

# PHILADELPHIA BUSINESS JOURNAL



## SOARING

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These are the fastest-growing companies in Greater Philadelphia

**SPECIAL REPORT, PAGES 21-42**

PHILADELPHIA BUSINESS JOURNAL ILLUSTRATION; GETTY IMAGES

### FINANCE

Philadelphia fintech Odessa secures its first outside investment as it looks to grow.

**JEFF BLUMENTHAL, 10**



### SPORTS

Philadelphia 76ers sign a new jersey patch sponsorship worth at least \$10 million annually.

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### REAL ESTATE

Local real estate stakeholders unite with the goal of helping Philadelphia prosper.

**NATALIE KOSTELNI, 44**



### STARTUPS

Online grocery platform Misfits Market hits \$2 billion valuation after a fresh fundraising round.

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### PHILADELPHIA BUSINESS JOURNAL

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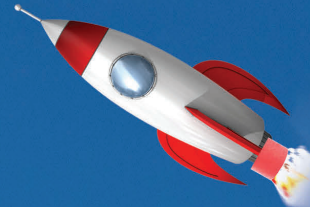
QUALITY INVESTING

**SPECIAL REPORT**

Now in its sixth year, the Philadelphia Business Journal's Soaring 76 Awards program celebrates the sustained financial growth of 76 privately held and publicly traded companies in Greater Philadelphia over a three-year period.

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# CLEAN APPROACH

Doylestown company CleanSpace and its construction arm Allied Construction Management Services have grown astronomically by betting on the region's robust life sciences ecosystem.

BY LISA DUKART, ldukart@bizjournals.com

“The ability for me in some way to help out companies save people's lives, that's pretty amazing,” said George Wiker, CEO of CleanSpace Modular.

The Doylestown company plays a part in life-saving medicines and therapies with its modular build outs, the foundations in which pharmaceutical, gene and cell therapy companies manufacture their products.

Through its construction arm, Allied Construction Management Services, which launched in 2018, the two companies are making a big impact in the life sciences

development space – and for their bottom line.

With a combined average revenue growth over a two-year period of 340%, that number is fairly on par with what Wiker and fellow founder and President Glenn VandeGrift projected when they launched the business, though that did beat those numbers slightly.

It helps that the two know the business intimately. “Combined, we have probably over 50 years of experience,” Wiker said, adding they leveraged their existing relationships and networks to really grow the fledgling companies.



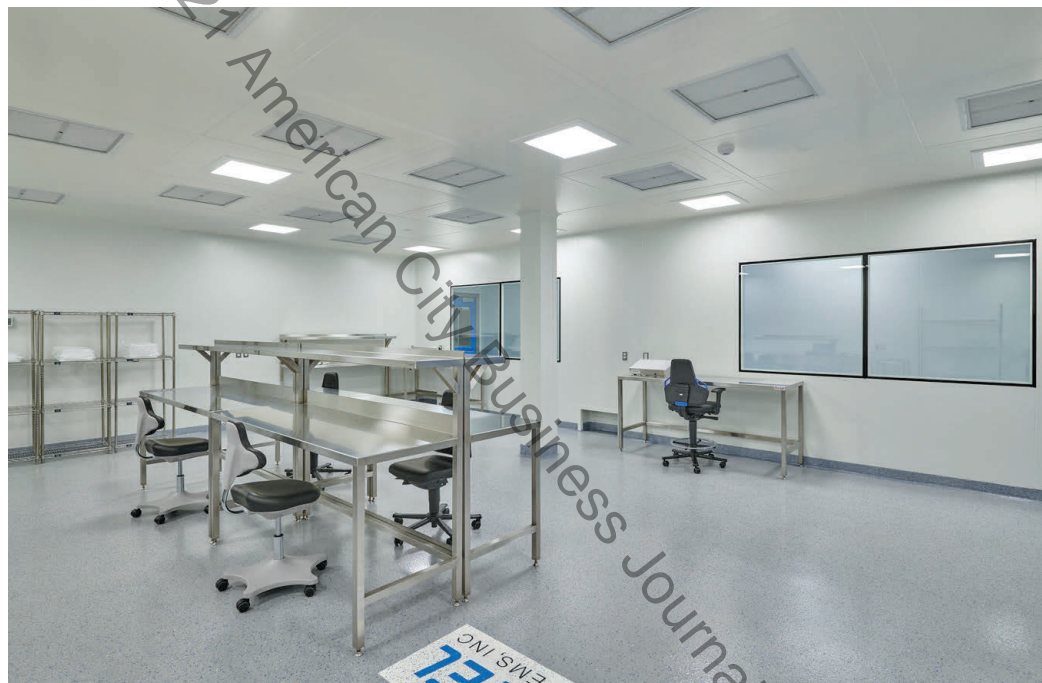
## 1 CLEANSPACE MODULAR



George Wiker



Glenn VandeGrift



CLEANSPACE

CleanSpace modular rooms can be prepared 30% to 40% faster than stick-built construction.

of the division which employs over 100 people. The company builds projects for both CleanSpace and other organizations.

Over the past 18 months, Allied Construction projects included building a facility for pharmaceutical giant Moderna in Greater Boston and Covid-19 vaccine storage facilities for Novavax in Rochester, Michigan. Both projects were “operation warp speed,” said VandeGrift, meaning they were completed in half the time of a regular project.

Building a successful company also required the right team. The pair have been focused on investing in people and plan to add an additional 10 employees to their executive management team in the next six months or so. “It’s easy to take a dollar out of the company and put it in our pocket, but it’s much better to put that dollar back into the company, keep investing in people in this region,” Wiker said.

They’ll need new team members as they continue to grow. The company expects to have a 59,000-square-foot factory in Greater Atlanta online by the end of the year, where they’ll manufacture some of their modular pieces. They’ll add another 30 to 40 employees to staff the facility. Though they have a warehouse in Doylestown, like other industries, CleanSpace has faced some difficulties with international shipping as Covid-19 created a backlog and delays. “Getting containers across the ocean or across the country is not easy,” Wiker said.

With such expansions and continued growth, they’re projecting being over a \$200 million business in the next three years, something they believe is attainable based on their first few years. Even with such projections, they don’t anticipate becoming a publicly traded company.

“I think it’s one of the things that really drew us to this – the nimbleness, the pragmatism, the spirit of collaboration, and the direct access to ownership,” VandeGrift said.

The pair met having previously worked in a similar space – including at Montgomeryville-based modular clean room company AES Clean Technology – and seeing the industry growth opportunity, decided to launch their own company.

CleanSpace manufactures standardized pre-engineered, prefabricated modular clean rooms that can then be installed on-site for companies in life sciences sectors such as pharmaceutical manufacturers and their related entities. The process, from meeting with clients and conceptualizing to installing and going through the approvals, is 30% to 40% faster than stick-built construction, VandeGrift said.

“Every day we can get a job done earlier for a client is another day they can make a product to save someone’s life,” Wiker said.

The company works with a range of pharmaceutical and phar-

maceutical-adjacent businesses to build out manufacturing facilities that will meet Food and Drug Administration and other regulatory requirements.

“They want to make them safely and consistently, so our job is to help them get to that point and be able to make drugs reliably to get into the marketplace,” Wiker said.

That consistency, paired with their efficiency, is proving valuable to companies launching new therapies. Many, Wiker said, don’t want to invest in infrastructure for a therapy not yet greenlit by the FDA, but when it is, they want to move quickly. That’s where CleanSpace comes in.

Dubbed “Cellicon Valley” by some, the Philadelphia area is home to a robust life sciences scene, ranging from pharmaceutical to cell and gene therapy companies. A number of incubators have also set up shop. Not only did Wiker and Van-

**2-Year Growth Rate:**  
**340%**

**Industry:**  
Construction

**Headquarters:**  
Doylestown

**Top executives:**  
George Wiker, CEO; Glenn VandeGrift, president

**Total employees:**  
73

**Local employees:**  
19

**2018 revenue:**  
\$5 million

**2019 revenue:**  
\$35 million

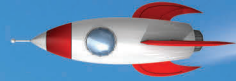
**2020 revenue:**  
\$63 million

deGrift know the industry, but they knew the region, having both grown up in South Jersey and later attended college locally – Wiker at Temple University and VandeGrift at Delaware Valley University in Doylestown.

“As we looked at the opportunity in the marketplace, and especially in the Philadelphia region, life sciences, cell and gene therapy to be such a hotbed for life-saving therapies, we found the opportunity to develop a business that really focused on helping our clients give them what they need: a reliable, predictable solution to be able to make their products within a clean space,” Wiker said.

Their model has also played a role in the fight against Covid-19, particularly with Allied Construction, which shares revenue with CleanSpace.

“It’s really where the rubber meets the road,” said VandeGrift



# THE ONES THAT SOARED

These are the fastest-growing privately held and publicly traded companies in Greater Philadelphia based on revenue from 2018 to 2020.

## 2 OPTINOSE

2-Year growth rate: **216%**

**Industry:** Pharmaceuticals

**Headquarters:** Yardley

**Top executives:** Peter Miller, CEO, and Ramy Mahmoud, president and COO

**Total employees:** 204

**Local employees:** 70

**2018 revenue:** \$7.06 million

**2019 revenue:** \$34.63 million

**2020 revenue:** \$49.1 million

More than quintupling revenue in the last three years, Yardley-based Optinose is focused on developing and commercializing products for patients treated by allergy specialists and ear, nose and throat practitioners. Among its products is XHANCE, which enables a "broad, consistent drug delivery," according to its website.

## 3 TESTER CONSTRUCTION GROUP

2-Year growth rate: **209.4%**

**Industry:** Construction management

**Headquarters:** Philadelphia

**Top executive:** Michael Tester, owner and president

**Total employees:** 30

**Local employees:** 29

**2018 revenue:** \$6.3 million

**2019 revenue:** \$29 million

**2020 revenue:** \$45.99 million

Earlier this year, Philadelphia-based Tester Construction Group expanded its geographic reach with the debut of an office in Delray Beach, Florida. The 4-year-old company has experienced rapid growth in its commercial, residential and interiors business and has come a long way from its 2017 launch when it had just three employees.

## 4 CRUMDALE PARTNERS LLC

2-Year growth rate: **132.1%**

**Industry:** Insurance

**Headquarters:** Radnor

**Top executive:** Matthew Naylor, CEO

**Total employees:** 50

**Local employees:** 44

**2018 revenue:** \$3.5 million

**2019 revenue:** \$11 million

**2020 revenue:** \$16.5 million

Since its inception in 2014, this Radnor insurance company has been steadily growing, even quintupling its workforce compared with several years ago. Among its services are actuarial and compliance, advisory, advocacy, brokerage, mergers and acquisitions, and health plans, from program and risk management to underwriting and cost containment.

