

## Advanced Technologies in Electrical and Communications, Inc.

Advanced Technologies in Electrical and Communications (ATEC) has seen its share of “big” moments – being the first certified installer for the electric vehicle charging station for the Chevy Volt; getting a large contract for a project at the Birch Bayh Federal Courthouse; and providing communication contracting services to the 2012 Super Bowl.

The electrical and communication services company offers project planning and management, engineering, consulting and construction. Part of the success is ATEC’s ability to focus on industry-specific technologies – offering the most advanced systems available.

Following the premise that “our culture defines who we are,” giving back is crucial. ATEC has participated in several local toy drives – taking time from work to shop for and fill up truckloads of toys for area children.

ATEC experienced revenue growth of 47% in 2011. It expects 237% growth for 2012.



### AT A GLANCE:

**C. Shane Conner, president**  
**Current leadership since 2005**  
**Founded:** 2005  
**Location:** Lebanon  
**Primary business:** Construction  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 7.5 in 2011; 14.5 expected in 2012  
[www.atec-electric.com](http://www.atec-electric.com)



### AT A GLANCE:

**Baziel Vrient, president**  
**Current leadership since 1992**  
**Founded:** 1981  
**Location:** Elkhart  
**Primary business:** Scientific and technical consulting services  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 54 in 2011; 56 expected in 2012  
[www.agdia.com](http://www.agdia.com)

## Agdia, Inc.

With a list of well-known clients – Monsanto, Bayer, Dow, Pioneer and Ball Corporation – Agdia has proven itself a leader as it develops, markets and uses diagnostic testing kits that detect harmful plant pathogens in commercial crops.

Agdia’s innovative methods have reduced the time of pathogen detection from several weeks to a matter of hours, to 20 minutes and now to even less time. With the introduction of the ImmunoStrip®, Agdia is able to offer an on-site, user-friendly diagnostic test to growers. This has also been adopted by governmental agencies for reliable detection systems to be used at ports of entry.

Taking care of its employees is just as important for Agdia: The company contributes 80% of insurance costs to employee health plans, as well as generous vacation time, financial compensation and performance-based financial rewards.

Over the company’s 30-year history, financial success has been achieved with no additional investment from outside sources.

## Anthony Travel, Inc.

Specializing in athletic and university travel, Anthony Travel is a woman-owned, full service travel management company. The company sold over \$100 million in travel in 2011 to university clients such as Notre Dame, Indiana, Purdue, Butler, Duke, Northwestern, Harvard and Princeton.

Anthony Travel had a big name for its first client when Notre Dame, in 1991, took a leap of faith and gave its business to a few recent graduates. Its next large step with the university will be the Emerald Isle Classic in September with thousands traveling to Dublin, Ireland for the Notre Dame-Navy football game.

The entrepreneurial spirit is one that the owners have spread throughout the company’s culture. A new, consolidated approach to university athletic travel several years ago, along with unparalleled customer service, yielded a competitive advantage and allowed it to become the thought leader in university athletic travel management. The company expects 21% growth in revenue in 2012.



### AT A GLANCE:

**John Anthony, president and CEO**  
**Current leadership since 1989**  
**Founded:** 1989  
**Location:** Notre Dame  
**Primary business:** Administrative and support services  
**Sites in Indiana:** 1  
**Sites elsewhere:** 3  
**Full-time equivalent employees:** 144 in 2011; 149 expected in 2012  
[www.anthonyttravel.com](http://www.anthonyttravel.com)

## Apex Benefits

"You need to grow to be relevant in our business. ... What is good enough for our clients today will not be good enough tomorrow," states Apex Benefits founder and president John Gause.

Continuously exploring the benefits consulting market for new ways to be a trusted leader, advisor and business partner for innovative and high-quality health and wellness solutions is how Apex strives to meet that growth need. What they are doing is working: The company saw a 30% revenue increase in 2011 and expects another 20% growth in 2012.

One of the company's shining stars is ApexAnalytics, which is a company-developed trademarked data analytics tool that focuses on connecting health and wellness through data-driven results.

Federal changes are also a major factor for the benefits industry and having reliable information on how those changes impact employers is key for Apex Benefits. The staff is well-educated on health care reform to make sure clients remain compliant.




