

**SBA**  
U.S. Small Business Administration

NATIONAL  
SMALL BUSINESS  
WEEK

**2012**  
MAY 20-26



## National Small Business Week 2012

**WASHINGTON, D.C.**

May 20-26, 2012

[www.NationalSmallBusinessWeek.com](http://www.NationalSmallBusinessWeek.com)

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U.S. Small Business Administration  
Washington, DC



Dear Friends,

Welcome to National Small Business Week 2012.

We are thrilled to have this opportunity to recognize the valuable role America's small businesses play in strengthening our communities and our economy.

Working with our 26 co-sponsors, we have put together an exciting and informative agenda. You will have the opportunity to hear from key business and government leaders—and to learn more about new programs and initiatives we are working on at the SBA and across the government.

This year's events include discussions on new business techniques and opportunities in exporting, social media and federal contracting for small businesses. We also will be hosting business matchmaking sessions to allow attendees to network with one another and with government and private sector buyers.

In addition, we will be honoring our 200 National Small Business Week award winners. We had an impressive group of nominations this year, and I hope everyone is as proud as I am of the achievements of the winning small business owners and entrepreneurs.

Over the course of the next few days, I look forward to learning more about your companies and how SBA is helping you grow your businesses. Your stories are truly inspiring and they are a testament to the power of entrepreneurship, innovation and hard work.

National Small Business Week is always an educational and productive week for everyone involved. Thank you for being here as we celebrate America's small businesses and entrepreneurs.

Warm Regards,

A handwritten signature in blue ink that reads "Karen G. Mills".

Karen G. Mills  
Administrator  
U.S. Small Business Administration

**sage**

For more than 30 years, Sage has helped entrepreneurs to realize their ambitions through software and services that make their business lives easier. We focus on developing innovative products that streamline your accounting, contact management, payments, and more, so you can sit back and focus on making your small business a success.

For more information, please visit our booth or [SageNorthAmerica.com](http://SageNorthAmerica.com).

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# Small Business Creating an Economy to Last

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**Thank you to our Sponsors .....81**

# SCHEDULE OF EVENTS

Schedule is subject to change

## Sunday, May 20

1:00 pm – 3:00 pm

### **Award Winner and Guest Registration**

*Sponsored by Paychex*

**Garden I Room**

Award Winners/Guests can register anytime registration is open, however, we encourage all award winners to register during this special time.

3:00 pm – 5:00 pm

### **Registration for All Conference Attendees**

*Sponsored by Paychex*

**Pre-Function Area**

3:00 pm – 5:00 pm

### **How Small Businesses Can Win Big with Large Companies**

*Sponsored by Office Depot*

**Oriental Ballroom B&C**

3:00 pm – 5:00 pm

### **Accelerator Room: Touch Down, Connect, Network and Relax**

*Sponsored by Microsoft*

**Hirshhorn Room**

5:00 pm – 7:00 pm

### **Opening Networking Reception**

*Sponsored by Microsoft*

**Garden**

7:30 pm – 9:30 pm

### **Moonlight Monument Tour**

Bus Pickup and Drop off at the Maine Street Entrance. (Hotel lower level.)  
Buses will pick up guests at 7:15 pm and return at 9:30pm

# SCHEDULE OF EVENTS

Schedule is subject to change

## Monday, May 21

8:00 am – 5:00 pm

### **Registration for All Attendees**

*Sponsored by Paychex*

**Pre-Function Area**

8:00 am – 9:30 am

### **Entrepreneurial Development and Lender Awards Breakfast**

*Sponsored by Northrop Grumman Corporation*

**Grand Ballroom**

9:30 am – 1:00 pm

### **Accelerator Room: Touch Down, Connect, Network and Relax**

*Sponsored by Microsoft*

**Hirshhorn Room**

10:00 am – 11:15 am

### **Town Hall -**

### **Creating an Economy Built to Last**

*Sponsored by AT&T*

**Oriental Ballroom B&C**

11:30 am – 12:45 pm

### **Exporting Forum –**

### **Taking Your Business Global**

**Oriental Ballroom B&C**

1:00 pm – 3:00 pm

### **National Awards Luncheon Honoring State Small Business Winners**

*Sponsored by Sage North America*

**Grand Ballroom**

3:00 pm – 5:00 pm

### **Accelerator Room: Touch Down, Connect, Network and Relax**

*Sponsored by Microsoft*

**Hirshhorn Room**

6:00 pm – 8:00 pm

### **Evening Reception U.S. Department of State, Diplomatic Reception Rooms**

*Sponsored by*

*InterContinental Hotels Group (IHG)*

**Hirshhorn Room**

*This event is open only to award winners, award winner guests and sponsors who pre-register. Due to State Department regulations, attendees who have not pre-registered for the event by May 11 will not be permitted to attend.*

*Bus Pickup and Drop off at the Maine Street Entrance, (Hotel lower level.) Buses will pick up guests between 5:15 and 5:45 pm and depart from the State Department at approximately 8:00 pm.*

# SCHEDULE OF EVENTS

Schedule is subject to change

## Tuesday, May 22

8:00 am – 5:00 pm

### Registration for All Attendees

*Sponsored by Paychex*  
Pre-Function Area

8:00 am – 9:30 am

### National Awards Breakfast Honoring Procurement Award Winners

*Sponsored by Raytheon*  
Grand Ballroom

9:30 am – 1:00 pm

### Accelerator Room: Touch Down, Connect, Network and Relax

*Sponsored by Microsoft*  
Hirshhorn Room

10:00 am – 12:30 pm

### Business Matchmaking

*Sponsored by Salesgenie*  
Oriental Ballroom A

10:00 am – 12:45 pm

### Federal Contracting Educational Sessions

*Sponsored by Salesgenie*  
Oriental Ballroom B&C & Hillwood

10 am – 11:15 am (Oriental B&C)

Government Contracting 101: Small Business Contracting Programs

10 am – 11:15 am & 11:30 am to 12:45 pm (Hillwood)

Insights into Federal Contracting Opportunities with Federal Agency OSDBUs

11:30 am to 12:45 pm (Oriental B&C)

Improving Your Business through Subcontracting Opportunities

1:00 pm – 2:30 pm

### Phoenix Awards Luncheon

*Sponsored by Prudential*  
Grand Ballroom

3:00 pm – 5:00 pm

### Accelerator Room: Touch Down, Connect, Network and Relax

*Sponsored by Microsoft*  
Hirshhorn Room

3:00 pm – 4:30 pm

### Social Media Forum

*Sponsored by Microsoft*  
Oriental Ballroom B&C

3:00 pm – 5:00 pm

### Business Matchmaking

*Sponsored by Salesgenie*  
Oriental Ballroom A

7:30 pm – 11:00 pm

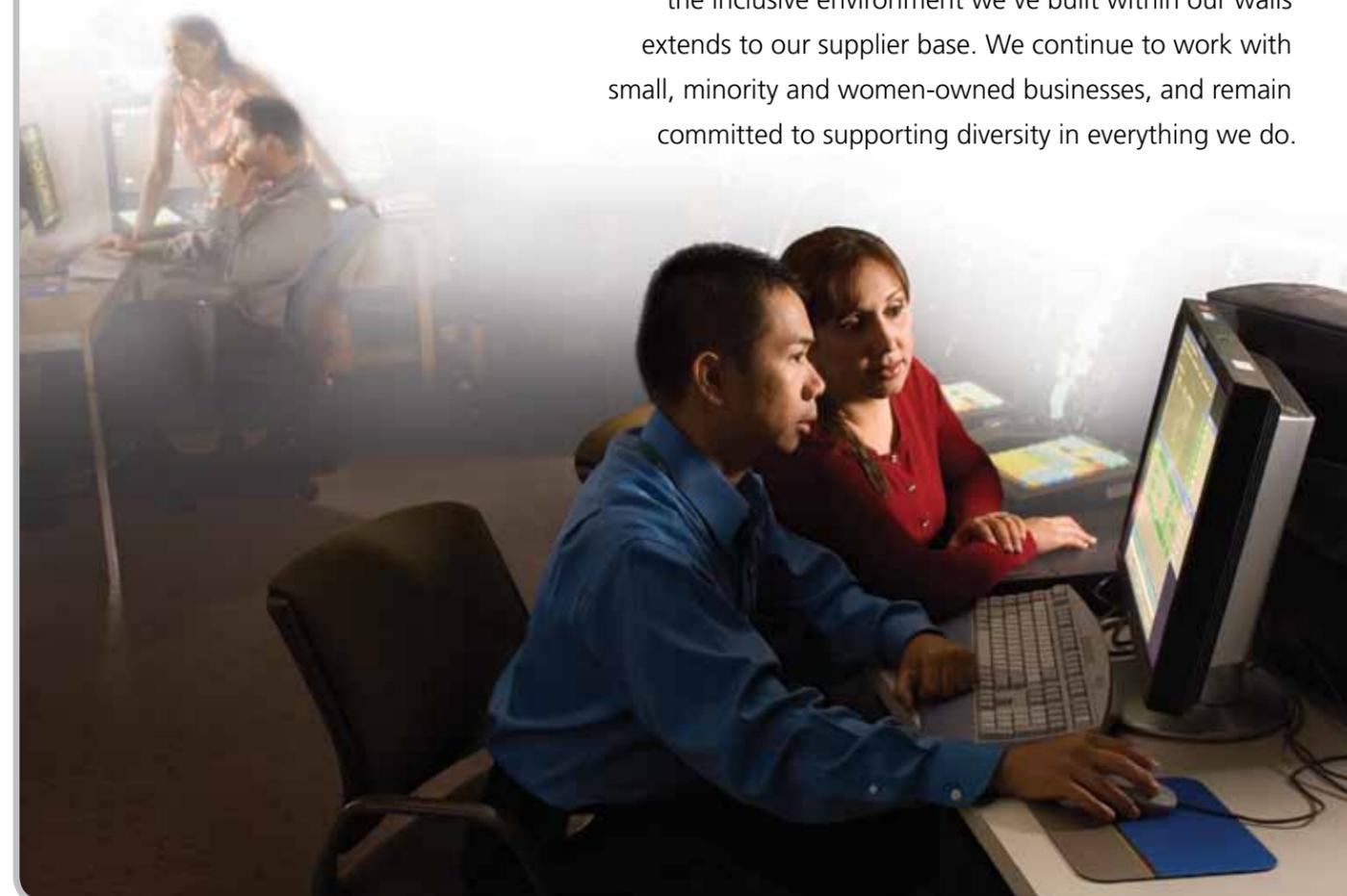
### Champion Award Winners Dinner

*Sponsored by VISA and T-Mobile*  
Grand Ballroom

## CONGRATULATIONS

# CELEBRATING SMALL BUSINESS

Raytheon supports National Small Business Week 2012, and we congratulate Spirit Electronics, Region IX Subcontractor of the Year. Our Supplier Diversity Program ensures that the inclusive environment we've built within our walls extends to our supplier base. We continue to work with small, minority and women-owned businesses, and remain committed to supporting diversity in everything we do.



INNOVATION IN ALL DOMAINS

[SupplierDiversity@Raytheon.com](mailto:SupplierDiversity@Raytheon.com)

## Raytheon

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**2012 SMALL BUSINESS DEVELOPMENT CENTER EXCELLENCE AND INNOVATION AWARD**



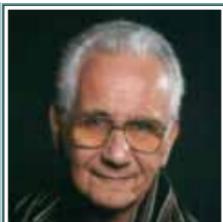
**TAMEKA MONTGOMERY**  
 EXECUTIVE DIRECTOR  
**DENVER METRO SMALL BUSINESS DEVELOPMENT CENTER**  
 1445 MARKET STREET, DENVER, CO 80202  
 (303) 620-8081 E-MAIL: TAMEKA.MONTGOMERY@DENVERSBDC.ORG

The Denver Metro Small Business Development Center (SBDC) has made giant strides over the past seven years. Since 2005, the SBDC has increased the number of clients counseled by 41 percent, serving more than 3,500 individuals last year. The average hours of counseling per client has also increased from 1.25 in 2005 to 7.61 in 2011. The SBDC currently has 19 staff members and consultants, and more than 45 volunteers, in the primary center and two satellite offices.

Many of the improvements have occurred under Tameka Montgomery's leadership. Since she joined the SBDC in 2005, the SBDC has boosted its focus on coalition-building, securing new sponsorships that enabled the program revenue to grow by 90 percent and the SBDC total budget to grow by 21 percent.

Tameka also helped the SBDC improve its processes and systems. Changes include creation of an online finance directory that helps SBDC staff and clients stay up-to-date on available loan programs; 'Rate my Pitch', an online website where business owners can upload a video of their pitch and ask others to rate it and offer feedback; and 'Ask Jim', an online website where entrepreneurs and small business owners can submit questions and have them answered by business consultants.

**2012 SCORE CHAPTER OF THE YEAR**



**HAL FINKELSTEIN, CHAIR**  
**WOLFGANG H. KURPIERS, DISTRICT DIRECTOR**  
**SOUTH PALM BEACH SCORE**  
 7999 N. FEDERAL HIGHWAY, SUITE 201, BOCA RATON, FL 33487  
 (561) 981-5180 E-MAIL: HAL@NRCTRaining.COM, WHKURP@BELLSOUTH.NET



The South Palm Beach SCORE chapter is the National SCORE Chapter of the Year. South Palm Beach SCORE has become involved with Lynn University, Palm Beach State College, and Florida Atlantic University by assisting the schools in Veteran Affairs, Government Trade Shows, and mentoring business school students & alumni. South Palm Beach SCORE also works with the Boca Raton Chamber of Commerce by providing a 33 week Business Mentoring course aimed at helping area youngsters (ages 11-18) successfully start and operate businesses. Finally, South Palm Beach SCORE created the idea for a Veterans Grant Program to assist returning Iraq & Afghanistan veterans who want to start or grow their own business, with donations from chapter members totaling over \$250,000.00.

The chapter is led by Chapter Chair Hal Finkelstein and District Director Wolfgang H. Kurpiers. Hal has been an entrepreneur for over 25 years dealing in all facets of engineering including writing twelve books on engineering that have been translated into several languages and are utilized by over 3800 organizations worldwide. He joined South Palm Beach SCORE in 2003, and has been the catalyst for change in the chapter since becoming Chapter Chair five years ago. During his time as Chapter Chair, the number of organizations helped by South Palm Beach SCORE each year has more than doubled - servicing over 6000 clients in 2011.

Wolfgang H. Kurpiers started with South Palm Beach SCORE in 2002, and today brings the chapter's formula for success to the other six chapters of the Southeast Florida division as the District Director. Wolfgang has 34 years of vast experience with IBM that South Palm Beach SCORE draws from. He is highly experienced with channel marketing and Customer Relationship Management; knowledge Wolfgang has used to help South Palm Beach SCORE flourish.

**2012 WOMEN'S BUSINESS CENTER OF EXCELLENCE**



**DONN E. MILLER-KERMANI, PH.D.**  
 DIRECTOR  
**WOMEN'S BUSINESS CENTER AT FLORIDA INSTITUTE OF TECHNOLOGY**  
 150 W. UNIVERSITY BLVD., MELBOURNE, FL 329012  
 (321) 674-7006 E-MAIL: DKERMANI@FIT.EDU

The Women's Business Center at the Florida Institute of Technology (WBC) has built a solid reputation based on its high quality training services. The WBC provides training, counseling, mentoring and technical assistance to women entrepreneurs. The WBC's educational sessions are especially conducive to learning, providing the right direction, identifying opportunities and building new alliances, because they are tailored to give the most value to its women-owned business clients. During the last four fiscal years, the WBC provided more than 5,000 individuals with educational and networking opportunities.

Under Donn Miller-Kermani's leadership, the WBC works to provide comprehensive training, resources and services that target the needs of a diverse group of clients. In addition to serving as director of the WBC, Donna is an adjunct instructor at Brevard Community College teaching courses that include business, advertising, business law, computer applications and office technology.

The WBC's professional staff includes experienced trainers, business-savvy volunteers and knowledgeable Florida Institute of Technology College of Business faculty. Each works together to bring indispensable resources and services to help with business startup, sustainability and growth. The WBC's regional and community partnerships have also served to expand its reach and ability to offer targeted resources and services to its broad range of clients.

**2012 SBA COUNSELOR OF THE YEAR: SMALL BUSINESS DEVELOPMENT CENTER**



**KELLY BRENT MASSEY**  
 CENTER DIRECTOR  
**ARKANSAS SMALL BUSINESS AND TECHNOLOGY DEVELOPMENT CENTER**  
 HENDERSON STATE UNIVERSITY, HSU Box 7624, ARKADDELPHIA, AR 71999  
 (870) 230-5184 E-MAIL: MASSEYK@HSU.EDU

As director of the state's premier business assistance program, Kelly Massey manages the Arkansas Small Business and Technology Development Center (SBTDC). He is dedicated to helping the area's small businesses achieve success, and to promoting the mission and goals of the SBTDC program to help spur economic development.

Kelly joined the Arkansas center in 2008 as a business consultant and became the center's director in 2010. He is responsible for providing business consulting to new and established small businesses, including business start-up advice, business planning, financial acquisition assistance, market research, marketing assistant and financial analysis. Kelly's background in manufacturing and hospitality, as well as his professional certifications has enhanced his business acumen.

Besides managing daily operations, Kelly is a training program instructor and coordinates projects with his business clients. His dedication to the Arkansas SBTDC and to the small businesses it serves is evident in the quality of counseling and training services provided. The Arkansas SBTDC is a university-based economic development program that provides assistance to entrepreneurs and small businesses in Arkansas through a statewide network of seven offices.

**2012 SBA COUNSELOR OF THE YEAR: SCORE**


**ELIZABETH (BETH) SHAPIRO**  
 CHAPTER CHAIR  
**HOUSTON SCORE**  
 8701 SOUTH GESSNER, SUITE 1200, HOUSTON, TX 77074  
 (713) 773-6565 E-MAIL: BETH@SCOREHOUSTON.ORG

Beth Shapiro is the Chapter Chair of the Houston SCORE Chapter in Texas. She lives by the SCORE mantra to educate, counsel and mentor, and is recognized in the community as a go-to woman for local small business owners who need that extra bit of help to succeed. A native New Yorker, she has served the Houston area's small business community faithfully, providing sound mentoring and training based on her more than 35 years of diverse real-world experience and knowledge in sales, operations, marketing and manufacturing.

A retired executive, her background includes managing major distribution centers, customer service and transportation for a major laboratory supply company and as an executive search consultant with a client list that included Campbell's Soup, Con-Agra and Scott's Miracle-Gro. When she first retired, she kept her hand busy helping her husband manage his company, QPower, a leading manufacturer and importer of speaker boxes and accessories for the wholesale marketplace.

For SCORE, Beth has turned all of that experience into being a counselor of small businesses, breeding success by developing innovative business workshops and identifying ways to strengthen the role of small business owners in the community. Beth is also SCORE's education chair.

**2012 SBA COUNSELOR OF THE YEAR: WOMEN'S BUSINESS CENTER**


**JOYCE CHAN, DIRECTOR**  
 ASIAN PACIFIC ISLANDER SMALL BUSINESS PROGRAM  
**WOMEN'S BUSINESS CENTER**  
 CHINATOWN SERVICE CENTER  
 767 NORTH HILL STREET, #400, LOS ANGELES, CA 90012  
 (213) 808-1768 E-MAIL: JCHAN@CSCLA.ORG

Joyce Chan directs the Small Business Program at the Chinatown Service Center (CSC), a collaborative partner of the Asian Pacific Islander Small Business Program Women's Business Center (WBC). The WBC helps to develop small and micro-sized businesses, with a focus on women and low-income immigrants. Joyce joined the center as a business counselor in 2001, and has been the program manager since 2007. She is responsible for the program's implementation, advocacy, resource development, funding, and direct business consulting with clients of the CSC.

Joyce has provided superior counseling and mentoring services, and has worked tirelessly to help local entrepreneurs overcome the barriers to business growth and success. Clients especially appreciate her keen expertise in accounting, marketing, business plan development and loan packaging. Over the course of her work at the CSC, Joyce has counseled more than 260 clients, recording 1,080 counseling hours in the process. She has also spent hundreds of hours coordinating and participating in countless workshops.

Joyce has established important collaborative relationships with community partners, financial institutions and government agencies. Her efforts to bridge the gap between the mainstream economy and ethnic small businesses have helped local entrepreneurs to build sustainable businesses in the community.