## 5 VYBE URGENT CARE

2-Year growth rate: **108%**

**Industry:** Health care

**Headquarters:** Philadelphia

**Top executive:** Peter Hotz, president

**Total employees:** 190

**Local employees:** 190

**2018 revenue:** \$4.7 million

**2019 revenue:** \$10.2 million

**2020 revenue:** \$20.3 million

In June, Vybe opened its 12th location in Greater Philadelphia. The urgent care provider's footprint – which spans from Folsom to St. David's to Bensalem, with numerous locations in Philadelphia – was created to meet the growing demand for convenience and personalized attention. Vybe health care professionals provide patients with care for common ailments like the cold and flu to lab tests and screenings, including Covid-19 testing, plus physical exams and vaccinations.

## 6 YES LENDER

2-Year growth rate: **100.2%**

**Industry:** Financial services

**Headquarters:** King of Prussia

**Top executive:** Bret Dunlap, president, founder and principal

**Total employees:** 13

**Local employees:** 10

**2018 revenue:** \$1.47 million

**2019 revenue:** \$4 million

**2020 revenue:** \$5.16 million

Seeking to support small businesses that might struggle through the traditional bank loan process and its multilayered requirements, this King of Prussia company provides an alternative partnership approach. Yes Lender regularly checks in with the small businesses it offers financing to. Businesses must meet several criteria levels, like being in business a minimum of nine months, having monthly revenue of at least \$10,000 and minimal negative bank balance days. Earlier this year, Yes Lender acquired Edge Funder, an artificial intelligence-powered decision-making platform.

## 7 SPRING EQ

2-Year growth rate: **96%**

**Industry:** Mortgage lender

**Headquarters:** Philadelphia

**Top executive:** Jerry Schiano, CEO

**Total employees:** 243

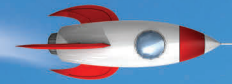
**Local employees:** 177

**2018 revenue:** \$8.06 million

**2019 revenue:** \$17.16 million

**2020 revenue:** \$30.77 million

Established in 2016, the Philadelphia mortgage lender has differentiated itself in the market with its Spring EQ Wholesale product, making it one of the few such lenders that allow originators to earn up to 2% of the loan amount in compensation. Its rapid growth is apparent in not just revenue, but employees – the company has more than doubled its workforce since 2018, when it had 111 total employees, to now having 243.



## 8 COHEN & CO. INC

2-Year growth rate: **81.2%**

**Industry:** Investment management

**Headquarters:** Philadelphia

**Top executive:** Lester Brafman, CEO

**Total employees:** 98

**2018 revenue:** \$49.38 million

**2019 revenue:** \$49.66 million

**2020 revenue:** \$130.11 million

After steady revenue in 2018 and 2019, Cohen & Co. experienced a huge surge, more than doubling its revenue in 2020. Founded in 1999, the investment management company focuses on everything from funds to special purpose acquisition companies and has about \$2.8 billion in assets under management.

## 9 ADAPTHEALTH CORP.

2-Year growth rate: **76.4%**

**Industry:** Health care and medical equipment

**Headquarters:** Plymouth Meeting

**Top executive:** Stephen Griggs, CEO

**Total employees:** 4,700

**2018 revenue:** \$345.3 million

**2019 revenue:** \$529.64 million

**2020 revenue:** \$1.05 billion

In less than a decade, Plymouth Meeting-based AdaptHealth has grown from a startup to a billion-dollar company, with much of that growth coming recently. The home health care supplier, which has operations in 46 states, counts everything from breast pumps to diabetes management supplies to sleep therapy equipment to wound care items in its repertoire.

## 10 AMICUS THERAPEUTICS INC.

2-Year growth rate: **71.4%**

**Industry:** Biotechnology

**Headquarters:** Philadelphia

**Top executive:** John F. Crowley, chairman and CEO

**Total employees:** 483

**2018 revenue:** \$91.24 million

**2019 revenue:** \$182.23 million

**2020 revenue:** \$260.88 million

There are dozens of rare metabolic diseases impacting the lives of millions. That's where Amicus Therapeutics comes in. The biotechnology company – which has global headquarters in Philadelphia and international headquarters in the

United Kingdom – has developed a product aimed at combating such diseases. Galafold is intended to treat adults with Fabry disease, a genetic disorder, and an amenable galactosidase alpha gene variant. The company is also in late stage development of a treatment for Pompe disease, which causes muscle weakness and difficulty breathing, and has a pipeline of gene therapy treatments.

## 11 PHENOM

2-Year growth rate: **69.6%**

**Industry:** Software-as-a-service

**Headquarters:** Ambler

**Top executive:** Mahe Bayireddi, CEO

**Total employees:** 889

**Local employees:** 245

**2018 revenue:** \$16.04 million

**2019 revenue:** \$28.35 million

**2020 revenue:** \$46.08 million

In a job market where finding the right talent can be difficult, Phenom is working to bridge that gap. With offices in six countries – Germany, India, Israel, the Netherlands, the United Kingdom and the United States – the Ambler-based software-as-a-service company has experienced rapid growth in the past three years, nearly tripling its revenue in that time. Through AI-based software, Phenom offers integrated and personalized solutions for both the candidate experience, which is aimed at attracting talent, and the recruiter experience, plus management and employees.

## 12 VENATORX PHARMACEUTICALS INC.

2-Year growth rate: **64.69%**

**Industry:** Pharmaceuticals

**Headquarters:** Malvern

**Top executive:** Christopher J. Burns, CEO

**Total employees:** 80

**Local employees:** 77

**2018 revenue:** \$24.5 million

**2019 revenue:** \$34.8 million

**2020 revenue:** \$65.2 million

Seeking to treat multi-drug-resistant bacterial infections and hard-to-treat viral infections, the Malvern pharmaceutical company has four drugs in the works. Currently in Phase 3 clinical trials, Cafepime-Taniborbactam is the company's most advanced development stage product which is enrolling patients with complicated urinary tract infections. Its other drug pipeline products include VNRX-9945 as a candidate for the treatment of chronic Hepatitis B Virus, which impacts some 250 million people worldwide, according to the World Health Organization.

## 13 SPHERIX GLOBAL INSIGHTS

2-Year growth rate: **64%**

**Industry:** Market research

**Headquarters:** Exton

**Top executive:** Jennifer Robinson, CEO

**Total employees:** 35

**Local employees:** 35

**2018 revenue:** \$5.75 million

**2019 revenue:** \$9.87 million

**2020 revenue:** \$15.43 million

With expertise in dermatology, gastroenterology, nephrology, neurology and rheumatology, Spherix Global Insight's team works to market those areas for its clients by translating data into comprehensive insights. Focused on everything from pipeline preparation to gauging the impact of disruptive events, the 6-year-old company has nearly tripled its revenue in the past three years.

## 14 FINPAY

2-Year growth rate: **63.18%**

**Industry:** Financial management

**Headquarters:** King of Prussia

**Top executive:** Tim Kowalski, CEO

**Total employees:** 31

**Local employees:** 31

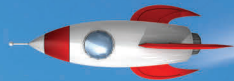
**2018 revenue:** \$1.11 million

**2019 revenue:** \$1.12 million

**2020 revenue:** \$2.53 million

In 2017, just two years after its launch, King of Prussia company FinPay raised \$1.9 million in a seed round. It has continued to raise funds, most recently closing a \$5 million Series C round in November led by California-based Montreux Growth Partners. At the time, its revenue had grown 150% over the previous year, despite the pandemic. The company works with health care providers in their strategic approach to managing \$400 billion in patient out-of-pocket medical expenses through customized workflow for financial high-risk patients, patient engagement, an automated payment platform, and compliance tools.





## 15 A-TEAM HOME CARE INC.

2-Year growth rate: **60.5%**

**Industry:** Home health care

**Headquarters:** Feasterville-Trevose

**Top executive:** Irina Rabovetsky, CEO

**Total employees:** 193

**Local employees:** 193

**2018 revenue:** \$2.24 million

**2019 revenue:** \$3.93 million

**2020 revenue:** \$5.73 million

Of American adults 60 years and older, 27% live alone, according to a 2020 study by Pew Research Center. A 2018 AARP survey found that three out of four adults 50 and older wanted to remain at home. As adults age, their needs grow. Helping to meet those needs is A-Team Home Care. Serving Bucks, Chester, Delaware, Montgomery and Philadelphia counties, it offers a range of health care services from skilled nursing to physical, occupational and speech therapies, to home health aide, plus home services like mobility assistance, meal prep, errands, and entertainment. It's tapped into something, more than doubling revenue and employees since 2018, when it employed 78 individuals.

## 16 GREENCASTLE ASSOCIATES CONSULTING LLC

2-Year growth rate: **56.3%**

**Industry:** Management consulting

**Headquarters:** Malvern

**Top executive:** Joe Crandall, CEO

**Total employees:** 52

**Local employees:** 49

**2018 revenue:** \$4.4 million

**2019 revenue:** \$8.3 million

**2020 revenue:** \$10.3 million

Founded in 1997, the management consulting company is entirely veteran owned and operated, with employees either actively serving or having served in the military. In its 20-plus years, Greencastle Associates Consulting has completed over 350 projects ranging from business intelligence and data analytics to vendor selection and management to leadership development, leading to its rapid growth. In 2018, the company had 21 employees and today has over 50.

## 17 INTEGRICHAIN

2-Year growth rate: **53.99%**

**Industry:** Information technology

**Headquarters:** Philadelphia

**Top executive:** Kevin Leininger, CEO

**Total employees:** 440

**Total employees:** 114

**2018 revenue:** \$27.41 million

**2019 revenue:** \$35.77 million

**2020 revenue:** \$63.5 million

IntegriChain counts over 250 life science manufacturers among its clients, including Merck, Janssen, GlaxoSmith Kline, and Pfizer. Its ICyte platform combines financial, operational and commercial data sets to support therapy access in specialty and precision medicine. That technology and insight has led to dramatic growth for the Philadelphia company, which has three additional U.S. offices, plus an outpost in India.

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### 18 HUNTINGDON VALLEY BANK

2-Year growth rate: **52.18%**

Industry: Banking
Headquarters: Doylestown
Top executive: Travis J. Thompson, chairman and CEO
Total employees: 126
Local employees: 126
2018 revenue: \$13.35 million
2019 revenue: \$18.55 million
2020 revenue: \$30.69 million
Offering personal and mortgage banking, Huntingdon Valley Bank has steadily grown its revenue base over the past few years. In 2019, just two years after going public, it entered commercial banking with its business banking division, which is led out of a Philadelphia office. Founded in 1871, the bank proves its agility in the modern world.

### 19 HYPERION BANK

2-Year growth rate: **47.5%**

Industry: Banking
Headquarters: Philadelphia
Top executive: Charles B. Crawford Jr., chairman and CEO
Total employees: 30
Local employees: 26
2018 revenue: \$5.32 million
2019 revenue: \$9.11 million
2020 revenue: \$11.27 million
In the past decade, the Northern Liberties neighborhood of Philadelphia has seen big changes, from the rise of mixed-use development to popular food and dining concepts taking up residence. Looking to meet the needs of the community, Hyperion Bank launched in 2006 and has since expanded to Atlanta. Under the leadership of CEO Charles Crawford Jr., who joined the bank in 2017, it launched Hyperion Mortgage in April 2020.

