

Special Issue

Inc.

500

**America's Fastest-Growing
Private Companies**

CONGRATULATIONS TO
**Milestone Construction
Services
No. 320**

Inc.

A Gruner+Jahr USA Publication

John Koten Editor

October 11, 2004

Keith Whitener
Milestone Construction Services
21495 Ridgetop Circle, Suite 300
Sterling, VA 20166

Dear Keith,

On behalf of the editorial staff at *Inc.* magazine, I am delighted to welcome Milestone Construction Services to the 23rd annual Inc. 500 list of America's fastest-growing private businesses.

I am very proud of the group of entrepreneurs we have assembled in this year's issue and am happy to be able to send you an advance copy of the magazine. In just a few short days millions of readers—an audience that includes your customers, vendors, investors, and business partners—will receive their copies of the issue.

As you will see, Inc. 500 companies like yours are innovators and survivors. I think you'll be as impressed as we are by the company you keep.

Please let me be the first to congratulate you on your outstanding achievement. Welcome back to the Inc. 500 list.

Sincerely,



John Koten
Editor



Milestone Construction Svcs. No. 320

114.7% Annual Growth 573% Total Growth

2003 Revenue: \$19.5 million

Employees: 30 Sterling, Va.

Keith Whitener's first company, the Whitener Group, managed construction projects, primarily at airports. When he merged that company with two other firms in 1998 and formed Milestone, Whitener began the process of de-emphasizing airport contracts. That was prescient, because airports cut budgets drastically after 9/11. Now good and diverse work isn't hard to come by, but good workers are. "That's partly because of high technology," says Whitener. "It's drawn people away from construction."

Company Profile Milestone Construction Services, Inc. (MCSI) is a professional Construction Management, Consulting and General Contracting firm with offices in Virginia and Maryland serving clients nationwide. MCSI brings together a valuable combination of disciplines by incorporating the talents and extensive backgrounds of professional construction managers, superintendents, architects, engineers, cost estimators, inspectors and construction scheduling professionals.

The Corporation has earned a reputation as a highly competitive and respected authority in the construction industry. Typical projects include schools, churches, office spaces, historical restoration, tenant fit-out, restaurants, health clubs, airport property development and athletic fields. We have built our reputation on personalized service and a commitment to quality. MCSI has a proven track record of providing projects on time and within budget. Our project planning and scheduling techniques have assisted in the avoidance of claims and mitigated additional costs to the owner. Innovative and advanced planning, along with quality workmanship and professional standards, comprise the cornerstones of our business.

Inc. 500

About the Inc. 500

Currently in its 23rd 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 hotbeds such as software, computers and electronics, 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.



EXCELLENCE IS BUILT IN.

Milestone Construction Services

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Construction Who's been building in these lean years? The federal government, for one. The military, for another, and a growing amount of all this work is being contracted to private companies.

