

Landrum Human Resources makes Florida Trend's list of top 200

Pensacola, Fla. –May 31, 2011–Landrum Human Resource Companies was the lone Pensacola-area business to make business magazine Florida Trend's annual list of the state's top 200 privately held companies.

Landrum has three divisions, which generated more than \$387 million in revenue in 2010, a 3.6 percent gain over 2009 and good enough to place Landrum 68th on the list of 200.

The company was founded in 1970 by H. Britt Landrum Jr., the company's current president and CEO. It has appeared on Florida Trend's list of top private firms for the past several years.

"We had a good year in 2010," Landrum Professional Vice President and COO Ted Kirchharr said Tuesday. "And that was a result of new sales brought on by quite a few new clients.

"We continue to do well with attracting professional practices, attorneys and doctors, and we're doing a lot of work with nonprofit agencies."

The three Landrum divisions, with about 100 employees, provide payroll and staffing services, benefits, health insurance, workers' compensation, payroll tax compliance and risk management along with professional consulting. The company currently manages 10,000 employees for more than 500 clients in 24 states.

The vast majority of the top private companies on Florida Trend's list are based in South and Central Florida.

The Pensacola area has many large, billion-dollar companies generating thousands of jobs, but they're headquartered in other states and not eligible for the Florida Trend list, said Bridgette Price, interim vice president for economic development at the Pensacola Bay Area Chamber of Commerce.

"That's why it's so important for us to focus on growing our own companies with headquarters here that have the ability to grow their businesses and bring in revenues from outside the area," she said.

Kirchharr said much of the company's 2010 growth was driven by clients needing help in dealing with national health care reform and with increased worker safety enforcement by the federal Occupational Safety and Health Administration.

One company in Fort Walton Beach and one in Destin also made the list of the top 200.

Payroll Management Inc, of Fort Walton Beach was number 113, turning in 2010 revenue of \$172.3 million, a 12 percent increase over its 2009 total of \$153.9 million.

And Destin-based Tropical Smoothie Café, number 150 on the list of 200, reported revenue of \$125 million, a 15.7 percent increase over its 2009 revenues of \$108 million.

To qualify for the list, the privately held companies must be headquartered in Florida with less than 80 percent of their ownership held by any single company.

Statewide, the top revenue-producing private company in Florida was Lakeland-based supermarket chain Publix, posting 2010 revenues in excess of \$25.3 billion.

There were no Northwest Florida companies to make the list of the 150 largest publicly held companies.

The top revenue-producing public company in the state for 2010 was International Assets Holding Corp. of Altamonte Springs. The company listed revenue of \$46.7 billion last year.