NATIONAL SMALL BUSINESS WEEK

MAY 5 - 11, 2019

U.S. Small Business Administration

Celebrating America’s entrepreneurs and small business owners.

SBA.gov/NSBW
Business Success Starts Here.

SCORE is the nation's largest network of volunteer, expert business mentors, with more than 10,000 volunteers in 300 chapters.

find a mentor at SCORE.org
Dear Small Business Week winners,

It is my pleasure to welcome you to the U.S. Small Business Administration’s annual celebration of entrepreneurship and innovation - National Small Business Week. We congratulate you, as part of the nation's 30 million small businesses, on your success and thank you for your valued contributions you make to our communities.

For more than 50 years, National Small Business Week has been a rite of spring. The season brings a sense of optimism and renewal as the days get longer and the sun shines brighter. From my perspective as Acting Administrator of the SBA, there's no better sign of optimism than an entrepreneur who invests in their skills, their community, and our economy by starting or expanding a business. Spring is a season of growth, and I am so proud of the role the SBA has in helping small businesses grow.

Entrepreneurs are the gardeners - planting the seeds, monitoring the climate, and reaping the rewards of their work. I think of the SBA as a helping hand with a green thumb. We provide the right tools at the right time, no matter what stage of the lifecycle a small business is in - starting out, scaling up, or getting through a tough time when disaster strikes.

There’s no such thing as status quo in business. If you're not growing, you're falling behind. During the past year, the SBA has reimagined its own mission in an effort to continue growing in service to its stakeholders - the entrepreneurs, resource partners, lenders and others we serve. It is redefining its position as the nation's only go-to resource for small businesses backed by the strength of the federal government. As a Cabinet-level agency, the SBA is proud to advocate on behalf of the nation's entrepreneurs and ensure their interests are represented to the White House. The agency shapes policies and regulations aimed at helping small businesses succeed. It powers the American Dream by connecting entrepreneurs to funding, counseling and training, opportunities for government contracts, and strategies for expanding to international markets.

As part of this newly reimagined SBA, we are also working to modernize and streamline our processes to make them more efficient and effective. From online lending services to webinars that train them in new skills, entrepreneurs can increasingly access the SBA's resources at any time or place that is most convenient for them and their busy schedules. The agency continues to work with its 68 district offices and resource partners like Small Business Development Centers, Women's Business Centers, Veterans Business Outreach Centers and SCORE chapters to ensure the assistance entrepreneurs need is always in reach.

Thank you for all that you do and for joining the SBA in honoring our nation's entrepreneurs during National Small Business Week. I believe today's vibrant economy provides a fertile soil in which small businesses can thrive, and I am confident the SBA’s expertise and services can help cultivate their success.

Warm regards,

Chris Pilkerton
Acting Administrator
May 5, 2019

Dear Friends:

As Chairman of the U.S. Senate Committee on Small Business and Entrepreneurship, it is an honor to welcome you to the 56th annual National Small Business Week in Washington, D.C. The contributions that you, and the more than 30 million American small businesses, contribute to our economy cannot be overstated.

National Small Business Week is a tradition designated by the president since 1963 and highlights the accomplishments of our small businesses and the entrepreneurial spirit found across America. During the week, there are a number of events held in Washington and throughout our nation aimed at promoting and celebrating small business owners.

Small businesses are job creators, exporters, and the heartbeat of our local communities. In my home State of Florida, there are 2.5 million small businesses that employ 3.3 million Floridians, which is approximately 40 percent of Florida’s workforce. There are also more than 56,000 small business exporters who contribute to local economies while reaching beyond our borders to expand the footprint of the United States abroad. These businesses, and entrepreneurs who want to start businesses, can and should turn to the U.S. Small Business Administration (SBA) for critical resources to help them start and grow their business. These programs include providing access to capital, contracting opportunities, counseling, and training.

I am proud to serve on this committee alongside Ranking Member Ben Cardin. Together, we advocate for small business owners and remain committed to making sure that SBA’s programs and services are meeting the needs of tomorrow’s entrepreneur.

Congratulations to this year’s award recipients and a special thank you to all who are participating in these events. You embody the American dream and continue to help our local economies flourish. I wish you continued success and growth in the coming years.

Sincerely,

Marco Rubio
Chairman
U.S. Senate Committee on Small Business & Entrepreneurship
Dear friends:

Every year for over 50 years, our nation has recognized National Small Business Week—a time to celebrate and reflect on the central role that America’s 30 million small businesses play in shaping our communities and boosting our economy.

Over half of Americans own or work for a small business, creating around two out of every three net new jobs in the United States. Additionally, America’s small businesses account for 54% of all U.S. sales.

