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BCN Enterprises LLC/BCN Homes

73.47%

2005 \$6.07 million

2006 \$11.62 million

2007 \$18.07 million

If you say you are in the homebuilding business these days, you can expect a hand on the shoulder, probably coupled with an empathetic expression. So imagine BCN Enterprises LLC's pleasure when its numbers people did the math and unveiled not just steady revenue growth but average revenue growth of almost 75 percent from 2005 to 2007.

The 10-year-old privately held Arlington-based builder/developer — known as BCN Homes — attributes the company's growth to its particular style of custom-built homes, which generally hit the \$2 million mark and can be found in Arlington, Falls Church and McLean.

"We pride ourselves on our ability to deliver a consistent and timely project, and that goal is achieved due to the dedication and efforts our team members," says Chief Executive Officer Brian Normile. "Each of our employees realizes the value of their contribution to the overall success of the organization. We have had zero employee turnover during the years of 2005 and 2007 because we empower our employees to make decisions and solve problems."

15

HealthExtras Inc.

64.58%

2005 \$694.52 million

2006 \$1.27 billion

2007 \$1.85 billion

HealthExtras Inc., which just changed its name to Catalyst Health Solutions Inc., has continued what seems to be a tradition of notching new clients and acquisitions on its belt, boosting its revenue by 46 percent from 2006 to 2007.

Last year, the Rockville pharmacy-benefits management company added \$700 million worth of new business through contracts with Maryland and Ohio state employees, several large self-insured employers and Medical Card Systems, a major managed care player in Puerto Rico.

The company used some of those returns to purchase Delaware-based HospiScript Services LLC, Alabama-based Concept Pharmaceuticals LLC and Ohio-based Immediate Pharmaceutical Services Inc. for a total of \$140 million in cash to dig its heels into the hospice and prescription mail-order industries.

Those additions are expected to add up to 15 cents per share in revenue for HealthExtras as it begins to do business under the Catalyst Health Solutions name.

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Clovis LLC

63.34%

2005 \$5.3 million

2006 \$10.5 million

2007 \$13.5 million

Clovis LLC founders Greg Diamond and Rick Levine found a staffing niche — and it's paid off. Revenue grew an impressive 63.34 percent from 2005 to 2007 for the recruiting and staffing company, which provides personnel for information technology, accounting, finance and human resources.

Clovis attributes its success to its consultative approach to finding the perfect match for client and candidate.

"The practice of taking a consultative approach to staffing, and recruiting only A-level candidates, has allowed Clovis' client relationships to strengthen over time," Diamond says.

The 28-person Bethesda company says it is moving into the government sector in the downturn to keep revenue steady.

"The economy is a challenge for Clovis, as it is for most organizations this year," Levine says. "We have begun to see how it is impacting the sphere within which we work. Fortunately, we have moved into the government sector as well as commercial, which we hope will alleviate potential problems."

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Honest Tea

57.85%

2005 \$8.34 million

2006 \$11.89 million

2007 \$20.62 million

19

CapitalSource Inc.

57.23%

2005 \$666.70 million

2006 \$1.26 billion

2007 \$1.58 billion

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NeoSystems Corp.

56.78%

2005 \$4.48 million

2006 \$7.98 million

2007 \$10.81 million