

PUGET SOUND BUSINESS JOURNAL

Home away from home
Homebuying may never be the same, and Redfin's CEO has a plan for that
PSBJ INTERVIEW, 38



HEALTH CARE

BEHIND THE NUMBERS

Sixty-one percent of Covid-19 deaths in Washington have been linked to long-term care facilities. The data get murky from there, however, and tracking the spread of the disease in those facilities has been difficult.

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AEROSPACE

BOEING CEO EAGER TO REOPEN



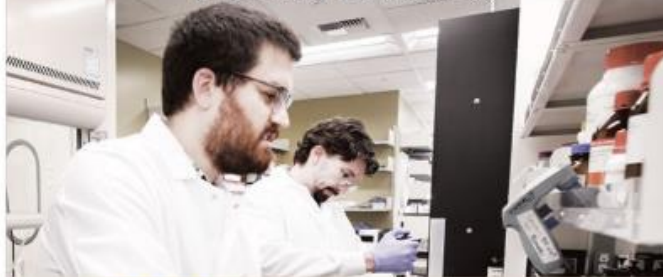
David Calhoun is confident the jet maker's Renton plant, which assembles

the 737 Max, will resume production sometime in May.

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PRIVATE COMPANIES

KINETA WAITS FOR ITS PUBLIC DEBUT



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REAL ESTATE

Developers ready to break ground

A trio of multifamily projects in Seattle will bring more than 700 units to the market, and many others are in the works.

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T H E L I S T

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LARGEST PRIVATE COMPANIES

PART I - RANKED BY 2019 REVENUE (1-25)

