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July 2011

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Down Economy Doesn't Slow These Fast-Growing Companies



In good times or bad, a company's success depends on having the right people. The worse the economy, the better the people must be, especially at the top. And that's why Georgia's fastest growing middle-market companies for 2011 are not only thriving and growing, but doing so at mind-boggling speed.

Forty of those successful companies are featured in this Annual Special Section presented by the Atlanta chapter of the Association for Corporate Growth (ACG) and the southeast regional CPA firm Cherry, Bekaert & Holland LLP (CB&H).

"We are proud to present the Georgia Fast 40," says Greg Cinnamon, President of ACG Atlanta and Chairman of the Fast 40 committee. "Georgia Fast 40 is a good fit for our organization because it follows along with our mission of promoting and serving acquisitive and organic growth by Georgia-based companies and the management teams charged with their success. These companies have really shown grit and inspiration dealing with the down economy. They show that even in difficult times, management has found ways to grow."

"This is the fourth year for the Georgia Fast 40 section, and we're seeing more companies in the running every year," says Kip Plowman, Managing Partner of CB&H's Atlanta practice and ACG Atlanta Board Member. "This year we initially reviewed over 100 companies to get the 40 fastest growing."

Why are these companies so successful? "Several reasons," says Plowman, "but the number one factor is that they are led by seasoned management teams, people with extensive industry-related experience."

To be considered for the Fast 40, companies must be headquartered in Georgia and have net sales ranging from \$15 million to \$500 million. The companies selected had to meet strict eligibility criteria and have demonstrated sustained revenue and employment growth.

The companies are divided into two categories. The large

mid-market category represents companies with sales of approximately \$70 million and up, and the small mid-market category has companies with sales under \$70 million.

"To be selected, the companies had to demonstrate sustained growth, not bubble growth," says Plowman. "We looked at a three year growth trend, with emphasis on the latest year. More weight was given to revenue growth—75 percent compared to 25 percent for employee growth."

While experienced management was key for the top companies, several other major "success factors" were identified. One key trend among these companies was toward the use of more technology to automate processes and create more efficiency. The honorees are looking to the future, making significant investments in research and development in order to stay ahead of the game. They want to be sure they can identify new opportunities and be able to adapt quickly to change in a rapidly evolving marketplace.

Plowman adds that there is a constant focus on the customer. "For these companies, excellent customer service is a priority. They keep up continuous communication with their customers and strive to be sure they offer competitive rates."

As for challenges the Fast 40 companies face, the honorees all agree the biggest challenge is the economy, noting that the economy poses problems beyond their control, and that



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concerns them.

"Being able to hire the right people at the right time is also a challenge," Plowman says. "These fast-growing companies want to be ready for growth but getting the right people and keeping them can be a challenge in a period of rapid growth. And, because of the weak economy, credit and financing continue to be a challenge. Banks are still a little skittish and getting financing is a long, grueling process. On top of all these things, a number of companies report they are seeing price increases in raw materials and increased costs for additional accounting, legal and finance services."

"The top companies are not just sitting and hoping these problems go away," Cinnamon notes. "They know what their challenges are and are making plans to overcome them. These companies are focused on developing a company infrastructure that can handle greater capacity and are looking for strategic acquisitions and partnerships that allow for complementary product or service line expansions."

Among this year's honorees, one thing is clear—to grow you must have good people and financial discipline, and these successful companies have a strong emphasis on company morale as well as a strong balance sheet. "They also want to be ready to move

to the next plateau, but instead of hiring full-time employees, they are trying to save by using more technology and hiring specialized professional services," says Plowman.

As for how companies are growing, organic growth was more dominant this year than in the past, with companies able to grow because of new technology or new services. B.U. mergers and acquisitions are still the predominant way for most to grow.

Mergers and acquisitions were definitely the key to growth for ExamWorks Group, a provider of independent medical examinations and the #1 company in the large mid-market category. The Atlanta-headquartered company, founded just three years ago, has acquired 31 companies, including its largest competitor in the United States and the largest in the industry in the United Kingdom.

ExamWorks also boasts a very experienced top management team, as does OmniPoint, the fastest growing small mid-market company. An information technology solutions company, OmniPoint was founded by executives who each have more than 20 years experience in the IT field. The experience of the founders, coupled with the ability to hire experienced staff, was the big factor in the company's rapid growth. "There's no doubt a key to our success is that we have

been able to get the right people on the bus," says Will Fladdy, one of OmniPoint's founders.