### 20 BREAKWATER ACCOUNTING + ADVISORY

2-Year growth rate: **47%**

Industry: Accounting
Headquarters: Wilmington, Delaware
Top executive: Lee Podolsky, CEO
Total employees: 42
Local employees: 42
2018 revenue: \$1.02 million
2019 revenue: \$1.59 million
2020 revenue: \$2.2 million
Named after the barriers built to protect against big waves, this Wilmington outfit takes a similar approach to protecting its clients and their financial interests. Through bookkeeping, workflow, controller services and strategic planning, the company has more than doubled revenue in the past few years. Its clients include small businesses and nonprofits like The Welcoming Center in Philadelphia, the Delaware Football Club, and the Tower Hill School in Wilmington.



## AUDIT & OPTIMIZATION

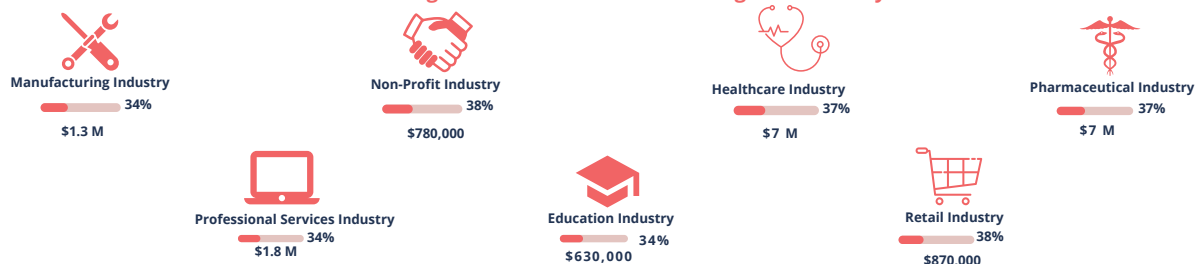
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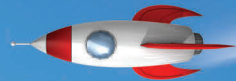
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## 21 HEALTH UNION

2-Year growth rate: **44.98%**

**Industry:** Health and wellness

**Headquarters:** Philadelphia

**Top executive:** Olivier Chateau, CEO

**Total employees:** 197

**Local employees:** 150

**2018 revenue:** \$29.66 million

**2019 revenue:** \$40.91 million

**2020 revenue:** \$62.21 million

Launched in 2010, the Philadelphia company looks to connect those with chronic conditions via technology. It has more than 30 condition-specific brands and online communities, including Migraine.com, MultipleSclerosis.net, Endometriosis.net and LungCancer.net. Its business has been so successful that earlier this year, Health Union announced it had acquired Boston-based Wego Health, which has a Patient Leader Network of more than 100,000 members.

## 22 MAVUNO LLC

2-Year growth rate: **37%**

**Industry:** Food

**Headquarters:** Philadelphia

**Top executive:** Phil Hughes, CEO

**Total employees:** 12

**Total employees:** 12

**2018 revenue:** \$1.75 million

**2019 revenue:** \$2.4 million

**2020 revenue:** \$3.28 million

Serving in the Peace Corps from 2003-2005 in the Kenyan village of Miti Mingi, an idea dawned on Phil Hughes. Seeing the abundance of mangoes at the height of the harvest season, he realized they were scarce the rest of the year. Due to their high perishability, fruits and vegetables are a leading contributor of food loss. Instead of seeing food go to waste, Hughes had the idea to dry them and Mavuno Harvest was born. Today, the company supports rural sub-Saharan African farmers, who grow everything from mangoes to bananas to papayas for the brand.

## 23 ARORA ENGINEERS INC.

2-Year growth rate: **35.59%**

**Industry:** Engineering

**Headquarters:** Chadds Ford

**Top executive:** Manik K. Arora, CEO

**Total employees:** 190

**Local employees:** 75

**2018 revenue:** \$26.51 million

**2019 revenue:** \$41.62 million

**2020 revenue:** \$47.54 million

Arora Engineers counts an impressive roster of businesses among its clients, including those in aviation – like American Airlines, Air France, Delta Airlines, Southwest Airlines and numerous airports – transportation, government and commercial sectors. With 14 offices across the U.S., CEO Manik Arora told the Business Journal last year the company had grown 2,000% since 2003.

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## 24 ESSENTIAL UTILITIES INC.

2-Year growth rate: **35.28%**

**Industry:** Utilities

**Headquarters:** Bryn Mawr

**Top executive:** Christopher Franklin, chairman and CEO

**Total employees:** 3,180

**2018 revenue:** \$838.09 million

**2019 revenue:** \$889.69 million

**2020 revenue:** \$1.46 billion

Last year was a big year for Essential Utilities. The Bryn Mawr-based company rebranded from Aqua America to its current moniker and also made changes to its executive team. Between 2019 and 2020, the utility provider – one of the largest publicly traded water, wastewater and natural gas providers in the U.S., serving about 5 million people – far surpassed the \$1 billion revenue mark.

## 25 UNIVERSAL DISPLAY CORP.

2-Year growth rate: **34.8%**

**Industry:** Electronics

**Headquarters:** Ewing, New Jersey

**Top executive:** Steven V. Abramson, CEO

**Total employees:** 349

**2018 revenue:** \$247.41 million

**2019 revenue:** \$405.17 million

**2020 revenue:** \$428.86 million

Due to stay-at-home orders early last year, screens became an even more vital part of everyday life. Where once colleagues and students met in person, they were conducting work and school via computers and TVs. Universal Display Corp. continued its growth in 2020. The company, which owns, exclusively licenses or has the sole rights to sublicense over 5,000 patents, extended its long-term agreement with technology giant LG Display Co. this April, projecting continued growth.

## 26 ACCOLADE INC.

2-Year growth rate: **34.1%**

**Industry:** Health and wellness

**Headquarters:** Plymouth Meeting

**Top executive:** Rajeev Singh, CEO

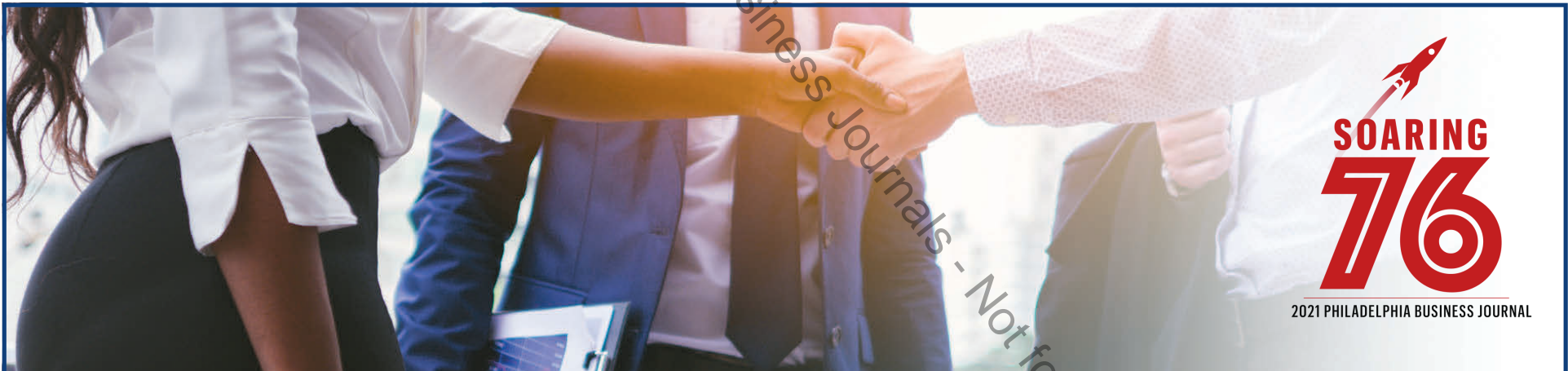
**Total employees:** 1,720

**2018 revenue:** \$94.81 million

**2019 revenue:** \$132.5 million

**2020 revenue:** \$170.35 million

Providing health and benefits solutions, Accolade has made huge strides in the past few years. With four offices, including one in Prague, the health company acquired PlushCare Inc. earlier this year. The deal, which had a total purchase price of up to \$450 million, included paying up to \$40 million cash, \$340 million in stock, and up to an additional \$70 million of value based on revenue milestones. The acquisition of the online primary care provider is a prudent move as telehealth continues to gain traction – research firm McKinsey & Co. found that as of July, telehealth visits had stabilized at 38 times the pre-pandemic rate.



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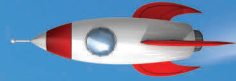
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## 27 THE O'CONNOR GROUP

2-Year growth rate: **33.59%**

**Industry:** Human resources

**Headquarters:** King of Prussia

**Top executive:** Marcia Zaruba-O'Connor, CEO

**Total employees:** 31

**Local employees:** 29

**2018 revenue:** \$2.49 million

**2019 revenue:** \$4 million

**2020 revenue:** \$4.28 million

In a year when talent retention has been challenged, the King of Prussia human resources and talent acquisition consulting firm is helping companies across the nation prioritize, plan and execute their strategies. The O'Connor Group specializes in four verticals: fast-growth entrepreneurs, life sciences, manufacturing, and professional services.

## 28 EIGEN X LLC

2-Year growth rate: **32.9%**

**Industry:** Information technology

**Headquarters:** Radnor

**Top executive:** Stan Pittman, managing principal

**Total employees:** 75

**Local employees:** 75

**2018 revenue:** \$8.6 million

**2019 revenue:** \$11.2 million

**2020 revenue:** \$15.2 million

Providing customer relationship management, data analytics, agile and application services in industries including communications and media, consumer and industrial products, higher education, life sciences, nonprofit and real estate, the Radnor company continues to grow year over year. Eigen X has nearly doubled its revenue over the course of the past three years and added nearly 20 employees.

## 29 ESSENTIAL PROPERTIES REALTY TRUST INC.

2-Year growth rate: **31.2%**

**Industry:** Real estate

**Headquarters:** Princeton, New Jersey

**Top executive:** Peter M. Mavoides, CEO

**Total employees:** 33

**2018 revenue:** \$96.22 million

**2019 revenue:** \$139.35 million

**2020 revenue:** \$164 million

Investing in triple net-lease properties,

freestanding, single-tenant commercial properties, direct sale-leaseback, and opportunistic existing leases nationwide, Essential Properties Realty Trust's portfolio spans nearly all 50 states, including 19 properties in Pennsylvania and three in New Jersey. Those range from dining concepts to movie theaters to automotive services to fitness centers.

## 30 STORTI QUALITY SERVICES LLC

2-Year growth rate: **30.9%**

**Industry:** Management consulting

**Headquarters:** Fort Washington

**Top executive:** Daniel Wagner, CEO

**Total employees:** 129

**Local employees:** 129

**2018 revenue:** \$5.2 million

**2019 revenue:** \$7.1 million

**2020 revenue:** \$8.9 million

With development booming, ensuring the quality of a project is important. Offering inspection services, construction coordination, quality auditing services and quality management system development, this Fort Washington company has carved out a niche in the industry that's led to continued growth. In 2018, the company had 49 employees and today has 129.

