

LARGEST MINORITY-OWNED BUSINESSES

Part I | The largest in Washington are ranked by 2010 revenue. | Dec. 9-15, 2011

OLDEST COMPANIES

Among those listed

NAME	YEAR ESTD.
Christensen O'Connor Johnson Kindness PLLC	1929
Spokane Produce Inc.	1945
Town & Country Markets Inc.	1957
Uwajimaya Inc.	1965
Burton Construction Inc.	1978
White Shield Inc.	1978
Bio-Therapeutic Inc.	1978

NOTES

This list is revised as of Dec. 30, 2011.

NR — Not ranked

WND — Would not disclose. Disclosed for ranking purposes only

HOW THIS LIST WAS PREPARED

This list was researched and compiled by Researcher Bonnie Graves.

Sources: Information was provided by a representative of each firm. Only those companies that responded to request for information are listed.

It is not the intent of the Puget Sound Business Journal to endorse list participants or to imply that rank has any correlation to quality of service.

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RANK	PRIOR	COMPANY ADDRESS, WEBSITE, PHONE	2010 REVENUE	2010 PEAK EMPLOYEES	ETHNICITY OF OWNER	DESCRIPTION OF BUSINESS	MAJORITY BUSINESS OWNER	YEAR ESTD. LOCALLY
1	NR	Zones Inc. 1102 15th St. S.W., Suite 102 Auburn WA 98001, 253-205-3000 www.zones.com	\$832.64 million	846	Asian American or Pacific Islanders	National provider of end-to-end technology solutions to businesses and the public sector: hardware, software and professional services.	Froz Lajji, owner, chairman and CEO	1986
2	3	Powell-Christensen Inc. 501 E. Wine Country Road, Grandview WA 98930, 509-882-2115 www.repowell.net	\$380.43 million	225	Native American	Diversified company with major interests in fuel, lubricant, and propane distribution, convenience stores, truck stops, automobile sales, retail tire sales, and real estate.	Gary Christensen, CEO	1980
3	2	Tulalip Resort Casino 10200 Quil Ceda Blvd, Tulalip WA 98271, 888-272-1111 www.tulalipresort.com	WND	2,390	Native American	Meeting, gaming, dining, entertainment, and shopping destination	Ken Kettler, president and CEO	2008
4	4	Town & Country Markets, Inc. 2208 N.W. Market St., Suite 507 Seattle WA 98107, 206-784-7064 www.townandcountrymarkets.com	\$200.53 million	874	Asian American or Pacific Islanders	Retail grocery stores	Nakata family	1957
5	5	Intelius Inc. 500 108th Ave. N.E., Suite 2200 Bellevue WA 98004, 425-974-6100 www.intelius.com	\$152.53 million	331	East Indian	Provides background checks, people search services, identity theft protection and comprehensive employment screening to help businesses and consumers make informed decisions.	Naveen Jain, CEO	2003
6	NR	Apollo Mechanical 1201 W. Columbia Drive, Kennewick WA 99336, 509-586-1104 www.apollosm.com	\$138 million	550	Native American	Full mechanical contractor, self performing more than 1.5 million man hours annually, on all phases of projects — from pre-construction to commissioning.	Bruce Ratzford, president and CEO	1981
7	6	Uwajimaya Inc. 4601 Sixth Ave. S., Seattle WA 98108, 206-624-3215 www.uwajimaya.com	\$95.90 million	463	Asian American or Pacific Islanders	Retail and wholesale distribution business of Asian food, nonfood and gift products.	Moriguchi family	1965
8	7	Spokane Produce Inc. South 1905 Geiger Blvd., Spokane WA 99224, 509-455-8970 www.spokaneproduce.com	\$67.70 million	225	Asian American or Pacific Islanders	Distributes fruits, vegetables and value-added produce items to supermarket retailers, food service customers and military commissaries	Craig Higashi, president	1945
9	NR	Redapt Inc. 12226 134th Court N.E., Building D Redmond WA 98052, 425-882-0400 www.redapt.com	\$60.01 million	55	Latino/Hispanic	Enterprise IT data center solutions company	Rick Cantu, CEO, president and co-founder	1996
10	NR	Tai Foong USA Inc. P.O. Box 84868, Seattle WA 98124, 206-515-9688 www.northernchef.com	\$48 million	26	Asian American or Pacific Islanders	Food company with brands Royal Asia, Northern Chef and Northern Chef. Sells high quality seafood and pan-Asian cuisine.	Davy Lam, president	1991
11	NR	Western United Fish Co. 15110 N.E. 90th St., Suite 110 Redmond WA 98052, 425-558-7809 www.westernunitedfish.com	\$47.23 million	100	Asian American or Pacific Islanders	Seafood wholesale, processing, import/export distributor	Alex-Hung H. Tran, president and CEO	2000
