

## Largest Women-Owned Companies

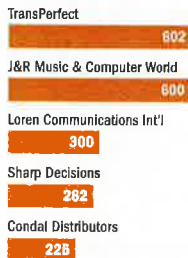
Ranked by New York-area 2011 revenues

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List

### TRENDS

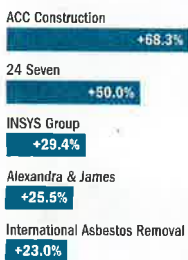
#### Largest local employers

By number of 2011 NYC employees



#### Biggest winners

By largest percentage change in revenue



### THE SCOOP

## THESE ENTREPRENEURS ARE CREATING NEW JOBS

When an improving economy began driving up revenue at ICP Inc., a Staten Island-based information-technology company, co-founder Michelle Fabozzi seized the opportunity to scale up. She boosted her head count to 70 in 2011, up from 50. "Our systems are intelligent, but they can't take the place of people," she said.

Hers is not the only woman-owned business investing in its staff. Overall, the top 25 women-owned businesses in the New York area have seen a 14.4% increase in total employees compared with last year, and their teams range from 26 at freight-forwarding company Amber Worldwide Logistics to 2,010 at global business services firm TransPerfect.

But these New York job creators are something of an exception when it comes to women-owned businesses building substantial payrolls. Just 2% of such firms nationally have more than 10 employees, according to recent data from a report by American Express Open. In New York, women-owned businesses employ an estimated 468,800 workers, just a fraction of the state's 7.3 million private-sector jobs.

The local head count is up just 1.7% from 2007, compared with the nation's 8.8% rise. One reason for this may be the trickle-down effect from weaknesses in the financial sector. Many women-owned businesses rely on incoming revenue from that sector,

said Julie Weeks, the author of the American Express Open report.

Though the ranks of female-owned businesses have grown more quickly than male-owned firms, women are less likely to hire employees because they often lack access to capital and the resources needed to build a substantial-size company, said Ms. Weeks. While there are a plethora of groups available to help women launch businesses, few exist that focus on growing a company.

"It takes more training and more education in what it means to take on employment—and paperwork," said Ms. Weeks, who is also the president and CEO of Womenable, a Michigan-based organization that aims to promote female entrepreneurship through work with policymakers and other decision makers. "It's not just learning how to write a business plan. It's getting women more comfortable with the uncertainty of growth."

J&R Music & Computer World, the New York area's second-largest woman-owned business, hired on an as-needed basis when it opened in 1971, but it eventually staffed up as it added stores, according to



**J&R's Rachelle Friedman seeks commitment and passion in her employees**

co-CEO Rachelle Friedman. Ms. Friedman, who runs J&R with her husband, Joe, has transformed what started out as a retailer into a business centered on events like music festivals and tech expos. The firm now employs 650 people.

Ms. Friedman looks for passionate people, which she says signals that they would be committed, enthusiastic team members. "If the person is genuinely a good person whom we can trust—and who would treat the business as if it was his own, and do as much as he could for it—then he would be a good employee," she added.

Another firm on the list that has added employees is ACC Construction Corp., which has built its business primarily on repeat sales. The company currently employs 56, compared with 38 in 2007. As the economy continues to tick up, its clients, which are mostly landlords, have more business, and many are looking to ACC for help with contracting and construction.

"[Our clients] continue to use ACC consistently, which has afforded us the ability to grow," said President and CEO Michele Medaglia.

