

30
YEARS

50

Fastest growing companies

Leadership, vision and discipline – meet some of the women and men leading this year's crop. **Page 42**



Commercial Real Estate Extra

Penzance Cos. doesn't want to be a household name – but is leaving its mark on D.C. **Page 16**



News

Former SunTrust banker Cathy Wafo is launching MBC Capital, a microlender. **Page 9**

MedStar plans \$28M outpatient push in D.C.

By Ben Fischer

MedStar Health, the District's dominant inpatient hospital chain, is hoping to strike big in the outpatient business with plans to build a hub-and-spoke network of clinics estimated to cost \$27.5 million.

At the center of the plan is a 70,000-square-foot multipurpose clinic located downtown. There, the system plans to consolidate an existing surgery center, numerous physician practices and a diagnostic imaging center into a \$23 million "one-stop shop" for patients, a concept slow to come to D.C. but rapidly gaining popularity with MedStar and its competitors.

MedStar is also planning for three extended-hours urgent care locations under its PromptCare brand and three new basic doctors offices in some of the city's major

See MEDSTAR, Page 13 →

Bank deposits jump 11% as savings soar

By Bryant Ruiz Switzky

After stockpiling cash aggressively for several years, local companies and consumers have cranked their financial hoarding up to new levels.

That's the upshot from the Federal Deposit Insurance Corp.'s recently released annual snapshot of branch-level deposit data, which shows that local deposits soared 11 percent in 2012 to \$143 billion.

That figure includes McLean-based Capital One Bank's main branch, which saw its deposits surge 44 percent to \$14.9 billion. When excluding that super-sized location, local deposits increased 8 percent, up from 5.8 percent growth last year.

A similar trend is playing out nationally,

See FDIC, Page 13 →



Inside

- 2 This Week in Business
- 14 FedBiz
- 16 Commercial Real Estate Extra
- 30 Electrical contractors, Property management companies, Tenant representation companies lists
- 36 BizSmarts
- 39 People on the Move
- 68 Opinion
- 67 Index of people and companies



90

Days until
sequestration

Health care cuts loom
Page 14

Introducing Washington's

50

Fastest Growing Companies

The companies that made this year's list of Fastest Growing Companies are led by some truly remarkable men and women. The CEOs come from a variety of backgrounds but they possess very similar traits when it comes to running a growing business. This year we wanted to dig a little deeper into the personalities behind the businesses on the list so we profiled four CEOs – two men and two women. We asked them how they handle growth, what they liked about growing so quickly, what they hate about rapid growth and a host of other questions to give us a better picture of who leads some of the most successful companies in the region.

How we did the math

Growth is a funny thing. Unlike scribbling a Sharpie across a height chart or stepping onto the scale each morning, measuring a company's growth can get complicated. Tinkering just slightly with the criteria can change the results. Other lists, such as the Inc. 5,000, rank companies based on straight percentage of sales growth over four years. That sometimes generates stratospheric percentages in the tens of thousands. So how did we figure out who's fastest? Instead of using straight percentages, we rank our list on average annual growth. We calculate the growth between the first two years and average that percentage with the growth from the past two years. Not quite as dramatic, true, but we think it's a more useful way of tracking a company's growth compared with others in the region.

Message from our sponsors

Cherry, Bekaert & Holland congratulates this year's winners of the WBJ Fastest Growing Companies awards. Your steadfast commitment to success is an exceptional model for our community.

As a sponsor of these awards for the last six years, we are consistently impressed by your achievement, no matter the economic circumstance. We are proud to honor this year's winners and wish you only continued success into the future.

At CB&H, we've designed our practice with one thing in mind: accelerating client growth. As a nationally recognized, growth-oriented firm ourselves, we have the resources to take your business as far as you want to go.

Our industry specialists already know your marketplace, so we can help you make the most of emerging opportunities while minimizing compliance headaches. And with our down-to-earth style and wealth of practical advice, you will find us an indispensable part of your team. Whenever you're ready to grow, call on CB&H to help make it happen.

Congratulations again to all of this year's winners!



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Managing Partner,
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Neal Weber
Market Leader,
Washington, D.C.
Cherry, Bekaert
& Holland, L.L.P.