- 293 CapAdvisory 123.6%
- 294 Intelliseek 123.3%
- 295 TPI Billing Solutions ★ 122.5%
- 296 Wyant Data Systems 122.4%
- 297 Cardtronics ★ 122%
- 298 Trilogy Health Services 121.9%
- 299 3t Systems ★ 121.5%
- 300 Stinger Industries ★ 121.5%
- 301 Clubfurniture.com 120.6%
- 302 ArchivesOne ★ 120.6%
- 303 Skoda, Minotti & Co. 120%
- 304 Advanced Data Services ★ 119.8%
- 305 MicroPact Engineering ★ 119%
- 306 Barton Medical 118.9%
- 307 Tourico Holiday Flights ★ 118.5%
- 308 Solid Earth 118.3%
- 309 First Financial Network 118.2%
- 310 Mortgage Partners 117.9%
- 311 PremierGarage 117.9%
- 312 FastBucks 117.1%
- 313 SEI Group 117.1%
- 314 Advantage Data 116.9%
- 315 ecfirst.com 115.8%
- 316 KeyLogic Systems 115.7%
- 317 Resource Options 115.6%
- 318 Portraits International of the Southwest 115.4%
- 319 AFMS 115.3%
- 320 Milestone Construction Services ★ 114.7%
- 321 Smarts ★ 114.3%
- 322 US Script 113.7%
- 323 The BMC Group 113.7%
- 324 ATM Express 112.5%
- 325 Authsec 112.4%
- 326 KSI & Associates ★ 112.2%
- 327 IVCJ ★ 112.1%
- 328 The Prosthetic Center 111.9%
- 329 Pacific Data Designs ★ 111.2%
- 330 Innovative Marketing 111.2%
- 331 BCS Industries ★ 111.1%
- 332 TheZeb.com 110.6%
- 333 Money Marketing 110.4%
- 334 Virtual-Agent Services 110.3%
- 335 Access Integrated Networks 109.9%
- 336 Mariabs ★ 109.3%
- 337 Digital Visual Display Technologies ★ 109.2%
- 338 Kaizen Direct ★ 108.8%
- 339 Information Transport Solutions 108.7%
- 340 S2F Engineering 108.6%
- 341 Quickparts.com 108.5%
- 342 3D Research 108.3%
- 343 The Ultimate Backrub Store 108.2%
- 344 Integra Telecom ★ 108.2%
- 345 Switch and Data 107.8%
- 346 Newcastle Construction 107.7%
- 347 EM-Assist 107.5%
- 348 Legal Network ★ 107.4%
- 349 Automation Technologies 107.3%
- 350 Republic Trust & Mortgage 107.2%
- 351 Pacific Dental Services 105.7%
- 352 Strategic Data Systems ★ 105.1%
- 353 Gray Research 104.6%
- 354 EnvoyWorldWide 104.3%
- 355 TUI Consulting 104.2%
- 356 Perseus Development ★ 104.1%
- 357 Creating Results 104%
- 358 iPlacement 103.7%
- 359 Peripheral Imaging 102.6%
- 360 Navarro Research and Engineering ★ 101.7%
- 361 USA Funding ★ 101.5%
- 362 The Christmas Light Co. 101.5%
- 363 G&A Partners 101.1%
- 364 Tesoro ★ 101.1%
- 365 Beacon Technologies ★ 100.6%
- 366 DDM Direct 100.4%
- 367 GeoLearning 100.4%
- 368 Café Rio ★ 99.5%
- 369 Amity Technology 99.1%
- 370 Risk Management Services 98.8%
- 371 Métier 98.8%
- 372 Cherokee Information Services ★ 98.5%
- 373 Gracar 98.2%
- 374 Vosges Haut-Chocolat 98%
- 375 Blue Ridge Numerics ★ 98%
- 376 ath Power Consulting ★ 97.9%
- 377 All Action Architectural Metal & Glass 97.9%
- 378 Capitol ★ 97.4%
- 379 TicketsNow.com 97.3%
- 380 GTCI 97.2%
- 381 Proven Direct ★ 97%
- 382 Melton Franchise Systems ★ 96.7%
- 383 One Stop Shop 96.4%
- 384 National Bankcard Systems ★ 96.1%
- 385 Database Marketing Group ★ 95.8%
- 386 Color Kinetics ★ 95.3%
- 387 Alpine Access 95.1%
- 388 Odyssey Systems Consulting Group 94.2%
- 389 iHomeowners 94.2%
- 390 IncorporateTime.com 94%
- 391 Innovative Technical Solutions 94%
- 392 MagnaDrive 94%
- 393 MV Transportation 93.8%
- 394 S2Tech ★ 93.8%
- 395 Rackspace Managed Hosting 93.8%
