

Appendix D

**The 500 Fast Growing Companies
Within
Metropolitan St. Louis**

**DEVELOPMENT STRATEGIES
THE CONCORD GROUP**

Background of Fast 500 List

- A list of St. Louis based companies with outstanding growth in employment, sales and profit from 1989 through 1994. Compiled from Dun & Bradstreet records
- The 500 Fast Growing Companies listed by the RCGA, shows 424 companies located in St. Louis MSA (the remaining 76 companies were either out of business, or not located in the MSA).

Industry (SIC) Breakdown in Bi-State Metropolitan Area

Percentage	#	Sector	Sic
32%	134	Manufacturing	20-3999
	43	“Advance Mfg” Electronic and other electrical equipment, medical instruments, Industrial machinery	35,36,37,38
10%	41	Transportation	40-4999
22%	91	Wholesale	50-5199
2%	9	Retail Trade	52-5999
9%	36	Finance, Insurance, Real Estate	60-6799
26%	108	Services	70-8999
17%	70	Business Services (64.8% of Services)	73
	30	<i>Business Services—Computer Programming, data processing</i>	737
9%	36	Engineering and Management Services (33.3% of services)	87
.5%	2	Motion Pictures and Casinos (1.9% of services)	
		Note: growth from 1989-94 does not include most of the casino in St. Louis area	78, 7999
1%	5	NO SIC code available for calculation	
100%	424		

High Technology Industries

- Currently, the City of St. Louis has only 6 fast growing “High Technology” Companies. Of the 6, only one, a computer programming company, is listed in the downtown area.

Percentage	# in City	# in Region	Industries	SIC
22%	3	22	Industrial and commercial machinery/computer equipment	35
10%	2	10	Electronic/electrical equipment/components	36
8%		8	Transportation Equipment	37
3%		3	Measuring, Analyzing and controlling instruments	38
0%			Insurance Carriers	63
4%		4	Drug	283
8%		8	Insurance-Health and Life Insurance	631,632
31%	1	30	Computer Programming/ data processing	737
5%		5	Research, Development and Testing services	873
1%		1	Drugs-Wholesale	5122
7%		7	Engineering Services	8711
100%	6	98		

**Location Breakdown by County:
Fastest Growing Companies vs. All Companies**

- The City of St. Louis has a higher percentage of fast growing companies than it does overall establishments. The City of St. Louis has 23% of the 500 fast growing companies and 16% of overall total employing units in the St. Louis MSA (MO portion).
- St. Louis County has over 50% of the fast growing companies located in its boundaries. Overall, it has 61% of the employing units in the St. Louis MSA (MO portion).

Fast Growing Companies by County Compared to
Total Number Establishments in St. Louis MSA MO Portion

Fast 500 Breakdown	Fast 500 Companies	County	% of Total establishment
11%	48	ILLINOIS	-
1%	3	Clinton	-
0%	1	Jersey	<i>Not available for Illinois Counties</i>
5%	19	Madison	
1%	2	Monroe	-
5%	23	St. Clair	-
89%	376	MISSOURI	
6%	24	Franklin	4%
2%	9	Jefferson	6%
1%	6	Lincoln	1%
5%	20	St. Charles	10%
23%	97	St. Louis City	16%
51%	217	St. Louis County	61%
1%	3	Warren	1%
100.00%	424		

Source: MO Department of Labor "Report of Employing units for 1997"

Sub-Area Breakdowns

- The largest concentration of fast growing companies is in the Olive/Westport area of St. Louis County. Downtown St. Louis ranks 3rd largest with 37 companies.
- The Olive/Westport area contains 66 fast growing companies. The largest concentration of industries is the Computer Programming Industry (SIC 737) with 12 companies. These 12 companies represent 40% of the Computer Programming industry. In contrast, Downtown St. Louis has only 3% of this industry.

