

Minority-owned businesses

Ranked by local annual revenue

Rank	Prev. rank	Company Address	2003 local revenue 2003 total revenue	Owner/CEO Phone Web site	Minority classification % minority owned SERB qualified?	# of F-T local/total employees # of local/total locations	Notable local clients	Headquarters Year estab. locally % business: government/private	Type of business
1	NR	HERSHA HOSPITALITY MANAGEMENT (1) P.O. Box A New Cumberland, PA 17070	\$15.9 million \$32.29 million	K. D. Patel 770-2405 www.hershahotels.com	Indian 90% DNR	175/800 5/24	DNR	Fairview Township 1985 10%/90%	Hotel management
2	3	TRAVEL TIME TRAVEL AGENCY 525 Greenfield Road, P.O. Box 11115 Lancaster, PA 17605	\$10.09 million \$10.09 million	Shaun Balani 299-6600 www.trvltime.com	Indian 89% No	18/18 1/1	DNR	E. Lampeter Township 1977 0%/100%	Travel agency
3	2	POWELL STEEL CORP. 625 Baumgardner Road Lancaster, PA 17603	\$9.24 million \$17.92 million	Stephen L. Powell 464-2030 www.powellsteel.com	Black 100% DNR	84/85 2/2	R.T. Reynolds Inc., Stewart-Amos Inc., Turner Construction	Lancaster 1993 10%/90%	Structural steel and miscellaneous metals fabricator and erector
4	4	DAWOOD ENGINEERING INC. 2040 Good Hope Road Enola, PA 17025	\$2.9 million \$3.4 million	Bony R. Dawood 732-8576 www.dawoodeng.com	Asian-American 100% Yes	52/56 2/3	Real Source Development, Gannett Fleming Inc., Harrisburg Parking Authority	Hampden Township 1992 50%/50%	Civil engineering, geotechnical engineering, environmental services and surveying
5	5	CC JOHNSON AND MALHOTRA 4660 Trindle Road, Suite 301 Camp Hill, PA 17011	\$1.6 million \$8.1 million	S. Kumar Malhotra 730-4160 www.cojm.com	Indian 90% No	22/93 1/7	PennDOT, Pennsylvania Turnpike Commission	Columbia, Md. 1984 90%/10%	Engineering
6	6	NAVARRO & WRIGHT CONSULTING 151 Reno Ave. New Cumberland, PA 17070	\$1.4 million \$1.8 million	Paul J. Navarro 441-2216 www.navarrowright.com	Hispanic 51% Yes	35/40 1/4	Dauphin County Commissioners, Steelton Borough Authority, city of Harrisburg, Yingst Homes, McNaughton Homes, Kinsley Construction	New Cumberland 1996 33%/67%	Civil engineering and land surveying firm
7	NR	INTEGRATED CONTRACTORS, SUPPLIERS, AND CONSULTANTS 99 S. Cameron St. Harrisburg, PA 17101	\$1.13 million \$1.13 million	John Dunlap 233-5160 www.integratedcontractors.com	Black 83% Yes	51/51 1/1	Kinsley, Reynolds, Alexander Constructors, Susquehanna Area Regional Airport Authority - Harrisburg International Airport, Harrisburg School District, HERCO, Wohlsen	Harrisburg 1999 75%/25%	Construction
8	10	PENN STATE ELECTRIC SUPPLY CO. INC. (2) 211 W. James St. Lancaster, PA 17603	\$962,000 \$962,000	Raz Sugarwala 299-2090 www.pennstatefixture.com	Indian 100% Yes	5/5 1/1	McClure Co., Lobar Inc., G.R. Sponaugle & Sons Inc., Heim Co.	Lancaster 1996 20%/80%	Electrical supplies
9	NR	BVFR & ASSOCIATES 1300 Market St., Suite 200 Lemoyne, PA 17043	\$760,800 \$1.12 million	K. Jameson Lawrence 972-8300 www.bvfr.com	Black 100% DNR	1/2 1/3	Doucette Industries, Z-Band, FlatPlate Inc., ASI Inc., John F. Cope Co.	Lemoyne 1995 0%/100%	Investment banking/financial services
