

WASHINGTON BUSINESS JOURNAL

A supplement to Washi

FASTEST GROWING COMPANIES

2004

From 2001 through 2003, Mooring Financial Corporation was one of the top 25 fastest growing private companies with an average of 34.9% growth according to the Washington Business Journal

MOORING FINANCIAL

VIENNA, VA.

2001	\$9.59M in revenue
2002	\$12.46M
2003	\$17.41M

Real estate loans were big business for the first three full years of the new millennium. Mooring Financial found that out the easy way.

34.9% GROWTH

The privately owned company specializes in commercial loans and buying real estate tax liens. It now manages more than \$350 million in assets.

CEO John Jacquemin attributes the growth to management hires, higher equity and greater credit lines. Mooring's credit lines grew to \$72 million in 2003 from \$41 million in 2001.

Jacquemin also says Mooring is getting more recognition for its tax lien business. Mooring Tax Asset Group, now 60 percent of the company's overall revenue, will acquire 70,000 assets this year, up from about 25,000 in 2001.

In addition, Mooring Capital Funds invests in 80 to 100 assets annually these days, up from 40 to 50 in 2001. The group reached a \$65 million asset level this year.



6 WASHINGTON BUSINESS JOURNAL

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Fastest-growing private companies Ranked by revenue growth 2001-2003¹

