

About Hoover's Handbook of Private Companies 2007

Privately held enterprises are major players in the US economy (giant food processor Cargill or insurer State Farm, for example), and our mission with this volume is to fill the information gap that exists around private enterprises. Publishing current, relevant information about nonpublic companies can be a challenge, as many of them see secrecy as a competitive strategy, but in this 12th edition of Hoover's Handbook of Private Companies, we have worked to compile the hard-to-find facts on 900 of the largest and most influential enterprises in the US.

As we did last year, we have dropped the past distinction between companies with in-depth profiles and those with shorter, capsule profiles. Some larger and more visible companies will continue to have an additional History section, but all companies will have up to 5 years of financial information, product information where available, and a longer list of company executives.

HOOVER'S ONLINE FOR BUSINESS NEEDS

In addition to the 2,550 companies featured in our handbooks, comprehensive coverage of more than 40,000 business enterprises is available in electronic format on our Web site, Hoover's Online (www.hoovers.com). Our goal is to provide one site that offers authoritative, updated intelligence on US and global companies, industries, and the people who shape them. Hoover's has partnered with other prestigious business information and service providers to bring you all the right business information, services, and links in one place.

We welcome the recognition we have received as the premier provider of high-quality company information — online, electronically, and in print — and continue to look for ways to make our products more available and more useful to you.

Hoover's Handbook of Private Companies is one of our four-title series of handbooks that covers, literally, the world of business. The series is available as an indexed set, and also includes *Hoover's Handbook of*

American Business, *Hoover's Handbook of World Business*, and *Hoover's Handbook of Emerging Companies*. This series brings you information on the biggest, fastest-growing, and most influential enterprises in the world.

We believe that anyone who buys from, sells to, invests in, lends to, competes with, interviews with, or works for a company should know all there is to know about that enterprise. Taken together, this book and the other Hoover's products and resources represent the most complete source of basic corporate information readily available to the general public.

HOW TO USE THIS BOOK

This book has four sections:

1. "Using Hoover's Handbooks" describes the contents of our profiles and explains the ways in which we gather and compile our data.

2. "A List-Lover's Compendium" contains lists of the largest and fastest-growing private companies. The lists are based on the information in our profiles, or compiled from well-known sources.

3. The company profiles section makes up the largest and most important part of the book — 900 profiles of major private enterprises, arranged alphabetically.

4. Three indexes complete the book. The first sorts companies by industry groups, the second by headquarters location. The third index is a list of all the executives found in the Executives section of each company profile.

As always, we hope you find our books useful. We invite your comments via phone (512-374-4500), fax (512-374-4538), mail (5800 Airport Boulevard, Austin, Texas 78752), or e-mail (custsupport@hoovers.com).

The Editors,
Austin, Texas,
December 2006

Green Bay Packers

On the frozen tundra of Lambeau Field, the Green Bay Packers battle for pride in the National Football League. The team, founded in 1919 by Earl "Curly" Lambeau, has been home to such football icons as Bart Starr, Ray Nitschke, and legendary coach Vince Lombardi. The Packers boast a record 12 championship titles, including three Super Bowl victories (its last in Super Bowl XXXI after the 1996 season). The team is also the only community-owned franchise in American professional sports, being a not-for-profit corporation with about 112,000 shareholders. The shares do not increase in value nor pay dividends, and can only be sold back to the team. No individual is allowed to own more than 200,000 shares.

Win or lose, Green Bay remains a very popular team: Regular season games have been sold out since 1960 and the waiting list for season tickets boasts more than 72,000 names. Nationally, the team regularly places near the top of popularity polls, and it is one of the top NFL teams in terms of merchandise sales.

The current success and popularity of the Packers is due in part to three-time MVP quarterback Brett Favre, who holds the league record for consecutive starts by a QB as well as several NFL passing records. However, retirement stories continue to dominate the headlines surrounding the ironman player as he enters his 15th season with the team.

Green Bay has also been working through changes in its front office in recent years. Head coach Mike Sherman was replaced after a dismal 2005 campaign by Mike McCarthy, formerly an assistant with the San Francisco 49ers. (Sherman had lost his position as general manager the previous year when Ted Thompson was hired from the Seattle Seahawks.) That same year John Jones was named president of the franchise, replacing Bob Harlan after 16 years. Under a succession plan, Harlan will continue to serve as chairman and CEO until 2007 when Jones takes over as president and CEO.