**2012 CHAMPIONS OF COLLABORATION**


Carlos Linares Jason Yerks Beverly King Brent Meikle



Ken Fakler Arnold Brown Ron Tucker Pamela Okumura-Gerrard

**CARLOS LINARES, DIRECTOR**  
**SALT LAKE CITY SMALL BUSINESS DEVELOPMENT CENTER**  
 MILLER CAMPUS, MCPC 200, 9750 S 300 W, SANDY, UT 84070  
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**JASON YERKS, DIRECTOR**  
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**BEVERLY KING, DIRECTOR**  
**OGDEN SMALL BUSINESS DEVELOPMENT CENTER**  
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**BRENT MEIKLE, DIRECTOR**  
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**KEN FAKLER, DIRECTOR**  
**OREM SMALL BUSINESS DEVELOPMENT CENTER**  
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**RON TUCKER, CHAPTER PRESIDENT**  
**SALT LAKE SCORE**  
 310 S. MAIN STREET, NORTH MEZZANINE, SALT LAKE CITY, UT 84101  
 (801) 634-1956 E-MAIL: RONT999@YAHOO.COM

**PAMELA OKUMURA-GERRARD, PROGRAM DIRECTOR**  
**WOMEN'S BUSINESS CENTER**  
 SALT LAKE CHAMBER  
 175 EAST 400 SOUTH, SUITE 600, SALT LAKE CITY, UT 84111  
 (801) 364-3631 E-MAIL: POKUMURA@SLCHAMBER.COM

The Entrepreneur Launch Pad, or ELP, a networking and education group for Entrepreneurs, sprang from unusual origins and has developed into the lynchpin for a wide collaborative effort among eight SBA resource partner branches and several other community business organizations. ELP began in Utah in early 2009 when three job-seekers who had been laid off from middle-management jobs met at a workshop and decided their best employment option was to start their own small businesses. They began holding weekly brainstorming meetings at the Workforce Center in Centerville, where one of the early presenters was Brent Meikle, director of the Kaysville Small Business Development Center (SBDC).

As the group grew, Brent arranged for meeting space at the Northfront Business Resource Center, where the Kaysville SBDC was housed, and ELP began meeting there in June 2009. Over the past three years, more than 800 people have attended ELP sessions at six locations, and dozens of new small businesses have opened. Boosted by support from five SBDC branches, two SCORE chapters and the Women's Business Center in Salt Lake City, participants pay nothing to attend sessions offering guidance and resources. All ELP operations are run solely by volunteers.

In honor of this outstanding collaborative partnership and its work for the best interests of entrepreneurs and small business owners in Utah, the directors of these SBDCs, the WBC and two SCORE chapters are being recognized this year with the first ever Champions of Collaboration Award.

Besides Brent, Utah's champions of collaboration are Ron Tucker, chapter chairman, Salt Lake SCORE; Arnold Brown, chapter chairman, Central Utah SCORE; Pamela Okumura-Gerrard, program director, Women's Business Center; Carlos Linares, director, Salt Lake City's Small Business Development Center; Jason Yerka, director, Logan's Small Business Development Center; Beverly King, director, Ogden's Small Business Development Center; Ken Fakler, director, Orem's Small Business Development Center.



# Your determination. Our admiration.

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Bring Your Challenges<sup>SM</sup>



**2012 LARGE 7(A) LENDER OF THE YEAR**



**KEYBANK NATIONAL ASSOCIATION**  
**MIKE TOTH**, SENIOR VICE PRESIDENT, BUSINESS BANKING SEGMENT HEAD  
**JOHN MOSHIER**, SENIOR VICE PRESIDENT, NATIONAL SBA SEGMENT HEAD  
 127 PUBLIC SQUARE, CLEVELAND, OH 44114  
 (216) 689-8416; (216) 689-0491  
 E-MAIL: MICHAEL\_J\_TOTH@KEYBANK.COM; JOHN\_MOSHIER@KEYBANK.COM

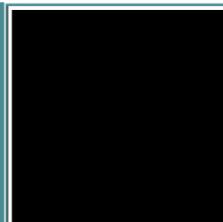


Michael J. Toth and John E. Moshier share a passion for making a difference for small businesses in their roles at KeyBank. Michael, a member of KeyCorp's Executive Council, is responsible for KeyBank's national focus on business clients with sales ranging up to \$20 million, and John is the head of sales and strategy implementation of KeyBank's national support of Small Business Administration and government loan programs.

Cleveland-based KeyBank, owned by KeyCorp, is one of the nation's largest bank-based financial services companies, with assets of approximately \$89 billion. In FY 2011, KeyBank had a 30.58 percent increase in the number of SBA guaranteed loans originated and a 90.92 percent increase in SBA gross dollars approved compared to the previous year. Furthermore, its underserved market share growth was 30.65 percent over the previous year, reaching 92 percent of its total SBA loan portfolio, demonstrating KeyBank's commitment to the communities where it has a presence. Key has been a consistent top SBA lender the last 16 years.

With more than 1,000 branches and approximately 15,300 employees nationwide, KeyBank companies provide investment management, retail and commercial banking, consumer finance, and investment banking products and services to individuals and companies throughout the United States and, for certain businesses, internationally.

**2012 SMALL 7(A) LENDER OF THE YEAR**



**OPEN BANK**  
 1000 WILSHIRE BLVD, STE 100, LOS ANGELES, CA 90017  
**RYAN SHIN**  
 SENIOR VICE PRESIDENT  
 (213) 892-1164 E-MAIL: RYAN.SHIN@MYOPENBANK.COM

Open Bank was established in 2006 as a commercial and retail bank in the heart of downtown Los Angeles. Today, Open Bank focuses on "relationship banking" with small to medium-sized businesses and their owners, with an array of specialized loan and deposit products. Open Bank utilizes SBA loan programs to structure and deliver financing options, custom-tailored to its clients.

As a result, Open Bank has emerged as one of the most active SBA lenders in the region. In 2011, the bank produced more than \$84 million worth of SBA guaranteed loans, 80 percent of it in underserved markets, strong growth when compared to the less than \$1 million in SBA-backed loans it made in 2009. Open Bank has recently expanded its lending platform to northern California and is offering SBA guaranteed loans statewide.

Ryan Shin is senior vice president and manager of the bank's SBA Department. His entire 15-year banking career has been in SBA guaranteed lending. Before joining Open Bank, Ryan worked at several high volume SBA lenders, where he set up new SBA loan departments and secured SBA Preferred Lender status. At Open Bank, Ryan's primary goal is to align the bank's lending objectives with credit enhancement features of various SBA loan programs to originate quality SBA-backed loans.

**2012 LARGE CDC OF THE YEAR**

**HEDCO**  
**DAVID PERKINS**  
 EXECUTIVE DIRECTOR  
 222 S VINEYARD ST., PH-1, HONOLULU, HI 96813  
 (808) 521-6502 E-MAIL: DPERK@LAVA.NET



For the past 30 years HEDCO LDC has been a big finance player in the Pacific region, deploying SBA's 504 Loan Program to help finance the expansion of small businesses, primarily in Hawaii and the Territory of Guam. HEDCO is one of the largest and oldest certified development companies serving the Pacific region.

Under the direction of President David Perkins, HEDCO has a staff of four and manages a loan portfolio of nearly \$150 million. HEDCO actively services six of the eight major Hawaiian islands, five of which are designated as rural areas. David joined HEDCO in 1999 after a 23-year career at one of Hawaii's largest lending institutions. He also serves as executive director of Hawaii Economic Development Corporation and is president of its subsidiary, Pacific Venture Capital.

Established in 1981, HEDCO has helped hundreds of small business owners in Hawaii and Guam expand their businesses. Despite a challenging local, national and global economic environment in FY 2011, HEDCO secured loan commitments for a record 54 projects worth \$24.5 million, 98 percent of which went to underserved markets, a 35 percent increase in loan approvals over the previous year. Those projects are expected to create or retain more than 700 jobs.

**2012 SMALL CDC OF THE YEAR**

**MONROE COUNTY INDUSTRIAL DEVELOPMENT CORP.**  
**Ms. JUDY SEIL**  
 EXECUTIVE DIRECTOR  
 50 WEST MAIN ST., SUITE 8100, ROCHESTER, NY 14614  
 (585) 753-2020 E-MAIL: JSEIL@MONROECOUNTY.GOV



Since 1962, the Monroe County Industrial Development Corporation (MCIDC) has worked tirelessly to provide access financing and incentives to invest in the local community to create and retain jobs. Since making its first SBA 504 loan in 1987, MCIDC has developed extensive local partnerships, marketing and outreach. MCIDC has grown its SBA 504 portfolio to more than \$33 million, all the while maintaining quality standards.

In 2011 alone, MCIDC obtained approval for 24 SBA 504 loans representing \$16 million of investment in the local small businesses, a 33 percent increase over 2010, outpacing both regional (+5) percent and national (+2 percent) growth rates.

Under Executive Director Judy Seil, a veteran of 16 years in Monroe County's Economic Development Department, and 10 years as a commercial loan officer at HSBC and Key Bank, MCIDC continues to develop innovative loan and incentive programs. Its GreatRate and GreatRebate programs have paid over \$3.4 million to more than 450 local companies that have invested \$130 million and created more than 7,400 jobs. MCIDC's Monroe Manufacturing Jobs program connects graduates of the Monroe Community College Applied Technology Center with local manufacturing companies, providing hiring bonus/incentives.

## 2012 SMALL BUSINESS INVESTMENT COMPANY (SBIC) OF THE YEAR



**MICHAEL BLACKBURN**

FOUNDING PARTNER

**PETRA CAPITAL PARTNERS LLC**

3825 BEDFORD AVENUE, SUITE 101, NASHVILLE, TN 37215

(615) 313-5999 E-MAIL: [MWB@PETRACAPITAL.COM](mailto:MWB@PETRACAPITAL.COM)

Petra Capital Partners LLC is a Tennessee-based private equity firm engaged since 1996 in providing growth capital for companies located throughout the United States, relying in part on SBA's Debenture program to improve access to capital for America's small businesses. Petra Capital – which manages two SBICs, Petra Growth Fund I, LP and Petra Growth Fund II, LP – has invested more than \$440 million in 87 high growth private companies over the past 20 years. Since 1999 the funds have invested more than \$160 million in 30 U.S. small businesses located in 17 different states.

The businesses funded by Petra Capital have added more than 7,500 employees during the period of Petra Capital's investment. Petra Capital's private capital investors have committed \$73 million to Petra Capital's two SBICs. The SBA SBIC program has committed \$42 million to Petra Growth Fund I, and has provided up to \$150 million in funding to Petra Growth Fund II.

Petra Growth Fund II is building on its historical success as it actively makes non-control subordinated debt and preferred stock investments in business, healthcare and information technology services companies across the United States. Petra Capital is managed by Michael Blackburn, Robert Smith, David Fitzgerald, and Doug Owen.

## 2012 SMALL BUSINESS INVESTMENT COMPANY (SBIC) OF THE YEAR

**CLINT CAMPBELL AND JEFFREY HOLMES**

FOUNDERS

**CEPHAS CAPITAL**

11 SCHOEN PLACE, 8TH FLOOR, PITTSFORD, NY 14534

(585) 383-1610 E-MAIL: [CCAMPBELL@CEPHASCAPITAL.COM](mailto:CCAMPBELL@CEPHASCAPITAL.COM)

Since its founding in 1997 Cephac Capital has invested in privately held small and medium companies that want to finance rapid growth, recapitalization or management-led ownership changes. It's been a lucrative mission: to date, Cephac Capital's two SBICs (Cephac Capital Partners, LP and Cephac Capital Partners II, LP) have invested more than \$70 million in 47 deserving companies located primarily in Upstate New York.

The businesses funded by Cephac Capital have employed more than 5,000 people and have contributed more than \$700 million to the economic output of the region. Cephac Capital's private capital investors have committed \$21.9 million of capital to Cephac Capital's two SBICs.

Cephac Capital, managed by Clint Campbell and Jeffrey Holmes, also relies on SBA's Debenture Program to enhance its ability to invest in American small businesses. The SBA has extended to Cephac Capital Partners, LP \$19.9 million of capital, and has provided Cephac Capital Partners II, LP with access of up to another \$34.8 million. Cephac Capital Partners II, LP is building on the successful foundation established by the first fund, and it is actively making subordinated debt investments ranging between \$500,000 and \$3 million in the Upstate New York region.



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**2012 EXPORT LENDER OF THE YEAR**



**SUNTRUST BANK**  
**SUSANNE KEOUGH**  
 MANAGING DIRECTOR & HEAD OF GLOBAL TRADE SOLUTIONS  
 303 PEACHTREE ST, 29TH FLOOR, ATLANTA, GA 30308  
 (404) 813-1030

SunTrust Banks, Inc., with total assets of \$172.6 billion on September 30, 2011, is one of the nation's leading financial services holding companies, and a significant lender for small businesses that want to sell their products and services overseas. Through its flagship subsidiary, SunTrust Bank (SunTrust), the company provides deposit, credit, trust and investment services to a broad range of retail, business and institutional clients.

Through Susanne Keough, a managing director and head of Global Trade Solutions at SunTrust, the bank has delivered export loans to small businesses through SBA's Export Working Capital program. The bank delivered 30 export loans amounting to more than \$61 million in FY 2011. The 30 loans is two and a half times the next most active participating lender in SBA's Export Working Capital program.

Susanne has worked to develop SunTrust's export lending business since she joined the bank in 2002, to promote trade finance for the Georgia and Tennessee markets. Before arriving at SunTrust, Keogh had worked in trade finance for the State of Georgia and later for AmTrade International Bank of Georgia, which specialized in Ex-Im Bank supported financing.

**ALABAMA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**ROBIN DuBROCK GREGORIUS, R.N.**  
 OWNER/ADMINISTRATOR  
**COUNTRY GABLES ASSISTED LIVING FACILITY, INC.**  
 12250 HI FIELDS RD., GRAND BAY, AL 36541  
 (251) 367-280 E-MAIL: COUNTRYGABLES@CENTURYTEL.NET

After completing her nursing degree, Robin Gregorius moved home to Mobile and spent 20 years as a Registered Nurse at local hospitals, gaining broad experience in geriatrics, oncology, orthopedics and neurology. By 1999, Robin realized her true interest was in geriatric care so she started surveying patients about their needs, collecting data on different elements of geriatric care and developing her own unique brand of assisted living care based on what she found.

Robin asked the Small Business Development Center at the University of South Alabama to help her build a business based on her ideas. Staff there helped her create a building design and a financial plan for a facility that would exceed the state standards for care. After six years of hard work, her plans became the Country Gables Assisted Living Facility.

The facility mirrors a New Orleans-style garden home, and emphasizes the strong family values of the rural area where Robin was raised. It now employs 12 full-time and 4 part-time workers. Incoming residents are assessed to evaluate whether they meet the criteria for assisted living. The occupancy rate has remained above 80 percent for the past two years, and Robin is considering building another facility in a neighboring county.

**2012 COMMUNITY/RURAL LENDER OF THE YEAR**



**FIRST AMERICAN BANK**  
**Ms. MARJO PACE**, SENIOR VICE PRESIDENT  
 303 W. MAIN STREET, ARTESIA, NM 88210-2133  
 (575) 746-8040



**ROY BRADY**, PRESIDENT/MANAGING OFFICER  
 ALAMOGORDO BRANCH  
 1300 N. WHITE SANDS BLVD., ALAMOGORDO, NM 88310  
 (575) 439-9800

Serving New Mexicans for more than a century, the Artesia-based First American Bank is the state's oldest independent community bank. With more than 14 locations statewide and approximately \$750 million in assets, the bank, an SBA Preferred Lender, still caters primarily to agricultural and mining industries, but has expanded its customer base to serve a wider array of small businesses in other sectors.

Senior Vice President Marjo Pace and Branch President Roy Brady are the institution's SBA lending team, and they were instrumental in a strategic shift that included a focus on SBA lending. The initiative began in 2009, toward the end of a very challenging business environment from 2006 to 2009.

In late 2009, First American began to budget and to market its participation as an SBA preferred lender by placing ads in the newspapers and billboards in all of its communities. As a result, the bank went from three SBA-backed loans in FY 2009 to 17 in 2010, and 29 in FY 2011, an increase in two years' time of 867 percent. First American's efforts resulted in the bank having the highest number of loans and the highest dollar amount in SBA guaranteed loans in New Mexico for the fiscal year ending September 30, 2011.

**ALASKA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**CYNTHIA "RENE" HAAG**  
 OWNER AND PRESIDENT  
**BLAINE'S ART, INC**  
 1025 PHOTO AVE., ANCHORAGE, ALASKA 99503  
 (907) 561-5344 E-MAIL: RENE@BLAINESART.COM

Following college graduation, Rene Haag moved to Anchorage, Alaska, but it took three years to feel like home. That's when she wrapped up a three-year stint managing a chain of camera stores, and took a management position at Blaine's Art.

Blaine's started in 1953 as a paint supply store, and had been operated by the Weeks family for 45 years. Twelve years after hiring Rene, the Weeks considered closing the business, and Rene saw a business opportunity. With help from an SBA-guaranteed loan, she was able to buy the store. The company remained successful under Rene's leadership, but growth was stymied by the limitations of the building. The space was too confining for classes and events, and the stairs made the second floor inaccessible to many people.

When an opportunity arose for Rene to buy a lot around the corner, an SBA 504 loan made the purchase possible. The new building allows additional inventory and more space for classes and art parties. Blaine's now offers free meeting space to area businesses and non-profit groups and a new coffee bar on the first floor is becoming a popular gathering spot in the community.

**ARIZONA 2012 SMALL BUSINESS PERSON OF THE YEAR**


**ZEFERINO BANDA JR.**  
 PRESIDENT AND CHIEF OPERATING OFFICE  
**BANDA GROUP INTERNATIONAL LLC**  
 1799 E. QUEEN CREEK RD., SUITE 1, CHANDLER, AZ 85286  
 (480) 636-8734 E-MAIL: ZEF@BANDAGROUPINTL.COM

Zeferino Banda was a certified safety professional with two decades of experience and a master's degree in safety, working for a construction company on a large semiconductor project in Ireland, when it hit him – large manufacturing and construction firms need environmental health and safety personnel for their projects. He would provide those services.

Zeferino's idea worked and his firm, Banda Group International (BGI), is now a growing environmental health, safety and technical consulting company headquartered in Chandler. Since its creation in 2003, the firm has grown to 32 employees and opened additional offices in New Mexico and Texas. In 2007, the company received certification in SBA's 8(a) business development program. Since then BGI has won a five-year NASA contract at the Goddard Space Flight Center and a contract for occupational safety support services for the Transportation Safety Administration. BGI has also worked on projects in Algeria, China, Ireland, Israel, Kuwait, Laos, Mexico and Venezuela.

Banda, a veteran of the U.S. Air Force, actively supports the military and his fellow veterans. For the past three years he has also served as chairman of the Safety Professionals and the Latino Workforce, a forum for safety professionals to better engage with Latino workers on the topic of safety.

**ARKANSAS 2012 SMALL BUSINESS PERSONS OF THE YEAR**


**DR. ALEXANDER LOSTETTER, PRESIDENT & CEO**  
**MR. JARED HORNBERGER, DIRECTOR OF MANUFACTURING**  
**MS. SHARMILA MOUNCE, BUSINESS OPERATIONS MANAGER**  
**DR. ROBERTO MARCELO SCHUPBACH, CHIEF TECHNOLOGY OFFICER**  
**ARKANSAS POWER ELECTRONICS INTERNATIONAL, INC.**  
 535 W. RESEARCH CENTER BLVD., SUITE 209, FAYETTEVILLE, AR 72701  
 (479) 443-5759  
 E-MAIL: ALOSTET@APEI.NET; JHORNBE@APEI.NET; SMOUNCE@APEI.NET; MSCHUPB@APEI.NET



Arkansas Power Electronics International, Inc. was founded as an engineering consulting firm for a wide range of power electronics and energy needs. Alexander Lostetter became the majority owner in 1999, and helped the company transition to research and development with a focus on electrical conversion products for energy markets in 2002. Since 2002, the company has grown from a one-man operation to 36 employees with plans to add 20 new jobs by 2013.



Arkansas Power Electronics plans to almost double its square footage in 2013, as it transitions to manufacturing the high technology products it has developed in its research and development operations. Arkansas Power Electronics had its best year in 2011, with a 238 percent increase in revenue from 2008. The leadership team attributes this growth to the frequent development of new technologies and strategies.



Target markets include military defense, aerospace, and downhole equipment for oil and natural gas recovery. One electrical conversion product the company manufactures is being used on U.S. Air Force and Army systems like the F-35 Joint Strike Fighter and hybrid-electric combat vehicles. Another \$3.9 million award from the Department of Energy is funding development work on a compact and highly efficient silicon carbide battery charger for plug-in hybrid electric vehicles.

