

# Staffing Industry REPORT™

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## America's Fastest-Growing Private Staffing Companies

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### Hire Dynamics, LLC

Suwanee, GA

2004 Revenue: \$17.4 million

2005 Revenue: \$31.0 million

Five-year Growth: 69.1%

Founded: 2001

Employees: 83

Commercial and professional staffing firm **Hire Dynamics LLC** is two for two in placing in the top 10 on the Fastest-Growing Staffing Companies list. This year, it moved up a notch to the No. 5 spot from No. 6 last year.

CEO Dan Campbell said the reason behind the steady revenue growth – done without any acquisitions – hasn't changed: a great internal team. "We make sure we overhire for key positions," he said. "We retain our in-house people." He adds, "We don't have turnover in people or clients."

Customers are a varied sort. One longtime client is Starbucks, Inc., for which Hire Dynamics supplies warehouse workers. Another light industrial client is Eagle Logistics.

About 65% of Hire Dynamics is commercial staffing – industrial and office-clerical, and call centers. On the professional side, the Hire Direct division does permanent placement and search; Hire Accountability provides accountants and finance personnel; and Hire Dynamics Rx supplies temporary pharmacists. "We definitely want to go deeper into professional," Campbell said.

In last year's article, Campbell predicted sales of \$30 million in 2005; in actuality, sales came in about \$1 million higher. For 2006, he predicts sales of \$44 million and is sticking to his goal of becoming a \$100 million staffing company by 2010.