



APPENDIX:

Top 100 Woman-Led Businesses in Massachusetts¹

The following table comes from survey research conducted by the Center for Women's Leadership at Babson College and The Commonwealth Institute. Other information, as noted, is provided based on published sources as indicated. (Public companies are in boldface print.)

To qualify as a woman-led independent business, the chief executive, defined as the senior decision-maker of the firm, must be a woman, the business must be headquartered in Massachusetts, and must be independent rather than a subsidiary or division of a larger corporation. Companies are ranked by gross annual revenues, regardless of industry, for the year 2000. Medical, law, and banking firms were excluded.

Company and Chief Executive	Revenue (in millions)	Employees	Industry
1. Cumberland Farms* ² Lily Bentas, CEO	\$1,600	7,100	Convenience stores and gasoline retail
2. Arthur D. Little* ³ Pam McNamara, CEO	\$600	3,500	Management consulting
3. Bright Horizons Family Solutions Linda Mason, Chairman	\$300	12,000	Childcare and education services
4. Lightbridge, Inc. Pamela D. A. Reeve, CEO	\$121	860	Software development and professional services
5. Fitzpatrick Companies** ⁴ (Country Curtains) Jane Fitzpatrick, CEO	\$105	650	Mail order & retail home furnishings
6. Navisite Tricia Gilligan, CEO	\$105	400	Managed services
7. Select Inc. Dana Zahka, President	\$71	65	Systems integration
8. Eliassen Group, Inc. Mona Eliassen, CEO	\$70	100	IT software, staffing & consulting
9. Lau Technologies Joanna Lau, CEO & President	\$70	250	Imaging technology & security systems
10. Preferred Travel Inc. Elizabeth Hatch, President & Owner	\$65	57	Travel management
11. Abacus Travel Marla Huntley, President	\$61	N/A	Travel management
12. Domain, Inc. Judy George, CEO & Founder	\$60	212	Furniture retailing

¹ Because a number of companies have the same revenues there are actually 103 companies on the list.

² The source of the information designated with an * is taken from *Working Woman Top 500, June 2001*.

³ The source of the information designated with a + is taken from *Boston Business Journal Book of Lists 2001*.

⁴ Companies designated with a ** responded to our survey but did not disclose revenues; the source of revenues is *Working Woman Top 500, June 2001*.

Appendix: Top 100 Woman-Led Businesses in Massachusetts (continued)

Company and Chief Executive	Revenue (in millions)	Employees	Industry
13. Adtech Systems* Elizabeth Gormley, CEO & President	\$50	N/A	Computer and video presentation equipment
14. Atlas Travel International Elaine J. Osgood, CEO & President	\$50	50	Travel management
15. ManagedComp Nancy A. Froude, CEO & President	\$50	300	Insurance and claims management
16. Business Travel International+ Patricia DeFelice, CEO	\$48.6	N/A	Travel management
17. Distributor Corporation of New England* Nancy Kolligian, President	\$46.3	72	Heating equipment & supplies
18. Advanced Electronics, Inc. Ching Wah Wong, President	\$45.3	N/A	Electronics contract manufacturing
19. Granite City Electric Supply Co. Phyllis P. Godwin, Chairman & CEO	\$43.7	125	Wholesale electrical distribution
20. Flight Time Inc. Jane McBride, Chairman	\$40	125	Air transportation services
21. Ventura Industries, LLC Iris A. Mitropoulis, President	\$40	300	Custom machinery
22. Regan Ford* Ann Regan-Flynn, President	\$39	72	Auto dealership
23. MCK Communications Glenda Davis, CEO	\$38.2	N/A	Communications
24. Realty World Sawicki Ernestine Sawicki, Broker, Owner	\$37	3	Real estate sales
25. Fulfillment Plus, Inc. Elise Chow, CEO	\$36	75	Business process solutions
26. New England Office Supply Indira Patel, CEO	\$35	N/A	Office supply
27. Beacon Health Strategies LLC Elizabeth Pattullo, CEO & President	\$32	70	Health care services
28. Great International & National Travel Carole B. Swartz, President	\$32	42	Travel management
29. Sunco Linda Sun, Owner	\$31.5	31	Bathroom cabinetry
30. Edgewater Technology Inc. Shirley Singleton, CEO	\$31	220	System integration
31. Atlantic Charter Insurance Linda Sallop, President	\$30	N/A	Insurance
32. Auto Show Volvo** Elizabeth Leonard, CEO & President	\$29.5	76	Auto dealership

Appendix: Top 100 Woman-Led Businesses in Massachusetts (continued)