### AT A GLANCE:

**John Gause, CEO**

**Current leadership since 2003**

**Founded:** 2003

**Location:** Indianapolis

**Primary business:** Management consulting services

**Sites in Indiana:** 1

**Sites elsewhere:** 0

**Full-time equivalent employees:** 24 in 2011; 29 expected in 2012

**www.apexbg.com**




### AT A GLANCE:

**Bill Hall, president and CEO**

**Current leadership since 2009**

**Founded:** 1994

**Location:** New Albany

**Primary business:** Information technology

**Sites in Indiana:** 1

**Sites elsewhere:** 1

**Full-time equivalent employees:** 62.5

in 2011; 65 expected in 2012

**www.boice.net**

## boice.net

While it is typical for a company to downsize its workforce during a sluggish economy, boice.net did the opposite, hiring 40 new employees from 2008-2010. That wasn't the only way it grew. In 2010, the information technology company entered into two new markets and expanded its product offerings. In 2012, it opened a new office in Kentucky.

The move to new office space in New Albany enables the company to have an on-site network operations center – offering it a major competitive advantage. It also adopted the Voice Over Internet Protocol (VOIP) technology early and allowed sales team members to have firsthand experience.

Using technology to its advantage, boice.net enables its employees to work from anywhere, which was particularly convenient when a major bridge in Southern Indiana was out of commission. Securing office space on the other side of the Ohio River kept employees working instead of sitting in traffic. The company saw 31% revenue growth in 2011.

## BriMar Wood Innovations, Inc.

"If the customer isn't happy, no one is happy" is one idiom BriMar Wood Innovations takes to heart.

In a tough economy, the manufacturing company – it creates standard and custom veneered, painted and laminated case goods, conference tables and reception desks for the United States' commercial furniture market – focused on exceptional customer service. That includes personal project management and product design, the highest product quality standards and a "can do" attitude that provides customers with solutions in a short lead time from inquiry to delivery.

The strategy worked: Between 2009 and 2010, revenue growth increased 62% and the company grew by an additional 13% in 2011.

BriMar Wood also doubled its manufacturing space with a building addition and introduced new equipment that utilizes the latest technology to maximize production efficiency and capacity. An OEM (original equipment manufacturer) relationship with a larger furniture manufacturer and an expanded product line also led to the company's success.




### AT A GLANCE:

**Brian Roe, president and CEO**

**Current leadership since 2004**

**Founded:** 2004

**Location:** Goshen

**Primary business:** Manufacturing

**Sites in Indiana:** 1

**Sites elsewhere:** 0

**Full-time equivalent employees:** 52 in 2011; 59 expected in 2012

**www.brimarwood.com**

## Catheter Research, Inc.

A company that manufactures catheters and tubing for the medical industry knows one thing must be true across the board: "quality is everyone's job." With high standards for accountability, employees of Catheter Research focus on patient safety, regulatory compliance, customer satisfaction, effectiveness and improvement.

With three primary divisions – contract manufacturing; direct OB/GYN sales under the brand name Thomas Medical; and design and development – Catheter Research is a leading developer and manufacturer of medical devices.

In 2011, the company became 100% employee owned – leading employees to take a vested interest in improving the company's bottom line.

A new sales and marketing department was created in 2011. Previously, the company relied on word-of-mouth marketing and standard marketing practices. An overhaul of the company's web site (which hadn't been updated since the 1990s) and the use of search engine optimization services, social media, networking, creative promotions and more are now in use.



### AT A GLANCE:

**John Steen, president and CEO**

**Current leadership since 2006**

**Founded: 1987**

**Location: Indianapolis**

**Primary business: Manufacturing**

**Sites in Indiana: 1**

**Sites elsewhere: 0**

**www.catheterresearch.com**



### AT A GLANCE:

**Mickey Levitan, CEO**

**Current leadership since 2009**

**Founded: 2009**

**Location: Indianapolis**

**Primary business: Information technology**

**Sites in Indiana: 1**

**Sites elsewhere: 0**

**Full-time equivalent employees: 14 in 2011; 30.5 expected in 2012**

**www.courseload.com**

## Courseload

In 2009, information technology company Courseload recognized two factors: higher education costs are increasing and the digital landscape is growing. This has led to the company becoming a leading aggregator and distributor of digital textbooks and course materials. Courseload's approach eliminates the barriers that have impeded the print-to-digital evolution in academia, while providing cost reductions to students and institutions.

