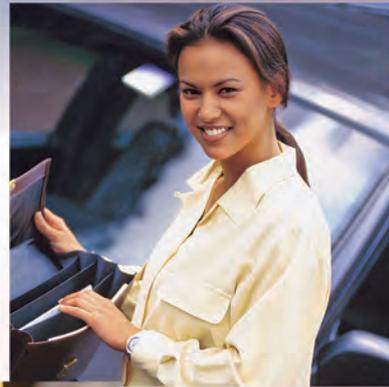


SBA
U.S. Small Business Administration

NATIONAL
SMALL BUSINESS
WEEK

2010
MAY 23-29

www.NationalSmallBusinessWeek.com

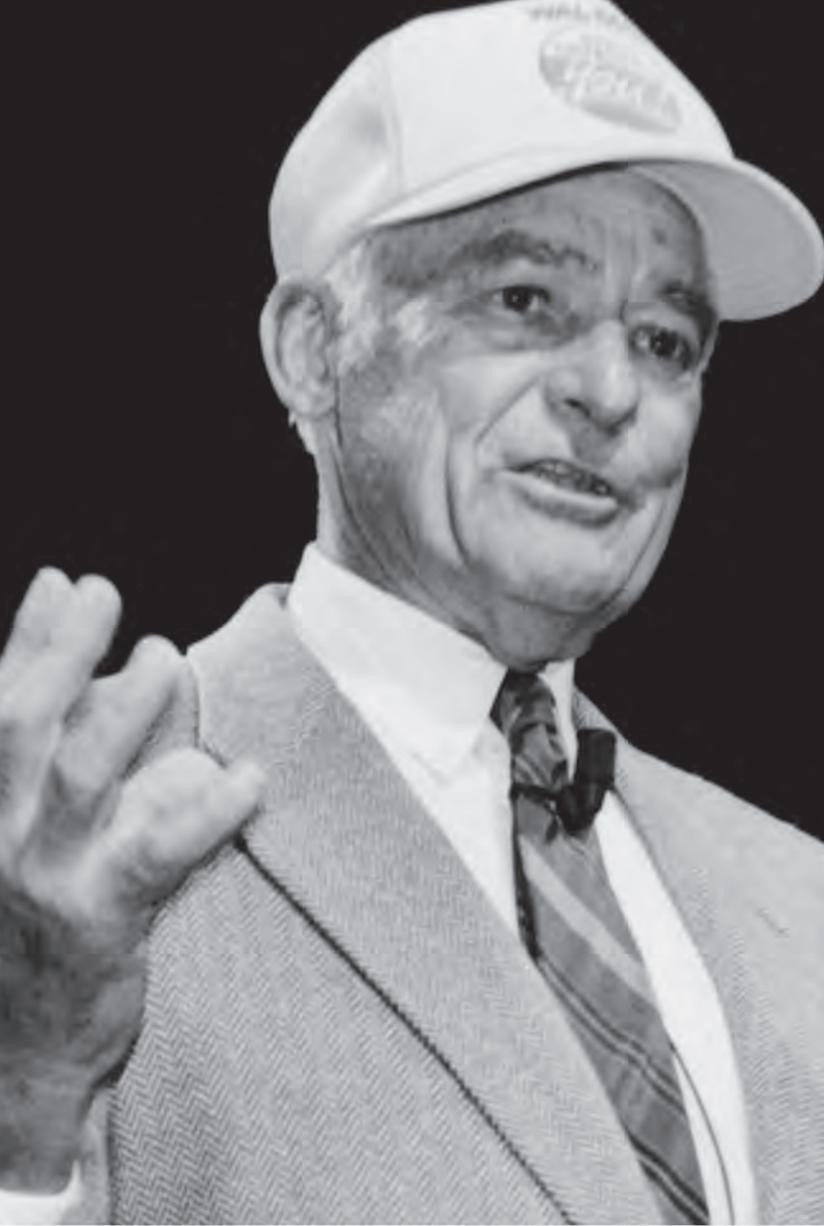


SMALL BUSINESS: DRIVING AMERICA'S ECONOMY

WASHINGTON, D.C. MAY 23-29, 2010

SCORE[®]
Counselors to America's Small Business





"Isn't it great to see people do more than they ever dreamed they could do."

Sam M. Walton

Congratulations to the **2010 SBA Small Business Award Winners!**



Visit samsclub.com/smallbusiness to see how we're celebrating National Small Business Week.

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Schedule of Events

Sunday, May 23

- 2:00 pm – 6:00 pm **Registration Open**
Mandarin Oriental Hotel, Pre-Function Area
- 6:00 pm – 8:00 pm **Opening Networking Reception**
Mandarin Oriental Hotel, Hillwood & Hillwood Foyer
Sponsored by Ford Motor Company

Monday, May 24

- 8:00 am – 5:00 pm **Registration and Sponsor Tabletop Exhibits Open**
Mandarin Oriental Hotel, Pre-Function Area
- 8:00 am – 5:00 pm **Cyber Café Open**
Mandarin Oriental, Sackler Room
Sponsored by Google
- 8:30 am – 9:45 am **Breakfast Honoring the Entrepreneurial Development and Lender Award Winners**
Mandarin Oriental, Grand Ballroom
Sponsored by Northrop Grumman
- 10:00 am – 10:30 am **Keynote by SBA Administrator Karen Mills**
Mandarin Oriental, Oriental Ballroom
- 10:45 pm – 12:00 pm **Town Hall Meeting – Small Business: Driving America's Economy**
Mandarin Oriental, Oriental Ballroom
Sponsored by eBay
- 12:15 pm – 1:45 pm **Phoenix Awards Luncheon**
Mandarin Oriental, Grand Ballroom
Sponsored by AT&T
- 2:00 pm – 3:15 pm **Innovation Forum: Turning Innovation into Jobs**
Mandarin Oriental, Oriental Ballroom
Sponsored by Cbeyond
- 3:30 pm – 5:00 pm **Exporting Forum: Customers, Profit\$, Jobs and Growth – Take Your Business Global!**
Mandarin Oriental, Oriental Ballroom
Sponsored by UPS
- 6:00 pm – 8:00 pm **Evening Reception**
U.S. Department of State
Sponsored by SCORE, ASBDC, NASE, NADCO, NAGGL, NSBA and WIPP

Tuesday, May 25

- 8:00 am – 5:00 pm **Registration and Sponsor Tabletop Exhibits Open**
Mandarin Oriental Hotel, Pre-Function Area
- 8:00 am – 5:00 pm **Cyber Café Open**
Mandarin Oriental, Sackler Room
Sponsored by Google
- 8:30 am – 10:00 am **National Awards Breakfast Honoring Procurement Award Winners**
Mandarin Oriental, Grand Ballroom
Sponsored by Raytheon
- 10:30 am – 11:45 am **Social Media Forum – Social Media & Small Business: Join the Conversation**
Mandarin Oriental, Oriental Ballroom
Sponsored by Intuit
- 12:00 pm – 2:00 pm **National Awards Luncheon Honoring State Small Business Winners**
Mandarin Oriental, Grand Ballroom
Sponsored by Sam's Club
- 7:30 pm – 11:00 pm **Champion Award Winners Gala**
Mandarin Oriental, Grand Ballroom
Sponsored by VISA and ADP

National Small Business Week



OFFICE OF THE ADMINISTRATOR

U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416



Dear Friends,

I'm pleased to welcome everyone to National Small Business Week 2010. As this year's theme states, small businesses are driving America's economy.

From the stores on Main Street that we visit every day to the high-growth potential firms that drive innovation and global competitiveness, small businesses everywhere are making it through this recession, growing and creating jobs with help from SBA.

This week, we'll celebrate their spirit of entrepreneurship by honoring small business owners and others who have defined success and made a major impact over the past year. We'll also discuss strategies for small business growth in the 21st century – such as exporting, innovation, and social media – which are critical for America's continued leadership.

I hope that National Small Business Week is educational, productive, and enjoyable for everyone involved. Thank you for being here as we put a national spotlight on small businesses, which continue to lead our country to economic recovery and prosperity.

Warm Regards,

Karen G. Mills
SBA Administrator

The 2010 Small Business Award Winners

National Small Business Week

Small Business Development Center (SBDC) Service Excellence and Innovation Center

Eric Constance, Regional Director

Elizabeth Ann Durant, Assistant Director

John T. Gould, Senior Business Adviser

Lawrence R. Perras, Senior Business Adviser

John R. Halleron, Advanced Business Adviser

Sarah O'Connell, Business Adviser

Robin E. Stephenson, Business Adviser

Watertown Small Business Development Center (SBDC) • Jefferson Community College
1220 Coffeen Street • Watertown, NY 13601
(315) 782-9262
Email: sbdc@sunyjefferson.edu

The Watertown Small Business Development Center has a proven record of helping small businesses create jobs in rural upstate New York. Located at Jefferson Community College, Watertown is part of a network of SBDCs in the New York state. The center combines resources from the college and the local, state and federal governments to help small businesses address a range of organizational, financial, marketing and technical business issues.

The center's business counselors are the keys to its success, providing direct counseling and training to business owners. Started in 1986, the Watertown SBDC has helped nearly 15,000 clients, who have created more than 6,900 jobs. It's helped its clients secure more than \$190 million through U.S. Small Business Administration-backed loans, private bank loans, venture capital, and individual direct investments.

The center has a strong relationship with area stakeholders, including its host college, the local banking community, and area economic development agencies in Jefferson, Lewis, and Oswego counties. Through its workshops and seminars, the Watertown SBDC has met the needs of the business community by providing a wealth of information on topics such as marketing, procurement, accounting basics, QuickBooks, Internet commerce, and restaurant operations.

The Watertown SBDC has also partnered with the Empire State Development Corp. to provide opportunities for small businesses to learn more about government contracting, deal with drug/alcohol problems in the workplace, develop strategies for energy efficiency, and secure SBA-backed loans.



Small Business: Driving America's Economy

SCORE Chapter of the Year

Carl Woodard, Chair

Bill Morland, District Director

Orange County SCORE

200 W, Santa Ana Blvd., 7th Floor • Santa Ana, CA 92701

(714) 993-0981 • (949) 488-0888

Email: carl.woodard@score114.org • wmorland@cox.net



The Orange County, Calif., SCORE chapter is the National SCORE Chapter of the Year. Orange County SCORE has demonstrated exceptional service growth, successful public outreach, and excellent client satisfaction. The chapter provided more than 17,000 services through counseling sessions and workshops last year, an increase of 29 percent. Orange County SCORE led all SCORE chapters with the most services provided from 2004-2009.

The chapter is led by Chapter Chair Carl Woodard and District Director Bill Morland. Carl brings more than 37 years of business experience in retail sales, advertising and marketing. He joined Orange County SCORE five years ago where he mentors clients and presents workshops. This is his second year as chapter chair.



Bill also worked in sales and marketing for national corporations. In the early 1980s, he decided to become an entrepreneur and started a staffing company. He led the company to more than \$1 million in revenue with 1,500 employees. He has served as chapter chair and now district director with SCORE.

Women's Business Center of Excellence

Anthony Urquidez, Regional Manager

Women's Economic Self-Sufficiency Team (WESST) Roswell

Women's Business Center

200 W. First Street, #527 • Roswell, NM 88203

(575) 624-9850

Email: aurquidez@wesst.org



The Women's Economic Self-Sufficiency Team (WESST) is a top-performing SBA Women's Business Center (WBC), providing business counseling, training, technical assistance and support to women, minority, rural and low-income clients in New Mexico. One of six regional SBA-designated WBCs in the state, it operates under the umbrella of statewide WESST economic development organization.

The impact and reach of the WESST Roswell WBC in its largely rural territory has magnified its impact on the local small businesses and communities and has made important contributions to growth in Roswell and southeastern New Mexico. The center nearly doubled its number of counseling clients from FY 2008 to 2009. WBC Director and Regional Manager Anthony Urquidez has led the WBC's performance and its achievement of goals. A seasoned entrepreneur, Anthony's leadership in the Roswell community has helped the center effectively service hundreds of small business owners.

The Roswell WBC has annually achieved or exceeded its economic impact targets, especially in the area of access to capital. In fact, this year it achieved its 2010 annual goal for helping small business owners secure start-up and expansion capital in just the first quarter.

Under the direction of Anthony and Program Coordinator Cindy Wilson, the WBC has provided entrepreneurs with the resources, information, skills, and assistance to help them thrive in business. Among its many successes, the center contains an in-house business incubator that hosts various women and minority-owned small businesses.

National Small Business Week



First Mortgage Lender of the Year *(Large)*

Greg Clarkson, Executive Vice President, & SBA Division Manager

BBVA Compass Bank

17218 Preston Rd. Suite 3000 • Dallas, TX 75252

(972) 735-3577

Email: greg.clarkson@bbvacompass.com

BBVA Compass Bank's commitment to fixed asset lending to small businesses was cemented over the past year by an increase in its loan volume under SBA's 504 loan program of more than 200 percent. BBVA Compass is being recognized as First Mortgage Lender of the Year among large banks because of that increase, the result of broad efforts to expand its 504 outreach throughout the rest of the territories serviced by the bank.

With about \$750 billion in assets, BBVA Compass has a network of 8,000 branches and approximately 109,000 employees in 30 countries, and a strong Sunbelt presence in the U.S. BBVA Compass is among the top 25 largest banks in the U.S. based on deposit market share. Its participation in the 504 program is a key element of its relationship with its small business customers. In the 504 program, the bank provides "first lien" loans that make up the private sector portion of a 504 financing package.

Greg Clarkson currently serves as the executive vice president and division manager for BBVA Compass' SBA Division. Greg has 25 years of banking experience, the last 16 years in the SBA industry. As a member of the original team that established BBVA Compass' SBA Division in 1996, he has helped increase the current production level to over \$274 million annually.



First Mortgage Lender of the Year *(Small)*

Gerard F. Nadeau, Executive Vice President for Commercial Banking

Rockland Trust Company

288 Union Street • Rockland, MA 02370

(781) 982-6830

Email: gerard.nadeau@rocklandtrust.com

Rockland Trust Company is the 2010 First Mortgage Lender of the Year after it recorded a big increase in the number of first lien loans it issued under the 504 program over previous years, a result of the strong efforts it demonstrated to work closely with CDC lenders in the state. The result was improved access to long-term fixed-rate financing to the region's small businesses.

Rockland Trust Company is a full-service community bank with about \$4.5 billion in assets and an SBA loan portfolio worth \$15.8 million. In the 504 program, the bank provides "first lien" loans that make up the private sector portion of a 504 financing package. The 504 loan deals cover a large part of eastern Massachusetts, and over the past two years the bank has participated in projects with six of the eight active CDCs in Massachusetts. A top 10 lender in Massachusetts by loan volume, the bank has made a point of increasing 504 lending in the state. Its 504 lending nearly tripled from 2008 to 2009, to \$10.3 million.

Gerard F. Nadeau is executive vice president in charge of Commercial Banking. He started his career with Rockland Trust in 1984 as a management trainee. For over 20 years he has consistently been one of the bank's top lenders, working his way up through the ranks of the Commercial Lending department. In 1995, he became senior vice president /Brockton Commercial Lending Center manager, and in 1998 he became senior vice president/Brockton Regional Lending Center manager. He was promoted to executive vice president, Commercial Banking in 2007.

7(a) Lender of the Year *(Large)*

Keith Ward, President & CEO

United Central Bank

4555 W. Walnut Street • Garland, TX 75042-5143

(972) 485-7201

Email: keith.ward@ucbtx.com



United Central Bank of Garland, Texas, demonstrated its commitment to support growth in underserved markets and job creation in business territory, and worked closely with the U.S. Small Business Administration to do it, registering strong portfolio performance and loan approval volume. As a result, United Central is the Large 7(a) Lender of the Year.

United Central's SBA loan approvals rose from 171 loans amounting to \$78 million in 2008 to 176 loans worth \$80 million in 2009, all during a period in which nationwide SBA-backed lending declined substantially. In addition, United Central maintained a satisfactory risk rating and continued to pursue lending to underserved communities during the economic downturn.

Keith Ward is president and CEO of United Central Bank. Keith began his banking career with Crocker-Citizens National Bank, in Los Angeles, but eventually returned to his hometown of El Paso. He became vice president/cashier of the Valley Bank of El Paso, which, soon thereafter, he and a group of other investors purchased. The group later bought Montwood National Bank, where Keith served as chairman of the board. He joined United Central Bank in 1991 and was elected president and CEO in 1999.

Keith attended the University of El Paso and is a former chairman of the board for Vista Hills Hospital and Medical Center, El Paso, Texas. Over the years, Keith has been involved with numerous bank-related organizations and is a former board member of the Grievance Committee for the El Paso Bar Association.

7(a) Lender of the Year *(Small)*

Brendan J. Burns, First Vice President of Small Business Banking

First Financial Bank

300 High Street • Hamilton, OH 45012

(513) 867-4855

Email: brendan.burns@bankatfirst.com



First Financial Bank, the 7(a) Small Lender of the Year, emphasized small business lending in FY 2009, by stepping up its outreach in the communities in which it operates, looking for more small businesses that needed financing in a tight credit market. As a result, the bank increased its U.S. Small Business Administration loan totals by nearly 40 percent, from 51 loans in FY 2008 to 71 loans in FY 2009.

By the end of 2009, the company had \$6.7 billion in assets, including \$4.8 billion in total loans and \$5.4 billion in deposits. First Financial has an outstanding SBA portfolio of approximately \$38 million. First Financial Bank provides consumer and commercial banking products and services, and investment and insurance products through its retail banking center network. The company's strategic operating markets are located in Ohio, Indiana, Kentucky and Michigan where it operates 118 banking centers.

Brendan J. Burns is the company's first vice president of Small Business Banking. He has been a key player at First Financial since 1986 in several positions, primarily in the Commercial and Commercial Real Estate divisions, including chief lending officer and senior vice president, before taking his current position. Brendan graduated with honors from Miami University at Oxford, Ohio, and graduated with honors from ABA Stonier Graduate School of Banking.

National Small Business Week



504 Certified Development Company of the Year (Large)

Scott Sailors, President

Nebraska Economic Development Corp.

1610 South 70th Street, Suite 201 • Lincoln, NE 68506

(402) 483-4600

Email: scott@nedcoloans.org

The Nebraska Economic Development Corporation is the large 504 Certified Development Company of the Year based on its portfolio growth and the number of businesses assisted over previous years as compared to other CDCs in their group. From 2008 to 2009, NEDCO helped finance projects for 40 small businesses, well above the average for its peer group CDCs. Its financing helped create and retain 684 jobs.

NEDCO promotes economic development and job creation throughout Nebraska by providing financing for the acquisition of land, buildings, and equipment or the construction of new buildings. It assists businesses by providing long-term, lower rate financing for their growth and development.

NEDCO has a \$126 million small business loan portfolio and is presently helping more than 300 new and expanding businesses, resulting in the creation of more than 6,000 jobs. Projects range to the four corners of the state, and include rural and urban areas. Projects include manufacturing, professional services (medical, legal, accounting, etc.), motels, agricultural processing, retail, wholesalers and many others.

Scott Sailors joined the Nebraska Economic Development Corporation in early 2000 as its executive director, and today he is the organization's president, and a member of its board of directors. With more than 15 years experience in finance and government, Scott brought strong expertise in organizational management and business development. Since that time, NEDCO has grown into one of the largest organizations of its kind in the United States, with a portfolio of over \$100 million.



504 Certified Development Company of the Year (Small)

Lynne Keller Forbes, Executive Director

South Eastern Council of Governments

South Eastern Development Foundation

Dakota BUSINESS Finance CDC

500 N. Western Ave., Suite 100 • Sioux Falls, SD 57104

(605) 367-5390

Email: lynn@dakotabusinessfinance.com

Dakota BUSINESS Finance has been providing 504 financing as a Certified Development Company (CDC) since April 2006. With a portfolio of \$6 million, Dakota BUSINESS helped three times as many small businesses as the other CDCs in its tier group and helped create or retain 210 jobs. Dakota also surpassed all of SBA's CDC management benchmarks, maintained an acceptable risk rating and worked with numerous private lenders in its area.