12	13	Edifecs Inc. 2600 116th Ave. N.E., Suite 200 Bellevue WA 98004, 425-452-0630 www.edifecs.com	\$40.87 million	221	Asian American or Pacific Islanders	Healthcare software and solutions that streamline exchange of information between health plans, hospitals, pharmacy benefit managers and other healthcare organizations.	Gurpreet Singh, CEO	1995
13	8	Viet Wah Group Inc. 270 S. Hanford St., Suite B Seattle WA 98134, 206-621-8999 www.vietwah.com	\$33.32 million	190	Asian American or Pacific Islanders	Importer of Asian foods, exporter of American products, Asian food distributor, distributor of American products in Vietnam and China.	Duc T. Tran, chairman and CEO	1981
14	NR	Revel Consulting 4020 Lake Washington Blvd. N.E., Kirkland WA 98033, 206-407-3173 www.revelconsulting.com	\$24.70 million	139	African American	Provides business solutions across industries such as IT, software, insurance, retail, telecom/wireless and engineering	Vikas Kamran, managing director, co-founder	2002
15	12	Greater China Industries Inc. 14205 S.E. 36th St., Suite 210 Bellevue WA 98006, 425-643-6576 www.greaterchina-usa.com	\$23.88 million	45	Asian American or Pacific Islanders	Manufacturer and importer of consumer, retail and promotional products.	Ben Zhang, president and CEO	1995
16	NR	Sam & Jenny Inc. 636 120th Ave. N.E., Suite A200 Bellevue WA 98005, 425-454-0677	\$23 million	8	Korean American	Export waste papers from the U.S. to Asia for recycling. Major markets are Korea and China.	Sammy Lee, vice president	1987
17	10	Longwell Company 12000 N.E. Eighth St., Suite 200 Bellevue WA 98005, 425-289-0160 www.longwellcompany.com	\$17.94 million	71	Asian American or Pacific Islanders	Private real estate investment and management firm that acquires, manages and operates multi-family real estate assets	Stanley Xu, president, and Nanling Chen, vice president	1992
18	15	Christensen O'Connor Johnson Kindness PLLC 1420 Fifth Ave., Suite 2800 Seattle WA 98101, 206-682-8100 www.cojk.com	\$17.73 million	105	Asian American or Pacific Islanders	Intellectual property law firm	Jerry Nagae, managing partner	1929
19	14	Burton Construction Inc. 3915 E. Nebraska Ave., Spokane WA 99217, 509-468-4932 www.burtonconstruction.net	\$17.40 million	58	Native American	General contractor specializing in federal, state, local public works construction.	Jerry Burton, president	1978
20	19	MAQ Software 15446 Bellevue-Redmond Road, Suite 201 Redmond WA 98052, 425-526-5399 www.maqsoftware.com	\$17.13 million	250	Asian American or Pacific Islanders	Digital marketing and technology solutions	Rajeev Agarwal, founder and managing consultant	2000
21	18	WCI 1945 Yale Place E., Seattle WA 98102, 206-652-4470 www.wci.com	\$15.41 million	34	Asian American or Pacific Islanders	Telecommunications service provider, delivering the latest technologies including SIP, ethernet, MPLS, colocation and high speed internet connectivity.	Michael Terpening, president and CEO	1995
22	NR	Indian Eyes LLC 2815 St. Andrews Loop, Suite B Pasco WA 99301, 509-380-3206 www.indianeyesllc.com	\$15 million	75	Native American	Specializing in equipment logistics, employee resources and construction management.	Roxie Schescke, owner and CEO	2005
23	20	General Microsystems Inc. 3220 118th Ave. S.E., Bellevue WA 98005, 425-644-2233 www.gmi.com	\$14.62 million	20	African American	Reseller of computer systems, storage hardware, software and services.	Earl W. Overstreet II, CEO	1983
24	NR	SmarTek21 12910 Totem Lake Blvd. N.E., Suite 105 Kirkland WA 98034, 425-284-5627 www.smartek21.com	\$13.20 million	240	Asian American or Pacific Islanders	Global IT services company that provides enterprise consulting, custom software development and managed services	Al Lalji, CEO	2006
25	21	Allen-Bradbury Construction LLC 901 Algona Blvd. N., Suite A Algona WA 98001 253-218-2288 www.allenbradburyconstruction.com	\$12.86 million	23	Native American	Commercial general building contractor, specializing in federal and tribal government work, private sector projects, and design-build projects.	Allen Engberg, managing member	1997