**CALIFORNIA 2012 SMALL BUSINESS PERSON OF THE YEAR**

**JACK WHITE**  
 PRESIDENT  
**HOME BREW MART, INC. DBA BALLAST POINT BREWING**  
 10051 OLD GROVE AVENUE, SAN DIEGO, CA 92131  
 (858) 695-2739 E-MAIL: JACK@BALLASTPOINT.COM



After graduating from the University of California, Los Angeles, Jack White started home brewing in his backyard, but the struggle to find the supplies and ingredients he wanted inspired him to come up with a bigger small business idea. In 1992, he opened Home Brew Mart in San Diego and filled it with everything and anything a home brewer might need.

Once Home Brew Mart was established, Jack decided to return to where he'd started, teaming on a new brewery idea with Yuseff Cherney, another home brewer who had won some brewing awards. They moved the brewery from Jack's backyard to the back room of Home Brew Mart and opened Ballast Point Brewing in 1996. At the World Beer Cup in 2010, Ballast Point won three gold medals and was named Small Brewing Company of the Year.

The exposure generated tremendous demand for their products, creating fiscal and logistical challenges. With the help of a \$1.2 million SBA-guaranteed loan, Ballast Point was able to purchase additional equipment and keep up with demand. Production is now at full capacity, with approximately 50 million barrels brewed each year. With more than 1,000 customers – including restaurants, bars, convenience stores and grocery chains – Jack and Yuseff are considering another expansion.

**COLORADO 2012 SMALL BUSINESS PERSON OF THE YEAR**

**JAMES E. HURLEY**  
 PRESIDENT  
**JE HURLEY CONSTRUCTION, INC.**  
 4602 NORTHPARK DRIVE, COLORADO SPRINGS, CO 80918  
 (719) 265-8668 E-MAIL: JHURLEY@JEHSDV.COM



Military life taught James E. Hurley how to handle adversity and "take the high road." The military also taught him skills that Jim has found to be invaluable in running his company. President of JE Hurley Construction, Inc., Jim's military career of 20-plus years in the U.S. Air Force included flying C-130 military transport cargo aircraft, and working as director of contracting for the Air Force Special Operations Command, where he oversaw infrastructure development. Later, Jim served as senior ombudsman for labor disputes and construction issues. He also found time to earn a master's degree in business.

In 2004, Jim decided to establish his own construction contracting firm as a service-disabled veteran-owned business. The company performs projects throughout the western U.S., including utility work, steel and concrete mid-rise structures, concrete and asphalt construction, tenant improvements and public works construction. Projects have ranged from hanging doors and windows in small commercial buildings to reconstructing a dam on an Environmental Protection Agency superfund site. The firm's clients range from South Dakota to New Mexico.

JE Hurley Construction is currently working on two projects in Colorado; one to upgrade the snow guards in and around Buckley Air Force Base, and another to make the playgrounds at Schriever Air Force Base safer and more durable.



### CONNECTICUT 2012 SMALL BUSINESS PERSON OF THE YEAR



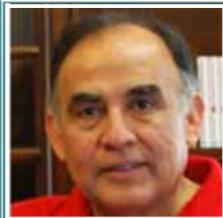
**LAWRENCE JANESKY**  
 OWNER/PRESIDENT  
**CONNECTICUT BASEMENT SYSTEMS, INC.**  
 60 SILVERMINE ROAD, SEYMOUR, CT 06483  
 (800) 640-1500 EXT. 9328 E-MAIL: LARRY@BASEMENTSYSTEMS.COM

Connecting the dots has never been a problem for Larry Janesky, and it has helped him create a successful basement improvement business in Connecticut. After graduating from high school in 1982, Larry started his own carpentry business. As he built houses, he noticed that the basements were often poorly constructed, making basement flooding a common occurrence. The result in 1987 was Connecticut Basement Systems, which expanded across state lines into New York's Westchester County.

For 20 years, the company has provided basement waterproofing, crawl space encapsulation, basement finishing and dehumidification services. Larry also has 27 patented basement and crawl space products and has written five books on basements, waterproofing and saving energy. He credits some of the company's success to its Service Department. Connecticut Basement Systems has become more profitable by checking up on customers, ensuring the system his employees installed is working properly, and providing emergency services and new products to existing customers.

The company is headquartered in Seymour on a two-building campus. It currently employs 113 and is continuing to grow.

### DELAWARE 2012 SMALL BUSINESS PERSONS OF THE YEAR



**ELISEO VALENZUELA, PRESIDENT**  
**CHERYL VALENZUELA, VICE PRESIDENT**  
**JOSEPH A. WOLFE, EXECUTIVE DIRECTOR**  
**FIRST STATE MANUFACTURING, INC.**  
 301 SE 4TH STREET, MILFORD, DE 19963  
 (302) 424-4520 E-MAIL: SVALENZUELA@FIRSTSTATEMFG.COM

For First State Manufacturing, Inc., the dream began in 1998 with a man, a woman, and a sewing machine in yes, you guessed it, a garage in Milford, Del. Today, that dream has become First State Manufacturing (FSM), a thriving business employing more than 40 technicians working in a new 66,000 square-foot facility funded by a \$1.8 million U.S. Small Business Administration 504 loan.

Eli Valenzuela learned the upholstery trade from a correspondence course he took in the Army; he applied what he learned while working at Dover Air Force Base upholstering enormous C-5 Galaxy airlifters. With help from SCORE and the Delaware Small Business Development Center, Eli and his wife Cheryl composed a business plan, and opened FSM in their garage. With an initial \$20,000 SBA-guaranteed loan they secured larger contracts and also became certified in SBA's 8(a) Business Development Program.

In 2001 FSM was ready to grow again, with a \$96,500 SBA-guaranteed loan to modernize and expand inventory. After the 9/11 tragedy and its economic fallout, FSM obtained a \$65,800 SBA disaster loan to maintain their business and employees until revenues returned. FSM revenue doubled from 2007 to 2010, increasing from \$2.2 million annual revenue to \$4.5 million.



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## DISTRICT OF COLUMBIA 2012 SMALL BUSINESS PERSONS OF THE YEAR

RYUNG SUH, MD, MPP, MBA, MPA, CEO

MARK CHICHESTER, JD, PRESIDENT

ATLAS RESEARCH

3240 PROSPECT STREET, NW, WASHINGTON, DC 20007

(202) 717-8710

E-MAIL: RSUH@ATLASRESEARCH.US; MCHICHESTER@ATLASRESEARCH.US



Dr. Ryung Suh and Mark Chichester combined their disparate backgrounds and experience in 2008 to create Atlas Research, a health care research and consulting firm that provides research and strategic planning support to federal health-delivery agencies, healthcare non-profits, and federal contractors. It turned out to be a perfect fit.

Born in South Korea, Ryung is a decorated former U.S. Army Airborne Ranger and Special Forces surgeon who earned a Bronze Star during a combat tour in Afghanistan. Mark built his career at the United Negro College Fund Special Programs Corporation, serving as the executive director of the Institute for International Public Policy, and later as vice president and director of the Socrates Society at The Aspen Institute, where he developed programs and seminars on a wide range of public policy leadership issues.

Current clients include Capitol Health Care Network, National Association of Community Health Centers, Raytheon, and the Office of Rural Health in the Department of Veterans Affairs. Atlas also hosts a Senior Fellows Program to incorporate the work of subject matter experts into their service delivery. The Atlas Health Foundation is an independent, not-for-profit foundation that receives financial and volunteer support from Atlas Research to delivery health services to underserved communities.

## FLORIDA 2012 SMALL BUSINESS PERSON OF THE YEAR

ANN SABBAG

FOUNDER AND CEO

HEALTH DESIGNS, INC.

35 EXECUTIVE WAY, SUITE 110, PONTE VEDRA, FL 32082

(904) 285-2019 E-MAIL: ANN@HEALTHDESIGNS.NET



A healthy company has plenty of capital and cash flow. But what about its human capital? Ann Sabbag created Health Designs, Inc. in 1995 with the hope of delivering health and wellness programs to corporations. At the time, Ann worked as a Wellness Coordinator for Bellsouth and saw first-hand how the wellness program benefitted employees. She was passionate about health and wellness and decided she could have more impact on the field if she started her own business.

Thanks to SBA's resource partners like Small Business Development Centers and SCORE counselors, Ann was able to grow her business. The company today provides employee health assessments, biometric screenings, and face-to-face health coaching to hundreds of companies in 22 states throughout the South-east and Midwest.

Health Designs, Inc. went from two full-time staff members to 10 between 2007 and 2011. This is in addition to the 90 contract staff members who deliver remote services. The company has also increased sales and intends to reach 60,000 individuals at 346 different companies in 2012. Among other accolades, Ann was named one of the Top 50 Small Business Influencers in Jacksonville, Fla., in 2011 and the Small Business Leader for the Chamber's Health Council.

SOME JUST SEE

A SMALL BUSINESS

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**GEORGIA 2012 SMALL BUSINESS PERSONS OF THE YEAR**



**Laura L. Darnall**  
**Lois T. Judy**  
 CO-OWNERS  
**Candy Craft Creations LLC**  
 24 TELFAIR PLACE, GARDEN CITY, GA 31405  
 (912) 232-4410 E-MAIL: JDARNALL@FONDARIFIC.COM; LJUDY@FONDARIFIC.COM

It wasn't an "old sweet song" that kept Georgia on their minds but rather a Georgia backyard shed where they got the idea to develop a new and unique sweet. And that product has become a big hit, capturing a major share of an established food industry niche market.

Laura Darnall and her business partner Lois Judy formed Candy Craft Creations LLC in a back yard shed in 2008, manufacturing and distributing "Fondarific," a new type of fondant which offers improved ease of use and a pleasing taste. Fondant is used by chefs and bakers to create the smooth decorative icing on cake. In four years, Candy Craft Creations has gone from two owner/employees to 30 employees, from one store to more than 2,500, and from zero sales to over \$2.5 million in 2011.

The product has been featured on the Food Network and the Learning Channel. The company worked with the local Small Business Development Center (SBDC) and SBA's Office of International Trade to prepare to enter the export market. It also took part in the SBDC's Export Georgia training program and "Fondarific" is now sold throughout the United States, Canada, Mexico, Australia, Puerto Rico, and Scandinavia.

**HAWAII 2012 SMALL BUSINESS PERSON OF THE YEAR**



**Michael Tokunaga**  
 PRESIDENT  
**S. TOKUNAGA STORE**  
 26 HOKU STREET, HILO, HI 96720  
 (808) 935-6965

Michael Tokunaga's credo is: "Give a man a fish, feed him for a day; teach a man to fish, feed him for a lifetime." As the owner of a third-generation retail center that is one of the largest suppliers of specialty and custom fishing, diving and hunting equipment, Michael does a lot of teaching. S. Tokunaga Store, his 91-year-old business on Hilo, Hawaii's Big Island, was rebuilt twice after tsunamis, and casts a wide reach across the Pacific Ocean, with loyal customers from Japan to Tahiti to the coast of the U.S. mainland.

The store carries everything from wetsuits to a wide variety of lures for local fish and does a brisk online and telephone business. Michael has diversified product lines and adopted 21st century integrated marketing strategies, using the internet, public television, community events, and sport competitions to engage his customers.

S. Tokunaga Store is a leader and stakeholder in the future of the island and surrounding ocean. Michael works with fisheries and local aquatic resource teams to preserve fish populations and promote environmental and safe practices on, in and around the water. His efforts have resulted in notable success, steady employment for a staff of 10, and annual sales in the millions of dollars.

**GUAM 2012 SMALL BUSINESS PERSON OF THE YEAR**



**Richard K. Lai**  
 PRESIDENT  
**Wing On Corporation**  
 P.O. BOX 4338, HAGATNA, GUAM 96932  
 (671) 472-2695 E-MAIL: RICHARDKLAI@AOL.COM

Richard Lai understands innovation as a byproduct of change, which is something he's known a lot about since he was 16. That's when Richard and his family left Hong Kong for Guam, where they opened a coffee shop. A few years and a college degree later, Richard decided to join his mother, Shirley Lai, in the family business. Today, as CEO and president of Wing On Corporation, he has overseen the expansion of Shirley's Coffee Shop from a single 28-seat dinette with four employees to a franchise with 212 employees operating four restaurants on Guam and one Commonwealth of the Northern Mariana Islands.

One of Richard's first innovations was to team up with Hormel Foods, LLC, to create a "hot and spicy" Spam. This unique product became an instant success through large volume sales in Hong Kong, Australia, Philippines, Guam, and the Commonwealth of the Northern Mariana Islands.

But Richard wasn't done innovating and in 2006, further diversified by opening Samurai Teppenyaki Japanese Restaurant. Samurai today has a staff of 62 employees further reflecting Richard's appetite for change, innovation and growth.

**IDAHO 2012 SMALL BUSINESS PERSON OF THE YEAR**



**Sondra McMindes**  
 OWNER  
**CHILDREN'S THERAPY PLACE, Inc.**  
 6855 WEST FAIRVIEW AVENUE, STE 120, BOISE, ID 83704  
 (208) 323-8888 E-MAIL: TOKALOT2000@AOL.COM

Sondra McMindes had already started one successful children's speech therapy business in her native state of Florida. When she moved to Boise she found an alarming trend in Idaho's underserved communities requiring speech, physical and occupational therapy. So in 2001, Sondra started Children's Therapy Place (CTP) in her home and began traveling to school districts up to 50 miles away to help kids.

Soon, Sondra had assembled a team of highly skilled physical, occupational and speech therapists and set out to provide home visits for children in the government-funded Infant-Toddler program and in underserved communities in rural Idaho. As technology opened new opportunities, Sondra began using the internet and telecommunications to improve services for children in underserved areas across the country. In 2008, CTP became one of the first national providers of teletherapy services, delivering online speech/language and occupational therapy services for children from Florida to Washington.

In ten years, CTP has grown nationwide and exceeded \$2 million in revenues in 2011. The company currently employs more than 75 therapists and support staff. Since 2001, it has been a regular client of the Idaho Small Business Development Center and participates in joint mentoring groups with SCORE.

**ILLINOIS 2012 SMALL BUSINESS PERSON OF THE YEAR**


**MICHELLE HAYWARD**  
 PRESIDENT  
**BLUEDOG DESIGN LLC**  
 403 NORTH CARPENTER STREET, CHICAGO, IL 60642  
 (312) 243-1101  
 E-MAIL: INFO@BLUEDOGDESIGN.COM; MICHELLE@BLUEDOGDESIGN.COM

Bluedog Design LLC was started by Michelle Hayward in 1999, based on her original concept of creating a company that added innovation, marketing, and brand strategy practices and delivered them to clients. By using unique concepts Michelle calls “viewing things sideways” she has provided exceptional services solving some of the most difficult problems for clients such as General Mills, ConAgra Foods, and Proctor & Gamble just to name a few.

In a time of downsizing, Michelle continued recruiting the very best talent for her firm to provide the very best services to her clients. By employing a “virtual office model” concept, Michelle has grown her company to 29 full-time employees and even added two additional partners. Thanks to Michelle’s dedication and innovation, as her clients grew in stature, so did Bluedog.

Today Bluedog is a recognized and respected design firm that develops, revitalizes, and repositions consumer brands and product packaging for its clients. With a list of Fortune 500 clients, Michelle has led her company to great success as evidenced by her ever increasing revenues. Her services have resulted in increased employment opportunities as she ensures the success for dozens of clients during these adverse times in our economy.

**IOWA 2012 SMALL BUSINESS PERSON OF THE YEAR**


**TIM GREENE**  
 OWNER  
**QUALITY MACHINE OF IOWA, INC.**  
 1040 4TH AVE., AUDUBON, IA 50025  
 (712) 563-2599 E-MAIL: TIMG@QUALITYMACHINE.COM

The machine tool industry has been through some very tough times but Tim Greene and his family have proven to be machine-tough, determined entrepreneurs, steady at the helm of Quality Machine of Iowa, Inc. In 1984, Tim’s father, the founder of the family-owned business, died suddenly. Tim, then 25, and a manager at the company for a year, was determined to keep the business in the family. He knew its equipment and processes needed an update if it was going to compete successfully with other businesses. One of the first things he did was secure an SBA-guaranteed loan to get the financing he needed to move the company to a new location in Iowa.

Quality Machine is an advanced manufacturing business that mills precision metal machine parts for such well-known internationally branded companies as Polaris, Toro, Arctic Cat, Bobcat and Eaton. Its products include oxygen conversion devices, military munitions for tanks, flares for helicopters, machined components, and service tools used for agriculture and automotive equipment.

Since the move, Tim has secured another SBA-guaranteed loan under the America’s Recovery and Reinvestment Act in 2009. Today, the company prospers with about \$7 million in annual sales and employs 55 people full time.

**INDIANA 2012 SMALL BUSINESS PERSON OF THE YEAR**


**TIMOTHY A. WHICKER**  
 PRESIDENT  
**ELECTRIC PLUS, INC.**  
 101 LINCOLN STREET, DANVILLE, IN 46122  
 (317) 777-6161 E-MAIL: TWHICKER@ELECTRICPLUS.COM

Timothy A. Whicker may have been born to be a master electrician – but he had to learn to become an entrepreneur. After high school, Tim went to Purdue University to study for a degree in Electrical Construction Engineering and Management. As a student, he interned at Shambaugh & Sons, a major Indiana construction contractor.

After graduation from Purdue, Tim got his master electrician license, and took a job at Shambaugh, where he worked his way up to chief estimator and senior project manager. In 2004 he left the company for another, Moorehead Electric, where he opened the company’s Indianapolis branch and built it into a \$6 million operation. Tim caught the entrepreneurial bug in 2006 and left to start his own company, Electric Plus, Inc.

During the early days, Electric Plus, Inc. operated with two electricians and an office staff of one. Today, Tim has 14 office workers and 95 electricians working for Electric Plus, Inc. and has received four separate SBA guaranteed loans. Electric Plus, Inc. focuses its services around general contractors, subcontractors and owners directly, and has experienced phenomenal on-growing revenues by \$15 million in just six years.

**KANSAS 2012 SMALL BUSINESS PERSONS OF THE YEAR**


**GORDON AND MARY JENKINS, OWNERS**  
**CIMARRON SHURFINE FOODS, LLC DBA WHITE’S FOODLINER**  
 18309 E. HIGHWAY 50, P.O. BOX 608  
 CIMARRON, KS 67835  
 (620) 855-3561 E-MAIL: WHITECIM@UCOM.NET

Innovation, creativity, hard work and customer satisfaction have been Gordon and Mary Jenkins’ mantras since purchasing White’s Foodliner in 2007. White’s is the only full-service grocery store within a 20-mile radius. They’ve made it work by offering the unique “one-stop” shopping experience customers crave in Cimarron, a town of just over 2,000 in rural southwestern Kansas.

After working for White’s Foodliner in various capacities for about 25 years, Gordon and his wife Mary got an opportunity to buy the store, and did so with the assistance of both an SBA 7(a) and 504 loan. Gordon and Mary calculated that they could serve their community’s needs and their store’s bottom line by adding services not often found in small-town stores: local produce, a meat department with a custom meat cutter, a delicatessen; hunting and fishing licenses; carpet cleaning machine rentals, a Subway franchise, Western Union services and a bank branch, among others.

Despite purchasing the store only months before the nation spiraled into an economic downturn, the Jenkins’ management initiatives and innovative ideas have resulted in increases in gross sales and number of employees. It helped that they increased the usable retail space by over 10 percent without new construction, and boosted overall energy efficiency by 85 percent.

**KENTUCKY 2012 SMALL BUSINESS PERSON OF THE YEAR**



**DONOVAN WADSWORTH**  
 OWNER AND FOUNDER  
**D&M CONTRACTING, INC.**  
 202 SOUTH 3RD STREET, RICHMOND, KY 40475  
 (859) 624-4078 E-MAIL: DONOVAN@DMCONTRACTINGKY.COM

Donovan Wadsworth's business philosophy is to provide excellent quality work to his clients and give back to his community. The founder of D&M Contracting, Inc., started the company in 2000 and has built it into a full-service fire, water and wind damage repair business for locally and nationally-owned insurance companies.

Donovan built innovation into his business model as a way to offer distinctive service that would help the company survive in a challenging economy. The company employs state-of-the-art software that produces accurate restoration estimates for customers and has the ability to produce 3-D aerial images of the anticipated finished work.