	Business name (prior rank) Website	Address Phone	Revenue 2019	Statewide employment 2019	Global employment 2019	Headquarters	Top local executive(s)
1	REI ¹ ② rei.com	6750 S. 228th St. Kent, WA 98032 800-426-4840	\$3.12 billion ²	3,363	14,967	Kent	Eric Artz, CEO and President
2	Saltchuk Resources ① saltchuk.com	450 Alaskan Way S., #708 Seattle, WA 98104 206-652-1111	\$2.8 billion	727	5,915	Seattle	Mark Tabbutt, Chairman
3	Zones LLC ③ zones.com	1102 15th St. SW, #102 Auburn, WA 98001 253-205-3000	\$2.36 billion	710	2,564	Auburn	Firoz Lajji, Chairman, CEO and Co-founder
4	Darigold Inc. ³ ④ darigold.com	5601 6th Ave. S., #300 Seattle, WA 98108 206-284-7220	\$2.3 billion	1,047	1,720	Seattle	Stan Ryan, CEO and President
5	SanMar Corp. ⑤ sanmar.com	22833 SE Black Nugget Rd. Issaquah, WA 98029 206-727-3200	\$1.94 billion ⁴	NA	4,000	Issaquah	Marty Lott, Founder and CEO Jeremy Lott, President
6	Slalom ⑥ slalom.com	821 2nd Ave., #1900 Seattle, WA 98104 206-438-5700	\$1.64 billion	1,529	7,777	Seattle	Brad Jackson, CEO
7	Savers LLC ⑦ savers.com	11400 SE 6th St., #220 Bellevue, WA 98004 425-462-1515	\$1.2 billion	1,627	21,494	Bellevue	Mark Walsh, CEO
8	Milliman Inc. ⑧ milliman.com	1301 5th Ave., #3800 Seattle, WA 98101 206-624-7940	\$1.19 billion	643	4,943	Seattle	Stephen White, CEO and President
9	URM Stores Inc. ⑨ urmstores.com	7511 N. Freya St. Spokane, WA 99217 509-467-2620	\$1.18 billion	2,065	2,876	Spokane	Ray Sprinkle, CEO and President
10	Russell Investments ⑩ russellinvestments.com	1301 2nd Ave., 18th Fl. Seattle, WA 98101 206-505-7877	\$1.1 billion	585	1,365	Seattle	Michelle Seitz, CEO and Chairman
11	Lease Crutcher Lewis ⑪ lewisbuilds.com	2200 Western Ave., #500 Seattle, WA 98121 206-622-0500	\$1.01 billion	700	900	Seattle	Bart Ricketts, CEO Jeff Cleator, President
12	Perkins Coie LLP ⑫ perkinscoie.com	1201 3rd Ave. Seattle, WA 98101 206-359-8000	\$934.8 million	NA	2,274	Seattle	Kristine Wilson, Bellevue Office Managing Partner James Williams, Seattle Office Managing Partner
13	GLY Construction Inc. ⑬ gly.com	200 112th Ave. NE, #300 Bellevue, WA 98004 425-451-8877	\$914.88 million	866	866	Bellevue	Ted Herb, CEO and President
14	BNBuilders ⑭ bnbuilders.com	2601 4th Ave., #350 Seattle, WA 98121 206-382-3443	\$768 million	511	623	Seattle	Brad Bastian, President and Co-founder
14	Moss Adams LLP ⑮ mossadams.com	999 3rd Ave., #2800 Seattle, WA 98104 206-302-6500	\$768 million	NA	3,338	Seattle	David Schilling, Regional Managing Partner, Washington
16	Harbor Foods Group ⑯ harborwholesale.com	3901 Hogum Bay Rd. NE Lacey, WA 98516 360-754-4484	\$727.1 million	610	720	Lacey	Justin Erickson, Owner and CEO
17	McKinstry Co. LLC ⑰ mckinstry.com	5005 3rd Ave. S. Seattle, WA 98134 206-762-3311	\$720 million	1,500	2,000	Seattle	Dean Allen, CEO
18	Continental Mills ⑱ continentalmills.com	18100 Andover Park W. Tukwila, WA 98188 206-816-7000	\$650 million	400	787	Tukwila	Andy Heilly, CEO and President
19	Apollo Sheet Metal Inc. dba Apollo Mechanical Contractors ⑲ apolliomech.com	1133 W. Columbia Dr. Kennewick, WA 99336 509-586-1104	\$586.7 million	890	2,021	Kennewick	Bruce Ratchford, CEO and President
20	Christensen Inc. ⑳ christensenusa.com	1060 Jordan Ave., #125 Richland, WA 99352 509-882-2115	\$550 million	295	327	Richland	Anthony Christensen, CEO and President
21	Pyrotek Inc. ㉑ pyrotek.com	705 W. 1st Ave. Spokane, WA 99201 509-926-6212	\$544.5 million ³	NA	2,437	Spokane	Allan Roy, CEO and Chairman Don Tang, COO and President
22	Denali Advanced Integration ㉒ denalial.com	17735 NE 65th St., #130 Redmond, WA 98052 425-885-4000	\$520 million	400	500	Redmond	Majdi Daher, CEO and Founder
23	Titus-Will Automotive Group ㉓ tituswillcars.com	3606 S. Sprague Ave. Tacoma, WA 98409 253-475-4151	\$504 million	700	700	Tacoma	James Will, CEO and President
24	Keller Supply Co. ㉔ kellersupply.com	3209 17th Ave. W. Seattle, WA 98119 206-285-3300	\$500 million	NA	410 ⁴	Seattle	Nick Keller, Executive Chairman
25	Mutual of Enumclaw Insurance Co. ㉕ mutualofenumclaw.com	1460 Wells St. Enumclaw, WA 98022 360-825-2591	\$459.81 million	375	409	Enumclaw	Eric Nelson, CEO and President

¹ REI is owned by 18 co-op members. Cooperatives are being considered for this year's list of private companies.

² In 2019, REI adopted the new Accounting Standard Update (ASU) No. 2014-09 or commonly known as ASC 606, "Revenue from Contracts with Customers" and other related amendments.

³ Headquartered in Seattle, Darigold Inc. is the marketing and processing subsidiary of the Northwest Dairy Association, which is owned by about 430 dairy farm families in Washington, Oregon, Idaho and Montana.

⁴ Hoovers

NOTES: NA – Not applicable, not available or not approved. ① – Not ranked on prior year's list

► CLOSER LOOK

\$43.8B

The 100 largest private companies on The List collectively reported revenue of \$43.8 billion in 2019, up from \$41.3 billion in last year's list. The Lemman family sold North Coast Electric Co. (ranked at No. 20 last year) to Paris-based electrical distributor, Sonepar USA on Feb. 25, 2019. Car Toys Inc. (ranked No. 8 last year), Sound Car & Truck Stores (ranked No. 35 last year), Aviation Technical Services Inc. (ranked No. 42 last year, Precept Wine (ranked No. 64 last year) and PSF Mechanical Inc. (ranked at No. 77 last year) declined to participate on this year's List.

