

Special Issue
**America's 500
Fastest Growing
Private Companies**



Inc.

THE MAGAZINE FOR GROWING COMPANIES

500

*** The wealth-building, job-creating, disruptive,
fun-loving innovators driving the U.S. economy**

**Congratulations to
Executive Management
Associates
No. 457**

Inc.

John Koten CEO AND EDITOR IN CHIEF

October 17, 2005

Nancy Slomowitz
Executive Management Associates, Inc.
14800 Seneca Road
Darnestown, MD 20874-3428

Dear Nancy,

On behalf of *Inc.* magazine, I am delighted to recognize your accomplishment in earning a place on the 2005 Inc. 500 list, celebrating the fastest-growing privately held businesses in America. Please let me be the first to congratulate you on this outstanding achievement.

Enclosed is an advance copy of the November issue of the magazine, containing the Inc. 500. In a few days it will be delivered across the country—showcasing your remarkable accomplishment to your employees, customers, and partners.

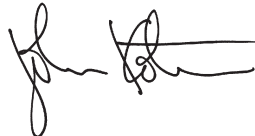
Joining the ranks of the Inc. 500 puts you in very special company. And for the past 24 years *Inc.* has been not only recognizing companies like yours, but also bringing them together at the annual Inc. 500 Conference & Awards Ceremony.

Our most recent Inc. 500 Conference was a huge success. The keynote speaker was *Inc.*'s 2004 Entrepreneur of the Year, Burt Rutan, who talked about the business model that helped him put a man in space—not once but twice—and secure the coveted \$1 million X-Prize. Another of our speakers, Bill Strickland, brought a ballroom of CEOs to their feet for several minutes with his inspiring story about his entrepreneurial approach to empowering poor people. The event ended with an awards ceremony hosted by Norm Brodsky, the author of *Inc.*'s popular Streets Smarts column, and then dancing into the early morning hours to the sounds of Soul Street.

With *Inc.* now under the ownership of Joe Mansueto, founder and CEO of Morningstar, a five-time Inc. 500 company, the next Inc. 500 conference promises to be even better. Please join Joe and me for what will be a truly unforgettable event.

I hope you'll be able to join us.

Sincerely,



John Koten



Company Profile. Founded in 1993, Executive Management Associates, Inc. (EMA) first gained national recognition with its cost management solutions for non-profits and privately owned firms. Soon after its 1999 incorporation, EMA conducted a cost-pricing analysis for a Federal fee-for-service organization at the U.S. Department of Transportation (DOT). Within months, EMA recovered millions in unbilled revenue, and then took on management of the organization's financial operations. As a result, in 2001 EMA received DOT's Women-Owned Business Enterprise Award.

EMA has since developed business management solutions for the IRS and Department of Homeland Security. In the future, EMA seeks to leverage its operational toolsets for rapid incorporation into new projects.

"We see customer service as the key to government contracting," says founder and owner Nancy Slomowitz. "We strive to hire and retain the best people, which results in customer satisfaction and referrals. In fact, outstanding client references are among our best assets."



Executive Management Associates NO. 457
313.9% Three-Year Growth
Revenue: **\$4.4 million** Employees: **25**
Founded: **1993** **Darnestown, Md.**

What it does: Provides consulting in financial management, procurement, training, IT, and strategic planning to government agencies and nonprofits. *Why it's growing:* Because government agencies, says CEO Nancy Slomowitz, are trying to act more like businesses.

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Inc. 500

About the Inc. 500 Currently in its 24th year, the Inc. 500 is *Inc.* magazine's renowned annual ranking of the fastest-growing privately held companies in the United States. These turbo-charged enterprises are the pulse of the real economy. They are fast-growth success stories that cross a wide range of sectors from consumer products, financial services, and retail to high-tech hot-beds such as software, computer hardware, and telecom. Microsoft, Timberland, Oracle, The Sharper Image, E*Trade, and Domino's Pizza are just a few of the corporate superstars that have graced the Inc. 500 list.

The Inc. 500 list 2005

Consulting: Not unlike outsourcing, the hiring of consultants is a way to bring in outside expertise without adding employees—which is why the companies in this category are thriving.