Company and Chief Executive	Revenue (in millions)	Employees	Industry
33. Candlewick Press Karen Lotz, President & Publisher	\$23	55	Children's publisher
34. Buyer Advertising, Inc. Betty R. Buyer, President	\$22.2	48	Advertising
35. Electronic Business Solutions, Inc. Fran Oh, Chairman	\$22	40	UNIX-based computer systems
36. Fitzgerald Communications, Inc. Maura Fitzgerald, CEO	\$21.5	180	Public relations
37. American Power Source Roxana Ferreiro, President	\$20	6	Activewear
38. Bassett Boat Co., Inc. Diane Bassett Zable, President	\$20	45	Boat sales
39. Mill City Connections, Inc. Jennifer Dufresne, President	\$20	9	Computers
40. Ceaco Inc. Carol Glazer, President	\$18	20	Toys and puzzles
41. City Lights Electrical Maryanne Cataldo, CEO & President	\$18	100	Electrical construction
42. KNF&T Staffing Resources Elizabeth A. Tucker, President	\$17.5	38	Staffing services
43. E. T. & L. Corp. Jennie Lee Colosi, President	\$17	60	Heavy construction
44. Surebridge Stephanie Khurana, CEO & President	\$17	190	Software applications
45. Arnold Industries Hinda Shuman, CEO & President	\$16.6	45	Inventory management
46. Alden Products Co. Elizabeth Alden, Chairman & CEO	\$16	160	Electrical connectors and cables
47. Guardent Maria Cirino, CEO & Co-Founder	\$16	125	Digital security services
48. Ross Travel Associates ⁺⁺⁵ Irene C. Ross, President	\$15	2	Travel management
49. MarketMax, Inc. Lori J. Schafer, CEO	\$14	150	Enterprise software
50. Dec-Tam Corp. Caroline Bateson, CEO	\$13.5	65	Asbestos abatement
51. Jet-a-Way Inc. Darlene Jeter, President	\$13	75	Recycling and waste disposal
52. Pohly + Partners, Inc. Diana Pohly, President	\$13	35	Relationship marketing

⁵Companies designated with a ++ responded to our survey but did not disclose revenues; the source of revenues is *Boston Business Journal Book of Lists 2001*.

Appendix: Top 100 Woman-Led Businesses in Massachusetts (continued)

Company and Chief Executive	Revenue (in millions)	Employees	Industry
53. Hearthstone Alzheimer Care, Ltd. Joan Hyde, CEO	\$12	250	Dementia services
54. Lewbar Imports, Inc. Susan J. Pollack, President	\$12	23	Automobile dealership
55. Westford Regency Inn Elizabeth Gildroy, President	\$12	150	Hotel and conference center
56. SOS Corp. Cindy Oldfield, President	\$11.5	70	Construction services
57. Harpell, Inc. Patricia Harpell, Chairman & CEO	\$11.1	57	Marketing services
58. Forte Croston Advertising Inc. Denise Forte, President & Chief Creative Officer	\$11	12	Advertising
59. Sumner & Dunbar Debby Dibiasio, President	\$10.5	N/A	Water filtration systems
60. Z Corp. Marina Hatsopoulos, CEO	\$10.5	60	3-D Printers
61. A-Tech International Keiko Akahori, President	\$10	5	Electronic components wholesaler
62. Atlantic Bridge & Engineering, Inc. Victoria Kolenda, President	\$10	100	Construction
63. C.R.C. Co., Inc. Carolyn Cashman, President	\$10	30	Construction
64. Donna Franca Tours (General Travel Co.) Franca Franzaroli, President	\$10	16	Tour operator
65. Engineering Management Support Inc. Valerie Wrenn, President	\$10	15	Temporary employment services
66. Kelley Habib John Integrated Marketing Judy A. Habib, President	\$10	50	Marketing consulting and communications
67. Admiral Drywall, Ltd. Nancy DiMartino, President	\$9	45	Construction
68. ANH Inc. Bettie Kravetz, President	\$8.4	200	Long-term care
69. Brockton Furnace & Duct Distributors, Inc. Nancy Colarusso, CEO & President	\$8.3	27	HVAC distribution
70. BSC (Business Software Centers) Laurie Young, President	\$8	22	Computer supplies distribution

Appendix: Top 100 Woman-Led Businesses in Massachusetts (continued)

