

MAPPING THE INC. 5000

For the interactive map experience go to: inc.com/inc5000

It's no secret that cities generate the most revenue—they concentrate the most know-how and people. That's why *Inc.*'s Surge Cities continue to be hot spots. But as our Inc. 5000 map shows, growth can happen anywhere. BY TIM CRINO

3-YEAR GROWTH

Each light blue circle shows the revenue growth rate of a single company from 2015 to 2018. Shading signals density—the darker the shading, the more companies present.

11,623%

Green Grass Foods (No. 13)

The Bellevue, Washington, dairy-free creamer company was started by Madeline Haydon, a Vietnamese immigrant, while she was pregnant with her second child. The company struggled to find funding at first, but after a successful Kickstarter campaign in 2013, it has become the 13th-fastest-growing company in America.



Eastern Rise

The 36 Inc. 5000 companies in Charlotte, North Carolina, grew revenue at a rate of 225%, the third-fastest collective rate in the U.S. New York City's 191 Inc. 5000 companies placed fourth, with a 194% growth rate.



The State of Growth

California
 The state with the most Inc. 5000 companies—710 this year—naturally includes the city with most Inc. 5000 companies: The 50 that call San Francisco home enjoyed a collective growth rate of 425%, the country's fastest cumulative rate.



11,949%

NuLeaf Naturals (No. 11)

Denver-based NuLeaf, which sells hemp-based CBD oils, is growing like a weed. So, in fact, are other Denver businesses. NuLeaf is just one of 47 Inc. 5000 companies in Denver.

30,548%

Freightwise (No. 2)

Freightwise operates out of Brentwood, Tennessee, a Nashville suburb. This transportation logistics company, founded in 2015, uses software that optimizes costs for customers who require multiple modes of shipping for products of different weights and sizes.

1,216%

Stackify (No. 379)

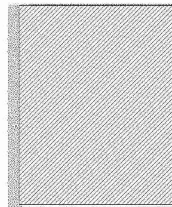
Stackify is a small-town company with big-time growth. Founder Matt Watson worked in flea markets as a kid to help make ends meet. At 22, he started VinSolutions, which sold for \$150 million in 2011 to AutoTrader, an Inc. 5000 company in 2012. Stackify, based in Leawood, Kansas, offers developers an easy-to-use set of tools for improving application functionality.

2,248%

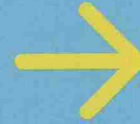
Scotch (No. 172)

Scotch is putting growth into gear. The Noblesville, Indiana, company makes functional phone cases—such as its magnetic, wireless-charging-capable Wingmount, which wouldn't be out of place in an Indy 500 race car.

FROM LEFT: ISTOCK/COURTESY COMPANY



For a detailed look at the top tier of the nation's fastest-growing private companies, check out this year's Inc. 5000 list, as well as some candid comments from the founders behind them.



2018 REVENUE

Each light blue circle shows the 2018 revenue for a single company. Shading signals density—the darker the shading the more companies present.

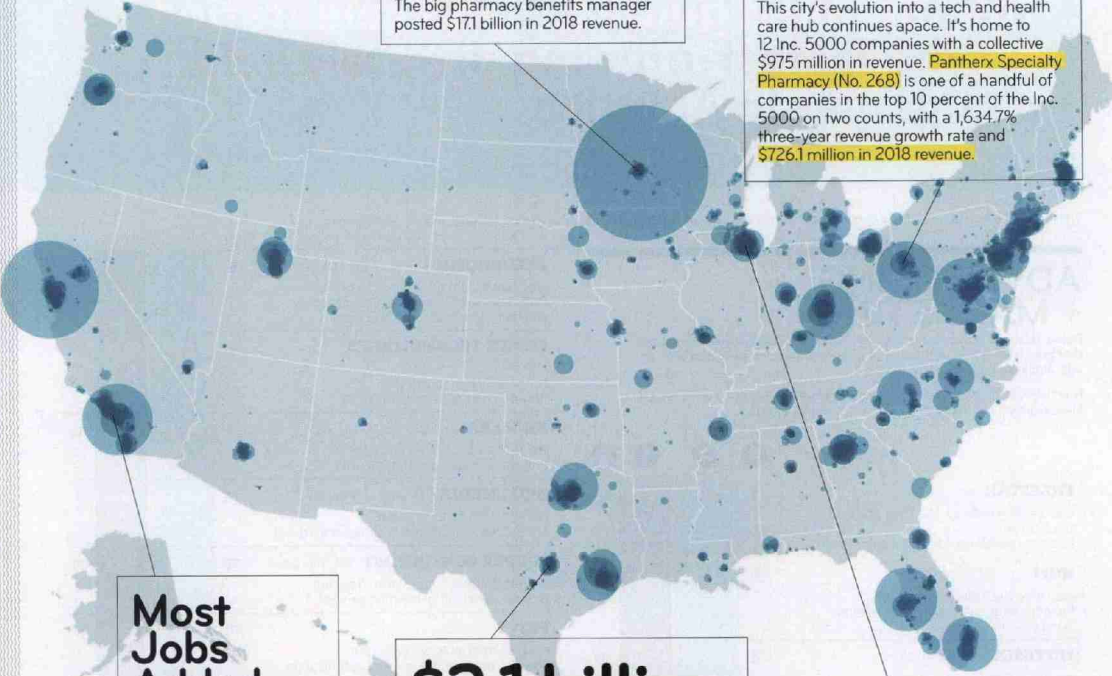
Eagan, Minnesota

Eagan, south of Minneapolis, is home to five Inc. 5000 companies, which collectively grew revenue by **\$21.4 billion between 2015 and 2018**, driven almost entirely by Prime (No. 1,073). The big pharmacy benefits manager posted \$171 billion in 2018 revenue.



Pittsburgh

This city's evolution into a tech and health care hub continues apace. It's home to 12 Inc. 5000 companies with a collective \$975 million in revenue. **Pantherx Specialty Pharmacy (No. 268)** is one of a handful of companies in the top 10 percent of the Inc. 5000 on two counts, with a 1,634.7% three-year revenue growth rate and **\$726.1 million in 2018 revenue.**



Most Jobs Added

California
Allied Universal (No. 1,617), a security company in **Santa Ana**, added **118,531** employees from 2015 to 2018. The runner-up, customer service company **Alorica (No. 3,743)**, in **Irvine**, added **43,000 jobs** in that span. The average Inc. 5000 company added 131. As the state with the most Inc. 5000 revenue—\$377 billion—California will be enjoying its gold rush for years to come.

\$2.1 billion

Austin
 The Texas state capital, and Inc.'s No. 1 Surge City, is home to 87 Inc. 5000 companies, the combined 2018 revenue of which came to \$2.1 billion. This represents an increase of 259% over three years, the second-fastest rate in the country. Standouts include **Cece's Veggie Co. (No. 3)**, which produces a line of organic-veggie-based food products, and **Austin Cryo Ventures (No. 113)**, which provides cryotherapy and other wellness services. **BigCommerce (No. 3,777)** is a slower grower, but the \$94.2 million it earned in 2018 by helping other businesses scale fast makes it more typical of Austin's tech-focused boom.



Chicago

The Second City is home to 109 Inc. 5000 companies, which combined for \$3 billion in 2018 revenue. Of note is **Fitness Cubed (No. 180)**, founded in 2014 by **Arnav Dalmia**, an immigrant from Kolkata, India. The company is helping solve America's obesity problem by making a compact elliptical trainer that fits under an office desk. Now we have no excuse not to exercise.