As Chairwoman of the House Small Business Committee, I am committed to pursuing an agenda that puts the issues facing small businesses front and center. Whether it’s the important policy conversations like infrastructure reform or embracing 21st century technology, I will ensure that small businesses have a seat at the table.

I would especially like to recognize this year’s outstanding award winners, including Christopher Bren, William Freedman, and Todd Stewart from Picture Farm II, LLC, a small creative firm in my Congressional District in Brooklyn, New York. Finally, let me thank the Small Business Administration for their work in putting this week’s events together. Sending my best wishes for a joyful, productive, and inspiring National Small Business Week.

Sincerely,

Nydia M. Velázquez
Member of Congress
April 22, 2019

Dear Friend:

In the Senate, I have the honor of representing the State of Maryland, which we Marylanders call “America in Miniature,” due to the diversity of our state. As I have travelled to all parts of Maryland over the years—from bustling metropolitan areas like Baltimore City to rural communities on the Eastern Shore—I have learned that small businesses are not just where we buy products and services, they are the building blocks that make up our communities.

It is with that understanding that I welcome you to National Small Business Week and offer my sincere congratulations to all the “Small Business Person of the Year” winners! Your contributions to our economy cannot be overstated.

I look forward to National Small Business Week every year because it is a chance for us to honor the small businesses in our communities that don’t make headlines, but that steadily move our economy forward by improving industries, developing new products, and creating employment opportunities for half of all American workers.

As we honor our small businesses this week, we must also remember that they need support from Washington, D.C. My focus as Ranking Member of the U.S. Senate Committee on Small Business & Entrepreneurship is to ensure that Congress provides the Small Business Administration with the tools and resources necessary to support small business, as well as to address the specific historical challenges that women and minority business owners and entrepreneurs face.

Thank you all for bringing dynamism and ingenuity to the American economy, and I wish you all continued success.

Sincerely,

Benjamin L. Cardin
Ranking Member
U.S. Senate Committee on Small Business & Entrepreneurship
Dear Entrepreneur:

I am honored to welcome you to our Nation's Capital, and to National Small Business Week. This is the time of year where we celebrate you, the American Industrialist, and your successes.

This is my 23rd year on the Small Business Committee. I have had the privilege to serve as its Chairman for 4 years, and its Ranking Member for 3. During that time, I have come to realize just how difficult your job as a small business owner is, and how hard it can be to create something that is lasting and of value. The number of roadblocks you must navigate can seem to be endless, and it takes great courage to persevere to be successful. Yet, innovators such as yourselves consistently beat the odds and succeed.

It is unfortunate that you often go unrecognized for all the work that you do. But this week, we want you to know just how important you are and highlight the contributions you make to your communities and to the nation. This week, I stand with my colleagues in Congress, President Trump, Vice President Pence and the leadership of the Small Business Administration to share in your success, congratulate your effort, and encourage you to continue your passion. Thank you for all that you do.

Sincerely,

Steve Chabot (OH-1)
Ranking Member
<table>
<thead>
<tr>
<th>Award</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phoenix Awards for Disaster Recovery</td>
<td>12</td>
</tr>
<tr>
<td>Small Business Persons of the Year</td>
<td>13</td>
</tr>
<tr>
<td>Small Business Investment Company of the Year</td>
<td>40</td>
</tr>
<tr>
<td>Jody C. Raskind Microlender of the Year</td>
<td>40</td>
</tr>
<tr>
<td>SCORE Chapter of the Year</td>
<td>41</td>
</tr>
<tr>
<td>8(a) Graduate of the Year</td>
<td>41</td>
</tr>
<tr>
<td>Women’s Business Center of Excellence Award</td>
<td>42</td>
</tr>
<tr>
<td>Veterans Business Outreach Center Excellence in Service Award</td>
<td>42</td>
</tr>
<tr>
<td>Small Business Development Center Excellence and Innovation Award</td>
<td>43</td>
</tr>
<tr>
<td>Small Business Prime Contractor of the Year</td>
<td>43</td>
</tr>
<tr>
<td>Exporter of the Year</td>
<td>44</td>
</tr>
<tr>
<td>Small Business Subcontractor of the Year</td>
<td>44</td>
</tr>
<tr>
<td>Dwight D. Eisenhower Awards</td>
<td>45</td>
</tr>
<tr>
<td>2019 National Small Business Week Cosponsors</td>
<td>47</td>
</tr>
</tbody>
</table>
Phoenix Award for Disaster Recovery by a Volunteer 2019

Christine Nieves Rodriguez, Volunteer/Co-Founder
Luis Rodriguez Sanchez, Volunteer/Co-Founder