Dakota's approval volume and job creation/retention figure is even more impressive given the hard economic climate in South Dakota. In that environment, Dakota's commitment to supporting growth and expansion of small businesses and increased penetration in underserved markets has been an important addition to job creation and retention in the communities it serves.

Lynne Keller Forbes was instrumental in the creation of Dakota BUSINESS Finance CDC as a brand new CDC in 2006. She remains executive director of the CDC today. She has been the executive director of the South Eastern Council of Governments, a planning and development district, in Sioux Falls, S.D., since 2001. Lynne also serves as executive director of the South Eastern Development Foundation

SBIC of the Year

Kirk B. Griswold

Argosy Capital

950 West Valley Road • Suite 2900 • Wayne, PA 19087-1845

(610) 971-9685

Email: kirk@argosycapital.com



Kirk B. Griswold, president, Argosy Capital, knows how to impact small business growth, job creation across the country, and the movement of needed capital in a country currently needing all of the above.

Kirk co-founded Argosy Capital, a private equity and real estate fund group with \$500 million under management, in 1990. Since 1990, Argosy's experienced investment team has provided operating and financial expertise to lower middle-market companies across a broad range of industries. With U.S. Small Business Administration-guaranteed leveraged capital, the company partners with motivated management teams investing in companies with sustainable competitive advantages and growth prospects.

Since 1997, Argosy has successfully raised and invested three SBIC funds (Argosy Investment Partners I, II and III) in 75 later stage manufacturing and business services companies. Argosy recently organized Argosy IV, which invests \$3-10 million per transaction in growing, lower middle-market companies. Sectors of particular interest are: engineered parts, industrial materials, franchising and aviation services.

Argosy has invested \$238 million in 77 small businesses located in 28 states through four SBIC funds. The companies it has financed have supported over 34,000 jobs while using approximately \$135 million of SBA guaranteed leverage. Besides capital, Argosy provides expertise by sitting on the boards of 76 of the 77 companies.

SBIC of the Year

Douglas A. Korey, Managing Director/Partner

Contemporary Healthcare Capital

1040 Broad Street - Suite 103 • Shrewsbury, NJ 07702

(732) 578.0533

Email: dkorey@contemporarycapital.com



Contemporary Healthcare Capital (CHC) is a specialized commercial finance company that provides senior mortgages, mezzanine debt and equity to small and mid-sized companies in the healthcare services industry. With the help of guaranteed leverage under the U.S. Small Business Administration's Small Business Investment Company program, CHC provides a broad spectrum of financial products to meet the specific needs of its clients, including financing for acquisitions, renovations, partnership buy-outs, working capital, cash-out and construction.

CHC is led by an experienced team of lending and investment professionals, and for more than 16 years, has made loans and investments exclusively in the healthcare services industry. As a result, CHC understands the health care industry and has invested more than \$200 million in 72 companies in more than 30 states through two funds partially funded by SBA-backed debentures.

The company has used approximately \$82 million of SBA guaranteed leverage and is one of the few remaining specialty finance companies providing liquidity to small businesses in the healthcare sector. The small companies in CHC's investment portfolio have supported over 16,000 jobs.

Douglas Korey is responsible for the day-to-day management and oversight of the fund's activities. He has more than 18 years of structured finance experience and has spent the last 14 years developing relationships in the health care industry. Before forming CHC and ZHC, Douglas was president of Dynex Healthcare, Inc. At Dynex, he originated more than \$300 million of long-term care product. Before Dynex, Douglas formed the first long-term care mezzanine fund in the country at Ziegler Capital Company.

National Small Business Week



Export Lender of the Year

Susanne Keough, Managing Director

Valerie Warga, Vice President

SunTrust Bank

303 Peachtree St., 29th Floor • Atlanta, GA 30308

(404) 813-1030 • (404) 813-0455

Email: Susanne.Keough@SunTrust.com • Valerie.Warga@SunTrust.com

SunTrust Bank, headquartered in Atlanta, Ga., is one of the largest financial holding companies in the United States and SBA's number one export trade finance lender nationwide, based on loan volume. SunTrust made 22 export loans for more than \$15 million last year and has been named the U.S. Small Business Administration Export Lender of the Year for its commitment to helping small business exporters.

In her capacity as head of the Global Trade Solutions Department, Susanne Keough manages SunTrust Bank's trade finance and trade banking business. From 1994 to 1998 she was the export finance manager for the State of Georgia, responsible for developing and implementing export finance programs designed to assist Georgia's business and banking communities and increase exports from the state. Susanne worked closely with the Ex-Im Bank and SBA staff to market export assistance programs to Georgia exporters. Susanne joined SunTrust Bank in 2002 as vice president for trade finance and trade banking business development in the Georgia and Tennessee markets.

Valerie Warga is the bank's expert on all export working capital financing products available in the marketplace which includes SBA, Export-Import Bank export working capital guaranty and insured foreign receivables financing programs. Valerie sells, promotes, educates and builds awareness about trade finance- and service-related products available to companies that are exporting and/or looking to expand export sales throughout SunTrust's territory. Valerie joined SunTrust in 1996 and has served in various roles during her career, including SBA loan specialist.



Most SBA Loans Made to Exporters

David J. Rader, Executive Vice President

Wells Fargo Bank, N.A.

1455 West Lake Street, Suite 306 • Minneapolis, MN 55408

(612) 667-6340

Email: david.j.rader@wellsfargo.com

Wells Fargo Bank was the nation's top producer of domestic loans to small business exporters, totaling \$15.3 million. The financing provided by Wells helped fuel more than \$35 million in export sales. Wells Fargo provides 7(a), U.S. Small Business Administration Express and 504 loans through its national SBA lending program.

With its national headquarters in San Francisco, Wells Fargo boasts \$1.2 trillion in assets and more than 281,000 employees in more than 7,000 branches nationwide. Over the past two-and-a-half years Wells Fargo SBA Lending has been the national 7(a) dollar volume leader, and is striving to originate \$1 billion in 7(a) loans in 2010.

David J. Rader is the president of the Wells Fargo SBA Lending line of business. A 27-year banking veteran, David joined Wells Fargo Bank in 1983 as a consumer loan specialist and compliance officer. He joined the Wells Fargo SBA Lending business in 1998 as the chief credit officer, and became chief operating officer in 2005. David played a significant role in the development of backroom operations including underwriting, loan closing and loan servicing. He was named business leader for Wells Fargo SBA Lending in July 2007.

David is responsible for sales and income growth, credit quality and portfolio risk management, loan closing functions and all other financial activities of the business. He oversees 350 SBA lending professionals responsible for the annual generation of over \$1.0 billion in new SBA 7(a) and 504 loan originations. Wells Fargo SBA Lending currently has a portfolio of \$6.7 billion.

Community/Rural Lender of the Year

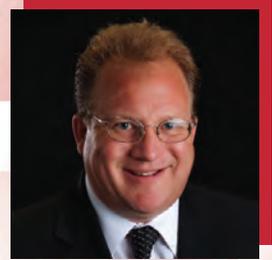
Bryan Rude, Chief Operating Officer and Chief Financial Officer

American Bank of the North

117 Central Avenue • Nashwauk, MN 55769

(218) 885-2278

Email: brude@ambnk.com



American Bank of the North is the Community/Rural Lender of the Year because of the growth in its small business loan portfolio, a sign of the positive impact of its commitment to small business lending in the communities it serves. The bank serves small cities and towns in a largely rural area in northern Minnesota, with 16 branches in 11 communities.

The combined population of American Bank's territory is approximately 42,000, and the regional economy is dependent on the mining and timber industries, which both have suffered from the overall economic downturn of 2008 and 2009. Since the Recovery Act programs began in February 2009, American Bank has grown its SBA portfolio from 92 loans to 140 loans, a 33 percent increase made up of 7(a), SBAExpress and ARC loans. American Bank is one of Minnesota's leading ARC loan lenders. American Bank approved 10 loans worth \$714,000 in FY 2008, and originated 57 loans amounting to \$10.7 million in FY 2009.

Bryan Rude is currently COO and CFO of American Bank of the North, and he will become CEO in May 2010. Bryan graduated from Moorhead State University (now Minnesota State University – Moorhead), with a B.S. degree in International Business. Following graduation from MSU, Bryan worked for the Federal Deposit Insurance Corporation as a bank examiner. Prior to working at American Bank, he served as CEO of Midwest Bank, N.A., in Parkers Prairie, and as CFO of Midwest Bank in Detroit Lakes. He was also part owner and director of The Lake Bank in Two Harbors, Minn.

Phoenix Award for Outstanding Contributions to Disaster Recovery by a Volunteer

Elda Najera-Suisala, Executive Director

Center for Families of Individuals with Developmental Disabilities

P.O. Box 2191 Ottoville Road • Pago Pago, American Samoa 96799 • (760) 554-0110

Email: eldasuisala@yahoo.com

Lori Sword, Chief Executive Officer

Shower of Blessings Radio Station

P.O. Box 997777 • Pago Pago, American Samoa 96799 • (684) 699-2966

Email: lori.sword@gmail.com



There's a human instinct that trumps fear in the face of deadly disaster. That's all longtime friends Elda Najera-Suisala and Lori Sword had to rely on after an earthquake with a magnitude of 8.3 struck the Samoan islands on September 29, 2009, triggering a tsunami of 15-foot waves. Thirty four people died in American Samoa, a South Pacific island of 77 square miles, and the property damage was widespread.

Although phone service was shut down, Elda, who heads a nonprofit group supporting families with special needs children in Pago Pago, still had Internet access. She used Facebook and other social networks to help survivors contact their families and friends on the U.S. mainland. Lori runs a radio station on the island and stayed on-air non-stop, giving information about recovery assistance and providing spiritual support in Samoan and English. The two later teamed up and filled cars with donated food, water, medical supplies and clothing to distribute to families on the island.

The pair reached out to the island's survivors in remote mountain areas. Lori climbed a rugged mountainside and found families who had fled there in fear of being swept away by another tsunami. She and Elda provided care to those who had not yet received assistance, particularly those with special needs. They found crutches and wheelchairs for those who needed them, and clothing and food for those who had gone without for several days. Exhausted at times, Lori and Elda would encourage each other to get some rest, but the suggestion fell on deaf ears. "We both agreed that this was our time to help our people," said Elda.





Phoenix Award for Outstanding Contributions to Disaster Recovery by a Public Official

Mayor Dennis Walaker

City of Fargo

200 3rd Street North • Fargo, ND 58102

(701) 241-1310

Email: dwalaker@cityoffargo.com

Following record snowfalls in December 2008, and again in March 2009, weather forecasters were predicting major flooding for Fargo – a city whose residents have come to view the slow and agonizing rise of the Red River as an annual Spring challenge.

By March 27, the Red River had risen above the record of 40.1 feet to 40.3 feet. “None of us, no matter how old, have ever seen the river rise this high,” said Fargo Mayor Dennis Walaker. As the river inched toward its crest, he maintained a realistic analysis of the situation. While some 2,000 nursing home residents and 185 hospital patients were transferred by air, ambulance and bus to Minneapolis, Sioux Falls and Bismarck, the mayor decided against evacuating the city. He said it would be like walking away from a fight.

As the waters rose, Dennis became a non-stop, yet reassuring bundle of energy. He managed thousands of volunteers who built more than 40 miles of dikes and earthen walls to surround the city. At one point there were more than 3,600 Fargo residents – from elementary school kids to senior citizens – filling sandbags. They filled three million sandbags in five days. Fargo residents appreciated the mayor’s authenticity. “He’s one of us,” said one small business owner. “He got his hands dirty.”

Dennis’ vision, diligence and experience as a veteran flood fighter made it possible for Fargo to withstand what could have been severe flooding, and prevented, according to estimates, more than a billion dollars in damages.



Phoenix Award for Small Business Disaster Recovery

Michael McDaniel, Owner

McDaniel Construction & McDaniel Properties

1423 23rd Street • Galveston, TX 77550

(409) 762-6772

Email: mikem@mcdanielbuilders.com

Hurricane Ike slammed into Galveston Island on Sept 12, 2008, a category two hurricane with 110 mph winds and a ferocious storm surge that left its mark as the third costliest hurricane ever to make landfall in the U.S. Michael McDaniel and his team from McDaniel Construction, despite evacuation warnings, stayed behind to physically secure buildings belonging to friends, family and clients. Their decision to remain on the island earned praise from clients who said their pre-storm efforts prevented further losses.

Still, many buildings on the island were nearly destroyed. Michael’s company sustained damages totaling \$245,000, and Michael and his wife Patricia’s 22-unit apartment complex, consisting of five separate buildings, sustained \$644,000 in damages. In one day, Michael suffered nearly \$900,000 in property losses.

As a Galveston native with deep roots in the community, Michael was committed to preserving the area’s character while it rebuilt better and stronger. He received two U.S. Small Business Administration disaster loans for \$610,000 to rebuild his business and the apartment complex. Meanwhile, he and his 18 full-time employees never took a break. Within 90 days, 22 families were able to return to the apartment complex.

In addition to contributing to the economic stability of Galveston by getting his entire staff back on the job quickly, Michael has also created many new jobs in the area, hiring subcontractors to rebuild the city. Meanwhile, McDaniel Construction is improving the standard by which homes vulnerable to hurricanes should be built, reconstructing the damaged properties and building new homes that can withstand future hurricanes.

Region II Prime Contractor of the Year

Anne C. O'Brien, President

Kalimex, Inc.

1300 Stagecoach Road • Ocean View, NJ 08230

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Email: koobrien@kalimex.com



Kalimex, Inc. is a woman-owned, 8(a)-certified, small disadvantaged construction company that boasts 14 years of successful project experience, 35 employees, more than \$18 million in annual sales revenues, and the capability to re-open the stairs beneath the robes of the Statue of Liberty.

Nominated by the National Park Service for its exemplary performance in opening the stairs to the crown in the Statue of Liberty for the first time since 9/11, Kalimex skillfully executed the fast-track design build project to install code-compliant access for visitors' safe ascent up the famous double helix stairway to the observation level in the statue's crown. The National Park Service described Kalimex's work on the Statue of Liberty as "sleek, elegant and magnificent."

Another notable project includes exterior building renovation and masonry repairs on Edgar Allen Poe's Historic house in Philadelphia for the National Park Service. Besides the National Park Service, Kalimex's customers include the U.S. Army Corps of Engineers, the U.S. Navy, the Federal Aviation Administration, the U.S. Coast Guard and various private sector entities. The company's capabilities include design/build, new construction, renovations, heavy construction, carpentry, concrete and excavation and industrial, institutional and historical restorations.

Region III Prime Contractor of the Year

Darryl K. Washington, President

DKW Communications, Inc.

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Email: dwashington@dkwcommunications.com



Darryl K. Washington founded DKW Communications, Inc., in 2001, and he's built a substantial list of federal government and private sector clients since then. The 8(a) and HUBZone-certified firm specializes in communications and communication-related technologies to support mission critical system and software engineering, information management and facility-related operations.

DKW Communications is a leader in video teleconference engineering/management, legacy and leading edge defense messaging systems and Web-based directives management for multiple defense and civilian agencies. Its clients include military and security agencies such as the National Security Agency, the Central Intelligence Agency, the Defense Information Systems Agency, the U.S. Navy and the U.S. Air Force, and civilian agencies such as the Departments of Treasury, Agriculture, State, Transportation, Labor and the U.S. Agency for International Development, the Federal Aviation Authority, and the General Services Administration. Commercial clients include SRA, Lockheed Martin and Northrop Grumman.

The company has grown from \$4 million in revenues and 74 employees in 2005 to \$17.1 million in 2008 and 185 employees in 2009. DKW is organized into three centers. Its Netcentric Solutions promotes information sharing (data and services) and connects its clients with systems to gain access to information. The Information Management Division provides records management, directives management, database administration, Web site maintenance, program and project management services to federal agencies. The Facilities & Administrative Support Division provides administrative services, logistics support, data processing and mail and print operations.

National Small Business Week



Region IV Prime Contractor of the Year

Kimberly A. Glover, Owner and President

Windamir Development, Inc.

2005 Meredith Park Drive • McDonough, GA 30253

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Email: kglover@windamir.com

Windamir Development, Inc. is the Prime Contractor of the Year award winner for Region IV, based on its outstanding performance in delivering general, electrical, mechanical and plumbing services to both the public and private sectors. Headquartered in McDonough, Ga., the woman-owned, 8(a) general contractor has grown consistently at a rate of more than 100 percent in revenues, and its employee roster has grown from seven to 60 employees since start-up in 2004. The company's revenue has grown from \$2 million in 2006 to \$14 million.

Windamir has successfully performed more than 200 projects valued at more than \$40 million, primarily for the Department of Defense, including construction work at Dobbins Air Reserve Base, the nominating agency, and 14 other military installations located in the Southeast region. The company has received above average or outstanding performance ratings on all these projects, as well as employee commendations.

The company performs construction work with specialties including: design-build construction, conventional new construction, renovations and remodeling, and infrastructure including airfield repairs and anti-terrorism/force protection security upgrades. Windamir self-performs significant portions of project work including electrical, demolition, site work, structural improvements, concrete, framing, drywall, acoustical ceilings, painting and interior finishes.



Region VI Prime Contractor of the Year

Yolanda G. Diaz, President

MIRADOR Enterprises

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(915) 546-4111

Email: ydzia@miradorenterprises.com

Yolanda Diaz founded MIRADOR in 2002. For as long as she can remember, she envisioned owning her own business. She began working right out of high school and put herself through college, earning a Bachelor of Science in Accounting in 2002, the same year she founded MIRADOR Enterprises.

Over the years, MIRADOR Enterprises has established itself as a leader in the fields of facilities maintenance, construction and environmental services in the southwest. The minority woman-owned, 8(a) company also provides cultural resources management and compliance environmental services geared at mitigating the adverse effects of construction on archaeological sites.

It was recognized as Prime Contractor of the Year for Region VI for its superior leadership and performance in providing services to the Department of Defense at Ft. Bliss, Texas, and other government agencies, as well as for its commitment to provide subcontracting opportunities to smaller firms in the area.

In just seven years, Yolanda has led her company to great success. As recently as 2009, El Paso Hispanic Chamber of Commerce honored MIRADOR as one of the 15 top businesses in the El Paso area. In 2008 she received an Achievement Award from the 6th Air Defense Artillery Brigade at Ft. Bliss. MIRADOR currently employs 50 people and has completed 24 projects for more than \$8.6 million over the course of the last 12 months.

Region VIII Prime Contractor of the Year

Deann L. Bennett-Alvarado, President

Bennett-Alvarado, Inc.

6885 Jay Street • Arvada, CO 80013

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With prior electrical, concrete and facility management experience managing multimillion dollar projects, Deann Bennett-Alvarado decided to plow her personal savings of \$15,000 into establishing her own 100 percent woman-owned small business, Bennett-Alvarado, Inc. in 2000. Since then she has engaged as a general contractor on highway and street construction, and a variety of other construction management projects.

In a primarily male-dominated career field Deann was able to overcome the challenges of being a woman-owned construction company and prove her ability to perform on small and medium-sized projects. She and her company progressed through the U.S. Small Business Administration's 8 (a) business development program, graduated and advanced to win and perform multimillion-dollar contracts with the federal government. Her company has been awarded several major contracts over the past seven years, with the latest contract for circuit breakers valued at \$14 million over two years.

For the past seven years Bennett-Alvarado, Inc.'s ability to deliver on federal government orders has been documented by performance evaluations submitted by the National Institutes of Health and more recently by the Contract Performance Assessment Reporting System. The company owes much of its success to strong relationships with equipment manufacturers, which are particularly important during times of emergency.

Region IX Prime Contractor of the Year

Joseph VanRyzin, Vice President

Makai Ocean Engineering

PO Box 1206 • Kailua, HI 96734

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Email: joe.vanryzin@makai.com

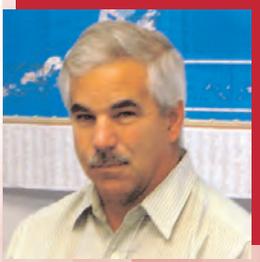


Over the 37 years since its founding, Makai Ocean Engineering has always oriented itself toward the seas surrounding its home base in the Hawaiian Islands. Even the name, Makai, means "towards the sea" in the Hawaiian language. The company started out in 1937, providing naval architecture and ocean engineering services solely in the Pacific. Today, Makai is an ever-expanding firm supplying submarine cable installation, managing research and development on ocean thermal energy conversion, and providing engineering analysis and software development worldwide.

