



CoreMEDICAL GROUPSM

The Best in Healthcare Staffing

Third Fastest - CoreMedical Group



Monique Ricker and Armand Circharo Jr.

Three-Year Growth Rate: 43.7%
Product/Service: Health care staffing
President and CEO: Armand L. Circharo Jr.
Founded: 1999
Headquarters: 2 Keewaydin Drive, Salem, NH 03079
Number of Employees: 85 (400+ temporary)
Web Site: www.coremedicalgroup.com

For the third consecutive year, CoreMedical Group finds itself among the fastest growing companies on the Private 100 list—a position they don't seem ready to relinquish anytime soon. At a time when hospitals and health care facilities are scrambling to find medical staff and the nursing crisis continues to grow, CoreMedical's staffing services are in high demand. The firm places health professionals across the country.

The demand for nurses has reached a point that CoreMedical's clients are calling the company to increase their pay rates to attract applicants. "Some institutions have reached the point where they can't maintain adequate staffing levels," says Armand L. Circharo Jr., president and CEO. "That's a bellwether indication of where the industry is heading."

"It's an opportunity market. The drivers are non-economic; they're demographic. We have a business model that allows us to maximize that opportunity," Circharo says. That business model includes having separate teams for finding accounts and cultivating nurses and other medical professionals to fill the needs of clients.

While CoreMedical is among the fastest growing companies on the list, Circharo says its growth was actually hampered by its former location. It didn't have the physical space for the additional sales representatives it needed. That changed in May when the company moved from its 6,000-square-foot facility in

Windham to its new 17,000-square-foot home in Salem.

"We should get seven to 10 years out of this building," says Monique J. Ricker, vice president of sales, adding that CoreMedical has an option to grow into another wing of the building in five years.

Another growth obstacle is the U.S. government's restrictions on visas as the international market is a major source for nursing professionals, Circharo says. "We have 300 nurses in the international pipeline," he says, explaining there are no available visas to bring them to the United States. "It should have been the fastest growing part of our business." Circharo says there is expected to be an infusion of new visas in October and he believes CoreMedical will be able to secure approximately 60 of those.

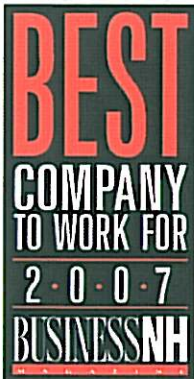
CoreMedical recently started Core Respiratory, which places respiratory medical professionals nationally—a field with growing demand. "That will have a big impact on our business next year," Circharo says. With the new facility, the prospect of visas becoming available and a new business division, CoreMedical is expecting significant sales growth in the coming year.

Growth in its core service lines—nursing, allied contracts and permanent placement—is expected to boost sales by 20 to 30 percent this year into the \$50 million range, Circharo says. ■

Named one of 2007 Semi finalists for Best Companies to Work For.

Paring the pool of Best Companies to Work For applicants down to 20 semi-finalists is challenging enough given the quality of employers in the Granite State. Choosing 10 from those 20 is even more daunting as each has demonstrated traits that go above and beyond your average employer.

Each of the 20 companies opened their doors to our judges, giving us a tour of their facility and interviews with their CEOs and employees. We salute these 10 semi-finalists for the excellent company cultures they have created.



Core Medical Group

Employees at the Salem health care staffing firm understand what it takes for a company to recruit quality employees — benefits and a stellar corporate culture. Core Medical gives its 89 employees three weeks' vacation at the time of hire and four weeks after five years of service. Employee performance is also rewarded in numerous ways, from a monthly performance bonus up to \$1,000 to a "Club CoreMed" award for superior performance, which comes with a five-day all-inclusive Caribbean vacation for two that doesn't count toward earned time off. A new benefit in 2008 gives \$120 above the health plan reimbursement to employees who work out regularly.