HISTORY

In 1919 Earl "Curly" Lambeau helped organize a professional football team in Green Bay, Wisconsin, with the help of George Calhoun, the sports editor of the *Green Bay Press-Gazette*. At 20 years old, Lambeau was elected team captain and convinced the Indian Packing Company to back the team, giving the squad its original name, the Indians. The local paper, however, nicknamed the team the Packers and the name stuck. Playing on an open field at Hagemeister Park, the team collected fees by passing the hat among the fans. In 1921 the team was admitted into the American Professional Football Association (later called the National Football League), which had been organized the year before.

The Packers went bankrupt after a poor showing its first season in the league and Lambeau and Calhoun bought the team for \$250. With debts continuing to mount, *Press-Gazette* general manager Andrew Turnbull helped reorganize the team as the not-for-profit Green Bay Football Corporation and sold stock at \$5 a share. Despite winning three straight championships from 1929-31, the team again teetered on the brink of bankruptcy, forcing another stock sale in 1935. With fortunes on and off the

field dwindling, Lambeau retired in 1950 after leading the team to six NFL championships (prior to the creation of the Super Bowl which pitted the NFL against rival American Football League). A third stock sale was called for that year, raising \$118,000. City Stadium (renamed Lambeau Field in 1965) was opened in 1957. In 1959 the team hired New York Giants assistant Vince Lombardi as head coach.

Under Lombardi, the Packers dominated football in the 1960s, winning five NFL titles. With players such as Bart Starr and Ray Nitschke, the team defeated the Kansas City Chiefs in the first Super Bowl after the 1966 season. Lombardi resigned after winning Super Bowl II and five NFL championships. He died in 1970 and football commissioner Pete Rozelle named the Super Bowl championship trophy the Vince Lombardi trophy. But the team again fell into mediocrity. Former MVP Starr was called upon to coach in 1974 but couldn't turn the tide before he was released in 1983.

Bob Harlan, who had joined the Packers as assistant general manager in 1971, became president and CEO in 1989. He hired Ron Wolf as general manager in 1991, who in turn hired Mike Holmgren as head coach early the next year. With a roster including Brett Favre, Reggie White, and Robert Brooks, the Packers posted six straight playoff appearances and won its third Super Bowl in 1997. A fourth stock sale (preceded by a 1,000:1 stock split) netted the team more than \$24 million.

After Holmgren resigned in 1999 (he left to coach the Seattle Seahawks), former Philadelphia Eagles coach Ray Rhodes tried to lead the team but lasted only one dismal season. In 2000 Mike Sherman, a former Holmgren assistant, was named the team's 13th head coach. Prompted by falling revenue, the team announced plans to renovate Lambeau Field, and voters in Brown County later approved a sales tax increase to help finance the \$295 million project. (The project was completed in 2003.) The next year Wolf retired and coach Sherman added general manager to his title. The team also signed quarterback Favre to a 10-year, \$100 million contract extension.

While Sherman managed to lead the team to the playoffs in four of his first five seasons, the Packers were a disappointing 2-4 in postseason play. The team hired Ted Thompson from Seattle in 2005 to take over the general manager duties. That season turned out to be one of the worst in recent team history, however, and Sherman was replaced as head coach by Mike McCarthy in 2006. That year John Jones was named president of the franchise, with Harlan becoming chairman and CEO.

EXECUTIVES

Chairman and CEO: Robert E. (Bob) Harlan, age 70
President and COO: John M. Jones, age 54
EVP, General Manager, and Director of Football Operations: Ted Thompson, age 53
Head Coach: Michael (Mike) McCarthy, age 42
Offensive Coordinator: Jeff Jagodzinski, age 42
Quarterbacks Coach: Tom Clements
VP Player Finance and General Counsel: Andrew Brandt, age 46

Director of Accounting: Duke Copp
Director of Administrative Affairs: Mark Schiefelbein
Director of College Scouting: John Dorsey, age 46
Director of Corporate Security: Jerry Parins
Director of Finance: Vicki Vannieuwenhoven
Director of Marketing and Corporate Sales: Craig Benzel
Director of Information Technology: Wayne Wichlacz
Director of Facility Operations: Ted Eisenreich
Director of Player Development: Edgar Bennett, age 37
Director of Premium Guest Services: Jennifer Ark
Director of Pro Personnel: Reggie McKenzie, age 43
Director of Public Relations: Jeff Blumb
Director of Research and Development: Mike Eayrs, age 55
Director of Retail Operations: Kate Hogan
Director of Ticket Operations: Mark Wagner
Corporate Counsel: Jason Wied
Manager of Community Relations: Cathy Dworak
Team Historian: Lee Rimmel, age 82
Human Resources Generalist: Nicole Chaloupka
Auditors: Wipfli Ullrich Bertelson LLP

