

# CRAIN'S LIST LARGEST MINORITY-OWNED FIRMS

Ranked by 2006 revenue\*

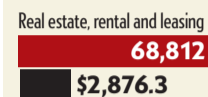
	Firm Address/phone/Web address	Top executive	2006 revenue (millions)	% change from 2005	Minority group of ownership	Year founded	No. of full-time employees worldwide as of 12/31/06	Description of business
<b>1</b>	<b>JOHNSON PUBLISHING CO.</b> 820 S. Michigan Ave., Chicago 60605 (312) 322-9200; www.ebonyjet.com	Linda Johnson Rice President, CEO	\$472.2	-4.8%	African-American	1942	1,515	Publishing, television production, cosmetics, consumer products
<b>2</b>	<b>HARPO INC.</b> 110 N. Carpenter St., Chicago 60607 (312) 633-1000; www.oprah.com	Oprah G. Winfrey Chairman	\$325.0	12.1%	African-American	1986	376	Television and film production, publishing, new media
<b>3</b>	<b>VELUCHAMY ENTERPRISES</b> 1213 Butterfield Road, Downers Grove 60515 (708) 449-2800; www.veluchamy.com	Pethinaidu Veluchamy Chairman, CEO	\$285.0	14.0%	Asian	1974	3,000	Direct marketing, banking, real estate
<b>4</b>	<b>FLYING FOOD GROUP LLC</b> 212 N. Sangamon St., Suite 1A, Chicago 60607 (312) 243-2122; www.flyingfood.com	Sue Ling Gin Chairman, CEO	\$250.0	25.0%	Asian	1983	3,050	Airline catering and prepared meals
<b>5</b>	<b>BALDWIN RICHARDSON FOODS CO.</b> 20201 S. La Grange Road, Suite 200, Frankfort 60423 (815) 464-9994; www.brfoods.com	Eric G. Johnson President, CEO	\$113.0	NC	African-American	1997	215	Manufacturer of sauces, condiments, toppings, syrups and fruit and specialty fillings
<b>6</b>	<b>ARIEL CAPITAL MANAGEMENT LLC<sup>1</sup></b> 200 E. Randolph St., Suite 2900, Chicago 60601 (312) 726-0140; www.arielmotualfunds.com	John W. Rogers Jr. Chairman, CEO	\$106.2	-15.4%	African-American	1983	105	Investment adviser
<b>7</b>	<b>SUTTON FORD INC.</b> 21315 Central Ave., Matteson 60443 (708) 720-8000; www.suttonford.com	Nathaniel K. Sutton President	\$90.0	-7.0%	African-American	1989	100	Auto dealership
<b>8</b>	<b>SAYERS 40 INC.</b> 1150 Feehanville Drive, Mount Prospect 60056 (847) 391-4040; www.sayers.com	Gale E. Sayers President, CEO	\$84.0	-16.0%	African-American	2003	69	Information technology products and services
<b>9</b>	<b>FSH COMMUNICATIONS LLC</b> 100 W. Monroe St., Suite 2101, Chicago 60603 (312) 269-9937; www.fshcommunications.com	Don Goens President	\$81.7	-0.6%	African-American	2003	186	Provider of payphone and prepaid card telecommunication services
<b>10</b>	<b>ADVANTAGE AUTO GROUP<sup>2</sup></b> 9510 W. Joliet Road, Hodgkins 60525 (708) 352-2400; www.advantagechev.com	Desmond Roberts President	\$80.8	16.7%	African-American	1999	175	Auto dealership
<b>11</b>	<b>EVANS FOOD GROUP LTD.</b> 4118 S. Halsted St., Chicago 60609 (773) 254-7400; www.evansfood.com	James Speake President	\$75.0	-6.3%	Hispanic	1947	392	Snack food manufacturer
<b>12</b>	<b>CAPSONIC GROUP LLC</b> 460 S. 2nd St., Elgin 60123 (847) 888-7300; www.capsonic.com	Gregory G. Liautaud President, CEO	\$61.0	-1.6%	African-American	1968	670	Manufacturer of plastic products and electro-mechanical switches
<b>13</b>	<b>AZTECA FOODS INC.</b> 5005 S. Nagle Ave., Chicago 60638 (708) 563-6600; www.aztecafoods.com	Arthur R. Velasquez Chairman, president, CEO	\$50.0	4.2%	Hispanic	1970	160	Food manufacturer
<b>14</b>	<b>TYSON MOTOR CORP.<sup>3</sup></b> 1 S.W. Frontage Road, Shorewood 60404 (815) 741-5530; www.tysonmotor.com	Anthony H. Blake President	\$36.0	38.5%	Hispanic	1986	47	Auto dealership
