



The Integral Group LLC is proudly listed on the 2007 Inner City 100 list of the 100 fastest-growing businesses in inner city communities in America. An impressive list of over 4,500 companies throughout the USA were nominated for this prestigious honor, however only 100 were selected by the Initiative for a Competitive Inner City (ICIC) and Inc. Magazine.

#98 The Integral Group

Atlanta, GA

2005 Employees: 275

2005 Revenue: \$54.70 million

5-year Standard Growth Rate: 116.45%

CEO: Egbert Perry

In 1993, Egbert Perry, a business executive with almost 15 years of experience in the construction management industry, was visiting his college roommate Clyde Gumbs at his home in Harlem in New York City. Looking out at the neighborhood, with the skyscrapers of Midtown in the distance, Gumbs asked Perry a hypothetical question, “What would it take to make this area as attractive for business as that one over there?” And after spending the rest of the day scribbling notes on a park bench in Harlem, the duo created The Integral Group, a real estate development and investment firm that aims to revitalize urban communities. Perry, the CEO of The Integral Group, spent the first few years running the company out of his home, achieving small successes with mixed-use, mixed-income developments in the Atlanta area. But then The Integral Group was selected in a competitive bidding process by the Atlanta Housing Authority to help reposition their assets in a \$400 million neighborhood revitalization program known as “The Olympic Legacy Program.” Following the enormous success of this effort, the organization became known on a national scale for its innovative and pioneering work. The company is now active in 10 major U.S. cities and has added construction and property management services and a private equity fund that invests in real estate to its portfolio of services. As Perry describes it, The Integral Group is in its second phase of growth and development as it develops a private equity real estate platform with a double-bottom line approach. The company now faces the challenge of changing the mix of revenue from development to investment. Used to the flexibility and allowance for risk-taking, the company is feeling some culture shock as it adjusts to the stricter discipline of the investment world. With its core focus remaining on urban real estate and neighborhood revitalization, The Integral Group expects to continue to make a difference for inner city residents and to transform communities across the U.S.