LOCATIONS

HQ: The Green Bay Packers, Inc.
 1265 Lombardi Ave., Green Bay, WI 54304
Phone: 920-569-7500 **Fax:** 920-569-7301
Web: www.packers.com

The Green Bay Packers play at 72,601-seat capacity Lambeau Field in Green Bay, Wisconsin. The team holds its training camp at St. Norbert College in De Pere, Wisconsin.

PRODUCTS/OPERATIONS

Championship Titles

Super Bowl Championships
 Super Bowl XXXI (1997)
 Super Bowl II (1968)
 Super Bowl I (1967)
 NFC Championships (1996-97)
 NFC North Division (2002-04)
 NFC Central Division (1972, 1995-97)
 NFL Championships (1929-31, 1936, 1939, 1944, 1961-62, 1965)
 NFL Western Conference (1936, 1938-39, 1944, 1960-62, 1965-67)

COMPETITORS

Chicago Bears
 Detroit Lions
 Minnesota Vikings

HISTORICAL FINANCIALS

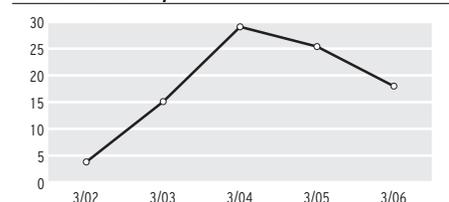
Company Type: Not-for-profit

Income Statement FYE: March 31

	REVENUE (\$ mil.)	NET INCOME (\$ mil.)	NET PROFIT MARGIN	EMPLOYEES
3/06	208	18	8.6%	150
3/05	200	25	12.7%	150
3/04	179	29	16.2%	150
3/03	153	15	9.9%	150
3/02	132	4	2.9%	150

Annual Growth	12.1%	47.5%	—	0.0%
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Net Income History



Green Hills Software

From the (seasonally) green hills of Santa Barbara comes Green Hills Software, an oasis for embedded systems developers. The company provides a variety of software tools for developers of embedded systems (combinations of microprocessors and components used in diverse products including disk drives, cellular phones, video games, braking, and avionics systems). Green Hills' products include real-time operating systems (INTEGRITY), development environments (MULTI2000), debugging devices, and optimizing compilers, as well as custom software development services. Green Hills Software was founded in 1982 by president and CEO Dan O'Dowd, who owns 97% of the company.

Customers include Boeing, Hewlett-Packard, and Motorola.

Rival Wind River Systems filed a patent infringement lawsuit against Green Hills Software in 2001, but dropped the suit in 2002. The competitors were back in court in early 2005, as Wind River sued Green Hills to force the termination of a 99-year cooperative agreement between the two companies. Green Hills and Wind River had agreed a decade earlier on cooperatively supporting joint customers, who used the software development tools of both companies for military contracts involving the F-15 and F/A-18 aircraft, among other projects. Green Hills fired back with an antitrust complaint against Wind River, saying its competitor was trying to monopolize the very specialized market. The two companies reached a legal settlement in mid-2005, with no money changing hands and Wind River providing object code for its VxWorks real-time operating system to Green Hills. The agreement means Wind River will extend to Green Hills the same kind of technical support it gives to its VxWorks customers.

Green Hills and Wind River are at cross purposes when it comes to open-source software, as well. As vendors of proprietary software development tools, the two companies had little commercial incentive to join in the industry trend toward incorporating the Linux operating system and various open-source utilities, developed by volunteer programmers around the world. Under a new CEO in early 2004, Wind River publicly embraced Linux and open source, striking a cooperative agreement with Red Hat, the leading distributor of Linux. Green Hills CEO Dan O'Dowd took the opposite tack, going on a public-relations campaign against open-source software, asserting in white papers distributed by his company that open-source software shouldn't be used in software developed for national-security programs. The reason? Enemies of the US and other Western powers could exploit the transparent nature of open-source software projects to insert malicious code. The solution? Using Green Hills Software tools, such as INTEGRITY PC, of course. While Green Hills primarily promotes its INTEGRITY real-time operating system for embedded software projects, the company does support Linux with certain tools.

