The background of the entire page features a photograph of several US dollar bills, specifically ones and fives, which have been rolled and partially buried in dark brown soil. Some bills are more upright like plants, while others are partially hidden in the ground. The bills are set against a light blue background.

THE LIST

SACRAMENTO'S

# FASTEST GROWING COMPANIES

THE 50  
FASTEST GROWING  
COMPANIES

pg. 16

SEE HOW  
THE COMPANIES  
COMPARE

pg. 18

STORIES OF THE  
FASTEST GROWING  
COMPANIES

pg. 20

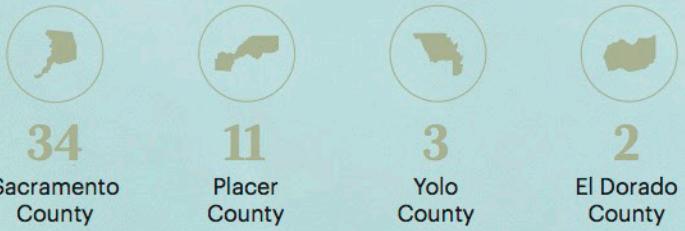
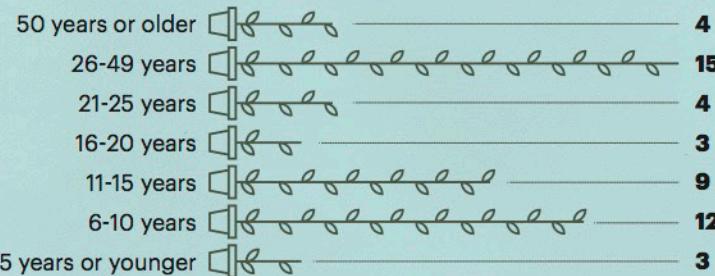
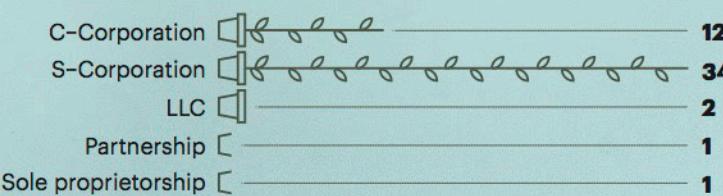
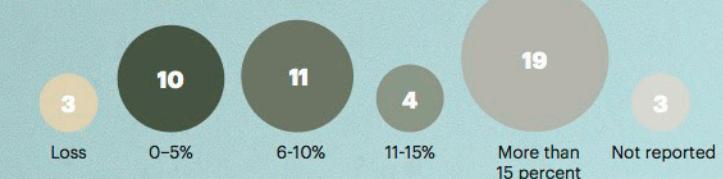
PLATINUM SPONSOR