Overall Breakdown	Breakdown Within county	FAST 500 Companies	Areas	County
16%	30%	66	Olive/Westport	St. Louis County
10%	20%	44	Clayton/MidCounty	St. Louis County
9%	38%	37	Downtown	St. Louis City
8%	16%	35	Bridgeton/Northwest	St. Louis County
7%	30%	29	Remainder of City	St. Louis City
5%	9%	19	Manchester	St. Louis County
4%	8%	17	South County	St. Louis County
4%	16%	16	Central Corridor (63110)	St. Louis City
4%	15%	15	Far North (63147)	St. Louis City
3%	7%	14	Chesterfield	St. Louis County

3%	7%	14	Airport/North	St. Louis County
2%	45%	9	St. Charles	St. Charles County
2%	40%	8	O'Fallon	St. Charles County
1%	2%	4	Far North	St. Louis County
1%	2%	4	Remainder of St. Louis County	St. Louis County
1%	15%	3	St. Peters	St. Charles County
21%	Na	90	Remainder of Region	St. Louis Region
100%		424		

City of St. Louis

Overall Breakdown	Breakdown Within City	#	Sector	SIC
7%	31%	30	Manufacturing	20-3999
3%	13%	13	Transportation	40-4999
6%	28%	27	Wholesale and Retail Trade	50-5999
1%	6%	6	Finance, Insurance, Real Estate	60-6799
5%	20%	20	Services	70-8999
	1%	1	NO SIC	
		97	TOTAL	

DOWNTOWN ST. LOUIS (Zipcodes—63101, 63102, 63103, part of 63104 and 63106)

- Downtown St. Louis has 37 fast growing companies. Thirty-eight percent of the fast growing companies are in the services area and 24% are in manufacturing.

%Breakdown	# Companies	Type	SIC
24%	9	Manufacturing	20-3999
3%	1	Transportation	40-4999
19%	7	Wholesale	50-5199
0%	0	Retail Trade	52-5999
16%	6	FIRE	60-6799
38%	14	Services	70-8999
16%	6	<i>Business Services</i>	73
5%	2	<i>Motion Picture/Recreation</i>	78.7999
22%	8	<i>Engineering and Management</i>	87
100%	37	TOTAL	

St. Louis County

- 117 Fast Growing Companies in St. Louis County

%Breakdown	Within County	# Companies	Type	SIC
11.56%	22.58%	49	Manufacturing	20-3999
3.07%	5.99%	13	Transportation	40-4999
10.85%	21.20%	46	Wholesale	50-5199
0.94%	1.84%	4	Retail Trade	52-5999
6.13%	11.98%	26	FIRE	60-6799
18.63%	36.41%	79	Services	70-8999

6.13%	11.98%	26	Computer Programming	737
1.65%	3.23%	7	Advertising	7311
1.89%	3.69%	8	Misc. Business Services	
1.89%	3.69%	8	Engineering/arch services	871
2.59%	5.07%	11	Management and Business consulting	8741,8742, 8748

Notes

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- 25 companies of the 424 do not provide employment figures.
- 38 companies of the 424 do not provide sales figures.
- 155 companies of the 424 do not provide sales growth rates
- 103 companies of the 424 do not provide employment growth

