

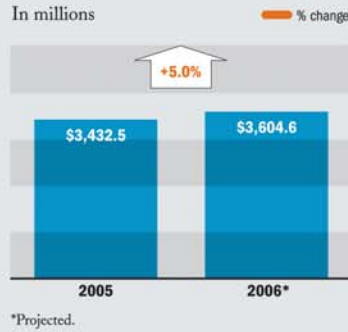
MINORITY-OWNED FIRMS SEEING GREEN THIS YEAR

THE 25 FIRMS ON *Crain's* list of largest minority-owned companies are projecting a collective 5% revenue increase in 2006. That would be a significant change from last year, when companies on the list projected an overall revenue dip of 6.1%.

Hudson Realty Capital, which is new to the list, is the biggest gainer in the latest ranking. The firm expects its revenues to rise 87% this year, to \$40 million.

The number of firms wholly or majority-owned by Hispanics or Latinos rose to 10 from nine last year, while the number of black/African-American firms fell to seven from nine.

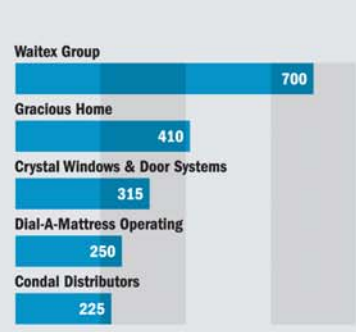
Total Revenues at Top 25



Biggest Gainers



Top Five in NYC Employees



JENNIFER CHIU

NY Area's Largest Minority-Owned Companies

Ranked by projected 2006 revenues

Rank	Company	Phone/Web site	Top executive	Projected 2006 revenues (in millions)	2005 revenues (in millions)	2005 NYC employees	2005 total employees	Year founded	% minority ownership, by race/ethnicity of owner(s)	Nature of business
1	Goya Foods Inc. ² 100 Seaview Dr. Secaucus, NJ 07096	(201) 348-4900 www.goya.com	Robert I. Unanue President	\$750.0	\$750.0	n/a	n/a	1936	Hispanic/ Latino: 100.0%	Food manufacturing, marketing and distribution
2	Palladium Equity Partners 1270 Sixth Ave. New York, NY 10020	(212) 218-5150 www.palladiumequity.com	Marcos A. Rodriguez Managing member	\$633.5	\$604.8	25	4,822	1997	Hispanic/ Latino: 51.0%	Private equity firm
3	FUBU the Collection 350 Fifth Ave. New York, NY 10118	(212) 273-3300 www.fubu.com	Daymond John Chief executive	\$370.0	\$355.0	100	150	1992	Black/African- American: 100.0%	Apparel and accessories
4	Bad Boy Worldwide Entertainment Group ² 1440 Broadway New York, NY 10018	(212) 381-1540 www.badboyonline.com	Sean Diddy Combs Chief executive	\$300.0	\$300.0	n/a	600	1993	Black/African- American: 100.0%	Full-service entertainment and marketing
5	Tecna Corp. ³ 1 International Blvd. Mahwah, NJ 07495	(201) 529-0410 www.tecnacorp.com	Sikander A. Durrani Chairman, chief executive	\$215.3 ⁴	\$208.1	0	447	1972	Asian: 100.0%	Manufacturing and exporting of industrial and aerospace products
6	By Design ⁵ 2400 83rd St. North Bergen, NJ 07047	(201) 649-9300 www.bydesignllc.com	Jay Lee President, chief executive	\$122.2	\$95.5	67	102	1994	Asian: 100.0%	Women's apparel wholesaler
7	Dial-A-Mattress Operating Corp. 31-10 48th Ave. Long Island City, NY 11101	(718) 472-1200 www.mattress.com	Napoleon Barragan Chairman, chief executive	\$120.0	\$109.0	250	320	1976	Hispanic/ Latino: 100.0%	Retail sale of mattresses and related bedding items
8	Bartlett Dairy Inc. 105-03 150th St. Jamaica, NY 11435	(718) 658-2299 www.bartlettny.com	Thomas Malave President	\$110.0	\$94.2	169	169	1990	Hispanic/ Latino: 80.0%	Dairy and food distribution
9	Condal Distributors Inc. ⁶ 531 Dupont St. Bronx, NY 10474	(718) 589-1100 www.condalfoods.com	Carmen Fernández President	\$99.0	\$99.0	225	250	1968	Hispanic/ Latino: 100.0%	Specialty wholesale food distribution
10	Waitex Group of Companies ⁷ 135 W. 36th St. New York, NY 10018	(212) 967-8100 www.waitex.com	Howard H. Li Chairman, chief executive	\$95.0	\$86.0	700	700	1981	Asian: 100.0%	Warehouse distribution and Internet fulfillment
11	Inner City Broadcasting Corp. 3 Park Ave. New York, NY 10016	(212) 447-1000 www.wbls.com	Pierre M. Sutton Chairman, chief executive	\$69.0	\$64.0	126	350	1971	Black/African- American: 100.0%	Radio broadcasting
12	ASI System Integration Inc. 48 W. 37th St. New York, NY 10018	(212) 736-0111 www.asisystem.com	Sonny Chabra President, chief executive	\$65.0	\$50.0	n/a	n/a	2005	Asian: 100.0%	Network and systems integration
13	Gracious Home 1220 Third Ave. New York, NY 10021	(212) 517-6300 www.gracioushome.com	Natan Wekselbaum President	\$65.0	\$63.0	410	415	1963	Hispanic/ Latino: 100.0%	Retail housewares, hardware and home furnishings
14	Huntington Chevrolet Inc. 370 Oakwood Road Huntington Station, NY 11746	(631) 427-0900 www.huntingtonchevy.com	Gregory Williams President	\$65.0	\$70.0	10	96	1999	Black/African- American: 100.0%	Auto dealership
15	Earl G. Graves Ltd. 130 Fifth Ave. New York, NY 10011	(212) 242-8000 www.blackenterprise.com	Earl G. Graves Sr. Chairman, publisher	\$60.7	\$59.5	97	97	1970	Black/African- American: 100.0%	Magazine publishing
16	Crystal Windows & Door Systems Ltd. ⁸ 31-10 Whitestone Expressway Flushing, NY 11354	(718) 961-7300 www.crystalwindows.com	Thomas Chen President	\$55.9	\$48.6	315	374	1990	Asian: 100.0%	Manufacturing of aluminum and vinyl windows and doors