With offices in Hawaii, Southern California, Florida and Washington, D.C., Makai's clients include federal, state and local governments, and several Pacific Island nations. Makai has secured contracts with major firms over the years. Because of its expertise in ocean thermal energy conversion – which experts say holds the promise of providing electricity to energy markets that today rely almost exclusively on fossil fuels – Lockheed Martin sought out Makai in 2008 to work on the commercialization of ocean thermal energy conversion. Makai also has contracted with the Department of Energy, the Office of Naval Research and the National Defense Center of Excellence for Research in Ocean Sciences.

Instead of relying solely on government contracts, Makai also has diversified, with a strong commercial division providing planning systems for installation of telecommunication cables worldwide. It also has a suite of submarine cable software products that are sold commercially, and Makai is a major player in that industry. This diversification allows for a variety of revenue streams. Annual revenues are in excess of \$5.5 million, and the company has consistently shown financial growth and stability.

National Small Business Week



Region X Prime Contractor of the Year

Richard Weldin, Co-Owner

White Mountain Construction, LLC

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The mark of a good contractor is measured in how the company anticipates the needs of the client, while avoiding wasting the customer's time and money. Richard Weldin's White Mountain Construction meets the challenge.

White Mountain does a variety of building projects for the U.S. Air Force, using cold climate design principals, including indigenous landscaping for efficient snow removal, and natural materials and color that convey environmental harmony. White Mountain does construction projects for military bases in the frigid Alaska climate, keeping to a spring, summer and early fall schedule for all outdoor and underground work. Interior construction jobs are done in the winter.

In business since 2003, White Mountain is an 8(a) firm that has established a reputation for exceptional customer service, integrity, professionalism, and efficiency. Projects are always executed on time and on budget. A few years ago the company worked on a project involving relocation of 17,000 feet of jet fuel pipeline underneath the main runway at Elmendorf Air Force Base in Anchorage. White Mountain finished the job a year ahead of schedule.

The company recently negotiated a \$15 million design-build contract for an F-22 Flight Simulator at Elmendorf AFB, and construction is underway. The company's customer evaluations are consistent with the review Elmendorf AFB gave following the renovation of an aerospace medical building: "The contractor delivered more than what was required, and was responsive to all requests and the smallest concerns from the users, completing the project with no accidents or lost man hours."



Region I Subcontractor of the Year

Frank M. Chapman, President

Native Sons, Ltd.

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Frank Chapman, a member of the Mohegan Indian tribe and President of Native Sons, Ltd., established his company in 1997 to perform construction work on the Mohegan Sun Casino for the Mohegan Nation. Native Sons specializes in subcontracting on large-scale commercial, industrial, institutional, hospitality, government projects and facilities maintenance.

Today, the company – with offices in Hartford, Conn., and Baltimore, Md. – has teamed with various prime contractors, including the Haskell Company, the firm responsible for its Subcontractor of the Year nomination, to perform projects up to \$80 million, ranging over a five-year span from construction of nuclear power plants to shopping malls. It takes pride in completing projects on time and on budget, and, as a result, can boast of an expanding base of repeat customers.

Major subcontracts have included installing an upgraded public address and broadcast media communications system at the University of Connecticut's Rentschler Field, and construction of the Weapons and Materials Research Laboratory in Aberdeen, Md., for the U.S. Army. Native Sons built a new gymnasium and recreation center for Randle Highlands Elementary School in Washington, D.C., galleries at the Baltimore Museum of Art, and security installations at the Seneca Niagara Falls casino.

The company traditionally has placed great emphasis on Native American projects and has performed work for the Mohegan Tribe, the Seneca Tribe and the National Museum of the American Indian in Suitland, Md., and Washington, D.C.

Region II Subcontractor of the Year

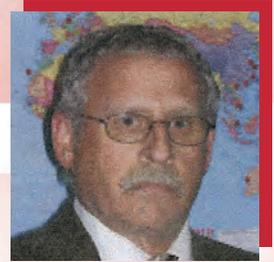
William Best, CEO

USA Sliding Doors

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Email: Best@usaslidingdoors.com



William Best, Owner and CEO of USA Sliding Doors, founded the company in 2001 in the midst of a recession, armed with a \$25,000 line of credit, to provide sliding watertight personnel doors, conveyor belt doors and weather-tight/watertight cargo doors.

In 2002, USA Sliding Doors received its first major contract from General Dynamics' National Steel and Shipbuilding Company to provide watertight personnel and cargo sliding doors for the Navy's fleet of T-AKE support ships. That same year, the company designed and manufactured vertical sliding airtight nuclear waste doors for a nuclear waste building in Idaho Falls, Idaho. More subcontracts within the maritime industry followed.

The company manufactures six types of horizontal and vertical sliding doors, distinguished by the Presidents they are named for: Washington, Jefferson, Jackson, Lincoln, Roosevelt and Madison. Other special achievements include designing and selling two sliding watertight doors to world renowned golfer, Greg Norman, for his yacht.

Since 2005, the company, with just eight employees, has posted annual sales that have grown from \$1.5 million to \$3.25 million. The company takes calls from customers on a 24/7 basis, which has benefitted its business, especially internationally. Many of its contracts call for on-site technical assistance to ensure regulatory certification after installation; USA Sliding Doors has performed these services in the U.S., and also in China, Vietnam, Singapore, Spain and Germany. The company also has started an international division, BPW Watertight Doors, LLC, and as a result, it is doing business worldwide in South America, Europe, Asia and the Caribbean.

Region III Subcontractor of the Year

Dan Askin, President

Savvee Consulting, Inc.

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Email: daskin@savvee.biz



Savvee Consulting, Inc, a service-disabled veteran-owned business, specializes in portfolio management, information technology and governance and enterprise architecture solutions. It's done it so well, in fact, that prime contractors have been beating a path to Savvee's door. That increasing popularity has spurred growth from just one consultant in 2004 to more than 40 in 2009.

Savvee has been a subcontractor to General Dynamics' IT Navy/Air Force Solutions division since 2005, on that company's Military Sealift Command Information Technology Policy and Planning Support contract. Savvee is the only subcontractor on the project, and has provided more than 75 percent of support, including task leadership, IT asset management, portfolio management, independent verification and validation, business case analysis, fleet management liaison support and enterprise architecture. Its efforts have amounted to \$10.5 million worth of services since the start of the contract, including \$2.75 million in 2009.

Savvee's other major clients include: the NAVAIR Program Executive Office, providing interoperability support; the SPAWAR System Center in Charleston, S.C., providing support for net-centric systems development and service-oriented architecture; the Department of Homeland Security, providing data modeling for its Domestic Nuclear Detection Office, and the Naval Criminal Investigative Service, providing IT governance, policy and planning and program office support to its IT Information Strategy and Plans department.

National Small Business Week



Region IV Subcontractor of the Year

Lonnie G. Ashmore, President

AirTek Systems, Inc.

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Email: airteksysi@aol.com

Although AirTek Systems, Inc. is just 12 years old, founded by company President Lonnie Ashmore in 1998, the family-owned, HVAC and plumbing company has been a subcontractor to prime contractors on more than 30 government projects in the Southeast since its inception.

The company is at present partnering with ACC Construction Company on three government projects including the completion of a \$90 million barracks complex that will consist of eight separate buildings, among them two six-story barracks buildings. AirTek also is subcontracting on a \$45 million tactical equipment complex in Fort Campbell, Ky. On all of the projects with ACC, AirTek has been able to meet its deadlines for complete design packages months ahead of schedule.

AirTek has extensive experience in complex Department of Defense projects ranging from high-rise barracks to large tactical equipment complexes with sophisticated exhaust and underground maintenance systems for the U.S. Army's most advanced tactical vehicles. Its work for the Army at Fort Bragg, N.C., for example, involves subcontracting on all mechanical systems for the 108th Air Defense Artillery Complex at Fort Bragg, part of a prime contract for a facility for the Patriot Missile Defense Group.



Region V Subcontractor of the Year

Richard Arless Weaver, CEO

CFI Medical Solutions

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(810) 750-5300, ext. 217

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Richard Weaver, CEO of CFI Medical Solutions, purchased the medical device manufacturer in 1996 and has enjoyed a 600 percent growth in sales ever since. Despite Michigan's economic challenges and the withering auto industry, the veteran-owned CFI has expanded its operations to include three manufacturing facilities and a \$14 million increase in annual sales.

The company manufactures custom products ranging from disposable polyethylene drapes to carbon fiber accessories to complete machine designs & assemblies. Its customers include hospitals – which buy directly from CFI, and distributors – which sell CFI labeled products directly to hospitals. It also includes original equipment manufacturers of medical systems and accessories and kit packers that assemble surgical kits for sale to hospitals.

Rather than outsource its consumables line, CFI opened a facility in China in 2005 and it is operated by CFI employees to help focus stateside operations on expanded manufacturing capabilities. In 2009, CFI acquired a Canadian distributor expanding its medical product line into that country, introduced four new product lines and received its first subcontract award in the aerospace industry from Lockheed Martin, the company responsible for CFI's Subcontractor of the Year award nomination.

CFI demonstrated its capabilities for crossover into the aerospace industry by being a leader in carbon fiber manufacturing, cutting-edge engineering and prototype work. CFI manufactured a non-flyable product for its first contract with Lockheed, but Lockheed is confident that CFI will produce a flyable product in the future. The company is also developing its own line of independent radiology accessories for original equipment manufacturers.

Region VI Subcontractor of the Year

W.T. Gardner, CEO

Savage Precision Fabrication, Inc.

1415 Martinez Lane • Wylie, TX 75098

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Email: wt@savage-precision.com



W.T. Gardner is founder and CEO of Savage Precision Fabrication, Inc., a veteran-owned and Native American-owned business that manufactures precision machine and sheet metal fabrication components, including mechanical assemblies from aluminum, titanium, copper, stainless steel and plastics.

Savage fabricates high-quality parts to meet design specifications and support the missions of the aerospace, military, defense and high-tech industries. The company has grown from a one-man shop with \$2,000 worth of tools and machinery to a thriving business boasting 38 employees and \$4.4 million in annual sales in 2008. It is now a preferred manufacturer in the aerospace and defense industry.

The company has been recognized by a number of Fortune 500 high-tech companies, including Texas Instruments, Northrop Grumman, Vought Aircraft, L-3 and Raytheon. It has developed in-house processes that are usually outsourced by a small business. These processes include: heat treating, aging, Tungsten Inert Gas (TIG) and Metal Inert Gas (MIG) welding and boasts a 400 square-foot liquid/powder paint shop.

Savage was a recipient of Raytheon's 2009 Supplier Excellence award and Raytheon is responsible for the company's 2010 Subcontractor of the Year award nomination. It is an ISO9001 and AS9100 third party-certified company that has been producing quality parts for 34 years with a 99 percent on-time delivery rate over a 12-month period. Savage's AS9100 third party-certified machining facilities are comparable to the best in the industry and its operations and costs are competitive with other well-established companies in the defense industry.

Region VIII Subcontractor of the Year

Teresa Porter, CEO

ISYS Technologies, Inc.

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Email: tporter@isystechnologies.com



Teresa Porter is president and CEO of ISYS Technologies, Inc., a woman-owned engineering and information technology services company that specializes in software engineering, systems engineering, mechanical engineering, information security, information assurance, information technology support and military systems and operations.

Since 2002, ISYS' revenues have grown from \$1 million to \$14 million in 2009 and the company now has 130 employees. The company is a strategic part of Lockheed Martin's small business subcontracting plan on multiple proposal efforts and has been an active participant in Lockheed's strategic planning sessions. ISYS' customers include: the Departments of Defense, Homeland Security, Interior, Energy, the National Aeronautics and Space Administration, the U.S. Strategic Command, the North American Aerospace Defense Command, the U.S. Northern Command, the Missile Defense Agency and the intelligence community.

ISYS created a SharePoint database to centralize the more than 300 communication circuits for the Missile Defense Integrated Operations Center Network Operations and Security Center to make sure they were accurate and up-to-date. It helped Lockheed Martin with the design of the Thermal Protection System by conducting an extensive analysis to determine when higher than expected temperatures would occur and exceed the design safety limits for NASA's Orion Crew Exploration Vehicle, putting it and its crew in danger. ISYS also worked with Lockheed to develop a tool kit for tracking and identifying unauthorized wireless devices for the Missile Defense Agency, and it provides database administration support to Lockheed for its Space-Based Infrared System.

National Small Business Week



Region IX Subcontractor of the Year

James Douglas Beckerle, President

Duncan Industries, Inc.

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Email: DuncanInd@att.net

Duncan Industries, Inc., founded by Tom Duncan during World War II, has been working as a subcontractor with Bell Helicopter Textron, Inc., since 1962. Now led by James Douglas Beckerle, the company manufactures precision machine parts and produces primary, critical, flight safety and fatigue controlled parts for Bell's helicopters.

Nominated for the subcontractor award by Bell, Duncan Industries has become a premier supplier of parts for aerospace companies and has vast experience with turned parts, tight tolerance grinding and centerless grinding. Its specialty parts include bushings, liners, sleeves, transmission bearing races, bolts, barrel assemblies, retainers and pins.

Through the years, Duncan Industries has supplied parts and services for government projects including metal-to-metal seats for the SR-71 aircraft in 1966, grinding of valve parts for rocket hydraulic controls in support of the first moon walk in 1969 and main transmission bearing races for U.S. Army helicopters in the 1980s. Although Bell Helicopter works with hundreds of subcontractors, Duncan Industries stands out from the rest of its peers because of its ability to accept contracts with minimal lead time and complete them ahead of schedule.

The company has 40 employees and boasts annual revenues of \$6.1 million from its commercial and government projects. This year, Duncan Industries delivered more than 71,000 quality parts in support of Bell Helicopter's military and commercial programs. Despite being in a high-cost business location, the company effectively competes with other locations across the country to yield the highest quality parts at a fair and reasonable price.



Region X Subcontractor of the Year

Deborah Tompkins, President

TTT Environmental, LLC

4201 B Street • Anchorage, AK 99503-5910

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Email: info@tttenviro.com

Deborah Tompkins founded TTT Environmental, a woman-owned small business as a home-based business in 2002, specializing in environmental instrument rentals, sales, services and samplings supplies. Since that time, TTT Environmental's combination of service and willingness to meet unusual project needs while maintaining competitive pricing has made it a preferred subcontractor for field-equipment rentals and field supplies purchases, according to Jacobs Engineering, the nominating prime contractor.

TTT Environmental's capabilities have made it an integral part of the success of prime contractor, Jacobs Engineering, especially in environmental remediation projects in remote locations in Alaska. Most of Jacobs' project sites are accessible primarily by air, sometimes only by chartered flights, and short field seasons are further compressed by delays in funding.

These factors place a premium on TTT Environmental's ability to mobilize quickly and deploy fully functional field equipment and instruments. The failure of any of these devices to work in the field could lead to several days of down time while waiting for a replacement. Jacobs Engineering says that TTT has the best record of any of its instrument suppliers when it comes to providing equipment in a pinch and in good operating condition.

Some of the instruments and products that TTT provides include: controllers, photoionization detectors, meters and pumps, turbidimeters, colorimeters, spectrophotometers, eye wash stations, hand augers, satellite phones, GPSs, handheld radios, water level meters, field test kits, calibration equipment, and ground water sampling filters.

Frances Perkins Vanguard Award – Federal Buying Activity

Kevin Boshears, Director of the Office of Small Disadvantaged Business Utilization

Department of Homeland Security
 Room 3514 • Washington, DC 20528
 (202) 282-8000
 Email: kevin.boshears@dhs.gov



As director of the Department of Homeland Security's Office of Small and Disadvantaged Business Utilization, Kevin Boshears is responsible for the agency's small business procurement program. A former contracting officer, Kevin has a wealth of knowledge and experience in procurement. He conducts training courses, presentations and briefings on topics ranging from the 8(a) and HUB Zone programs to women-owned businesses and service-disabled veteran-owned businesses.

The DHS goal for women-owned small business (WOSB) prime contracts is 5 percent, and the WOSB subcontracting goal is 5 percent. For contracts for FY 2007-2009, DHS has averaged 7.1 percent in WOSB prime and an average of 9.3 percent for WOSB subcontracting.

DHS's Office of Small and Disadvantaged Business Utilization (OSDBU) serves as the focal point for small business acquisition matters, and works closely with all DHS organizations to implement the program. The DHS small business acquisition policy is a shared responsibility among all DHS employees involved in the acquisition process. Through a unified team approach involving senior management, small business personnel, acquisition personnel, and technical/program staff, the agency can support both its critical national mission and the important public policy objective of small business inclusion in its acquisition program.

Frances Perkins Vanguard Award – Federal Procurement Official

Bennie Boren, Acquisition Supervisor/Small Business Specialist

Public Works Department Gulfport, NAVFAC Southeast
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 Email: bennie.boren@navy.mil



Bennie Boren, acquisition supervisor/small business specialist for the Public Works Department (PWD) NAVFAC Southeast in Gulfport, Miss., has shown outstanding initiative in utilizing women-owned small businesses.

Bennie works with local and state contracting organizations to increase awareness of opportunities in federal contracting and reach out to women-owned businesses. Conventional procedures in construction contracting tend to reward past performance and experience with continued business. Bennie has worked to help women-owned businesses gain that experience and build reputations by suggesting women-owned businesses as subcontractors to established contractors. His efforts have led to various women-owned businesses becoming key partners with PWD Gulfport in its overall goal of quality facilities construction and support to their customers.

The Naval Facilities Engineering Command (NAVFAC), a major federal contractor along the Gulf Coast, sets yearly goals for various categories of small businesses, including those owned by women. Bennie has dedicated himself to ensuring that PWD Gulfport exceeds the yearly goals, specifically in the category of women-owned small businesses.

Bennie has been able to consistently exceed the NAVFAC average goal of 6.9 percent for women-owned small business contracts for fiscal years 2007 through 2009. Despite the steady increase in the percentage of total contract awards required, Bennie has shown the ability to continue to exceed NAVFAC goals for awards to women-owned small businesses. Under Bennie's leadership, PWD Gulfport has achieved an average of 9.6 percent of total contract awards during that same period.

National Small Business Week



Frances Perkins Vanguard Award – Industry Buying Activity

Jim Cuff, Senior Vice President

Science Applications International Corporation (SAIC)

1710 SAIC Drive • McLean, VA 20121

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Email: james.e.cuff@saic.com

Science Applications International Corporation (SAIC) provides scientific, engineering and technology solutions in national security, energy and the environment, critical infrastructure and health. Founded in 1969, SAIC is a large federal prime contractor with a solid history in support of small business subcontractors in pursuit of federal contracting opportunities.

SAIC and its subsidiaries have more than 45,000 employees in more than 150 cities worldwide, and employ the services of women-owned small businesses as subcontractors in order to address complex technical challenges. The company maintains a consistent position as an industry leader in partnering with and supporting women-owned small businesses across the federal and commercial spectrum of contracting opportunities.

SAIC awarded nearly \$2 billion in subcontracts to small businesses including more than \$360 million in subcontract awards to women-owned small businesses in FY 2009. The results demonstrate its accomplishments, and are partly the result of aggressive goaling within the company.

Its strategic efforts have had substantial results. In FY 2009, SAIC awarded nearly \$2 billion in subcontracts to small businesses, including more than \$360 million in subcontracts to women-owned small businesses. SAIC has exceeded the 5 percent statutory subcontracting goal and has increased participation by women-owned subcontractors in each of the last five federal fiscal years.



Dwight D. Eisenhower Award for Manufacturing

Amber Janey, Small Business Liaison Officer

Rockwell Collins

400 Collins Rd. NE • Cedar Rapids, IA 52498

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Email: abjaney@rockwellcollins.com

Rockwell Collins provides electronics products and systems, including communication, navigation and integrated systems for airborne, ground and shipboard applications to the Department of Defense, foreign militaries and manufacturers of military aircraft and helicopters. The contractor is a leading developer of the software defined radio, the next generation tactical radio system, which provides armed forces with flexible, secure and real-time information exchange.