Proyecto de Apoyo Mutuo Mariana (PAM)
(Mariana Mutual Support Project)
Humacao, PR

Christine Nieves Rodriguez had been away from her childhood home of Puerto Rico for several years, earning degrees in Communications from the University of Pennsylvania, and a master’s in Social Policy and Social Intervention from the University of Oxford. In early 2017 she returned to Mariana, a mountainous area of Humacao, with her husband Luis. On September 20, 2017, the couple found themselves huddled in a tiny bathroom for three hours, windows and doors exploding, glass flying everywhere as Hurricane Maria, with winds of 155 mph, tore the island apart. The damages to their own home, they felt, paled in comparison to the destruction of Puerto Rico’s infrastructure. Christine and Luis shook themselves out of their own exhaustion and grief and decided to help Mariana recover.

The couple found a large space, recruited volunteers who could cook and serve meals, got food donations, and found a neighbor with a working pickup truck who loaded up large containers of water from a nearby oasis. Their initiative, the Proyecto de Apoyo Mutuo Mariana (PAM) ultimately fed more than 5,000 people.

Christine and Luis expanded PAM’s operations and recruited more volunteers. The couple was also able to secure the largest solar generator on the island, free Wi-Fi, three water towers, several health clinics, and meal deliveries for the sick. Christine and Luis’ resourcefulness, courage, and determination made it possible for the people of Mariana to challenge their circumstances and emerge as victors, prepared to support the rebirth of Puerto Rico.

Phoenix Award for Disaster Recovery by a Public Official 2019

Linda Parks, Ventura County Supervisor, District 2

Thousand Oaks, CA

The quiet of Thousand Oaks was shattered Wednesday, November 7, 2018 when an armed assailant gunned down nine men and three women in a mass shooting inside the Borderline Bar and Grill. Ventura County Supervisor Linda Parks arrived at the scene at 2 a.m. and spent the next nine hours comforting family members at a community center. On the heels of that tragedy, Supervisor Parks watched another catastrophe bearing down on Ventura County as the Woolsey Fire erupted November 8. By Saturday, the fire had expanded to 70,000 acres, with no end in sight. High winds hampered fire-fighting efforts. By the time the fire was contained, nearly 97,000 acres had been scorched, three people lost their lives, and more than 295,000 residents, including Supervisor Parks, were evacuated from 105,000 homes. Supervisor Parks cleared out her office and loaned it to county officials for their use as a Victims Assistance Center. She coordinated several fire recovery town hall meetings for displaced residents. In addition to attending fire briefings with the Governor’s office, the Department of the Interior and FEMA, Supervisor Parks held numerous press conferences urging residents to follow evacuation and safety orders. Supervisor Parks worked to authorize a California Office of Emergency Services debris removal program, and supported firefighters by helping water agencies craft messages urging residents to reduce water use. A former planning commissioner, council member and mayor of Thousand Oaks, Supervisor Parks was adept at managing city and county resources to deal with the mass shooting and the devastating wildfires. In the months that followed, Supervisor Parks, along with five mayors from nearby cities, co-authored a fire preparedness Op-Ed that called for the future use of underground utility lines, since many fires are caused by sparks from overhead power cables.
Phoenix Award for Disaster Recovery by a Small Business 2019

**Stephanie Vitori, President**

Cheeseburger Baby

Miami Beach, FL

Stephanie Vitori started out as a 21-year-old delivery driver for Cheeseburger Baby (CBB) in 2001. After learning the operation from the ground up, she bought the business in 2004. With a staff of six she began working on creating a menu that would outshine the national burger chains popping up in Miami Beach. Her initial business involved door-to-door marketing and social networking. For the product, she decided to use 100 percent Angus beef, fresh bread and vegetables—nothing frozen. Stephanie built a thriving eatery that grew to 20 employees, two food trucks, and annual revenues of $800,000. “Baby’s Favorite Burger”—an applewood smoked bacon cheddar cheeseburger with a fried egg on top—is a favorite of fans that include Jay-Z, David Beckham and Miami Heat guard Dwayne Wade. Hurricane Irma nearly brought CBB’s success story to an end. The September 2017 mega-storm destroyed CBB’s marquee sign, air conditioning units, freezers, cooking equipment, and damaged the roof of a food truck. Lost sales and property damages caused an economic hit of $150,000. Thinking on her feet, Stephanie used a generator from one of the food trucks to power the restaurant and begin the recovery process. The CBB team cooked food for local officials and volunteers helping with the post-hurricane clean-up. Stephanie received an SBA disaster loan for $197,000 to cover working capital needs and repair costs. The SBDC at Florida International University helped restructure CBB’s financial operations and develop a business continuity plan. The SBA assistance enabled CBB to get the staff and revenue back to pre-disaster levels. Last year, Grubhub featured CBB as part of a campaign promoting the growth of women-led restaurants. Meanwhile, CBB gives back to the community by giving police, firefighters and military veterans discounts off their restaurant checks. They also contribute to the Susan G. Komen foundation during breast cancer awareness month.