Courseload has been able to lower higher education costs and improve educational outcomes for clients such as Indiana University, Berkeley College, University of Wisconsin-Madison, Cornell University, Marion University, Ball State University and more. The company's software will be in use on more than 75 campuses by fall 2012.

Its business model solves the intellectual property issues that have impeded faster uptake of digital content in education and has been built on input from students, faculty and administration.

Named a 2011 Best Place to Work in Indiana, Courseload seeks out associates that are good at what they do and enjoy being part of a team.

## ENS Group, Inc.

Technology can often be confusing. To help its clients overcome that potential barrier, information technology company ENS Group hosts a constant series of lunch and breakfast seminars. With an average of more than 25 clients per seminar, ENS Group becomes a trusted advisor and offers the opportunity for clients to think of and move toward creative technology solutions.

The company's goal is to understand, design and implement innovative technology solutions that will help customers increase their bottom line by generating income or reducing expenses. By developing long-term relationships with client companies, ENS Group can create solutions that are in the best interest of the client.

By staying ahead of new and burgeoning technologies, ENS Group retooled the company in 1997 to work with Microsoft, and again in 2009 to work with cloud technology. It saw a 34% increase in revenue growth in 2011 and expects a 22% increase in 2012.



### AT A GLANCE:

**Tim Savage, principal**

**Current leadership since 1995**

**Founded: 1995**

**Location: Fort Wayne**

**Primary business: Information technology**

**Sites in Indiana: 3**

**Sites elsewhere: 0**

**Full-time equivalent employees: 32 in 2011; 37 expected in 2012**

**www.ensi.com**

## FDC Graphic Films, Inc.

What stemmed from an industry need 24 years ago in the garage of founders Judy Eck and the late Rich Rupsis, Sr. has blossomed into a globally competitive company in northern Indiana.

FDC Graphic Films has stepped in to provide faster service, a broader selection of products and proven reliability to the sign and graphic supply industry. Through its unique approach – purchasing and distributing rolls of vinyl in over 600 colors and various sizes; and converting vinyl material into various widths, lengths, colors and punch patterns – films are sold to North American distributors and then to sign companies throughout the world.

Innovation is key: In 2002, FDC Graphic Films produced an industry-specific marketing brochure, which set a new standard for marketing materials. Fortune 500 companies now emulate it.

Growth is also important: A 60,000-square-foot expansion to the existing 38,000-square-foot facility is slated for completion this year. FDC Graphic Films is also expecting a 20% increase in revenue growth in 2012.



### AT A GLANCE:

**Judith Eck, president and CEO**

**Current leadership since 1988**

**Founded: 1988**

**Location: South Bend**

**Primary business: Wholesale trade**

**Sites in Indiana: 1**

**Sites elsewhere: 0**

**www.fdcfilms.com**



### AT A GLANCE:

**Pat East, president and CEO**

**Current leadership since 2004**

**Founded: 2004**

**Location: Bloomington**

**Primary business: Advertising, public relations and related services**

**Sites in Indiana: 1**

**Sites elsewhere: 0**

**Full-time equivalent employees: 18 in 2011; 23 expected in 2012**

**www.hanapinmarketing.com**

## Hanapin Marketing

Have a product and need to reach a targeted audience? Hanapin Marketing – which manages pay-per-click (PPC) advertising accounts – works to optimize clients' paid search programs, from ad copy composition to keyword research to landing page optimization.

One of the company's most important products is the blog, PPC Hero, which aims to educate the Internet marketing community with tips and techniques for search engine optimization (SEO) and PPC advertising. The blog is written and managed by Hanapin employees and shares helpful strategies, landing page reviews, PPC case studies and much more. Since the blog's inception, it has generated over 750,000 visitors and 1.5 million page views.