As a major supplier to the federal government, the company performed contracts with the Departments of Defense and Homeland Security, the General Services Administration and the National Aeronautics Space Administration. Under the leadership of Small Business Liaison Officer Amber Janey, small business subcontracting is an important element of Rockwell Collins' supply chain organization.

In FY 2008, Rockwell Collins awarded more than \$679 million in subcontracts to small businesses including: \$58 million to small disadvantaged businesses, more than \$105 million to women-owned businesses, more than \$80 million to veteran-owned businesses, more than \$18 million in service-disabled veteran-owned businesses and \$33 million to HUBZone businesses. Rockwell Collins met all six of its small business subcontracting goals in all of the socioeconomic categories. It attended more than 30 outreach activities for small businesses, including conferences and matchmaking events, and held 14 internal training sessions to educate personnel who procure goods and services from small businesses.

Rockwell Collins is enrolled in DOD's Mentor-Protégé program and currently has four active Mentor-Protégé agreements. The company also uses the U.S. Small Business Administration's Dynamic Small Business Search engine within DOD's Central Contractor Registration database to identify small businesses for potential subcontracting opportunities.

Dwight D. Eisenhower Award for Construction

Richard A. Heltzel, President

Healy Tibbitts Builders, Inc.

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Healy Tibbitts Builders, Inc., a Hawaiian construction firm, specializes in marine construction, dredging and pile-driving for foundations and deep shoring systems. Its areas of expertise also include: construction of piers and wharves, submarine pipelines and cables, offshore structures, marine heavy lifts, bulk stevedoring and marine transportation.

Healy performs a majority of its federal contracts with Department of Defense (DOD) agencies including the U.S. Navy, the U.S. Army Corps of Engineers, and the U.S. Coast Guard, part of the Department of Homeland Security. The company also contracts with state of Hawaii agencies including the Departments of Transportation and Land and Natural Resources, the city and county of Honolulu and all outer island counties.

Annually, it averages more than \$50 million in revenues. Healy has participated in DOD and U.S. Small Business Administration sponsored-forums and workshops and sponsors its own forum to educate firms about government contracting. Healy has participated in SBA's Mentor-Protege program since 2002. The company recently mentored and partnered with an 8(a) graduate, Akimeka LLC, which led to the successful award and completion of the \$3 million Pier2A Kawaihae Harbor contract with the U.S. Maritime Administration for harbor improvements in Hawaii.

Healy uses the Central Contractor Registration database and SBA's Sub-net Web site to find small businesses in all socio-economic categories and over the past three years (2007-09) has awarded more than \$50 million in subcontracting dollars to small businesses, totaling more than 67 percent of its subcontract dollars. Healy is currently pursuing another Mentor-Protege agreement with Mega Construction Inc, an 8(a) graduate, HUBZone, women-owned business specializing in site civil work.

Dwight D. Eisenhower Award for Research & Development

Keith Joy, Director, Small Business Programs

UT-Battelle, LLC/Oak Ridge National Laboratory

1060 Commerce Park Drive, MS-6419 • Oak Ridge, TN 37830

(865) 576-5484

Email: joyks@ornl.gov



UT-Battelle, which manages the Oak Ridge National Laboratory in Tennessee, supports the Department of Energy (DOE) in its nuclear energy and scientific research missions: neutron science, energy, high-performance computing, systems biology, materials science at the nanoscale and national security.

UT-Battelle has a superior record of accomplishment providing helpful and productive resources to the small business community. Its director of Small Business Programs, Keith Joy, has earned a reputation for helping small businesses and developing effective winning strategies to reach subcontracting and other goals.

In FY 2008, nearly 63 percent of all UT-Battelle's subcontracting dollars were spent with small businesses, representing more than \$251 million in procurements. It has also met or exceeded each socioeconomic contracting goal with the exception of the service-disabled veteran contracting goal, for which contracting dollars nevertheless showed year-over-year increase. In FY 2009, under the American Recovery and Reinvestment Act, the lab spent more than 50 percent of its subcontracting dollars with small businesses.

UT-Battelle has a very active Mentor-Protege program, which includes two Historically Black Colleges and Universities, Morehouse College in Atlanta, Ga., and Jackson State University in Jackson, Miss. Both proteges have been awarded subcontracts with UT-Battelle. The agreement with Morehouse, which included an accredited high performing computing class taught by UT-Battelle researchers for the 2009 Spring Semester, marks the first of its kind between an HBCU and a DOE science laboratory. The course was so successful the DOE funded another installment for its Spring 2010 "Cyber-Learning" initiative.

National Small Business Week



Gold Star Award

Judith P. Croxton, Director of Business Operations

Shaw Air Force Base - 20th Contracting Squadron

321 Cullen Street • Shaw AFB, SC 29152

(803) 895-5403

During fiscal year 2008, despite a faltering economy and a staff depleted by active duty call ups, the 20th Contracting Squadron unit and Judith Croxton, director of business operations, surpassed its contracting goals, awarding 96 percent of available dollars – a total of \$168 million – to small businesses.

With 42 enlisted and civilian personnel, the 20th Contracting Squadron solicits, awards, and administers construction, services and supply contracts. It also supports the operational needs of the 20th Fighter Wing, Ninth Air Force, U.S. Central Command Air Forces, and 24 associated units.

To reach its contracting goals, the 20th Contracting Squadron and Judith Croxton consider every eligible acquisition for set-aside programs, with a focus on service-disabled veteran-owned small businesses and small businesses located in HUBZones. They also run an outreach and networking program attracting small businesses and contracting officers from federal agencies. The 20th Contracting Squadron also partners with the South Carolina SBDC, the state's Women's Business Center, SCORE, other nearby military installations and the SBA office in Columbia.

As a result of its outreach efforts and organization, the 20th Contracting Squadron's service-disabled veteran-owned small business contracting goal achievement rose from 2.8 percent in FY 2007, or \$3.6 million in contracting dollars, to 17.21 percent – \$28.5 million in FY 2008. HUBZone contracting rose from \$29 million in FY 2007 to \$57 million in FY 2008. The 20th Contracting Squadron also surpassed its woman-owned and small disadvantaged business contracting goals in FY 2008.

STATE SMALL BUSINESS AWARDS

Alabama

Scott Green, President

Kathy Green, Chief Financial Officer

Creative Concepts, Inc. - DbA Pucker Powder

1500 Georgia Road, Building A • Irondale, AL 35210

(205) 838-0570

Email: kathy@puckerpowder.com

Scott Green developed his Pucker Powder concept after his wife Kathy noticed pre-filled bottles of powdered candy layered like multi-colored sand art at a convenience store. Scott was already making sand art machines and had landed a contract with Carnival Cruise Lines to provide his sand art machines to the children's play area.

He realized that once the machines were installed he could only make money servicing them, but when Kathy pointed out the layered sand art, Scott recognized the opportunity and adapted his sand art machines to dispense layers of powdered candy they named Pucker Powder.

Creative Concepts has grown from a staff of two in 1997 to a successful company of 25, processing more than 20,000 orders annually in a 52,000 square-foot warehouse. In addition to selling the Pucker Powder, the company also designs and assembles the dispensers, which are shipped to amusement parks, movie theaters and candy stores worldwide.

In 2006 the company sought help from the U.S. Small Business Administration's local Small Business Development Center partner at the Alabama International Trade Center with a plan to expand into international markets. The company has distributors in Canada, the United Kingdom, France, Israel, Kuwait, Australia and New Zealand, and has customers in 25 other countries. Total sales have increased from \$1 million in 2003 to \$4 million in 2009. With new distributors in Latin America and plans to open an office in Shanghai, China, export sales are expected to soon reach 50 percent of total sales.



Alaska

Kevin Maltz, Owner

Donna Maltz, Owner

Fresh Sourdough Express Bakery & Café

1316 Ocean Drive • Homer, AK 99603

(907) 235-7374

Email: homerak@peoplepc.com

In Alaska, where everything seems especially close to nature, merging a successful business with sound environmentally sustainable practices is as natural as salmon and bear. Donna Maltz, along with her husband, Kevin, created their award-winning "green" restaurant by adopting sustainable practices such as conserving water and energy, composting, recycling, and using non-toxic cleaning products and chemicals in their Sourdough Express Bakery in Homer.

The concept for Sourdough Express Bakery was born 28 years ago when Donna, a recent graduate in the social ecology field from Evergreen State College in Washington, set off north-by-northwest on the Alaska Highway with a van full of organic grains and \$43 in cash. At the end of her journey, Donna's leadership and commitment to serving socially responsible food enabled the bakery to grow from a fledgling 375 square-foot shop to a 3,200 square-foot, 48-seat full-line bakery and restaurant.

Balancing economic rewards of the business with the impact it had on the local environment and community during the recession of 2009 offered many business challenges, and their business fell by 15 percent. Even so, the Sourdough Express Bakery managed to show a greater profit than in years past by adopting stronger conservation measures, reducing take-out packaging by 50 percent, and simply educating their customers on the lifecycle of the unnecessary waste. Green pays!

They also started an organization called "Sustainable Homer," and by their community leadership, they encouraged other local businesses to join them in adopting environmentally friendly business practices and procedures.



National Small Business Week



Arizona

Margie L. Traylor, CEO & Co-Founder

Bret Giles, Managing Member & Co-Founder

Sitewire Marketspace Solutions, LLC

740 South Mill Ave., Suite 210 • Tempe, AZ 85281

(480) 731-4884

Email: MTraylor@Sitewire.net • BGiles@Sitewire.net

Sitewire Marketplace Solutions understands the business mantra: focus on customers and address employee needs.

Founders Margie Traylor and Bret Giles value customer loyalty just as any responsible business owner would. Margie and Bret, however, also understand the equal importance of employee loyalty in building and operating a successful company. Sitewire, an integrated online marketing services company, offers Web marketing planning and reporting, advertising campaigns, social media campaigns and strategy, Web development, Web hosting, and e-mail marketing services. Margie and Bret founded Sitewire in 1999 in Tempe, just a year before the Internet bust and two years before the events of 9/11 sent the economy into a downturn that hit their industry particularly hard.

Four years after the firm opened, Margie and Bret used the services of a Small Business Development Center in Phoenix to review company operations and make suggestions for improvement. The company turned its first profit in 2005 on sales of \$3.3 million. A U.S. Small Business Administration-backed loan for \$432,600 in 2007 allowed it to expand office operations. Since its start-up, Sitewire has grown to a staff of 50. In a remarkable growth spurt, Sitewire saw a 95 percent increase in billings from 2006 to 2009.

With a portfolio of some of the nation's largest brands, Sitewire continues to evolve, profit and grow. Employees are actively engaged and invested in what's going on with the company and its bottom line, and in the community as well.



Arkansas

Mizan Rahman, President

ETC Engineers & Architects, Inc.

1510 South Broadway • Little Rock, AR 72202

(501) 375-1786

Email: etc@etcengineersinc.com

From the day he first set foot in the state, Mizan Rahman knew he'd find success in Arkansas – the Land of Opportunity. The owner of ETC Engineers and Architects, Inc., Mizan relied on his engineering instincts: it takes time and teamwork to build something good that will last.

ETC Engineers and Architects, Inc., is one of central Arkansas' foremost civil engineering companies. The company currently employs 13 engineers, architects and support staff, specializing in designing roads, water systems and sewage systems.

The successful company has taken years to build. Born in Bangladesh and later graduating from a university there, he applied for and received a United States Agency for International Development (USAID) In-Service Training Scholarship. His scholarship was canceled in 1971 because of a civil war between Pakistan and Bangladesh, then known as East Pakistan, but Mizan moved on to a post at the U.S. Geological Survey, and took a job testing water quality at its laboratory in Little Rock.

As the years rolled by, Mizan married, took his first job with an engineering firm, and completed a master's degree in Civil Engineering and an MBA before he decided to become an entrepreneur and open his own firm. A \$36,000 U.S. Small Business Administration backed line of credit was enough to open ETC Engineers & Architects, Inc. in 1978. The company also has benefited from the U.S. Small Business Administration's 8(a) Business Development Program and graduated from the program in 1994. The U.S. Small Business Administration's 8(a) Program helped him compete in the American economy and access the federal contracting market.

California

Hal Hays, President & CEO

Hal Hays Construction, Inc.

1835 Chicago Avenue, Suite C • Riverside, CA 92507

(951) 788-0703

Email: hhays@halhays.com



Growing up in and around the forests of California in the 1960s, Hal Hays, the son of a logging contractor, got an early start in the family business. By the time he was 14, Hal – under his father’s guidance – was handling heavy equipment to construct and maintain roads. At 23, Hal was managing a logging camp with 25 workers.

In 1991 Hal earned an engineering contracting license and established Hal Hays Forestry and Construction Services. He and a single crew member provided services such as trucking, road maintenance and wildland fire fighting for the U.S. Forest Service.

Ten years later Hal and his wife Denise expanded company operations and changed the name of the business. With bonding secured for Hal Hays Construction, Inc. (HHCI), Hal became 8(a) certified through the U.S. Small Business Administration as a Minority Small Disadvantaged Native American-Owned Business in 2002. Through his 8(a) certification, Hal expanded his market to include contracts with the U.S. Army Corps of Engineers, the U.S. National Park Service, the U.S. Fish and Wildlife Service, the U.S. Navy and the U.S. Coast Guard, the U.S. Department of Veterans Affairs, NASA, and other federal agencies.

Work has varied from vertical and horizontal construction to demolition and environmental clean-up. Three years after HHCI was founded, the company had 32 employees and \$5.2 million in sales. By 2009, the firm had grown to 120 employees with \$32.6 million in sales. In the eight years of its existence, HHCI has delivered over 400 multi-disciplinary projects valued at more than \$142 million.

Colorado

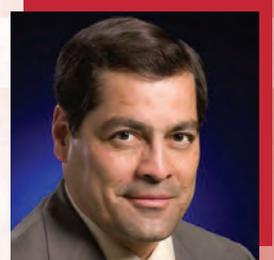
Antonio Colón, CEO

Combat Training Solutions, Inc.

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Email: Antonio.Colon@CombatTrainingSolutions.com



As a 20-year Air Force veteran, Antonio Colon understood the importance, in terms of protecting lives, of having well-trained troops. As the war in Iraq escalated, Antonio learned about the increasing number of deaths and injuries caused by explosive devices on the battlefield.

Following up on an idea to adapt commercially available paintball game technology to military use, Antonio founded Combat Training Solutions, Inc., in 2005. Leading a team of six employees, Antonio developed explosive device simulators and battlefield special effects tools for live military training and hands-on situational exercises. That first year the company saw revenues of \$1.8 million.

In 2009 the company deployed a 26-man battlefield special effects team to train more than 3,000 National Guard troops in Fort Chaffee, Ariz. Antonio and his team of 16 full-time and 10 part-time workers integrated non-pyrotechnic special effects that turned a \$20 million mock Afghan village into a full-fledged simulated battleground complete with gunfire, mortar explosives, smoke and the chaos of live urban warfare.

CTS’s growth has been supported by the Colorado Springs Small Business Development Center, HUBZone contracting assistance provided by the U.S. Small Business Administration, and an SBA-backed loan.

The company’s patented technologies are used to improve the skills and life-saving knowledge of military, law enforcement and security organizations. CTS is successful – last year’s revenues were \$5 million – and stays on the forefront of the industry by continually developing new products and simulations based on input from veterans with recent experience in Iraq and Afghanistan.

Washington, D.C. May 23-25, 2010

National Small Business Week



Connecticut

Daniel Fisher, RN, BSN, President

A&D Home Health Solutions, Inc

85 Market Square • Newington, CT 06111

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Email: dfisher@adhomehealthsolutions.com

After years of providing care for the ill working for the Visiting Nurses Association in Connecticut as a nurse and later in managerial roles, Dan Fisher saw a need for expanded assisted care – finding ways to help more seniors, children with disabilities and the chronically ill stay at home with a satisfying quality of life. Using his own credit card, Dan started A&D Home Health Solutions in 2004.

The company offers non-medical private duty care depending on the needs of its clients. Certified nurse's aides, home health caregivers, homemakers and companions provide a variety of services that help families care for their loved ones. The A&D team consults with client families to develop care plans suited to each person's needs.

Currently working on expanding the company, Dan has consulted with the Greater Hartford SCORE Chapter to help his company and improve current operations through a growth management strategic plan, focusing on controlling costs and overhead.

Dan's vision and passion is reflected in the rapid growth and success of his company. In 2009 A&D reported revenues of \$2.8 million and operated from field offices in four Connecticut towns – Newington, New London, Danbury and Hamden. Inc. Magazine listed A&D in its 2009 list of 500 top growth companies. Through it all, Dan has managed to retain 11 full-time and 90 part-time employees since 2008, a level of employment he has fought hard to maintain in the midst of a deep recession that has hurt the health care industry.



Delaware

Frank Masley, CEO

Donna Masley, President

Masley Enterprises, Inc.

41 Germay Drive • Wilmington, DE 19804

(302) 427-9885

Email: fmasley@militarygloves.com

Olympian Luge racer Frank Masley took three basic lessons from his Olympic experience in 1980 at Lake Placid, in 1984 – when he carried the American flag in the opening ceremonies in Sarajevo – and 1988 in Calgary, and applied them to his career as an entrepreneur: Take risks, be dedicated and be confident.

In July 2000, he launched Masley Enterprises, a glove-making business to provide flexibility and protection for American soldiers without restricting their movement. Several government contracts followed, including several key orders from the General Services Administration and the U.S. Army.

In 2005, Frank received a \$770,000 U.S. Small Business Administration 7(a) guaranteed loan through Wilmington Trust to support a \$1.3 million Army contract. Another major contract supplying gloves for soldiers in Iraq and Afghanistan followed in 2009. Once again, Frank turned to the SBA and Wilmington Trust to finance a \$1.6 million SBA 7(a) loan under the American Recovery and Reinvestment Act (ARRA).

The 90 percent SBA guarantee was decisive in the bank's decision to approve the loan, which saved the company \$55,000 due to a temporary reduction of SBA loan fees under ARRA. The Recovery Act loan and the Army contract allowed the company to rehire some employees who had been laid off during the economic downturn. Today, Masley Enterprises has annual sales of \$2.9 million and manufactures its own products with 40 employees.



District of Columbia

Charles W. Scott, President and Chairman of the Board of Directors

Howard Warren, Executive Vice President

Jim Emery, CFO/CEO

Wendell A. Newton, Chief Operating Officer

J. M. Waller Associates, Inc.

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Email: jmwa@jmwaller.com

James M. Waller, a former Navy officer and retired FBI agent, and retired Army officer and engineer Charles Gardner founded J. M. Waller Associates, Inc., in the basement of James' home in 1991. The company, which provides environmental, engineering, logistics, technical management and professional consulting services to industry, municipal, state and federal government agencies, started out with a single contract with the U.S. Army Corps of Engineers.

Over the next few years the company won more contracts with the U.S. Army Corps of Engineers, and in 1994 the company received its 8(a) certification from the U.S. Small Business Administration as a minority-owned business. JMWA grew and moved into offices in Burke, Va. More work came from the General Services Administration, U.S. Army Corps of Engineers' district offices in Louisville, Tulsa, and Sacramento, and the U.S. Army Atlanta Area Contracting Center. By 2000, the company had grown to 140 employees, and when JMWA graduated from SBA's 8(a) program in 2003, it had been awarded contracts worth \$62 million. Revenue grew from \$19 million in 2003 to \$33 million in 2008, a 69 percent increase.

After Charles retired in 2001, vice presidents Chuck Scott and Howard Warren assumed leadership of JMWA. James Waller retired in 2004. In 2007, Wendell Newton joined Howard Warren, Chuck Scott and James Emery as an owner.

Although JMWA is no longer a two-person business being run out of a home, the company still clings to its small business ideals of putting its employees first, maintaining quality customer service and exceeding client expectations.