We at BB&T Capital Markets | Windsor Group congratulate the winners and finalists of the Washington Business Journal's Fastest Growing Companies competition for 2012. As a proud sponsor for the WBJ Fastest Growing Companies event since 2005, we have had the opportunity to interview many of the candidate companies. Through this process, we gained first-hand knowledge of how this accomplishment requires a company to possess strong leadership, a clear vision, and a dedicated and talented workforce. These are hallmarks which are certain to drive continued success for these winning companies. This accomplishment is especially impressive this year given the challenging and uncertain economic market; your success is an inspiration for all companies and a testament to the outstanding talent the Washington area brings to bear in this country.

BB&T Capital Markets | Windsor Group is focused exclusively on working with high-quality government contractors and aerospace organizations. We advise business owners on their strategic alternatives including mergers and acquisitions (M&A), raising capital and valuing their businesses. We have completed nearly 100 transactions since 2005 and are one of the largest investment banking teams in the country that is solely dedicated to working with government and aerospace companies. As part of BB&T Corp. (NYSE: BBT), we are also active lenders to the business community.

Congratulations again on your outstanding success, and enjoy your well-deserved recognition.



John C. Hagan
Head - Aerospace,
Defense & Government
Services Investment
Banking
BB&T Capital Markets
| Windsor Group

Jones Lang LaSalle is honored to recognize this year's Fastest Growing Companies. In the face of uncertain economic times, these nominees and finalists have not only grown, but thrived, year after year. This year's companies – and those from previous years – are a testament to the strength of our region and are outstanding examples of what makes the Washington area one of the strongest markets in the country.

As the region's No. 1 tenant representation advisor, Jones Lang LaSalle works with companies of all sizes and stages to develop customized real estate strategies. We are pleased to work with many of this year's Fastest Growing Companies and proud to support their missions through flexible real estate solutions that fit their growth goals. Our professionals understand the challenges of growing a successful business from the ground-up, and we are privileged to be viewed as trusted partners during this process.

Congratulations again to all of the nominees and finalists of Fastest Growing Companies 2012!



Mike Ellis
Market director,
Mid-Atlantic region
Jones Lang LaSalle

AL ESPINOZA, INNOTION ENTERPRISES

When one market dried up, Al Espinoza didn't wait for it to turn around.

Page 46

CAITLIN VARGAS, QUADRANT

Understanding people and needs drives Caitlin Vargas and her team.

Page 48

CYNTHIA CROCKETT, CROCKETT FACILITIES

Even though she still loves the law, Cynthia Crockett left her legal career for her own firm.

Page 52

DAN FRANK, THREE WIRE SYSTEMS

Dan Frank said goodbye to the corporate world to help vets get back on their feet.

Page 54

50 Fastest Growing Companies

ONLINE More information and a searchable database of all this year's Fastest Growing Companies. washingtonbusinessjournal.com

