

KANSAS CITY'S BUSINESS MAGAZINE

INGRAM'S

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CORPORATE THE 20TH YEAR REPORT 100

SUNLIGHT SAUNAS CLAIMS THE TITLE
AS KC'S FASTEST GROWING BUSINESS

Kansas City's Top 10 Fast-Growth Companies

JULY 2005





NUMBER ONE

Front row: Amber Hilt, Chris Zinnecker and Trish Allums.
Back row: Jason Kort, Connie Zack, Aaron Zack and Sharon Terry.

SUNLIGHT SAUNAS

1st YEAR

Gross Revenue: 2004: \$6,904,553 2001: \$188,251 **Growth** 3,567,738% **Full-time employees:** 15

Don't expect Aaron and Connie Zack and their staff at Sunlight Saunas to celebrate their top ranking in the 2005 Corporate Report 100 list with a kick-back in the sauna, a cold beverage and a relaxed attitude. Oh, the sauna and cold beverage may occur—probably will—but this group of entrepreneurs plans to be back on the list next year and knows that it will take more hard work. Sunlight Saunas designs and sells infrared saunas with 80 percent of the company's sales coming through the Internet. Sunlight Saunas also has distributors in Australia, Hungary, Sweden, New Zealand and Canada. One of the keys to growth is their focus on research and development, which keeps them at the forefront of sauna technology. They recently completed a clinical study to test the benefits of far infrared therapy, which should support the medical benefits of owning a spa. Another platform for growth is www.sunlightspa.com, which has all kinds of accessories for the spas.