The result has been strong growth. In 2009 the company had a record-breaking year when revenues more than doubled. The next year, in 2010, the company hit a benchmark when total revenue topped \$1 million. D&M Contracting recently received an SBA guaranteed loan to finance its growth and is currently a client with the Eastern Kentucky University Small Business Development Center in Richmond.

D&M Contracting believes in giving back, and the venture is heavily involved in its local community. It supports a program that enables injured and disabled veterans to qualify for grants to help with their home modification needs.

**MAINE 2012 SMALL BUSINESS PERSON OF THE YEAR**



**MICHAEL R. COTE**  
 PRESIDENT & CEO  
**LOOK'S GOURMET FOOD COMPANY, INC.**  
 1112 CUTLER ROAD, WHITING, MAINE 04691  
 (207) 259-3341 E-MAIL: MCOTE@BARHARBORFOODS.COM

Mike Cote's entrepreneurial stripes began showing in childhood when he developed a morning paper route and shoveled snow for his neighbors in Auburn. That spirit stuck with him and shortly after graduating from high school, he bought a Pepperidge Farm bakery distributorship that had failed three times previously. Mike was able to double the sales in his first year of ownership. And the rest, as they say, is history.

Mike quickly rose to regional manager and then to regional vice president. He earned a reputation as "The Mechanic," the guy who could fix things.

In 2003, Mike purchased the assets of the A.M. Look Canning Company, using his own savings, financing from local banks and financing from the U.S. Small Business Administration. The company had been run by Willard Look and his five sons for almost 85 years, but by the mid 1990s the grocery industry had transformed and the cannery faced closure. Mike renamed the company Look's Gourmet Food Company and quickly turned its fortunes around. Over the past eight years, Mike has been able to get his company's products on the shelves of more than 30 percent of U.S. grocery stores, and has landed big name accounts like Whole Foods Markets. Company sales in January 2010 alone exceeded total sales from 2003, and Look's Gourmet Food Company now employs 28 people.

**LOUISIANA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**EDWARD VINCENT LEPRE**  
 PRESIDENT  
**INTERNATIONAL DRUG DETECTION, LLC**  
 200 HICKORY AVENUE, HARAHAN, LA 70123  
 (504) 620-0070 E-MAIL: EL@IDD0070.COM

For Ed Lepre, law enforcement has always been a passion. After a distinguished career as a police officer, Ed, with the help and support of his wife Laura, founded International Drug Detection, LLC (IDD) in 1996. The company provides K-9 searches, training and consulting and background checks to a diverse client base that ranges from small one- and two-person businesses to Fortune 500 international companies.

From a humble beginning with only two employees, IDD has become a fast growing drug detection facility and third party administrator in the South, with 20 full-time and part-time employees and annual revenues of about \$2.5 million. Testing is conducted by certified technicians along the entire Gulf Coast, from Florida to Texas.

In April 2010, in response to the country's largest offshore oil spill, British Petroleum (BP) contracted with IDD for more than 50,000 drug and alcohol tests. IDD's prompt response and ability to test thousands of BP employees at remote sites in a short period of time helped ensure a safe work site for the many response teams.

Ed and Laura are very active in the community, supporting the Louisiana Special Olympics Summer Games. Ed also serves as a mentor to high school athletes.

**MARYLAND 2012 SMALL BUSINESS PERSON OF THE YEAR**



**JANET I. AMIRAULT**  
 PRESIDENT & CEO  
**SOFTWARE CONSORTIUM, INC.**  
 10025 GOVERNOR WARFIELD PARKWAY, STE. 101, COLUMBIA, MD 21044  
 (410) 740-1910, EXT. 105 E-MAIL: JAMIRAULT@SOFTWARECONSORTIUM.COM

Janet Amirault never planned on being an entrepreneur. Bu three days after becoming an officer of Software Consortium, Inc., fate gave her the job when the owner fell ill and couldn't continue as president. Janet became CEO and began the challenging and rewarding journey of entrepreneurship not knowing what lay ahead, but determined to succeed.

As a result, her leadership, innovation and teamwork ultimately led to long-term success leading a company that was \$100,000 in the red and bringing it back to profitable status, with more than 60 employees and annual revenues of more than \$12 million. The Columbia-based firm covers the full spectrum of technology solutions, from IT strategy, architecture design and project management to systems integration and quality assurance testing. Software Consortium has earned a reputation for being trusted advisers; bringing innovative solutions to many of the region's most well-known firms and government agencies.

Janet's perseverance has been instrumental to her success, but she also credits the help she got from SBA's Small Business Development Center in Maryland. The company also is committed to sharing that success. Offering free educational seminars to the public, Software Consortium also offers pro-bono work for area non-profits and contributes to social action programs.

**MASSACHUSETTS 2012 SMALL BUSINESS PERSON OF THE YEAR**



**PAULA A. WHITE**  
 CEO AND FOUNDER  
**600 LB. GORILLAS, INC.**  
 558 WASHINGTON STREET, DUXBURY, MA 02331  
 (781) 452-7274 E-MAIL: PAULA@600LBGORILLAS.COM

Paula White and her husband Chris took their ingenuity and passion for premium dessert food and created a thriving business producing delicious treats for happy customers from Massachusetts to Hawaii, and nearly everywhere in between. Their company, 600 lb. gorillas, Inc. develops and sells all-natural frozen desserts in supermarkets and club stores across the country, a dream that became a reality with the help of four SBA loans totaling \$578,700.

Since 1999, 600 lb. gorillas' success has exploded. Revenues have grown from \$75,000 in their first year to \$7 million annually. They started selling their treats to businesses along the east coast and have since landed promotions with Costco and BJ's Wholesale Club. While the company employs just two people directly, their contract relationship with their co-packer has resulted in increased shifts and additional work for more than 20 people.

Giving back to the community is important to Paula and Chris. They are active PTA members, coach youth basketball and contribute to the local Boys Scouts and Girls Scouts clubs, among other organizations. After 12 years in business, Paula and Chris have proven that just like their namesake, the 600 lb. gorillas, Inc., they cannot be ignored.

**MINNESOTA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**DARRIN B. SWANSON**  
 PRESIDENT AND CEO  
**KIT MASTERS, INC. AND SWAN MACHINE LLC**  
 825 1ST STREET, NE, PERHAM, MN 56573  
 (218) 346-2121 E-MAIL: DARRIN@KITMASTERS.COM

"Never sacrifice quality for speed or cost" and "give back to your community" are the twin pillars of Darrin Swanson's philosophy as a person and a business owner. Both have paid off handsomely. Darrin is currently CEO and chairman of Kit Masters, Inc. and Swan Machine LLC, two related companies he founded together with his father Keith. Kit Masters and Swan Machine specialize in manufacturing and servicing clutches for heavy-duty vehicles, mostly for the American aftermarket.

As they grew their businesses, Darrin and his father sought help from Minnesota's West Central Small Business Development Center (WCSBDC). Through his continued relationship with the WCSBDC, Darrin has been able to secure loans, review options for debts, and expand their facility which resulted in new job creation, new export markets, and increased profits. Today, this successful small business has more than \$20 million in annual sales, a work force of 50 employees, over 10 export contracts and donations to the community of over \$60,000 in the past three years.

Darrin, his wife Jill and their three sons are very active in the community by donating their time and talents to several area causes.

**MICHIGAN 2012 SMALL BUSINESS PERSON OF THE YEAR**



**JOHN CHARLES LOWERY**  
 PRESIDENT  
**APPLIED IMAGING SYSTEMS**  
 5282 EAST PARIS AVENUE S.E., GRAND RAPIDS, MI 49512  
 (616) 554.5200 E-MAIL: CMANN@APPLIEDIMAGING.COM

For John Lowery, the pathway to success has not always been a straight line. At age 20, John took a detour, dropped out of college and took a sales job with Hovinga Business Systems. Over the course of eight years, he developed extensive skills in sales and management, then jumped to Ricoh's Multi Line Division Business Systems. Two and a half years later, he bought a small Ricoh division and named it Applied Imaging Systems.

Since then, Lowery has grown the company into an office technology provider, selling and servicing the leading brands of office equipment. Applied Imaging Systems also sells and supports content management software for many product lines. The company now employs 134 around Michigan, in Grand Rapids, Novi, Lansing, Kalamazoo, Muskegon and Big Rapids. Clients number over 300 nationwide.

A native of Pleasanton, Calif., Lowery has lived in Grand Rapids since he was 15. He is very active in his community and participates as board member in several civic and professional organizations: the Ronald McDonald House of West Michigan, the Foundation for Secondary Catholic Education and the Grand Rapids Jaycees, among others.

**MISSISSIPPI 2012 SMALL BUSINESS PERSON OF THE YEAR**



**CHARLES E. FUQUA JR.**  
 OWNER  
**FOUR SEASONS LAWN CARE LLC**  
 4836 MAIN STREET, MOSS POINT, MS 39563  
 (228) 355-0373 E-MAIL: CHARLES@FOURSEASONSLAWNCARELLC.COM

Nearly seven years ago, Charles E. Fuqua Jr. borrowed his mother's lawn mower to earn extra money by mowing lawns, marking the birth of Four Seasons Lawn Care, LLC. Since then, the business has grown into a full-service landscaping business providing lawn care maintenance to residential and commercial properties along Mississippi's Gulf Coast.

The survival of the business was challenged very early on when, a month after Charles made the leap to full-time self-employment, Hurricane Katrina struck the Gulf Coast. Katrina's destruction leveled hundreds of homes, and ruined the properties of many more. Charles was able to diversify the business to meet the needs of clients in the storm-ravaged area, and he helped many in their recovery efforts. As the recovery continued, he added additional services to meet the commercial market needs.

Charles received assistance from the SBA's Small Business Development Center at the University of Mississippi in Moss Point. He is also a tenant of the Jackson County Small Business Incubator in the city of Jackson, Miss. Today, Four Seasons has average annual growth of 75 percent, and annual revenues of \$500,000. The company has 19 employees. In spring 2012, Charles will expand his landscaping design service to include a full-service retail garden center in Pascagoula.

To all the small business pioneers, you have the admiration and support of the prospecting experts at **Salesgenie**.

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an **infogroup**<sup>®</sup> company

#### MISSOURI 2012 SMALL BUSINESS PERSON OF THE YEAR

**Vicki LaRose**

PRESIDENT

**CIVIL DESIGN, INC. (CDI)**

1552 S. 7TH STREET, ST. LOUIS, MO 63104

(314) 863-5570 E-MAIL: VLAROSE@CIVILDESIGNINC.COM



Vicki LaRose started Civil Design, Inc. in 1996 like many aspiring entrepreneurs, alone with a dream in the basement of her home after working 11 years in a variety of roles for a large engineering firm. She had a clear vision of where she was headed and how she would get there. She wanted pride of ownership and the rewards of success, built on a set of values she today engrains in her 17 employees: continuous learning and growth; first time quality; mutual trust and respect; and ownership and responsiveness.

Vicki used an SBA 504 loan in 2007 to relocate Civil Design's corporate offices from the St. Louis suburbs to the historic Soulard neighborhood being revitalized in the city's downtown. She opened a second office in Collinsville in 2010 after an acquisition that allowed an expansion into land surveying. The company weathered the recession without laying off any employees, and today has resumed strong growth and adding services, including construction management, environmental, transportation, site development, hydraulic analysis and water resources.

Besides her active participation in her church and children's schools, Vicki donates to various deserving organizations in St. Louis and is a member of several professional and community organizations.

#### MONTANA 2012 SMALL BUSINESS PERSON OF THE YEAR

**K.C. WALSH**

**SIMMS FISHING PRODUCTS LLC**

101 EVERGREEN DRIVE, BOZEMAN, MT 59715

(406) 585-3557; TOLL-FREE: 866-585-3570

E-MAIL: INFO@SIMMSFISHING.COM



A lifelong angler, K.C. Walsh has been president of Simms Fishing Products of Bozeman since 1993. Since that time, K.C. has grown the company into a leading international supplier of outerwear, footwear and sporting apparel for the serious-minded rod and line crowd.

K.C. believes in innovation. Not long after acquiring the company, he introduced the first breathable waders. In addition to educating anglers about proper layering to enhance the performance of GORE-TEX<sup>®</sup> fabrics, Simms is recognized by other companies in the fly-fishing industry as having extended the fishing season by providing products that address a broader comfort range. Simms is now the only wader manufacturer in the U.S., and only one of three worldwide that is licensed by W.L. Gore & Associates, Inc. to make GORE-TEX<sup>®</sup> waders.

The focus on innovation has led to a 19 percent compounded annual growth rate which has resulted in steady employment for approximately 100 local residents and 12 independent sales representatives in North America and overseas. The company now distributes its products in 38 countries worldwide. It also forced K.C. to expand his manufacturing capacity in Bozeman. Recently, the company received a \$2.25 million SBA 504 loan to finance a state-of-the-art manufacturing facility due to open in October 2012.

**NEBRASKA 2012 SMALL BUSINESS PERSONS OF THE YEAR**


**DUANE OHLRICH, PRESIDENT**  
**PATRICIA OHLRICH, SECRETARY**  
**INDUSTRIAL SYSTEMS & SUPPLY, INC.**  
 2760 EAST 29TH AVE., COLUMBUS, NE 68601  
 (402) 564-4445  
 E-MAIL: OHLRICH@INDUSTRIAL-SYSTEMS-SUPPLY.COM; POHLRICH@INDUSTRIAL-SYSTEMS-SUPPLY.COM

Duane Ohlrich's associate degree in 1987 helped him get a job as a tool and die maker, but he wanted more. He turned to one of his employer's suppliers – Industrial Systems & Supply, Inc. – believing he could help the company expand. The owner told him: "The only way you will get a job here is if you buy the company." So he did, with a handshake and a \$5,000 down payment.

Industrial Systems & Supply, Inc. is a family-owned company run by Duane and his wife Patricia. They distribute computer controlled machine tools for the manufacturing industry in Nebraska, Iowa, Kansas and South Dakota. Company sales have expanded from about \$391,000 in 1991 to almost \$6 million in 2011.

During the downturn in manufacturing in 2009 and 2010, Duane and Patricia resisted layoffs by taking other cost-cutting measures: forgoing personal dividends and reducing travel. Then they targeted their sales efforts at manufacturing sectors that weren't hit as hard by the downturn, such as the medical industry. With the help of an SBA 504 loan, the company moved to a new location in 2009. Since then, the company continues to gradually add employees as business increases, and now employs seven.

**NEVADA 2012 SMALL BUSINESS PERSONS OF THE YEAR**


**NANCY MUNOZ, FOUNDER/DIRECTOR**  
**LEAH MUNOZ, PRESIDENT**  
**RACHEL MUNOZ DRENK, SECRETARY**  
**SVI / DBA SPECIALTY VEHICLES**  
 440 MARK LEANY DRIVE, HENDERSON, NV 89011  
 (702) 567-5256 E-MAIL: NANCY.MUNOZ@SPECIALTYVEHICLES.COM;  
 LEAH.MUNOZ@SPECIALTYVEHICLES.COM; RACHEL.DRENK@SPECIALTYVEHICLES.COM

For Nancy, Leah and Rachel Munoz, Specialty Vehicles is a family affair, a family-owned business that's been women-owned for two generations. Nancy started off working for her father, a manufacturer of trolleys and trams. After his passing, she reincorporated the company as Specialty Vehicles. Her daughters Leah and Rachel began working for the company as teenagers during school vacations. Today, Specialty Vehicles is a major provider of a diversified line of transportation vehicles.

From one trolley model at the start, the product line has grown to 27 vehicles. This includes specialty trolleys, trams, mini-trams and buses, along with options for alternative fuel sources and zero-emission battery powered vehicles with solar panels.

During tight economic times, even though upfront costs were daunting, Specialty Vehicles grew with the help of an SBA-guaranteed loan for working capital to develop new lines. Net worth and employment rolls have steadily increased, and Specialty Vehicles recently secured an SBA 504 loan to purchase an industrial building to expand Specialty Vehicles' manufacturing and distribution operations.

**NEW HAMPSHIRE 2012 SMALL BUSINESS PERSON OF THE YEAR**


**ABHIJIT (NANNU) NOBIS, P.E., LSP**  
 CHIEF EXECUTIVE OFFICER  
**NOBIS ENGINEERING, INC.**  
 18 CHENELL DRIVE, CONCORD, NH 03301  
 (603) 224-4182 E-MAIL: NNOBIS@NOBISENG.COM

Nannu Nobis came to the United States in 1978 armed with a degree in civil engineering, and set out to make his mark in his adopted country. With fresh degrees and intensive schooling in business management, Nannu gained valuable professional experience with several large engineering firms, and quickly recognized a critical need for integrated civil, environmental and geotechnical engineering services. He founded Nobis Engineering, Inc. in 1988 in a spare bedroom, combining high-value integrated engineering and consulting services with a personal commitment to each client.

An employee-owned company with a 23-year history of collaboration, responsiveness, and community involvement, Nobis Engineering has a staff of more than 100 and offices in New Hampshire, Massachusetts, Vermont and New Jersey. The company participated in SBA's 8(a) Business Development program from 1995-2004, during which its share of federal work grew along with its base of municipal, state agency and commercial clients.

In September 2011, the Zweig Letter Hot Firms List for 2011 ranked Nobis Engineering number 21 on a list of architecture, engineering, planning and environmental consulting firms in the U.S. and Canada that have achieved the highest growth rates over the past three years.

**NEW JERSEY 2012 SMALL BUSINESS PERSON OF THE YEAR**


**MARJORIE PERRY**  
 PRESIDENT & CEO  
**MZM CONSTRUCTION Co., Inc.**  
 105 LOCK STREET, SUITE 405, NEWARK, NJ 07103  
 (973) 242-7100; E-MAIL: MPERRY@MZMCC.COM

When Marjorie Perry heard the knock of opportunity in 1992, she answered by purchasing a Newark-based construction company from its previous owners. She hired her own team and negotiated new contracts. Since then, MZM has posted a multi-million dollar bottom line, and the company continues to grow under Marjorie's leadership and direction, with a hard-won reputation for consistently completing construction projects within budget and on time.

Recognized as a successful entrepreneur, Marjorie's Newark-based company's general contracting work includes clients like the New Jersey Performing Arts Center, Delta Airlines, Port Authority of NY/NJ, and Verizon, Continental Airlines, Marriott and proudly participated in the construction for the New Meadowlands Stadium for the New York Giants and New York Jets (now known as the MetLife Stadium).

At a critical period for the firm, Marjorie turned to the SBA for needed capital to grow the business. Marjorie received a \$250,000 SBA-guaranteed loan to expand. The loan has since been repaid and she hasn't looked back. With the SBA's assistance, Marjorie was able to grow her business from nine to 28 employees.

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NEW MEXICO 2012 SMALL BUSINESS PERSON OF THE YEAR

GINA M. EUELL  
PRESIDENT

EXHIBIT SOLUTIONS OF NEW MEXICO, INC.

4301 MASTHEAD ST., NE, SUITE C, ALBUQUERQUE, NEW MEXICO 87109  
(505) 298-5121 E-MAIL: GINA@EXHIBITSOLUTIONS.NET



Exhibit Solutions of New Mexico, Inc., a producer of trade shows and unique three-dimensional visual marketing products, began in 1999 in a spare bedroom in Gina M. Euell's Albuquerque home. Today, this Native American, woman-owned and small disadvantaged business is also certified in SBA's 8(a) program. It is a large trade show and graphics provider in New Mexico, a producer of unique three-dimensional visual marketing products that maximize clients' impact with designs and trade show graphics.

With Gina's experience of more than 24 years in the trade show industry, the company's approach to handling projects from inception to completion is a cornerstone of the business. Her creative in-house, state-of-the-art graphics department offers portable and custom modular exhibits, table top displays, full-size fabric mural systems, retractable banner stands, truss/cable systems, brochure/literature stands, kiosks, computer counters and podiums, premium flooring, full-color imprinted table covers and a wide range of trade show accessories.

Gina is a hands-on leader, working directly with clients and coordinating with outside vendors and manufacturers from across the country. Gina's background, strong customer service focus and creative customer service approach have helped her expand the company gradually. Started with one employee, today Exhibit Solutions has five full-time employees.

NEW YORK 2012 SMALL BUSINESS PERSONS OF THE YEAR

MICHAEL MANDINA, PRESIDENT  
RICHARD PLYMPTON, VICE PRESIDENT  
OPTIMAX SYSTEMS, INC.

