

## THE SCOOP

### WOMEN-OWNED FIRMS STEP ON THE GAS

Since 2011, TransPerfect has increased its New York City head count by at least 140 people, opened its first office in South Africa and acquired a company specializing in big data.

"We have goals every year to grow to certain levels," said Liz Elting, president and chief executive of TransPerfect. Last year, the company, which provides translation and interpreting services, posted \$342.4 million in revenue, up 14% from the year before.

Like TransPerfect, more than two-thirds of the companies on *Crain's* list of top women-owned businesses posted gains in revenue last year. As a group, the top 25 firms saw their cumulative revenue grow 8.9% in 2012, to \$2.2 billion, from the year earlier.

Collectively, the companies project 2013 will be even better, with revenue expected to rise an additional 10.3%.

The growth reflects nationwide momentum for women-owned firms. More are reaching the million-dollar revenue mark than ever before. Last year, 152,900 hit that threshold, up 30.7% in the past decade, according to a report by American Express Open, a payment-card issuer for small businesses. That number is still small, with such firms making up just 1.8% of the nation's 8.3 million women-owned businesses. However, just as on the *Crain's* list, the fastest-growing group was companies generating more than \$10 million in sales. The number of firms with revenue in that range grew 56.5% since 2002.

"There are sources of support for that level that really did not exist 10 or more years ago," said Julie Weeks, a research adviser at American Express Open. In addition to the improving economy, Ms. Weeks credited the growth to a greater number of successful female role models and improved networking opportunities for women. Some fast-growing firms in which the majority of equity is originally owned by women end up selling a substantial stake to outside investors who are men—and don't get counted as woman-owned as a result, she notes.

Studies have shown that companies with greater gender diversity often outperform firms that include a smaller percentage of women. TransPerfect has benefited from this phenomenon. It runs a group that helps it retain some of its top female leaders.

"The company is stronger for that," said Ms. Elting, noting that about half of the 75 members of her senior management board are women. "We've always had a lot of women at the company, and we're doing our best to increase that every day."



**'We have goals every year to grow to certain levels'**

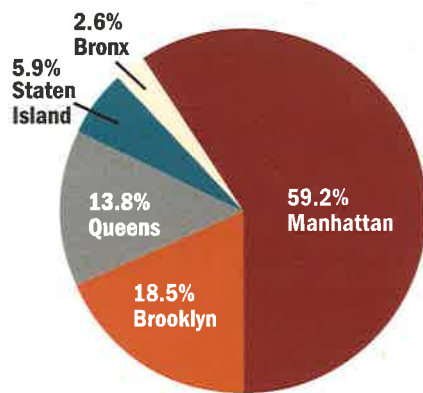
—LIZ ELTING

—EMILY LAERMER

## TRENDS

### BY THE BOROUGH

NYC's certified women-owned enterprises.



Source: NYC Business Solutions



**FIRST WOMAN OF FINANCE:** Muriel Siebert in 1977, a decade after she became the first woman to own a seat on the New York Stock Exchange. She died Aug. 24 at the age of 84.

### WOMEN FLOCK TO NEW YORK

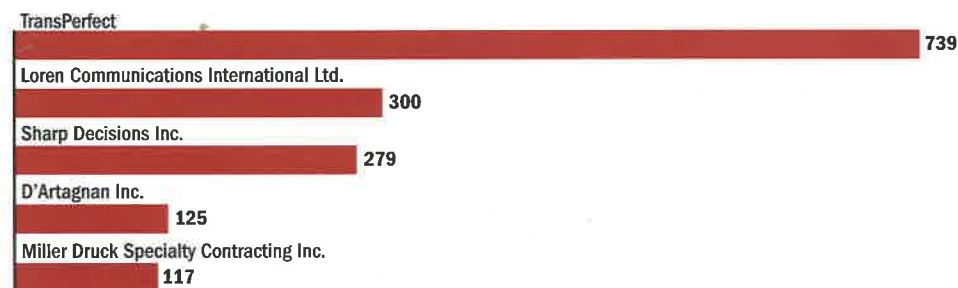
The New York metro area is home to the greatest number of women-owned firms. Of the most populous metro areas, only Washington, D.C., has grown faster.