- 396 The Astra Group 93.3%
- 397 Auction Systems Auctioneers and Appraisers ★ 93.3%
- 398 Valco Data Systems 93.1%
- 399 Keystrokes Transcription 93.1%
- 400 WRG Services ★ 92.7%
- 401 The Spa Depot 92.7%
- 402 Axis Healthcare Communications 92.6%
- 403 Pacific Pavingstone 92.5%
- 404 StoneTech Professional ★ 92.3%
- 405 CourtSmart Digital Systems ★ 92.1%
- 406 New Era Builders 92%
- 407 Data Warehouse ★ 91.8%
- 408 Educational Outfitters 91.7%
- 409 Budget Blinds 91.5%
- 410 WorthGroup 91.4%
- 411 The White Stone Group 91.2%
- 412 L.E.M. Products ★ 91.1%
- 413 Schaller Anderson ★ 90.9%
- 414 Car Wash Technologies 90.8%
- 415 Applied Global Technologies 90.8%
- 416 BurstNet Technologies 90.7%
- 417 McKeough Land Co. ★ 90.6%
- 418 RiskMetrics 90.3%
- 419 Barcoding 89.9%
- 420 Market Technologies 89.7%
- 421 Resolution Consulting 89.5%
- 422 Amtrust Mortgage 89.5%
- 423 Lenco Marine ★ 89.1%
- 424 Communispace 88.7%
- 425 TechTarget 88.6%
- 426 Mosaica Education 88.2%
- 427 Vedicsoft Solutions 87.3%
- 428 ComFrame Software ★ 87.3%
- 429 Integrated Science Solutions 87%
- 430 SupplyCore ★ 87%
- 431 Southern Development 86.6%
- 432 Integrated Management Services ★ 86.3%
- 433 Foundstone 86.2%
- 434 Valley Oak Systems ★ 86%
- 435 Info-X 85.7%
- 436 LocalNet ★ 85.4%
- 437 Synergis 85.3%
- 438 NovaCopy 85.2%
- 439 Round Table Group ★ 84.9%
- 440 CHE Consulting 84.4%
- 441 Cold Stone Creamery ★ 83.9%
- 442 Trinity Healthcare Staffing 83.9%
- 443 ACS International Resources ★ 83.9%
- 444 Resulté Universal ★ 83.7%
- 445 ChartLogic 83.7%
- 446 CyraCom International 83.7%
- 447 Carousel Industries 83.3%
- 448 Residential Loan Centers of America 83.2%
- 449 eCompanyStore 83.1%
- 450 CaseCentral 82.3%
- 451 Intranets.com 82.2%
- 452 ProClarity ★ 82%
- 453 Micro Solutions Enterprises ★ 82%
- 454 Weather Decision Technologies 81.6%
- 455 FirstComp Insurance 81.4%
- 456 O1 Communications 81.3%
- 457 Electronic Data Resources 81.1%
- 458 Quotable Cards ★ 80.8%
- 459 Signature Mortgage 80.7%
- 460 Angie's List ★ 80.4%
- 461 Great Works Internet ★ 80.3%
- 462 Freightquote.com 79.9%
- 463 High Power Technical Services 79.7%
- 464 IntegriNavics 79.5%
- 465 ActioNet 79.2%
- 466 New Territories 79.2%
- 467 Xtiva Financial Systems 79.2%
- 468 icruise.com 79%
- 469 PowerNet Global 79%
- 470 Y2Marketing ★ 79%
- 471 Liberty Threads N.A. 78.5%
- 472 Landmark Protection ★ 78.5%
- 473 Smart Carpet 77.5%
- 474 Studeo 77.4%
- 475 MD On-Line 77.3%
- 476 Human Resource Staffing 76.8%
- 477 Collaborative Consulting 76.8%
- 478 Appletree Answering Services 76.8%
- 479 ReNew Life Formulas ★ 76.6%
- 480 Tracentrix 76.5%
- 481 Jackson Healthcare Solutions 76.2%
- 482 AmeriMex Communications 76%
- 483 Vocollect 75.9%
- 484 Honest Tea ★ 75.7%
- 485 Communication Technologies 75.7%
- 486 Headsets.com 75.7%
- 487 Esys 75.5%
- 488 A.M.E.'s Uniforms ★ 75.1%
- 489 OnlineBenefits 74.9%
- 490 Cairo 74.7%
- 491 CoreMedical Group 74.7%
- 492 Questar Capital ★ 74.6%
- 493 Technology Ventures 74.4%
- 494 National Heritage Academies ★ 74.3%
- 495 The Custom Shop Clothiers ★ 74.1%
- 496 Buck Wear 73.9%
- 497 Adenna 73.8%
- 498 Movex 73.8%
- 499 SNVC 73.4%
- 500 Topaz Systems 73.4%