<b>15</b>	<b>ENVIRONMENTAL SYSTEMS DESIGN INC.</b> 175 W. Jackson Blvd., Suite 1400, Chicago 60604 (312) 372-1200; www.esdesign.com	Raj P. Gupta President	\$32.5	29.8%	Asian	1967	200	Engineering consulting
<b>16</b>	<b>LOOP CAPITAL MARKETS LLC</b> 200 W. Jackson Blvd., 16th floor, Chicago 60606 (312) 913-4900; www.loopcap.com	James Reynolds Chairman, CEO	\$32.0	26.0%	African-American	1997	71	Municipal bond underwriting; corporate bond and equity underwriting
<b>17</b>	<b>CASH &amp; CARRY GROCERIES INC.<sup>4</sup></b> 2844 W. Armitage Ave., Chicago 60647 (773) 486-5403	Arnulfo Vargas President	\$30.0	-8.8%	Hispanic	1982	32	Wholesale grocer, cigarette distributor, restaurant supplier
<b>18</b>	<b>QUINNOX INC.<sup>4</sup></b> 2056 Westings Ave., Suite 190, Naperville 60563 (630) 548-4800; www.quinnox.com	Anil Kumar Co-chairman, president	\$28.7	22.7%	Asian	2002	1,000	Information technology consultant
<b>19</b>	<b>INNOVATIVE SYSTEMS GROUP INC.</b> 799 Roosevelt Road, Bldg. 4, Suite 109, Glen Ellyn 60137; (630) 858-8500; www.innovativesys.com	Joselito C. Salas President, CEO	\$28.5	9.2%	Asian	1991	225	Information technology, project management consulting
<b>20</b>	<b>ELECTRONIC KNOWLEDGE INTERCHANGE CO.</b> 33 W. Monroe St., 17th floor, Chicago 60603 (312) 236-0903; www.eki-consulting.com	Robert Blackwell Jr. Diego Ferrer Co-CEOs	\$28.0	20.2%	African-American	1996	90	Information technology consulting
<b>21</b>	<b>BLACKWELL CONSULTING SERVICES INC.</b> 100 S. Wacker Drive, Suite 800, Chicago 60606 (312) 553-0730; www.bcsinc.com	Robert D. Blackwell Sr. Chairman, CEO	\$27.5	-36.1%	African-American	1992	204	Management and information technology consulting
<b>22</b>	<b>SEAWAY NATIONAL BANK OF CHICAGO</b> 645 E. 87th St., Chicago 60619 (773) 487-4800; www.seawaybank.us	Walter E. Grady President, CEO	\$26.1	5.0%	African-American	1965	235	Commercial bank
<b>23</b>	<b>CHRYSLER DODGE OF FOX LAKE<sup>5</sup></b> 91 S. U.S. Highway 12, Fox Lake 60020 (847) 497-4200; www.chryslerdodgeoffoxlake.com	Bryant Williams General manager	\$26.0	NA	African-American	1976	26	Auto dealership
<b>23</b>	<b>SYSTEM DEVELOPMENT INTEGRATION INC.</b> 180 N. LaSalle St., Suite 1500, Chicago 60601 (312) 580-7500; www.sdenterprises.com	David A. Gupta President	\$26.0	57.3%	Asian	1996	92	Information technology consultant
<b>25</b>	<b>CREATIVE PRINTING SERVICES INC.</b> 1701 Birchwood Ave., Des Plaines 60018 (847) 803-2800; www.creativepsi.com	Haves L. McNeal President, CEO	\$25.1	18.3%	African-American	1985	170	Commercial print manufacturer

## COMMON SECTORS

The most popular small-business industries in Chicago by race and their total annual payroll.

■ Number of firms ■ Annual payroll, millions

### TOTAL POPULATION



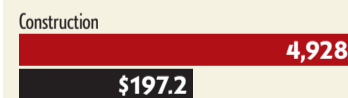
### AFRICAN-AMERICAN



### ASIAN



### HISPANIC



Data refers to the Chicago metropolitan statistical area. Includes companies without employees and those with paid employees. Payroll includes all forms of compensation, such as salaries, commission and vacation days. Source: U.S. Census Bureau's 2002 Survey of Business Owners

\*Includes companies based in Cook, DuPage, Kane, Lake, McHenry and Will counties that are at least 51% owned and operated by a minority. NC: No change. NA: Not available. Crain's estimates shown in gray. 1. Fiscal year ends in September. 2. American Chevrolet Inc. acquired Bolingbrook Chevrolet and Mancari Chrysler Jeep Dodge of Des Plaines and renamed company, 11/06. 3. Acquired Joliet Dodge Inc., 5/07. 4. Fiscal year ends in March. 5. Formerly Sandy McKie Chrysler Dodge; named changed 10/07.