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26	24	Compendium Inc. 2100 N. Pacific St., Seattle WA 98103, 206-812-1640 www.live-inspired.com	\$11.12 million	36	Asian American or Pacific Islanders	Designer and distributor for the specialty gift industry, including books, greeting cards and other stationery items.	Kobi Yamada, president and CEO	1985
27	NR	Pan Pacific Electronics Inc 17985 N.E. 65th St., Redmond WA 98052, 425-881-7252 www.pan-pac.com	\$10 million	14	Asian American or Pacific Islanders	Electronics distributor, specializing in electrical connectors, tooling, and accessories.	Pick Sun Du, owner	1980
(tie)	NR	True Fabrications 14 S. Idaho St., Seattle WA 98134, 206-624-3195 www.truefabrications.com	\$10 million	30	Asian American or Pacific Islanders	Designer and supplier of wine, beer, and liquor lifestyle products to more than 7,000 retailers nationwide	Dhruv Agarwal, co-founder	2005
29	22	BizXchange 3600 136th Place S.E., Suite 270 Bellevue WA 98004, 425-998-5055 www.bizx.com	\$9.30 million	39	Asian American or Pacific Islanders	Business-to-business barter network that operates a private currency	Bob Bagga, president and CEO; Chris Haddaway, COO; and Raj Kapoor, CFO	2002
30	41	Radarworks 1929 Third Ave., Suite 200 Seattle WA 98101, 206-441-6657 www.radarworks.com	\$7.50 million	29	Latino/Hispanic	Full service advertising, interactive, marketing strategy, design and event services agency	Ray Araujo, CEO and owner	1995
31	28	Idea Entity 12826 S.E. 40th Lane, Suite A11 Bellevue WA 98006, 425-454-2905 www.ideaentity.com	\$7.10 million	50	Asian American or Pacific Islanders	Full service software and training development firm with experience building products from early conception to finished product. Specializes in Microsoft technologies.	Venu Yerra, president	2006
32	NR	Schakra Inc. 4004 148th Ave. N.E., Redmond WA 98052, 888-724-2572 www.schakra.com	\$7.08 million	52	Asian American or Pacific Islanders	Partner to companies and institutions worldwide; delivers unique software products, solutions and services	Sreekala Reddy, vice president	2003
33	39	Hughes Group LLC 3701 S. Lawrence St., Tacoma WA 98409, 253-588-2626 www.hughesgroup.biz	\$6.81 million	197	African American	Logistics contract management company that deals with everything from planning, coordinating and managing the movement of people and things in any part of the world.	Patrick Hughes Sr., president and CEO	1999
(tie)	25	Dynamic Language 15215 52nd Ave. S., Suite 100 Seattle WA 98188, 206-244-6709 www.dynamiclanguage.com	\$6.81 million	37	Latino/Hispanic	Provides language services to organizations worldwide in over 150 languages. Experience encompasses translation, interpreting and localization (eLearning courses, software, audio/video and website content).	Maria Antezana, president	1985
35	27	Retail Lockbox Inc. 221 Minor Ave. N., Seattle WA 98109, 206-624-2871 www.retaillockbox.com	\$6.70 million	90	African American	Payment processing, document scanning and imaging services, and credit card services	Craig Dawson, president	1994
36	26	Pacific Software Publishing Inc. 1404 140th Place N.E., Bellevue WA 98007, 425-957-0808 www.pspinc.com	\$6.69 million	43	Asian American or Pacific Islanders	Provides web and email hosting and other internet services for corporations, including website design and development	Kenichi Uchikura, chairman; Mayumi Nakamura, president and CEO	1987
37	NR	Del Sol Auto Sales 13304 Hwy 99, Everett WA 98204, 425-745-9974 www.delsolautosales.net	\$6.50 million	17	Latino/Hispanic	Auto sales and auto repair.	Jim Simpson, founder, president; Justo Uribe, owner, vice president	2009
38	28	White Shield Inc. 23412 68th Ave. S., Kent WA 98032, 253-867-6070 www.whiteshield.com	\$5.66 million	58	Native American	Environmental services and surveying services	Stuart Fricke, president	1978
