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IGM Commercial fire and electrical systems NAMED ONE OF THE NATION'S FASTEST-GROWING COMPANIES IN UNDER-RESOURCED COMMUNITIES
Hagerstown, MD Washington DC, based MD, DC Electrical Contractor ranks # 90 on Initiative for a Competitive Inner City's annual Inner City 100 list

Hagerstown, MD Washington DC 2023– IGM Commercial fire and electrical systems announced today that it has been named a winner of the 2023 Inner City 100 (IC100) awarded by [Initiative for a Competitive Inner City](#) (ICIC). Since 1999, ICIC has identified and celebrated the 100 fastest-growing businesses in under-resourced communities in the U.S. through the IC100 award.

The 2023 IC100 winners were evaluated based on revenue growth during the four-year period from 2018 to 2022. IGM Commercial fire and electrical systems led by Ian Marriott CEO was ranked # 90 on the list based on its four-year revenue growth rate of 35.8%.

Building our extended family one customer at a time.

This year's IC100 list was unveiled during an awards ceremony at ICIC's 2023 Annual Conference held in Miami on December 12th. The full list of 2023 IC100 award winners is available [here](#).

Steve Grossman, CEO of ICIC, stated: "In 2023, small business owners redefine success amidst funding, economic, and societal challenges. Their journey is marked by resilience, seizing opportunities, and fostering community bonds. The 2023 Inner City 100 award winners used innovation and collaboration to not only survive but thrive. They pivoted, adapted, and transformed their businesses, embodying the entrepreneurial spirit. We applaud their grit and determination and stand in awe of their achievements."

From 2018 to 2022, the 2022 Inner City 100 companies averaged 454% revenue growth and created 2,781 total jobs. Of these 100 winners, 57% are BIPOC-owned/led, and 50% are woman-owned/led, the latter of which ties last year's record high-number in the program's 25-year history.

2023 IC100 Winners by the Numbers:

Cities Represented:	54
States Represented:	26
Industries Represented:	23
Woman-Owned/Led:	50%
BIPOC-Owned/Led:	57%
Veteran-Owned/Led:	3%
LGBTQ+-Owned	4%
First-Time Winners:	31%
Hall of Famers (won IC100 5 or more times)	24%
Average Four-Year Revenue Growth Rate:	454%
Average 2022 Revenue:	\$12M
Total Jobs Created (2018-2022):	2,781

Nominations are now open for the 2024 IC100! If you know a business located in an under-resourced community that meets the revenue qualifications outlined [here](#), nominate them using [this form](#) or email InnerCity100@icic.org.

IC100 Methodology: Recognizing that concentrated poverty exists within metropolitan areas outside of big cities (and that poverty overall is suburbanizing), ICIC has revised its definition of an inner city (or under-resourced area) to encompass large areas of concentrated poverty in suburbs and smaller central cities as well as the large cities on which it has historically focused. The new “inner city” definition that ICIC has developed includes large low-income, high-poverty areas located in the urban and suburban parts of all but the smallest metropolitan areas. Every year, ICIC identifies, ranks, and awards the 100 fastest-growing businesses located in America’s under-resourced communities. In 2023, companies were selected and ranked by revenue growth over the four-year period between 2018 and 2022.

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About Initiative for a Competitive Inner City (ICIC):

Initiative for a Competitive Inner City (ICIC) is the widely recognized authority on accelerating small business growth in under-resourced communities. ICIC drives inclusive economic prosperity through focused technical assistance and world-class research. Founded by renowned Harvard Business School professor Michael Porter in 1994 as a research and strategy organization, today ICIC drives inclusive economic prosperity in under-resourced communities through innovative research and programs to create jobs, income, and wealth for local residents. Learn more at www.icic.org.