With a 37% increase in revenue growth since 2009, Hanapin Marketing also distinguishes itself through customer service. Everything is customized to the client's requests – whether the company negotiates month-to-month contracts, trial periods or account audits. A dedication to its employees is also important. In addition to training and generous paid time off, adoption credit and tuition reimbursement are also offered.

## Indiana Reline, Inc.

A trenchless technology contractor that specializes in culvert and sewers, Indiana Reline is considered the largest and most successful slip line contractor in the Midwest.

Constantly searching for new and cutting edge technologies, the company is one of a few contractors in the Department of Transportation construction industry to have the ability to rehabilitate culverts and sewers with three types of specialized liners. Clients include Departments of Transportation in Indiana, Ohio, Wisconsin, Missouri, Illinois, Michigan, West Virginia and more.

Its motto, "Taking over the world one pipe at a time," is backed up by tremendous growth, which began by acquiring the rights to install three new pipe lining technologies, allowing the company to offer the most expansive rehabilitation construction methods of any company in the U.S.

An industry leader, Indiana Reline is contacted almost daily by engineering firms, the U.S. Army Corps of Engineers and departments of transportation throughout the Midwest to offer expertise and consultation in potential culvert and sewer rehabilitation projects.



### AT A GLANCE:

**Chris Wisehart, president**

**Current leadership since 2000**

**Founded: 2000**

**Location: Sulphur Springs**

**Primary business: Construction**

**Sites in Indiana: 1**

**Sites elsewhere: 1**

**www.indianareline.com**

## LeadJen

By providing business-to-business lead generation solutions to clients, LeadJen works with sales and marketing executives who need to find, qualify and connect with ideal prospects for their solutions to begin the sales process and grow their organizations.

Leveraging technology such as the Jesubi software solution, LeadJen improves productivity and gains insights into lead generation. The Jesubi software offered a 250% greater output on an hour-by-hour basis and allowed the company to be more cost competitive.

In 2010, the company nearly tripled its workforce and has also developed new services for social lead generation. This allows LeadJen to expand its market presence to the business-to-consumer industry by helping clients monitor and respond to social media postings that are relevant to client solutions and products.

The company is completely self-funded and has grown by maintaining profitability and fiscal responsibility, as well as by rewarding team members with new incentives and benefits each year and using the profitability to provide rewards as the company grows.



LEADJEN



### AT A GLANCE:

**Jennifer Vance, president**  
**Current leadership since 2008**  
**Founded:** 2004  
**Location:** Indianapolis  
**Primary business:** Management consulting services  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 44.5 in 2011; 53 expected in 2012  
[www.leadjen.com](http://www.leadjen.com)



### AT A GLANCE:

**Jon Nolan, president and owner**  
**Current leadership since 2006**  
**Founded:** 2006  
**Location:** Avon  
**Primary business:** Administrative and support services  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 43.5 in 2011; 73 expected in 2012  
[www.nolansecurity.net](http://www.nolansecurity.net)

## Nolan Security & Investigations, LLC

While owner Jon Nolan says the private investigation portion of his company is the “sexy” part that everyone wants to know about, providing security officers to ensure the safety of event goers and private property is what makes up the largest portion of Nolan Security & Investigations.

In just a few short years, the company has become a leader in custom security solutions for clients by providing high-quality security agents, competitive pricing and responsive management.

The company was selected to help provide security at Super Bowl XLVI, which allowed Nolan Security & Investigations to hire 228 additional staff members for that project.

An emphasis on hiring qualified American service veterans – through the Marine for Life program, Indiana Work One-Veteran’s Division and the Indiana National Guard Employment Coordination Division – helps the company stand out.

It experienced a 139% increase in revenue growth from 2010 to 2011 and plans to increase staff by 68% in 2012.

## Oak Street Funding

Providing commissioned-based loans for insurance agents, Oak Street Funding is an innovator in niche funding. The company has worked nationwide to deliver the funding needed by agents to buy, build or sell agencies, whether an agent needs \$10,000 or \$10 million.

At the onset, Oak Street Funding built a technology infrastructure that integrates every business process into one system, which created efficiency in the business and enables the company to scale quickly for continued growth.