**Small Business Person of the Year 2019**

**Alabama**

**Alana Hodde Parker, President**

Rocket City Drywall & Supply

Huntsville, AL

Alana Parker began following her grandfather around “learning the ropes” of the family business, Rocket City Drywall & Supply, Inc., when she was just five years old. Thirty years later, she is strong, fearless, and the business president.

Rocket City Drywall & Supply is a building material distribution company, specializing in the sale of wall and ceiling products. At 25, Alana stepped up as manager of what was then a failing business. Within three years, she turned the business around and purchased it from her grandfather. Along the way, she sought help from the SBDC and WBC in Huntsville, AL, and was able to secure an SBA 7(a) loan which she used to purchase the business.

Today the company operates a single location with 10 employees and revenues of over $3 million. Alana is active in the Huntsville community serving on multiple county organizations, receiving multiple awards for her success.
**Arizona**

**Jennifer Herbert, Chief Executive Officer**  
**Jeff Herbert, Chief Strategic Officer**

Superstition Meadery  
Prescott, AZ

Jeff Herbert got his first taste of the possibilities of creating new flavors of Mead, an alcoholic beverage made by fermenting honey, after taking a brewery course at Chicago’s Seibel Institute. Jeff and his wife Jennifer founded Superstition Meadery in 2012, and that year they produced 300 gallons of mead and cider in a 20 square-foot space. Fruit, herbs, spices and barrel aging are the basics of mead production, a beverage that has been enjoyed across cultures around the world going back 4,000 years.

Within two years, demand for Superstition’s mead and cider products pushed the couple into a 2,500 square-foot space, which they outgrew in six months while producing 6,800 gallons of mead and cider. Counseling from the local Small Business Development Center, and two SBA loans supported the continued domestic and international expansion to five countries. Superstition Meadery’s sales had grown from $724,000 in 2015, to $1.9 million in 2017, and staff increased from nine to 20.

Jennifer and Jeff contribute to CASA for Kids, an organization that supports abused or abandoned children, the Sierra Nevada Resilience IPS project to raise money for forest fire victims, and the Susan G. Komen Breast Cancer Foundation.

**Alaska**

**John Tatham, President**  
**Jan Tatham, Vice President**  
**Shelley Bramstedt, Secretary/Treasurer**

PIP Printing of AK  
Anchorage, AK

Sisters and life-long Alaskans Jan and Shelley Bramstedt, together with Jan’s husband, John Tatham, opened PIP Printing in May 1979. The three had a desire to continue the family legacy of pioneering Alaska’s economic growth and they saw the need for businesses to advertise and market their company other than radio and television.

After initial success, PIP used a $100,000 SBA guaranteed loan to purchase a business condo. This took them from a single 1,400 square-foot facility to three buildings totaling 19,000 square feet where they operate today. PIP has grown to nearly $7 million in gross sales.

These buildings are located in an economically depressed part of Anchorage. John leads a local group to find solutions to the neighborhood’s challenges with a homeless and vagrant population, vandalism, theft, and drug abuse. PIP currently employs 41 people and many “hard to place” individuals, providing them with healthcare and retirement benefits. Many have worked at PIP for more than 10-20 years.
Jeff Perry started All Industrial Tool Supply, an industrial distributor of metalworking tools and industrial supplies, in 2010 out of a spare bedroom with just $1,300. He has fulfilled his dream to not only create a company that serves its customers well, but also its team members and the community.

All Industrial Tool Supply has completely leveraged e-commerce, selling its products across the country and worldwide. With assistance from the SBA's Emerging Leaders initiative and SCORE mentoring, Jeff has seen nearly 50 percent employee growth and more than 40 percent revenue gains. The company now occupies a 9,000 square-foot inventory space with 17 employees.

Through Jeff's leadership and vision, the company has grown by more than 30 percent each year and has been featured as an Inc. 5000 Fastest Growing Company. A devoted family man, he now mentors other business owners, donates to vocational schools and nonprofit organizations, and serves on several committees.