Of the 40 fastest-growing companies, 80 percent or 32 of the 40 were in three industry categories. "Technology and healthcare have been at the top every year, but this year we had professional service organizations join them in the top three," Plowman says. The technology industry still ranks first, accounting for 14, or 35 percent, of the 40 companies. Next was professional services organizations, with 28 percent, followed by healthcare with 18 percent.

As part of the Fast 40 interview process, company executives were asked, "What do you predict the economy doing over the next few years?"

The general consensus "is for a slight improvement." The honorees are optimistic there will be growth, but expect it to be slow for a few years. These executives are seeing the economy turn the corner, but it'll be a long, slow turn.

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Founded in 1954, the Association for Corporate Growth (ACG) is a global association for professionals involved in corporate growth, corporate development, and mergers and acquisitions. Today ACG has more than 12,000 members from corporations, private equity, finance and professional service firms representing Fortune 500, Fortune 1000, FTSE 100, and mid-market companies in 54 chapters in North America and Europe. ACG Atlanta, with more than 500 members, is one of the largest, oldest and most active chapters, providing the area's executives and professionals a forum for exchanging ideas and experiences concerning organic and acquisitive growth.

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Cherry, Bekaert & Holland LLP ranks among the 30 largest CPA firms in the country with 14 practice units located throughout the southeast from Washington, DC to Miami. In Georgia, the firm has offices in Atlanta and Augusta, with more than 125 professionals providing audit and tax services to middle-market businesses.



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Large Mid-Market Fastest Growing Companies

1 Growth Soars As ExamWorks Sets Sizzling Pace For Acquisitions

Jim Price and Richard Perlman are no strangers to developing companies, and they have much more than a nodding acquaintance with success and big money. Therefore it is no surprise to them that their latest venture, ExamWorks Group, Inc., is this year's fastest growing company in the large mid-market category.

"We are business builders... it's in our DNA," says Price, who is CEO. (Perlman is Executive Chairman.) "We love to find a fragmented niche we can build a business around and we are really excited about ExamWorks."

In just three years, Price says, ExamWorks has grown to become the largest provider of independent medical examinations, or "IMEs", in the United States and, with a recent acquisition, the largest in the United Kingdom. Primarily, what an IME company does is medical exams to verify injuries for worker's compensation, insurance claims and lawsuits. The company's main customers are insurance companies, law firms and third party administrators.

In addition to medical exams, ExamWorks provides peer and bill reviews, and related services, which include litigation support services, administrative support services and medical record retrieval services.

Price says the company, which is headquartered in Atlanta, has a network of more than 29,000 doctors and medical experts, who are independent contractors, and 42 service centers serving all 50 states, Canada and the United Kingdom. ExamWorks has approximately 700,000 transactions annually.

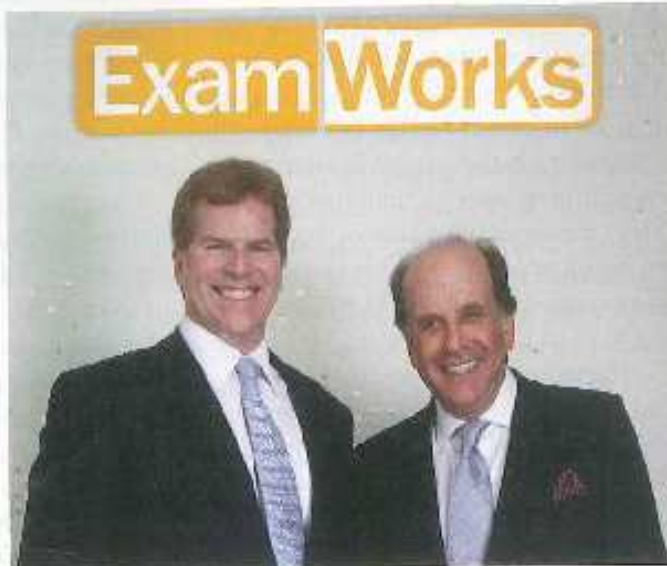
"Four years ago, I didn't even know this industry existed," says Price, a University of Georgia graduate. He says the idea was brought to them by one of their board members who got to talking to a doctor at a neighborhood cookout about the doctor's IME business, a business the doctor said needed a national footprint. The associate told Price and Perlman, they met with the doctor, thought it was "a really unique opportunity" and decided to move ahead.