## 31 PPB CAPITAL PARTNERS LLC

2-Year growth rate: **30.1%**

**Industry:** Financial services

**Headquarters:** Conshohocken

**Top executive:** Brendan Lake, CEO

**Total employees:** 16

**Local employees:** 12

**2018 revenue:** \$1.5 million

**2019 revenue:** \$2.2 million

**2020 revenue:** \$2.5 million

After navigating the Great Recession, which coincided with the company's launch in 2008, PPB Capital Partners has continued its upward trajectory. To date, the company, which provides alternative investment options, has invested in over 300 funds and works with over 100 private wealth firms across the nation. PPB has over \$2 billion in capital commitments as it seeks new niche offerings.

## 32 WSFS FINANCIAL CORP.

2-Year growth rate: **28.28%**

**Industry:** Banking

**Headquarters:** Wilmington, Delaware

**Top executive:** Rodger Levenson, CEO

**Total employees:** 2,000

**2018 revenue:** \$455.5 million

**2019 revenue:** \$709.2 million

**2020 revenue:** \$715.4 million

Earlier this year, WSFS announced it would merge with Bryn Mawr Bank Corp., a transaction valued at over \$976 million. The Wilmington bank is no stranger to such transactions, having completed its acquisition of Beneficial Bancorp Inc. in 2019.

## 33 RESULTS REPEAT

2-Year growth rate: **28%**

**Industry:** Marketing

**Headquarters:** Media

**Top executive:** Ellen Thompson, CEO

**Total employees:** 29

**Local employees:** 29

**2018 revenue:** \$1.68 million

**2019 revenue:** \$2.18 million

**2020 revenue:** \$2.76 million

Search engine optimization is critical to reaching the right audiences in today's digital world. Helping clients navigate the ever-changing landscape is Results Repeat, which specializes in digital and social advertising, SEO, website development, conversion rate optimization and multifamily marketing.

## 34 QUAKER CHEMICAL CORP.

2-Year growth rate: **27.8%**

**Industry:** Chemicals

**Headquarters:** Conshohocken

**Top executive:** Michael F. Barry, chairman and CEO

**Total employees:** 4,200

**Local employees:** 157

**2018 revenue:** \$867.52 million

**2019 revenue:** \$1.13 billion

**2020 revenue:** \$1.41 billion

With operations in over 25 countries, Quaker Chemical Corp. continues to grow. In 2018, the Conshohocken company reported 2,160 employees, about half of its current number of 4,200. Collectively, their chemists, engineers and operators create industrial process fluids for industries like aerospace, metal containers, steel, offshore, mining and transportation.

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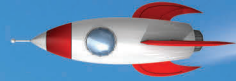
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## 35 COMPAS INC.

2-Year growth rate: **26.6%**

**Industry:** Marketing

**Headquarters:** Cherry Hill, New Jersey

**Top executive:** John Donovan, president

**Total employees:** 137

**Local employees:** 108

**2018 revenue:** \$36.7 million

**2019 revenue:** \$49.9 million

**2020 revenue:** \$58.5 million

A minority-owned-and-operated business, Compas works to connect its health care clients with targeted audiences through media investments. With a self-funded service model, the Cherry Hill company also places importance on generating significant Tier 1 and Tier 2 diverse spends.

## 36 OPS SECURITY GROUP

2-Year growth rate: **26.3%**

**Industry:** Security

**Headquarters:** Philadelphia

**Top executive:** Mitch Gyger, president

**Total employees:** 460

**Local employees:** 256

**2018 revenue:** \$9.17 million

**2019 revenue:** \$11.14 million

**2020 revenue:** \$14.61 million

Whether hosting an event or protecting high-value goods, the Philadelphia company has a lock on security. Providing everything from training and consultation to security, executive protection, armed guard service and private investigations, OPS has more than doubled its staff in the past three years to meet increased demand for its services, which cover parts of Pennsylvania, New Jersey, Delaware, Maryland and Washington, D.C.

## 37 STP INVESTMENT SERVICES

2-Year growth rate: **26.29%**

**Industry:** Financial services

**Headquarters:** West Chester

**Top executive:** Patrick Murray, CEO

**Total employees:** 207

**Local employees:** 52

**2018 revenue:** \$12.57 million

**2019 revenue:** \$13.27 million

**2020 revenue:** \$19.52 million

Headquartered in West Chester with an additional presence in Bangalore, India, STP Investment

Services has seen exponential growth since its launch in 2008. The fintech and global investment operations firm provides front-, middle- and back-office services. When it launched, the company had five employees and one foundation client and \$2 billion in assets under administration. Last year, STP crossed its latest threshold – \$250 billion in assets serviced.

## 38 MEDICAL GUARDIAN

2-Year growth rate: **24.18%**

**Industry:** Medical devices

**Headquarters:** Philadelphia

**Top executive:** Geoff Gross, CEO

**Total employees:** 237

**Local employees:** 237

**2018 revenue:** \$46.39 million

**2019 revenue:** \$62 million

**2020 revenue:** \$71.12 million

The second-largest population in the U.S., baby boomers numbered 71.6 million in 2019, according to the U.S. Census Bureau. According to the Centers for Disease Control and Prevention, about 36 million older adults fall each year. Creating wearable medical alert buttons, Medical Guardian currently has an active subscriber base of 175,000 and partnerships with retail giants like Costco, CVS, Walmart and QVC. In June, the Philadelphia company announced its latest endeavor, a partnership with Black + Decker for its personal emergency response system, goVIA.

## 39 GRIMLEY FINANCIAL CORP.

2-Year growth rate: **23.7%**

**Industry:** Financial services

**Headquarters:** Cherry Hill, New Jersey

**Top executive:** Charles D. Grimley III, CEO

**Total employees:** 17

**Local employees:** 17

**2018 revenue:** \$1.63 million

**2019 revenue:** \$2.11 million

**2020 revenue:** \$2.5 million

Based in Cherry Hill, Grimley Financial provides full-service revenue cycle solutions with a focus on the health care industry. It also works in the commercial and education sectors.

## 40 G-SQUARED PARTNERS LLC

2-Year growth rate: **22.1%**

**Industry:** Accounting

**Headquarters:** Fort Washington

**Top executive:** Gene Godick, CEO

**Total employees:** 42

**Local employees:** 42

**2018 revenue:** \$4.17 million

**2019 revenue:** \$5.5 million

**2020 revenue:** \$6.18 million

Managing the financial aspects of a business can be a challenge. With outsourced CFO, accounting and strategic financial advice and services, G-Squared Partners takes the guess work out of the equation. The Fort Washington company works with software-as-a-service startups, clean tech and emerging growth companies, many of which are backed by venture capital.

## 41 TABULA RASA HEALTHCARE INC.

2-Year growth rate: **21.88%**

**Industry:** Health care

**Headquarters:** Moorestown, New Jersey

**Top executive:** Calvin H. Knowlton, chairman and CEO

**Total employees:** 1,614

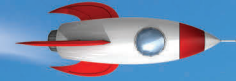
**Local employees:** 445

**2018 revenue:** \$204.27 million

**2019 revenue:** \$284.7 million

**2020 revenue:** \$297.21 million

Unlike its name, Tabula Rasa HealthCare's growth is far from a blank slate, seeing year-over-year revenue growth. The Moorestown, New Jersey, company is focused on leveraging technology to improve health care and decreasing medication-related risk. Last year, TRHC acquired pharmacy services provider Personica LLC and its subsidiaries.



## 42 TRIDIUM INC.

2-Year growth rate: **20.68%**

**Industry:** Health care

**Headquarters:** Philadelphia

**Top executive:** Mark Redlus, CEO

**Total employees:** 38

**Local employees:** 38

**2018 revenue:** \$5.02 million

**2019 revenue:** \$5.77 million

**2020 revenue:** \$7.29 million

Using a cloud-based platform, Tridium's digital behavioral health model works to identify those in need of treatment and accelerate access to care. The platform is used by over 1.5 million patients and has been used to assess over six million individuals. In the past year alone, the company has partnered with national behavioral health care system Vertava Health, on-demand mental health care company Ginger, and NOCD, a Chicago-based provider for the treatment of obsessive-compulsive disorder.

## 43 EVOLUTION FINANCIAL GROUP

2-Year growth rate: **20.5%**

**Industry:** Financial services

**Headquarters:** Media

**Top executive:** David Jacowitz, president

**Total employees:** 56

**Local employees:** 56

**2018 revenue:** \$1.8 million

**2019 revenue:** \$2 million

**2020 revenue:** \$2.6 million

While working to take the financial success of clients to the next level, Evolution Financial Group has simultaneously done the same for its own company. The financial services firm works with individuals, families and businesses on planning, insurance, and everything in between. The Media-based company has also added over 20 employees in the past three years, in addition to growing its revenue.

## 44 EPAM SYSTEMS INC.

2-Year growth rate: **20.2%**

**Industry:** Information technology

**Headquarters:** Newtown

**Top executive:** Arkadiy Dobkin, chairman and CEO

**Total employees:** 41,168

**Local employees:** 655

**2018 revenue:** \$1.84 billion

**2019 revenue:** \$2.29 billion

**2020 revenue:** \$2.65 billion

EPAM Systems continues its upward trajectory. In the past three years, the software engineering company added over 7,000 employees. With over two dozen offices across the globe, the company has expanded within its markets and announced several acquisitions in the past year, including digital platform engineering and development services company Just-BI, Israel-based cybersecurity services company White-Hat Ltd., and Salesforce Platinum Partner PolSource.

## 45 REHAB FINANCIAL GROUP LP

2-Year growth rate: **19.6%**

**Industry:** Financial services

**Headquarters:** Rosemont

**Top executive:** Susan Naftulin, president

**Total employees:** 11

**Local employees:** 11

**2018 revenue:** \$4.26 million

**2019 revenue:** \$4.77 million

**2020 revenue:** \$6.07 million

Flipping real estate has been around for decades, but the concept hit its peak in 2005, according to property and real estate researcher ATTOM Data. Despite a dip during the Great Recession, numbers rebounded in recent years. Helping make flipping a reality, Rehab Financial Group, the Rosemont-based private money lender, offers 100% of the purchase and rehab costs for a project up to 70% of the after repair value in 25 states.

## 46 INCYTE CORP.

2-Year growth rate: **19.1%**

**Industry:** Pharmaceuticals

**Headquarters:** Wilmington, Delaware

**Top executive:** Hervé Hoppenot, CEO

**Total employees:** 1,773

**Local employees:** 950

**2018 revenue:** \$1.88 billion

**2019 revenue:** \$2.15 billion

**2020 revenue:** \$2.66 billion

Global biopharmaceutical company Incyte Corp. has a wide reach beyond its Wilmington headquarters. With another headquarters in Switzerland, the company has a presence in 11 other countries. Founded in 2002, Incyte works in drug discovery and development, including oncology and dermatology, the latter of which is focused on atopic dermatitis, vitiligo, and hidradenitis suppurativa, or acne inversa as it's more commonly known.