Fastest growing companies

Ranked by average revenue growth 2009-11¹

Rank (Prior)		Average percent change	Revenue: 2009 / 2010 / 2011	Industry	Company description	Total employees	Headquarters/ Year established	Senior local executive
1	DFS Construction Corp. 2200 Wilson Blvd., Suite 800, Arlington, Va. 22202 703-504-9555 dfs-cc.com	403.38%	\$2.12M \$17.8M \$29.75M	Construction	Commercial interior construction	32	Arlington 2008	Robert DiGiovanni, Thomas Forsyth, Grant J. Stephens III, Principals
2	Innotion Enterprises Inc. 260A Cedar Lane SE, Vienna, Va. 22180 703-351-8151 innotion.com	247.48%	\$3.08M \$8.75M \$35.91M	Asset management	Provides "real estate owned" asset management services, including maintenance and sale of properties	46	Vienna 1997	Al Espinoza, CEO and president
3	Gnarus Advisors LLC 4350 N. Fairfax Drive, Suite 830, Arlington, Va. 22203 571-384-2444 gnarusllc.com	162.3%	\$2.4M \$8.2M \$15M	Consulting	Analytic and expert services for businesses, government and law firms facing challenges arising from uncertainty, litigation and disputes	35	Arlington 2007	Stephen E. Sellick, Managing director
4	FCi Federal 602 S. King St., Suite 102, Leesburg, Va. 20175 703-338-9079 fcifederal.com	154.15%	\$5.4M \$11.2M \$33.7M	Government services provider	Provides program management support and business process outsourcing services to the federal government	867	Leesburg 1991	Sharon Virts-Mozer, President and CEO
5	Zillion Technologies Inc. 2190 Pimmit Drive, Suite 210, Falls Church, Va. 22043 240-793-9268 zilliontechnologies.com	144.61%	\$2.77M \$5.44M \$15.94M	Technology	Provides expert, personalized consulting and technical resources	65	Falls Church 2002	Mariya Anthony Irudhayanathan, Director of operations
6	WorkSpaces LLC 1023 31st St. NW, Fourth Floor, Washington, D.C. 20007 202-232-7460 workspacesllc.com	143.34%	\$12M \$20M \$64M	Commercial furniture dealer	Helps businesses and other organizations with facilities management, including furniture and technology products	62	Washington 2006	Tom McGuire, President
7	VetsAmerica Business Consulting Inc. 8300 Greensboro Drive, Suite 800, McLean, Va. 22102 843-238-2517 vetsamerica.us	141.53%	\$3.03M \$5.19M \$16.18M	Government contracting	Provides information technology to federal clients	109	McLean 2002	John E. Collins, CEO
8	Strategic Intelligence Group LLC (SIG) 11320 Random Hills Road, Suite 350, Fairfax, Va. 22030 703-880-2333 sigusa.com	139.47%	\$5.28M \$10.98M \$29.76M	Consulting	Provides differentiated consulting services to the federal government	130	Fairfax 2008	David Page, CEO
9	QBE LLC (Quality Business Engineering) 15000 Washington St., Suite 200, Haymarket, Va. 20169 571-248-7490 qbellc.com	132.15%	\$2.14M \$5.87M \$11.17M	Consulting	Management and technology consulting organization for the federal government and defense community	61	Haymarket 2008	Shawn Landry, President and CEO
10	CFN Services Inc. 13454 Sunrise Valley Drive, Fifth Floor, Herndon, Va. 20171 703-788-6633 cfnservices.com	128.84%	\$3.46M \$11.07M \$15.21M	Cloud services	Operates in the global cloud services market offering high-performance enterprise application delivery	25	Herndon 2005	Mark Casey, President and CEO
11 (17)	Kingfisher Systems Inc. 3110 Fairview Park Drive, Suite 1250, Falls Church, Va. 22042 703-820-7970 kingfishersys.com	108.05%	\$7.1M \$14.89M \$30.73M	Government contracting	Provides intelligence, security and information technology services to the federal government	150	Falls Church 2004	Harry M. Howton, CEO
12	Three Wire Systems LLC 3130 Fairfield Park Drive, Suite 425, Falls Church, Va. 22042 703-776-9731 threewiresys.com	82.55%	\$7.8M \$19.18M \$22.86M	Technology	Provides preventative care and reintegration services to military veterans, guardsmen and reservists	80	Falls Church 2006	Dan Frank, CEO
13	Metalogix Software Corp. 5335 Wisconsin Ave. NW, Suite 510 Washington, D.C. 20015 202-619-9100 metalogix.com	74.71%	\$6.48M \$12.24M \$19.63M	Software	Provides content life-cycle management services for Microsoft SharePoint, Exchange and Cloud platforms	118	Washington 2001	Steven Murphy, CEO
14	Integrity Management Consulting Inc. 2000 Corporate Ridge, Suite 170, McLean, Va. 22102 703-349-3394 integritymc.com	74.05%	\$5.33M \$12.23M \$14.52M	Government contracting	Provides program management and acquisition support to the federal government	69	McLean 2006	Christopher Romani, CEO
15	Lanmark Technology Inc. 8229 Boone Blvd., No. 801A, Vienna, Va. 22182 571-766-2200 LMT-INC.com	73.97%	\$7.4M \$15.3M \$21.6M	Professional services	Provides national security-related professional services	150	Vienna 2003	Lani Hay, President and CEO
16	Plan B Government Systems Inc. 16701 Melford Blvd., Suite 303, Bowie, Md. 20715 301-860-1006 planbgov.net	72.88%	\$5.02M \$11.61M \$13.29M	Technology	Provides information technology services	30	Bowie 2008	Donnie Downs, CEO
17	GCS Inc. 7900 Westpark Drive, Suite 500, McLean, Va. 22102 703-749-2223 gcsinfo.com	71.8%	\$8.75M \$19.91M \$23.12M	Government contracting	Provides acquisition and program management services to federal contracting clients	120	McLean 1995	Nicole Geller, CEO
18 (23)	Zenetex LLC 950 Herndon Parkway, Suite 350, Herndon, Va. 20170 703-657-0377 zenetex.com	67.43%	\$11.82M \$15.69M \$31.71M	Technology	Management and technology support services	306	Herndon 1999	Mark Green, CEO and chairman
19	Bialek Environments Inc. 530 Gaither Road Suite 300, Rockville, Md. 20850 301-738-0380 bialek.com	66.71%	\$20.75M \$41.17M \$55.59M	Construction	Contract furniture dealer and provider of interior modular construction	40	Rockville 1982	Joan Bialek, President and CEO
20	Emergent LLC 8219 Leesburg Pike, Suite 300, Vienna, Va. 22182 703-288-4556 emergent360.com	56.56%	\$17.31M \$29.43M \$42.12M	Information technology	Vendor integrator serving the public sector	58	Vienna 2006	Greg Christensen, President