In 2011, the company relocated to its current location, which offers the ability to more than double the employee base. Other expansion plans include building a remote workforce to further fuel the company’s growth, and it expects a 17% increase in revenue this year.

Employees are the company’s greatest asset. From schedule flexibility for work-life balance to empowering them to make decisions and suggest improvements to make Oak Street Funding even better, employees are recognized and rewarded often.

OAK STREET FUNDING



### AT A GLANCE:

**Richard Dennen, CEO**  
**Current leadership since 2003**  
**Founded:** 2003  
**Location:** Carmel  
**Primary business:** Finance and insurance  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 56 in 2011; 58 expected in 2012  
[www.oakstreetfunding.com](http://www.oakstreetfunding.com)

## OurHealth

In its first three years in existence, on-site health and wellness partner OurHealth was able to win some of Indiana's largest and most prominent companies as clients.

As an independent, clinically-driven partner to large employers, OurHealth secured Interactive Intelligence as its first client with nothing more than a well-designed business model, creative approach and eager executive team.

The decision to remain independent of hospitals, physician groups, health insurers, pharmacies and insurance brokers also sets OurHealth apart. Operating without a sales team and by devoting all resources to operations and executional delivery, OurHealth can then enable the customer to "do the talking" and sell the product better than anyone else.

To date, there has been no employee turnover on the corporate side, and OurHealth is lower than the industry averages for employee turnover on the clinical side of the business. Revenue growth increased by 176% in 2011 with another 150% increase projected for 2012.



### AT A GLANCE:

**Benjamin Evans, co-founder and CEO**  
**Current leadership since 2009**

**Founded:** 2009

**Location:** Indianapolis

**Primary business:** Health care and social assistance

**Sites in Indiana:** 7

**Sites elsewhere:** 2

**Full-time equivalent employees:** 23.5 in 2011; 44 expected in 2012

**www.ourhealth.org**



### AT A GLANCE:

**Randall Pulliam, president**  
**Current leadership since 1978**

**Founded:** 1978

**Location:** Mishawaka

**Primary business:** Manufacturing

**Sites in Indiana:** 2

**Sites elsewhere:** 0

**www.pullrite.com**

## PullRite

Starting out with a novel approach to solving the most common problem in towing a trailer – trailer sway – PullRite established itself as a leader in trailer hitches to the RV industry. Following that trend, the company entered the fifth wheel hitch business with the first dual-pivoting fifth wheel hitch plate. Today, the company's SuperGlide automatic sliding fifth wheel hitch continues the tradition of innovation.

Trying to overcome the recession's impact on the RV industry, PullRite established a successful marketing campaign, "Made in America," to celebrate its decision to keep its manufacturing business in Indiana (when many other companies were sending jobs overseas) and is now the last full-line fifth wheel hitch manufacturer in the country.

A family-owned company, PullRite supports the community and employees through various philanthropic contributions within the Michiana area. It also shuts down production on a Friday afternoon to grill steaks for employees, a tradition that has endured since the company's inception.

## Raidious

By reinventing the way brands engage with their audiences, Raidious has made a big splash in the advertising and public relations industry in just a few years, operating more like a broadcast news organization than an advertising agency or PR firm.

But instead of reporting news, Raidious uses client platforms to report about their brand in an integrated way that supports, activates and extends their online and offline marketing efforts. The company is staffed with digital marketing strategists and content producers (writers, editors, producers and journalists) with expertise in digital media.

By working with the Super Bowl XLVI host committee in creating the first-ever social media command center, Raidious garnered national attention and helped Super Bowl XLVI earn the title of most connected Super Bowl in history.

The company won the 2012 TechPoint Mira Award for excellence and innovation in new media. Revenue growth increased by 51% in 2011 and the company expects an increase of 105% in 2012.



### AT A GLANCE:

**Taulbee Jackson, president and CEO**  
**Current leadership since 2009**

**Founded:** 2009

**Location:** Indianapolis

**Primary business:** Advertising, public relations and related services

**Sites in Indiana:** 1

**Sites elsewhere:** 0

**Full-time equivalent employees:** 13.5 in 2011; 20 expected in 2012

**www.raidious.com**

## Sailrite Enterprises, Inc.

With a 40-year reputation of having dependable product knowledge and project expertise, Sailrite Enterprises has a sustainable competitive advantage in the marine industry.