## 47 WIZEHIVE INC.

2-Year growth rate: **18.3%**

**Industry:** Computer software

**Headquarters:** Conshohocken

**Top executive:** Carl Guarino, CEO

**Total employees:** 53

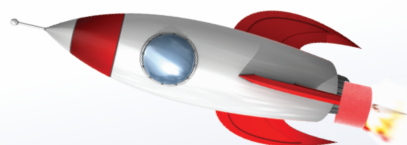
**Local employees:** 53

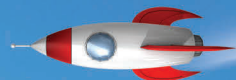
**2018 revenue:** \$4.56 million

**2019 revenue:** \$5.44 million

**2020 revenue:** \$6.39 million

WizeHive supports mission-based organizations. Founded in 2008, its platform can be used for managing the full life cycle of grants, scholarships and fellowships, with the ultimate goal of furthering an organization's impact. Working with foundations, nonprofits, governments, higher education institutions, hospitals and health care systems, WizeHive counts big names among its clients, including Johns Hopkins University, Swarthmore College, Harvard University and the Navy Seal Foundation. In June, WizeHive received a growth capital investment from private equity firm LLR Partners for an undisclosed amount, anticipated to further its reach.





## 48 VERTEX INC.

2-Year growth rate: **17.28%**

**Industry:** Computer software

**Headquarters:** King of Prussia; London

**Top executive:** David Destefano, chairperson and CEO, president

**Total employees:** 1,200

**2018 revenue:** \$272.4 million

**2019 revenue:** \$321.5 million

**2020 revenue:** \$374.66 million

Headquartered in King of Prussia and London, Vertex Inc. has seven additional offices across the globe. Making sizable gains year-over-year, the tax automation company has over 4,000 customers worldwide. Its software supports indirect tax compliance in over 19,000 jurisdictions and includes sales and value added taxes to payroll and occupancy taxes.

## 49 JADE GLOBAL

2-Year growth rate: **17.27%**

**Industry:** Information technology

**Headquarters:** North Wales and San Jose, California

**Top executive:** Karan Yaramada, CEO

**Total employees:** 1,000

**Local employees:** 129

**2018 revenue:** \$32.99 million

**2019 revenue:** \$38.93 million

**2020 revenue:** \$45.37 million

With two U.S. offices — in North Wales and San Jose — plus additional locations in Canada and India, Jade Global has a robust network of over 1,000 information technology professionals. Collectively, they've worked on over 2,600 technology projects, meeting clients' needs for IT consulting and outsourcing.

## 50 HAMILTON LANE

2-Year growth rate: **16.6%**

**Industry:** Investment management

**Headquarters:** Conshohocken

**Top executive:** Mario Giannini, CEO

**Total employees:** 429

**Local employees:** 304

**2018 revenue:** \$252.17 million

**2019 revenue:** \$274.05 million

**2020 revenue:** \$341.63 million

With more than a dozen offices across four continents, and over \$719 billion in assets under management and supervision, Hamilton Lane offers private market investing, including asset management and environmental, social and corporate governance investing. In July, the Conshohocken company — recently relocated from Bala Cynwyd — announced the initial close of its second fund geared toward social and environmental impact at \$149 million. Its target size for the fund is \$400 million.

## 51 PRECIS ENGINEERING

2-Year growth rate: **15.79%**

**Industry:** Engineering

**Headquarters:** Ambler

**Top executive:** Robert A. Dick, principal

**Total employees:** 82

**Local employees:** 82

**2018 revenue:** \$15.62 million

**2019 revenue:** \$19.14 million

**2020 revenue:** \$20.87 million

Founded in 2005, the Ambler-based engineering company has a second office in North Carolina. Across its footprints, Precis Engineering provides engineering services in electrical, fire protection, HVAC, mechanical and plumbing for biotech, health care, pharmaceutical, university and utility markets.

## 52 CAMPBELL SOUP CO.

2-Year growth rate: **14.87%**

**Industry:** Food manufacturing

**Headquarters:** Camden, New Jersey

**Top executive:** Mark A. Clouse, CEO

**Total employees:** 14,500

**Local employees:** 1,200

**2018 revenue:** \$6.61 billion

**2019 revenue:** \$8.1 billion

**2020 revenue:** \$8.69 billion

Beloved food purveyor Campbell Soup Co. continues to tantalize tastebuds with its more than one dozen food brands, which include classic soups, snacks like Goldfish and Lance crackers, plus drinks like V8. In the past few years, the Camden company has added more than \$2 billion in revenue, backing up the popularity of its recipes.

## 53 FIRST BANK

2-Year growth rate: **14.2%**

**Industry:** Banking

**Headquarters:** Hamilton, New Jersey

**Top executive:** Patrick L. Ryan, CEO

**Total employees:** 211

**2018 revenue:** \$58.39 million

**2019 revenue:** \$62.36 million

**2020 revenue:** \$75.9 million

Offering both personal and business banking, First Bank continued its upward trajectory in 2020, growing revenue by over \$13 million. Founded in 2007, the Hamilton, New Jersey, bank has more than a dozen branches throughout Greater Philadelphia.

## 54 MORGAN PROPERTIES

2-Year growth rate: **12.49%**

**Industry:** Multifamily housing

**Headquarters:** King of Prussia

**Top executive:** Mitchell Morgan, CEO

**Total employees:** 2,500

**Local employees:** 411

**2018 revenue:** \$692.48 million

**2019 revenue:** \$860.81 million

**2020 revenue:** \$866.64 million

King of Prussia-based Morgan Properties owns and operates over 348 multifamily apartment communities throughout the country, which collectively total over 93,000 units. As the family-owned business grows, it has more than doubled its employees since 2018, when it had 1,198 across its footprint.

## 55 FIVE BELOW INC.

2-Year growth rate: **12.3%**

**Industry:** Retail

**Headquarters:** Philadelphia

**Top executive:** Joel D. Anderson, CEO

**Total employees:** 4,400

**2018 revenue:** \$1.55 billion

**2019 revenue:** \$1.84 billion

**2020 revenue:** \$1.96 billion

Known for its selection of retail items largely \$5 and under, the Philadelphia company is closing in on \$2 billion in revenue. Five Below now has over 1,000 stores across the U.S. and looks to add more.

## 56 BLACKTREE HEALTHCARE CONSULTING LLC

2-Year growth rate: **12.28%**

**Industry:** Health care

**Headquarters:** King of Prussia

**Top executive:** Nick Seabrook, managing principal

**Total employees:** 168

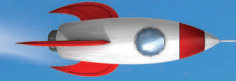
**Local employees:** 78

**2018 revenue:** \$17.04 million

**2019 revenue:** \$18.8 million

**2020 revenue:** \$21.48 million

Founded in 2011, BlackTree Healthcare Consulting works with health care providers on clinical consulting, revenue cycle and outsourcing. Earlier this year, the King of Prussia company announced a merger with Connecticut-based Simone Healthcare Consultants. Together, the companies are now known as SimiTree Healthcare Consulting.



## 57 EVOLUTION ENERGY PARTNERS LLC

2-Year growth rate: **12.1%**

**Industry:** Energy

**Headquarters:** Exton

**Top executive:** Chuck Hurchalla, president

**Total employees:** 13

**Local employees:** 11

**2018 revenue:** \$3.77 million

**2019 revenue:** \$3.9 million

**2020 revenue:** \$4.72 million

Focused on analytical solutions, energy efficiency, procurement and sustainability, Evolution Energy Partners looks for ways to reduce energy consumption, whether through upgrades, retrofits, replacements or renewable energy.

## 58 WEST PHARMACEUTICAL SERVICES INC.

2-Year growth rate: **11.9%**

**Industry:** Pharmaceuticals

**Headquarters:** Exton

**Top executive:** Eric M. Green, CEO

**Total employees:** 9,200

**2018 revenue:** \$1.71 billion

**2019 revenue:** \$1.83 billion

**2020 revenue:** \$2.14 billion

As West Pharmaceutical nears the centennial mark — the drug packaging and delivery company was founded in 1923 — it hasn't slowed down. If anything, it continues to grow. Specializing in vial containment, prefillable, reconstitution and transfer systems, self-injection platforms, and more, the Exton company has customers in Asia, Australia, Europe and the Americas.

## 59 COMPUTADATA INC.

2-Year growth rate: **11.4%**

**Industry:** Information technology

**Headquarters:** Philadelphia

**Top executive:** Angela Nadeau, CEO

**Total employees:** 45

**Local employees:** 45

**2018 revenue:** \$10.69 million

**2019 revenue:** \$11.69 million

**2020 revenue:** \$13.27 million

Helping clients navigate business technology solutions, CompuData is a woman-owned company focused on small and mid-size businesses in need of a range of technology services. From software

selection, implementation and training to cloud hosting, IT security and more, the Philadelphia company works with various industries, from biotechnology to food service to government to professional services.

## 60 TRAFFIC PLANNING AND DESIGN INC.

2-Year growth rate: **11.2%**

**Industry:** Civil engineering

**Headquarters:** Pottstown

**Top executive:** Kevin Johnson, president

**Total employees:** 200

**Local employees:** 140

**2018 revenue:** \$23.69 million

**2019 revenue:** \$25.34 million

**2020 revenue:** \$29.28 million

When Traffic Planning and Design launched in 1989, its sole focus was traffic engineering with highway design support capabilities. In the ensuing three decades, it's expanded from a single office with six employees to 13 offices across five states, with 200 employees. Today its team also specializes in bridge design and inspection, environmental permitting, construction management and inspection.

## 61 CANTALOUPE INC.

2-Year growth rate: **10.99%**

**Industry:** Information technology

**Headquarters:** Malvern

**Top executive:** Sean Feeney, CEO

**Total employees:** 160

**2018 revenue:** \$132.5 million

**2019 revenue:** \$143.79 million

**2020 revenue:** \$163.15 million

A 2021 study by PYMNTS, a trade publication covering fintech, retail and financial services, found that the unattended retail market is set to grow to more than \$100 billion by 2026. Comprising contactless and interaction-free sales, as in vending stations, kiosks and other self-service retail, the industry could further gain traction post-pandemic. Malvern company Cantaloupe Inc., formerly USA Technologies Inc., provides end-to-end technology for such transactions. Today, it has 18,000 customers.

## 62 VAULT COMMUNICATIONS INC.

2-Year growth rate: **10.7%**

**Industry:** Public relations

**Headquarters:** Plymouth Meeting

**Top executive:** Kate Shields, CEO

**Total employees:** 51

**Local employees:** 49

**2018 revenue:** \$7.32 million

**2019 revenue:** \$8.72 million

**2020 revenue:** \$8.92 million

Big companies require a great communications team and that's what Vault Communications provides, from public relations to creative services to digital media and more. Continuing to grow each year, Vault counts Adventure Aquarium, Airgas, AmerisourceBergen, Herr's, PECO, Saxby's Coffee, The Malvern School and dozens of other companies among its clients.

## 63 NATIONAL INTEGRITY TITLE AGENCY

2-Year growth rate: **9.9%**

**Industry:** Insurance

**Headquarters:** Marlton, New Jersey

**Top executive:** George E. Duffield Sr., CEO

**Total employees:** 46

**Local employees:** 46

**2018 revenue:** \$4.73 million

**2019 revenue:** \$5.61 million

**2020 revenue:** \$5.69 million

National Integrity's virtual assistant, Robin, helps those in the title insurance business. Paired with their own in-house title experts, the Marlton, New Jersey, company works with attorneys, builders, developers, lenders and borrowers through the many stages of a transaction.