¹The list ranking comes from averaging the percent change in revenue from 2009 to 2010 and the percent change from 2010 to 2011. Companies must be headquartered in the Washington area and have generated at least \$2 million in revenue in 2009 and \$10 million in 2011 to qualify for the list.

Sources: the companies n/a - not available **Research by Caitlin Burke** The List does not endorse the participants or suggest the quality of products and services. Please send updates or corrections to cburke@bizjournals.com. Information for obtaining reprints, Web permissions or commemorative plaques can be obtained directly from the Washington Business Journal or from our designated partner company, Scoop ReprintSource at 800-767-3263 or scoopreprintsources.com. No other companies offering similar services are affiliated in any way with Washington Business Journal.

Continued on Page 50 ➔

50 Fastest Growing Companies

Rank (Prior)		Average percent change	Revenue: 2009 / 2010 / 2011	Industry	Company description	Total employees	Headquarters/ Year established	Senior local executive
21	Berico Technologies LLC 11130 Sunrise Valley Drive, Suite 300, Reston, Va. 20191 703-390-9926 bericotechnologies.com	53.9%	\$10.22M \$17.18M \$24M	Technology	Develops open-source, cloud-based analytics for the federal government	100	Reston 2006	Marybeth Wootton, President
22 (25)	Blue Canopy Group LLC 11710 Plaza America Drive, Suite 950, Reston, Va. 20190 703-896-4000 bluecanopy.com	53.61%	\$17.36M \$27.55M \$40.9M	Technology	Provides information technology services	205	Reston 2001	Brad Schwartz, President and CEO
23 (12)	Agilex Technologies Inc. 5155 Parkstone Drive, Chantilly, Va. 20151 703-889-3800 agilex.com	50.63%	\$37.92M \$63.06M \$85.1M	Government technology	Provides mission and technology consulting, software development and system integration services	400	Chantilly 2007	John Gall, President
24 (27)	United Therapeutics Corp. (Nasdaq: UTHR) 1040 Spring St., Silver Spring, Md. 20910 301-608-9292 unithier.com	45.28%	\$358.88M \$592.9M \$743.18M	Health care	Biotechnology company	543	Silver Spring 1996	Martine A. Rothblatt, Chairman and CEO
25	Ntiva Inc. 7900 Westpark Drive, Suite A 50, McLean, Va. 22102 703-891-0131 ntiva.com	43.43%	\$5.56M \$9.1M \$11.21M	Technology	Provides information technology services	66	McLean 2004	Steven Freidkin, President
26	Alex-Alternative Experts LLC 4443 Brookfield Corporate Drive, Suite 110, Chantilly, Va. 20151 703-502-9700 alexinc.com	42.57%	\$5.17M \$6.16M \$10.22M	Professional services	Provides technical and professional services to the federal government and commercial staff augmentation services	115	Chantilly 2007	Monica M. Joseph, CEO
27 (9)	XL Inc. 1650 Tysons Blvd., Suite 720, McLean, Va. 22102 703-848-0400 xla.com	42.35%	\$15.35M \$24.05M \$30.79M	Consulting	Government and commercial consulting	201	McLean 1989	Lloyd Mustin, CEO
28 (46)	Broadsoft Inc. (Nasdaq: BSFT) 9737 Washingtonian Blvd., Suite 350, Gaithersburg, Md. 20878 301-977-9440 broadsoft.com	41.6%	\$68.89M \$95.62M \$138.06M	Technology	Global provider of application software	487	Gaithersburg 1998	Michael Tessler, President and CEO
29	Quadrant Inc. 1881 Campus Commons Drive, Suite 404, Reston, Va. 20191 703-650-1000 QuadrantInc.com	41.25%	\$10M \$12M \$19.5M	Staff augmentation services	Information technology and health care staff augmentation	345	Reston 2002	Caitlin M. Vargas-Cissel, President
30 (3)	MicroTechnologies LLC 8330 Boone Blvd., Suite 600, Vienna, Va. 22182 703-891-1073 microtech.net	41.01%	\$185.26M \$331.11M \$342.21M	Technology	Technology integrator primarily for the public sector	422	Vienna 2004	Tony Jimenez, President and CEO