April Broderick grew up in her father’s fire extinguisher company starting at the lowest rung on the job ladder at A & A Fire and Safety Company. In 2014, April became the majority owner and president. At that time, the company consisted of her father and herself—with annual sales of $250,000. Today, the company employs seven full-time and six part-time personnel and is projected to earn $895,000.

At the helm, April made the strategic decision to diversify the company’s business interests to include government contracts. She worked with the Arkansas Procurement Technical Assistance Center to learn about federal contracting opportunities, gained entry into SBA’s 8(a) Business Development Program earning her 8(a) certification, and graduated from SBA’s Emerging Leaders program in 2016.

Eight months later, she landed a five-year, $1 million contract with Little Rock Air Force Base. In 2018, the company was awarded a two-year contract with a large steel plant, a five-year GSA contract, and a $250,000 blanket purchase agreement. Shortly thereafter, the company earned a second five-year 8(a) contract for $360,000.
**Colorado**

**Rick Schmidt, Founder & Owner**

Tipping Point Solutions (TPS)
Centennial, CO

With over 28 years of experience, Rick Schmidt started Tipping Point Solutions (TPS), Inc., in 2011, as a multimedia eLearning company that specializes in designing and developing interactive training solutions. Rick has developed a highly respected company with 34 full-time employees as a Native-American, service-disabled veteran-owned and SBA certified 8(a) small disadvantaged business.

In addition, Tipping Point Media, the film production arm of TPS, provides media services to numerous commercial and federal customers. Rick, a 2018 graduate of the SBA's Emerging Leaders program, has set TPS apart by offering training products that provide an immersive learning experience. The company also received support from the Procurement Technical Assistance Center and Small Business Development Center.

TPS has experienced rapid growth by expanding business operations in Arizona and doubling the size of its workforce. In 2018, its office complex doubled in size, opening a renovated 3,600 square-foot field office in Sault Ste Marie, Mich.

Rick has been a longtime supporter of numerous charitable foundations and corporate volunteer events.

**Connecticut**

**Joyce Reynolds, President**
**Jerado Reynolds, Vice President**

Reynolds Welding and Fabrication
Windsor, CT

Reynolds Welding and Fabrication, LLC is a family-owned and operated business, started by Jerado Reynolds in 2005, and later joined by his wife, Joyce in 2015. Headquartered in Windsor, the company specializes in structural steel cutting and welding work, carried out in its own state-of-the-art facility.

A master welder, Jerado learned the trade from his uncle and earned certification from the American Welding Society. The business began with just three employees, and today employs 10. Tragedy struck when the Reynolds' eldest son Dwayne was killed in a car accident. He played an integral role in the family business and rebounding from the loss proved difficult for both family and business operations. Nevertheless, they continue to persevere.

When business operations reached full capacity in 2017, an SBA 504 loan helped to purchase a new building to meet growing demand and plan for future growth. Additionally, Joyce continues to receive small business training and counseling from the SBA's Women's Business Center.

Joyce and Jerado work with inner city youth and also work to provide young adults early employment opportunities for apprenticeships.
District of Columbia

Paul Abbott, Owner  
Laura Abbott, Owner  
Life of Riley  
Washington, DC

Paul and Laura grew up around dogs in Ireland. Receiving his bachelor’s degree in Business, Paul began a varied career: from online gaming in Ireland and live comedy in the U.K., to super yachts in Monaco and dogs here in America. Laura earned her Bachelor of Science in Agriculture and, for years, worked in a Dublin-based veterinary clinic.

In 2013, the couple moved to the U.S. with their dogs, Riley and Alba. Before returning to visit Ireland, the Abbotts searched for a dog-boarding establishment; what they discovered was a pet care market opportunity.

Life of Riley started as a dog-walking business in 2013, quickly transitioning to a dog hotel, daycare, and grooming business. Their first storefront opened in Rockville, Maryland, in 2015. Despite serious delays caused by an underground powerline catastrophe, their Washington, D.C. location – through the help of an SBA-backed loan – opened two years later. By the end of 2017, Paul and Laura had quadrupled their employee count from 10 to 39, growing revenues from $263,000 to $778,000, while contributing regularly to canine-related causes.

Delaware

Donald Chupp, President & CEO  
Fireside Partners  
Dover, DE

In early 2007 Donald Chupp founded Fireside Partners to address the underserved business aviation market. He used his contacts as a U.S. Air Force veteran to provide emergency plan writing and emergency response consultation for the aviation industry.

In October of 2017, Fireside relocated their headquarters to a new 30,000 square-foot facility adjacent to Dover Air Force Base, to provide a state-of-the-art Emergency Operations Center (EOC) which allows Fireside access to a Humanitarian Emergency Liaison Program (HELP) Team within minutes. Twelve years and 40 employees later, Don expanded his business to meet the growing needs of his customers including providing his emergency response services all over the U.S. and internationally. Fireside has 121 annual service contracts in place, monitored over 17,000 flights in 2018 and responded and deployed to 13 actual emergencies.

