



## **NELSON FAMILY OF COMPANIES CONTINUES DOUBLE-DIGIT REVENUE GROWTH**

### **Q1 Financials Show 13.7% Gain, Led by Two Strong Divisions**

**Sonoma, Calif. May 21, 2007** – The Nelson Family of Companies, the largest independently held human capital solutions company in Northern California, announced record Q1 revenues of \$99.6 Million, a growth of 13.7% over the previous year.

The double-digit growth was anchored by two strong divisions within the Nelson Family of Companies: the WorkforceLogic division, which grew 18%, and the Nelson Technology division, which posted a 26.6% gain.

“Market demand for workforce management and IT recruiting are particularly strong, and we are performing well in the rest of our divisions, too,” said Gary D. Nelson, CEO and Chairman of the Nelson Family of Companies. “The companies in our portfolio have all become leaders in the staffing and workforce management industry as we continue to listen to our customers and incorporate their feedback into our strategic planning. As our first quarter results show, we’re firing on all cylinders.”

Nelson’s WorkforceLogic division grew revenues 18% over the previous year to contribute \$71.6 Million—demonstrating the increased value of risk mitigation, talent acquisition management and contingent workforce planning among large companies. The Nelson Technology division, with Q1 revenues of \$4.3 Million, showed impressive growth of 26.6% over the previous year, highlighting the strong IT recruiting market. Nelson & Associates division, which provides financial recruiting services, grew 8.5% over the same period last year to record quarterly revenues of \$5.4 Million, while the Nelson Staffing division recorded revenues of \$18.1M as demand for office workers held steady.

The Nelson Family of Companies recently announced record revenues of \$377 million for their 2006 fiscal year.

## **About the Nelson Family of Companies**

The Nelson Family of Companies was founded in 1970 by Chairman and CEO Gary D. Nelson, and is headquartered in Sonoma, CA. According to Staffing Industry Analysts, the company has grown into the 64<sup>th</sup> largest staffing company in the United States and is the largest independent human capital solutions company in Northern California. This solid growth recently culminated in record revenues of \$377 million in 2006. The Nelson Family of Companies has been ranked as one of the "Best Places to Work" in the Greater Bay Area for the second year in a row according to an employee survey done by the publishers of the *San Francisco Business Times* and *Silicon Valley/San Jose Business Journal*.

The businesses within the Nelson Family of Companies include

- **Nelson and Associates:** Provides full-time and executive search placement, as well as consultant and temporary professionals in the financial area.
- **Nelson Technology:** Provides full-time and contract recruiting in all technology areas including programming, project management, product management, testing, quality assurance, and technology architecture.
- **Nelson Staffing:** Provides consultant, executive, full-time and temporary talent in a broad range of career areas including winery operations, game software testing, legal, office administration, hospitality, customer service, marketing, non-profit, human resources, business development, and sales.
- **NelsonJobs:** Northern California's premier job board.
- **WorkforceLogic:** Is an innovative workforce management company that provides software and services focused on risk mitigation, talent acquisition management, and contingent workforce planning.
- **HRhome:** Is an online resource for HR professionals created by HR professionals

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