Continued on Page 56 →



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50 Fastest Growing Companies

No. 37

Cynthia Crockett

President, Crockett Facilities Services

Age: 49

Education: Bachelor's in public administration, George Mason University; Juris doctor, Catholic University

Residence: Crownsville

Family: Husband, Mark; children Zachary, 23, and Nicolas, 15



Photo by Joanne S. Lawton / Staff

Leaving law for contracting

The past year was a big one for Bowie-based Crockett Facilities Services Inc., which graduated from the Small Business Administration's 8(a) business development program, expanded its footprint into South Carolina and continued to press for the big contracts it could only have dreamed up when the company was launched a dozen years ago.

The milestones have been exciting but also part of the plan for Cynthia Crockett, who gave up practicing law to form the facilities management company with her husband Mark Crockett in 2000.

Best part about growing so fast? I'm able to provide more services to more customers and I'm able to employ a lot of people, and I enjoy that aspect of business a lot.

What are you doing to insulate yourself from sequestration and federal budget cutbacks?

I have to say that we don't have a specific plan regarding the cliff, or sequestration, but we are on fixed, firm prices with the government, so they are contractually obligated to maintain their contracts with us. So we think it would be unusual for them to want to change the mission of keeping their employees cool and warm during the different seasons.

Biggest growth areas for the company? I think the biggest part of our growth has been through our government con-

tracts. That is where we get the majority of our business. We have diversified our clientele with the government, and by that I mean we have never been with just one agency, we have really gone out and marketed to a lot of agencies because we just felt that was a smarter way to grow.

What would you say is your biggest challenge? I usually think that finding really excellent personnel is a challenge. We want to hire the very best people we can, and we have a hard time finding people that can do the job that we want them to do in the way that we want them to do it. We just are very picky and that is our biggest challenge.

What is one thing that you always ask prospective employees during a job interview?



ONLINE

Find out what Cynthia Crockett's business partner and husband, Mark Crockett, thinks about managing a growing business. youtube.com/wbjonline

What do they like to do in their free time? I firmly believe that people need to have a life outside of work. Work is important, but their family and their personal life is more important. I firmly believe that.

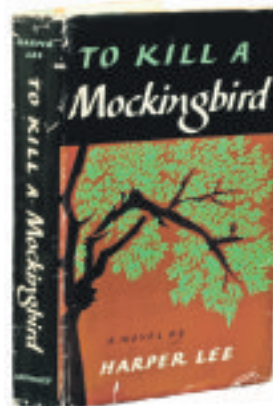
And would you say you have achieved that for yourself? I definitely have achieved that. I have a wonderful family, and I'm very, very blessed.

What has been your best business decision? Honestly, it's getting into business with my husband because I trust him completely in business and personal, and I just think that that was the best idea we ever had, to go into business together and not separately because I could be practicing law on my own and he could be having his own HVAC company

on his own. But together I think we have been able to make a really great company and whereas apart we wouldn't have been able to accomplish what we've been able to accomplish here.

What has been the hardest lesson you've learned? The hardest lesson I've learned is to give my employees too many chances, which is a nice way of saying not firing people early enough. That's been very difficult because I really believe the best in everybody.

What has been your biggest missed opportunity? I think the biggest missed opportunity is not hiring sales people faster, because we just recently hired two and I'm like, "Wow, look at how much business this is bringing in, why didn't we do this sooner?"



What is your next big goal?

We plan to continue our growth, we plan to continue bidding on bigger government contracts and bigger commercial contracts, and we really just plan on continuing the same method of what we've been doing in the past. It's been working pretty well.

But in terms of a tangible goal?

