

Appendix: Top 100 Woman-Led Businesses in Massachusetts (2005)

The following table comes from survey research sponsored by the Center for Women's Leadership at Babson College and The Commonwealth Institute. (Public companies are in **bold-face** print with corporate subsidiaries noted in blue typeface.)

To qualify for the listing, the chief executive—defined as the senior decision maker of the firm—must be a woman, and the business must be headquartered in Massachusetts and

be either an independent firm or a legal subsidiary of a corporation. Companies are ranked by gross annual revenues, regardless of industry, for the year 2005. Medical, legal, and banking firms, as well as not-for-profits, were excluded. A limitation of this listing is that some firms prefer not to divulge revenues; therefore, firms that might qualify as a Top 100 firm remain unlisted. All data is self-reported by the CEOs of firms who responded to the research survey.

	Company and Chief Executive	Revenue (in millions)	Employees	Industry
1	Cumberland Farms Inc. Lily H. Bentas, Chairman & CEO	6,000.0	7,425	Convenience stores & gasoline retailing
2	Delta Dental of MA Kathy O'Loughlin, President & CEO	600.0	414	Dental benefits & insurance
3	Agar Supply Co. Karen Bressler, CEO	474.0	355	Food products supplier
4	Axcelis Technologies Mary Puma, Chairman & CEO	372.5	1,500	Semiconductor equipment
5	Garber Travel Roz Garber, President & CEO	330.0	330	Travel agency
6	The Analysis Group Martha Samuelson, President & CEO	120.0	330	Consulting
7	Realty World Sawicki Ernestine Sawicki, Owner/Broker	100.7	27	Real estate sales
8	Granite City Electric Supply Co. Inc Phyllis Godwin, Chairman & CEO	92.0	250	Wholesale electrical distribution
9	Preferred Travel Inc. Liz Hatch, President	91.0	74	Travel agency
10	Sonesta International Hotels Stephanie Sonnabend, President & CEO	88.1	2,500	Hotels & resorts
11	AGA Home (Domain, Grange, AGA Home) Judy George, CEO	80.0	275	Home furnishings
11	Atlas Travel International Elaine Osgood, President & CEO	80.0	62	Travel agency
13	Learning Express Sharon DiMinico, CEO	78.0	16	Specialty toys retailing

	Company and Chief Executive	Revenue (in millions)	Employees	Industry
14	Pilgrim Insurance Company Ellen Wilcox, President	62.6	95	Insurance
15	Candlewick Press Karen Lotz, President & Publisher	52.0	75	Publishing
16	Eliassen Group Inc. Mona Eliassen, CEO & Founder	50.2	330	IT software, staffing & consulting
17	Atlantic Charter Insurance Co. Linda Sallop, President	50.0	60	Insurance
17	Zildjian Company Craigie Zildjian, CEO	50.0	187	Cymbals manufacturing
19	Great International Travel Carole B. Swartz, President & CEO	49.0	43	Travel agency
20	Edgewater Technology Shirley Singleton, CEO	43.1	325	IT consulting & systems integration
21	City Lights Electrical Maryanne Cataldo, CEO & Founder	41.5	223	Electrical construction & maintenance
22	Bassett Boat Company Inc. Diane Bassett Zable, President	40.4	80	Boat sales & service
23	Select Inc. Dana Zahka, CEO	40.0	50	Network computing & consulting
24	Circles Janet Kraus, CEO, Kathy Sherbrooke, President	33.9	523	Experiential marketing
25	E. T. & L. Corp. Jennie Lee Colosi, President	33.0	120	Construction
26	Eastern Insurance Group Hope Aldrich, President & CEO	31.0	240	Insurance
27	Beacon Health Strategies, LLC Elizabeth Pattullo, CEO	30.0	145	Health care services
28	Praendex Incorporated Dinah Daniels, Chairman & President	25.0	25	Consulting
29	Ventura Industries, LLC Iris A. Mitropoulis, President	24.9	150	Custom machinery
30	Alden Products* Elizabeth Alden, General Manager	21.0	180	Electrical connector design & manufacturing
31	KNF&T Staffing Resourcing Jeanne Fiol, Copresident, Elizabeth Tucker, Copresident	20.8	34	Staffing services
32	Cronig's Market Sarah McKay, General Manager	20.0	60	Grocery retailing
32	Finagle A Bagel Laura Trust, President	20.0	350	Restaurants & wholesale