Price and Perlman formed ExamWorks by buying the doctor's New Jersey company, plus two other companies, one in New York and another in Texas. "We took about six months to put a management team together and then began acquisitions," Price says.

Since the July 2008 start, Price says ExamWorks has acquired 31 companies, including three in Canada; "our biggest competitor" in the U.S., MES Group, Inc.; and the largest IME business in the United Kingdom.

"The MES deal really puts us in the position to grow to the next level," says Price. "MES has an amazing management team that really complements our team."

"Today, we have 1,700 employees and \$460 million in revenue," says Price. "Our goal is to acquire another \$40 million in revenue this year."



CEO Jim Price, left, and Executive Chairman Richard Perlman.

Price and Perlman have worked together for some 15 years and have developed several successful companies that were then sold, including PracticeWorks, Inc., a dental software company acquired by Eastman Kodak Company in 2003, and TurboChef Technologies, Inc., a commercial food equipment manufacturer, acquired in 2009 by Middleby Corporation.

"We've been very fortunate," says Price. "We grew PracticeWorks from some \$40 million to \$200 million before we sold it to Kodak for a half billion. After that we were going to take some time off when we heard about TurboChef, a small company with a unique technology. We were able to grow it to the point where we sold it for \$200 million five years later."

Price says he and Perlman credit their success "to our great management team," several of whom worked with them in the other companies. "It's all about the people," he says. "We have a fantastic management team and we've been able to bring in more great people through the companies we have acquired."

With all of the companies, Price says the philosophy is "always treat employees as the most valuable asset." "We make employees stakeholders by offering stock options to all employees," he says. "We also want to be sure company leaders fit our business culture, what I call 'no jerks allowed.'"

Price says he believes the company is ready to meet the challenges of its fast growth. "The economy is always a question, but we have access to capital because of our long-term relationships with financial institutions," he says. "Making the right acquisitions is probably our biggest challenge. We want to make sure they are a good fit and we'll pass if they're not."

Price says he sees ExamWorks as "our biggest opportunity ever. We're in the second inning in the game of becoming a successful global company."

Large Mid-Market *Fastest Growing Companies*

2 Service Foods, Inc.

Service Foods is an all-natural food company that with its team of health experts helps families live a healthy lifestyle. The company's

vision is "improving America's health through

education, proper nutrition, all-natural food, and expert fitness training, thus helping to end the healthcare crisis in America."

www.servicefoods.com



3 Transcend Services, Inc.

Transcend Services, Inc. (NASDAQ: TRCR) is a leading provider of transcription and clinical documentation solutions for healthcare organizations and the second largest transcription

company in the industry. The company currently employs more than 2,800 domestic medical transcriptionists and serves more than 320

customers. Transcend's clients include mid-size to large hospitals, health systems and large clinics. The headquarters are located in Atlanta, with data centers in Atlanta and Alpharetta, and a national customer support center in Brooksville, Florida.

www.transcendservices.com



4 Streamlite, Inc.

Streamlite Inc. accelerates the delivery of light-weight packages from many leading retail, online and catalog brands directly to consumers' doors. The company reports that customers,

including Fortune 500 apparel companies, electronics retailers and mail-order pharmacies,

experience tangible economic improvement in their high-volume shipping programs as a result of Streamlite's "consistent, reliable and trackable delivery." Seamless integration with the U.S. Postal Service enables Streamlite to improve consumer satisfaction with guaranteed delivery of packages weighing five pounds and in under five business days or less at a low cost.

www.streamliteinc.com



5 Ebix, Inc.

Ebix, Inc. (NASDAQ: EBIX) is the leading provider of on-demand software and

e-commerce services to the insurance industry. Ebix provides end-to-end solutions ranging from infrastructure exchanges, carrier systems, agency

systems and BPO services, to custom software devices for all entities in the insurance industry.