As a full-stock retailer of thousands of canvas supplies, tools, fabrics, do-it-yourself kits and videos for the marine and upholstery markets, Sailrite has seen annual gross revenue rising steadily for more than 10 years, with particularly high growth over the last five years. The aggressive growth goals have stemmed from an increasing focus on marketing and brand awareness, as well as key flagship products and a growing product offering and availability.

Customer service is also an important piece – customer questions are answered by live phone support. Employees are encouraged to engage in their own do-it-yourself projects and participate in Sailrite videos and instructions to connect with the customer, share experiences and provide the best answers to customer questions.



### AT A GLANCE:

**Matthew Grant, vice president**  
**Current leadership since 2005**

**Founded:** 1969

**Location:** Columbia City

**Primary business:** Retail trade

**Sites in Indiana:** 1

**Sites elsewhere:** 0

**Full-time equivalent employees:** 28 in 2011; 33 expected in 2012

**www.sailrite.com**



### AT A GLANCE:

**Howard Bates, president and CEO**

**Current leadership since 2011**

**Founded:** 2010

**Location:** Indianapolis

**Primary business:** Computer systems design and related services

**Sites in Indiana:** 1

**Sites elsewhere:** 0

**www.smarterremarketer.com**

## Smarter Remarketer, LLC

Smarter Remarketer provides a software-as-a-service suite of automated and data-driven campaign management applications, which give multi-channel retailers the power to remarket to web site visitors through personalized messaging.

The company uses technology to give marketers easy access to powerful data without having to involve IT resources. This has helped retailers boost online revenue by as much as 118%.

In 2011, angel investors offered significant financial resources and brainpower from local leaders, which also allowed for additional staffing, sales and marketing efforts and product development. Also that year, the company landed its largest client to date, JustFab, which represented the company's entrance into its target market of Internet Retailer Top 500.

A tight-knit team at Smarter Remarketer collaborates under a unified vision to continuously evolve the tools and technologies that will best serve its clients and industry. The company saw a 181% increase in revenue in 2011 with 81% projected growth in 2012.

## Spencer Machine & Tool Co., Inc.

Though Spencer Machine & Tool Co. has a client list that includes many food product manufacturers (Proctor & Gamble, General Mills, Unilever, Smuckers, Tropicana, Kraft, Anheuser-Busch and many more), the company also produces self-cleaning filters for a variety of industries and has sold over \$10 million worth of the patented Spencer Strainer since 1994.

The product provides clients with less product loss, no volatile organic compounds (which are dangerous to employee health), better product mixtures and savings on labor costs.

Spencer Machine employees now have access to a profit-sharing program and an IRA matching fund. Promoting from within the company is emphasized and employees work in a fully air conditioned plant. The company expects to add a second shift in the future.

Spencer Machine also collaborates with the American Printing House for the Blind and designs and builds products for the blind or visually impaired. The company does not charge for the design work.



### AT A GLANCE:

**Glenn Spencer, president**

**Current leadership since 1985**

**Founded:** 1985

**Location:** Jeffersonville

**Primary business:** Manufacturing

**Sites in Indiana:** 1

**Sites elsewhere:** 0

**Full-time equivalent employees:** 16 in 2011; 20 expected in 2012

**www.spencermachine.com**

## Treadstone, LLC

Though it started as a research and development plant in 2005, Treadstone has grown into a lean and highly efficient, volume-driven manufacturing process that recycles used, solid industrial tires (forklift tires, primarily) into a premium grade of wire-free, shredded rubber mulch used in playgrounds, landscaping, equestrian and other applications.

It is the only domestic company that has become proficient in how to mass produce wire-free rubber mulch by using only solid rubber industrial tires. Demand for the product currently exceeds production capacity due to the growing momentum for sustainable, environmentally-friendly products.

The company has successfully diverted over 11.4 million pounds of waste tires from Indiana landfills. As it is the only company that has been able to develop a technology to process the unwanted tires, the rubber mulch is considered the premium-grade product in the industry.