Florida

Waymon Armstrong, CEO

Engineering & Computer Simulations, Inc. (ECS)

11825 High Tech Avenue, Suite 250 • Orlando, FL 32817

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Email: waymon@ecsorl.com

Started in 1997, Engineering & Computer Simulations (ECS) is today one of Inc. Magazine's 500 fastest growing private companies in America. Waymon Armstrong and ECS use cutting edge technology to help government and private clients prepare for natural disasters, medical emergencies, and times of war.

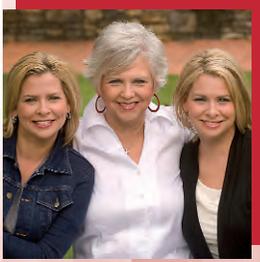
ECS is a leading provider of game-based simulation systems and interactive performance assessment tools that train emergency medical personnel and emergency management teams from different jurisdictions to cooperate in the event of a natural disaster, and simulation training programs that teach unmanned vehicle operational personnel procedures to launch and operate unmanned vehicles.

The ECS engineering team brings together an experienced group of professionals who value innovation and creativity while focusing on customers' needs. Today, ECS employs 45 people, and actively recruits from the central Florida talent pool. ECS doubled its revenues in 2008. The company has seen a 640 percent sales growth over the past three years.

Waymon's commitment and loyalty to his staff make him stand out. When he started the company, he deferred his salary for three years to keep it afloat. After the Sept. 11, 2001, terrorist attacks, revenues declined and layoffs loomed. Incredibly, the entire staff was willing to work without pay for four months in order to avoid layoffs. He provides staff with full insurance, personal time off, every other Friday off, monthly catered appreciation lunches, bonus and profit sharing plan, and on-site massage therapy.



National Small Business Week



Georgia

Chanda A. Bell, Author/President

Carol V. Aebersold, Author/Editor-in-Chief

Christa A. Pitts, Chief Operating Officer

Creatively Classic Activities and Books, LLC

55 Chastain Rd. #100 • Kennesaw, GA 30144

(770) 701-6157

Email: chanda@elfontheshelf.com • carol@elfontheshelf.com • christa@elfontheshelf.com

In 2004, a mother-daughter duo, Carol Aebersold and Chanda Bell, were looking for ways to nurture their creative tendencies. An idea based on a family tradition occurred to Chanda, and she passed it on as a business idea: "We should write a book about the elf!"

The Elf was a tradition her mother began with the family in the 1970s, the story of how Santa Claus used the Elf as his scout during the holiday season to provide Saint Nick with nightly updates on the activities of the Aebersold clan. This family tale became the seed for *The Elf on the Shelf: A Christmas Tradition®* which grew into a children's book and related products that are now widely popular in the U.S. and overseas.

After unsuccessfully trying the traditional route of book publishing, the Aebersolds collaborated with another daughter, Christa Pitts, and launched "Creatively Classic Activities and Books LLC (CCA&B)" in late 2005. The U.S. Small Business Administration's Georgia Small Business Development Center helped fuel CCA&B's growth and advised the family partners on export markets.

The company has grown from a family holiday tale to sales and circulation topping nearly one million books and an estimated \$7 million in revenues in 2009. In 2008, the company's Web site was expanded to include a virtual North Pole with eye-catching animation, new games and crafts.



Guam

Fong S. Wu, President and CEO

Sunny Plastic (Guam) Inc. & Pacific Sunny Group of Companies

501-J Taitano Road • Harmon, GU 96913

(671) 646-9778

Email: fongwu@pacsunny.com

Fong S. Wu took his early steps in business at the tender age of 13, when he began working at his immigrant family's small garment firm and general merchandise retail outlet. The oldest son, Fong left Guam to major in business and finance at the University of Southern California and gained sales experience working for Hitachi in Taiwan.

Since taking over the management of the family business in 1987, Fong's mission has been managing constant expansion. As president of Sunny Plastic (Guam) Inc., Fong grew the firm from a single outlet to a multi-tiered wholesale and retail company serving different market segments at five locations in Guam and the Commonwealth of the Northern Mariana Islands. The family business conducts trading, import, and the wholesale marketing and distribution of hotel, restaurant and hospitality supplies, tools and equipment.

In 1990, a devastating fire destroyed the Sunny Plastic warehouse. Fong immediately set up a new warehousing facility and built up lost inventory levels in a temporary leased location without any interruption to customer service. Through a \$620,000 U.S. Small Business Administration-guaranteed loan, the company purchased a new 24,000 square-foot building that continues to serve as Sunny's hub for warehousing and distribution.

In the past three years, Sunny Plastic's revenues have increased from \$14 million in 2006 to \$14.25 million in 2009. Despite the global financial slump and its negative, Sunny Plastic has been able to retain its 72 employees over the past four years.

Hawaii

Steven M. Baldrige, P.E., S.E., LEED AP, President

Baldrige & Associates Structural Engineering, Inc.

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Email: sb@baseengr.com



Growing up on Chicago's tough south side, Steven Baldrige listened intently as a high school teacher told him that if he didn't leave the neighborhood by the time he was 20 years old, he'd never get out. Steven heeded the advice, and, always fascinated by the high-rise buildings of the Windy City, he went after a bachelor's degree in civil engineering at the University of Wisconsin, and later earned a graduate degree in structural engineering from the University of Texas.

Post-college work opportunities took him to Hawaii, where he founded Baldrige & Associates Structural Engineering (BASE) in 1995. He started Baldrige & Associates with the intention of making it a firm that could change and adapt to any market while providing true value to the client.

With revenues growing from \$40,000 by the end of 1995 to almost \$400,000 within a few years, Baldrige & Associates began practicing a relatively new engineering service known as Anti-Terrorism/Force Protection in the late 1990s. While Steven understood the importance of this work to the military sector, it was difficult for many outsiders to fully comprehend its importance until September 11, 2001.

BASE's residential projects were soon supplemented by a steady stream of government and commercial work. By 2007, Baldrige & Associates was enjoying revenues approaching \$4 million annually. Over the past six years, the company has increased its annual revenue by an average of 30 percent per year, and by the end of 2009, the company employed 25 and recorded revenues close to \$5 million.

Idaho

Erin Yinger, Executive Director/Co-Owner

A New Hope Social Services, PLLC

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(208) 667-6095

Email: eyinger@anewhopess.com



Erin Yinger launched A New Hope Social Services in 2006 with the vision to provide care services to mentally ill members of her community who otherwise might have fallen through the cracks, and a passion for placing special focus on the client.

Although she had many years of experience in the mental health industry and a burning desire to succeed, Erin knew it would take more than experience and desire to be a successful business owner. So, before starting her business, she sought the assistance of the Idaho Small Business Development Center, which helped her put together a solid business plan. With her business plan in hand, she was able to secure a U.S. Small Business Administration 7(a) loan.

Initially, A New Hope opened an office in Coeur d'Alene, Idaho, staffed with 17 employees. As a result of Erin's tireless efforts to propagate community relationships, A New Hope now has two additional offices to better serve clients in Kellogg and Sandpoint, Idaho; 27 employees who provide critical care to over 100 chronically mentally ill adult patients, and revenues that have grown from \$263,873 in 2006 to \$2,295,487 in 2008.

A New Hope also makes financial contributions to the community by returning 10 percent of its profits to community projects and areas where they identify community mental health gaps. Additionally, A New Hope makes many contributions to individual clients to improve their life circumstances. Beyond financial contributions to the community, A New Hope has been directly involved in a number of charitable causes and holds membership on several boards and councils.

National Small Business Week



Illinois

Warner Cruz, President

J.C. Restoration, Inc.

3200 Squibb Avenue • Rolling Meadows, IL 60008

(800) 956-8844

Email: wacruz@jcrestoration.com

Warner Cruz may be a young entrepreneur, but he has a lifetime of experience operating J.C. Restoration, Inc. (JCR). Before Warner was old enough to run the business, his father was grooming him with the knowledge to operate the business.

Warner's father, Jose Cruz, immigrated to this country in the 1970s from Guatemala. After many job rejections due to his limited ability to speak English, Jose eventually landed a job with a company that specialized in cleaning windows and carpets, where he learned how to clean buildings that had been damaged by flood or fire. When that company closed its doors in 1982, Jose opened his own restoration company.

After graduating from Augustana College with a degree in International Business Administration/Finance, Warner remained involved with his father's company, and had the opportunity to work in a variety of jobs ranging from carpet cleaning and general labor to front-office manager. He took over the company in 2002, offering generous benefits to employees and building the business into a \$15 million company.

Today JCR is a full-service disaster restoration company with 70 employees in eight different divisions. Warner built a "state of the art" with an SBA 504 loan. The building includes a multi-phase security system, a custom-built ozone deodorizing chamber, on-site drying room, electronic cleaning/corrosion control department, and in-house laundry service. Break rooms, locker rooms, a cafeteria, employee seminars, on-site counseling and beautician services are available to all employees.



Indiana

Richard L. Mousty, President and Owner

Unified Group Services, Inc.

3131 E. 67th Street • Anderson, IN 46013

(765) 608-6680

Email: rmousty@unified.org

Facing a major career change when his employer was bought out by a larger company, Richard L. Mousty decided to take the self-employment plunge, founding Unified Group Services, Inc. in the sunroom of his home in 1996. Unified, a privately held third-party administrator for self-funded group health plans, provides medical, prescription, vision, dental and short-term disability benefit administration for group healthcare plans.

The company also offers a wide range of wellness programs, provided directly by Unified or through vendors. Richard's commitment to customer service fueled growth at Unified that caused it to quickly outgrow the sunroom and move into offices in Pendleton, Ind., and in 2004, it transferred operations to a new 13,000 square-foot facility in Anderson, Ind. Financing came from a U.S. Small Business Administration 504 loan and Star Financial Bank. Although the company is located in Indiana, it provides services for companies with employees throughout the United States.

Another SBA-guaranteed loan financed remodeling and an expansion, providing much-needed space to meet current needs and to accommodate future growth of the business. The Unified staff has grown to 111 employees, and provides administration for more than 125 clients. With this growth, Unified Group Services has stayed true to its core values of providing great customer service in all aspects of business operations.

Richard serves on the boards of the YMCA and Community Hospital in Anderson, and goes on a weeklong mission trip to a summer camp for the blind in Kentucky. Company staff volunteers with various community organizations and participates in regular fundraising events for charitable organizations.

Iowa

Kenneth Robert (Rob) Hach II, President

Tara Lynn Hach, Vice President

Anemometry Specialists, Inc.

102 South Main Street • Alta, IA 51002

(712) 200-2281

Email: robhach@anemometry.com



Rob and Tara Hach founded Anemometry (an-uh-mom-i-tree) Specialists, Inc. in 2002 on credit cards to provide wind resource assessment for wind farm developers throughout the United States. At the time, they were the company's only employees.

Since then, they spend most of their time researching and analyzing wind to determine the location feasibility for wind turbines that generate electricity, a pollution-free, renewable source of energy. In just seven years, they have developed a niche within the renewable energy industry that has propelled demand for their company's services to clients throughout the Midwest and around the world.



The company's corporate office is surrounded with wind turbines and the view from their front door displays some of the early wind turbines. Its proximity to the "wind corridor" is a major factor for clients, who have hired it to install more than 1,500 meteorological measurement towers.

Just as a traditional business needs accurate cash flow data in order to secure financing, wind farm projects must have accurate wind data to convince lenders and investors to put up financing for their wind energy projects. The U.S. Small Business Administration helped the company with expansion by providing a \$70,000 504 fixed-asset loan in June 2009. The expansion will allow Anemometry Specialists to hire five more employees in the coming year, which, along with the current 27 employees will add significant value and economic growth and stability to its local community.

Kansas

Terry D. Arnett, President

Sandra G. Arnett, Secretary

Trand, Inc.

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(800) 451-7215

Email: trand@trandinc.com



Terry and Sandra Arnett began Trand, Inc., in 1990, transporting and setting up oil drilling rigs in Kansas, Oklahoma and Texas, and when oilfield work began to dry up, the company transitioned into long-haul and flat-bed trucking. In 1995, the company confirmed its new direction by selling its oilfield trucks and buying two double-drop trailers to haul oversize and overweight loads.

In 1996, Terry and Sandra saw a demand for crane services in Kansas, Missouri and Oklahoma, and bought several cranes to launch their new line. For their latest acquisition – a 550-ton crane – they had financing help from the U.S. Small Business Administration's 504 loan program. The company estimates the additional income generated by this new crane will create six new jobs over the next two years.

Trand, Inc. has grown from four employees to the current total of nine, in a rural Kansas community of only 6,800 people. Over the last three fiscal years, gross revenues have increased by nearly 20 percent and today exceed \$3 million.

The Arnetts also have been very active in their community and state over the years. Terry served on the Kansas Department of Transportation State Highway Advisory Commission for eight years and was also on the board of the Kansas Motor Carriers for several years. Sandra chaired the finance committee for Sacred Heart Catholic Church for 13 years and was selected as a participant in Leadership Kansas in 2003. Both Terry and Sandra have been active members of the Pratt Chamber of Commerce for many years.

National Small Business Week



Kentucky

Wade Lewis, *Partner*

Silas Boyle, *Partner*

MaximumASP

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(502) 213-7701

Email: wade@maximumasp.com • Silas@maximumasp.com

When Silas Boyle and Wade Lewis found themselves suddenly unemployed in 2000 because their jobs had been eliminated, they turned their misfortune into opportunity and created MaximumASP, an outsourcing firm for Microsoft-based Web site hosting.

The company began with just three employees who worked out of an old house. Under the dynamic leadership of Silas and Wade, MaximumASP's sales grew each year, allowing the company to greatly expand. Today, the firm occupies a 10,000 square-foot headquarters with 42 employees, as well as a data center twice as large. The expansion was made possible with the help of a U.S. Small Business Administration 504 loan.

MaximumASP hosts more than 50,000 Web sites for customers in more than 60 countries, and manages IT services for more than 2,500 customers. The company is known for innovation on the cutting edge of computer software technology, including pioneering work building and launching Cloud Computing products based completely on Microsoft technologies; launching MaxESP, a PCI (Payment Card Industry) compliant shared hosting solution, and offering hosted versions of Microsoft's newest development tools ASP.Net 4 and Visual Studio 2010.

Giving back to the community is a priority for the entire MaximumASP team. The company took charge of the technology efforts of the Muhammad Ali Center in Louisville, Ky., to ensure that the center had a world-class technology infrastructure. The donation, in excess of \$100,000, went toward the construction of the center. Other charities and projects supported by MaximumASP include Boys Haven, St. Joseph's Orphanage, Junior Achievement and Joe's House.



Louisiana

Stephen and Rose Lemarie, *Owners*

Southeast Veterinary Specialists

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Email: slemarie@svsvets.com • rlemarie@svsvets.com

Tenacity and unwavering commitment to sound business practices are two of the core principles that define Southeast Veterinary Specialists and contribute to its staying power. In 2000, Drs. Stephen and Rose Lemarie established Southeast Veterinary Specialists in Metairie, La., to provide specialized veterinary medicine to the greater New Orleans area and the Gulf Coast region. The practice started with seven employees and worked within the specialties of Veterinary Dermatology and Surgery.

In 2005, barely a few days before the Lemaries were scheduled to break ground on their new hospital, Hurricane Katrina struck. Rather than let the devastation destroy their dreams, the Lemaries turned to helping their community. As soon as power was restored, Southeast Veterinary Specialists opened a 24-hour emergency facility providing veterinary care for hundreds of pets that were either displaced or rescued during the aftermath of Hurricane Katrina.

Eventually, thanks to a \$2 million U.S. Small Business Administration-guaranteed loan, the Lemaries opened their new hospital. The practice that started with seven employees today has grown to a full-time staff of 50 and has added specialty departments in Oncology, Internal Medicine, Radiology, Physical Therapy and Rehabilitation. "The SBA programs really do work for small businesses," say Stephen and Rose.

The Lemaries also remain committed to their community and profession. They are supporters and participants in such organizations as the Grace King High School Special Needs Students Work Program; Jefferson Parish Animal Shelter; Municipal Police Officer Association of Louisiana; Southeast Louisiana Veterinary Association and volunteer in various other animal shelters throughout the area.

Maine

Trapper R. Clark, *President*

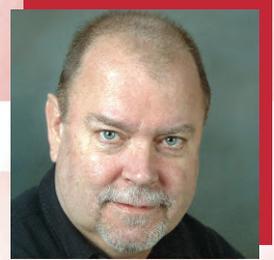
Thomas M. Sturtevant, *Corporate Vice President*

ALCOM, Inc.

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(207) 861-9800

Email: tclark.alcominc@gmail.com • tsturtevant.alcominc@gmail.com



Tom Sturtevant, along with stepson Trapper Clark, combined Tom's business experience and Trapper's background to co-found ALCOM, Inc. (Aluminum Company of Maine) in Winslow, Maine just four years ago. ALCOM is a leading manufacturer of aluminum trailers for a variety of recreational uses. Tom had built and sold several successful companies in the past, while Trapper contributed his knowledge of manufacturing aluminum trailers.



The company began with a core of 20 employees in 2006, and expanded its product line to include enclosed cargo and snow trailers, conceived by Trapper, helping it cross the threshold of \$2 million in annual sales in its inaugural year.

The company experienced rapid growth, registering increased revenues of 245 percent in 2007, and another 65 percent jump the following year. The number of employees grew to more than 55 by the fall of 2009, and relocation this year to a new facility will add 20 additional employees. Based on projected sales for the next 24 months, ALCOM hopes to add 40 more employees to its roster.

Together, Tom and Trapper have used their experience, know-how and enthusiasm to build their company by providing quality products, but the ALCOM story goes well beyond running a successful business. The owners are proud that they've been able to employ Maine workers, support the local and state economy, and contribute unselfishly to charities and organizations.

Maryland

Lily Bengfort, *CEO and President*

Consulting and Engineering Next Generation Networks (CenGen, Inc.)

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Email: lbengfort@cengen.com



Lily Bengfort lives by the mantra "think big, move fast and implement smart!" That, and her innate business savvy, exceptional leadership and intense determination, have brought entrepreneurial success her immigrant family had never thought possible. Born in Guyana, South America, Lily's family immigrated to the United States, drawn by the promise of opportunity. In 2000, she created CenGen, now a multi-million-dollar company specializing in tactical wireless communications networks for national defense and intelligent transportation systems. The company, which began as a home-based business with only five employees, has grown to a staff of 45 with offices in Maryland, California and New Jersey.

For the first nine years, CenGen limited itself as a defense contractor, supplying communications solutions to the Department of Defense and to the military. Over the past year, CenGen has broadened its marketing, seeking out other clients in need of advanced communications, including the Department of Homeland Security and the U.S. Border Patrol.

Lily spent three years pursuing a major defense contract that was ultimately cancelled. She overcame this critical business setback by carefully planning the future of her business, acquiring the necessary financing to retain all of her employees, and reformulating the company's long-term goals. CenGen is now more financially secure and technologically advanced. Its growth has been steady, with an average sales increase of 14 percent annually. While proud of its national reputation for providing leading-edge expertise in communications network solutions and emerging technologies, CenGen strives to improve advanced communications solutions for our military women and men.

National Small Business Week



Massachusetts

Annie Selke, President/Founder

Pine Cone Hill, Inc.

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Email: info@pineconehill.com

Combining her personal philosophy of creating real products for real lives, a strong background in art history, and a longtime love affair with vintage textile patterns, Annie Selke started Pine Cone Hill, Inc. in 1994 with an industrial sewing machine on her dining room table. To get the interior design textile business rolling, Annie recruited her husband, parents, and in-laws to pack boxes and apply price stickers.

Today, Pine Cone Hill has expanded from Annie's kitchen table to three wholesale businesses: Pine Cone Hill (quilts, bedding, and furniture), Dash & Albert Rug Company and Potluck Studios (tableware, serving ware and accessories), and her products have been featured in many publications, including *Country Living*, *Traditional Home*, *Woman's Day*, *Martha Stewart Living* and *Better Homes & Gardens*. Her latest venture, Annie Selke Homes, sells upholstered furniture through Calico Corners and Calico Corners Home Stores.