39	NR	Western Safety Products 2425 Sixth Ave. S., Seattle WA 98134, 206-264-0808 www.westernsafety.com	\$5.60 million	9	Asian American or Pacific Islanders	Distributor of safety supplies and equipment.	Prem Radheshwar, Pres.	1997
40	NR	Teleion Consulting 1100 Dexter Ave. N., Suite 503 Seattle WA 98109, 206-282-0884 http://www.teleionconsulting.com	\$5.50 million	50	Asian American or Pacific Islanders	Full service consulting company focused in the areas of data management, online and e-mail marketing, and IT risk and compliance	Derek Wang, managing partner	2008
41	30	Exeltech Consulting Inc. 8729 Commerce Place Drive N.E., Suite A Lacey WA 98516, 360-357-8289 www.xttech.com	\$5.37 million	42	Asian American or Pacific Islanders	Civil and structural engineering, environmental and construction management consultants	Santosh J. Kuruvilla, president	1987
42	31	adaQuest Inc. 14450 N.E. 29th Place, Suite 220 Bellevue WA 98007, 425-284-7800 www.adaquest.com	\$5.10 million	46	Latino/Hispanic	A program- and project management-based organization that helps companies increase their revenue stream by managing their portfolio of software localization projects into any market in the world.	Hiram Machado, CEO	2001
43	32	Bio-Therapeutic Inc. 2244 First Ave. S., Seattle WA 98134, 800-976-2544 www.bio-therapeutic.com	\$5 million	30	Asian American or Pacific Islanders	Manufactures esthetic equipment, a comprehensive skin care line, for estheticians and international distributors. Offers undergraduate and postgraduate training on industry innovations and products and equipment.	David Suzuki, president	1978
44	33	PRR 1109 First Ave., Suite 550 Seattle WA 98101, 206-623-0735 www.prbiz.com	\$4.86 million	40	Asian American or Pacific Islanders	Provides a broad range of communications services, including marketing, public relations, public affairs, public involvement, community outreach, social media, graphic design and research	Rita Brogan, CEO	1981
45	34	DKA Architecture 106 Lenora St., Seattle WA 98121, 206-443-9939 www.dkaarchitecture.com	\$4.77 million	27	African American	Community-based architectural practice, owner's representative services, construction management and building information modeling (BIM) Training center.	Donald King, president and CEO	1985
46	36	T.C. Trading Company Inc. 1755 Boblett St., Blaine WA 98230, 360-332-5656 www.tc tradingcompany.com	\$4.74 million	49	African American	A cold storage/bonded warehouse specializing in border solutions, USDA services, transportation	Thomas C. Hayes, president	1996
47	45	Summit Imaging Inc. 79810 141st Place N.E., Woodinville WA 98072, 866-586-3744 www.mysummitimaging.com	\$4.64 million	15	Asian American or Pacific Islanders	Sales, service and repair of ultrasound systems	Lawrence Nguyen, president	2006
48	44	Waka Group Inc. 1423 E 29th St., Tacoma WA 98404, 253-375-2115 www.wakagroup.com	\$4.11 million	35	Asian American or Pacific Islanders	General contractor: site and utility, design build, remediation, vertical construction	Andy Wilson, president	2004
49	42	Avidian Technologies 2053 152nd Ave. N.E., Redmond WA 98052, 800-399-8980 www.avidian.com	\$4.08 million	30	Asian American or Pacific Islanders	Software company specializing in creating both cloud-based and on-premise software solutions for users of Outlook and Exchange.	James Wong, co-founder and CEO; Tim Nguyen, co-founder and CIO	2002
50	NR	Macnak Construction LLC 2624 112th St. S., Suite 1A Lakewood WA 98499, 757-270-8139 www.macnak.com	\$3.80 million	25	Asian American or Pacific Islanders	General contractor specializing in federal contracting projects	Terence Kalaoukalani King, owner	2007

I JUST MISSED THE LIST!

RANK	COMPANY
51	EHS-International Inc.
52	Excel Supply Co.
53	Farrow Construction Specialties Inc.
54	Kalani Packaging
55	PMT Solutions

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