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17	Imperial Construction Group Inc. ⁸ 505 N. Broad St. Elizabeth, NJ 07208	(908) 354-7400 www.imperialconstruction.com	<i>Frank Dominguez</i> President, chief executive	\$55.0	\$55.0	n/a	n/a	1986	Hispanic/ Latino: 80.0%	Construction management
18	Tri-Line Contracting 321 W. 44th St. New York, NY 10036	(212) 245-7402 www.trilinecontracting.com	<i>José Velazquez</i> President	\$55.0	\$50.0	75	75	2000	Hispanic/ Latino: 100.0%	General contracting and construction management
19	Lafayette 148 148 Lafayette St. New York, NY 10013	(212) 965-9606 www.lafayette148.com	<i>Shun Yen Siu</i> Chief executive	\$48.0	\$45.0	96	100	1995	Asian: 75.0%	Women's apparel wholesaler
20	Style Asia Inc. 101 Moonachie Ave. Moonachie, NJ 07074	(201) 460-9611 www.styleasia.net	<i>Asbok Pamani</i> President	\$45.0	\$33.0	4	24	1985	Asian: 100.0%	Importer and wholesale distributor of promotional gifts and general merchandise
21	Cox Nissan Inc. 3700 Boston Road Bronx, NY 10469	(718) 515-7300 www.coxnissan.com	<i>Keith Cox</i> President	\$43.0	\$39.4	72	76	2000	Black/African-American: 100.0%	Auto dealership
22	Gaseteria Oil Corp. 364 Maspeth Ave. Brooklyn, NY 11211	(718) 782-4200 —	<i>Marcello Porcelli</i> President	\$42.0	\$42.0	65	65	1975	Hispanic/ Latino: 97.0%	Gasoline stations, convenience stores, real estate
23	Island Ford Inc. 2385 Richmond Ave. Staten Island, NY 10314	(718) 494-0500 www.islandford.com	<i>Gil Chapman</i> President	\$41.0	\$50.0	75	75	1986	Black/African-American: 85.0%	Auto dealership
24	Hudson Realty Capital 381 Park Ave. South New York, NY 10016	(212) 532-3553 www.hudsonrealtycapital.com	<i>Spencer Garfield</i> Managing director	\$40.0	\$21.4	10	13	2003	Hispanic/ Latino: 30.0% Asian: 30.0%	Real estate fund manager
25	La Cena Fine Foods Ltd. ⁹ 4 Rosol Lane Saddle Brook, NJ 07663	(201) 797-4600 —	<i>Vincent P. Puig Jr.</i> Vice president	\$40.0	\$40.0	n/a	n/a	1963	Hispanic/ Latino: 100.0%	Food importers and distributors

Rush Communications of NYC Inc., which was included in the Top 25 list in 2005, declined to respond.

New York area includes New York City and Nassau, Suffolk and Westchester counties in New York, and Bergen, Essex, Hudson and Union counties in New Jersey. *Crain's New York Business* uses staff research, extensive surveys and the most current references available to produce its lists, but given the confidential nature of the information for many privately held minority-owned companies, it is not possible to identify and include every company that would qualify for the list. To qualify, a company must be a privately owned business headquartered in the New York area, and 51% or more of the firm must be owned by minorities. Minority race/ethnicities as defined and classified by the U.S. Census Bureau and Empire State Development are as follows: black/African-American (having origins in any of the black/African racial groups); Hispanic/Latino (Mexican, Puerto Rican, Dominican, Cuban, Central or South American of either Indian or Hispanic/Latino origin, regardless of race); Asian (having origins in any of the Far East countries, Southeast Asia or Indian subcontinent); American Indian/Alaskan Native (having origins in any of the original peoples of North, South or Central America and maintaining tribal affiliation or community attachment); and native Hawaiian/other Pacific Islander (having origins in any of the original peoples of Hawaii, Guam, Samoa or other Pacific Islands). 218 companies were contacted for this list, in some cases based on information from *Hispanic Business* and *Black Enterprise*. Information was supplied by the companies unless otherwise noted. In case of tied figures, companies are listed alphabetically. Revenue figures are for calendar year except where noted. 2006 revenue figures are estimates for companies with fiscal years ending in July through December of this year and are actual for companies with fiscal years ending in January through June, unless otherwise noted. n/a Not available. 1-Full-time and full-time-equivalent, as of Dec. 31. 2-Company declined to respond. Some information/figures are *Crain's* estimates based on other published information. 3-Fiscal year ends June 30. 4-Company estimate. 5-Fiscal year ends March 31. 6-Fiscal year ends April 30. 7-Fiscal year ends Sept. 30. 8-Company declined to respond. Some information/figures are *Crain's* estimates based on data provided by the company in 2005. 9-Fiscal year ends June 30. Company declined to respond. Some information/figures are *Crain's* estimates based on data provided by the company in 2005. Research: Denise Southwood and Adrienne Pasquarelli, with contributions from Lily Katz

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