* Firm sold since 2005, now a subsidiary

	Company and Chief Executive	Revenue (in millions)	Employees	Industry
34	Jet-A-Way Inc. Darlene Jeter, Chairwoman & CEO	16.4	52	Recycling & waste disposal
35	EMSI-Professional Placement Services Valerie Wrenn, President & CEO	16.0	10	Staffing services
35	SOS Corp Cindy Oldfield, President	16.0	150	Construction services
35	The Pohly Company Diana Pohly, President	16.0	52	Relationship marketing
38	Bitstream Inc. Anna Chagnon, President & CEO	15.7	62	Software
39	Hollister Inc. Kip Hollister, CEO	15.6	60	Staffing services
40	Dec-Tam Corporation Caroline Bateson, CEO	15.2	65	Asbestos & environmental services
41	Buyer Advertising Inc. Betty Buyer, President	15.0	33	Advertising
41	Dependable Cleaners Christa Hagearty, President & CEO	15.0	246	Retail dry cleaning
41	Kiessling Transit Inc. Paula Kiessling, President	15.0	55	Special needs transportation
41	Terason Alice Chiang, President	15.0	287	Medical imaging devices
45	Constant Contact Gail Goodman, CEO	14.9	125	E-mail marketing services
46	P3I Inc. Janice Guy, President & CEO	14.1	92	Government IT & engineering services
47	R&L Associates Fran Dichner, President & CEO	14.0	17	Staffing services
48	BSC Supply Laurie Young, President	12.1	27	Technology supplies sales
49	Admiral Drywall, Ltd. Nancy DiMartino, President	12.0	257	Construction services
49	CRC Co. Inc. Carolyn Cashman, President	12.0	12	Construction services
49	CSW Graphics Laura J. Wright, President	12.0	120	Packaging graphic services
52	Front Line Inc. Nancy Salter, President	11.9	85	Construction services
53	AllergyBuyersClub.com Mercia Tapping, President	11.6	30	Consumer products retailing

	Company and Chief Executive	Revenue (in millions)	Employees	Industry
54	Hearthstone Alzheimer Care, Ltd. Joan Hyde, PhD, CEO	11.3	200	Assisted living
55	United Personnel Services Inc. Mary Ellen Scott, President	11.1	18	Staffing services
56	CBI Resaerch Inc. Kathleen Coffey, President	10.9	45	Research-based conference services
57	A. R. Belli Inc. Linda Wigren, President	10.5	30	Highway construction
58	Westford Regency Inn Elizabeth Gildroy, President	10.2	100	Hotel & conference center
59	Chadwick Martin Bailey Anne Bailey Berman, President	10.0	44	Market research
60	Brown Publishing Network Marie Brown, President & CEO	9.2	28	Publishing
61	Keyes North Atlantic Inc. Susan Keyes, President & CEO	8.4	68	Construction services
62	New England Promotional Marketing (NEPM) Kathryn Selvia, President & CEO	8.3	20	Imprinted promotional products
63	Fox Relocation Management Gretchen Fox, President	8.1	48	Facilities planning & corporate relocation
64	Mariposa Ltd. Livia Cowan, President	8.0	32	Hand-crafted tableware
65	HouseWorks, LLC Andrea Cohen, CEO	7.8	22	Elder and home health care
66	Communispace Corporation Diane Hessian, President & CEO	7.7	52	Online software development & services
67	Jules Catering Anita Baglaneas, Owner	7.6	70	Catering
67	The Catered Affair Holly Safford, President & CEO	7.6	65	Catering
67	TNCO Inc. Karin Gilman, President & CEO	7.6	52	Manufacturing
70	Harris Miller Miller & Hanson Inc. Mary Ellen Eagan, President	7.4	73	Transportation environmental consulting
71	Sapers & Wallack Aviva Sapers, CEO	7.1	42	Insurance
72	Judith Nitsch Engineering Inc. Judith Nitsch, President	6.8	35	Civil engineering
73	Stafford Construction Services Inc. Sara Stafford, President	6.7	59	Construction