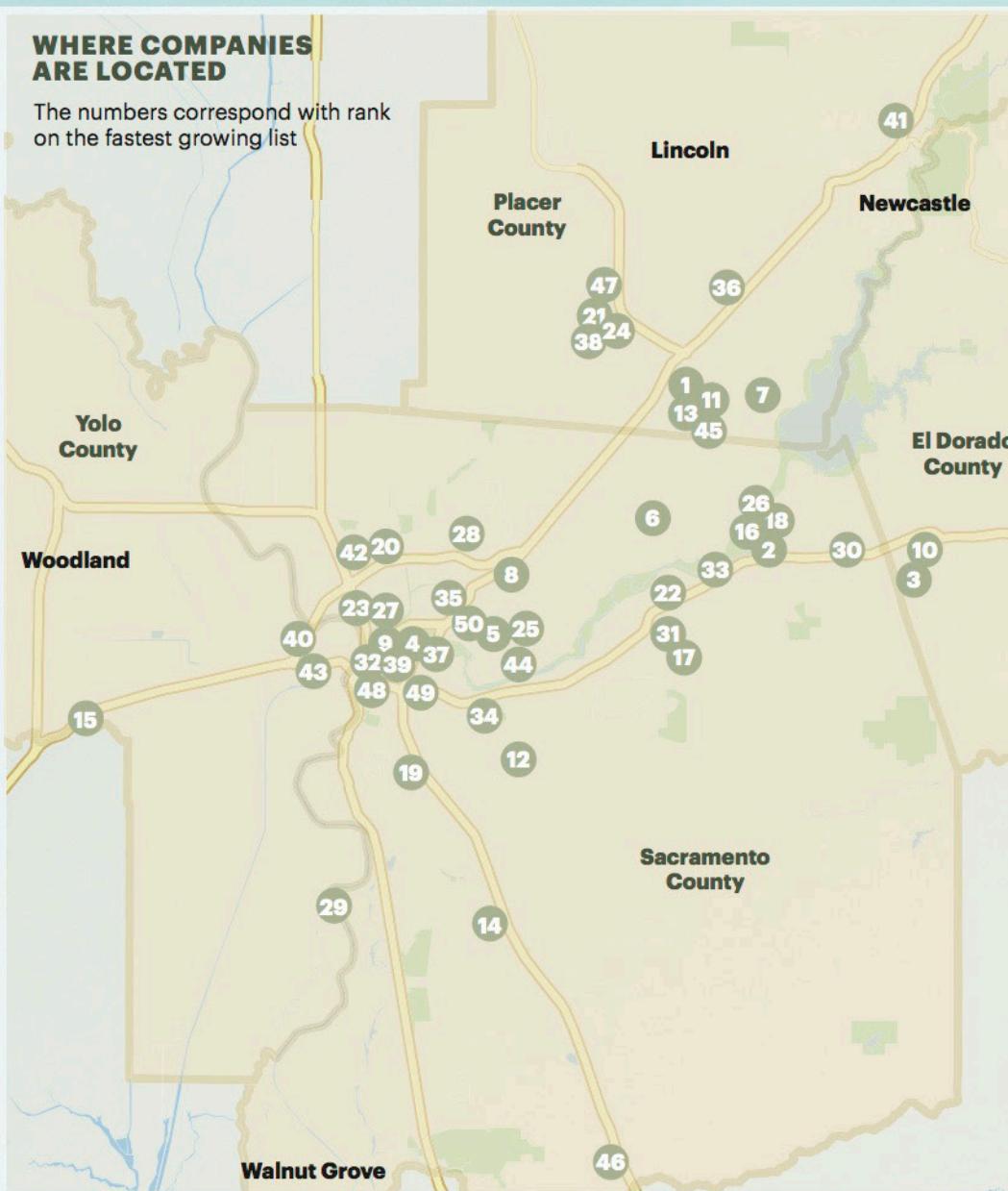
MOSSADAMS

GOLD SPONSOR



**HEADQUARTERS****AGE OF COMPANY****CORPORATE STRUCTURE****PROFIT MARGIN****MOST REVENUE**

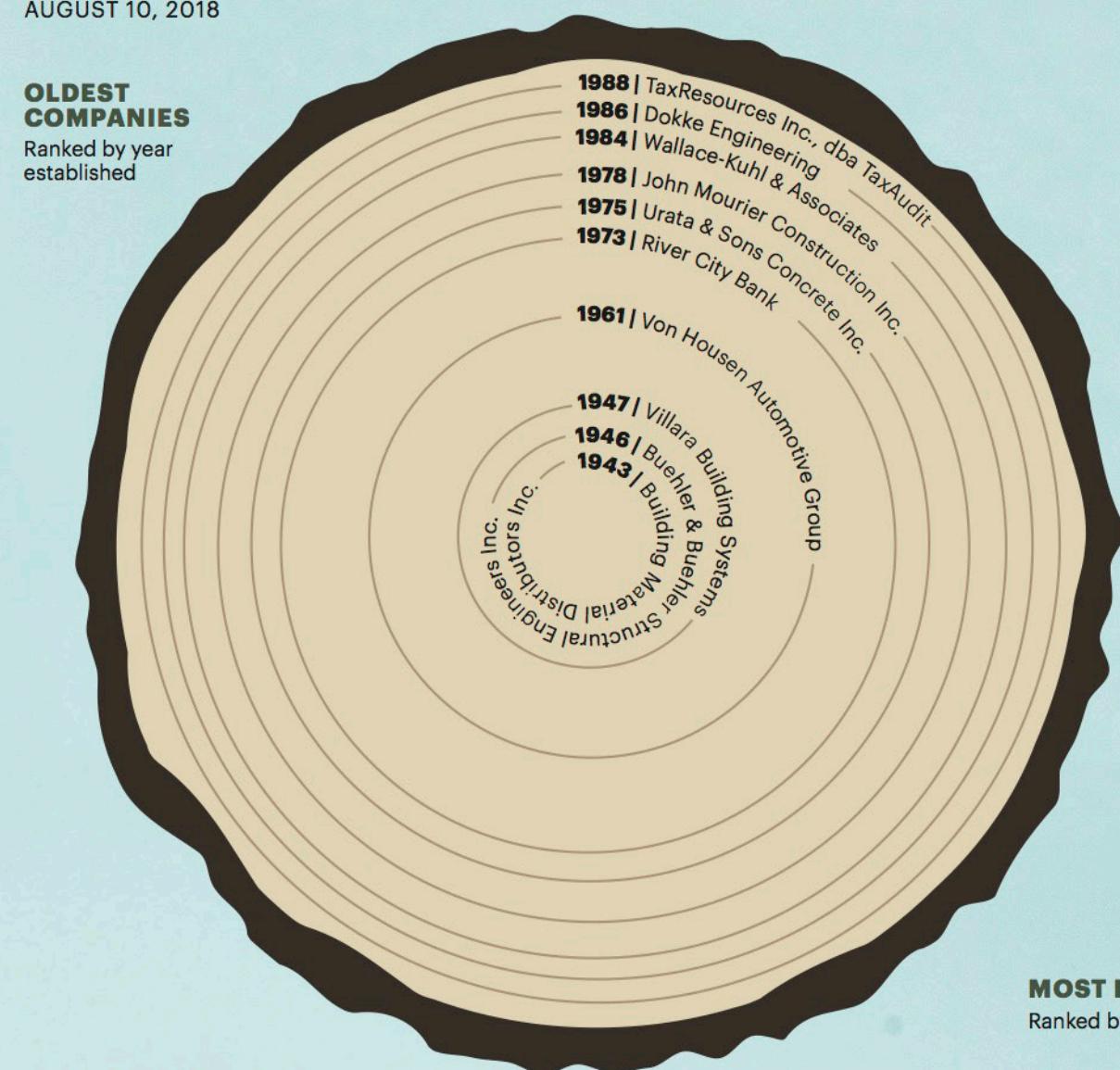
Ranked by 2017 revenue  
One dollar is equal to \$100M

**OLDEST COMPANIES**

Ranked by year established

- 1988 | TaxResources Inc., dba TaxAudit