6367 DEAN PARKWAY, ONTARIO, NEW YORK 14519  
(585) 217-0729 E-MAIL: MMANDINA@OPTIMAXSI.COM

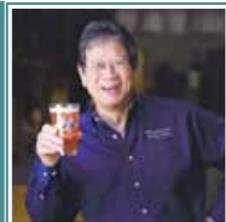


Established in 1991, Optimax Systems, Inc., a manufacturer of precision optics, has shown continued growth thanks to its leadership team, its capabilities for fast and reliable delivery of product and its proven record of superior quality and service. Michael Mandina, a master optician and his partner Richard Plympton, a precision lens assembly expert, joined forces to build a company that would provide prototype optics for aerospace, display technologies and solar applications, as well as for medical instruments.

Optimax has participated in many NASA programs, supplying high-quality imaging lenses designed for position sensing, mapping landforms and optical analysis. The company has also received a number of Small Business Innovation and Research grants over the years, and has been approved for an SBA 504 loan to fund its expansion to add 20,000 square feet to its existing facility. Sales have grown impressively, as well, with profits increasing from \$11.3 million in 2009 to \$15 million in 2010.

Optimax was recognized by *Inc. Magazine* in 2011 as one of as one of "America's Fastest Growing Private Companies." And Optimax also was recognized as a great place to work. In 2010, the company made *Inc. Magazine's* list for the best small and middle-sized places to work in the country.

**NORTH CAROLINA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**OSCAR P. WONG**  
 PRESIDENT  
**HIGHLAND BREWING COMPANY**  
 12 OLD CHARLOTTE HIGHWAY # H, ASHEVILLE, NC 28803  
 (828) 299-3370 E-MAIL: OSCAR@HIGHLANDBREWING.COM

After selling his engineering business and retiring to the mountains of western North Carolina, Oscar Wong opened Highland Brewing Company in 1994 with three employees in a 4,000 square-foot leased space in the basement of a tavern. With his engineering background, he recognized that commercial dairy tanks would be excellent for fermentation and storage of ales, and could be cheaply acquired and easily re-designed for beer production.

Oscar recently built a new state of the art production facility and tasting room. With the help of an SBA 504 loan of \$813,000, from Avista Business Development Corporation, Oscar was able to get needed equipment. Combined with another SBA-backed loan, the finance package totaled \$1.9 million. In its current location, the business can brew more than 20,000 barrels of beer annually, up from 6,500 barrels annually in its first location.

Highland offers ten varieties of ales, porters, touts, ager and heat beers which are sold in seven South-eastern states. Oscar is exploring new markets for his product. His plans have evolved to offering beer as a component of other products made by small local independent manufacturers, including mustard, ice cream and shampoo. The company now employs 22 people.

**OHIO 2012 SMALL BUSINESS PERSON OF THE YEAR**



**VICTORIA TIFFT**  
 PRESIDENT AND CEO  
**CLINICAL RESEARCH MANAGEMENT, INC. (AKA CLINICALRM)**  
 1265 RIDGE ROAD, HINCKLEY, OH 44233  
 (330) 278-2343 E-MAIL: VTIFFT@CCLINICALRM.COM

Victoria Tifft learned about the devastating living conditions endured by people living in Third World nations when she contracted malaria while serving as a Peace Corps volunteer in the West African nation of Togo. After her recovery, she returned home to the U.S. determined to spend her life working to provide medical solutions for the global community. In 1992 Victoria established ClinicalRM, a Contract Research Organization (CRO) that supports development of FDA-regulated vaccines, pharmaceuticals, and medical devices for government and commercial customers.

ClinicalRM helped create – and today manages – the Walter Reed Army Institute of Research’s Clinical Trials Center. The Center develops vaccines for infectious diseases such as malaria, and E. coli. ClinicalRM has achieved amazing growth. Employing three people in 1994, the company maintains domestic and international operations today with a staff of 331. Annual revenues have increased from \$17 million in 2007 to \$40 million in 2010.

SBA’s resource partners, which include the Kent Procurement Technical Assistance Center, and the Ohio Small Business Development Center have supported ClinicalRM’s growth. Victoria and her team serve on, or volunteer in numerous state, county and community groups. ClinicalRM donates to numerous non-profits, including the United Way, Salvation Army and the Ronald McDonald House.

**NORTH DAKOTA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**HEATHER JONES**  
 PRESIDENT  
**CITY AIR MECHANICAL, INC.**  
 3505 E ROSSER AVE., P.O. BOX 4123, BISMARCK, ND 58502-4123  
 (701) 223-3775 E-MAIL: HEATHER@CITYAIRMECHANICAL.COM

Heather Jones has more than a decade of experience operating a full-service commercial and industrial HVAC and plumbing construction company in North Dakota. City Air Mechanical (CAM) started in 1999, and has had an average annual growth rate of 20 percent. This strong performance is attributed to Heather’s personal commitment to solid product delivery, combined with tactical growth and financial management strategies.

Working in a male dominated industry, Heather has a proven success record that includes winning a multimillion-dollar mechanical construction bid. In addition, CAM has established unique marketing niches, including being the only manufacturer of spiral seam pipe and fittings in western North Dakota. Since 1999, the company has grown from a 10-employee metal shop, to a 50-employee full-service design build contractor.

Heather received assistance from the SBA’s Women’s Business Center in North Dakota to acquire women business ownership certification in the state. This resulted in obtaining numerous government contracts. Heather recognizes that her employees are the backbone of her company and invests in their well-being and safety. In 2011, North Dakota experienced unprecedented flooding. In response, Heather provided paid time-off to employees to help fight the flood. She donated trucks and equipment, and rolled up her sleeves to help those most in need.

**OKLAHOMA 2012 SMALL BUSINESS PERSON OF THE YEAR**



**DAVID A. WAITS**  
 PRESIDENT AND CEO  
**SST DEVELOPMENT GROUP, INC.**  
 824 NORTH COUNTY CLUB ROAD, STILLWATER, OK 74074  
 (888) 377-5334 E-MAIL: DWAIT@SSTSOFTWARE.COM

David Waits started SST Development Group, Inc., in 1994, with just three employees and basic ideas for software to help farmers improve productivity and lower their costs. Today, the former Oklahoma State University professor’s business has grown to 51 employees with annual sales in excess of \$6.6 million. SST provides its information management technologies to customers in 44 states, eight Canadian provinces and 22 countries. More than 50 universities and community colleges worldwide use SST software for teaching and research.

SST software helps a farmer work closely with service providers to keep detailed records on each acre of the farm. These records include layers of maps that show the characteristics of the soil, crop inputs and planting history. Having this information at his fingertips enhances the farmer’s ability to make efficient decisions on what to plant next and how to fertilize, apply pesticide, or determine what seeding is needed for specific areas of his acreage.

The SBA supported the company’s growth with two guaranteed loans in 2003 and 2007. The company is continually investing its profits into new product development, to continue providing new tools for their agriculture customers.

**OREGON 2012 SMALL BUSINESS PERSON OF THE YEAR**



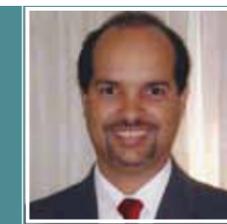
**CHARLES "CHIP" SAMMONS**  
 OWNER AND PRESIDENT  
**HOLISTIC PET CENTER**  
 15599 SE 82ND DRIVE, CLACKAMAS, OR 97015  
 (503) 656-5342 E-MAIL: CHIP@HOLISTICPETCENTER.COM

Chip Sammons opened a pet food store 23 years ago under a forward-thinking premise: healthy food for dogs and cats. His retail floor space has doubled since launching the Holistic Pet Center. He has kept a staff of six employed despite tough financial times in Clackamas, and manages consistent profits of about \$172,000 annually.

The secret of the Holistic Pet Center's success, according to Chip, lies in the hands of his knowledgeable staff, who offer good advice and top-notch service. Chip is a highly-regarded pet health consultant. In addition to working on developing his own healthy pet vitamin line, Chip has hosted a weekly radio program since 1995, imparting pet care tips.

A few years ago Chip faced a life-threatening bout with Crohn's Disease, and lost 45 pounds. He was able to recover by vigorously re-educating himself about human nutrition and exercise, and sticking to a renewed self-care regime. Chip is sought out as a mentor by emerging business owners, and was a co-founder of "Friends Involved in Dog Outreach," a private non-profit organization which supports Clackamas Dog Services, providing meals to the pets of homebound seniors.

**PUERTO RICO 2012 SMALL BUSINESS PERSON OF THE YEAR**



**OSCAR QUILES**  
 PRESIDENT  
**PENTAQ MANUFACTURING CORP.**  
 P.O. BOX 1137, SABANA GRANDE, PR 00637  
 (787) 873-6045 E-MAIL: OQUILES@PENTAQPR.COM

In 2003 Oscar Quiles bought an American work uniform manufacturer on the verge of closing, with help from an SBA-guaranteed loan, and opened Pentaq Manufacturing Corp. In the process, Oscar saved 50 jobs and laid the foundation for a company that would become a major player in the military uniform production industry.

The firm became a subcontractor for an Alabama-based vendor and for Caribbean Needlepoint, the business belonging to Oscar's family. By the end of the year, Pentaq had earned \$790,000 in revenues. Now an 8(a) business development certified firm, Pentaq employs 160 people. From 2009 to 2010 revenue increased from \$2.6 million to \$3.1 million. As a prime contractor, Pentaq was recently awarded a \$5.1 million manufacturing contract from the U.S. Coast Guard.

Oscar sought out the Puerto Rico Small Business Development Center for help in developing a solid business plan and a loan proposal to support his company's expansion. In 2005 he obtained a \$150,000 SBA-guaranteed loan. After winning a \$3.2 million contract from the Department of Defense to manufacture uniforms and tents for U.S. troops, the company was able to create 100 new jobs.

**PENNSYLVANIA 2012 SMALL BUSINESS PERSONS OF THE YEAR**



**MICHAEL MANCUSO, OWNER**  
**JENNIFER MANCUSO, OWNER**  
**FIGLIOMENI DRUG STORES**  
 19 DUNDAFF STREET, CARBONDALE, PA 18407  
 (570) 282-3033 E-MAIL: FIGCARE@ECHOES.NET



Figliomeni Drug Store has served Carbondale since opening its doors in 1929. Thanks to the vision of current owners, Michael and Jennifer Mancuso, the help they got with business planning from the University of Scranton Small Business Development Center, and start-up financing from an SBA-guaranteed loan, the couple has built on that legacy. Since purchasing the business in 2005, the Mancusos have added a second location and new product lines, broadening its customer base and creating new jobs in Carbondale.

In 2007, the Mancusos saw a need for prescription services at assisted living facilities. So Figliomeni Drug Stores added a "Closed Door Pharmacy" – serving only the long-term care facilities – to fill prescriptions for those patients. The Closed Door Pharmacy made life simpler for the facilities by selling prescriptions packaged in easy-to-dispense containers. The business continued to grow, and in 2010 the Mancusos purchased and renovated a 3,200 square-foot building to house retail operations on the first floor and the Closed Door Pharmacy upstairs.

Starting with two employees, they now have five pharmacists, three pharmacy technicians, and a store manager. Sales have increased from \$5.3 million in 2005 to \$6.5 million in 2010. Locally, Figliomeni Drug Stores donates to youth teams, school organizations and other community groups.

**RHODE ISLAND 2012 SMALL BUSINESS PERSON OF THE YEAR**



**CAROLYN RAFAELIAN**  
 PRESIDENT  
**ALEX AND ANI, INC.**  
 115 PETTACONSETT AVENUE, CRANSTON, RI 02920  
 (401) 467-3952 E-MAIL: CAROLYN@ALEXANDANI.COM

Carolyn Rafaelian designs beautiful bangles, necklaces and rings created with eco-friendly, recycled materials for Alex and Ani, the company named after her two eldest daughters. Growth has been phenomenal since the company was founded in 2004. In 2010, Alex and Ani employed 35 and had three store locations. Within a year the company had nine retail locations and 122 employees.

Meanwhile, the company – which does all of its manufacturing on U.S. soil – expanded overseas, opening retail stores in Japan and Spain. With revenues surpassing \$4 million in 2010, Alex and Ani was the only Rhode Island company to make Inc. Magazine's 2011 list of the 500 fastest-growing companies in the U.S., ranked at number 470.

Alex and Ani contributed \$1 million to Bryant University to help expand its international business program. The company also supports the college by working with its student practicum, where business majors serve as consultants to help companies meet global business challenges. The company partners with several charities, making charm bracelets sold on the Alex and Ani website, with proceeds going to those charities.

**SOUTH CAROLINA 2012 SMALL BUSINESS PERSON OF THE YEAR**


**RADHA B. HERRING**  
 OWNER AND BROKER-IN-CHARGE  
**WATERMARK REAL ESTATE GROUP**  
 536 MT. GILEAD ROAD, MURRELLS INLET, SC 29576  
 (843) 314-4284 E-MAIL: RHERRING@WATERMARKAGENTS.COM

Watermark Real Estate Group is a full-service real estate company, helping clients buy and sell an array of properties, including condominiums, "condotel" units, single family homes, land and lots, design-build, and beach houses. Founded by Radha Herring in 2007, Watermark is the area's first totally virtual real estate firm.

When the nation's housing market imploded in 2008, Radha decided to incorporate the major changes occurring across the real estate landscape into her business strategy. Realizing that many realtors ignored distress properties, Radha created a niche, offering potential buyers free access to lists of bank-owned properties. The changes helped propel the company out of the recession – and also helped it satisfy dreams of owning beachfront property for many customers. From 2008 to 2009, sales shot up from under \$400,000 to more than \$6 million. The following year, sales increased to \$10.5 million. Since 2008, Watermark has grown from two agents to nine agents.

In 2010, the U.S. Chamber of Commerce named Watermark a National Blue Ribbon Small Business in recognition of the company's excellent business strategy, customer service and community involvement.

**TENNESSEE 2012 SMALL BUSINESS PERSONS OF THE YEAR**


**MICHAEL LISTER**, PRESIDENT & CO-FOUNDER  
**TAMARA LISTER**, VICE-PRESIDENT & CO-FOUNDER  
**DOUGLAS RENEGAR**, VICE-PRESIDENT & CO-FOUNDER  
**LAUREL RENEGAR**, CHIEF FINANCIAL OFFICER & CO-FOUNDER  
**FAMOUS FIVE DINING, INC.**  
 227 POLK PLACE DRIVE, FRANKLIN, TN 37064  
 (615) 599-3261

In 2001, four life-long friends and entrepreneurs, owners Mike and Tamara Lister, and Doug and Laurel Renegar joined to become owners of Famous Five Dining, a Famous Dave's BBQ restaurant franchise, with the help of an SBA-guaranteed loan. Famous Five Dining later expanded to five successful Famous Dave's BBQs restaurants in Tennessee.

Famous Five Dining's president, Michael Lister, considers the Famous Dave's franchise founder, Dave Anderson, a mentor, and has even adopted one of Dave's mottos: "Good, Better, Best, never let it rest!" Lister said his team's goal is to "exceed the expectations of our guests' every visit and be creative every day to accomplish this goal." Famous Five Dining has more than 400 employees and has made more than \$5 million in annual sales.

Famous Five Dining has contributed to the communities where their five Famous Dave's restaurants are located by providing food and drinks to flood victims, service workers, local police and fire protection personnel during the Great Nashville Flood of 2010.

**SOUTH DAKOTA 2012 SMALL BUSINESS PERSONS OF THE YEAR**


**KEVIN BERG**, PRESIDENT  
**EMILY BERG**, VICE PRESIDENT  
**FIRST MANUFACTURING LLC**  
 1007 W. 2ND AVENUE, HUMBOLDT, SD 57035  
 (605) 261-7294  
 E-MAIL: KEVINJAMES@1STMANUFACTURING.COM; EMILYELLEN@1STMANUFACTURING.COM

The strong foundation for First Manufacturing LLC – and for a marriage – was assembled by two enterprising mechanical engineering students who wrote a business plan together for a class. Kevin and Emily Berg initially started the small home-based machine shop in California in 2003, using only hand-operated milling and lathe machines.

Later, after relocating the family and the business to South Dakota, Kevin and Emily contacted the Sioux Falls Small Business Development Center (SBDC) with questions about hiring, marketing and growing their sales. The SBDC helped Kevin and Emily with everything, including financing to buy equipment and expand. They turned to the SBDC again to help them secure an SBA loan to refinance and support an expansion plan.

In 2006, First Manufacturing tripled in size and began using computer numerical control milling for drilling and turning, computer-aided design, and computer-aided manufacture machines to produce precise shapes out of aluminum, steel, stainless steel, plastics and composite materials. Its proprietary product lines include the Copperhead Ag Furrow Cruiser, which prevents sidewall compaction and roots from penetrating soil. The Cruiser received an award in the Governor's Giant Vision competition in 2010. In 2011, First Manufacturing's revenues increased by 109 percent.

**TEXAS 2012 SMALL BUSINESS PERSON OF THE YEAR**


**MICHAEL PAUL MINTON**  
 OWNER  
**MINTON'S SPORTSPLEX**  
 5610 RICHMOND ROAD, TEXARKANA, TX 75503  
 (903) 838-4697, E-MAIL: MIKEPMINTON@AD.COM

There's nothing new about a former College Football All American getting into the fitness business. What's new is that Michael Minton, a former University of Pittsburgh star, developed his own shopping center in 1987, and then took over its struggling fitness center and built it into the \$3 million a year sports complex it is today.

With the help of SBA-guaranteed loans for development and expansion, Minton's Sportsplex offers the most comprehensive programming, including but not limited to fitness, sports leagues, food service, a spa and a hair salon. Minton's Sportsplex is 9,000 members strong and has created 200 full-time/part-time jobs. His outdoor aquatic facility boasts a Caribbean-themed water park style pool, lap pool, volleyball and basketball courts, and a combination football/soccer field.

Minton's Sportsplex is also a licensed child care facility accommodating a Health and Wellness Pre-School, and national award-winning after-school care program for 350 children with a goal of reversing the childhood obesity epidemic by educating children and parents.

**UTAH 2012 SMALL BUSINESS PERSON OF THE YEAR**



**KAREN WOODBURY**  
 PRESIDENT AND CEO  
**WOODBURY TECHNOLOGIES, INC.**  
 1725 EAST 1450 SOUTH, SUITE 240, CLEARFIELD, UT 84050  
 (801) 554-5125 E-MAIL: KAREN.WOODBURY@WOODBURYTECH.COM

Karen Woodbury, president and CEO of Woodbury Technologies, a government and commercial services support contractor, has been described by her peers and employees as an entrepreneur, a visionary and a caring, responsive and rewards-driven leader. So it's no surprise the former lead Oracle database administrator for the Air Force's Intercontinental Ballistic Missile program spearheaded her own company.

Woodbury Technologies is a woman-owned, 8(a) certified, small disadvantaged business that provides elite personnel to its clients. Some of the services the company provides include medical services including nurses, doctors and medical technicians, information technology and help desk support, aerospace engineering and program management services.

The Utah Small Business Development Center, the local Procurement Technical Assistance Center and the SBA provided Karen with guidance on creating a business plan, marketing and counseling on how to do business with the federal government. She also received an SBA-guaranteed loan to expand her business. Woodbury Technologies' 8(a) certification helped accelerate the company's growth. The company is now the sixth largest woman-owned company in Utah according to Utah Business magazine and it supports the U.S. Air Force, U.S. Army and Defense Information Systems in 10 states. It has almost 200 employees and \$16 million in annual revenues.

**VERMONT 2012 SMALL BUSINESS PERSON OF THE YEAR**



**CHARLES BUCKLEY CURTIS JR.**  
 CEO  
**DRAKER LABORATORIES, INC.**  
 431 PINE STREET, SUITE 114, BURLINGTON, VT 05401  
 (802) 865-3866 E-MAIL: CHACH@DRAKERLABS.COM

Although Draker Laboratories was founded in 1999, it was Charles "Chach" Curtis, an experienced renewable energy project developer who stepped in as CEO in 2009 and saved the 10-year-old company when it was in danger of collapsing. Despite a well-deserved reputation for technical leadership, the company's survival was in doubt when its cash reserves had fallen to just \$5,000 amid stagnating sales.

Upon his arrival, Chach restructured the business which provides monitoring, diagnostics and asset management services to commercial and utility-scale renewable energy systems. He also broadened the customer base to include global energy developers such as Johnson Controls, Chevron Energy Solutions, ConEdison Development, BP Solar, and Siemens Energy Technologies.

Chach's changes produced commensurate growth, and the lab's staff grew from eight to 47 employees. Chach also received more than \$5.5 million in private equity capital, state and federal debt financing and credit to support Draker Labs' rapid growth. Under Chach's leadership, Draker Labs posted two consecutive years of 250 percent revenue growth and is projecting triple-digit growth in 2012. Draker Labs currently delivers products and services to the largest solar project in Canada. Chach added an office in California and plans to add 45 more employees and an office in New Jersey this year.