RANK	COMPANY/ADDRESS/PHONE/FACED SITE	AVERAGE ANNUAL REVENUE GROWTH 2001-2003	2001 REVENUE	2002 REVENUE	2003 REVENUE	EMPLOYEES: METRO AREA TOTAL	INDUSTRY	HEADQUARTERS YEAR ESTABLISHED	SENIOR LOCAL EXECUTIVE TITLE
1	SEVENSPACE 2008 Ashbrook Place Auburn, Va. 20147 sevenpace.com (703) 726-6600 fac: (703) 726-6799	262%	\$2.9 million	\$17.5 million	\$21.1 million	80 107	Information technology outsourcing	Auburn 2000	Peter J. Weber, President and CEO
2	APPAN 1000 Towers Crescent Drive, 16th Floor Vienna, Va. 22182 appan.com (703) 442-8844 fac: (703) 442-8919	207.4%	\$3.1 million	\$13.87 million	\$23.21 million	130 134	Software development	Vienna 1999	Matt Collins, President and CEO
3	SILCOMASHERS 2600 Park Tower Drive, Suite 100 Vienna, Va. 22180 silcomashers.com (703) 797-5600 fac: (703) 797-5601	126.1%	\$2.98 million	\$9.27 million	\$13.09 million	88 86	Management and technical consulting	Vienna 1992	Angela M. Drummond, President and CEO
4	INFOLINKAGE 9900 Lee Highway, Suite 450 Fairfax, Va. 22030 infolinkage.com (703) 246-9360 fac: (703) 246-9331	112.4%	\$2.65 million	\$5.42 million	\$11.96 million	20 29	Database and application development	Fairfax 2000	Bill Williams, Andrew Ruder, Co-founders
5	ARTEL 1883 Preston White Drive Reston, Va. 20191 artel.com (703) 620-1700 fac: (703) 620-4262	111.6%	\$22.66 million	\$47.68 million	\$101.5 million	188 176	Voice, video and data networks	Reston 1988	Alan Yandani, President
6	APOGEE TECHNOLOGIES 7918 Jones Branch Drive, Suite 400 McLean, Va. 22102 apogee.com (703) 752-6500 fac: (703) 821-3588	97.4%	\$57.8 million	\$64.6 million	\$182.9 million	450 950	Government contractor	McLean 1991	Todd A. Stentzner, CEO
7	GRAY BANK SYSTEMS 4501 Ford Ave., Suite 1320 Alexandria, Va. 22302 graybank.com (703) 575-2320 fac: (703) 824-9652	92.3%	\$16.61 million	\$39.15 million	\$58.28 million	324 425	Government contractor	Alexandria 1995	Harry M. Houston, CEO and chairman
8	PLATEAU SYSTEMS 471 N. Glebe Road, Suite 700 Arlington, Va. 22203 plateau.com (703) 292-0200 fac: (703) 292-0299	87.8%	\$5.91 million	\$11.86 million	\$20.75 million	135 130	Software development	Arlington 1996	Paul Sparta, CEO and chairman
9	MC DONALD BRADLEY 2250 Corporate Park Drive, Suite 500 Hermiston, Va. 20171 mcdonaldbradley.com (703) 326-1000 fac: (703) 326-1004	71.1%	\$12.7 million	\$18.2 million	\$36.2 million	242 242	Government contractor	Hermiston 1985	Kenneth R. Barbee, CEO and president
10	INDICORP 1931 Gallows Road, Suite 300 Vienna, Va. 22182 indicorp.com (703) 506-6700 fac: (703) 506-6776	68.7%	\$22.38 million	\$45.6 million	\$60.98 million	400 525	Government contractor	Vienna 1993	Shiv Kishan, President and CEO
11	THE LIGHTHOUSE COS. 7630 Little River Turnpike Annandale, Va. 22003 lighthousecompanies.com (703) 770-3700 fac: (703) 770-3720	67.7%	\$4.53 million	\$8.56 million	\$12.52 million	49 52	Program underwriting	Annandale 1994	Arthur Seifert, President and CEO
12	VAN METRE COS. 5252 Lyngate Court Burke, Va. 22015 vanmetre.com (703) 425-2600 fac: (703) 239-0395	65.5%	\$144.9 million	\$201.92 million	\$387 million	450 450	Home builder	Burke 1955	Richard J. Rabl, Albert G. Yeo, Metra St. President and CEO, chairman
13	NUMBER SIX SOFTWARE 1655 N. Fort Meyer Drive, Suite 1100 Arlington, Va. 22209 number6.com (703) 516-2880 fac: (703) 516-2881	58.4%	\$4.44 million	\$7.16 million	\$11.14 million	65 100	Software development	Arlington 1994	Carroll Jacobson, CEO
14	GLOVE DRESS 13850 Brookdale Road Centreville, Va. 20121 glovedress.com (703) 818-7692 fac: (703) 818-7250	51.9%	\$12.21 million	\$15.8 million	\$27.58 million	600 1,055	Restaurant	Centreville 1996	Jeff Hineman, Richard Barker, Robert Garner, Co-founders
15	TELECOMMUNICATIONS DEVELOPMENT 719 S. 17th St., NW Washington, D.C. 20009 telcomdev.com (202) 234-9000 fac: (202) 234-0770	51.1%	\$2.5 million	\$4.5 million	\$5.5 million	45 45	Telecom software and equipment	Washington 1995	James R. Woodruff, President
16	STG 11250 Waggon Mill Road Fairfax, Va. 22030 stg.com (703) 691-2480 fac: (703) 691-3467	48.8%	\$77 million	\$120 million	\$170 million	1,700 1,700	Government contractor	Fairfax 1986	Simon S. Lee, President and CEO
17	ABTECH STAFFING SERVICES 45625 Willow Pond Plaza Sterling, Va. 20164 abtech.com (703) 559-2286 fac: (703) 559-2286	48.4%	\$7 million	\$10.7 million	\$15.4 million	25 250	Staffing firm	Washington 1992	Kathleen C. Baker, CEO
18	DANTE CONSULTING 3865 Wilson Blvd., Suite 500 Arlington, Va. 22203 dante.com (703) 807-9520 fac: (703) 807-0640	46.9%	\$3.54 million	\$4.85 million	\$7.61 million	68 68	Systems integration	Arlington 1998	Pierre Mallo, President, founder
19	BART & ASSOCIATES 6915 St. Sino Ave., Suite 501 Bethesda, Md. 20814 bart.com (301) 656-2926 fac: (301) 656-7644	44%	\$12.8 million	\$15.8 million	\$26 million	105 214	Systems integration	Bethesda 1988	Eon Yoo, President and CEO
20	PALMER LEGAL STAFFING 1211 Connecticut Ave. NW, Suite 500 Washington, D.C. 20036 palmerlegalstaffing.com (202) 464-1000 fac: (202) 464-1001	43.7%	\$2.65 million	\$2.99 million	\$5.22 million	8 9	Legal staffing firm	Washington 1997	Carol J. Palmer, President
21	APEX-PETROLEUM 1450 Mercantile Lane, Suite 205 Lynch, Md. 20774 apex.com (301) 773-9009 fac: (301) 773-9030	41.4%	\$5.9 million	\$7.36 million	\$11.64 million	5 5	Wholesale and retail oil distribution	Lynch 1994	Anthony L. Orlowski, President and CEO
22	VOCS 4296 Forbes Blvd. Lanham, Md. 20706 vocs.com (301) 409-2590 fac: (301) 409-2827	39.5%	\$7.95 million	\$11.52 million	\$15.43 million	112 121	Government contractor	Lanham 1992	Rick Budman, President and CEO
23	RS INFORMATION SYSTEMS 1651 Old Meadow Road McLean, Va. 22102 rs.com (703) 734-7800 fac: (703) 734-1976	36.1%	\$140 million	\$185 million	\$259 million	1000 1000	Government contractor	McLean 1993	Robert P. Hunt, President and CEO
24	CLIENT NETWORK SERVICES 702 King Farm Blvd., Second Floor Rockville, Md. 20850 cns.com (301) 634-4600 fac: (301) 634-4567	35.6%	\$34.3 million	\$46.5 million	\$63.1 million	250 470	Systems integration	Rockville 1994	Travis E. Sharma, President and CEO
25	MOORING FINANCIAL 8614 Westwood Center Drive, Suite 450 Vienna, Va. 22182 mooringfinancial.com (703) 917-7027 fac: (703) 917-0547	34.9%	\$9.58 million	\$12.46 million	\$17.41 million	16 18	Investment firm	Vienna 1982	John M. Jacquemin, President and CEO

¹Not applicable. ²Not available. ³Not available. ⁴Not available. ⁵Not available.
*To be eligible for this list, companies had to show revenue growth over a three-year period, and 2003 revenue of more than \$2 million. Financials audited by RSC Solon Inc. It is not the intent of the list to endorse the participants or suggest the quality of products and services. Information is believed to be accurate as of press time. Please send additions and corrections on company letterhead to Research Director, Washington Business Journal, 1555 Wilson Blvd., Suite 402, Arlington, Va. 22209. Exclude the company.

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