Don utilized the services of the Small Business Development Center and SCORE which were instrumental in assisting with writing contracts and internal business documents. Now, he even participates as a guest instructor for the SBA Boots to Business Program. Don consistently participates in and financially supports events which support veterans and active duty military. He also participates in the Delaware State University and University of Delaware paid internship program and has at least one intern performing actual project work.
Georgia

Rebecca Lamont, President and Founder
Jeffrey Lamont, Director of Operations

Pathways Behavioral Consulting
Atlanta, GA

Rebecca and Jeff Lamont founded Pathways Behavioral Consulting, LLC, a leading provider of applied behavior analysis therapy services for individuals with autism and related disorders in 2014. Pathways serves individuals from birth to adults in home, school, community and their clinics. Becky Lamont, President, is a board-certified behavior analyst with more than 20 years of special education experience in central administration and public school settings and Jeff Lamont serves as the Chief Operating Officer.

After the company’s inception, the Lamonts sought assistance from the University of Georgia’s Small Business Development Center and it helped them refine Pathway’s business plan and secure a line of credit to maximize their business. Pathways is now recognized as a top 10 percent provider for behavioral health organizations in the country and has been accredited as a Behavioral Health Center of Excellence. It now has 56 employees and grossed $1.6 million in revenues in 2017.

Becky participates on various committees to support and promote behavior analysts in GA and the company actively participates in events to support research to find a cause and cure for autism.

Florida

Jeff Turbeville, Owner & CEO
Sunshine Peanut Company
Jacksonville, FL

Jeff Turbeville started Sunshine Peanut Company in 2003, after almost 12 years of working in his father’s food distribution business. Even though Jeff did not have the experience at the time in food manufacturing, he has helped to grow the company to a $10 million a year business. Jeff decided to establish the company in a federal HUBZone in an effort to contribute back to the community. The company hires local residents and also ex-convicts looking for rehabilitation and employment opportunities.

The company faced many challenges including a severe drought that raised the cost of their raw goods. The company almost closed down due to the economic turmoil caused by the drought. Jeff made a decision to shell the peanuts in-house, and reduce operating expenses. The company eventually became profitable, and acquired the building next door to accommodate the growing needs of the business. The company has recently worked with the Small Business Development Center at the University of North Florida to obtain a loan through the U.S. Department of Agriculture in the amount of $3 million to further grow the company.
Richard Chan and Mika Caldwell, Vice President
ARCHWAY
Tamuning, GU

Richard Chan and Mika Caldwell founded Archway, Inc. in 1996 as a wholesaler of coffee and tea beverages. In 2003, Archway started the “I Love Guam Co” campaign and trademarked t-shirts, mugs, keychains and teddy bears. It also pioneered the “I Love Guam Co” mural and bus stop paintings around the island to promote and encourage island beautification. Archway instituted a celebration of Guam’s first baby of the year which provides gifts to babies and their families. Archway opened its first drive thru infusion coffee and tea café with a distinctive menu including strong health options like TropiKale smoothies and local favorites Latiya Latte and Mango Mansi in 2008. The company has added a new infusion café almost every year since its inception and plans to open another one this year. It has more than 140 employees and grossed more than $7 million in sales in 2017.

Hawaii
Rolf Klein, CEO
Alvin Bongolan, COO
Hawaii Energy Systems
Aiea, HI

Rolf Klein and Alvin Bongolan started Hawaii Energy Systems (HES), LLC in 2006 as a specialty sales, consulting, engineering, contracting and service company specializing in building automation, energy management and energy efficiency solutions commonly known as Smart Buildings. Today, HES is a leading provider of energy management and control solutions throughout the Pacific including Guam, American Samoa and Saipan. Since the company’s inception, it has grown from six to 44 employees and $7 million in revenues. With the help of an SBA-backed 504 loan, HES purchased property to allow for scalable operations and expanded to include turn key product installation and energy services. It has successfully penetrated the private sector, military, hotel and resort hospitality industry, residential, healthcare and colleges/universities.
Idaho

**Nate Bondelid, President**

Tek-Hut
Boise, ID

Nate Bondelid formed Tek-Hut, Inc., in 2001, a computer networking firm that specializes in IT solutions. Tek-Hut has become the largest provider of internet service for education in Idaho, working with more than 72 school districts and over 200 school districts nationwide.