355	Science & Engineering Services 379.4%
356	Milestone Group 378.1% ★
357	McDowell Research 375.3%
358	Cascades Technologies 373.6%
359	Coast to Coast Tickets 372.6%
360	MobilityWorks 371.4%
361	Quality Assured Services 370.7% ★
362	Bart Larsen Trucking 370.7%
363	Icat Logistics 369.2%
364	Taleo 367.4%
365	Cross Telecom 367.3%
366	FastBucks 367.1% ★
367	Homefield Financial 367% ★
368	Buck Engineering 366.6%
369	TroyResearch 365.2%
370	Ability Services Network 365.1%
371	Click Tactics 364.4%
372	Atrilogy Solutions Group 364.3% ★
373	MediNotes 364%
374	Total Quality Logistics 363.8%
375	Cole & Co. 363.6%
376	Event Network 363.3%
377	Shred First 362.9% ★
378	3D Research 362.6% ★
379	Conduant 362.5% ★
380	Counsel on Call 360.5% ★
381	Prism Innovations 358.9% ★
382	FreeOffice 357%
383	KellyMitchell 357%
384	Round Table Group 356.9% ★
385	Empyrean Management Group 354%
386	Skoda, Minotti & Co. 352.9% ★ 🇺🇸
387	Métier 352.6% ★
388	Fagen 351.1%
389	Back to Basics 350% ★
390	Hostopia 350%
391	McDonald Bradley 348.7% ★
392	Clover Technologies Group 348.6% ★
393	GECC 348.2%
394	DSR Management 347.8% ★
395	Environmental Products & Services of Vermont 346.2%
396	Corporate Research International 346.1%
397	TeamWorld 345%
398	Magnum Logistics 344.7%
399	MagnaDrive 344.3% ★
400	Netuno USA 343.9% ★
401	Treetop Technologies 341.7% ★
402	LocalNet 341.6% ★
403	Vitacost.com 341.2% ★ 🇺🇸

404	National Link 340.9%
405	That's Good HR 340.5%
406	Innovative Lighting 340.1% ★
407	Welocalize 339.5%
408	Quantech Services 339.1% ★
409	Georgia Cabling & Electric 338.1%
410	Inlet Medical 337.7%
411	Appletree Answering Services 336.7% ★
412	Gartner Studios 336.6% ★
413	Regency Technologies 336.6%
414	United Pacific Mortgage 336%
415	ath Power Consulting 335.9% ★
416	China United Transport 335.9%
417	Movex 334.6% ★
418	Broadlane 333.9% ★
419	Builder Homesite 333.5%
420	MTC Services 333.1%
421	Schaller Anderson 333.1% ★
422	iDirect Marketing 332.2% ★
423	LinkEdge Technologies 332%
424	Cold Stone Creamery 331.4% ★
425	Cosentino USA 331.1%
426	McKeough Land Co. 330.3% ★
427	US Labs 329.4%
428	XOS Technologies 329.3%
429	SouthStar Funding 329.2%
430	LoopNet 328.1%
431	Alpine Access 327.9% ★
432	Cardtronics 327.9% ★ 🇺🇸
433	Health Dialog Services 327.6% ★
434	Dynamic Restoration 326.3%
435	Pacific Pavingstone 325.7% ★
436	Allied Solutions Group 325.7%
437	LHC Group 325%
438	Digineer 324.2%
439	Newcastle Construction 322.9% ★
440	Calypso Technology 322.7%
441	Quantec 321.2%
442	Packaging Resources 321.2% ★
443	PaymentOne 321.1%
444	Plateau Systems 320.9% ★
445	Hi-Tec Systems 320.1%
446	California Numismatic Investments 319.6%
447	Managed Care Network 319.5% ★
448	21st Century Systems 319.4%
449	Automation Technologies 318.6% ★
450	iPlacement 318.6% ★
451	Gray Hawk Systems 317.6% ★ 🇺🇸
452	eTrials Worldwide 316.8%
453	Long Wave 315.6% ★

457 Executive Management Associates 313.9%

454	GTRI 315.4%
455	Hiller Plumbing, Heating & Cooling 315.3%
456	MoreVisibility 314.5%
458	East West Connection 313.4%
459	Healthx 313%
460	Applied Global Technologies 312.5% ★
461	Edison Automation 312.3%
462	Silicon Mountain Memory 312.3%
463	Northstar Aerospace 311.3%
464	NSI Software 311.3%
465	Affinity Internet 309.8%
466	DazMedia 309.2%
467	WebSurveyor 307.3% ★
468	Karl R. Johnson Trucking 306.4%
469	Campbell Roofing & Construction 306.3%
470	RTG Medical 306%
471	RealCapitalMarkets.com 305.6%
472	Eagle Systems & Services 305.3%
473	Ceiba Technologies 305.1%
474	RxUSA 304.7% ★
475	Intranets.com 304.2% ★
476	Intelliseek 303.7% ★
477	All Fund Mortgage 301.1%
478	CEI Boston 301%
479	MNIndustries 300.9%
480	AmeriQuest Transportation and Logistics Resources 300.9%
481	DMinSite 300.8%
482	Solid Earth 299.1% ★
483	B2B Technologies 298.5%
484	Century Bankcard Services 297.4%
485	DiskFaktory.com 297.1%
486	Diagnostic Hybrids 297% ★
487	Ameritrust Mortgage 295.6%
488	Capella Education 294.9% ★ 🇺🇸
489	Cynergy Data 294.5% ★
490	Phoenix Personnel 294.4%
491	Alienware 293.9% ★
492	VitesseLearning 293.6%
493	MicroPact Engineering 293.3% ★
494	Fetch Logistics 293.1% ★
495	Fieldstone Investment 292.9%
496	Directed Energy Solutions 291% ★
497	SpectorSoft 290.6% ★
498	PostcardMania 289.8%
499	Guaranteed Home Mortgage 288.3%
500	Partners Human Resources 288.3% ★

★ = Alumnus 🇺🇸 = Hall of Fame