



NH's Top WOMEN-LED Businesses

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The 20 Fastest-Growing Companies

For the past eight years, *Business NH Magazine* has shined a light on women leaders in NH to showcase their economic influence. Together, the 90 on the "List of Top Women-Led Companies" generated \$6.2 billion in revenue in 2018 (a 7% increase from 2016) and today employ more than 4,000 in NH. Fully, 72%, grew revenue between 2016 and 2018.

The dominant sectors on the list are: business services (27%), retail/wholesale (13%), construction/trades (12%), manufacturing (10%), and hospitality (10%).

To make the list, businesses must generate at least \$1 million in annual revenue. The majority, 71%, generated less than \$10 million in annual revenue, 44% generated less than \$5 million and 22% generated less than \$2 million. Only 6% of the companies on the list generated more than \$100 million and 12% generated more than \$50 million.

About 76% of the women have been in their current position for 10 or more years (36% for 20 or more years) and 24% for less than 10 years.

More than half—58%—are the founders of their companies and 77% have controlling ownership.

Nationally, women-owned firms have become a more substantial part of the economy in the past 45 years, increasing from 402,000 (4.6% of all

firms) in 1972 to 12.3 million (40% of all firms) in 2018, according to the "2018 State of Women-Owned Businesses Report" issued by American Express. During that time, employment at women-owned firms surged from 230,000 to 9.2 million, and revenues rose from \$8.1 billion to \$1.8 trillion, the report states.

In just the past decade alone, the number of women-owned businesses increased 58%, while the number of businesses overall increased by 12% between 2007 and 2018, according to the American Express report.

Unfortunately the report ranks NH among the five states where women-owned businesses had the lowest economic clout between 2007 and 2018 relative to growth in firms, employment and revenue.

"The growth in women-owned businesses has been uneven. Over the course of nearly half a century, women have gone from owning 4.6% to 40% of all businesses. However, these businesses account for only 8% of all employment and 4.3% of total revenues. Given the outsized contributions of million-dollar-plus businesses, focused efforts on graduating more women-owned businesses from the \$100,000- to-\$999,999 category into the million-dollar-plus category will yield big economic gains," the report states. ■

Growth Rank	Company Name	3-Year Avg. Annual Revenue Growth
1	Beyond Mission Capable Solutions	57.35%
2	Rowell's Services	49.28%
3	Cohen Closing & Title	47.19%
4	Mickey Guru Travel Company	45.56%
5	Patriot Foundry & Castings	42.68%
6	CBS Medical Billing & Consulting	42.32%
7	Port Electronics Corp.	40.70%
8	SalesEdge	39.18%
9	Great Island Realty	35.37%
10	A.J. LeBlanc Heating	24.24%
11	Red Arrow Diner	23.50%
12	Pest-End	23.12%
13	Home Instead Senior Care of Central NH	23.02%
14	Brown and Company Graphic Design	22.31%
15	Boothby Therapy Services	21.89%
16	CCS	21.21%
17	Enviro-Tote	20.00%
18	Comprehensive Environmental	19.02%
19 (tie)	People's United Bank	18.64%
19 (tie)	Chang Thai Café	18.64%
20	Custom Manufacturing Services	18.19%

Intriguing Women-Led Businesses:

At CCS, President Cheryl Gamst says the key to the business's success is not just selling a business the equipment and technology it needs. "It is being there when they need you."

Gamst and her husband, Chris, founded their company in Chelmsford, Mass. in 1998 and now operate out of a 26,000-square-foot facility in Nashua, as well as a field office in Woburn, Massachusetts with 48 employees.

As an authorized reseller, CCS provides audio visual and multimedia systems, including projectors, LED/LCD displays, video walls, digital signage, audio systems, video conferencing systems, interactive whiteboards and projectors, accessories and services, such as training and maintenance.

The technology it sells has evolved tremendously from the projectors it offered when the company launched, becoming smaller and more mobile.

The company helps clients design and build systems that meet their budget and provides ongoing customer service and technical support. "We don't leave them high and dry," Gamst says.

CCS grew revenue by 33% between 2017 and 2018 and continues to grow with plans to add 10 more jobs in 2020. They are also opening a Warwick, Rhode Island location on Nov. 1.

Gamst says her company's biggest challenge is finding the talent they need since there are not many schools that offer the specialized training they require. She says CCS's reputation and culture help them attract people from other firms.

"We treat our employees like our customers. We want them to be happy, satisfied and have a growth path," she says. The company is continually training employees on the latest technology and products from manufacturers, who frequently visit the company, she adds. "We have been fortunate to find really good people in the last few years." ■

extensive experience partnering with colleges and universities are that campuses are equipped with state-of-the-art financial technology.

large integration jobs to technology... (CS)
to help higher education institutions...
ologies at the lowest reasonable cost

entative project include:

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Cheryl Gamst, president