

Julia Balfour, LLC Named to the 37th Annual Inc. 5000 List of America's Fastest-Growing Private Companies.

Connecticut-based digital agency, Julia Balfour, LLC, is proud to announce its inclusion in the [2018 Inc. 5000 list](#) of the fastest-growing private companies in America.

This recognition comes just seven years after Julia Balfour, Founder and CEO of Julia Balfour, LLC, established the company in her backyard. Balfour's dream was to inspire clients to see potential in their digital environments and to work together to turn that vision into a reality. Now, the agency joins an elite group that, over the years, has included companies such as Microsoft, Oracle, Under Armour, Timberland, LinkedIn, Yelp, and Zillow.

"We are so proud to be on the Inc. 5000 list. When I started this company back in 2011, I used the Inc. 5000 list as a source for potential clients and a roadmap to profitability," expressed Balfour. "I studied each winner; researching their business models, teams, and growth patterns.

"I couldn't be more grateful to all of our clients for helping us reach this milestone," Julia added.

This year's Inc. 5000 induction comes after Julia Balfour, LLC has seen a three-year growth of over 400%, ranking the agency in the top 22% of nominees at number 1,129. In addition, the company has added 25% more positions over the last two years and more than doubled its office space by relocating headquarters from Lyme to East Haddam, CT in 2016.

"As we've grown, our team has used the Inc. 5000 list to forecast trends within the digital markets. Research is the foundation of what we do as a digital agency and we're so proud to join the elite group of companies we've been watching for so long," stated Caitlin Monahan, Head of Accounts who has been with Julia Balfour, LLC for five years.

To qualify for the award, companies must be privately owned, established and generating revenue in the first quarter of 2014 or earlier, and garnered revenue at a minimum of \$2 million in 2017.

"We've had our targets set on the Inc. 5000 list for years now," stated Alyssa Puzzo, Head of Content Strategy at Julia Balfour, LLC. "When you do your research, take calculated risks, and work hard, positive outcomes like these are great validators of our process."

JULIA BALFOUR, LLC

Julia Balfour, LLC is an integrated agency that specializes in print and digital marketing services for their enterprise and small business partners. Their unique approach to partnerships allows them to work alongside their clients or even function as their internal marketing department. The company uses a proven early adopter strategy to keep their products and services years ahead of the trends, including websites, intranets, video production, print, and social media campaigns. For more information about Julia Balfour, LLC, visit www.juliabalfour.com or [email us](#).

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Methodology

The 2018 Inc. 5000 is ranked according to percentage revenue growth when comparing 2014 to 2017. To qualify, companies must have been founded and generating revenue by March 31, 2014. They had to be U.S.-based, privately held, for profit, and independent—not subsidiaries or divisions of other companies—as of December 31, 2017. (Since then, a number of companies on the list have gone public or been acquired.) The minimum revenue required for 2014 is \$100,000; the minimum for 2017 is \$2 million. As always, Inc. reserves the right to decline applicants for subjective reasons. Companies on the Inc. 500 are featured in Inc.'s September issue. They represent the top tier of the Inc. 5000, which can be found at inc.com/inc5000

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The Inc. 5000 is a list of the fastest-growing private companies in the nation. Started in 1982, this prestigious list of the nation's most successful private companies has become the hallmark of entrepreneurial success. The Inc. 5000 Conference & Awards Ceremony is an annual event that celebrates their remarkable achievements. The event also offers informative workshops, celebrated keynote speakers, and evening functions.

For more information on Inc. and the Inc. 5000 Conference, visit conference.inc.com