www.ebix.com



Large Mid-Market *Fastest Growing Companies*

Rank	Company	Industry	Executive Name / Title
1	ExamWorks Group, Inc. 3280 Peachtree Road, N.E., Suite 2625 Atlanta, GA 30305 404-952-2400 www.examworks.com	ITL Services Industry	Jim Price, CEO Richard Perlman, Executive Chairman
2	Service Foods, Inc. 4355 International Blvd., Suite 150 Norcross, GA 30093 800-872-3484 www.servicefoods.com	All-Natural Food	Dr. Keith Kantor, CEO
3	Transcend Services, Inc. One Glenlake Parkway, Suite 1325 Atlanta, GA 30328 800-235-7047 www.transcendservices.com	Transcription Services	Larry Gerdes, CEO
4	Streamlite, Inc. 3000 Centre Parkway, Suite 100 Atlanta, GA 30344 404-836-4000 www.streamliteinc.com	Shipping & Logistics	Randy Clark, President & CEO
5	Ebiz, Inc. 5 Concourse Parkway, Suite 3200 Atlanta, GA 30328 678-281-2020 www.ebiz.com	On-Demand Software	Robin Raina, CEO
6	Bland Farms, LLC 1126 Raymond Bland Rd. Glennville, GA 30427 800-440-9543 www.blandfarms.com	Farming	Delbert Bland, Owner
7	Purchasing Power 1375 Peachtree Street, Suite 500 Atlanta, GA 30309 404-509-5156 www.purchasingpower.com	Employee Benefits	D. Keith Calhoun, CEO
8	Access Insurance Holdings, Inc. Three Ravinia Drive, Suite 400 Atlanta, GA 30345 770-234-3641 www.accessgeneral.com	Insurance	Michael McMenamin, President & CEO
9	Guardian Pharmacy 1776 Peachtree Road N.W., Suite 310, South Tower Atlanta, GA 30309 404-310-0089 www.guardianpharmacy.com	Healthcare	David Morris, CFO
10	Converge 5390 Triangle Parkway, Suite 300 Norcross, GA 30092 888-565-5525 www.converge.com	Green Technology	R. Blake Young, CEO

Large Mid-Market *Fastest Growing Companies*

Rank	Company	Industry	Executive Name / Title
11	MedAssets, Inc. 100 North Point Center East, Suite 200 Alpharetta, GA 30022 678-323-2500 www.medassets.com	Healthcare products and services	Charles O. Garner
12	Juneau Construction Company 3715 Northside Parkway, NW, Bldg. 300, Suite 750 Atlanta, GA 30327 404-287-6000 www.juneaucc.com	Construction	Nancy Juneau, CEO
13	CentricsIT, LLC 3140 Northwoods Parkway, Suite 700 Norcross, GA 30071 678-495-1301 www.centricsit.com	IT Hardware and Services	Derek Odgaard, President
14	ASAP Solutions Group, LLC 3885 Holcomb Bridge Rd. Norcross, GA 30092 770-246-1718 www.myasap.com	Staffing & Business Solutions	Nancy Williams & Roz Allford, Principals
15	ApolloMD 5665 New Northside Drive, Suite 320 Atlanta, GA 30328 770-874-5400 www.apollomd.com	Healthcare	Chris Krubert, CEO
16	Scientific Research Corporation 2300 Windy Ridge Parkway, Suite 400 South Atlanta, GA 30339 770-859-9161 www.scres.com	Technology	Michael Wan, President & CFO
17	MAU Workforce Solutions 301 Greene Street Augusta, GA 30901 706-724-8367 www.mau.com	Staffing, Recruiting & HR Services	Randall W. Hatcher, President
18	Cbeyond, Inc. 320 Interstate North Parkway S.E. Atlanta, GA 30339 678-424-2400 www.cbeyond.net	Communications & IT Services	Jim Geiger, CEO
19	Immucor 3130 Gateway Drive Norcross, GA 30071 770-441-2051 www.immucor.com	Medical Devices	Dr. Giacchino De Chirico, CEO
20	SunLink Health Systems, Inc. 900 Circle 75 Parkway, Suite 1120 Atlanta, GA 30339 770-933-7000 www.sunlinkhealth.com	Healthcare	Mark Stocklager, CFO

Small Mid-Market Fastest Growing Companies

1 Experienced Management Team Key To OmniPoint's Success

OmniPoint, Georgia's fastest growing small mid-market company, may be just over three years old, but there's nothing young about this company when it comes to experience.

The company, which helps organizations successfully deploy IT solutions and deliver critical IT projects, was founded in February 2008 by former Big 5 executives who each have more than 20 years experience in the information technology field. That experience includes consulting and system implementation across a diverse set of technologies and industries.

It is that experience that has been key to the company's amazingly fast growth. In an economy where staying alive is considered success, OmniPoint was able to more than double its revenue in its second year of operation, from \$5 million to \$10.8 million, and then soared to \$25.4 million in 2010, a year-over-year increase of 135 percent.