	Company and Chief Executive	Revenue (in millions)	Employees	Industry
74	East Coast Petroleum Loretta DeGrazia, President & CEO	6.6	75	Fuel & energy services
75	Metro Equipment Corporation Ann Sullivan, President & CEO	6.3	19	Construction
75	PeopleSERVE Inc. Linda Moraski, President & CEO	6.3	22	IT staffing services
77	Alliance Detective & Security Marianne Jenkins, President & CEO	6.0	225	Security services
77	A-Tech International Keiko Akahori, President	6.0	5	Electronic components wholesaler
77	Northeastern Fence & Supply Dolores Payne, President	6.0	13	Fence products, wholesaling & retailing
77	PCS List & Information Technologies Ann Guyer, President & CEO	6.0	22	Direct marketing services
77	Residential Care Rehab Indira Desai, President	6.0	20	Nursing & residential care facilities
77	The Best of Boston Ellen Burnett, Senior Vice President & Cofounder; Linda Simon, Senior Vice President & Cofounder	6.0	5	Destination management
77	West Floor Covering Inc. Sally West, President	6.0	150	Flooring
84	Dancing Deer Baking Co. Inc. Trish Karter, President & CEO	5.9	30	Food products supplier
85	Yolanda Enterprises Yolanda Cellucci, President	5.5	45	Fashion design & retail
86	Catherine Hinds Companies An Hinds, CEO	5.4	48	Skin care & esthetics education
86	The Resource Connection Inc. Janet Santa Anna, President	5.4	10	Training, selection & development consulting
88	Be Our Guest Inc. Simone Williamson, President	5.3	75	Event rentals
89	Con-TEST Analytical Lisa Dagnoli, General Manager	5.1	72	Environmental laboratory
90	Barrett & Company Jane Barrett, President	5.0	6	Real estate sales
90	Conventures Inc. Dusty Rhodes, President	5.0	35	Event planning, public relations & marketing
90	Pioneer Valley Travel Inc. Martha Borawski, President	5.0	6	Travel agency
93	Lancaster Packaging Inc. Marianne Lancaster, President	4.8	12	Packaging supplies & services

	Company and Chief Executive	Revenue (in millions)	Employees	Industry
94	Hart Associates Inc. Judith Hart-Killelea, President	4.7	14	Medical billing & accounts receivable management
94	Hopple Popple Inc. Linda Matzkin, President	4.7	74	Event planning
96	Hill & Partners Inc. Susan Hill, President	4.5	12	Communications consulting
96	The Bauman Group Inc. Marcia Bauman, President	4.5	40	Event marketing & premium incentives
98	Howard/Stein-Hudson Associates Inc. Jane Howard, Principal	4.4	40	Transportation consulting
99	SAGAN Agency Realtors Phyllis Sagan, Owner	4.3	34	Real estate sales
99	Sylvia & Company Insurance Agency Inc. Maureen Armstrong, President & CEO	4.3	31	Insurance

NEXT TEN

	Nelson Copy Supply Marguerite Sarson, Owner	4.1	18	Office supplies
	The Castle Group Inc. Wendy Spivak, Principal & Cofounder; Sandy Lish, Principal & Cofounder	3.8	24	Marketing & public relations
	Party by Design Francis Andahazy, CEO	3.7	25	Event design
	Impole Corporation Patricia Lysak, President & CEO	3.5	28	Sales process consulting services
	Acusphere Inc. Sherri Oberg, President & CEO	3.4	110	Specialty pharmaceuticals
	Chicopee Industrial Contractors Carol Campbell, President & CEO	3.4	23	Industrial contracting services
	Piping Systems Inc. Pauline Lally, President	3.4	28	Construction
	HOSTAR Marine Transport Systems Inc. Patricia B. Stimson, President & CEO	3.3	30	Marine transport systems manufacturing
	Kaplan Financial Services Susan Kaplan, President	3.2	6	Financial advising
	Little People's College Inc. Joyce de Sousa, CEO	3.2	65	Child care services
	Solomon McCown & Company Inc. Helene Solomon, President & CEO	3.2	21	Marketing & public relations