**VIRGINIA 2012 SMALL BUSINESS PERSONS OF THE YEAR**

**JONATHAN HAGMAIER, CEO**  
**MARY HAGMAIER, DIRECTOR OF CORPORATE RELATIONS**  
**MATTHEW MULLER, SOLUTIONS ARCHITECT**  
**JACOB GIBSON, VP OF BUSINESS DEVELOPMENT**  
**INTERACTIVE ACHIEVEMENT, INC. (IA)**  
 601 CAMPBELL AVENUE, SW, ROANOKE, VA 24016  
 (540) 206-3649 OR (866) 305-8460



Jon Hagmaier, a school principal and educator, had an idea for helping teachers assess student progress at achieving proficiency on state academic standards. So Jon and his wife Mary, a realtor, mortgaged their home, borrowed money on their stocks, and convinced Matthew Muller, a programmer, to join them in their new venture. The result in 2006 was Interactive Achievement, an educational software system that gives educators an accurate assessment of students' progress throughout the school year and helps students become better prepared for end-of-year standardized testing.

Augmented in 2007 by teacher Jacob Gibson, the team produced the Online Teacher Resource and Assessment Community, known as OnTRAC. The company's flagship product is a web-based instructional improvement system that provides assessments and instant reports for precise analysis of student achievement from kindergarten through high school in the core subjects of English, Mathematics, History and Science.

Interactive Achievement used an SBA-guaranteed loan to expand sales to 85 school districts. With 37 full-time and five part-time employees, the company averages \$3.5 million in revenues annually. In 2011, Interactive Achievement opened a second location in Columbia, S.C. Its Foundation for Kids partners with local groups and schools to provide "Success Dollars" to at risk students for raising their grades, good attendance and good behavior.

**WASHINGTON 2012 SMALL BUSINESS PERSON OF THE YEAR**

**MARLA BECK**  
 PRESIDENT  
**ANDELCARE**  
 14400 BEL-RED ROAD, SUITE 109, BELLEVUE, WA 98007  
 (425) 283-0408 E-MAIL: MARLA@ANDELCARE.COM



Andelcare, founded in 2003 by Marla Beck and a former business partner, has become a premier, woman-owned, in-home care and rehabilitation provider for the elderly, the disabled and patients recovering from surgery and hospitalization. The company provides companionship, homemaking, personal care and nursing services to preserve the happiness, health, stability, security, dignity and independence of seniors and the disabled while living in the comfort of their own homes.

A cancer survivor herself, Marla – now the sole owner – has made it a tradition at Andelcare to provide personalized and affordable in-home care while upholding the trust of her clients and their families with the utmost integrity. The path to success was challenging, especially when Marla underwent her own cancer treatment. The company suffered a 100 percent turnover of administrative office staff. Marla's mother had a stroke. Marla's response included flexible pricing options, reduced expenses and a leaner and more efficient administrative staff.

Andelcare now has 100 employees and is projecting more than \$2.3 million in revenues for 2012. Andelcare was recognized in 2010 and 2011 by the *Puget Sound Business Journal* as one of Washington's 100 Fastest-Growing Private Companies. The newspaper also recognized Andelcare as one of the top 75 corporate philanthropists.

**WEST VIRGINIA 2012 SMALL BUSINESS PERSONS OF THE YEAR**



**FRANCES FOSTER BROOKS, CEO**  
**GENE T. BROOKS JR., PRESIDENT**  
**BROOALEXA LLC**  
 405 MAXWELL STREET, CHARLESTON, WV 25311  
 (304) 720-1922  
 E-MAIL: FRANCES@BROOALEXA.COM; GENE@BROOALEXA.COM

Frances and Gene Brooks started BrooAlexa LLC as a small trophy-making business in 2005 with just two employees. But when an SBA contract specialist advised the owners to change directions radically to gain access to federal contracting opportunities, they took the leap. Reborn as a construction company, BrooAlexa participates in SBA's Mentor-Protégé program and is certified in SBA's 8(a) Business Development and HUBZone programs.

BrooAlexa has now developed into a multi-faceted construction company in Charleston, WV with offices in Ohio, Kansas, Missouri, Maryland, Florida and Oklahoma. The company's services include general construction and it has secured successful design/build and construction management contracts. The company's change in focus has led to its expansion from two employees in 2005 to eight full-time and 33 part-time employees. Its sales increased from \$86,000 in 2008 to \$1.7 million in 2010, and \$1.4 million through the first six months of 2011.

In 2011, BrooAlexa received statewide recognition when it represented West Virginia small businesses in the WV Department of Commerce's *Business at the Speed of Life* promotional DVD. BrooAlexa appeared in national television advertisements which ran during West Virginia University football games and the Greenbrier Classic PGA tournament.

**WYOMING 2012 SMALL BUSINESS PERSONS OF THE YEAR**



**LEE AND TAMMY SWENSON**  
 OWNERS  
**RAPID WIRE LLC**  
 78 SIEVER'S ROAD, P.O. BOX 176, CORA, WY 82925  
 (307) 367-4103 E-MAIL: RAPIDWIRE@HOTMAIL.COM

Lee and Tammy Swenson decided to open their own wireline business in July 2007. Lee had worked in the oil and gas industry for ten years, and felt he could improve the wireline process. Wireline trucks provide both well intervention and formation evaluation operations. They are used throughout the oil and gas industry to gather data and transmit data about wells.

Lee and Tammy met with a Small Business Development Center counselor for advice, and developed a solid business plan. After obtaining an SBA guaranteed loan and waiting nine months for their wireline truck to be custom built, they secured their first customer in April 2008. To make the business successful, Lee spent the first few months working 12 to 16 hours a day, and hitting the road six or seven days each week, while Tammy managed the administrative and accounting duties.

Rapid Wire LLC has served more than 2,600 customers since its inception in 2007. The company added a new truck in November 2011 with innovative features that allow the company to provide additional oil and gas field services. The business currently employs six people and Lee and Tammy are planning for continued growth.

**WISCONSIN 2012 SMALL BUSINESS PERSONS OF THE YEAR**



**DR. THOMAS TURNER / DR. COREY BRIMACOMBE / DR. CARL HASH / DR. JOSHUA SPIEGL**  
 OWNERS  
**FIRST IMPRESSIONS S.C.**  
**FIRST IMPRESSIONS PEDIATRIC DENTISTRY, ORTHODONTICS AND ORAL & MAXIOFACIAL SURGERY SERVICES**  
 413 N. 17TH AVENUE, WAUSAU, WISCONSIN 54401  
 (715) 842-4649 TOLL-FREE: (877) 343-5435 E-MAIL: INFO@FIDKIDS.COM

Starting with one clinic in 1992, Dr. Carl Hash launched First Impressions on a mission to ensure that children enjoy a lifetime of healthy habits and smiles. Providing specialized, comprehensive oral care for infants, children, adolescents and patients with special needs has proven to be a good business.

In the years that followed, the practice was joined by Dr. Cory Brimacombe, Dr. Carl Hash and Dr. Joshua Spiegl. With success of the partnership came growth of the business. The thriving dental practice opened a second clinic in 2000, and another in 2005. With 73 employees, including nine dentists, the business offers a state-of-the-art, child-friendly environment.

First Impressions used an SBA 504 loan to construct three new buildings and to acquire equipment for the growing practice. The business has experienced sustained growth with the opening of two additional clinics in 2010, and another facility in the summer of 2011. With this, First Impressions has been able to expand its markets to the more rural areas of north central Wisconsin, and broaden its base and diversity of patients that seek its specialty care.



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**2012 FRANCES PERKINS VANGUARD AWARD**



**JOHN WOOLERY**  
 PRESIDENT & GENERAL MANAGER  
**BABCOCK & WILCOX TECHNICAL SERVICES PANTEX, LLC**  
 PO Box 30020, AMARILLO, TX 79120  
 (806) 477-6200 EMAIL: JWOLERY@PANTEX.COM

The U.S. Army constructed the Babcock & Wilcox Technical Services Pantex Plant in 1942 to load and package conventional artillery shells and bombs to support the World War II effort. Today, the B&W Pantex Plant is the nation's only nuclear weapons assembly and disassembly facility, and is responsible for maintaining the nation's nuclear weapons stockpile. B&W Pantex manages and operates the facility for the Department of Energy/National Nuclear Security Administration.

B&W Pantex's core missions are: national security, nuclear explosive operations, nuclear material operations and high explosive operations. Its daily operations include working with nuclear weapons stockpile stewardship, plutonium pit storage, high explosives work, engineering, safety, security, facilities management, quality environmental protection, and general administration.

B&W Pantex interacts with the small business community, consistently exceeds its small business contracting goals and has an established mentor-protégé program providing mentoring, training and project opportunities to small and women-owned businesses. B&W Pantex is a top performer in contract awards to women-owned businesses for the Department of Energy, reporting a three-year upward trend in contract awards to women-owned companies, from 19 percent of subcontracts totaling \$15.6 million in FY 2009, to 26 percent of subcontracts totaling \$20.0 million in FY 2011.

**2012 DWIGHT D. EISENHOWER AWARD - SERVICES**



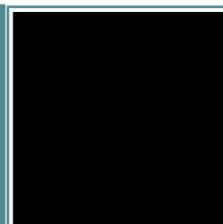
**GLENN SWEATT, CPCM, PMP, CCEP**  
 GENERAL COUNSEL  
**ENVIRONMENTAL CHEMICAL CORPORATION**  
 1240 BAYSHORE HIGHWAY, BURLINGAME, CA 94010  
 (650) 347-1555 E-MAIL: GSWEATT@ECC.NET

Environmental Chemical Corporation started as a small business in 1985. A graduate of SBA's 8(a) Business Development program, ECC is now a large firm providing a full-range of design-build and construction services, environmental remediation, engineering, energy and design management and military munitions response solutions.

The company's commitment to small business contracting – thanks to its proactive outreach initiatives and a strong focus on internal small business procurement training – has resulted in \$57 million in subcontract awards to small businesses in 2011. That year, ECC participated in 15 small business workshops, business matchmaking events, and 26 industry-related conferences. ECC also has several successful SBA mentor-protégé agreements in place with minority and women-owned small disadvantaged businesses. In addition, they participate in a Department of Defense mentor-protégé program. As a former small business, ECC is sensitive to the challenges faced by these new companies.

ECC's small business utilization rate has grown along with its workload, and it continues to surpass the government-established 23 percent small business contracting target. Last year, the company exceeded that goal by 158 percent. ECC supports small business participation during all stages of procurement, through mentoring and training designed to develop small businesses' capacity to maximize their ability to compete, grow and succeed.

**2012 DWIGHT D. EISENHOWER AWARD - CONSTRUCTION**



**MARK E. BAILEY**  
 PRESIDENT & CEO  
**CENTENNIAL CONTRACTORS ENTERPRISES, INC.**  
 11111 SUNSET HILLS ROAD, SUITE 350, RESTON, VA 20190  
 (703) 885-4600

Under the leadership of Mark E. Bailey, Centennial Contractors Enterprises, Inc. (CCE) employs more than 300 people and provides contracting services that support large facilities and infrastructure by managing construction renovation and rehabilitation projects. Known today as CCE, the company was bought in 1991 by two then company executives. It had established a record of high-level customer satisfaction in its work for the Department of Defense at the Pentagon.

Over the past 20 years, CCE has been awarded Job Order Contract, Design-Build and Indefinite-Delivery, Indefinite-Quantity contracts, of which project orders total more than \$2 billion. CCE's small business utilization is a large part of its core procedure. The firm has provided more than 4,000 opportunities to small business subcontractors each year, and during the past five years, it has subcontracted more than \$250 million to small businesses.

Providing project management, quality control, and administrative and home office support to more than 38 offices across the country, more than 82 percent of CCE's subcontract work is with small business. CCE has developed a successful Mentor-Protégé program and 100 percent of the Mentor-Protégé program contracts have been won competitively.

**2012 DWIGHT D. EISENHOWER AWARD - RESEARCH & DEVELOPMENT**



**MIKE WILSON**  
 CEO  
**ITT CORPORATION INFORMATION SYSTEMS**  
 5009 CENTENNIAL BLVD., COLORADO SPRINGS, CO 80919-2401  
 (719) 599-1756

ITT Corporation Information Systems (ITT/IS) was originally founded as International Telephone & Telegraph in 1920 by two brothers who set out to build the first worldwide system of interconnected telephone lines. ITT/IS is now a research and development, engineering company providing leading-edge technology services and products to government, industrial, and commercial customers. It employs more than 1,525 people in 23 locations across the nation.

ITT/IS boasts engineering and science expertise in developing advanced technologies and managing processes to develop, build, and operate large scale communication and information systems. It supports critical missions for defense and intelligence systems, air traffic management, space and earth science, and homeland defense.

The company has awarded more than 59 percent of its total fiscal year subcontracting dollars to small businesses and continues to provide meaningful subcontracting opportunities. ITT/IS has active subcontracting plans with the National Aeronautics and Space Administration, Defense Threat Reduction Agency, the Department of Energy, the Department of Homeland Security, the Federal Aviation Administration, the General Services Administration and the Department of Defense. It participates in mentor-protégé programs and is an approved mentor for the Departments of Defense, Homeland Security and NASA. The company's protégés have received more than \$23.4 million in subcontracts.

**2012 SURETY BOND PRODUCER**



**MICHAEL D. WILLIAMS**  
 PRESIDENT & CEO  
**CCI SURETY, Inc.**  
 1710 N. DOUGLAS DRIVE SUITE 110, GOLDEN VALLEY, MN 55422  
 (763) 543-6993

Their mantra at CCI Surety, Inc. (CCI) is "We Find a Way." The firm underwrites contract, commercial, and judicial surety bonds and aims to help small, emerging, and minority contractors achieve success in the field of construction through bond support and education.

Founded in 1999, CCI is a nationwide specialty program underwriting manager for several large U.S. corporate surety companies and is one of the largest underwriters and supporters of the SBA Surety Bond Guarantee Program.

Based in Golden Valley, Minn., CCI works with insurance companies in 38 states in the field of specialty bonding, where it has identified a need for its surety products and expertise. CCI represents six specialty markets, A-rated and Treasury-listed companies and has a single bond capacity up to \$50 million to handle larger accounts.

CCI President Michael D. Williams is a graduate of the Indiana University School of Business. Before founding CCI Surety, Inc., he gained 30 years of bonding experience working for top-rated firms such as The Aetna Casualty and Surety Company, Amwest Surety Insurance Company, and The Fairfield Company. Michael is very active in the communities of St. Louis Park, Minn., and Winter, Wis., and supports many local community causes.

**2012 REGION I SUBCONTRACTOR OF THE YEAR**



**LINDA RICHARDSON**  
 PRESIDENT  
**RICHARDSON ELECTRICAL COMPANY, Inc.**  
 17 BATCHELDER ROAD, SEABROOK, NH 03874  
 (603) 474-3900 E-MAIL: LRICHARDSON@RICHARDSONELECTRICAL.US

Richardson Electrical Company, Inc. is a fourth generation, family-owned, woman-owned business headquartered in Seabrook, New Hampshire. Founded in 1899, Richardson Electrical Company has been providing engineering, construction and maintenance services to municipal, commercial, industrial and federal customers for more than 100 years.

In the 1950s, Richardson Electrical Company specialized in water and wastewater treatment. At one point in the 1970s, the company had built, repaired, or modified every major water and wastewater treatment plant in New England. Since then, it has expanded its expertise and now has experience in medium and high voltage substation and distributing systems, radio industry projects, maritime and bulk unloading facilities, biotech and food processing, and green and renewable energy products.

In 1999, Richardson Electrical Company received Vice President Gore's Hammer Award for its work at the Charles George Hazardous Waste Cleanup Site. Recent projects include a subcontract to install a wind turbine at the Massachusetts Military Reservation, a subcontract to construct the U.S. Army New England Recruiting Battalion for the U.S. Navy at Portsmouth Naval Shipyard in Maine, and a subcontract to execute an electrical system upgrade in New Hampshire.

**2012 REGION II SUBCONTRACTOR OF THE YEAR**



**PAUL GROSSER, Ph.D., PE**  
 PRESIDENT  
**P.W. GROSSER CONSULTING, Inc.**  
 630 JOHNSON AVENUE., SUITE 7, BOHEMIA, NY 11716  
 (631) 589-6353 E-MAIL: PAULG@PWGROSSER.COM

Founded in 1990, P.W. Grosser Consulting, Inc. is a small, professional services firm that provides environmental consulting, engineering and program management services. The company has a staff of 60 professionals including civil, environmental, and water engineers; geologists; hydrogeologists; and environmental compliance specialists.

Grosser Consulting has served as a subcontractor for Brookhaven National Laboratory for 18 years providing remedial investigations, feasibility studies, remedial system design, maintenance support, project management support, engineering cost estimating, budget costing, planning services, contaminated soil removal, and decontamination and demolition. Brookhaven received funding under the American Recovery and Reinvestment Act, allowing it to accelerate several environmental restoration projects. Brookhaven reached out to Grosser Consulting for help with managing these projects, and Grosser Consulting was able to provide both project managers and project support, which increased productivity and time management for Brookhaven.

Other clients include The Port Authority of New York and New Jersey, Suffolk County College, Allstate Insurance, Harbor Links Golf Course and Winthrop University Hospital. Grosser Consulting currently has New York offices in Manhattan, Syracuse and Bohemia, and an office in Seattle, Washington.



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 entrepreneurs*



**2012 REGION III SUBCONTRACTOR OF THE YEAR**


**ROBIN TABER**  
 PRESIDENT  
**GEMINI TECHNOLOGIES, INC.**  
 1432 EASTON ROAD, SUITE 4H, WARRINGTON, PA 18976  
 (215) 491-9451 E-MAIL: ROBIN.TABER@GEMITEK.COM

Gemini Technologies, Inc. is a woman-owned business that uses state-of-the-art technology and research and development to support the defense, security and aviation safety industries' training efforts in counter-terrorism security, warfighting and readiness. Gemini's specialties are training services, systems engineering security and threat mitigation. Although it has only been in business for five years, Gemini has executed 19 contracts with a total value of nearly \$8 million.

The company recently helped the Transportation Security Agency (TSA) develop a prototype of its automated target recognition training for its Threat Mitigation Laboratory. Gemini completed 50 more prototypes within days to support rapid deployment of test pieces to training sites. The company also co-chairs the TSA's Threat Image Projection configuration control board which maintains threat images, libraries and items.

Gemini's chemical team developed an advanced simulation kit for explosive trace detection which saved the government more than \$1.5 million and dramatically increased the realism of its training. Gemini also provides active reserve military explosive ordnance disposal technicians with experienced dealing with explosive devices in combat zones. It is currently leading groundbreaking research for the Federal Aviation Administration to develop more durable runways for the nation's airports.

**2012 REGION V SUBCONTRACTOR OF THE YEAR**


**RONALD BARNETT II**  
 CO-FOUNDER  
 VICE PRESIDENT, AEROSPACE DIVISION  
**HAGGARD & STOCKING ASSOCIATES, INC.**  
 5318 VICTORY DRIVE, INDIANAPOLIS, IN 46203  
 (317) 788-4661 E-MAIL: RBARNETT@HAGGARD-STOCKING.COM

Haggard & Stocking Associates, Inc., a large privately held industrial/aerospace distributor in the Midwest, is nevertheless a small business with a history of performance in delivery, technical excellence, customer interface and labor relations. These factors contributed to L3 Communications' recent award to Haggard & Stocking of a 10-year contract for Vendor Managed Inventory solutions for the communications giant.

Launched in 1972 by Herb Haggard – still president and CEO – Haggard & Stocking has a reputation for real partnership with its customers, saving time and reducing costs. The company operates in nine locations across six states and services the aerospace, automotive, foundry, transportation, machine tool, medical, and fabrication markets with its advanced maintenance, repair, operating and production products.

The company has grown to its current annual sales volume of nearly \$40 million and employs 85 people. Under the direction of company Vice President Ronald Barnett, the Aerospace Division is expected to surpass \$18 million in sales this fiscal year and enjoys a 15 percent year-on-year growth since its inception in 1993. The company's objective is a simple one, the same one proffered by its founder back in 1972: "Develop solutions that help customers cut costs."

