

# BLACK ENTERPRISE

WEALTH FOR LIFE

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# BE

THE NATION'S  
LARGEST  
BLACK  
BUSINESSES



***Accelerate*** Your  
***Business***



41st Annual  
Report On  
Black Business

## **Accelerate** Your **Business**

**GET READY TO TAKE YOUR COMPANY THROUGH A BUSINESS ENVIRONMENT THAT** promises to be even more fast and furious, one in which each curve turns more treacherous and bad decisions can total your enterprise. In order to pass the finish line—whether the goal is increased market share, revenue growth, or a boost in profits—it will require entrepreneurs to maintain nerves and reflexes of a skilled Formula One driver.

This is not hyperbole. It's the reason why we have presented our 41st Annual Report on Black Business under the theme "Accelerate Your Business," which coincides with our recent Black Enterprise Entrepreneurs Conference. With a shifting economy that produced an annualized 2.4% expansion in the first quarter of 2013 after growing a mere 0.4% in the fourth quarter of 2012, chief executives that drive the **BE 100s**—the nation's largest black businesses—are keenly aware they must continually retool their companies for growth. Some have proven successful while others seek to gain their bearing as reflected in the spotty performance of these companies across sectors.

The companies that comprise our **BE INDUSTRIAL/SERVICE COMPANIES** list produced revenues of \$19.1 billion in 2012 versus \$18.7 billion in 2011—a lackluster 2% spike. With Maryland Heights, Missouri-based World Wide Technology Inc. retaining the No. 1 spot with \$5 billion in revenues, the top 20 highest-grossing leaders of this pack can be found among information technology, auto parts manufacturing, and foods services.

The nation's 60 largest black-owned auto dealers have revved up from the industry's rebound, collectively grossing \$7.2 billion in 2012. The overall numbers of black-owned franchises, have not grown since pre-crash years though.

Black-owned advertising agencies remain challenged by larger, well-heeled Madison Avenue competitors that have encroached on the multicultural space. A few innovative **BE** firms secured clients through multiplatform campaigns and content creation. Most, however, remained resilient as revenues grew 3.4%, from \$278 million in 2011 to \$287.5 million in 2012.

As for the financial services industry, some firms stalled while others took off. For instance, **BE BANKS** declined in all financial measures year-to-year, including a 2.9% drop in both assets—\$5.62 billion in 2011 to \$5.46 billion in 2012—and capital—\$488 million in 2011 to \$474 million in 2012. And within the private equity arena, the number of viable black-owned firms slid to 14—a new configuration for that listing. The brightest spot within the sector was the performance of **BE ASSET MANAGERS**: Beneficiaries of bullish but turbulent markets, they realized nearly a 10% bump in assets under management, from \$107 billion in 2011 to \$118 billion in 2012.

Moving forward, CEOs have to demonstrate a new level of inventiveness. That's what it will take for the **BE 100s** to enter and stay in the winner's circle.



This Year	Last Year	Company	Location	Chief Executive	Staff	Type of Business	Revenues (in millions)
1	1	World Wide Technology Inc.	Maryland Heights, MO	David L. Steward	1,609	Information technology products/services	\$5,040.000
2	2	ACT-1 Group	Torrance, CA	Janice Bryant Howroyd	1,800	Staffing services	1,900.000
3	3	Bridgewater Interiors L.L.C.	Detroit, MI	Ronald E. Hall Sr.	2,068	Automotive parts supplier	1,838.660
4	4	Modular Assembly Innovations L.L.C.	Dublin, OH	Billy R. Vickers	263	Auto parts manufacturing and assembly	1,069.080
5	5	Manna Inc.	Louisville, KY	Ulysses Bridgeman Jr.	13,000	Quick service restaurants	551.800
6	9	The Anderson-DuBose Co.	Lordstown, OH	Warren E. Anderson	192	Food and paper products distribution	455.741
7	8	Thompson Hospitality	Reston, VA	Warren M. Thompson	4,000	Food and facilities management services, quick service restaurants	425.000
8	12	Global Automotive Alliance L.L.C.	Detroit, MI	William F. Pickard/ Sylvester Hester	1,010	Automotive & aerospace parts supplier	415.000
9	13	SET Enterprises Inc.	Warren, MI	Sid E. Taylor	360	Metal processing & construction management	350.000
10	17	Hightowers Petroleum Co.	Middletown, OH	Stephen L. Hightower	19	Petroleum products distribution	303.041
11	10	Radio One Inc.*	Silver Spring, MD	Alfred C. Liggins III	849	Radio broadcasting	293.395
12	11	Manufacturers Industrial Group L.L.C.	Lexington, TN	Andre L. Gist	1,286	Automotive parts supplier	285.298
13	15	Fair Oaks Farms L.L.C.	Pleasant Prairie, WI	Michael L. Thompson	246	Food services	277.000
14	21	Millennium Steel Service L.L.C.	Princeton, IN	Henry L. Jackson	49	Automotive steel processing and warehousing	253.544
15	16	H. J. Russell & Co.	Atlanta, GA	Michael B. Russell	1,388	Construction, real estate, and food concessions	248.370
16	31	Urban Lending Solutions	Pittsburgh, PA	Charles S. Sanders	1,365	Business services to the banking/mortgage industry	183.535
17	24	Mays Chemical Co. Inc.	Indianapolis, IN	William G. Mays	230	Chemical distribution and management	182.000
18	25	Millennium Steel of Texas L.P.	San Antonio, TX	Henry L. Jackson	58	Automotive steel processing and warehousing	180.000
19	19	The Gourmet Cos.	Atlanta, GA	Nathaniel R. Goldston III	2,000	Food services, facilities management, concessions	179.000
20	23	Baldwin Richardson Foods Co.	Frankfort, IL	Eric G. Johnson	280	Food services	174.900

AS OF DEC. 31, 2012. PREPARED BY B.E. RESEARCH. \*PUBLICLY TRADED. MAJORITY OWNERSHIP OF VOTING CLASS STOCK HELD BY AFRICAN AMERICANS.

# THOMPSON HOSPITALITY

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From left to right: Benita Thompson-Byas, Vice-Chair, Sr. VP, Joint Ventures; Warren Thompson, President & Chairman; Fred Thompson, Chief Administrative Officer

Thompson Hospitality Corporation, along with its subsidiary, Thompson Hospitality Services, is based in Reston, Virginia. It is one of the Nation's largest minority-owned businesses and ranks in the top ten of the largest food service companies in the United States. Established in 1992 as a franchisee of Bob's Big Boy and Shoney's, Thompson Hospitality is now a diversified full-service contract management company whose portfolio includes food and facilities management services contracts with colleges and universities, healthcare institutions, school districts, and corporations.

Thompson Hospitality also operates a retail and restaurant division consisting of five distinct brands located in the Virginia, Maryland, and Washington D.C. area. Thompson Hospitality was founded upon, and continues to live by, a culture of entrepreneurial spirit and innovation. Today, with the help of over 4,000 employees, Thompson Hospitality provides quality food serve to more than 90clients. Thompson Hospitality currently serves such companies as Microsoft, American Express, Boeing, Raytheon, IBM and INOVA Hospital System. Thompson Hospitality has also developed a specialty niche in providing food service to 19 of the Nation's Historically Black Colleges and Universities. This year, Thompson Hospitality will serve more than 6 million guests in our venues.



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