Revenue growth has increased by double digits for the past several years, with 24% growth in 2011 and a 30% increase projected for 2012.

### TREADSTONE LLC



#### AT A GLANCE:

**Mark Sanderson, president**  
**Current leadership since 2009**  
**Founded:** 2005  
**Location:** South Bend  
**Primary business:** Manufacturing  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 10 in 2011; 16 expected in 2012  
[www.treadstonellc.com](http://www.treadstonellc.com)

## TrendyMinds



#### AT A GLANCE:

**Trevor Yager, president and CEO**  
**Current leadership since 1995**  
**Founded:** 1995  
**Location:** Indianapolis  
**Primary business:** Advertising, public relations and related services  
**Sites in Indiana:** 1  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 20.5 in 2011; 25.5 expected in 2012  
[www.TrendyMinds.com](http://www.TrendyMinds.com)

## TrendyMinds

By taking the time to implement solutions that take advantage of a wide variety of traditional and new media tools, TrendyMinds is taking the advertising and public relations industry by storm. The company uses broadcast, print, PR, social media, web development, mobile and responsive sites and leverages technology to assist its clients.

TrendyMinds' competitive advantage lies in the company's ability to help propel clients into the future. A rebranding of its own in 2000, following a move from Anderson to Indianapolis, marked TrendyMinds' expansion from a specialty shop to a full-service agency.

In 2010, TrendyMinds CEO Trevor Yager was invited to attend the State of the Union address as recognition for the agency's record growth during the trying economy. This heightened the company's visibility and led to some of its most significant client relationships.

The company experienced major growth in 2011 with an increase in revenue of 141%.

## WindStream Technologies, Inc.

WindStream Technologies is driven by the concept of harnessing wind energy in an urban setting and doing that at the lowest possible cost to the consumer. With its patented TurboMill® micro-wind energy generation system, the company has produced a small, scalable and easily installed wind turbine that offers the customer the flexibility to scale its investment.

The company's client base is growing to worldwide proportions – TurboMill® orders are sent to Australia, Ghana, Italy, Norway and Spain, as well as locations all over the United States. Through private equity investor relations, the company has received \$1.5 million in funding to establish its manufacturing and distribution facility in North Vernon.

The company saw a 50% increase in revenue in 2011 and expects 900% growth in 2012. It also plans to increase the number of employees by 107% this year.

WindStream also tries to source local vendors for needed materials and components, and makes a conscious effort to hire from the Southeast Indiana region.

### WindStream Technologies



#### AT A GLANCE:

**Daniel Bates, president and CEO**  
**Current leadership since 2008**  
**Founded:** 2008  
**Location:** New Albany  
**Primary business:** Manufacturing  
**Sites in Indiana:** 2  
**Sites elsewhere:** 0  
**Full-time equivalent employees:** 29 in 2011; 60 expected in 2012  
[www.windstream-inc.com](http://www.windstream-inc.com)

## Wolfe Diversified Industries

A strong entrepreneurial culture is what drives Wolfe Diversified Industries and its president, J. Chad Wolfe. Since transitioning a 12-year-old school fundraising company into an industry-leading technology organization, Wolfe Diversified Industries began to innovate and develop its own software platform, TickeTracker, which is now the leading online ticketing and gate management platform in the school market.

Currently in its fourth iteration, TickeTracker software enables schools to process online transactions across multiple school departments, allowing Wolfe Diversified to branch outside of its roots in athletic ticketing.

The technology advances fueled a 28% increase in revenue in 2011 with 38% growth expected in 2012.

This year, the company procured its first round of equity financing. Previously funded internally, the company couldn't take full advantage of market opportunities without additional capital. That decision has put Wolfe Diversified in a position to increase sales and marketing efforts and further grow the company.



### AT A GLANCE:

**J. Chad Wolfe, president**

**Current leadership since 2005**

**Founded: 2005**

**Location: Anderson**

**Primary business:** Computer systems design and related services

**Sites in Indiana: 2**

**Sites elsewhere: 1**

**Full-time equivalent employees:** 23 in 2011; 29 expected in 2012

**[www.totalgatesolutions.com](http://www.totalgatesolutions.com)**