- 1986 | Dokke Engineering
- 1984 | Wallace-Kuhl & Associates
- 1978 | John Mourier Construction Inc.
- 1975 | Urata & Sons Concrete Inc.
- 1973 | River City Bank
- 1961 | Von Housen Automotive Group

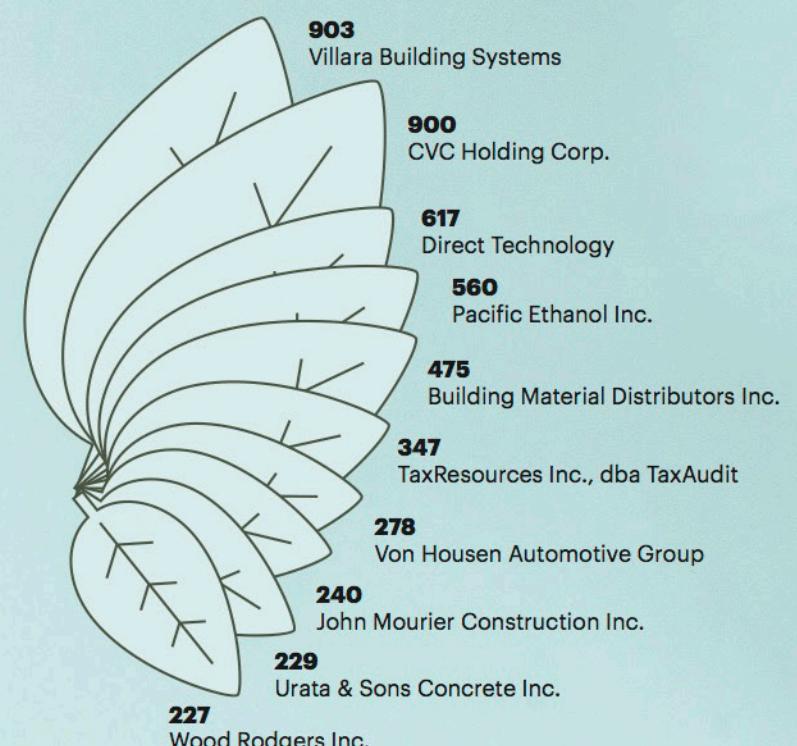
- 1947 | Villara Building Systems
- 1946 | Busheler Building & Electrical Systems
- 1943 | Structural Engineering Distributors Inc.