Pine Cone Hill has grown from a staff of three employees, two customers, and 28 product lines to 110 employees, 3,600 customers and 10,000 products. It's moved on from the dining room table to more than 200,000 square feet of space in a facility that was bought in 2005 in part with a \$1.4 million U.S. Small Business Administration 504 loan. The loan enabled Annie to renovate an old brick mill building into Class A office space to house the company's headquarters.

Annie believes in sharing her success and helping other women succeed. She has been instrumental in promoting entrepreneurship and women in business in western Massachusetts and donates generously to 14 local organizations.



Michigan

Charles Reid, President

Charter House Innovations (CHI)

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Email: chuck.reid@charter-house.com

Charles (Chuck) Reid had planned to follow his father's footsteps into the world of academia, but he came to a fork in the road and took the path to entrepreneurship instead.

Already a successful business owner of a kitchen automation design firm, Chuck accepted an offer that would turn into the opportunity of a lifetime. In 2002, he was recruited to become director of sales at Charter House, a small scale manufacturer of quick service restaurant seating. With extensive sales, management and restaurant experience, Chuck was promoted to general manager, and when the opportunity arose to buy the struggling company in 2004, he took it.

Re-branded as Charter House Innovations (CHI), the company is the largest in-house design firm in West Michigan and one of the top three companies in the industry. The firm creates innovative, inviting, and lasting dining environments for the food service industry by incorporating sustainable materials and environmentally responsible practices into its products, processes and designs. CHI sets itself apart by offering unique, premium-quality designs at a competitive price. It purchases 80 percent of all materials and products from local manufacturers and distributors, providing a much-needed boost to Michigan's economy.

Since 2004, the company has achieved record-breaking sales with a 450 percent increase, growing revenue from \$2 million to \$9.5 million and creating more than 130 new jobs. The firm has expanded its client list to more than 20 restaurant chains, and extended services to include seating and decor for universities, hotels and conference centers.

Minnesota

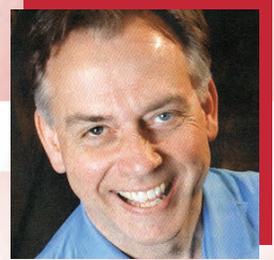
Byron Bjorklund, Owner

Custom Catering by Short Stop

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Email: byron@shortstopcustomcatering.com



Working in his family's restaurant when he was 11-years-old triggered Byron Bjorklund's love for the restaurant business. But it wasn't until he had a business plan assignment as a senior in college in 1984 that he took the plunge and opened Short Stop restaurant in St. Cloud with help from his father.

Business was good enough that he opened a second location in 1987, with his wife PegAnne managing one location. Even as those restaurants prospered, Byron's business model kept evolving. Making note of the lack of professional catering operations in St. Cloud, Byron closed one of his Short Stops in 1995 and opened Custom Catering by Short Stop.

Byron worked to develop exclusive relationships with clients, and is now the exclusive caterer for several Minnesota businesses, including Wapicada Golf Course, Roadside Tavern, Powder Ridge, and the Red Carpet Events Center. Boosted by menu staples such as broasted chicken, a favorite for 25 years, Custom Catering is a major caterer for events at the St. Cloud Civic Center, and provides daily catering for major employers in the St. Cloud area.

Byron's goal in 2009 was to stay even with 2008, and several large jobs in the third quarter helped him reach that goal. Despite the difficult business climate in 2009, Byron's commitment to give back to the community has remained solid. As a parent of a child with Down syndrome, he provides free catering services for the annual National Down Syndrome Society's Buddy Walk, and offers his Short Stop Restaurant as a training site for students with special needs.

Mississippi

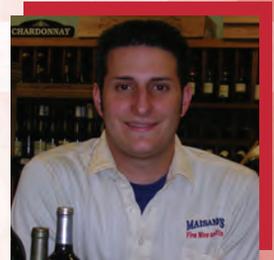
Jonathan Maisano, President/Owner

Maisano's Fine Wine and Spirits & Maisano's By The Glass

1622 Bienville Blvd. • Ocean Springs, MS 39564

(228) 872-9590

Email: maisanosfinewine@yahoo.com



While studying restaurant management in college, Jonathan Maisano worked as a bus boy and a food server at one of the Mississippi Gulf Coast's most prestigious restaurants. There, he cultivated an appreciation for pairing a fine wine with a delicious meal, and he soon realized that the area lacked a high-quality wine and spirits store. In September 2005, at the age of 22, Jonathan made plans to open Maisano's Fine Wine and Spirits.

Working with the Gulfport SCORE Chapter, Jonathan developed a business plan and obtained a \$150,000 U.S. Small Business Administration-backed loan from Hancock Bank. But just days before his grand opening Hurricane Katrina battered the Gulf Coast, causing extensive damage to the property and destroying the display racks he had built.

Undaunted, he made quick repairs and was able to open in 2005, the day after Christmas. Maisano's Fine Wine and Spirits now offers an extensive collection of more than 2,000 wines, a walk-in wine cellar, a user-friendly Wine and Spirit Kiosk, and a free quick-chilling service on any bottles in the store.

Jonathan holds a certificate from the Court Of Master Sommeliers, and he and his staff are committed to helping customers expand their knowledge in hopes of discovering and selecting the perfect wine or spirit. Last year Maisano's Fine Wine and Spirits surpassed \$1 million in sales, completing a four-year period in which the company grew from two to 14 employees. In 2009, again with help from SCORE and an SBA loan, Jonathan opened a second business, Maisano's By The Glass, a wine and food bar.

National Small Business Week



Missouri

Jeffrey L. and Wanda Messenger, Owners

Kessler-Heasley Artificial Limb Co. D/B/A Ozarks Prosthetics and Orthotics

3035 S. National • Springfield, MO 65804

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Email: ewjj@peoplepc.com

Jeff and Wanda Messenger have owned several successful small businesses including a café, a water-softener company, and a well-drilling business for 25 years, but it wasn't until they bought Ozark Prosthetics and Orthotics (OPO) that they found their true calling.

OPO is a service and manufacturing company that provides artificial limbs and mobility devices to a wide range of people with disabilities. The business not only manufactures a great number of the limbs and devices, but also invents some of the tooling to create prosthetics and keep patients more comfortable and safe.

Jeff, a Vietnam-era veteran, has a high regard for the sacrifices of our nation's combat soldiers. The company's prosthetics have been used to help speed the return to normal life of soldiers whose limbs have been destroyed by roadside bombs and other battlefield injuries. The Veteran's Administration regularly refers patients for their services.

OPO has expanded from seven employees in 2003, including their two sons, to 13 with hopes of hiring more next year. Jeff and Wanda have borrowed and repaid two U.S. Small Business Administration 7(a) loans, which have helped grow their company, and now the SBA is again helping them finance an expansion. The company has two locations, one to fit patients for prosthetics and another location for fabricating the products; an SBA 504 loan will consolidate the locations and provide new state-of-the-art technology.



Montana

Kimberly Ormsby, Chief Executive Officer and President

The Natural Baby Company

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Email: kim@thenaturalbaby.com

No one could have predicted that when Kim Ormsby started a small online retail company known as "Montana's Diaper Store," operating from her laundry room, that one day she would produce her own cloth diapering system.

After the birth of her second child in 2003, Kim realized her true passion was finding solutions to parenting needs, while taking care of the environment. That's when she started Montana's Diaper Store. As her online retail operation grew steadily each year, Kim saw the need for an alternative to petroleum- and chemical-based disposable diapers, and developed her own line of baby products, including cloth diapers.

In March 2009, she rebranded as The Natural Baby Company, and introduced Gro Baby Pro to the diapering public. Gro Baby Pro is a one-size cloth "hybrid" diaper with removable cotton or biodegradable soaker pads. When baby wets, a new soaker pad is inserted and the outer shell can be reused. Gro Baby Pro could be the most economical and green alternative in diapering today.

The Natural Baby Company distributes cloth diapers worldwide, operates an online store and sells its products at a retail outlet in Bozeman. With financing help from two SBA-backed loans, monthly revenue has climbed by 250 percent since the launch of Gro Baby Pro. The first purchase order for Gro Baby Pro was 6,000 units and the company pre-sold all inventory in 12 days. The company has also filed for a patent for the BioSoaker and the BioDiaper. This diaper incorporates biodegradable technology not currently available in the U.S. market.

Nebraska

James Bowen, Owner and CIO

Nick Bock, Owner and CEO

Five Nines Technology Group, LLC

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Before they started Five Nines Technology Group, James Bowen and Nick Bock were independent IT competitors who often chased after the same clients. Their 2006 merger and a guaranteed line of credit backed by the U.S. Small Business Administration helped them create a company that grew so quickly that today it serves more than 250 customers.

Five Nines is a small information technology company that operates two locations in Lincoln and Omaha with a 21-person team. The company leverages information technology resources to help clients reach their business objectives cheaper and faster. It provides personalized IT support and consulting services to small and medium-sized businesses in the Midwest. The name "Five Nines" is a nod to a common measure of computer operating system reliability – 99.999 percent – which translates to a total downtime of only five minutes and fifteen seconds per year.



James and Nick are especially proud of finding IT solutions for area health care and financial services providers. They specialize in tailoring unique solutions for customers in a market that often provides generic IT services. Five Nines has earned positive reviews for its work in saving 60 percent on power costs for a local bank by using "virtual" servers, and by other customers for its cost-effective and customer-friendly solutions.

Five Nines enjoyed a 71 percent growth spurt in its first year, and hit a 100 percent growth rate in 2008. Weathering the recession with growth of 30 to 40 percent for 2009, the company continues to strengthen trust and build strong relationships with its clients.

Nevada

Christopher A. Vito, MHA, President & CEO

Nevada Adult Day Healthcare Centers

330 N. 13th Street • Las Vegas, NV 89101

(702) 384-3746

Email: CVito@RehabNV.com



With 21 years of experience in the healthcare industry and a graduate degree in healthcare administration, Christopher A. Vito thought he had what it took to launch a new career as a small business. So, in January 2004, assisted with a U.S. Small Business Administration 7(a) loan of \$157,000, he opened the first Nevada Adult Day Healthcare Center (NADHC) with five employees. By the end of his first year in business, Christopher reported \$355,000 in revenue.

NADHC is a social-medical adult day care center for elderly and disabled adults that supports personal independence for older adults while promoting their social, physical and emotional well-being through an organized program of services during the day.

With no rival of its kind in the Southern Nevada market, NADHC continued to grow. Christopher used an SBA 504 loan of \$845,000 in 2006 to purchase and complete tenant improvements on a \$2.1 million building. By 2009, NADHC was operating three adult care centers and a fleet of 12 vans to transport elderly clients to the three sites. It had 48 employees and booked \$2.2 million in gross receipts. In 2010, Christopher has plans to open a fourth NADHC facility.

In addition to operating NADHC, Christopher remains active and dedicated to healthcare issues in Southern Nevada. He's a tireless advocate of educating people and bringing various business groups together for the betterment of the healthcare system. He also continues an active civic life with memberships in the Las Vegas, Henderson and local Hispanic chambers.

National Small Business Week



New Hampshire

Todd Adelman, CEO and Founder

Trade Wings, Inc.

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(603) 766-7000

Email: tadelman@tradewings.com

Todd Adelman discovered a business opportunity where others just saw piles of junk to be discarded. As an experienced professional in the telecommunications industry with expertise in the area of supply chain, asset management and reverse logistics, Todd was keenly aware that electronic systems and components could sit unused in large warehouses or be sold as scrap without consideration for their value or potential for reuse.

Todd founded Trade Wings in 1996 in Dover, N.H., with an initial staff of five. Under his leadership and through his long-term vision, the company now maintains offices and warehouse facilities in the United States, United Kingdom, Europe and Asia Pacific, and its customer base includes 15 of the top 25 largest telecom companies. In the last three years alone, Trade Wings' annual revenue has increased more than 16 percent and the number of employees has nearly doubled to about 50.

Trade Wings has developed a model that encourages telecommunication businesses to place greater emphasis on reusing or reselling equipment within their supply chains instead of disposing of or reselling them for pennies.

The enthusiasm and energy Todd brings to business is also exemplified by his commitment to contributing to the local community. Todd is actively involved in supporting numerous organizations such as Share Our Strength and Operation Frontline, and in the past was a member of the Young Presidents' Organization and served on the board of directors of the Children's Museum of New Hampshire and Temple Israel in Dover, New Hampshire.



New Jersey

Rafael Collado, CEO and Co-Founder

Sascha Mornell, COO and Co-Founder

Phacil

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Raf Collado's dream was to become a scientist for NASA. As fate would have it, the South Bronx native ended up becoming a successful entrepreneur. After building and selling a few companies, Raf met Sascha Mornell, and in 2001, they joined forces to start Phacil. The registered government contractor provides diversified services to both the civilian and defense markets, including information technology, acquisition support, facilities management support, security and intelligence services and human resources support. Phacil designs, engineers and implements full solutions that maximize the competitive advantage of networking systems.

It took Raf and Sascha two years to lay the groundwork for Phacil. The big break came in 2003, when Raf applied for certification under the U.S. Small Business Administration's 8(a) Contracting Program.

Certification under the 8(a) program opened doors for Phacil, and marked a turning point for the company. Since that time, Phacil has received \$41.4 million in contracts from the federal government. The company works with agencies such as the Missile Defense Agency, Defense Intelligence Agency, Defense Logistics Agency, U.S. Army, U.S. Navy, U.S. Air Force, the Nuclear Regulatory Commission, the U.S. Departments of Treasury, Housing and Urban Development, Interior, and the General Services Administration. Current commercial customers include Boeing, Northrop Grumman, and BAE. Today, the company has expanded into a 240-plus employee firm with over 20 diversified services contracts. Phacil now boasts offices or contracts in 18 locations, including 11 states across the U.S., and annual revenue exceeding \$26 million.

New Mexico

Tamara Marquez-Nugent, President/CEO

Moving Solutions, Inc.

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Email: movingsolutions@comcast.net



When her husband was stricken with an ailment that led to his early retirement from the moving industry, Tamara Marquez-Nugent decided to follow his suggestion to start her own commercial relocation business. She saw it clearly as a way to establish financial security for the family and provide jobs for the community.

Not intimidated by the idea of breaking into a male-dominated industry, Tamara saw that being a woman with such characteristics as sharp attention to detail and willingness to connect with a diverse group of people could make her company stand out and succeed.

Moving Solutions' services include pre-move planning and packing, as well as a comprehensive relocation strategy to minimize downtime for the client on the move. Instead of boxes, Tamara uses environmentally friendly reusable bins – plastic crates on wheels – which can be secured with locks and protect fragile items.

Since the company tackled its first relocation job in 2006, Moving Solutions has grown to 30 employees. With clients that include the University of New Mexico football team, Pottery Barn Furniture and the Los Alamos National Laboratory, Moving Solutions has grossed an average of \$1.5 million annually over the last two years.

Tamara contributes to the New Mexico economy by hiring part-time and contract workers—some are students from the local universities. Moving Solutions is also actively involved with several chambers of commerce, and Tamara donates regularly to local food banks and supports animal rescue organizations.

New York

Stella Penizotto, President

Shining Stars Daycare, Inc.

5930 Bowman Rd. • East Syracuse, NY 13057

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Email: spenizotto@att.net



Stella Penizotto's passion to work with young children got her started in business, but her tenacity made her business a success. She first opened Shining Stars Daycare, Inc., in 1994, with four employees, and the capacity to care for 32 children. Over the next 15 years, Shining Stars expanded to three full-time centers, with 75 employees and a combined capacity of 363 children.

Over the past 12 years, Stella and her husband John sought help from the U.S. Small Business Administration's Small Business Development Center at Onondaga Community College to help the business expand. In 2001, Stella purchased a 7,000 square-foot facility in Manlius, NY, with the help of an SBA-backed loan from CIT Lending. Five years later, Stella and John secured another SBA loan to expand into a new building in East Syracuse.

Stella's philosophy that children need a place where they can flourish socially, emotionally, physically and intellectually shows in each center, as she builds an environment that sparks creativity and individuality. Bright, cheerful and inviting state-of-the-art amenities, like heated floors for crawlers and indoor gymnasiums, make Shining Stars stand out.

The road to Stella's remarkable success was not without obstacles, but she kept her determination and focus to build another center. Once, anticipated grant funding suddenly became unavailable. Another time, environmental issues caused major problems. Through it all, she saw to it that the project was completed. In 2008, Shining Stars added a third location in Liverpool, NY, supported again by an SBA 504 loan.

National Small Business Week



North Carolina

Beatrice R. D. Hair, Founder/Executive Director

Salisbury Tutoring Academy, Ltd. & Salisbury Tutoring Academy Franchise Group, LLC
818 Corporate Circle • Salisbury, NC 28147
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Email: staltd@vnet.net

As a young teacher, Beatrice Hair knew that all students had the potential for success. However, despite the best efforts of teachers, school staff and parents, she saw that low performing students and those in the “middle” had a tougher time reaching their true potential. Beatrice was convinced these students could overcome this obstacle if they had more individual attention. When one of her elementary school students had heart surgery and fell behind in his studies, Beatrice found that her other teaching responsibilities kept her from tutoring the young boy. That’s when she decided to start a business providing “one-on-one” tutoring.

In 1996 she opened the Salisbury Tutoring Academy, Ltd. (STA). At first she operated out of her home using classroom space at a local church with a few teachers signed on as tutors. After outgrowing that space she moved to their current location where she now oversees 25 teachers. STA tutors students in reading, biology, history, English, math, calculus, computer skills and adult literacy. STA specializes in working with students with Attention Deficit Disorder (ADD) and dyslexia. The academy also helps students improve their study skills and prepare for standardized tests like the SAT. As a testimony to STA’s success, in 2008 its students received \$180,000 in scholarship offers.

STA’s gross income has grown steadily. The company has streamlined its business systems for 14 years and has created an efficient scheduling and automatic billing system. In 2007 she founded a sister company, Salisbury Tutoring Academy Franchise Group, LLC. So far she has sold two franchises with a goal of selling 1,000 across the country.



North Dakota

Beth Ehlis Strube, President

FunShine Express, Inc. and Strube Rentals, LLP
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Always passionate about early childhood education, Beth Ehlis Strube – a parent and operator of a child care center – often found herself frustrated by the lack of educational materials that could spark not only the pre-school child’s intellect, but their creative abilities as well. Beth believed that a child could have fun while learning.

After the birth of her third child in 1995, Beth founded FunShine Express, Inc. Operating out of the basement of her home, Beth started building preschool learning kits developed to help children gain the social and literacy skills needed to do well in elementary school. She started small: the first year she sold about 60 kits a month to preschool teachers, grossing \$15,000.

Her business has steadily grown since then, with the help of an SBA-backed 504 program loan, and over the past 14 years, FunShine Express has become a recognized national leader of preschool curriculum. FunShine Express now includes two lines of curriculum kits – Buttercups for children up to 3 years old, and Fireflies for kids 3-5 years – that are used by up to 50,000 children each day. It has a customer base of approximately 9,000 child care professionals.

In order to compete in the national market, FunShine Express maintains a strong management, business and curriculum team. The company roster currently includes 30 employees, and the company registered gross sales of \$3.8 million for 2009. In addition to running the company, Beth owns Strube Rentals, a property company whose tenants include FunShine Express and several other major local businesses.

Ohio

Edgar L. Smith Jr., Chairman and CEO

World Pac Paper, LLC

1821 Summit Rd., Suite 317 • Cincinnati, OH 45237

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Email: elsmith@worldpacpaper.com



Edgar L. Smith's entrepreneurial spirit has taken him from the ground up. In 2004, Edgar founded Cincinnati-based World Pac Paper, an independent paper distributor. World Pac serves commercial printers, catalogers, publishers, integrated and independent corrugated converters, folding carton/rigid box manufacturers, tube winders, laminators and paper converters.

Since start-up, World Pac Paper has seen a steady increase of revenues, and was named one of the fastest growing companies in the country in 2009 by Inc. Magazine. The company employs six in its national headquarters office in Cincinnati, and 11 more in different states where the company operates, including Ohio, New Jersey, Virginia and Maryland. World Pac Paper is a minority-owned and minority-operated business enterprise, built on the core values of leadership with uncompromising integrity and quality customer service.