## 64 CHURCH & DWIGHT CO. INC.

2-Year growth rate: **8.7%**

**Industry:** Consumer goods

**Headquarters:** Ewing, New Jersey

**Top executive:** Matthew T. Farrell, chairman and CEO

**Total employees:** 5,100

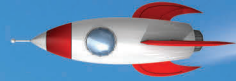
**2018 revenue:** \$4.14 billion

**2019 revenue:** \$4.35 billion

**2020 revenue:** \$4.89 billion

Church & Dwight brands range from household staples like Arm & Hammer and OxiClean to personal care like Spinbrush, Waterpik and Orajel. The multibillion-dollar company shows no signs of slowing down in revenue or employee growth. In 2018, the company counted 4,700 employees and today has 5,100.





## 65 INTERDIGITAL INC.

2-Year growth rate: **8.1%**

**Industry:** Wireless technology

**Headquarters:** Wilmington, Delaware

**Top executive:** Liren Chen, CEO

**Total employees:** 487

**2018 revenue:** \$307.4 million

**2019 revenue:** \$318.92 million

**2020 revenue:** \$358.99 million

Connectivity has grown exponentially in recent decades. About 97% of Americans own cell phones today, with 85% of those being smartphones, according to a 2021 Pew Research Center study. In 2011, smartphone ownership was at just 35%. Wilmington company InterDigital works on wireless technologies used in phones, networks and services across the globe. Since 2005, the company's engineers have made about 4,000 contributions to wireless standards.

## 66 UNIVEST FINANCIAL CORP.

2-Year growth rate: **7.605%**

**Industry:** Financial services

**Headquarters:** Souderton

**Top executive:** Jeffrey M. Schweitzer, CEO

**Total employees:** 900

**Local employees:** 900

**2018 revenue:** \$218.23 million

**2019 revenue:** \$234.65 million

**2020 revenue:** \$252.68 million

Approaching a century and a half in age, the Souderton financial services company remains as significant to its community now as it was in 1876. With more than 50 offices across the region, Univest has about \$6.3 billion in assets and \$4.1 billion in assets under management and supervision.

## 67 FULTON FINANCIAL CORP.

2-Year growth rate: **7.602%**

**Industry:** Banking

**Headquarters:** Lancaster

**Top executive:** E. Philip Wenger, CEO

**Total employees:** 3,500

**Local employees:** 450

**2018 revenue:** \$195.48 million

**2019 revenue:** \$211.42 million

**2020 revenue:** \$226.33 million

Established in 1882, Fulton Financial has locations across the Mid-Atlantic, from Virginia to New Jersey. Headquartered in Lancaster, the institution has a \$21.3 billion regional financial holding.

## 68 CUBESMART

2-Year growth rate: **6.58%**

**Industry:** Storage solutions

**Headquarters:** Malvern

**Top executive:** Christopher P. Marr, CEO

**Total employees:** 3,111

**2018 revenue:** \$597.94 million

**2019 revenue:** \$643.91 million

**2020 revenue:** \$679.17 million

Self-storage is a booming industry. In 2019, according to Mordor Intelligence Research, the industry was valued at \$87.65 billion and projected to reach \$115.62 billion by 2025. Meeting growing demand is Malvern's CubeSmart, which has over 1,200 facilities across the country.

## 69 AMERISOURCE-BERGEN CORP.

2-Year growth rate: **6.3%**

**Industry:** Health care

**Headquarters:** Conshohocken

**Top executive:** Steven H. Collis, CEO

**Total employees:** 41,000

**Local employees:** 1,160

**2018 revenue:** \$167.94 billion

**2019 revenue:** \$179.58 billion

**2020 revenue:** \$189.89 billion

This past year, medical distribution was constantly spotlighted. One of the largest companies in the country, AmerisourceBergen sits at No. 8 on Forbes' Fortune 500 list. The company saw 2020 revenue growth from increases in volume and medication prices. The Conshohocken company works with over 1,500 pharmaceutical manufacturers and thousands of health care providers.

## 70 QNB CORP.

2-Year growth rate: **6.1%**

**Industry:** Banking

**Headquarters:** Quakertown

**Top executive:** David W. Freeman, CEO

**Total employees:** 192

**Local employees:** 192

**2018 revenue:** \$39.9 million

**2019 revenue:** \$44.61 million

**2020 revenue:** \$44.85 million

Founded in 1877, QNB prides itself on its long history as a standalone financial institution serving Bucks, Lehigh and Montgomery counties. The Quakertown-based bank offers both personal and business services.

## 71 VSA INC.

2-Year growth rate: **6.07%**

**Industry:** Marketing

**Headquarters:** Haddon Township, New Jersey

**Top executive:** Valerie Schlitt, CEO

**Total employees:** 83

**Local employees:** 83

**2018 revenue:** \$4.63 million

**2019 revenue:** \$5.14 million

**2020 revenue:** \$5.2 million

From being launched in 2001 in a family room to having more than 100 employees, VSA has grown its business-to-business model steadily over the past two decades. The Haddon Township company offers lead generation, market research, list building, a call center and more to industries like health care, education, technology and logistics.

## 72 DORMAN PRODUCTS INC.

2-Year growth rate: **6.02%**

**Industry:** Automotive

**Headquarters:** Colmar

**Top executive:** Kevin M. Olsen, CEO

**Total employees:** 2,681

**Local employees:** 1,280

**2018 revenue:** \$973.7 million

**2019 revenue:** \$991.32 million

**2020 revenue:** \$1.09 billion

With more than a century of experience, Dorman Products is no stranger to meeting the needs of clients. The Colmar company creates replacement parts and solutions for cars and trucks, with the goal of decreasing repair costs for owners. Its products total more than 130,000.

## 73 GLOBUS MEDICAL INC.

2-Year growth rate: **5.3%**

**Industry:** Medical devices

**Headquarters:** Audubon

**Top executive:** David M. Demski, CEO

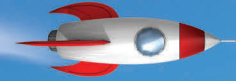
**Total employees:** 2,200

**2018 revenue:** \$712.96 million

**2019 revenue:** \$785.36 million

**2020 revenue:** \$789.04 million

According to the World Health Organization, some 1.71 billion people across the globe deal with musculoskeletal conditions. Impacting joints, bones, muscles and the spine, Audubon company Globus Medical creates solutions to these problems and has seen regular growth these past few years as a result.



## 74 INDEPENDENCE REALTY TRUST INC.

2-Year growth rate: **5.27%**

**Industry:** Real estate  
**Headquarters:** Philadelphia  
**Top executive:** Scott F. Schaeffer, chairman and CEO  
**Total employees:** 444  
**Local employees:** 15  
**2018 revenue:** \$191.23 million  
**2019 revenue:** \$203.22 million  
**2020 revenue:** \$211.9 million  
A real estate investment trust, the Philadelphia company owns and manages more than 17,000 apartments throughout the country. In July, the company announced the public offering of 14 million shares of common stock.

## 75 AMERICAN WATER WORKS CO. INC.

2-Year growth rate: **4.78%**

**Industry:** Utilities  
**Headquarters:** Camden, New Jersey  
**Top executive:** Walter Lynch, CEO  
**Total employees:** 7,000  
**Local employees:** 1,100  
**2018 revenue:** \$3.44 billion  
**2019 revenue:** \$3.61 billion  
**2020 revenue:** \$3.77 billion  
One of the largest publicly traded water and wastewater utility companies in the U.S., American Water Works provides drinking water, wastewater and related services to around 14 million people across 46 states.

## 76 GAMING AND LEISURE PROPERTIES INC.

2-Year growth rate: **4.6%**

**Industry:** Real estate  
**Headquarters:** Wyomissing  
**Top executive:** Peter M. Carlino, chairman and CEO  
**Total employees:** 560  
**2018 revenue:** \$1.05 billion  
**2019 revenue:** \$1.15 billion  
**2020 revenue:** \$1.15 billion  
A real estate investment trust, Gaming and Leisure Properties is a wholly owned subsidiary of Penn National Gaming. Its portfolio includes 50 gaming and related facilities across 17 states, including the Tropicana Atlantic City. Collectively, the 50 properties measure 25.3 million square feet and contain 15,000 hotel rooms.

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# SOARING 76 FASTEST GROWING COMPANIES (1-25)