Company and Chief Executive	Revenue (in millions)	Employees	Industry
71. Circles, Inc. Janet Kraus, CEO & Co-Founder	\$8	175	Loyalty value enhancement services
72. EPEC Inc. Bridget Coyne, President	\$8	100	Printed circuit board manufacturing
73. Mariposa Livia Cowan, President	\$8	18	Gift and tableware wholesaler
74. Country Jeep Sandy Cosenzi, President	\$7.9	20	Automobile dealership
75. Lasertone Corp. Nancy J. Connolly, President	\$7.5	70	Laser printer supplies and service
76. The New England School of English ⁶ Anna Shine, President	\$7.5	50	English training
77. NEPM (AMDA Inc.) Kathryn Selvia, CEO & President	\$7.4	20	Promotional products
78. Metro Equipment Corp. Ann Sullivan, President	\$7	20	Construction
79. Sally Silver Companies Sally Silver, CEO & President	\$7	18	Staffing services
80. Rothman Partners, Inc. Martha L. Rothman, President	\$6.8	35	Architecture
81. Sapers & Wallack Insurance Agency Aviva Sapers, CEO	\$6.7	35	Employee benefits
82. Stafford Construction Services Sara A. Stafford, President	\$6.5	80	Construction
83. The Catered Affair Holly Safford, President	\$6.5	57	Catering
84. Internoded Julie Palen, CEO	\$6.1	35	Software development and hosting services
85. Atlantic Management Associates Brenda K. Nygren, President	\$6	60	Management consulting
86. Nelson Copy Supply Co., Inc. Marguerite Sarson, President	\$6	21	Office products retailer
87. O'Donnell Sand & Gravel Mary O'Donnell, President	\$6	5	Sand and gravel supplier
88. The Kinlin Co., Inc. Ellen Kinlin, President	\$6	4	Executive search
89. Varney Bros. Sand & Gravel, Inc. Linda L. Varney, President	\$6	38	Redi-mix concrete supplier
90. Property & Portfolio Research Susan Hudson-Wilson, CEO & Founder	\$6	35	Investment research

⁶Revenue shown is average of the range provided by the respondent.

Appendix: Top 100 Woman-Led Businesses in Massachusetts (continued)

Company and Chief Executive	Revenue (in millions)	Employees	Industry
91. Fox Relocation Management Corp. Gretchen P. Fox, President	\$5.9	52	Relocation services
92. Jules Catering Alice Fisher, Principal	\$5.6	48	Catering
93. Alliance Security Marianne Jenkins, President	\$5	250	Security services
94. A. R. Belli, Inc. Linda Belli Wigren, President	\$5	15	Road & utility construction
95. Brown Publishing Network, Inc. Marie Brown, CEO & President	\$5	20	Educational publishing
96. Crosby Benefit Systems, Inc. Leanne S. Anderson, President	\$5	50	Employee benefits outsourcing
97. Daymor USA LLCM Marlene S. Leffell, Principal & Owner	\$5	7	Women's fashion design & distribution
98. Endicott & Colby Michelle J. Mitchell, President	\$5	25	Temporary employment services
99. GeoVue Gina Macdonald, Chair & CEO	\$5	8	Software
100. New England Pallets and Skids Inc. Cynthia A. Kawie, President	\$5	15	Manufacturing
101. Randalls Farm, Inc. Karen Randall, President & Owner	\$5	70	Retail garden center
102. The Bauman Group Marcia Bauman, President	\$5	18	Event marketing
103. The Best of Boston Ltd. Ellen J. Burnett, President	\$5	5	Special events

The Next 10 Woman-Led Businesses in Massachusetts⁷

Company and Chief Executive	Revenue (in millions)	Employees	Industry
1. Barrett & Co. Jane Barrett, President	\$4.9	4	Real estate
2. Judith Nitsch Engineering, Inc. Judith Nitsch, President	\$4.85	58	Civil engineering & land surveying
3. Industrial Heat Treating Inc. Lynne Davis, CEO & President	\$4.6	59	Commercial heat treating
4. Greenleaf Farms Development (Tomaiolo Realty Group) June Kelleher Tomaiolo, President	\$4.5	4	Real estate development
5. Howard Stein Hudson Associates Jane Howard, Principal	\$4.5	53	Transportation consultants
6. J.F. McDonald Flooring Corp. Nancy F. McDonald, President	\$4.5	30	Flooring contractor
7. Fenaroli for Regalia Karen Fenaroli, CEO & Designer	\$4	30	Wholesaler fashion distribution & design
8. Primary Colors, Inc. Judy Mickelson, President	\$4	20	Plastics color concentrates manufacturer
9. Signature Publications, Inc. Betsy Hartford, President	\$4	12	Graphic design & marketing services
10. Techni-Products, Inc. Margery Morehardt, CEO & President	\$4	40	Precision machining
11. Yolanda Enterprise Yolanda Cellucci, CEO & President	\$4	60	Fashion design & retail

⁷Because a number of companies have the same revenues there are actually 11 companies on the list.