In 2014, Tek-Hut opened an SBA revolving line of credit to help with the expansion of an advanced fiber optic network, which resulted in a 350 percent revenue increase the following year. The firm expanded to an additional 10,000 square-foot location, allowing the company to double to 37 employees.

Tek-Hut is active in the community, supporting local youth programs, and its intern program trains students from the school districts it serves. The firm’s rapid growth under Nate’s leadership has allowed the company culture to support the professional development and work-life balance of its staff. Tek-Hut’s commitment in providing value to its customers, partners, and employees has enabled it to retain top talent in the industry.

Illinois

**Cornelius Griggs, President & CEO**

GMA Construction Group
Chicago, IL

A military veteran and U.S. Army Commendation Medal recipient, Cornelius Griggs founded GMA Construction in 2009 from his home office. Today, the firm which provides construction and design-build services has grown to occupy a 5,000 square-foot office in Chicago’s Bridgeport neighborhood and employ 86 people. Sales have grown from $1 million in 2015 to $17 million in 2018.

Cornelius obtained two SBA-guaranteed 7(a) loans in 2016 and 2017 which helped the company to upgrade software and office space, hire project-specific personnel, and invest in training resources to comply with industry standards. Cornelius also graduated from SBA’s Emerging Leaders program in 2016, dedicating seven months to developing a strategic growth plan for his business.

Cornelius, who grew up in underserved neighborhoods, established the CREATE Program in partnership with a local school to encourage student interest in engineering careers through mentorship, classroom studies, and hands-on industry experience. He also established affiliation agreements to help students transition to four-year degree programs. More than 100 students have graduated, and 15 have been hired at GMA.
Brad and Angie Barber longed for a place in Clear Lake where the locals could meet, drink a cup of coffee, and enjoy a bagel. In 2001, the couple decided to create such a space.

From a single location in 2002, Cabin Coffee has steadily grown from a start-up with no employees to a successful company with a staff of 140, and sales of $5.5 million in 2017.

In 2003, Brad and Angie contacted the SBA’s Small Business Development Center program for guidance on franchising. Now there are 15 Cabin Coffee franchises throughout the United States, with more to come.

An SBA 7(a) loan helped the couple open a second location in Mason City in 2009. A 504 loan in 2017 covered construction costs for the company’s new distribution and franchise support center in Clear Lake.

Brad founded two local community organizations—United to Serve, and North Iowa Networking. They also support the North Iowa Vocational Center.

Casey Wright, CEO
NinjaZone LLC & Wright Gymnastics Greenwood, IN

Wright Gymnastics Academy opened in 1975 in suburban Indianapolis when Casey Wright’s parents, local educators Bob and Dana, decided to take the plunge into teaching tot tumbling full time. As the business grew, Casey’s parents utilized a special SBA loan program for women to finance the purchase of their first building in the early 1980s. Casey grew up in the business and was an extremely successful competitive gymnast. When she wasn’t training, Casey was working and soaking up the entrepreneurial skills she would need to manage the business on her own.

Casey purchased the family business in 2006. Since that time, Casey has used three SBA Express Program loans to grow Wright Gymnastics from two to six academies. She also developed a new brand—NinjaZone—which includes curriculum development, coaching, and licensing. NinjaZone licensing has taken off and allowed Casey to teach cartwheels and whole-body development to over 200,000 children in eight different countries. The success of NinjaZone has also allowed her to build the net worth of her company from $2 million in 2015 to over $11.5 million 2018. Connecting with the community at the neighborhood level is a purpose Casey is passionate about. Casey developed Ninja Gives Back—a community “sprinkle” which connects a percentage of NinjaZone profits to causes her employees choose as being close to their hearts. Ninjas Give Back is encouraged nationally among NinjaZone’s 300 licensed locations reaching communities all over the United States. Casey has worked diligently with the Central Indiana Small Business Development Center since 2013, and credits them with helping her with strategic planning and loan packaging during the growth of her business. She is excited to continue her relationship with them as she explores expanded exporting opportunities for the NinjaZone brand.

Brad Barber, CEO & Co-Founder
Angie Barber, COO & Co-Founder
Cabin Coffee Franchising
Clear Lake, IA

Brad Barber, CEO & Co-Founder
Angie Barber, COO & Co-Founder
Cabin Coffee Franchising
Clear Lake, IA

Brad and Angie Barber longed for a place in Clear Lake where the locals could meet, drink a cup of coffee, and enjoy a bagel. In 2001, the couple decided to create such a space.

From a single location in 2002, Cabin Coffee has steadily grown from a start-up with no employees to a successful company with a staff of 140, and sales of $5.5 million in 2017.