—EMILY LAERMER

Rank	Company	Phone/website	Top female executive	2011 revenue (in millions)/% chg. vs. '10	Projected 2012 revenue (in millions)/% chg. vs. '11	2011 NYC employees <sup>1</sup>	2011 total employees <sup>1</sup>	Year company was founded	Nature of business
1	Turtle & Hughes Inc. <sup>2</sup> 1900 Lower Road Linden, NJ 07036	(732) 574-3600 www.turtle.com	Suzanne T. Millard Chairman	\$453.0 +14.1%	\$500.0 +10.4%	13	570	1923	Wholesale distributor of electrical and industrial supplies
2	J&R Music & Computer World 23 Park Row New York, NY 10038	(212) 238-9000 www.jr.com	Rachelle Friedman Co-chief executive	\$400.0 -5.9%	\$400.0 0.0%	600	650	1971	Audio, video, cameras, music, computers, appliances, musical instruments, home office products and baby gear via retail, mail order and the Web
3	Eileen Fisher Inc. 2 Bridge St. Irvington, NY 10533	(914) 591-5700 www.eileenfisher.com	Eileen Fisher Chief creative officer	\$915.0 +1.6%	\$340.0 +7.9%	200	735	1984	Women's clothing designer, wholesaler and retailer
4	TransPerfect 3 Park Ave. New York, NY 10016	(212) 689-5555 www.transperfect.com	Liz Eling President, chief executive	\$300.3 +19.6%	\$350.0 +16.6%	602	2,010	1992	Global language and business services
5	Ergonomic Group Inc. 609-3 Cantigue Rock Road Westbury, NY 11590	(516) 746-7777 www.ergogroup.com	Karen P. Girards President	\$206.0 -5.5%	\$220.0 +6.8%	2	151	1984	Information-technology solutions provider and distributor
6	Loren Communications International Ltd. 48 Wall St. New York, NY 10005	(212) 752-4900 —	Pamela Loren Chairman, chief executive	\$129.0 0.0%	\$130.0 +0.8%	300	500	1975	International medical telecommunications
7	Henegan Construction Co. 250 W. 30th St. New York, NY 10001	(212) 947-6441 www.henegan.com	Maureen A. Henegan Chief executive	\$121.0 +18.5%	\$125.0 +3.3%	60	60	1959	Construction management and general contracting
8	Condal Distributors Inc. <sup>3</sup> 531 Dupont St. Bronx, NY 10474	(718) 589-1100 —	Carmen Fernandez President	\$110.0 0.0%	\$110.0 0.0%	225	225	1968	Specialty wholesale food and distribution
9	Atrium Staffing 71 Fifth Ave. New York, NY 10003	(212) 292-0550 www.atriumstaff.com	Rebecca Cenni Founder, chief executive	\$102.0 +12.5%	\$105.0 +2.9%	65	104	1995	Staffing, recruitment, payroll services, independent contractor engagement and workforce management consulting
10	24 Seven Inc. 120 Wooster St. New York, NY 10012	(212) 966-4426 www.24seveninc.com	Celeste Gudas President, chief executive	\$90.0 +50.0%	\$105.0 +16.7%	90	210	2000	Workforce solutions and specialized recruitment
11	Meadows Office Furniture Co. 71 W. 23rd St. New York, NY 10010	(212) 741-0333 www.meadowsoffice.com	Rosalie Stackman Edson President, chief executive	\$82.0 +5.1%	\$85.0 +3.7%	57	90	1967	Office furniture sales and distribution
12	ICP Inc. 20 Clifton Ave. Staten Island, NY 10305	(718) 556-6700 www.icpcorp.com	Michelle Fabozzi Chief executive	\$71.0 +1.4%	\$80.0 +12.7%	53	70	1989	Information technology
13	Sharp Decisions Inc. 1040 Sixth Ave. New York, NY 10018	(212) 481-5533 www.sharpdecisions.com	Karen Ross President, chief executive	\$69.8 +0.3%	\$61.4 +2.6%	282	429	1990	Technology consulting
14	ACC Construction Corp. 6 E. 32nd St. New York, NY 10016	(212) 686-9331 www.acc-construction.com	Michele Medaglia President, chief executive	\$50.5 +68.3%	\$45.0 -10.9%	56	56	1984	General contractor and construction manager
15	Juniper Communities 400 Broadacres Drive Bloomfield, NJ 07003	(973) 661-8300 www.junipercommunities.com	Lynne S. Katzmann President, founder	\$50.0 +2.0%	\$52.0 +4.0%	0	810	1988	Owner of long-term-care communities

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