Jr.
16. none	AOS – Alexander Open Systems Inc. 12851 Foster St., Suite 200, Overland Park, KS 66213 www.aos5.com 913-307-2300	14.2%	\$138,000,000 \$106,000,000 \$108,000,000	138 268	local, wide-area & wireless networks; unified communications; storage; virtualization; physical & information security	CEO Gary Alexander
17. none	ECCO Select Corp. 1301 Oak St., Suite 400, Kansas City, MO 64106 www.eccoselect.com 816-960-3800	13.8%	\$9,540,083 \$8,221,011 \$7,368,946	106 125	consulting in information technology, accounting & finance, legal, human resources, health care, marketing, administrative services	President Jeanette Hernandez Prenger
18. 20.	Central Packaging 3052 S. 24th St., Kansas City, KS 66106 www.centralpkg.com 913-894-0744	13.6%	\$5,088,719 \$4,057,990 \$3,984,793	13 15	merchandise packaging & shipment	President Mike Pasley
19. 1.	Technology Group Solutions LLC 14649 W. 95th St., Lenexa, KS 66215 www.tgs-kc.com 913-451-9900	12.6%	\$14,400,000 \$10,900,000 \$11,700,000	22 22	reseller of IT infrastructure products & services	President Lenora Payne
20. none	Controlled Environment Products Inc. 3851 N.E. Kimball Drive, Kansas City, MO 64161 www.netcep.com 816-453-8900	11.1%	\$11,300,000 \$9,500,000 \$9,200,000	11 11	distribution of medical, lab, clean room, safety, packaging supplies, industrial paper, can liners, food service disposables	Chairman & CEO Marilyn Townsend
21. none	The HNTB Cos. 715 Kirk Drive, Kansas City, MO 64105 www.hntb.com 816-472-1201	9.5%	\$1,000,010,787 \$864,500,000 \$835,600,000	664 3,462	planning & engineering for major infrastructure & other projects	HNTB Architecture CEO Terry Miller
22. 9.	Allegiant Networks LLC 14643 W. 95th St., Lenexa, KS 66215 www.allegianttechnology.com 913-599-6900	9.2%	\$6,221,492 \$6,520,625 \$5,302,705	38 41	technology adviser to small & midmarket organizations; hosted voice, data & cloud computing; premise-based technology investment decision assistance	Managing Member Bryan Dancer
23. none	Entertainment Properties Trust 30 W. Pershing Road, Kansas City, MO 64108 www.eprkc.com 816-472-1700	8.5%	\$313,064,000 \$259,111,000 \$269,412,000	not disclosed	real estate for movie-projection industry	CEO David Brain
24. none	NetStandard Inc. 2000 Merriam Lane, Kansas City, KS 66106 www.netstandard.com 913-262-3888	8%	\$8,017,955 \$7,394,616 \$6,870,232	59 59	IT managed services, scalable secure data center service, hosted/cloud computing services under the name Myappsanywhere through a nationwide reseller network	President Walt Lane
25. none	Short's Travel Management 7815 Floyd St., Overland Park, KS 66204 www.shortstravel.com 913-677-7777	7.8%	\$131,561,464 \$124,526,000 \$113,131,831	23 83	corporate & government travel, sports travel (including team charters), group travel & incentive travel	CEO David LeCompte



RE-RANKING THE LIST:

FASTEST-GROWING AREA BUSINESSES RANKED BY PERCENTAGE CHANGE IN REVENUE 2009-2010.

NAME	PCT. REV. CHG.
1. JMA Information Technology Inc.	86.2
2. Digital Evolution Group	68
3. Gragg Advertising Inc.	63.2
4. Cable-Dahmer Chevrolet Inc.	32.46
5. Technology Group Solutions LLC	32.1
6. AOS – Alexander Open Systems Inc.	30.2
7. USA800	30.15
8. James Engle Custom Homes	30.07
9. SKC Communication Products	29.8
10. Central Packaging	25.4
11. Saicon Consultants Inc.	23.8
12. NIC Inc.	21.52
13. Platinum Realty	21.46
14. Entertainment Properties Trust	20.8
15. 7strategy	20.7

NOTES:

Firms provided information in response to questionnaires.

FUTURE LISTS:

JUNE 17, Public Companies
JUNE 24, Chambers of Commerce
JULY 1, Construction Projects
JULY 8, Fees Paid Public Company Directors
JULY 15, Architecture Firms
JULY 15, Charitable Foundations
JULY 22, Top 150 Private Companies
JULY 22, Business Telephone Providers
JULY 29, Web Interactive Design
AUGUST 5, Industrial Parks
AUGUST 5, Retirement Communities
AUGUST 12, Manufacturers
AUGUST 19, General Contractors
AUGUST 19, Electrical Contractors
AUGUST 26, Management Consultants
AUGUST 26, Women-Owned Businesses
SEPTEMBER 2, Accounting
SEPTEMBER 9, Computer Networking
SEPTEMBER 16, Insurance Agencies
SEPTEMBER 23, Stockbrokers
SEPTEMBER 30, Staffing Services
OCTOBER 7, Law Firms
OCTOBER 14, Office Equipment Dealers
OCTOBER 21, Public School Districts
OCTOBER 28, Outpatient Surgery Centers

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