**2012 REGION IV SUBCONTRACTOR OF THE YEAR**


**MISTY MAYES, PE**  
 PRESIDENT  
**MANAGEMENT SOLUTIONS LLC**  
 2202 AWARD WINNING WAY, SUITE 201, KNOXVILLE, TN 37932  
 (865) 963-0400 E-MAIL: MMAYES@MANAGEMENTSOLUTIONSLLC.COM

Management Solutions LLC is a woman-owned project management services company that specializes in project management/control services, project management training, construction management, information systems application/integration, process improvement, and cost estimating services. Since the company's inception in 2002, it has provided project management support to the Department of Energy's Oak Ridge National Laboratory for its scientific, national security and infrastructure projects.

Initially, Management Solutions supported one division of the laboratory at Oak Ridge; it now supports 17. The company developed Oak Ridge's project management system, its procedures, software solutions and trained Oak Ridge's lab personnel. By doing so, it has grown from three employees to 40 and from a contract valued at \$8,000 to more than \$18 million. It also holds subcontracts from the Department of Defense and various commercial firms.

Management Solutions also implemented a system to manage all American Recovery and Reinvestment Act funding for Oak Ridge in 2009. When asked to relocate 300 researchers to a new laboratory and develop a spreadsheet to track relocation of chemicals and equipment, the company used a SharePoint site to provide ready access for the research divisions. The site was so successful that the lab shared it with other national labs facing similar dilemmas.

**2012 REGION VI SUBCONTRACTOR OF THE YEAR**


**KIRK McWETHY**  
 PRESIDENT  
**SDV CONSTRUCTION, INC.**  
 6436 EDITH BLVD, NE, ALBUQUERQUE, NM 87107-2004  
 (505) 883-8914 E-MAIL: KIRK@SDVCONSTRUCTION.COM

Founded in 2005 by Kirk McWethy, a mechanical engineer and war veteran, SDV Construction, Inc. is a service-disabled veteran-owned construction and general contracting firm for projects ranging from hospital construction to radiation hot cells. The company has 24 employees and services New Mexico, Colorado, Arizona and Texas. It executes 25 projects annually ranging from \$1,000 to \$3 million, providing concrete, framing, drywall and electrical services, and averages \$9 million in revenues annually.

SDV's first job was for post-Hurricane Katrina rebuilding work on the Gulf Coast. Clients included the Los Alamos National Laboratory, General Mills, Honeywell International, the U.S. Army Corps of Engineers, Chugach Management Services JV, the U.S. Fish and Wildlife, the State of New Mexico and the University of New Mexico.

The company entered into a Mentor-Protégé agreement with Los Alamos National Security, LLC and Los Alamos National Laboratory to foster growth and become a successful subcontractor to the companies and the Department of Energy. Some notable projects include: building the livestock barns for the Living Desert Zoo and Gardens State Park, waste water treatment facilities for Los Alamos National Laboratory and aircraft hangar renovations for Holloman Air Force Base.

**2012 REGION VII SUBCONTRACTOR OF THE YEAR**


**VINCE GIMENO**  
 GENERAL MANAGER  
**O'FALLON CASTING**  
 600 CANNONBALL LANE, O'FALLON, MO 63366  
 (636) 272-6176 E-MAIL: VGIMENO@OFALLONCASTING.COM

Hitchiner Manufacturing Company of Milford, New Hampshire established a Nonferrous Division in O'Fallon, Missouri to produce aluminum investment castings for the commercial and defense aerospace market. When sales fell at the end of the Cold War, the castings division in Missouri floundered and was sold in 2003 to a local company, O'Fallon Casting LLC.

At that time, O'Fallon Casting employed 97 people and had annual sales of \$10 million, but its facilities needed refurbishment, and its technology needed an upgrade. Even with strong competition from domestic and foreign producers, the company saw a market for its products. Meeting that market, however, would require an aggressive plan of self-funded reinvestment. O'Fallon Casting implemented lean manufacturing techniques to recover manufacturing floor space, shorten production cycles and improve cash flows, replaced carts and trays with conveyors and robotics, and installed new technologies like laser scanning to provide customers with better service and higher quality.

Over the past eight years, the company has grown to employ more than 135 people operating on three shifts and has revenues of more than \$20 million per year. Its markets currently include most major aerospace companies in the United States, and it is working to establish an overseas presence.

**2012 REGION IX SUBCONTRACTOR OF THE YEAR**


**VICKIE WESSEL**  
 PRESIDENT  
**SPIRIT ELECTRONICS, INC.**  
 23910 N. 19TH AVENUE, SUITE 26, PHOENIX, AZ 85085  
 (480) 998-1533 E-MAIL: V.WESSEL@SPIRITELECTRONICS.COM

In 1978, Vickie Wessel and her then-husband purchased the Albuquerque and Phoenix offices of an electronics retail business where they were employed and Spirit Electronics, Inc. was born. The company specialized in computer peripheral equipment and expanded into the radio frequency/microwave and active and passive components distribution business. Upon her divorce, Vickie Wessel became sole owner of Spirit Electronics, Inc.

The Native American, woman-owned and small disadvantaged business provides supply-chain solutions and distributes electronic components for global technology leaders in the aerospace, defense and communication industries. Spirit Electronics, Inc. provides components used in products ranging from fighter jets to guided missiles, and has become a \$41 million company with 16 employees.

Spirit Electronics, Inc. recently entered into an Air Force-funded, Department of Defense Mentor-Protégé contract that allowed it to expand its technical knowledge and capabilities in supplier-managed inventory data integration, radio frequency identification, programmable read-only memory and secure facility and complex kitting. The company worked with a Historically Black College and University to help provide training and develop the business case for using radio frequency technology to offer inventory management and property tracking services to its clients. Spirit Electronics, Inc. now provides kits for engineering development hardware to its nominator, Raytheon.

**2012 REGION VIII SUBCONTRACTOR OF THE YEAR**


**LAKEO LEWIS**  
 CHIEF EXECUTIVE OFFICER  
**LEWIS ENGINEERING**  
 2790 H ROAD, GRAND JUNCTION, CO 81506  
 (970) 257-7777 E-MAIL: LLEWIS@LEWISENGINEERING.US

Lewis Engineering, a minority, woman-owned and small disadvantaged business founded in 1981, is a precision machine shop offering assembly and design engineering. Lewis Engineering specializes in aerospace products, turbine engine components, rapid prototyping and industrial pumps. Lewis Engineering now has 40 employees and has expanded its technical capabilities to include flight safety manufacturing for commercial and military aircrafts.

The company became flight safety-certified, which has been critical for the long-term sustainability of the company. The certification allowed it to manufacture flight-critical hardware for military platforms. Lewis Engineering has secured contracts for complex flight safety hardware with applications on the F-35 Lightning Joint Strike Fighter aircraft, and has won contracts for over two dozen complex machined parts used for the single source engine for the Joint Strike Fighter.

Lewis Engineering entered into a Department of Defense Mentor-Protégé agreement with United Technologies Corporation's Hamilton Sundstrand division to increase its capabilities and shop floor capacity, improve its complex machining technology and become a certified FAA 145 repair station. The agreement has allowed Lewis Engineering to become a more successful subcontractor. Lewis Engineering was recently selected by the governor of Colorado as one of three locations to announce his Colorado Blueprint for Economic Development.

**2012 REGION X SUBCONTRACTOR OF THE YEAR**


**MARIA C. CARPENTER**  
 PRESIDENT  
**VANTAGE POINT CONSULTING**  
 19700 DERBY STREET, WEST LINN, OR 97068  
 (503) 780-8173 E-MAIL: CRISTINE.CARPENTER@VANTAGEPOINT-INC.COM

Shortly after she stepped out of the work force to start a family in 2006, Maria Cristina Carpenter realized she just couldn't stay away. Her answer was to start another business venture. She and her husband, Jeffrey Carpenter, founded Vantage Point Consulting to provide professional management support, customer service and process re-engineering services to the federal government and higher education sectors.

Before launching Vantage Point, Maria Cristina worked in human resources for the U.S. Navy for more than eight years, and later for the U.S. Patent and Trademark Office. Jeffrey had worked over 12 years providing management solutions in the federal and higher education sectors. Their experience guides their work at Vantage Point.

Vantage Point helps clients by identifying customer relationship management needs and then developing prioritized projects that close the gaps between current processes, policies, technologies and best practices. Among its achievements, Vantage Point was asked to support IBM on the integration of the Army Reserves and Army National Guard into a system used by the active duty Army.

Vantage Point's employees enjoy high morale and commitment to the company's mission, and the company consequently has a very low turnover rate. Since its inception, Vantage Point has had five consecutive profitable years.

**2012 REGION I PRIME CONTRACTOR OF THE YEAR**



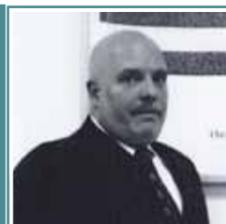
**JOHN HALEY**  
 PRESIDENT  
**WATERMARK**  
 175 CABOT STREET, LOWELL, MA 02066  
 (978) 452-9696 E-MAIL: JOHN@WATERMARKENV.COM

Despite the near-collapse of the financial markets in 2008 and the resulting recession, Watermark Environmental, Inc. not only survived but prospered under the leadership of its president, John Haley. The company's success is directly related to John's decision to diversify its business portfolio and pursue federal contracts.

Watermark Environmental, Inc. (Watermark), founded in 2001, provides architectural design, engineering, environmental consulting, construction management, construction, remediation, operation, and maintenance services. A graduate of the SBA's 8(a) Business Development program, its revenues average more than \$30-\$40 million annually, thanks in part to federal contract work. Some of Watermark's clients include: the U.S. Army Corps of Engineers, U.S. Navy, U.S. Coast Guard, U.S. Air Force, National Guard Bureau, U.S. Marine Corps, National Park Service, National Resource Conservation Service, General Services Administration and several municipal, commercial and private sector clients.

Watermark secured construction contracts to repair dams, rehabilitate hurricane barriers and provide remediation services to contaminated waste sites. In 2010, Boston Business Journal recognized Watermark on its list of the region's "50 Fastest Growing Private Companies." Inc. Magazine also listed Watermark as one of the "5,000 Fastest Growing Companies in the U.S." The company has expanded from two to 65 employees and opened two additional offices in Florida and Pennsylvania.

**2012 REGION II PRIME CONTRACTOR OF THE YEAR**



**DANIEL J. FERNANDEZ II**  
 PRESIDENT  
**DJ MECHANICAL, Inc.**  
 600 RIKE DRIVE, SUITE A, MILLSTONE TOWNSHIP, NJ 08535  
 (609) 371-2039 E-MAIL: DFERNANDEZ@DJSMECH.COM

When there is an emergency, Daniel J. Fernandez, president of DJ Mechanical, Inc. is the "go to guy" in New Jersey for outstanding mechanical and electrical contract support. Founded in 1990, DJ Mechanical, Inc. is a minority-owned, 8(a)-certified mechanical contracting firm specializing in plumbing and heating services, including simple unit installations, replacements and complex systems design.

DJ Mechanical, Inc. also provides piping and ductwork services, masonry, electrical services, welding and general construction support. Daniel is one of the few people in New Jersey certified to install and operate traveling water screens. The company has 20 employees and in 2011 produced more than \$16 million in revenues. It services federal, commercial and private sector clients, but 87 percent of its sales are generated by the federal government.

Some of DJ Mechanical, Inc.'s major projects included: renovating and servicing the heating, ventilation and air conditioning (HVAC) system for the Naval Branch Health Clinic Lakehurst and for the city of Secaucus's Housing Authority, Public Library and Department of Recreation. DJ Mechanical, Inc. demonstrated exemplary customer service when it instructed the Warren Hill School Districts' maintenance staff on how to operate and repair the boilers that it replaced – saving the school district time and money on costly repairs.

**2012 REGION III PRIME CONTRACTOR OF THE YEAR**



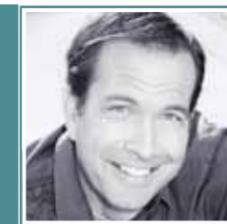
**ROBERT FITZGERALD**  
 OWNER  
**BOSH GLOBAL SERVICES**  
 ONE COMPASS WAY, NEWPORT NEWS, VA 23606  
 (757) 271-3428

BOSH Global Services is a veteran-owned, 8(a) certified firm specializing in turnkey technical and operations support services for unmanned aircraft system owners and operators, special operations units, emergency responders and sensor data consumers. BOSH supports its customers with mission-critical unmanned systems, communications networks, video distribution technologies and intelligence, surveillance and reconnaissance systems and analysis.

The company has employed some of the nation's most important remotely piloted aircraft systems deployed today. It is a prime contractor for the U.S. Air Force Academy's Remotely Piloted Aircraft program. The program is a critical first step toward the development of a ground-breaking Air Force Center of Excellence for unmanned aircraft systems research at the Academy.

BOSH developed the curriculum for basic and advanced instructor courses and the certificate of authorization for the Academy to receive approval from the Federal Aviation Administration to fly in Academy airspace. The company provided trained ground observers to monitor flight paths and coordinate with pilots to avoid encounters or collisions. It also provided a mobile training team to train the Air Force's Special Operation Forces in Japan and Thailand. The Virginia Chamber of Commerce recently recognized BOSH as one of Virginia's 50 fastest growing companies.

**2012 REGION IV PRIME CONTRACTOR OF THE YEAR**



**GLENN T. MARCUM**  
 OWNER/PRESIDENT  
**ECOSTRUCT GROUP LLC**  
 2467 PLEASANT VIEW ROAD, PLEASANT VIEW, TN 37146  
 (615) 504-7934 E-MAIL: GMARCUM@ECOSTRUCTGROUP.COM

EcoStruct Group LLC is a project management and consulting business that provides eco-conscious construction services. The company offers sustainable building and "green" infrastructure services including decentralized wastewater and drip irrigation. Other services include erosion control, commercial construction, project specific consulting, reuse (a form of recycling to protect the environment) and design/build aligning to deliver turnkey projects.

One notable EcoStruct project is its provision of engineering and construction services for the design of the wastewater collection system and treatment facility at Wrangler's Campground in Western Kentucky, under a contract awarded by the National Forest Service under the American Recovery and Reinvestment Act. Wrangler's Campground was originally developed in the 1970s, and last renovated in the 1990s, leaving an immediate need for improvement to its wastewater system.

EcoStruct stepped up to the challenge despite the poor existing infrastructure and the complexities of balancing construction with annual visitation to the campground, typically in excess of 100,000. Wrangler's Campground anticipated closing several areas of the campground to allow EcoStruct to complete the project, which would have resulted in lost revenue for the facility, but EcoStruct scheduled construction around weekend visitations, so the facility would not lose revenue, and completed construction before its highest visitation periods.

**2012 REGION V PRIME CONTRACTOR OF THE YEAR****DEBRA KELLAMS**

SECRETARY &amp; TREASURER

**TRI COUNTY BUILDERS Co., Inc.**

3100 W. 16TH STREET, PO BOX 967, BEDFORD, IN 47421

(812) 275-3304 E-MAIL: DEBBIEKELLAMS@TRICOUNTYBLDRS.COM



Tri-County Builders Co., Inc. is a HUBZone-certified construction business that has been serving federal and state government clients for 29 years. The company currently has three contracts with the Naval Facilities Midwest Public Works Department in Indiana including a three-year \$10 million contract to repair and maintain ammunition magazines and inert storage buildings.

The U.S. Navy initially experienced problems with water infiltration into magazines. Tri-County offered an innovative solution by combining high pressure foam injection and epoxy to fill cracks and eliminate the water infiltration while remaining compliant with the government's explosive safety regulations. Another notable project is an American Recovery and Reinvestment Act contract to provide on-site coordination with the Crane Army Ammunition Activity (CAAA) on the magazine and inert building maintenance and repair contract.

While Tri-County built the forms to replace the front wall of the dock for one of the magazines, CAAA received an emergency request from warfighters on the front line for ammunition stored in that magazine. Tri-County removed the installed formwork at no cost to the government, demobilized from the job site so warfighters can access the magazine and completed the project on schedule. It has successfully performed on Navy contracts for more than 20 years.

**2012 REGION VI PRIME CONTRACTOR OF THE YEAR****CYNTHIA JONASSON**

PRESIDENT

**DENCO, Inc.**

10990 BATAAN MEMORIAL EAST, SUITE 100, LAS CRUCES, NM 88011

(575) 524-8316 E-MAIL: ADMIN@DENCONM.COM



Founded in 1997 as DJ's Welding, Denco, Inc was a two-person, home-based welding company specializing in portable custom fabrication, structural welding, fencing and wrought iron work. Now it has grown to become a general construction firm, an 8(a)-certified, woman-owned, small disadvantaged, facility management and specialty construction company with 71 employees and more than \$22 million in revenues.

Denco services federal, state and city clients throughout the southern region of New Mexico. Its clients include the U.S. Navy, U.S. Air Force, U.S. Army, NASA, Defense Threat Reduction Agency, Northrop Grumman, Toltest, Inc., New Mexico State University, MIT's Lincoln Laboratory and Enterprise Advisory Services, Inc. Denco provided construction, facility maintenance and test support services at the High Energy Laser Static Test Facility on White Sands Missile Range.

Since becoming 8(a)-certified, Denco has worked on complex contracts including the construction of a water purification pilot plant and remodeling of five buildings for the U.S. Corps of Engineers. Denco will graduate from the 8(a) program in June. The company built a 10-mile test track for the U.S. Army Corps of Engineers. It has reinvested its profits into the company by acquiring and maintaining its own heavy equipment fleet, allowing it to keep costs low for its customers.

## THE VALUE OF BUILDING PARTNERSHIPS FOR STRONGER COMMUNITIES.

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### THE VALUE OF PERFORMANCE.

## **NORTHROP GRUMMAN**

NORTHROPGRUMMAN.COM

**2012 REGION VIII PRIME CONTRACTOR OF THE YEAR**

**STEPHEN K. WOOD**

PRESIDENT

**CAPCO, INC.**

1328 WINTERS AVENUE, GRAND JUNCTION, CO 81501

(970) 243-8480 E-MAIL: S\_WOOD@CAPCOINC.COM

Incorporated in 1958, Capco, Inc. specializes in manufacturing, testing and research and development of mechanical, electrical and energetic components for the Department of Defense. For more than 15 years, Capco has supplied the U.S. Navy fleet with cartridge-actuated devices that eject airborne expendable countermeasures from aircraft.

Capco produces high volume critical impulse cartridges used in aircraft self-protection systems installed in every Navy and Marine Corps aircraft platform. These cartridges play a critical role in the successful use of flares and chaff that deter adversary attacks on our nation's warfighters. The decoy flares are used to divert heat seeking missiles, and the chaff provides a passive jamming action against enemy radar. Also, expendable jamming devices transmit radio frequency power to counter airborne and land-based semi-active radar guided missiles.

Since these devices are explosive and require high technical capabilities to produce, Capco has established itself as a critical resource with an in-depth understanding of cartridge interaction and aircraft electronics. The reliability of these cartridges is vital because a malfunction can result in downed aircraft and the loss of human lives. Capco's impulse cartridges were vital to the safety of our nation's war fighters and allies during recent missions in Libya and the Middle East.

**2012 REGION X PRIME CONTRACTOR OF THE YEAR**

**CUAHTEMOC RODRIGUEZ**

PRESIDENT

**COLDFOOT ENVIRONMENTAL SERVICES**

6670 WES WAY, ANCHORAGE, AK 99518-1575

(907) 770-9936 E-MAIL: CUAHTEMOC@COLDFOOTENY.COM

Founded in 2001, Coldfoot Environmental Services, Inc. is a minority and service-disabled veteran-owned, 8(a)-certified business specializing in construction, demolition, environmental cleanup and hazardous materials abatement on military installations throughout Alaska. The company has 38 employees and averages more than \$2.8 million in revenues.

Coldfoot has been providing goods and services to the U.S. Air Force for more than 11 years, first as a sub-contractor and now as a prime contractor. Coldfoot launched its own demolition department to become a general contractor and provide fencing, painting, flooring and janitorial services in 2004. The company also expanded its construction division in 2008 to include fireproofing, carpentry, welding, concrete, masonry, electrical services, framing, road repair and structural renovation.

Coldfoot's major projects include: demolition of Harborview Hospital, the design and construction of a heated flight crew shelter for the Elmendorf Air Force Base and abatement and painting of the Alaska Command Headquarters, a historic World War II building. Other projects include constructing the enclosed riding arena for the Rainbow Connection and water well drilling for the National Park Service. Coldfoot has also worked with the American Red Cross, Alaska Chapter, to provide CPR and First Aid instructors to assist in their emergency preparedness programs.

