

SMALL BUSINESS OF THE YEAR

Given in partnership with the Small Business Development Center (SBDC), the Small Business of the Year Award is presented to small businesses that have demonstrated leadership, innovation, economic growth and capital investment.

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**Communication
Company of
South Bend**

as a specialist in the design, installation and service of life safety, security, audio visual and communication systems. Today, Communication Company sells, services and installs low-voltage life safety, security and communication equipment primarily in the health care, education and government markets. A sampling

Founded in 1976, the Communication Company of South Bend began as a communications and sound company for the K-12 market. Throughout the years, the company evolved

of their services includes providing the cable that connects to your computer, the phone on your desk, the fire alarm system that protects the building you work in, the paging or intercom system in your children's school and the code blue system in your local hospital.

For over 35 years, Communication Company of South Bend has existed as a small business in northern Indiana. In 2006, Barry Schleiger and Daniel Schmidtendorff purchased the company with the vision for growth. In the first year of new ownership, sales nearly doubled. Since taking ownership, the company grew from 14 employees to 38, and gross revenues increased from \$2.7 million to nearly \$8 million. In 2010, the Communication Company was recognized on the *Inc. 500/5000* list as one of the fastest growing companies in America and as one of the *Companies to Watch* in the state of Indiana.

Communication Company thrives on not only meeting the needs of their customers but exceeding them. They recently launched a new paperless service product combined with vehicle GPS to allow their service team to have faster response times and real-time inventory. Ultimately this offers a cost savings to their customers which provides them with the highest level of commitment and satisfaction.

Despite growing at a rapid rate, Communication Company still devotes time to giving back to the community. They've partnered with several nonprofits including the Salvation Army, Hope Rescue Mission, The Center for the Homeless and the American Red Cross. In addition, they launched a new program that allows employees to take time from their regular work day and either volunteer at the Center or as a student mentor in the South Bend School Corporation without using paid time off.