Edgar's entrepreneurial drive was sparked at a young age. Through his parents' small business ventures, a radio station and a stake in a Detroit cab company, he learned the value of the freedom and flexibility he could gain by hard work. His ambition also is driven by his 22 years of sales and marketing experience, most of it in the paper industry with commercial printing, packaging and paper companies.

Edgar's entrepreneurial success has won him plenty of recognition, and he has served on various corporate boards, including the Paul Hemmer Companies and Brand Watch Technologies, Inc. He is an avid community volunteer who serves in leadership capacities on the Board of Directors of many prominent Cincinnati civic and community non-profit organizations.

Oklahoma

Phil Gordon Busey Sr., Chairman and Chief Executive Officer

Delaware Resource Group of Oklahoma, LLC

5721 N.W. 132nd Street • Oklahoma City, OK 73142

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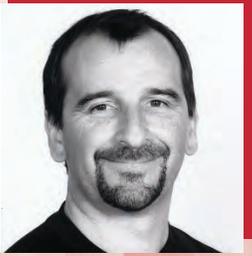
A member of the Cherokee Nation and Delaware Tribe, Phil G. Busey started the Delaware Resource Group (DRG) in 2002 with one other employee. In its first year, the company, which provides a variety of business services to the aerospace, defense and commercial industries, won its first contract – supporting the Air Force's E-3 AWACS Mission Crew Training program at Tinker Air Force Base.

Today, Phil's business boasts 1,000 percent growth with 235 employees and sales in excess of \$24 million. With wide-ranging expertise in industries such as aerospace, defense, oil and gas, the business manages contracts in six states including Alaska and Hawaii.

In 2007, the company expanded into the oil and gas industry. It was selected by Marathon Oil Company to provide field service operations in the Powder River Basin, Wyoming. In 2008, DRG was awarded a five-year contract by the U.S. Air Force as the prime contractor for the E-3 program with Boeing subcontracting. Over the past several years, DRG has been recognized as one of the INC 500 fastest growing companies in America. The company was honored by the Oklahoma Minority Supplier Development Council as the Small Minority Business Supplier of the Year for 2008.

Phil and Cathy, his wife of 30 years, believe the primary mission of a successful business is to give back to the community, so they remain engaged in helping others in their pursuit of success. In 2008, they created the Phil Busey Leadership Institute at Oklahoma City University's Meinders School of Business.

National Small Business Week



Oregon

Steven Emery, President and CEO

Earth 2 O

812 C Street • Culver, OR 97734

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In 1999, Steve Emery was tapped as president of The Sweetwater Company – DBA Earth 2 O – and tasked with turning the pioneering bottled water company around financially. Six years later, he bought the company with the financial backing of his former college roommate and Seattle-based attorney Ted Buck.

The Sweetwater Company had begun business operations in the small town of Culver, Ore., in 1991, and showed rapid growth and expansion until the large international brands entered the Northwest market with their bottled water brands. By the time Steve and Ted bought the firm in 2006, it was undercapitalized and financially strained. By 2006, though, the new owners had succeeded in restoring the company's financial health.

In November of 2007 Steve noted that the company that was leasing warehouse space to Earth 2 O was downsizing. Steve bought the space with the help of a U.S. Small Business Administration loan and moved its production into the building. Since then, the company has gone from losing \$426,000 in 2006 to a profit of \$721,000 in 2009, as revenues grow from \$7.7 million to \$10.5 million last year. Employment grew from 38 in 2006 to 51 today, making it Culver's largest private employer.

In addition to leading his commitment to the environment and profitability, Steve has led the company in service to the community, serving as a director of The Freshwater Trust, dedicated to restoring healthy rivers and streams. He also is a past chairman of the Governor's Small Business Council.



Pennsylvania

Kevin Michael Stecko, President

80sTees.com, Inc.

230 Westec Drive • Mount Pleasant, PA 15666

(724) 696-5121

Email: kevin@80stees.com

Kevin Stecko's degree in geo-environmental engineering has a futuristic ring to it, so it is ironic that his success as an entrepreneur is solidly grounded in the past. While visiting a local Pittsburgh amusement park a few years ago, the Penn State graduate scored a hit with passersby with the '80s retro He-Man and the Masters of the Universe® t-shirt he was wearing. Thus began the business that won him the 2010 Small Business of the Year Award for Pennsylvania.

The compliments he received sent Kevin back to the store where he had purchased his original retro shirt. This time, he bought a bulk order, hoping to earn a few extra dollars selling the retro-wear on eBay. For a few years, he passionately purchased and sold '80s tees – like Strawberry Shortcake® and Transformers® – to a nostalgic nation.

Kevin got an inkling of the potential financial future of his niche business when he began to out-grow his first two modest offices – his parents' dining room and later his home – so he engineered his transfer from part-time employee to full-time president.

With the help of the University of Pittsburgh's Small Business Development Center, his move paid off, and sales and operations soared. In a two-year period from 2006-2008, operations moved from the dining room to a 45,000 square-foot warehouse, 80sTees built a staff of 15 full-time and 13 part-time and a host of seasonal employees, and sales climbed from \$6.9 to \$10.6 million.

Puerto Rico

Juan E. Díaz, President

Tile International Corp.

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When Juan Esteban Díaz was just 10, the small business seed was planted when he worked at his father's fruit and vegetable stand in Puerto Rico. By 18, he was being recognized as Puerto Rico's Youngest Importer. Now, Juan Esteban has nearly 50 years of experience as a salesperson, an importer and, ultimately, an entrepreneur.

By age 30, he had already invested his money into buying dilapidated buildings and renovating them, which sparked another entrepreneurial idea. As he purchased ceramic tiles for one of these renovations in 1987, Juan Esteban came across an opportunity that would open new doors. When Juan Esteban arrived at a tile store's main facilities to pick up his order, he commented to the owner that the building looked run-down. The man's response: "If it bothers you so much, why don't you buy it?"

And so he did. Tile International Corporation was soon established and on its way to becoming one of the leading suppliers of ceramic tiles, marble and bathroom fixtures in Puerto Rico. During its first month of operation Tile International sold \$24,000 worth of goods. Within two months, sales had increased to \$60,000, and by the end of its first year they were close to \$1 million.

In 2009, Juan Esteban obtained a U.S. Small Business Administration 504 CDC loan to purchase an additional commercial building to house Tile International's offices and warehouse facilities. Today, doing business as Home Décor Plaza and Marble & Stone Design, revenues are close to \$10 million, providing for 58 employees.

Rhode Island

Jack L. Goodison, CEO/CFO

J. Goodison Company, Inc.

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The J. Goodison Company was founded in Providence in 1999 by former U.S. Navy diver Jack Goodison and his son Jamie, along with one other employee. This commercial flooring and painting company, which had capitalized on Jack's experience in the marine and industrial coatings industry, started out full steam ahead as a Navy government contractor. Today, the J. Goodison Company specializes in industrial and marine services and a wide variety of other products and services.

A veteran-owned small business, the company has been HUBZone-certified by the U.S. Small Business Administration since 2005, which provides business opportunities through contract set-asides by federal agencies and prime government contractors.

Jack acquired a third location using an SBA 504 program loan, with the principal operations facility located in a HUBZone along the Providence waterfront. Crews arrive at the location and are then dispatched to various job sites. In recent years, J. Goodison crews have performed contract work from Maine to Florida and along the Great Lakes.

The company is planning for future growth at still another location through the purchase of a former jet engine testing facility on the now-defunct Quonset Point Naval Air Station property. The company obtained a \$725,000 SBA 504 loan to finance the deal, and Jack expects to employ 20 more employees at this facility, adding to its current staff of 19. The new facility is scheduled to open this year.

National Small Business Week



South Carolina

Rebecca Ann Ufkes, President

UEC Electronics, LLC

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Rebecca Ufkes founded UEC Electronics, LLC, in 1995 as a home-based engineering consulting firm with one primary customer. Fifteen years later, this 8(a) certified, woman-owned business has become a turnkey operation that turns clients' ideas into finished products through its design, prototyping and manufacturing capabilities, specializing in hardware, software, mechanical and electronic design and development.

Recent projects include developing a time-release restraint device for non-combatants in hostile zones, as well as collaborating to develop a portable UV sterilization system.

UEC's real growth, however, has come from its responses to adversity. Within the first few years UEC's primary customer was forced to reduce its orders by 50 percent due to a sudden slowdown in the trucking industry, causing the company to both diversify and to seek government contracts. UEC entered the Navy's Manufacturing Technical Assistance Production Program, and within a year UEC had become a Defense subcontractor and within two years, a Defense prime contractor.

Emerging during challenging times, UEC has continued to grow. In 2000, the company bought and renovated a 25,000 square-foot facility. By 2007, revenues had risen to \$9.7 million. In 2008, the company brought in \$13.4 million in revenue. And in 2009, despite the recession, UEC added a new 19,000 square-foot facility to its campus, and brought its total staff roster to 95 employees.



South Dakota

Marvie Tschetter, Owner

Kim Tschetter, Operator

Lankota, Inc.

270 West Park Avenue • Huron, SD 57350

(605) 352-4550

Farmers and ranchers are a breed of some of the most creative, determined and resilient business people, with a natural knack for "getting the job done." That's certainly the case with Marvie and Kim Tschetter of Lankota, Inc. Both were born and raised in Great Plains farming families, where Marvie learned business management and Kim used endless opportunities to design and fabricate products that would enhance everyday productivity and profitability of the grain farm operation.

They went into business for themselves, and after working two years from their home, a friend offered to sell them his business. They considered the increasing competitiveness of the agricultural market and decided to combine their talents and began manufacturing and distributing innovative after-market agricultural products.

In 2004, Lankota increased the number of employees from 2 to 32. They also purchased Larsen Manufacturing, which helped Lankota expand its arena of customers to include DitchWitch and other well-known products. In 2009, Marvie and Kim continued to diversify the business through acquisition, and now the company's product line includes snowplows, snow machines, and snow blowers, and also offers powder coating.

Despite the credit crisis and economic problems due to the recession, Lankota's sales increased 66 percent from 2007 to 2008. The growth Lankota experienced demanded more room for warehousing products and expanding floor space for manufacturing and fabrication. In December 2007, the Tschetters were approved for a U.S. Small Business Administration 504 loan amounting to \$668,000, which helped them expand the business again in 2008.



Tennessee

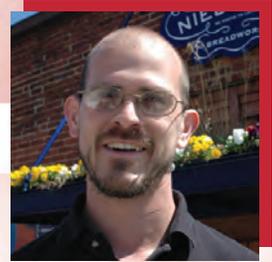
John C. Sweet III, Owner/Operator

Niedlov's Breadworks, Inc.

215 East Main Street • Chattanooga, TN 37408

(423) 756-0303

Email: jsweet@niedlovs.com



Even though their Niedlov's Breadworks opened in the fall of 2002, John and Angela Sweet still like to refer to their expanding bakery business as "a dream in progress." Today, their dream has progressed to include wholesale and retail sales, walk-in traffic and a private labeling business for their wholesome, organic, naturally leavened whole grain bread.

In 2002, the newly wedded couple returned home to Chattanooga from baking jobs in Michigan, to open Niedlov's Breadworks, initially a wholesale baking facility. Niedlov's slogan, displayed prominently at www.niedlovs.com, is "We Knead to Love, We Love to Knead." The popularity of the hand-crafted, artisan breads for which the Sweets became famous soon drove customers to demand a retail outlet. In November of 2003, a counter and some makeshift walls were erected in front of the bakery in order to accommodate the half-dozen customers who would routinely walk into the shop to buy bread.

By 2003, Niedlov's Breadworks business began to rise dramatically when they began a new private labeling arm and a successful relationship with Greenlife Grocery, Chattanooga's local organic grocery store.

In addition to their passion and business savvy, the Sweets also benefitted from counseling sessions at the U.S. Small Business Administration-sponsored Tennessee Small Business Development Center in Chattanooga, and received an SBA-backed guaranteed loan for capital improvements and working capital in 2006. They paid off the loan in 2009. Niedlov's revenues have grown from \$412,000 in 2007 to more than \$600,000 in 2009, with a staff of 18.

Texas

Mary Ellen Trevino, President/CEO

P3S Corporation

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Five years ago, drawing on 12 years of federal executive experience, Mary Ellen Trevino calculated that a lot of government business was available to a company with knowledge of the federal sector and the ability to perform a variety of services. Armed with a note book, a pencil, and a thousand dollars, she started that business, P3S Corp.

P3S provides information technology, program management, financial management, health management and security services to different departments and agencies of the federal government. With its headquarters in San Antonio, Texas, its customer service approach is built on helping agencies increase the quality of government service they provide and reduce risks. Ultimately, the product she offers federal contracting officers is an opportunity to save taxpayer dollars.

Beginning in 2005, P3S Corporation has grown to become a highly competitive enterprise, increasing the number of employees from one in 2005 in one state, to 350 in 30 states today. Revenues at Mary Ellen's P3S increased by more than 5,000 percent, from \$225,763 in 2005 to \$13.5 million in 2008.

In 2006 the company turned to the U.S. Small Business Administration and became certified as a participant in the SBA's 8(a) Business Development and Small Disadvantaged Business Program. She has been awarded numerous procurement federal contracts from her marketing efforts. She has relied often on the many resources available to small businesses in the San Antonio area, including SCORE and the University of Texas at San Antonio Institute for Economic Development – for the South-West Texas Border SBDC Network.

National Small Business Week



Utah

Robert M. Frayser, General Manager

Lisbon Valley Mining Co. LLC

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With his employer's financial institution suggesting closure and liquidation, and with a fresh job opportunity in New Mexico calling, Bob Frayser had some critical decisions to make for himself and the Lisbon Valley Mining Company, a major employer in one of the country's poorest counties.

Constructed in 2004-05 by Constellation Copper, the mine at Lisbon Valley, where Bob was general manager, found itself in trouble by late 2007 and projecting closure in 2009. By early 2009, the mine was down to 35 employees with its financial backers ready to pull the plug. With the help of the U.S. Small Business Administration's Blanding Small Business Development Center, Bob, with a 27-year mining career on the line, found a way to revitalize the mining company saving numerous jobs in the process.

Bob heard about the Blanding SBDC from an employee who had been an SBDC client. Bob discussed the situation with the center's assistant director and together they found new investors and worked through a Chapter 11 bankruptcy reorganization.

Bob developed a new mine plan that optimized the pit design, eliminated a costly and ineffective crushing circuit, resized the mine fleet, and modified the mine's drilling and blasting functions. Restructuring of management functions contributed to better department performance and lower costs. Today, Lisbon Valley is the largest private employer in San Juan County with over 100 men and women on the payroll.



Vermont

Katy Lesser, Owner

Healthy Living Market

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(802) 863-2569, x226

Email: kathy@healthylivingmarket.com

Katy Lesser and her then-husband opened Healthy Living Market in 1986 in Burlington, using a U.S. Small Business Administration guaranteed loan and a plan to offer local shoppers a full-service store with natural and organic foods. They immediately set out to fill the aisles with a bounty of grocery, wine, cheese, local meats, organic produce, a café, a bulk section, and natural health and beauty products.

Following her divorce in 2000, Katy bought out her former husband's share of the market and single-handedly ran the business. Healthy Living offers locally grown produce to its customers in Burlington. Katy's long-term relationship with local farmers enables her to regularly provide Healthy Living with local fruits, vegetables, meat, poultry, dairy products and more.

The market also acts as an incubator for small, local culinary producers and currently carries products from more than 1,000 Vermont producers. The market now carries its own brand of vitamins and offers various products under the store label in both the meat department and café. With funding from the SBA's 504 loan program, Katy expanded to a brand-new facility in 2008.

Katy transformed Healthy Living from humble beginnings with only one employee and average earnings of \$300 a day to a 33,000 square-foot facility with 130 employees, and average daily sales of \$50,000. Total revenues for 2009 were more than \$17 million. Aside from financial success, Healthy Living stands by its commitment to the community by providing meals five times each week to Spectrum Youth and Family Services, a local organization for at-risk youth.

Virginia

John D. Fernandez, CEO

Daystar Desserts, LLC

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After graduating from the Culinary Institute of America and working in some of the best restaurants in New York, John Fernandez and Russell Cobb noticed a demand for fine desserts in area restaurants and hotels. In 1998, they decided to go into business for themselves, producing and selling fine desserts to upscale restaurants and hotels in New York City and on Long Island.

At one point, they moved operations to Canada to take advantage of a favorable exchange rate. It was a bold move and was profitable for a while, until the exchange rate became less favorable and freight costs escalated. Since they had no intention of throwing in the towel, John and Russell started looking for a new home.

In May 2004, John and Russell purchased "World's Best Cheesecake," a 50-year-old business in Ashland, Va. Working to turn the corner with the new company, they sought out the help of the U.S. Small Business Administration's Greater Richmond Small Business Development Center, where staff pointed them toward an SBA 504 loan.

As a result of the loan program's enhancements under the American Recovery and Reinvestment Act, Daystar Desserts broadened its customer base from six states to 38 states. As a result, John and Russell tripled their work force from 22 employees to 64, adding 42 jobs in 2009 alone; increased their sales by 62 percent; increased profits from \$21,400 to \$280,600 and launched a new home-style cheesecake product line. The company won a major contract for their new cheesecake, producing another \$8 million in sales.

Washington

Janelle R. Bruland, CBSE, President and CEO

Management Services Northwest, Inc.

2257 Northgate Spur • Ferndale, WA 98248

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Email: janelle@msnw.org



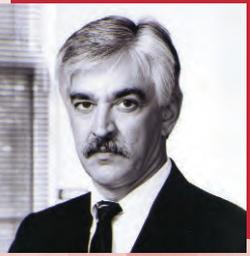
Management Services Northwest is a full-service facility management company serving the Northwest region since 1995, when it began providing commercial cleaning services to approximately 10 office buildings in Whatcom County, Wash.

Since then, it has grown from a small cleaning company into a regional facility management company providing services to more than 200 facilities in Washington and Oregon. Starting with 10 employees in 1995, the company's growth has been phenomenal, and it has now grown to more than 180 team members, plus several subcontractors working throughout its service area.

Management Services Northwest has grown an average of 42 percent per year with revenue growth ranging from \$863,000 in 2003 to a little less than \$5,000,000 in 2008. It's no wonder Management Services Northwest was recognized by Inc. Magazine as one of the Top 5000 fastest growing private companies in America and by the Puget Sound Business Journal as one of the fastest growing private companies in Washington state.

One of the challenges the company faced was being asked to continue servicing a client who had chosen to go with another competitor. The company's loyalty paid off and the client later regretted the decision to go with a competitor. Management Services Northwest always gives 10 percent of contract profits to charities including the Whatcom County Pregnancy Center and others.

National Small Business Week



West Virginia

Craig William Hartzell, President & CEO

Azimuth Incorporated

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Email: corp@azimuth.com

Craig Hartzell, a 20-year U.S. Army Special Forces veteran, founded Azimuth Incorporated in 1989, after he realized that his home state of West Virginia was devoid of small businesses with the expertise to market successfully to the Department of Defense and compete for federal contracts.

Azimuth specializes in engineering, fabrication, software and integrated logistical support for a variety of military applications, including imagery analysis and exploitation. It is also developing portable biometrics collection systems, a tactical latent fingerprint camera, a tactical latent fingerprint flatbed scanner and biometrics middleware.

Azimuth entered the Department of Defense's Mentor/Protégé program with Electronic Warfare Associates, Inc. as a subcontractor on numerous contracts. The move helped the company build a strong foundation for government contracting. As a result, the company that began with two employees and gross sales of \$75,000 has grown into a business with 84 employees and sales approaching \$30 million.

As a technology-based small business in a state where the focus has been on natural resources, obtaining financial support along the way has been difficult. West Virginia's lending community was unaccustomed to working with government contract-based small businesses and was unfamiliar with the federal procurement cycle. Craig built relationships with local lenders and once lenders understood the flow of government contract financing, Azimuth was able to obtain the funding through the U.S. Small Business Administration's 7(a) loan program. The company was also certified in SBA's 8(a) program, and graduated in 2002.



Wisconsin

Cheryl Sment, President

Interstate Sealant and Concrete, Inc.