RANKED BY TWO YEAR AVERAGE REVENUE GROWTH PERCENTAGE, 2018-2020

	Name / Prior rank (*new or not ranked) / URL	Address / Phone	Revenue growth percentage: 2-year average	Revenue 2020	Revenue 2019	Revenue 2018	Top executive(s)
1	<b>CleanSpace LLC</b> * cleanspaceus.com	607 Airport Blvd. Doylestown, PA 18902 267-245-0245	340%	\$63 million	\$35 million	\$5 million	Glenn VandeGrift
2	<b>OptiNose Inc.</b> * optinose.com	1020 Stony Hill Rd. Yardley, PA 19067 267-364-3500	216%	\$49.12 million	\$34.63 million	\$7.07 million	Peter Miller
3	<b>Tester Construction Group</b> * testerconstruction.com	1541 Ridge Ave. Philadelphia, PA 19130 267-457-5806	209.46%	\$45.99 million	\$29 million	\$6.3 million	Michael Tester
4	<b>Crumdale Partners LLC</b> ② crumdalepartners.com	555 E. Lancaster Ave. Radnor, PA 19087 610-280-4320	132.14%	\$16.5 million	\$11 million	\$3.5 million	Matthew Naylor
5	<b>Vybe Urgent Care</b> * vybe.care	6060 Ridge Ave. Philadelphia, PA 19128 215-999-1420	108.02%	\$20.3 million	\$10.2 million	\$4.7 million	Peter Hotz
6	<b>Yes Lender</b> * yeslender.com	1150 1st Ave. King of Prussia, PA 19406 888-937-5363	100.21%	\$5.16 million	\$4.01 million	\$1.48 million	Bret Dunlap Glenn Forman
7	<b>Spring EQ</b> ⑩ springeq.com	2929 Arch St. Philadelphia, PA 19103 888-978-9978	96.08%	\$30.77 million	\$17.16 million	\$8.06 million	Jerry Schiano
8	<b>Cohen &amp; Co. Inc.</b> * cohenandcompany.com	2929 Arch St. Philadelphia, PA 19104 215-701-9555	81.27%	\$130.11 million	\$49.67 million	\$49.39 million	Lester Brafman
9	<b>Adapthealth Corp.</b> ⑮ adapthealth.com	220 W. Germantown Pike Plymouth Meeting, PA 19462 610-630-6357	76.42%	\$1.06 billion	\$529.64 million	\$345.3 million	Luke McGee
10	<b>Amicus Therapeutics Inc.</b> * amicusrx.com	3675 Market St. Philadelphia, PA 19104 215-921-7600	71.44%	\$260.89 million	\$182.24 million	\$91.25 million	John Crowley
11	<b>Phenom</b> * phenom.com	300 Brookside Ave., Bldg. 18 Ambler, PA 19002 267-282-0098	69.64%	\$46.08 million	\$28.35 million	\$16.04 million	Mahe Bayireddi
12	<b>Venatorx Pharmaceuticals</b> * venatorx.com	74 E Swedesford Rd. Malvern, PA 19355 610-644-8935	64.7%	\$65.2 million	\$34.8 million	\$24.5 million	Christopher Burns
13	<b>Spherix Global Insights</b> ⑫ spherixglobalinsights.com	707 Eagleview Blvd. Exton, PA 19341 484-879-4284	64.03%	\$15.43 million	\$9.88 million	\$5.75 million	Jennifer Robinson
14	<b>Finpay</b> * finpay.net	700 S. Henderson Rd. King of Prussia, PA 19406 855-434-6729	63.19%	\$2.53 million	\$1.13 million	\$1.11 million	Tim Kowalski
15	<b>A-team Home Care Inc.</b> ④ ateampa.com	2 Park Ln. Feasterville, PA 19053 215-490-9994	60.52%	\$5.73 million	\$3.93 million	\$2.24 million	Irina Rabovetsky
16	<b>Greencastle Associates Consulting LLC</b> * greencastleconsulting.com	400 Chesterfield Pkwy. Malvern, PA 19355 610-640-9958	56.37%	\$10.3 million	\$8.3 million	\$4.4 million	Joe Crandall
17	<b>Integrichain</b> * integrichain.com	8 Penn Center Philadelphia, PA 19103 609-806-5005	53.99%	\$63.5 million	\$35.78 million	\$27.42 million	Kevin Leinger Joshua Halpern
18	<b>Huntingdon Valley Bank</b> * myhvb.com	2005 S. Easton Rd. Doylestown, PA 18901 215-947-1300	52.19%	\$30.69 million	\$18.55 million	\$13.35 million	Travis Thompson
19	<b>Hyperion Bank</b> ⑳ hyperionbank.com	199 W. Girard Ave. Philadelphia, PA 19123 215-789-4200	47.52%	\$11.28 million	\$9.11 million	\$5.32 million	Charlie Crawford
20	<b>Breakwater Accounting + Advisory</b> * breakwatercorp.com	1601 Concord Pike Wilmington, DE 19803 302-543-4564	47.04%	\$2.2 million	\$1.6 million	\$1.02 million	Lee Podolsky
21	<b>Health Union</b> ㉑ health-union.com	1218 Chestnut St. Philadelphia, PA 19107 484-985-9715	44.99%	\$62.21 million	\$40.92 million	\$29.66 million	Olivier Chateau
22	<b>Mavuno LLC</b> ㉒ mavunoharvest.com	4125 Whitaker Ave. Philadelphia, PA 19124 215-615-8251	37.08%	\$3.29 million	\$2.41 million	\$1.75 million	Phil Hughes
23	<b>Arora Engineers Inc.</b> ㉓ aroraengineers.com	61 Wilmington-West Chester Pike Chadds Ford, PA 19317 610-459-7900	35.59%	\$47.54 million	\$41.63 million	\$26.52 million	Manik Arora
24	<b>Essential Utilities Inc.</b> * essential.co	762 W. Lancaster Ave. Bryn Mawr, PA 19010 610-527-8000	35.28%	\$1.46 billion	\$889.69 million	\$838.09 million	Christopher Franklin
25	<b>Universal Display Corp.</b> * oled.com	375 Phillips Blvd. Ewing, NJ 08618 609-671-0980	34.81%	\$428.87 million	\$405.18 million	\$247.41 million	Steven Abramson

NOTES: New -new to the list; n/a- not available.

## ► CLOSER LOOK

### ABOUT THE LIST

Companies headquartered within Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, or Philadelphia in Pennsylvania; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean, or Salem in New Jersey; Kent or New Castle in Delaware were considered for this list. Additionally, we required companies to be independently owned without a parent company; be a for-profit business; have generated revenue of at least \$750,000 in 2018 and \$2 million in 2020; have sustained revenue growth from 2018 to 2020 - 2019 revenue must have been higher than 2018 and 2020 revenue must have been higher than 2019.

Privately held companies must have self-nominated during an open call through our nomination site, [www.bizjournals.com/philadelphia/nomination](http://www.bizjournals.com/philadelphia/nomination) and acknowledged and agreed to the publication of revenue data by completing the nomination process.

Publicly traded companies were also open to nominations but were predominantly identified through our publicly held companies List and must have met all other requirements.

### LIST METHODOLOGY

To determine the Soaring 76 final list, we considered the revenue growth over a three-year period from 2018-2020. Specifically, the final list rank came from averaging the percent change in revenue from 2018 to 2019 and the percent change from 2019 to 2020. Please refer to the company's footnote when the percentage appears to be tied.

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# SOARING 76 FASTEST GROWING COMPANIES (26-50)

RANKED BY TWO YEAR AVERAGE REVENUE GROWTH PERCENTAGE, 2018-2020

	Name / Prior rank (*new or not ranked) / URL	Address / Phone	Revenue growth percentage: 2-year average	Revenue 2020	Revenue 2019	Revenue 2018	Top executive(s)
26	<b>Accolade Inc.</b> * accolade.com	660 W. Germantown Pike Plymouth Meeting, PA 19462 206-926-8100	34.16%	\$170.36 million	\$132.51 million	\$94.81 million	Rajeev Singh
27	<b>The O'Connor Group</b> 21 tocgrp.com	3700 Horizon Dr. King of Prussia, PA 19406 484-325-5900	33.59%	\$4.28 million	\$4.01 million	\$2.5 million	Marcia O'Connor
28	<b>Eigen X LLC</b> 35 eigenx.com	170 N. Radnor Chester Road, #1 Radnor, PA 19087 855-344-3690	32.97%	\$15.2 million	\$11.2 million	\$8.6 million	Stanley Pittman
29	<b>Essential Properties Realty Trust Inc.</b> 17 essentialproperties.com	902 Carnegie Center Blvd. Princeton, NJ 08540 609-436-0619	31.26%	\$164.01 million	\$139.36 million	\$96.22 million	Peter Mavoides
30	<b>Storti Quality Services LLC</b> 23 stortiservices.com	1015 Virginia Dr. Fort Washington, PA 19034 844-478-6784	30.95%	\$8.9 million	\$7.1 million	\$5.2 million	Daniel Wagner
31	<b>PPB Capital Partners LLC</b> 26 ppbcapitalpartners.com	125 E Elm St. Conshohocken, PA 19428 484-278-4017	30.15%	\$2.5 million	\$2.2 million	\$1.5 million	Brendan Lake
32	<b>WSFS Financial Corp.</b> 36 wsfsbank.com	500 Delaware Ave. Wilmington, DE 19801 302-792-6000	28.29%	\$715.43 million	\$709.2 million	\$455.51 million	Rodger Levenson
33	<b>Results Repeat</b> * resultsrepeat.com	24 Veterans Sq. Media, PA 19063 215-995-3096	28.05%	\$2.77 million	\$2.18 million	\$1.69 million	Ellen Thompson
34	<b>Quaker Chemical Corp.</b> 61 quakerchem.com	901 E. Hector St. Conshohocken, PA 19428 610-832-4000	27.87%	\$1.42 billion	\$1.13 billion	\$867.52 million	Michael Barry
35	<b>Compas</b> * compasonline.com	3 Executive Campus Cherry Hill, NJ 08002 856-667-8577	26.6%	\$58.5 million	\$49.9 million	\$36.7 million	Jim Woodland Nicole Woodland- De Van Stan Woodland
36	<b>OPS Security Group</b> * opssecuritygroup.com	1500 S. Columbus Blvd. Philadelphia, PA 19147 888-406-6661	26.31%	\$14.62 million	\$11.14 million	\$9.18 million	Daniel Costa Mitch Gyger
37	<b>STP Investment Services</b> 73 stpis.com	44 W. Gay St. West Chester, PA 19380 610-363-5684	26.3%	\$19.52 million	\$13.27 million	\$12.58 million	Patrick Murray
38	<b>Medical Guardian</b> * Medical Guardian	1818 Market St. Philadelphia, PA 19103 800-313-1191	24.18%	\$71.12 million	\$62.01 million	\$46.39 million	Geoff Gross
39	<b>Grimley Financial Corp.</b> * grimleyfc.com	1415 Route 70 East Cherry Hill, NJ 8034 800-673-1414	23.75%	\$2.5 million	\$2.12 million	\$1.64 million	Charles Grimley
40	<b>G-squared Partners LLC</b> 43 gsquaredco.com	501 Office Center Dr. Fort Washington, PA 19034 215-789-9344	22.12%	\$6.19 million	\$5.5 million	\$4.18 million	Gene Godick Jonathan Cohen Steve Economou Keith Fisher
41	<b>Tabula Rasa HealthCare Inc.</b> 27 tabularasahealthcare.com	228 Strawbridge Dr. Moorestown, NJ 08057 866-648-2767	21.89%	\$297.22 million	\$284.71 million	\$204.27 million	Calvin Knowlton
42	<b>Tridium Inc.</b> 18 tridium.com	1650 Arch St. Philadelphia, PA 19103 484-588-6700	20.69%	\$7.3 million	\$5.78 million	\$5.02 million	Mark Redlus
43	<b>Evolution Financial Group</b> 16 evolutionfinancialgroup.net	1400 N Providence Rd Media, PA 19063 610-891-9700	20.56%	\$2.6 million	\$2 million	\$1.8 million	David Jacowitz
44	<b>EPAM Systems Inc.</b> 45 epam.com	41 University Dr. Newtown, PA 18940 267-759-9000	20.2%	\$2.66 billion	\$2.29 billion	\$1.84 billion	Arkadiy Dobkin
45	<b>Rehab Financial Group LP</b> * rehabfinancial.com	1062 Lancaster Ave. Rosemont, PA 19010 n/a	19.63%	\$6.08 million	\$4.77 million	\$4.26 million	Susan Naftulin
46	<b>Incyte Corp.</b> 60 incyte.com	1801 Augustine Cut-off Wilmington, DE 19803 302-498-6700	19.12%	\$2.67 billion	\$2.16 billion	\$1.88 billion	Hervé Hoppenot
47	<b>Wizehive</b> * wizehive.com	555 E. North Ln. Conshohocken, PA 19428 877-767-9493	18.33%	\$6.4 million	\$5.45 million	\$4.57 million	Carl Guarino Michael Levinson
48	<b>Vertex Inc.</b> 1 * vertexinc.com	2301 Renaissance Blvd. King Of Prussia, PA 19406 800-355-3500	17.28%	\$374.67 million	\$321.5 million	\$272.4 million	David DeStefano
49	<b>Jade Global</b> 2 * jadeglobal.com	1140 Welsh Rd North Wales, PA 19454 215-692-8223	17.28%	\$45.37 million	\$38.94 million	\$32.99 million	Rama Karanam
50	<b>Hamilton Lane</b> 67 hamiltonlane.com	110 Washington St. Conshohocken, PA 19428 610-934-2222	16.67%	\$341.64 million	\$274.05 million	\$252.18 million	Mario Giannini

1 Actual percent growth 2-year average is 17.280%.

2 Actual percent growth 2-year average is 17.276%

NOTES: New -new to the list; n/a- not available.