"There's no doubt a key to our success is that we have been able to get the right people on the bus," says Will Hardy, one of the founders of OmniPoint. "First of all we try to hire people who we have known or who our employees have known. We then invest heavily in them, providing the training and the support they need to be successful."

"Our people are our greatest asset," says Keith Will, a partner at OmniPoint and the lead executive of the company's IT Staffing Practice.

OmniPoint started on a solid foundation, with the founders having known and worked together for many years. Five members of the OmniPoint executive team — Keith Diego, Alfredo Gonzalez, Glenn Myer, Derek Shipes and Will Hardy previously founded and built a PeopleSoft integration firm called Cima Consulting Group, in 1997. Cima was sold in 2005 and through a series of subsequent acquisitions, was ultimately acquired by Captermint. In late 2007 the team re-assembled and asked Keith Will to join the group as they formed a new company.

"The unique thing about our partnership is that we each bring a different skill set," says Will. "One partner is strong in Operations, another in Human Resources and Compliance, another is very strong in Sales. Our individual skills complement each other and that makes the company stronger."

The group decided to start a new company focusing on two primary lines of business, IT Staffing Services and Workday Solutions.

On the IT Staffing side, OmniPoint provides skilled IT contractors to large companies working on big projects.

"About 80 percent of our staffing business is with large system integrators, with the other 20 percent with individual clients," says Will. "Our leadership team has years of technology delivery experience across every major industry sector. This team has managed large, complex projects using many of the



Will Hardy, left, and Keith Will are members of OmniPoint's executive team.

same technologies and methodologies used by our clients today. As a result, we truly understand the needs of our customers which enables us to quickly filter the qualified candidates and only submit the best to our clients for their review."

On the Workday side of the business, OmniPoint helps companies implement Workday's HR, Payroll and Financial solutions. "We specifically chose to partner with Workday, a software-as-a-service (SaaS) solution that delivers industry leading functionality without the overhead of a traditional ERP (Enterprise Resource Planning) system," says Hardy. OmniPoint is one of Workday's largest and fastest growing implementation partners having worked with more than 60 organizations in over 65 countries.

Along with revenue growth, OmniPoint has also greatly increased headcount. The company ended 2008 with just 16 permanent employees, and it has grown to 85 full-time employees.

While the partners admit some concerns about starting a new company during a recession, they say it has worked out well for them. "We entered the market when other companies were retreating, we were aggressive going after new business and it paid off," says Will.

"Our success is the result of a little bit of luck, a little bit of courage and a lot of hard work," says Hardy. "We were lucky to do well in the beginning when things weren't looking good overall, but it also took courage and foresight to invest and forge ahead. Not a lot of people were willing to do that."

For the future, both executives say they expect continued strong growth. "It's hard to say what the overall economy is going to do, but our market is strong right now," says Will.

Hardy agrees. "Percentage wise it may calm down, but we expect growth to continue," he says. "In fact, our biggest challenge will be to continue to effectively manage this growth. It's a challenge we look forward to facing."

Small Mid-Market *Fastest Growing Companies*

2 Onepath Systems

Onepath designs, sells, installs and service's commercial system integration solutions. The



company specializes in fire alarm/life safety, security, access control,

audio-visual, voice data and structured cabling system solutions.

www.onepathsystems.com

3 FiberLight, LLC

FiberLight provides ethernet, wavelengths, dedicated IP, SONET and dark fiber optical transport network solutions in 23 cities in Georgia, Florida, D.C., Texas, Virginia and



Maryland. It offers Wide Area Network options to commercial

hubs around the country for government, enterprise and web-centric businesses requiring mission-critical transport for business continuity.

www.fiberlight.com

4 Brightree, LLC

Brightree is the #1 provider of billing and business management software for the Home Medical Equipment (HME) market. Brightree's web-based platform



enhances automation and business insight, enabling HME providers to operate more profitably. Brightree's 1400 customers and 35,000 users file more than \$7

billion in insurance claims annually via Brightree software.

www.brightree.com

5 Principle Solutions Group

Principle Solutions Group provides reliable Information Technology Staffing and Consulting



Solutions. The company works with successful companies wanting

to reduce costs and increase efficiencies by utilizing proven technologies that deliver immediate impact to their bottom line. Principle Solutions specializes in providing experienced IT professionals who have the technical expertise needed to fully leverage these technologies.