10	NR	N.C. MASONRY CO. P.O. Box 193 Wrightsville, PA 17368	\$500,000 \$500,000	Norman Carter 252-4306 NA	Black 100% No	6/6 1/1	Wohlsen, Hogg Construction	Wrightsville 1996 0%/100%	Masonry
11	NR	LAWSON DEMOLITION AND HAULING CO. 1025 Orange St. Steelton, PA 17113	\$300,000 \$300,000	John D. Lawson 939-1797 NA	Black 100% Yes	5/5 1/1	Penn State University, Wohlsen Construction, Alexander Constructors, Harrisburg International Airport, Dover High School	Swatara Township 1997 95%/5%	Selective demolition, dump trucks, janitorial service and supplies, commercial moving
12	NR	JONES MASONRY RESTORATIONS CORP 1370 Howard St. Harrisburg, PA 17104	\$250,000 \$600,000	Reamus Jones 233-8323 NA	Black 100% No	4/10 1/2	DNR	Harrisburg 1976 30%/70%	Contractor specializing in masonry restoration
13	11	THE COLEMAN GROUP 4811 Jonestown Road, Suite 229 Harrisburg, PA 17109	\$208,000 \$208,000	John E. Coleman 541-5061 www.fairwayhomeequity.com	Black 100% DNR	2/2 1/1	DNR	Lower Paxton Township 1990 0%/100%	Financial services
14	9	CLEARWATER SERVICES 2401 Forster St., P.O. Box 15657 Harrisburg, PA 17105	\$183,000 \$183,000	Bernard Johnson 238-5429 www.clearwater-services.com	Black 100% DNR	5/5 1/1	Penn National Insurance	Penbrook 1986 45%/55%	Window cleaning, pest control
15	NR	ROA DISTRIBUTORS 341 E. Liberty St. Lancaster, PA 17602	\$75,000 DNR	Jose Roa 295-9023 NA	Hispanic 100% DNR	3/3 1/1	DNR	Lancaster DNR DNR/DNR	Janitorial and cleaning supplies
16	12	TONY'S FASHIONS 14 S. Queen St. Lancaster, PA 17603	\$62,220 \$62,220	Cesar A. Luciano 392-0397 www.tfgold.com	Hispanic 100% DNR	2/2 1/1	DNR	Lancaster 1983 0%/100%	Retail store: clothing, shoes, 14-karat jewelry
17	NR	OLIVER BLISS DESIGN 880 Edmund Ave. York, PA 17404	\$60,000 \$60,000	Ophelia M. Chambliss 767-6480 www.opheliachambliss.net	Black 100% DNR	1/1 1/1	Susquehanna Communications, Harrisburg NAACP, African American Chamber of Commerce of Central Pa., York Graphic Services, Monotype Composition	Manchester Township 2001 0%/100%	Graphic design and illustration
18	NR	VITALLINK CONSULTING AGENCY 216 Maple Lane Mechanicsburg, PA 17055	\$12,600 \$12,600	Frederick W. Lovelace 795-9431 www.vitalinkconsulting.com	Black 100% Yes	1/1 1/1	DNR	Monroe Township 1994 0%/100%	Organizational development consulting

(1) Formerly Penn State Fixtures Inc.
DBA-Doing Business As DNR-Did Not Respond NA-Not Applicable NR-Not Ranked SERB-Socially and Economically Restricted Business, a program that promotes small and disadvantaged businesses by giving them opportunities to participate in state contracting

SOURCE: BUSINESS JOURNAL SURVEY
RESEARCHED BY JULIA LITTLETON

The Central Penn Business Journal's list of minority-owned businesses was limited to those located in Cumberland, Dauphin, Lancaster, Lebanon or York counties. Of the companies contacted, 24 responded by press time. Seven companies did not supply ranking criteria.

To get the 2004 Book of Lists on disk, visit the Business Journal's Web site at www.centralpennbusiness.com.