I think we're going to expand into more states, how is that? Is that better? We added South Carolina this year, just recently, and we're bidding on things east of the Mississippi, in Texas, so we plan on expanding more geographically.

How about your most memorable deal? When we got our very first contract, because that was just so exciting, it's like, "Oh my gosh, they're putting all their faith in us."

Were there memorable things about the contract itself or was it just that it was the first?

I think it's the first. The contract itself was a very nice contract, it was a nice, simple contract to get our feet wet in, and I'm very glad it was.

That one worked out, but how do you recover from failure?

What I've learned is you have to learn from what happened, how did it go south so bad and what can I learn from it?

If you had a magic wand, what would you change about your job? The honest answer would be to not ever have to make a negative personnel decision. That would make me very happy. It's not going to happen, but that's OK. And unlimited resources, that would be wonderful, unlimited resources to do everything that my marketing people want me to do, and everything that my HR people want me to do, and everything that my accounting people want me to do...

What's one thing you can't do without each day? I have to tell my family that I love them. I'm thinking, do I have to drink tea? No, I don't have to drink tea. But I do have to say that, I don't feel my day's right if I don't say that to my kids and to my husband.

What do you prefer to do with your free time? I just like to read. If I can just sit on my back porch and read a book and have a glass of wine I'm very, very happy. Give me a nice glass of wine and I'm good to go.

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What would you say is your most influential book?

Oh, that's an easy one, that's "To Kill a Mockingbird." That's what made me want to become a lawyer when I was in 7th grade, and I did, I became a lawyer, like I wanted to be.

If you weren't in your current position, what would you do otherwise? I would be in private practice law, for sure. I really enjoyed that but I enjoy this more.

“

I'm able to provide more services to more customers and I'm able to employ a lot of people, and I enjoy that aspect of business a lot.”

50 Fastest Growing Companies

Rank (Prior)		Average percent change	Revenue: 2009 / 2010 / 2011	Industry	Company description	Total employees	Headquarters/ Year established	Senior local executive
31	Tradition Homes LLC 1497 Chain Bridge Road, Suite 100, McLean, Va. 22207 703-987-3444 builtbytradition.com	39.49%	\$7.78M \$8.40M \$14.46M	Construction	Custom homebuilder and remodeler, brokerage	16	McLean 2006	Steven DeFalco, Co-founder
32	ThunderCat Technology LLC 1775 Wiehle Ave., Suite 101, Reston, Va. 20190 703-657-7083 thundercattech.com	39.2%	\$80.62M \$87.8M \$148.81M	Technology	Systems integrator providing technology to the federal government	27	Reston 2008	Keith McMeans, General manager
33 (30)	immixGroup Inc. 8444 Westpark Drive, Suite 200, McLean, Va. 22102 703-752-0610 immixgroup.com	38.19%	\$411.6M \$563.58M \$785.97M	Consulting	Government relations; provides agencies with access to commercial technologies	250	McLean 1997	Jeff Copeland, Chairman and CEO
34	RedPeg Marketing Inc. 727 N. Washington St., Alexandria, Va. 22314 703-519-9000 redpegmarketing.com	38.13%	\$10.5M \$16.13M \$19.79M	Marketing	Experiential marketing business	38	Alexandria 1995	Bradley S. Nierenberg, President and CEO
35	U.S. Information Technologies Corp. 4800 Westfields Blvd., Suite 250, Chantilly, Va. 20151 703-229-6768 usinfotech.com	38.07%	\$8.52M \$9.88M \$15.82M	Technology	Provider of Oracle-based information technology	91	Chantilly 2006	Joseph Morrone, CEO and president
36 (20)	Carahsoft Technology Corp. 12369 Sunrise Valley Drive, Suite D2, Reston, Va. 20191 703-871-8500 carahsoft.com	35.08%	\$585.68M \$834.49M \$1.07B	Technology	Government information technology provider	228	Reston, 2004	Craig P. Abod, President
37	Crockett Facilities Services Inc. 4901 Telsa Drive, Suite L, Bowie, Md. 20715 301-262-2771 crockett-facilities.com	34.22%	\$13.98M \$17.15M \$25M	Building operations and maintenance	Building operations, maintenance, mechanical contracting, heating and air conditioning services for commercial and government clients	178	Bowie 2000	Cynthia Crockett, Owner and president
38 (34)	MetroStar Systems Inc. 1856 Old Reston Ave., Suite 100, Reston, Va. 20190 703-481-9581 metrostarsystems.com	34.14%	\$11.3M \$13.9M \$20.2M	Technology	Provides information technology services	125	Reston 1999	Ali Reza Manouchehri, CEO
39 (47)	Fulcrum IT Services LLC 5870 Trinity Parkway, Suite 400, Centreville, Va. 20120 703-543-2900 FulcrumIT.com	33.97%	\$19.34M \$22.74M \$34.19M	Technology	Provides information technology consulting and services	241	Centreville 1985	Jeff Handy, President
40	Washington Workplace Inc. 2300 S. Ninth St., Suite 505, Arlington, Va. 22204 703-979-7835 washingtonworkplace.com	33.91%	\$10.94M \$12.03M \$18.99M	Office furniture	Creates and sells high-functioning work environments	24	Arlington 1995	John Murphy, President