www.principlesolutions.com

Small Mid-Market Fastest Growing Companies

Rank	Company	Industry	Executive Name / Title
1	OmniPoint 375 Northridge Road, Suite 520 Sandy Springs, GA 30350 404-380-1883 www.omniointinc.com	Information Technology	Kevin Will, Partner Will Hardy, Partner
2	Onepath Systems 2053 Franklin Way Marietta, GA 30067 678-355-0555 www.onepathsystems.com	Systems Integration	Jeff Sprangler, CFO
3	FiberLight, LLC 11700 Great Oaks Way, Suite 100 Alpharetta, GA 30022 678-366-0027 www.fiberlight.com	Telecommunications	Kevin B. Coyne, President & COO
4	Brightree, LLC 1735 North Brown Road, Suite 500 Lawrenceville, GA 30043 678-243-1789 www.brightree.com	Healthcare Software	Dave Cornack, President & CEO
5	Principle Solutions Group 990 Hammond Drive, Suite 890 Atlanta, GA 30328 770-399-4500 www.principlesolutions.com	IT Staffing and Consulting	Joe Ventura & Josh Nazarian, Managing Directors
6	iVision 1430 West Peachtree Street, N.W., Suite 425 Atlanta, GA 30309 678-996-3002 www.ivision.com	IT Services	Gabe Darniani, CEO
7	Endeavor 120 Interstate North Pkwy., Suite 210 Atlanta, GA 30339 678-460-0833 www.endeavor-telecom.com	Telecom/Electrical Field Service	Justin R. McLain, CEO
8	SecurAmerica, LLC 3399 Peachtree Road, Suite 1200 Atlanta, GA 30326 404-926-4222 www.securamericallc.com	Security Services	Frank A. Argenbright, Jr. CEO & Founder John K. Adams, President & COO
9	Greenway Medical Technologies 121 Greenway Boulevard Covington, GA 30117 770-836-3100 www.greenwaymedical.com	Healthcare Software	James A. ("Al") Cochran, CEO
10	Extremity Healthcare, Inc. 900 Circle 75 Parkway, Suite 900 Atlanta, GA 30339 770-384-0284 www.villagepodiatrycenters.com	Healthcare	David Helfman, DPM

Small Mid-Market *Fastest Growing Companies*

Rank	Company	Industry	Executive Name / Title
11	Digital Insurance 400 Galleria Parkway, Suite 300 Atlanta, GA 30339 770-250-2900 www.digitalinsurance.com	Insurance	Adam Bruckman, President & CEO
12	Contract Callers, Inc. 1058 Claussen Road, Suite 110 Augusta, GA 30907 706-868-5188 www.contractcallers.com	Utility Field Services	William Wertz, CEO
13	Hughes Telematics, Inc. 2002 Summit Blvd., Suite 1800 Atlanta, GA 30319 404-573-3800 www.hughestelematics.com	Telematics Services	Jeffrey Leddy, CEO
14	East West Manufacturing 1170 Ashford Dunwoody Road Atlanta, GA 30319 404-232-9441 www.ewmfg.com	Manufacturing	Scott Ellyson, CEO
15	Alternative Apparel, Inc. 1650 Indian Brook Way, Suite 200 Norcross, GA 30093 678-380-1890 www.alternativeapparel.com	Apparel	Evan Toporek, CEO
16	The Intersect Group 10 Glenlake Parkway, Suite 300 South Atlanta, GA 30328 770-500-3636 www.theintersectgroup.com	Staffing & Consulting	Wade Hughes, Managing Partner
17	GA Communications 2196 West Park Court Stone Mountain, GA 30087 300-552-4091 www.gaprc.com	Advertising	Richard Davis, CEO & Greg Latham, CFO
18	Bacon County Hospital and Health System 302 South Wayne Street Ama, GA 31510 912-623-8961 www.baconcountyhospital.com	Healthcare	Cincy R. Turner, CEO
19	Anitox Corporation 1055 Progress Circle Lawrenceville, GA 30043 578-375-1055 www.anitox.com	Food Safety Products	Glyn Richards, CEO
20	Mud Pie, LLC 4897 Lewis Road, Suite C Stone Mountain, GA 30087 578-937-9696 www.mud-pie.com	Importer/Distributor- Giftware & Consumer Goods	Marcia Miller, CEO