

abd Insurance & Financial Services



Apple Computer



Blue Cross Blue Shield of Tennessee

Bally TECHNOLOGIES

BMI BROADCAST MUSIC, INC.



CATHOLIC EDUCATION FOUNDATION
Invest in Children™

BULLA



BROWN-FORMAN



CleanFish
fish you can trust

BUNGE

CITICORP



DARDEN RESTAURANTS



EMBASSY SUITES

Diners Club International

FedEx Express



FONTAINEBLEAU



Holiday Inn

iLOVETOCREATE™
A DUNCAN ENTERPRISES COMPANY

Hobie



KORBEL CALIFORNIA CHAMPAGNE



kraft foods

LOCKHEED MARTIN

Magnetek

mimeo.com™

monster
The world's leading career network.

M
RESORT • SPA • CASINO
LAS VEGAS

NCGA



NOVARTIS



PG&E Pacific Gas and Electric Company™



Princeville at Hanalei



Prudential



Santa Clara University

Sheraton HOTELS & RESORTS

SANTA FE INTERNATIONAL CORPORATION

smiths
Smiths Heimann

stamps.com™



SUNTRUST

Telewest

United Way

UNITED STATES POSTAL SERVICE



VA HEALTH CARE



WELLPOINT

WELLS FARGO



Growth Management Center's Clients, by Phase of Growth

These are the client companies we have supported since 1983

Captains of Industry

Apple Computer
Arbitron
Bally Technologies
Bank of America
Brown Forman Beverages
Bryan Foods
Bunge & Born
C.F. Braun, Inc.
Citicorp Consumer Banking Group
Cooper Tire and Rubber
Darden: Olive Garden/Red Lobster
Del Monte Foods - UK
Delco Electronics
Diners Club International
Embassy Suites - Corporate
Federal Express
First Interstate - Bank of Nevada
France Telecom
Harrah's Entertainment Inc.
Hewlett Packard
Holiday Inns, Inc. - Corporate
International Gaming Technology
Jack Daniels
Kraft Foods
La Quinta Inns & Suites
Magnetek Electric
Nevada Bell
Novartis Oncology
Pacific Bell
Pacific Gas and Electric
Prudential Bank
Russell Steel
Santa Fe International Drilling
Sheraton Hotels - Corporate
Smiths Detection
Sperry Top-Sider
Telewest UK - US West + TCI Cable
WellPoint
Wells Fargo Insurance Services
ZPS Závody Presného Strojirenství

Mid-market business

ABD Insurance Services
Acordia Insurance Services
Blue Cross of Tennessee
Broadcast Music Inc.
Draft Worldwide Direct Marketing
Ellison Technologies / Meritage
iLoveToCreate
Information Advantage
Kampgrounds of America, Inc
Lockheed Martin Finance Corporation
Mimeo.com
Monster.com
Old Kent Financial Corporation
Old Republic Title Insurance Company
P. Leiner Nutritional Products
Princeville Hotel & Resort
Protection One
Security Life Insurance
Stamps.com
Stations Casinos, Inc.
Sun Trust Bank Nashville
TeleAtlas N. A. Digital Mapping
Tradecard/GT Nexus/Infor
Washoe Health System

Emerging from entrepreneurship

Allegra - Vuarnet
Atlantic Federal West Virginia
Benefit Panel Services
Bongrain Fromage
CalNet Business Bank
Canned Foods Grocery Outlet
Correctional Medical Services
Creative Data Services
Faultless Starch
FM Productions Theatrical Services
Fontainebleau Resorts
Grand Casinos
Hale Lane Law Firm
HealthComm, Inc.
Help U Sell Orange County
Hobie Sports
In-and-Out Burger
Investors Thrift
J. Renee Fashion Shoes
Kemper Manufacturing, Inc.
Lattimore, Black, Morgan and Cain
M Resort
Mission Produce
Nevada Cancer Institute
Newtech Packaging Equip. France
Rusty Pelican Restaurants
Sugar Bowl Ski Area
Summit Health Psychiatric Hospitals
Tahoe Donner Association
Temps & Company
Transystems, Inc.
Viejas Tribal Enterprises

Entrepreneurship/startup

Advanced Receivables Strategies
Alliance Sales and Marketing
Anderson, Pearl et al
Arger Enterprises, Inc.
Argo Construction
BB&H
Beach Peoples' Easy Reader
Benefits Alliance
Bula, Inc
Catalyst Consulting Group
Christie Electric Theater Projection
Cipher Optics
Clayton, Williams & Sherwood
CleanFish
Custom Glass
Educational Field Studies
F.I.T. Australia
FN Realty Services
GMC Marketing s.r.o.
Good Nicks, Inc.
Granlibakken Resort
The Grove Consultants International
iShip.com
LeaseLoan.com
Logoitall.com
Longevity Clinic
Lorian Health
McKnight Manufacturing
Moneytree Lending
Montgomery Watson
Networked Insurance Agents
Porter's Ski & Sport
Preferred Reduction Services
Sierra High Technology Group
Sierra Pathology Associates
Silver Diner
SMW Machine Tool Systems
Taylor Family Auto Group
Tri-Win Printing & Direct Mail
Truckee Tahoe Lumber Company
Ward Young Architects

Trade or Professional Association

Associated General Contractors
Ca. Fdn. on Environment & Economy
California Wild Rice Association
California-Asia Business Council
Contractors Assn of Truckee Tahoe
Craft & Hobby Association
Credit Managers Association
Economic Dev. Agency of Western NV
Gaming Standards Association
Insurance Brokers & Agents of the West
Lumber Assn. of California & Nevada
NCGA Golf Assn / Poppy Hills
NAIOP - Nat. Assn. for Real Estate
Nat. Assn. for Housing/redevelopment
Nevada Hospital Association
Retail Association of Nevada
Sierra Business Council
Truckee Chamber of Commerce
Western States Petroleum Association

Not-for-profit

Catholic Education Foundation
CHP 11-99 Foundation
Creighton University
Forum for a Common Agenda
Full Circle Farm
Institute for the Future
J. Paul Getty Education in the Arts
Mammoth Lakes Housing, Inc.
National Judicial College
Nevada Rural Health Centers
North Tahoe Chamber of Commerce
Oakland School for the Arts
Pacific Crest Trail Association
Santa Clara University
Stanford Youth Solutions
Tahoe Forest Hospital Foundation
United Way of Northern Nevada
University of So. Cal. Dept. of Dentistry
Workforce Housing Authority of Tahoe
YMCA of the USA

Federal, State & Local Government

Airport Authority of Washoe County
California Board of Pharmacy
California Medical Board
City of Carson
City of Reno
City of Sacramento
City of Sparks
Humboldt Healthcare District
Incline Village General Improvement
Mayers Memorial Hospital
National Park Service
North Tahoe Public Utilities District
Regional Transportation Commission
State of Nevada - Consumer Services
Tahoe Forest Hospital
Tahoe Truckee Unified School District
Truckee Tahoe Airport District
UC Berkeley Chancellor's Office
University of Nevada Dept of Recreation
US Air Force - Travis AFB
US Postal Service
Veterans Health Administration

Categories have been determined arbitrarily by the client firm's competitive set, geographic scope of operations, management team profile and number of employees. Revenue, market capitalization and profitability rarely become criteria for this listing.