COVID-19 UPDATE

On April 6, REI said it would keep all of its 162 retail locations closed and furlough roughly 14,000 employees without pay for 90 days due to the ongoing pandemic. REI's CEO Eric Artz said in a blog post and said that he and the Kent-based company's board would go without compensation for six months. About 25 percent of corporate staff at its Seattle headquarters will be laid off and workers who make above \$65,000 annually will see a 10 percent cut in wages.

ABOUT THE LIST

Information was supplied by individual companies through questionnaires, company websites and Hoovers, a third-party business database. The List includes private companies, partnerships and co-operatives with headquarters in Washington state. Information on The List could not be independently verified by the Puget Sound Business Journal. Only those that responded to our inquiries or had reliable information available elsewhere were listed. In case of ties, companies are listed alphabetically.

NEED A COPY OF THE LIST?

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To be surveyed when The List is updated, or to be considered for other Lists, email Deena Zaidi at dzaidi@bizjournals.com.

T H E L I S T

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LARGEST PRIVATE COMPANIES

PART III - RANKED BY 2019 REVENUE (51-75)

	Business name (prior rank) Website	Address Phone	Revenue 2019	Statewide employment 2019	Global employment 2019	Headquarters	Top local executive(s)
51	Aegis Living [®] aegisliving.com	415 118th Ave. SE Bellevue, WA 98005 425-861-9993	\$223 million	1,362	2,472	Bellevue	Dwayne Clark, CEO and Founder
52	Venture General Contracting LLC [®] venturesattle.com	1518 1st Ave. S., #400 Seattle, WA 98134 206-582-4500	\$213.5 million	165	165	Seattle	Matt Parent Jack Beaudoin, Partners
53	Kidder Mathews [®] kidder.com	601 Union St., #4720 Seattle, WA 98101 206-296-9600	\$212.02 million	367	900	Seattle	Brian Hatcher, President and COO Bill Frame, CEO Jeff Lane, Chairman
54	Columbia Hospitality Inc. [®] columbiahospitality.com	2200 Alaskan Way, #200 Seattle, WA 98121 206-239-1800	\$207 million	2,036	2,376 ¹	Seattle	John Oppenheimer, Founder and CEO
55	Cochran Inc. [®] cochraninc.com	12500 Aurora Ave. N. Seattle, WA 98133 206-367-1900	\$205.8 million	680	830	Seattle	LeeAnn Cochran, CEO
56	Electroimpact [®] electroimpact.com	4413 Chemsault Beach Rd. Mukilteo, WA 98275 425-348-8090	\$200 million ²	600 ³	500	Mukilteo	Peter Zieve, CEO
57	J.R. Abbott Construction Inc. dba Abbott Construction [®] abbottconstruction.com	3408 1st Ave. S. Seattle, WA 98134 206-467-8500	\$180 million	205	237	Seattle	Troy Stedman, CEO and President
58	Gerrard Beattie & Knapp LLC [®] gbk.com	1313 E. Pine St. Seattle, WA 98122 206-322-8940	\$179.75 million	NA	NA	Seattle	Fionnuala O'Sullivan, Owner and Designated Broker
59	Edifecs Inc. [®] edifecs.com	1756 114th Ave. SE Bellevue, WA 98004 425-435-2000	\$153 million	206	515	Bellevue	Sunny Singh, CEO and President
60	Ammex Corp. [®] ammex.com	1019 W. James St., #200 Kent, WA 98032 425-251-4000	\$152 million	40	259	Kent	Fred Crosetto, Founder and Chief Energizing Officer Keyo Gold, President
61	W.G. Clark Construction Co. [®] wgclark.com	1945 Yale Pl. E. Seattle, WA 98102 206-624-5244	\$150.83 million	187	187	Seattle	Mike Ducey, Chairman Scott Smith, President
62	Janicki Industries Inc. [®] janicki.com	1476 Moore St. Sedro-Woolley, WA 98284 888-856-5143	\$150 million	725	850	Sedro-Woolley	Peter Janicki, CEO and Co-founder John Janicki, President
62	Taco Time Northwest [®] tacotimenw.com	3300 Maple Valley Hwy. Renton, WA 98058 425-226-6656	\$150 million ⁴	NA	2,050	Renton	Robby Tonkin Chris Tonkin, Co-Presidents
62	Uwajimaya Inc. [®] uwajimaya.com	4601 6th Ave. S. Seattle, WA 98108 206-624-3215	\$150 million	430	500	Seattle	Denise Moriguchi, CEO and President
65	Nintex [®] nintex.com	10800 NE 8th St., #400 Bellevue, WA 98004 425-324-2400	\$147.3 million	176	550	Bellevue	Eric Johnson, CEO
66	The Foundation Group Investment Real Estate [®] tfgr.com	2621 Eastlake Ave. E. Seattle, WA 98102 206-324-1900	\$147 million	NA	20	Seattle	Alexis Rubenstein, Director of Operations and Property Management Bruce Kahn, Principal and Designated Broker
67	WE Communications [®] we-worldwide.com	225 108th Ave. NE, #600 Bellevue, WA 98004 425-638-7000	\$143.5 million	263	1,177	Bellevue	Melissa Waggener Zorkin, CEO and Founder
68	The Rush Companies [®] therushcompanies.com	6622 Wollochet Dr. NW Gig Harbor, WA 98335 253-858-3636	\$140 million	110	110	Gig Harbor	Matt Smith, President
69	NIC Global [®] nicglobalms.com	23518 63rd Ave. SE Woodinville, WA 98072 425-489-4300	\$139.6 million	225	510	Woodinville	Bridget Brewer, President
70	JTM Construction Inc. [®] jtm-construction.com	800 Maynard Ave. S., #101 Seattle, WA 98134 206-587-4000	\$133.91 million	183	138	Seattle	John Hayduk, President and Co-founder Tom Titus, COO and Co-founder Martin O'Leary, VP and Co-founder
71	OpenSquare [®] open-sq.com	5601 6th Ave. S., #470 Seattle, WA 98108 206-768-8000	\$130.06 million	NA	305	Seattle	Jeff Rospond, CEO and President
72	GM Nameplate Inc. [®] gmnameplate.com	2040 15th Ave. W. Seattle, WA 98119 206-284-2200	\$130 million	370	1,097	Seattle	Donald Root Greg Root, Co-chairs
73	Poe Construction Inc. [®] poeconstruction.com	1519 W. Valley Hwy. N., #103 Auburn, WA 98001 253-833-2400	\$127.5 million	80	80	Auburn	Wayne Williams, President
74	Alliance Packaging LLC/SP Holdings Inc. [®] alliancepackaging.net	1000 SW 43rd St. Renton, WA 98057 425-291-3500	\$127 million	287	400	Renton	Scott Younger, President
75	Hermanson Co. LLP [®] hermanson.com	1221 2nd Ave. N. Kent, WA 98032 206-575-9700	\$126.13 million	566	630	Kent	Rick Hermanson, CEO