**2012 REGION IX PRIME CONTRACTOR OF THE YEAR**

**CHARBEL FARHAT**

VICE PRESIDENT AND SENIOR SCIENTIST

**CMSOFT**

1900 EMBARCADERO ROAD, SUITE 107, PALO ALTO, CA 94303

(650) 855-9310 E-MAIL: CFARHAT@CMSOFTINC.COM

Founded and incorporated in Colorado in 1999, CMSOft made a strategic move to California's Silicon Valley in 2004 so it could be closer to its customers, some of the largest aerospace companies in the world. CMSOft provides multi-physics software and consulting services to the aerospace, automotive, defense and computing industries to support innovative design, system performance enhancement and certification.

One of its main products is the AERO Suite, a structural/thermal analyzer for multi-physics simulations. The company has redefined many state-of-the-art computational technologies and sold them to larger software vendors. It also provides consulting services on advanced engineering projects ranging from performance optimization of a Formula 1 car to the flutter clearance of new supersonic business jets.

Since 2005, CMSOft received six Small Business Innovation Research (SBIR) Phase I awards, five SBIR Phase II awards and one SBIR Phase III award in the following areas: aerothermoelastic simulation, system deployment and relative motion analysis, aeroacoustic analysis and geometric proximity of independent systems simulation. These research projects led the U.S. Air Force to write an innovation success story about CMSOft, and made its AERO Suite product commercially viable. Some of CMSOft's clients include Lockheed Martin, Goodyear Tire & Rubber Co., Toyota, the U.S. Air Force, Sterling Dynamics and Desktop Aeronautics.





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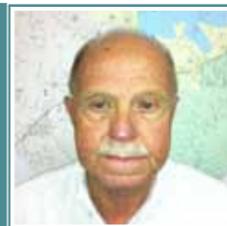
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**2012 PHOENIX AWARD FOR OUTSTANDING CONTRIBUTIONS TO DISASTER RECOVERY BY A PUBLIC OFFICIAL**



**MIKE FISHER**  
**EMERGENCY MANAGEMENT COORDIANTOR - BASTROP COUNTY, TEXAS**  
 804 PECAN STREET, BASTROP, TEXAS 78602  
 (512) 581-4022 E-MAIL: EMC@CO.BASTROP.TX.US

“Check your egos and logos at the door,” was Mike Fisher’s greeting to the state and federal emergency teams gathered to support Bastrop County’s response and recovery efforts in the aftermath of the worst wildfire incident in Texas history. It started Labor Day weekend in 2011, burned for 30 days, scorched over 34,000 acres and destroyed more than 1,700 homes and businesses.

Aware that a “team-first” approach was critical to the task at hand – saving property and protecting lives – Mike took the lead in working with other officials to write a plan to deal with the effects of the fire. Besides managing evacuations, firefighting operations, debris disposal and restoring local utilities and infrastructure, Mike also provided timely updates to the public and the media.

His calm and expert leadership and his insistence on establishing solid relationships with state and federal agencies involved in the area’s long-term recovery made it possible for Bastrop County to successfully begin the rebuilding process. Mike’s credo – preparedness is the only defense – led him to start work on a historical record of the response to the wildfire. The idea is to take what was learned – through interviews with first responders and those involved in the recovery – and record those best practices as a resource for community planners and fire prevention teams.

**2012 PHOENIX AWARD FOR OUTSTANDING CONTRIBUTIONS TO DISASTER RECOVERY BY A PUBLIC OFFICIAL**



**GREGG KENNEDY**  
**MAYOR, TOWN OF SMITHVILLE**  
 60001 FRANKLIN STREET, SMITHVILLE, MS 38870  
 (662) 651-4063  
 E-MAIL: SMAYOR@TRACEROAD.NET

The tornado warning sirens went off at around 2:30 p.m. on April 27, 2011. Mayor Gregg Kennedy of Smithville, Mississippi and two city clerks took cover under a boardroom table at the Town Hall. Ten seconds later, the three were looking up at the sky. The building, along with most of the rest of Smithville, was utterly destroyed, virtually wiping it off the map. In less than a minute, the fierce tornado packing 205 miles per hour winds had killed 16 residents, destroyed 153 homes, four churches, the Town Hall, the police headquarters and 14 of the 15 businesses in the one square mile area of Smithville.

Mayor Kennedy took quick action, working with a doctor to set up a makeshift hospital. He organized the search and rescue efforts, coordinated restoration of the town’s infrastructure, and ran the emergency command center.

Mayor Kennedy, who serves on a part-time basis, also took a six-month leave of absence from his full-time job to support the town’s recovery efforts. Working for days without sleep, Mayor Kennedy became a symbol of optimism for Smithville’s surviving residents and set into motion the foundation for the town’s rebirth, rebuilding better, as he said, “for generations to come.”

**2012 PHOENIX AWARD FOR SMALL BUSINESS DISASTER RECOVERY**

**BARRY O’DONOVAN**  
 PRESIDENT  
**O’DONOVAN’S PUB**  
 112 SOUTH AVENUE E., CRANFORD, NJ 07016  
 (908) 276-3414 E-MAIL: BARRYKINCORA@AOL.COM



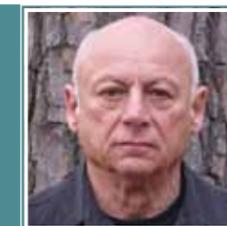
Barry O’Donovan was planning a celebration – the third anniversary of his Kilkenny House restaurant, named after the town in Ireland where he grew up. But then, Hurricane Irene devastated Cranford and his business on August 28, 2011. The storm left 12 feet of water in the basement, where the restaurant’s office, electrical system, food prep and refrigeration areas were housed. The flooring in the restaurant was destroyed, and, all told, the losses totaled about \$300,000.

An astute business owner, Barry had already worked to establish a reputation as one of Cranford’s most eager boosters, always ready to support local fundraisers. For example, he has donated a percentage of an evening’s proceeds to the high school football team, and also to a family in desperate need. To support the recovery of local produce vendors and the small brewery in town, he set a goal to be open for business by October 15.

Barry also helped find temporary jobs for his staff. Meanwhile, he received an SBA disaster loan for \$262,000, which he used to cover the rebuilding costs. Only six weeks after the flood – a week before his October 15 deadline, Barry and his staff of 22 reopened Kilkenny House.

**2012 PHOENIX AWARD FOR OUTSTANDING CONTRIBUTIONS TO DISASTER RECOVERY BY A VOLUNTEER**

**ALFRED A. MIGNACCI**  
 724 DAVIDSON STREET, RALEIGH, NC 27609  
 (919) 545-9575  
 E-MAIL: MIGNACCI@BELLSOUTH.NET



Hardest hit in North Carolina during the tornadoes in April 2011 was the Stony Brook mobile home development in Raleigh. Of 183 homes in the community, 50 were destroyed and 98 were badly damaged. The tragedy was magnified by the loss of four children. Al Mignacci, a 74-year-old retiree with a background in mechanical engineering, took the community - comprised mostly of Hispanic immigrants - under his wing.

Working 60 to 80 hours per week for six months, often in rain or extreme heat, Al repaired mobile homes, coordinated countless volunteer work crews from around the country and managed purchases and delivery of building materials. He became the “go to” person on all construction repairs, making sure the work was done correctly.

Because of the language barrier, gauging the basic needs of each family became increasingly difficult. Al recruited translators from neighboring churches to establish communication, allowing residents to get the help they needed. If he heard a missing person report, Al would take the initiative to support search efforts. Al’s sense of responsibility, sharp organizational skills and a compassionate heart made him a central figure in Stony Brook’s rebuilding process, and gave the residents an energizing dose of hope and self-respect.

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**2012 VETERAN SMALL BUSINESS CHAMPION OF THE YEAR****KEITH KING**

PRESIDENT AND CEO

**KEITH KING & ASSOCIATES LLC**

325 E. CRESCENT LANE, DETROIT, MI 48207

(313) 446-6885



Launched in 1998 Keith King & Associates LLC is an advertising and public relations firm located in Detroit, Michigan. The firm specializes in multimedia campaigns that buy outdoor billboards, television and radio commercials, and web-based advertisements. Keith, a Vietnam War veteran who served in the U.S. Army from 1969 to 1971, has grown his company substantially over the past year and currently employs eight people. He is passionate about helping fellow veteran entrepreneurs and has spearheaded several campaigns across Michigan to advocate for veteran business owners.

Keith chairs the Michigan Service Disabled Veteran Business Owners Roundtable and was instrumental in having legislation approved that established state contracting goals for Service Disabled Veteran-Owned businesses. While serving as commissioner of the Michigan Vietnam Monument Project, Keith helped raise \$2.8 million and created two ad campaigns on behalf of the Commission.

As national public relations chairman of the Vietnam Veterans of America, Keith helps promote veteran business ownership throughout the country. His biggest impact on veteran entrepreneurs may be his 10 years of service on the Michigan Veteran Trust Fund's Board of Trustees. His knowledge of veteran programs and his efforts to shape them has increased support for veteran business owners throughout Michigan.

**2012 FINANCIAL SERVICES CHAMPION OF THE YEAR****DAVID ADAMS**

CEO

**MICHIGAN CREDIT UNION LEAGUE**

101 S. WASHINGTON SQUARE, SUITE 900, LANSING, MI 48933

(800) 262-6285 E-MAIL: DAVE.ADAMS@MCUL.ORG



For Dave Adams, advocating on behalf of credit unions is more than simply what he does. It's his passion. As president and CEO of the Michigan Credit Union League & Affiliates, one of his biggest roles is developing awareness of the great opportunities available to credit unions that provide small business loans to entrepreneurs and small business owners.

Responding to former Governor Jennifer Granholm's call for support for Michigan's small businesses, Dave pushed for the creation of the Credit Union Small Business Financing Alliance and a pledge by Michigan's credit unions of \$43 million for small business loans. Dave's efforts have been credited for the impressive growth of small business lending by credit unions in Michigan over the 12-month period ending in June 2011. During that time, Michigan's credit unions' lending to small businesses grew by 18 percent, compared to the national growth rate of 4.4 percent.

Dave also was a strong advocate for the Small Business Jobs Act of 2010 and worked hard to increase federal funding to help small businesses. A native of Utah, Dave received a bachelor's degree in finance from the University of Utah and an M.B.A from Utah State University.

**2012 WOMEN IN BUSINESS CHAMPION AWARD**



**SARAH CALHOUN**  
 FOUNDER AND OWNER  
**RED ANTS PANTS**  
 206 EAST MAIN STREET, WHITE SULPHUR SPRINGS, MT 59645  
 (406) 547-3781 E-MAIL: SARAH@REDANTSPANTS.COM

Sarah Calhoun is a passionate and principled business owner who measures the success of her company with a double bottom line approach – her business profitability and its business impact on others, especially women. Sarah is founder and owner of Red Ants Pants and president of the Red Ants Pants Foundation.

Sarah's business start was unique and unforeseen. Growing up on a farm, she had a natural affinity for the outdoors and spent a lot of her working hours in ill-fitting men's work pants. In frustration, she contacted apparel manufacturers about their missed opportunity to outfit women like her. One of them suggested she start her own brand. So that's what she did.

Founded in 2006, Red Ants Pants designs and produces heavy duty work-wear for women. Based in a downtown store-front, all of the company's production takes place in the United States and supports women in non-traditional roles.

An outspoken advocate for women in business, Sarah established the Red Pants Foundation in 2011, a non-profit that develops and expands leadership roles for women. She is an active presence at the local, state and national levels of government, and has an impressive track record of advocating for small businesses in government.

**2012 SBA YOUNG ENTREPRENEUR OF THE YEAR**



**MARK MASTERS**  
 CEO  
**CHLOETA FIRE LLC**  
 13101 S. PENN AVENUE, SUITE 13, OKLAHOMA CITY, OK 73170  
 (877) 245-6382 E-MAIL: MMASTERS@CHLOETAFIRE.COM

Mark Masters worked as a seasonal firefighter in Oklahoma, Oregon and Montana during his summer breaks at Oklahoma State University. He followed that same path after graduation, working as an engine captain for the National Park Service, and a zone fire prevention technician for the U.S. Department of the Interior's (DOI) Bureau of Indian Affairs.

A tribal member of the Oklahoma Cherokee Nation, Mark later took an administrative job at the National Interagency Fire Center. While it didn't compare with being on the ground fighting fires, he learned a lot about federal contracting, and used this experience to launch his own company.

Experts told him there was no market for private companies specializing in fighting land fires. Mark ignored them, poured extensive research into a business plan, and launched Chloeta Fire in 2009 at the age of 26. Within two years the company had grown from one employee to 65. When federal agencies like the DOI's Bureau of Land Management can't defeat a wildfire on its own, Mark gets a call, and his crews are on-site within two hours. The company has won 12 multi-year federal and state contracts with terms from three to seven years, and annual profits have increased to \$1 million.

**2012 HOME-BASED BUSINESS CHAMPION OF THE YEAR**



**WENDY NAVARRO**  
 OWNER  
**SAIGE NICOLE'S SPECIALTY BABY AND TODDLER BOUTIQUE**  
 3313 HYLAND AVENUE, UNIT C, THE OC MART MIX, COSTA MESA, CA 92626  
 (888) 657-1599 E-MAIL: WENDY@SAIGENICOLES.COM

Wendy Navarro established Saige Nicole's Specialty Baby and Toddler Boutique in 2006, and her experience as a home-based owner of an online retail business has helped her become a successful small business person, as well as a mentor, educator and advocate for other home-based business owners and entrepreneurs. After a successful career with the Tustin Superior Court and three years as a stay-at-home mother, Wendy launched her online boutique showcasing high-quality baby products from independent companies.

Family-owned and operated, Saige Nicole's is an upscale retailer of specialty children's clothing and accessories. By using independent designers, the company can offer exclusive apparel and accessories through its online store, and operate a retail space that gives independent businesses an affordable location to showcase their merchandise.

Wendy diligently supports other home-based businesses by mentoring and networking with other home-based businesses, and engaging in legislative advocacy for home-based businesses in her industry. Through her business model, Wendy supports other home-based businesses by working largely with independent designers who are primarily women entrepreneurs. Nearly 90 percent of her suppliers are mom-preneurs. She regularly shares her business strategies and best practices through published articles, varying media outlets and featured blogs.

**2012 MINORITY SMALL BUSINESS CHAMPIONS OF THE YEAR**



**DR. DICK C.E. DAVIS, CEO**  
**SHARON D. DAVIS, PRESIDENT**  
**THE DAVIS COMPANIES**  
 1313 CUMING STREET, OMAHA, NE 68102  
 (402) 399-9090 E-MAIL: INFO@DAVISCOMPANIES.COM

Sharon and Dick Davis worked hard for 40 years to establish a legacy of achievement as the owners of a prosperous insurance, bonding and consultation firm in Omaha, but they wanted more than their own success. They were bothered by the high unemployment and poverty rates and the cycle of hopelessness in the African-American community in nearby North Omaha. So Sharon and Dick rolled up their sleeves and worked for economic revitalization of the community.

They took on key roles with several local organizations, including the African-American Empowerment Network and the Mayor's Task Force on Small and Emerging Businesses. Using personal and company funds, Dick and Sharon invested \$2 million in minority businesses with high growth potential in North Omaha. They contributed to a collateral guarantee fund program, which ultimately awarded \$6.4 million in contracts to 29 minority and woman contractors.

Besides coaching minority firms and preparing them for long-term growth, Dick and Sharon also helped foster future entrepreneurs in the Omaha Public Schools through the "Careers for Kids" program. Several other local businesses have joined in supporting the program's continuation, too. So far, "Careers for Kids" has funding commitments worth \$2 million. In 2011, 170 students and 30 parents participated in the pro-

**2012 EXPORTERS OF THE YEAR**


**ALBERT YOUNGWERTH, PRESIDENT**  
**JOE DEGANO, SALES & MARKETING MANAGER**  
**ALISON KELSEY, INTERNATIONAL DISTRIBUTION DEVELOPMENT**  
**REKLUSE MOTOR SPORTS, INC.**  
 110 E 43RD STREET, BOISE, ID 83714  
 (208) 426-0659 E-MAIL: AL@REKLUSE.COM; JOED@REKLUSE.COM;  
 ALISON@REKLUSE.COM

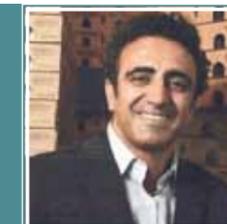
By deploying creative, strategic marketing techniques, Rekluse Motor Sports, Inc., has carved itself a niche in international markets despite the challenging economic situation both in the U.S. and abroad. Rekluse is the sole producer of Auto Clutch technology products for motorcycles and has targeted export markets through its racing series and team tie-ins.

A computer engineer by training, Al Youngwerth was a motocross racing enthusiast from his childhood days. After developing a new auto-clutch for motorcycles in 2002, he launched Rekluse in 2003. He was later joined by Joe DeGano who, in 2001, had founded his own company to train and develop aspiring motocross racers. Alison Kelsey, also a motorcyclist, joined Rekluse's team in 2010 and brings a unique retail sales perspective that has helped her develop the company's successful international marketing and distribution strategy.

The company's export sales have grown year after year since its creation in 2003, thanks to an SBA guaranteed loan, and a grant from the state of Idaho funded by the SBA's State Trade and Export Promotion program, and the help of the U.S. Commercial Service's Gold Key Matching Service. During the height of the economic downturn in the U.S., Rekluse's international sales jumped 45 percent in 2010.

**2012 ENTREPRENEURIAL SUCCESS OF THE YEAR**

**HAMDI ULUKAYA**  
**PRESIDENT & CEO**  
**CHOBANI, INC.**  
 147 STATE HIGHWAY 320, NORWICH, NY 13815  
 (607) 337-1246 E-MAIL: HAMDI.ULUKAYA@AGRO-FARMA.COM



It all started in 2005 with the purchase of a 100-year-old plant in upstate New York, a staff of three, an SBA 504 loan, and an ambitious Turkish immigrant who switched his product line from feta cheese to Greek yogurt. Two years later, Hamdi Ulukaya and his team at Chobani, Inc. began producing Chobani Greek Yogurt.

Penetrating a market saturated with familiar names like Yoplait and Dannon was possible because Hamdi decided to create a creamier Greek yogurt, with twice the protein, without artificial flavors or preservatives. In October 2007 Chobani, Inc. sold its first shipment to a grocery store on Long Island. By 2008 the company had grown to 83 employees, with sales of \$22.9 million. Within four years Chobani has grown to become a major player in the U.S. Greek yogurt market, with 1.7 million cases shipped weekly.

Chobani, Inc. is also a job-creator, having expanded to 1,200 employees. The company expects to hire 400 Idaho residents when its Twin Falls plant opens in 2012. Hamdi's philosophy - "keep the product simple, know what you do and do it better than anybody" - is reflected in Chobani's tremendous success. Sales during the first nine months of 2011 were \$434 million, with the company's net worth at \$117 million.

**2012 JEFFREY BUTLAND FAMILY-OWNED BUSINESS OF THE YEAR**


**BRIAN JAY HAYER**  
**PRESIDENT & CEO**  
**WARNER AND COMPANY INSURANCE**  
 318 BROADWAY, FARGO, ND 58102  
 (701) 237-6414 E-MAIL: BHAYER@WARNERANDCOMPANY.COM

Warner and Company Insurance was founded in 1911 by Raymond Warner and his partner Alonzo Rupert. Harold Hayer purchased the company from the founding Warner family and took majority ownership in 1974. In 2007, Harold's children, Brian Hayer and Denise Magness, continued the tradition of family ownership at the agency and purchased all voting shares of the company, becoming president and vice president respectively.

Warner and Company Insurance has been in the insurance industry for 100 years, selling business, personal, health and life insurance for individuals and groups. The company survived a tornado that hit Fargo in 1957, and a 1997 flood that destroyed Warner and Company's Grand Forks branch office.

In 2004, Warner and Company invested nearly \$1 million to renovate its three-story headquarters during a period of renewal in downtown Fargo. The company has its headquarters' office in Fargo, in addition to its other full service branch offices: the Kramer Agency in Bismarck, Thompson Insurance in Grand Forks, and Schiller Insurance in Detroit Lakes, Minn. Warner and Company has continued to grow, purchasing 13 agencies in the last 25 years.



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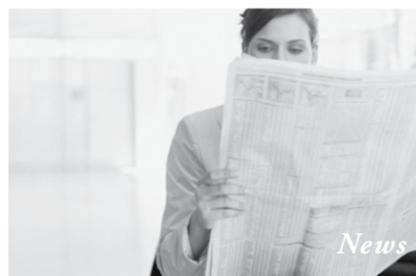
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- Margaret Mead

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