Metropolitan area	Number of women-owned firms	% change, 2002-2012
New York/New Jersey	670,000	+10.8%
Los Angeles	417,900	+2.0%
Chicago	293,400	+8.2%
Miami	235,200	+1.1%
Washington, D.C./Maryland/Virginia	205,300	+16.7%

Source: American Express Open

### LARGEST LOCAL EMPLOYERS

By number of 2012 NYC employees.



Rank	Company	Phone/website	Top female executive	2012 revenue (in millions)/% chg. vs. '11	Projected 2013 revenue (in millions)/% chg. vs. '12	2012 NYC employees <sup>1</sup>	2012 total employees <sup>1</sup>	Year company was founded	Nature of business
10	Meadows Office Furniture Co. 71 W. 23rd St. New York, NY 10010	(212) 741-0333 www.meadowsoffice.com	Rosalie Stackman Edson President, chief executive	\$70.0 -14.6%	\$75.0 +7.1%	49	86	1967	Office furniture sales and distribution
11	Sharp Decisions Inc. 1040 Sixth Ave. New York, NY 10018	(212) 481-5533 www.sharpdecisions.com	Karen Ross President, chief executive	\$59.5 -0.5%	\$59.6 +0.1%	279	425	1990	Technology consulting
12	Juniper Communities 400 Broadacres Drive Bloomfield, NJ 07003	(973) 661-8300 www.junipercommunities.com	Lynne S. Katzmann President, founder	\$52.0 +4.0%	\$60.0 +15.4%	0	850	1988	Owner of long-term-care communities
13	ACC Construction Corp. 6 E. 32nd St. New York, NY 10016	(212) 686-9331 www.acc-construction.com	Michele Medaglia President, chief executive	\$51.0 +1.0%	\$55.0 +7.8%	60	60	1984	General contractor and construction manager
14	Rochem International 980 S. 2nd St. Ronkonkoma, NY 11779	631-738-1188 www.rochemintl.com	Robyn Y. Frisch President, chief executive	\$46.8 +29.3%	\$49.0 +4.7%	0	37	1994	Distributor of pharmaceutical and nutritional ingredients
15	TTI of USA 150 Broadway New York, NY 10038	(212) 964-6400 www.ttiofusa.com	Lisa Rizzuto Kennedy President, chief executive	\$31.7 +14.4%	\$35.0 +10.4%	83	380	1996	Full-time and contingent IT staffing and solutions
16	INSYS Group Inc. 395 W. Passaic St. Rochelle Park, NJ 07662	(201) 621-4797 www.insys.com	Linda Magnusson-Rosario Chief executive	\$29.5 +19.1%	\$38.0 +28.9%	45	218	2000	Information technology and business professional services and staffing
17	McKissack & McKissack 1001 Sixth Ave. New York, NY 10018	(212) 349-6500 www.mckissack.com	Cheryl McKissack Daniel President, chief executive	\$25.9 +15.0%	\$50.0 +93.2%	105	158	1905	Construction management
18	Hired by Matrix Inc. 365 W. Passaic St. Rochelle Park, NJ 07662	(201) 587-0777 www.hiredbymatrix.com	Sharon L. Olzerowicz President, chief executive	\$23.1 +1.8%	\$26.0 +12.6%	4	275	1986	Contingent staffing and staff augmentation
19	Miller Druck Specialty Contracting Inc. 264 W. 40th St. New York, NY 10018	(212) 343-3300 www.millerdruck.com	Barbara E. Cohen President	\$22.5 +20.3%	\$25.0 +11.1%	117	117	1983	Supplier and subcontractor of natural stone, tile, precast and hard surface materials

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