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News Release

For Immediate Release

FLORIDA COMPANIES ON GROWTH “WATCH” LIST

— Entrepreneurial styles, corporate cultures
give these second-stage companies competitive advantages—

Venice, FL. Lightspeed Voice is among 50 statewide companies expected to see significant growth over the next several years. LIGHTSPEED VOICE was selected from more than 500 nominees for Florida Companies to WatchSM, a statewide program managed by economic development group GrowFL, in association with the Edward Lowe Foundation.

LIGHTSPEED VOICE’s management team, competitive market position and strong community involvement were among several factors that put them in contention for the award.

“These stand-out companies are all led by entrepreneurs, and have demonstrated their capacity and intent to grow,” said Dr. Tom O’Neal, executive director of the Florida Economic Gardening Institute and associate vice president for the University of Central Florida’s Office of Research and Commercialization. “They also all have critical intellectual property or a niche position that gives them a competitive edge in their markets,” he said.

Joining LIGHTSPEED VOICE on the Florida Companies to Watch list are the following Florida-based businesses:

3D Digital
A1A Solar Contracting, Inc
AdRizer
Amazing Explorers Academy
Azure Water Company
Big Top Brewing Company LLC
Boys Electrical Contractors
Captozyme Inc
Clickbooth.com, LLC
Cribb Philbeck Weaver Group
Dixie Belle Paint Co
Dougherty Manufacturing
GenCare Resources
Global ETS, LLC
Global Safety Management
Grimaldi Candy Company
Human Potential Healthcare Workforce Solutions, LLC
Hydra Engineering & Construction, LLC
Hydro-Dyne Engineering
Inspired Technologies
iProcedures

JAX Refrigeration, Inc.
Jaycon Systems
Just Ryt Foods, Inc
K. Parks Consulting, Inc. (KPC)
Lap of Love Veterinary Hospice
Lightspeed Voice
LiveTrends Design Group
Lukos
Madrid Engineering Group, Inc.
Marion Precision Tool, Inc
MICROJIG
Mini Doughnut Factory
MzeroA.com
Natural Vitamins Laboratory LLC
PropLogix
Raneys Inc
REDCON Solutions Group, LLC.
RedTeam Software
SawStreet LLC
Society+
Sorensen Moving and Storage
Spoleto My Italian Kitchen
Stickboy Creative
Up-Rev
Verdex Construction
Winco Mfg., LLC
Xplor Inc
Yachtico Inc.
Zennergy LLC

“This is a strong group of companies that deserve this special recognition given annually to the state's top second stage companies,” said Dr. O’Neal. Second-stage companies are defined as those with six to 150 full-time employees and between \$750,000 and \$100 million in annual revenue. There are many programs and incubators promoting start-up businesses; GrowFL is the only Florida program that focuses exclusively on second-stage companies.

“On behalf of our top-notch team of dedicated and caring professionals, who work day and night to ensure the ultimate satisfaction of our customers, and who are fully responsible for our company’s success, I want to say that we are deeply honored to have been chosen to be a part of this exclusive group of Florida-based companies who are truly making an impact in their communities”, said Brad Fuller, CEO of Lightspeed Voice. “On a personal level, while very excited and appreciative for this recognition, I am also humbled and grateful for the opportunity to serve our loyal customers across the country; we would be nothing without them.”

-MORE-

[Economic Impact of 50 Winning Companies](#)
[2017 Florida Companies to Watch Honorees](#)

\$391 million in total annual revenue in 2016
47 percent increase in total annual revenue in 2016 compared to 2015

1,948 full-time equivalent employees in 2016
48 percent increase in 2016 total employment compared to 2015
693 net new jobs projected for 2017

Increasing Impact

From 2013 through 2016, these companies generated more than \$1 billion in revenue and added more than 1,300 employees, reflecting a 137 percent increase in revenue and 219 percent increase in employment for the four-year period. That translates into a 30 percent annual growth rate for revenue and a 50 percent annual growth rate for employment.

These companies project continued growth in 2017, with a 53 percent revenue increase and 36 percent growth in employment compared to 2016. If their projections hold, these companies will have generated \$1.6 billion in revenue and added more than 2,000 jobs over the last five years — a 262 percent increase in revenue and 333 percent increase in jobs since 2013.

Companies named to the list will be officially recognized October 14, 2017 at the Straz, Tampa, FL.

For more information, visit growfl.com/fictw17.

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About Lightspeed Voice

Lightspeed Voice, founded in 2009, provides a subscription-based Unified Communications as a Service (UCaaS) cloud-hosted Voice-over-IP PBX telephone system for small to medium businesses, replacing both the customer's telephone system hardware and telephone service provider. Their flagship product, the PrismPBX, reduces the upfront cost of communications and infrastructure deployment by as much as 90%. It includes a suite over 50 cutting-edge business management tools into a flat-rate, all-inclusive package. The system is then managed by Lightspeed Voice's Florida-based team who are laser-focused on the customer experience and provide "over-the-top customer service" with an average satisfaction rating in excess of 98%. Learn more at www.lightspeedvoice.com.

About GrowFL

GrowFL was created in 2009 as an economic development program focused on assisting second-stage growth companies prosper in the state of Florida. By providing strategies, resources and support to second-stage companies for next level growth through Strategic Research, Peer Learning and Leadership Development, GrowFL helps companies overcome obstacles to growth and leads them towards prosperity. Based on the philosophy of Economic Gardening® — to grow existing businesses in a community, region or state — GrowFL, the Florida Economic Gardening Institute, is a critical component to the state's economic development strategy and Florida's entrepreneurial ecosystem. GrowFL is a statewide economic development organization certified by the National Center for Economic Gardening through the Edward Lowe Foundation. GrowFL has assisted more than 1000 companies through the Strategic Research and CEO Roundtable programs and recognized 300 successful entrepreneurs through the annual awards program, Florida Companies to Watch. Learn more at www.GrowFL.com.

About Edward Lowe Foundation

Established in 1985, the Edward Lowe Foundation is a national, nonprofit organization that supports entrepreneurship through research, recognition and educational programs, which are delivered through entrepreneur support organizations (ESOs). The foundation focuses on second-stage companies — those that have moved beyond the startup phase and seek significant, steady growth. In addition, the foundation has a mission of land stewardship and is committed to preserving the natural resources and historically significant structures at Big Rock Valley, its 2,000-acre home in southwest Michigan. Learn more at www.edwardlowe.org.