DOWNTOWN ST. LOUIS FAST GROWING COMPANIES										
COMPANY	ZIP	SIC	PRODUCT	Est.	(million)		Sales		Employ	Growth
					NetWorth	Sales	Growth	Employ		
Adstat, Inc.	63102	7335	Commercial photography	1987	na	\$1.0	67%	27	27	93%
Boatmen's Bancshares, Inc.	63166	6022	State commercial banks	1969	\$1,949.3	\$2,294.2	60%	14169	2000	59%
Bouras Mop Manufacturing Co., Inc.	63104	2392	Mops, floor and dust	1904	\$1.2	\$3.6	50%	55	55	na
Cervantes Convention Center At Americas Center	63101	7389	Trade show arrangement	1977	\$0.4	\$5.5	128%	95	95	na
Crown Products Corporation	63103	3069	Sponge rubber and sponge rubber products	1982	na	\$1.5	0%	23	23	53%
Edison Brothers Apparel Stores, Inc.	63178	5611	Clothing accessories	1972	\$136.5	\$753.3	653%	na	5000	na
Edwards, A. G., Inc.	63103	6211	Security brokers and dealers	1887	\$881.3	\$1,278.6	36%	10206	2462	17%
Epic Consulting Group Ltd.	63101	7379	Computer consultants	1960	na	\$2.5	na	47	47	83%
Flagg Steel Co., Inc.	63104	5051	Steel	1971	na	\$8.0	33%	23	23	na
Fleishman-Hilliard, Inc.	63102	8743	Public relations and publicity	1953	\$10.6	\$75.1	45%	703	262	18%
Fleming Corporation	63102	8712	architecture, engineering,		na	na	na	na	na	na
Flom, Lopata & Co.	63101	8721	Accounting, auditing	1960	na	\$2.2	na	40	40	60%
Foodservice Center, Inc.	63104	5142	Packaged frozen goods	1977	\$0.9	\$16.1	47%	24	24	83%
General American Life Insurance Company, Inc.	63166	6311	Life insurance	1945	\$496.3	\$2,237.6	36%	0	3000	na
Hammond Sheet Metal Company, Inc.	63102	5051	Nonferrous metal sheets,	1984	\$0.8	\$46.8	57%	180	30	48%
Independent Dealer Service, Inc.	63103	6411	Insurance agents	1954	\$0.5	\$35.0	75%	70	70	180%
Industrial Control Concepts, Inc.	63102	8711	Consulting engineer	1966	na	\$7.1	675%	25	25	67%
Legal One, Inc.	63101	7334	Photocopying and duplicating	1990	na	\$2.2	na	35	20	483%
Mar-Cone Appliance Parts Co., Inc.	63103	5064	Appliance parts, household	1932	\$3.7	\$52.0	106%	325	104	na
Mercantile Bank of Saint Louis National Associate	63166	6021	National commercial banks	1971	\$504.7	\$475.0	34%	5	2434	5%
Milnot Company, Inc.	63102	2023	Condensed milk	1983	\$1.0	\$83.0	39%	375	20	na
National General Insurance Co., Inc.	63166	6331	Property damage insurance	1968	\$25.3	\$26.0	39%	23	800	23%
Phoenix Creative Services, Inc.	63101	7336	Graphic arts and design	1989	\$0.2	\$2.4	na	29	29	93%
President Casinos, Inc.	63102	7999	Gambling establishment	1992	\$108.9	\$107.0	na	2000	21	na
Ralston Purina International Holding Company, Inc.	63102	2048	Prepared feeds	1942	na	\$1,412.8	na	7000	100	2000%
River City Broadcasting, L.P.	63106	4833	Television broadcasting	1988	\$48.0	\$100.3	199%	225	80	na
Sigma-Aldrich Corporation	63103	5169	Chemicals, allied products	1975	\$669.0	\$851.1	40%	5110	1600	24%
Simmons, Durham & Associates, Inc.	63101	7311	Advertising consultant	1985	na	\$33.0	0%	22	22	47%
St. Louis Ostomy Distributors, Inc.	63103	5047	Medical equipment	1983	-\$0.5	\$14.5	78%	24	24	26%
Star Binding Manufacturing Co., Inc.	63103	2241	Bindings, textile	1914	na	\$5.0	na	50	50	67%
Swank Motion Pictures, Inc.	63103	7822	Film rental, motion picture	1992	na	\$0.0	173%	600	150	700%
Tabor Plastics Co., Inc.	63104	3089	Injection molding of plastics	1946	\$1.9	\$2.2	32%	28	28	na
Trendmasters, Inc.	63101	3944	Games, toys	1989	na	\$25.0	na	42	23	150%
Williams Paper Co., Inc.	63103	2653	Corrugated & fiber boxes	1939	na	\$3.0	50%	23	23	28%
Williams, Zane O. Signs & Displays Co., Inc.	63103	2759	Screen printing	1957	na	\$2.0	100%	23	23	92%
Zabrana Engineering, Inc.	63101	8711	Engineering services	1982	\$0.2	\$1.8	260%	25	22	67%
Zipatoni Company, The, Inc.	63101	8743	Sales promotion	1985	\$0.6	\$6.0	114%	38	38	138%