EXECUTIVES

Vice Chairman: John B. (Jack) Douglas III, age 52
President and CEO: Daniel D. (Dan) O'Dowd, age 50
CFO: Jeffrey R. Hazarian, age 50
VP, Advanced Products: Craig Franklin, age 59
VP, Engineering: David Kleidermacher, age 36
VP, European Operations: Martin V. Nappi, age 48
VP, Marketing: Christopher Smith, age 45
VP, Sales: David Chandler, age 43
Director of Business Development, Aerospace and Defense: John Warther
Director of Business Development, INTEGRITY Product Line: Dan Mender
Director, Partner Programs: Robert (Rob) Redfield
European Director, Business Development: Jeremy Flann
Manager, Marketing Communications: Lynn J. Robinson
Auditors: Ernst & Young

LOCATIONS

HQ: Green Hills Software, Inc.
 30 W. Sola St., Santa Barbara, CA 93101
Phone: 805-965-6044 **Fax:** 805-965-6343
Web: www.ghs.com

Green Hills Software has offices in Australia, France, Germany, Israel, the Netherlands, Sweden, the UK, and the US.

PRODUCTS/OPERATIONS

Selected Products

Development Environments
 AdaMULTI2000
 MULTI2000
 Optimizing Compilers
 Optimizing Ada 95 Compiler
 Optimizing C Compiler
 Optimizing C++, Embedded C++ Compilers
 Optimizing FORTRAN Compiler

Real-time Operating Systems
 INTEGRITY
 ThreadX

Target Debug Devices
 Green Hills Probe
 Slingshot

Selected Services

Advanced debugging
 Consulting
 Custom compiler development
 Digital signal processor (DSP) software development
 Technical support

COMPETITORS

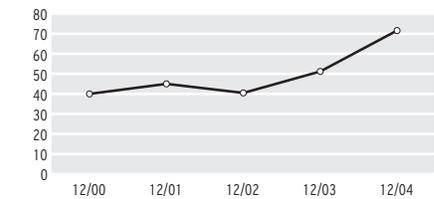
BSQUARE	QNX Software
Core Mobility	RadiSys
LynuxWorks	Red Hat
Mentor Graphics	Sun Microsystems
Microsoft	TimeSys
Mistral Software	VaST Systems
MontaVista Software	Wind River

HISTORICAL FINANCIALS

Company Type: Private

	FYE: December 31			
	REVENUE (\$ mil.)	NET INCOME (\$ mil.)	NET PROFIT MARGIN	EMPLOYEES
12/04	72	—	—	200
12/03	51	—	—	200
12/02	41	—	—	185
12/01	45	—	—	—
12/00	40	—	—	150
Annual Growth	15.7%	—	—	7.5%

Revenue History



Greenville Hospital System

Greenville Hospital System is a not-for-profit community hospital system serving South Carolina's "Golden Strip" (the I-85 corridor connecting Charlotte, North Carolina, and Atlanta). Founded in 1912 as a community hospital, the system today includes four acute-care hospitals (more than 1,100 beds), as well as a children's hospital, a cancer center, and a nursing home. Greenville Hospital System offers a full range of services, including a primary-care physician network, a health plan, and outpatient care. The company, which also operates a charitable foundation, has teaching affiliations with two medical schools and a research affiliation with Clemson University.

EXECUTIVES

President and CEO: Michael C. (Mike) Riordan, age 47
VP, Financial Services, CFO, and Treasurer: Susan Bichel
VP, Human Resources: Douglas Dorman
CIO: Doran Dunaway
Manager, Public and Community Relations: Robyn Zimmerman
Auditors: Ernst & Young LLP

LOCATIONS

HQ: Greenville Hospital System
 701 Grove Rd., Greenville, SC 29605
Phone: 864-455-7000 **Fax:** 864-455-6218
Web: www.ghs.org

Greenville Hospital System operates in South Carolina.

PRODUCTS/OPERATIONS

Selected Operations

Allen Bennett Hospital (Greer, acute care)
 Greenville Memorial Hospital (acute care)
 Hillcrest Hospital (Simpsonville, acute care)
 Marshall I. Pickens Hospital (Greenville, psychiatric care)
 North Greenville Hospital (Travelers Rest, acute care)
 Roger C. Peace Rehabilitation Hospital (Greenville, rehab)
 Roger Huntington Nursing Center (Greer, assisted living)

COMPETITORS

Bon Secours Health
 Health Management Associates
 Novant Health