**EMPLOYEE GROWTH**

Ranked by growth from 2015 to 2017

**MOST EMPLOYEES COMPANYWIDE**

Ranked by employees companywide



# FASTEST-GROWING SHOW DYNAMISM, CREATIVITY OF REGION'S ECONOMY

BY SAM BOYKIN | SBOYKIN@BIZJOURNALS.COM

The Business Journal's annual Fastest-Growing Companies list shows the dynamism and creativity in our local economy.

Even the slowest growing company of the 50 on this year's list, car dealership Von Housen Automotive Group, boosted its revenue a whopping 16 percent from 2015 to 2017 to \$296 million.

And the fastest growing, ClearCaptions LLC, grew its revenue more than fivefold to \$50.2 million, as it expands sales of its communication technology for the hard of hearing.

The companies highlighted in this issue also show the diversity of our region's economy, with represented industries including telecommunications, information technology, banking, construction, health care and energy.

All companies on our Fastest-Growing list are headquartered in the Sacramento region. To qualify for the list, they were required to complete an application and disclose financial data to the accounting firm Moss Adams LLP, which had to agree to the company's numbers. Growth rates for companies on the list are based on their revenue from 2015 to 2017, and to be eligible for the list, a company must have posted at least \$200,000 in revenue for 2015.

Here are a few of the fastest-growing companies' stories.

## STAYING NIMBLE IN A CONSTANTLY CHANGING INDUSTRY

**COMPREHENSIVE MEDICAL INC.**

List rank  
34

Growth  
2015-2017  
34%

2017 Revenue  
\$1.1M

As a business that provides employment drug testing and occupational medical care, Comprehensive Medical Inc. succeeds when area businesses are growing.

So when the Great Recession hit, demand for the company's services plummeted and it lost some clients entirely.

Comprehensive Medical was able to bounce back, however, and find its way onto the Business Journal's Fastest-Growing Companies list for the third time in the company's 26-year history, recording \$1.14 million in revenue last year—an increase of 34 percent from the previous year.

CEO Susan Ramsden credited the company's recovery to maintaining a diversified and evolving portfolio of clients and fostering a workplace of continual learning.

"When I set up my business 26 years ago, I made sure to not have any one industry represent more than 20 percent of our business," she said.

The company's clients are a variety of sizes and represent a diverse group of industries, according to Ramsden. They range from Rancho Cordova-based Pacific Coast Building Products to nonprofits like United Cerebral Palsy of Sacra-



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to. They also include public-sector entities, like the Sacramento County Probate Court and the California State Railroad Museum.

Among those clients, Comprehensive Medical has cultivated loyalty: over 40 percent have been with Comprehensive Medical for 20-plus

years, according to Ramsden. Dr. Dwight Bass (left) and Susan Ramsden of Comprehensive Medical Inc. Ramsden said over 40 percent of the company's customers have been with them for 20-plus years.

years, according to Ramsden. The company's ability to retain clients is based on its ability to individualize and evolve its services based on businesses' needs, Ramsden said. Some clients' needs are straightforward. The Probate Court, for example, is in steady need of drug testing

services—so much so that Comprehensive chose its current location based on its proximity to the court.

Laurie Gwinn, director of human resources for United Cerebral Palsy of Sacramento, said the nonprofit has relied on Comprehensive Medical to conduct drug screenings, physicals and medical screenings for the last 10 years.

"They're a great resource for us with very fast turnarounds," said Gwinn. "With today's market, as small as the applicant pool is, we can't afford to have people linger. We need to get them interviewed, get them tested, and get them approved as soon as possible, and Comprehensive Medical is able to do that."

Other clients' needs fluctuate with market and regulatory changes. Some businesses rely on Comprehensive Medical to keep them abreast of new developments in employment law. Others—especially those that are seeing an increase in workers' compensation claims—call on Comprehensive Medical to conduct in-person evaluations of the business to identify hazards that expose the company to legal liability.

With the Private Attorneys General Act empowering employees to file claims against employers for things like Health and Safety Code violations, the need for these services is increasing.

To ensure the company stays nim-