Continued on Page 58 →

let's talk turkey asap

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50 Fastest Growing Companies

Rank (Prior)		Average percent change	Revenue: 2009 / 2010 / 2011	Industry	Company description	Total employees	Headquarters/ Year established	Senior local executive
41	Octo Consulting Group Inc. 1600 International Drive, Fifth Floor, McLean, Va. 22102 703-847-3621 octoconsulting.com	33.76%	\$13.69M \$21.17M \$23.9M	Consulting	Information technology services and consulting	74	McLean 2006	Mehul Sanghani, President
42 (14)	A-T Solutions Inc. 1934 Old Gallows Road, Suite 500, Vienna, Va. 22182 703-673-0121 a-tsolutions.com	33.64%	\$94.69M \$128.61M \$169.07M	Professional services	Counterterrorism training, technology, and intelligence	840	Vienna 2002	Dennis Kelly, President and CEO
43	Phacil Inc. 950 N. Glebe Road, Suite 910, Arlington, Va. 22203 703-526-1800 phacil.com	31.68%	\$29.83M \$34.68M \$51.02M	Government contracting	Federal contracting, information technology services	372	Arlington 2001	Tom Shoemaker, President
44 (18)	Walker & Dunlop LLC (NYSE: WD) 7501 Wisconsin Ave., Suite 1200E, Bethesda, Md. 20814 301-215-5500 walkerandunlop.com	31.16%	\$88.76M \$121.83M \$152.35M	Real estate	Commercial real estate finance	189	Bethesda 1937	William M. Walker, Chairman, president and CEO
45 (15)	Suntiva LLC 7600 Leesburg Pike, Suite 440 E., Falls Church, Va. 22043 703-462-8470 suntiva.com	30.39%	\$10.75M \$16.66M \$17.62M	Consulting	Information technology strategy, organizational performance, program management and acquisition	90	Falls Church 2002	Hany Malik, Chairman, founder and CEO
46 (39)	Curry's Auto Service Inc. 5611 Wellington Road, Gainesville, Va. 20166 571-522-1007 currysauto.com	30.19%	\$10.1M \$13.35M \$17.11M	Automotive	Automotive repair and vehicle maintenance	120	Gainesville 1997	Matt Curry, President and CEO
47 (50)	Celerity IT LLC 8401 Greensboro Drive, Suite 500, McLean, Va. 22102 703-848-1900 celerity.com	29.07%	\$57.02M \$75.09M \$94.95M	Consulting	Consulting and staffing services	720	McLean 2002	Michael Berkman, CEO
48 (40)	K12 Inc. (NYSE: LRN) 2300 Corporate Park Drive, Herndon, Va. 20171 866-283-0300 k12.com	28.86%	\$315.57M \$384.47M \$522.43M	Professional services	Education and training services	2,500	Herndon 2000	Ronald J. Packard, CEO
49	Spacesaver Systems Inc. 10800 Connecticut Ave., Kensington, Md. 20895 301-933-9390 spacesaverinfoinlx.com	28.17%	\$12.32M \$18.67M \$19.56M	Records management	Mobile filing and storage equipment, modular casework and commercial furniture	48	Kensington 1973	Amy Hamilton, CEO
50	Navstar Inc. 1897 Preston White Drive, Suite 202, Reston, Va. 20191 703-880-1500 navstar-inc.com	27.69%	\$6.2M \$7.1M \$10M	Technology	Provides integrated services that enable secure information sharing across federal agencies	57	Reston 1999	Joanna Alexis, President and CEO

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