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Cheryl Sment kept her day job as a critical care nurse for four years after she founded Interstate Sealant and Concrete (ISC) in 1998, but it wasn't because of a lack of confidence. After the first four years, Cheryl left her nursing position to work full time as CEO at ISC. Today, with the help of two SBA-backed loans and advice from Small Business Development Centers, Interstate Sealant and Concrete is an \$8.7 million company that does business across the country at Department of Transportation and federal contracting levels.

A serial entrepreneur during the 1990s, Cheryl manages ISC's day-to-day operations, writes proposals and negotiates pavement maintenance, concrete restoration and asphaltic concrete repair projects that include roadways, bridges and airport runways. Cheryl still runs into gender issues when negotiating jobs. Some contractors expect to work with men and are vocal about their preferences. Cheryl meets this head-on by remaining firm and making clear who's in charge at ISC.

Due to the nature of ISC's work, many workers are hired initially on a job-by-job basis, with the total work force growing to 114 in 2009. Of those, about 44 – including Cheryl's husband Jeff and son Steven – are full-time staff.

In 2009, Interstate Sealant and Concrete was nominated as one of the Top Ten Businesses of the Year Award in Southeastern Wisconsin. In 2008, the company was selected by Cheryl's peers in the Associated General Contractors of America for the "Marvin M. Black Excellence" award, which recognizes successful projects in which large companies partner with smaller disadvantaged companies.

Wyoming

Heidi Fabrizio

Precision Analysis

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Email: Heidi@precisionanalysis-labs.com



Heidi Fabrizio had a precise plan, a precise amount of start up money and a precise family environment in which to grow, and she put it all together to grow Precision Analysis. Growing up in Fremont County, Wyoming, Heidi was an outstanding high school chemistry student who brought her newly gained know-how back home from college to lead this thriving chemical analysis business.

Heidi followed a conservative business track emphasizing frugality. Looking ahead, she saved \$20,000 in start-up cash while finishing college. She set up her first lab began in her garage, using second-hand lab tables and beakers from her high school chemistry lab. Her first customers, O & M Services, handed over the first sample to test on Aug. 1, 2004. Nearly six years later, O & M is still a satisfied customer.

When her children arrived, the garage set-up worked out well sat first, but things changed rapidly, and the business grew from serving the immediate Riverton area to serving clients throughout Wyoming, Montana, Colorado and Utah. She added mobile sampling and laboratory units to improve response time and customer convenience.

By the time she opened branch offices in the far-flung Wyoming towns of Lysite and Rock Springs, her employee pool had grown from one person in 2006 to a staff of 16 in 2009, and the lab expanded from a 900 square-foot garage next to the family home to a 13,000 square-foot industrial building on the outskirts of town. Precisely as she had planned, Precision Analysis became a home-town success for Heidi Fabrizio.

Veterans Small Business Champion

Lloyd Calderon, *Director*

New Mexico Dept. of Veterans' Services, Veteran Business Development Office

300 San Mateo NE #106 • Albuquerque, NM 87108

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Email: Lloyd.calderon@state.nm.us



In just two years as director of the Veterans Business Resource Center of the New Mexico Department of Veterans' Services, Lloyd Calderon has been responsible for helping veterans in securing more than \$35 million in federal contracts. His approach is basic: ensure veteran business owners are prepared to compete effectively, make certain they are aware of available contracting opportunities, and relentlessly pursue every potential procurement dollar on their behalf.

Through his efforts, he has revitalized New Mexico's veterans' procurement and business development program and become an agent of change for the state's veterans. To help prime contractors and procurement officers identify service-disabled veteran-owned small businesses as potential contractors, Lloyd created two Web-based veterans' business directories organizing companies by industry classification codes. He manages a statewide Veterans Business Conference and he secured funding for and coordinates "vendor outreach" trips to Washington, D.C. Unique to New Mexico, these trips put veteran-owned small businesses before agency procurement heads and representatives of the Small Disadvantaged Business Utilization offices of different agencies.

He has been instrumental in creating new initiatives to help grow veteran-owned businesses, including a mentor-protégé program and a bonding program that helps veterans bid competitively on contracts. He is currently advocating for a service-disabled and veteran-owned business incentive program similar to the incentive program for Native Americans.

Lloyd's work has earned him the support of the entire New Mexico community and national recognition for all his efforts on behalf of service-disabled and veteran-owned businesses.

National Small Business Week



Financial Services Champion

Mark David Peterson, President

Bridgeway Capital, Inc.

6938 Edgerton Avenue • Pittsburgh, PA 15208

(412) 201-2450

Email: mpeterson@bridgewaycapital.org

Mark Peterson, founder and president of Bridgeway Capital, Inc., has for many years devoted his time to helping small businesses get capital and understand their capital needs. He is recognized in the community for going “above and beyond” for small businesses that need financing. Mark turned to small business financing when he realized that the collapse of Western Pennsylvania’s steel industry would make new sources of capital vital to rejuvenating the region’s economy.

Bridgeway Capital, Inc. provides loans through three primary programs: Growth Capital Loans, Entrepreneur Loans (including SBA microloans), and SBA “504” loans arranged through a management services agreement with Bridgeway Capital Certified Development Company. With a staff of 14, Bridgeway is a Certified Community Development Financial Institution, providing capital and educational opportunities to small businesses and other organizations to ignite economic growth. Partially dependent on public funding, Mark has over the years had to contend with state budget cuts, slow or withheld federal funds and the devastating impact of rising unemployment. Despite these obstacles, Bridgeway has, since its inception in 1990 as the Community Loan Fund of Southwestern Pennsylvania, placed more than \$63 million in loans. Those loans have, in turn, leveraged \$236 million in additional financing and resulted in the creation and preservation of more than 4,900 jobs. The \$2,500 in initial assets has grown to \$54 million in assets under management.

In 2009, despite the credit pressures of the financial crisis and the recession, Bridgeway Capital made 83 loans compared to 60 loans in 2008, an increase of 28 percent.



Women in Business Champion

Carolyn Brown

The Accountant’s Office

P.O. Box 7780 • Chandler, AZ 85246

(480) 219-4285

Email: Carolyn@TheAccountantsOffice.biz

Carolyn Brown has been helping women business owners become successful since 1973. Whether she is educating them on how to read financial statements, connecting them to a business associate, or helping them with decisions about their business, Carolyn has been a trusted adviser to many now-successful women business owners, generously offering her time as a mentor, counselor, coach and consultant.

Seamlessly blending her professional life with her passion for helping women entrepreneurs, Carolyn has served in leadership positions for women’s business organizations and advocated for policy and regulatory changes favorable to small businesses. As a charter member and past president of the National Association of Women Business Owners -- Phoenix, Carolyn built a reputation as a respected business leader, a status she continues to merit.

The stellar growth of her own business, The Accountant’s Office, is yet another example of her success. She thrives because she serves her clients with ingenuity and practical solutions and seeks innovation in her business operations. She has created a virtual, paperless office that provides small businesses an affordable full-outsource option for their accounting needs. The firm is staffed by experienced accountants who work part time from home so they can be stay-at-home moms while maintaining a career.

By creating this unique work environment offering work/life balance, Carolyn is able to employ extremely talented and qualified accounting professionals, reduce operating cost, and pass those savings on to her clients, who on average enjoy a \$25,000 annual savings by outsourcing their accounting functions rather than perform in-house bookkeeping.

Small Business: Driving America’s Economy

Home-Based Business Champion

Boyd L. Wright

Wright Made Products

415 17th Ave. South • Grand Forks, ND, 58201

(701) 772-6554

Email: wright@gra.midco.net



Boyd Wright learned a lot about how to turn a home-based business into a successful enterprise when he left his job as general counsel of the University of North Dakota in Grand Forks to become a small-scale producer of woodworking products. He learned so much that he's become one of the region's experts on the subject, called often to the front of the classroom to help other entrepreneurs find success with their workshop passions.

Boyd started on a part-time basis turning wood on his home workshop lathe in 1984, when he was still general counsel at UND. He found it so rewarding that he left his university post in 1990 to turn wood full time. His company, Wright Made Products, produces a wide variety of lathe-turned products, working with exotic woods to make kaleidoscopes, desk accessories, cutlery backscratchers, hourglasses and other products he sells wholesale, at craft shows and consignment shops, and on the Internet.

With a background that also includes classroom teaching – he taught political science at UND – Boyd stood out as a panelist at a home-based business workshop on marketing in 1999, and local U.S. Small Business Administration officials sought him out as a resource for other small-scale entrepreneurs. His expert, first-hand knowledge of the challenges of operating a home-based business, from marketing to sales to the Web to trade shows, were invaluable to other entrepreneurs with less experience.

Within a few years, he was a regular SCORE counselor providing one-on-one counseling, as well, and has become a true champion and advocate for home-based business owners.

SBA Young Entrepreneur

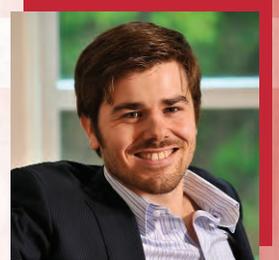
Dan Price

Gravity Payments

1434 Elliott Avenue W., Suite C • Seattle, WA 98119

866-701-4700

Email: dprice@gravitypayments.com



At the tender age of 25, Dan Price has built a business that has helped save millions of dollars for other small businesses, and revolutionized the credit card processing industry at the same time.

While a 19-year-old freshman at Seattle Pacific University, Dan co-founded Gravity Payments in his dorm room with the help of his brother, Lucas. In six years, the company has grown to 45 employees, been named to the Inc. 500 Fastest Growing Small Businesses and become the largest credit card processor in Washington State.

Dan may be young, but he grew his business the old fashioned way: hard work, self-sacrifice and world-class customer service. He recognized that most small businesses paid rates for card processing that were the same as those charged to larger companies. Dan created a pricing structure that is fair to small businesses and offered 24/7 customer service assistance. The formula worked, and since inception Gravity has saved its small business customers more than \$20 million in credit card processing fees while enjoying an annual growth of 150 percent.

Getting here was not easy. During the early days, before Gravity was profitable, Dan gladly accepted complimentary meals from many customers. When the weight of the recession hit in August 2009 and revenues dropped 20 percent, Dan took an 80 percent pay cut rather than lay off employees. He then began cold-calling potential customers. As a result of his dedication to the business and his employees, the company has actually increased its profit margin during the recession by 50 percent.

National Small Business Week



Minority Small Business Champion

Eddie Reyes, HUB Coordinator

University of North Texas

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Email: Eddie.reyes@unt.edu

Eddie Reyes – a disabled veteran, a former police officer, an adoptive parent, a community activist and a successful entrepreneur all rolled into one – was bored after he sold his successful business. So, four years into retirement he joined the staff at the University of North Texas as its Historically Underutilized Business Coordinator. In the six years since, Eddie has become a convincing advocate for expanded procurement opportunities for women- and minority-owned businesses.

Eddie sees his job as helping minority business owners become as successful as they can possibly become, and he considers it his duty to help every minority small business owner he encounters. He has established – out of his own pocket – a weekly radio show, the “Latino Business Hour with Eddie Reyes,” to help reach a broader audience.

Eddie’s desire to help was shaped by a lifetime of challenge and tragedy. He narrowly escaped death as a toddler, and later suffered the institutionalization of his mother and the death of his father. In the 1960s, he was the only survivor when his platoon in Vietnam was attacked. Although seriously injured, Eddie suffered guilt from being a sole survivor. Through counseling, he realized his experiences had given him a compulsion to make a positive difference in people’s lives.

And that he has done at every opportunity, traveling the world and touching as many people as possible in the process. His fascinating life story has even been told in the inspirational book, “Tortilla Soup of the Spirit,” by Ellen Castro and Betty Ramirez Swinners.



Small Business Exporter

Daniel J. Nanigian, President

Nanmac Corporation

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(508) 872-4811 ext. 224

Email: dnanigian@nanmac.com

For years economists have been telling small businesses in many sectors that the real growth opportunities lie overseas. Dan Nanigian and his Nanmac Corporation listened and acted decisively.

With an export strategy aimed at growing revenues in diverse foreign markets including China, the Nanmac Corporation experienced explosive growth in 2009. A specialty manufacturer of temperature sensors used in a wide range of industrial applications, the company nearly doubled its revenue from \$2.7 million in 2008 to \$5.1 million in 2009. The company’s international sales, at \$300,000 in 2004, reached \$700,000 in 2009 and are on pace to hit \$1.7 million this year. Its administrative, sales and manufacturing staff has increased by 80 percent.

The company has a strong presence in China, and is expanding in other markets, as well, including Latin America, Singapore and Russia. Under Dan’s guidance, the company has developed creative solutions and partnerships to help maximize its presence internationally. As part of its China strategy, Nanmac partners with distributors, recruits European and in-country sales representatives, uses a localized Chinese Web site, and relies for advice on the export assistance programs of the Massachusetts Small Business Development Center Network’s Massachusetts Export Center. The strategy, along with travel to China to conduct technical training seminars and attend trade shows and technical conferences, has helped to grow Nanmac’s Chinese client list from one in 2003 to more than 30 accounts today.

Dan innovates at the headquarters’ office, too, installing a complete solar power array at Nanmac, accounting for almost 60 percent of its energy use.

Jeffrey Butland Family Owned Small Business Champion

Gary Lofquist, *CEO*

Larry Treankler, *Chairman*

Carl Treankler, *Director, Sales & Marketing*

Terry Hanstedt, *Partner*

MCL Industries

660 Corporate Way • P.O. Box 950 • Pulaski, WI 54162

(920) 822-4100

Email: ctreankler@mcl.bz • ltreankler@baytekgames.com • thanstedt@lasllc.bz • glofquist@mcl.bz

Combining family and business can be a daunting and troublesome challenge, but the four men who lead MCL Industries have managed to overcome those challenges. In the process, they've turned MCL into an important manufacturer of electronic control systems, wiring harnesses and mechanical assemblies for the heavy duty vehicle and marine industries, including Oshkosh Truck Corporation, a major defense contractor.

Brothers Carl and Larry started the company 30 years ago with their father, Melvin Treankler, in the family's basement, hence the name MCL Industries (Melvin-Carl-Larry). The company has grown because its customers value MCL's honest and cooperative approach to producing the right parts for the right jobs. MCL's high performance standards have resulted in quality and on-time service metrics in excess of 98 percent.

Carl and Larry brought Terry, a life-long family friend, and Gary, MCL's former CPA, aboard in the 1980s. Through their combined hard work and energy, the company has grown and prospered. Despite the sluggish economy, sales grew by 55 percent in 2009, and 2010 sales are projected at \$45 million, a 49 percent increase over 2008. Today, after adding 44 people in 2009, the staff roster includes 150 employees.

The company strives for a "High Performance Work Team" atmosphere and seeks to add value through its employees' commitment and skill. Employees advance by levels based on the competencies they acquire at each step. One innovation is a four-day 10 hours per day work week to support family time with recurring three-day weekends.



Entrepreneurial Success

Robert A. Pancake, *Managing Member*

Steven W. Wheat, *Managing Member*

High 5, LLC (Buffalo Wild Wings)

1887 Pulaski Highway • Bear, DE 19701

(302) 225-6618

Email: 1justsweeps@comcast.net • swheat13@comcast.net

Bobby Pancake and Steve Wheat were in the right place at the right time. As a result, after spending their careers in the restaurant and fast food industries, Bobby and Steve have become one of Delaware's entrepreneurial success stories, and a leading brand name in sports-centered dining in the state.

Steve and Bobby met while working at the corporate office for Buffalo Wild Wings, where Bobby was senior director of company operations and Steve was marketing manager. On business trips, they shared their common dream of starting their own restaurant. At the time, the franchise was transitioning from a college campus model to a suburban family-oriented sports bar and grill.

The timing was perfect as Bobby and Steve took the plunge in 2003, using SBA-backed 7(a) loans to help finance their first three locations. Now they own five Buffalo Wild Wings Grill & Bar franchises in Bear, Middletown, Dover, Newark and Wilmington, and Steve and Bobby have recently broken ground for a sixth, in Bel Air, MD. Since opening in 2003, their expanding franchise has more than doubled its sales to \$12.6 million and expanded to 350 employees.

Bobby and Steve's success hasn't come without adversity. Within six weeks of opening the first restaurant, their other business partners died unexpectedly, a huge personal setback. They've also had to tighten operations and work smarter to survive the economic downturn. Through it all, though, Steve and Bobby have cheerfully invested in the communities served by their restaurants as sponsors of charity fundraisers and youth baseball teams.





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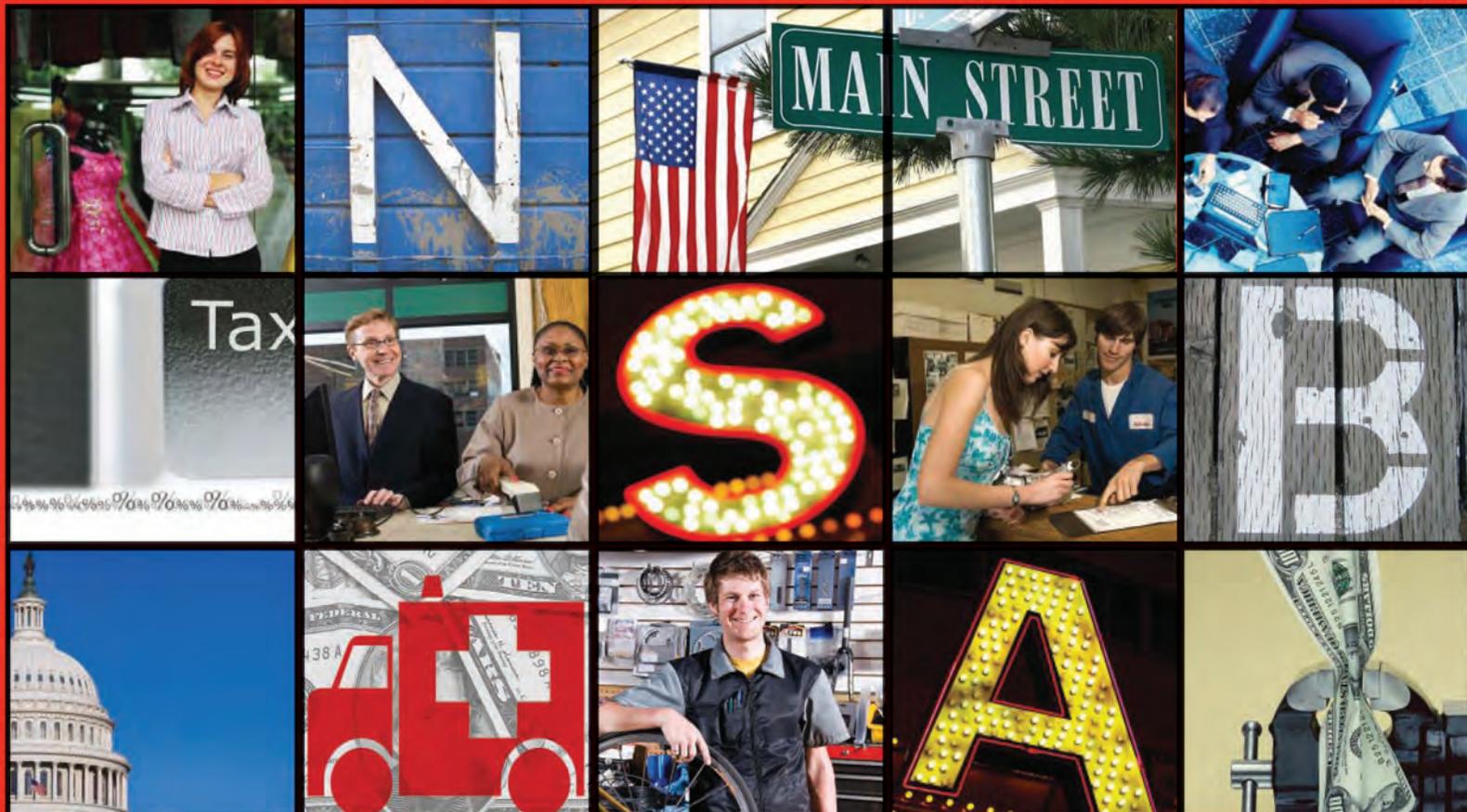


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