¹ Post-Covid employment, the company had 1,400 team members go on furlough or be laid off, which is 45 percent of the company's total employment number for 2020. The company plans on bringing back most of them, if not all.

² Hoovers

³ LinkedIn

⁴ PSBJ estimate. Taco Time Northwest provided PSBJ a range of \$125 million to \$175 million.

NOTES: NA - Not applicable, not available or not approved; ® - Not ranked on prior year's list

► CLOSER LOOK

\$9.2B

The 100 largest private companies spanned different industries, with the construction sector collectively reporting a revenue of \$9.2 billion. A total of 60% of the private companies on The List are construction companies.

NEWCOMERS ON THE LIST

- Russell Investments
- Manson Construction Co.
- Westlake Associates Inc.
- VECA Electric & Technologies
- Paragon Real Estate Advisors
- Electroimpact
- Gerrard Beattie & Knapp LLC
- The Foundation Group Investment Real Estate
- The Conner Homes Group
- Peoples Bank
- Unify Consulting LLC
- Stay Alfred
- Soundbuilt Homes LLC
- Village Life
- Rafn Co.
- Shannon & Wilson Inc.

\$3.6B

The 14 newcomers on The List collectively reported revenue of \$3.6 billion in 2019, roughly 8% of the total revenue reported by the 100 companies on The List.

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