## ► CLOSER LOOK

### ABOUT THE LIST

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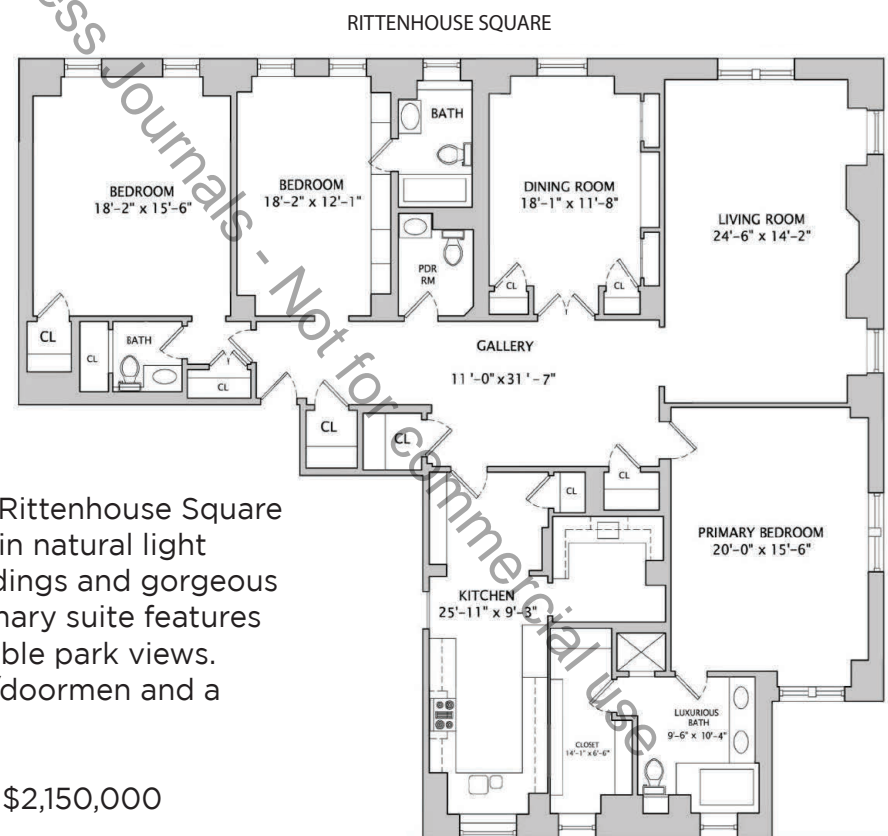
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# SOARING 76 FASTEST GROWING COMPANIES (51-76)

RANKED BY TWO YEAR AVERAGE REVENUE GROWTH PERCENTAGE, 2018-2020

	Name / Prior rank (*new or not ranked) / URL	Address / Phone	Revenue growth percentage: 2-year average	Revenue 2020	Revenue 2019	Revenue 2018	Top executive(s)
51	<b>Precis Engineering</b> 65 precisengineering.com	20 S. Maple St. Ambler, PA 19002 215-540-9800	15.79%	\$20.87 million	\$19.15 million	\$15.62 million	Robert Dick
52	<b>Campbell Soup Co.</b> * cambellsoup.com	Campbell Pl. Camden, NJ 08103 856-342-4800	14.88%	\$8.69 billion	\$8.11 billion	\$6.62 billion	Mark Clouse
53	<b>First Bank</b> 51 firstbanknj.com	2465 Kuser Rd. Hamilton, NJ 08690 609-528-4400	14.25%	\$75.91 million	\$62.36 million	\$58.4 million	Patrick Ryan
54	<b>Morgan Properties</b> 55 morganproperties.com	160 Clubhouse Rd. King of Prussia, PA 19406 n/a	12.49%	\$866.65 million	\$860.82 million	\$692.49 million	Mitchell Morgan
55	<b>Five Below Inc.</b> 56 fivebelow.com	701 Market St. Philadelphia, PA 19106 215-546-7909	12.33%	\$1.96 billion	\$1.85 billion	\$1.56 billion	Joel Anderson
56	<b>Blacktree Healthcare Consulting LLC</b> 71 blacktreehealthcareconsulting.com	1030 Continental Dr. King of Prussia, PA 19406 610-536-6005	12.29%	\$21.49 million	\$18.8 million	\$17.05 million	Nick Seabrook
57	<b>Evolution Energy Partners</b> 37 evolutionep.com	1 E Uwchlan Ave. Exton, PA 19341 877-280-4655	12.16%	\$4.72 million	\$3.9 million	\$3.78 million	Chuck Hurchalla
58	<b>West Pharmaceutical Services Inc.</b> * westpharma.com	530 Herman O. W. Dr. Exton, PA 19341 610-594-2900	11.91%	\$2.15 billion	\$1.84 billion	\$1.72 billion	Eric Green
59	<b>CompuData Inc.</b> * compudata.com	2701 Commerce Way Philadelphia, PA 19154 215-969-1000	11.43%	\$13.28 million	\$11.7 million	\$10.7 million	Angela Nadeau
60	<b>Traffic Planning And Design Inc.</b> * trafficpd.com	2500 E. High St. Pottstown, PA 19464 610-326-3100	11.24%	\$29.28 million	\$25.35 million	\$23.7 million	Kevin Johnson
61	<b>Cantaloupe Inc.</b> 63 cantaloupe.com	100 Deerfield Ln. Malvern, PA 19355 610-989-0340	10.99%	\$163.15 million	\$143.8 million	\$132.51 million	Sean Feeney
62	<b>Vault Communications Inc.</b> 69 vaultcommunications.com	610 W. Germantown Pike Plymouth Meeting, PA 19462 610-455-2755	10.71%	\$8.93 million	\$8.73 million	\$7.32 million	Kate Groark-Shields
63	<b>National Integrity Title Agency</b> 76 nationalintegritytitle.com	One Holtec Dr. Marlton, NJ 08053 866-994-9980	9.91%	\$5.69 million	\$5.61 million	\$4.74 million	George E. Duffield Sr. Fran Turchi
64	<b>Church &amp; Dwight Co. Inc.</b> * churchdwright.com	500 Charles Ewing Blvd. Ewing, NJ 08628 609-806-1200	8.73%	\$4.9 billion	\$4.36 billion	\$4.15 billion	Matthew Farrell
65	<b>InterDigital Inc.</b> * interdigital.com	200 Bellevue Pkwy. Wilmington, DE 19809 302-281-3600	8.16%	\$358.99 million	\$318.92 million	\$307.4 million	William Merritt
66	<b>Univest Financial Corp.</b> 1 * univest.net	14 N. Main St. Souderton, PA 18964 215-721-2400	7.6%	\$252.69 million	\$234.65 million	\$218.24 million	Jeffrey Schweitzer
67	<b>Fulton Financial Corp.</b> 2 * fult.com	1 Penn Sq. Lancaster, PA 17604 800-385-8664	7.6%	\$226.34 million	\$211.43 million	\$195.49 million	E. Philip Wenger
68	<b>Cubesmart</b> * cubesmart.com	5 Old Lancaster Rd. Malvern, PA 19355 610-535-5700	6.58%	\$679.18 million	\$643.92 million	\$597.94 million	Christopher Marr
69	<b>AmerisourceBergen Corp.</b> * amerisourcebergen.com	1 W. 1st Ave. Conshohocken, PA 19428 610-727-7000	6.34%	\$189.89 billion	\$179.59 billion	\$167.94 billion	Steven Collis
70	<b>QNB Corp.</b> * qnb.com	15 N. 3rd St. Quakertown, PA 18951 215-538-5600	6.16%	\$44.85 million	\$44.61 million	\$39.91 million	David Freeman
71	<b>VSA Inc.</b> 66 vsaprospecting.com	441 Station Ave. Haddonfield, NJ 08033 856-240-8100	6.08%	\$5.2 million	\$5.14 million	\$4.63 million	Valerie Schlitt
72	<b>Dorman Products Inc.</b> * dormanproducts.com	3400 E. Walnut St. Colmar, PA 18915 215-997-1800	6.02%	\$1.09 billion	\$991.33 million	\$973.71 million	Kevin Olsen
73	<b>Globus Medical Inc.</b> * globusmedical.com	2560 General Armistead Ave. Audubon, PA 19403 610-930-1800	5.31%	\$789.04 million	\$785.37 million	\$712.97 million	David Demski
74	<b>Independence Realty Trust Inc.</b> * irtliving.com	1835 Market St. Philadelphia, PA 19103 267-270-4800	5.27%	\$211.91 million	\$203.22 million	\$191.23 million	Scott Schaeffer
75	<b>American Water Works Co. Inc.</b> * amwater.com	1 Water St. Camden, NJ 08102 856-955-4001	4.78%	\$3.78 billion	\$3.61 billion	\$3.44 billion	Walter Lynch
76	<b>Gaming And Leisure Properties Inc.</b> * glpropinc.com	845 Berkshire Blvd. Wyomissing, PA 19610 610-401-2900	4.62%	\$1.15 billion	\$1.15 billion	\$1.06 billion	Peter Carlino

1 Actual percent growth 2-year average is 7.604%  
2 Actual percent growth 2-year average is 7.602%

NOTES: New -new to the list; n/a- not available.

## CLOSER LOOK

**ABOUT THE LIST**  
Companies headquartered within Berks, Bucks, Chester, Delaware, Lancaster, Lehigh, Montgomery, or Philadelphia in Pennsylvania; Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester, Mercer, Ocean, or Salem in New Jersey; Kent or New Castle in Delaware were considered for this list. Additionally, we required companies to be independently owned without a parent company; be a for-profit business; have generated revenue of at least \$750,000 in 2018 and \$2 million in 2020; have sustained revenue growth from 2018 to 2020 - 2019 revenue must have been higher than 2018 and 2020 revenue must have been higher than 2019.

Privately held companies must have self-nominated during an open call through our nomination site, [www.bizjournals.com/philadelphia/nomination](http://www.bizjournals.com/philadelphia/nomination) and acknowledged and agreed to the publication of revenue data by completing the nomination process.

Publicly traded companies were also open to nominations but were predominantly identified through our publicly held companies List and must have met all other requirements.

**LIST METHODOLOGY**  
To determine the Soaring 76 final list, we considered the revenue growth over a three-year period from 2018-2020. Specifically, the final list rank came from averaging the percent change in revenue from 2018 to 2019 and the percent change from 2019 to 2020. Please refer to the company's footnote when the percentage appears to be tied.

**NEED A COPY OF THE LIST?**  
Information for obtaining reprints, web permissions and commemorative plaques can be obtained from Sierra Quinn at [squinn@bizjournals.com](mailto:squinn@bizjournals.com).

**WANT TO BE ON THE LIST?**  
If you wish to be surveyed for other Lists, visit [philadelphia.lists.bizjournals.com/nominate](http://philadelphia.lists.bizjournals.com/nominate)

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