In 2003, Brad and Angie contacted the SBA’s Small Business Development Center program for guidance on franchising. Now there are 15 Cabin Coffee franchises throughout the United States, with more to come.

An SBA 7(a) loan helped the couple open a second location in Mason City in 2009. A 504 loan in 2017 covered construction costs for the company’s new distribution and franchise support center in Clear Lake.

Brad founded two local community organizations—United to Serve, and North Iowa Networking. They also support the North Iowa Vocational Center.
Small Business Person of the Year 2019

**Kansas**

**Kurt Schmidt, President & Owner**

Picasso’s Pizzeria
Wichita, KS

In March 2012, Kurt Schmidt first opened his counter service pizza restaurant, Picasso’s Pizzeria, Inc., in the historic Delano District of Wichita, Kansas. A Wichita-native, Kurt fell in love with making pizza and the restaurant business as a student when he worked at Papa Keno’s pizza restaurant, owned by a fellow high school alum.

Kurt signed a lease for the small storefront and furnished it with used equipment. Since its start, Picasso’s Pizzeria has grown from five to 42 employees. Kurt opened a second location in the town of Derby in July 2014. After a strident start, business sales dropped more than 50 percent in the months to follow and the location closed after six months.

With assistance from several SBA 7(a) loans, Kurt was able to survive the setback, double the size of the original location, and expand to a new location in East Wichita. Revenues for the company have grown 42.53 percent over the last three years, and Kurt is actively engaged in the community, serving numerous charities.

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**Kentucky**

**Paul Isenberg, Owner & Founder**

Smart Start Child Care
Bowling Green, KY

Paul Isenberg learned many lessons from his mother, a teacher; his father, a banker; and his grandfather, a best friend and mentor. With this background, plus a degree in education and an MBA, Paul decided to start a childcare learning center in his hometown.

Paul’s business, Smart Start Child Care, LLC, opened in 2011 with the help of an SBA 504 and 7(a) loan to construct the building. The company started with just a few employees and has now grown to 128 employees who educate over 400 children in five locations. Along the way, Paul again used a 7(a) loan to purchase the company’s third location and has received assistance from the Western Kentucky University SBDC. Paul believes that SBA’s help has been crucial to business success.

The Isenberg family has a strong faith in and believes in giving back. They contribute to their church and multiple child-focused charities.
Janie Wang and her husband, Chris, were avid home chefs when they decided to start their own business selling specialized cooking products for those who wanted to enjoy cost-effective modern style cooking at home. Starting with a line of about a dozen products, their business quickly saw significant growth. After taking the business full time, Janie was able to see even further growth. As their product line expanded to hundreds of kitchen gadgets and unique ingredients, there was more work and a need for more space. Using an SBA 504 loan, Modernist Pantry was able to purchase land and build their new facility in Eliot, Maine. With 11 employees, Modernist Pantry continues to grow and expand.

Janie has taken an active role shaping the future of her town. In 2017, she was elected to the Eliot budget committee, where she helps the town provide an attractive small business environment.
Maryland

**Zhensen Huang, Founder & CEO**

**Precise Software Solutions**

Rockville, MD

Zhensen Huang earned a Bachelor of Science degree in Information Management from Peking University in China and holds both a Master of Science degree and a PhD in Information Systems from the University of Maryland, Baltimore County. Originally working for various large government contractors, Zhensen started his own company to create agile teams and more effective solutions.

In 2003, he established Precise Software Solutions, Inc., a company that has grown to nearly 150 workers, with revenues increasing from $6.5 million to $17.5 million between 2015 and 2017. As a current SBA 8(a) program participant, Zhensen has three tips when starting a business: 1) Dream Big, 2) Be Humble, and 3) Work Hard. He bought a Class A building for his business to grow into. He believes in honestly saying “I don’t know” and then hiring those who do. He believes in leading by example, rolling up one’s sleeves instead of waiting for others to do so.

In 2018, Precise Software Solutions donated over $10,000 in cash to various nonprofit organizations through its employee gift-matching program.

Massachusetts

**Swati Elavia, President**

**Monsoon Kitchens**

Shrewsbury, MA

Swati Elavia met a fork in her life’s road when she and her husband decided to leave Minneapolis for his new job opportunity in Boston. Instead of falling back on her nutrition science Ph.D and taking a job, Swati took a chance on starting her own business. Monsoon Kitchens, Inc. started out in 2003 selling spices, sauces and chutneys from India. Soon, customers were asking for ready-made homestyle Indian appetizers, chicken and vegetarian entrees. Monsoon Kitchens now distributes fresh Grab and Go meals and frozen Rice Bowls to clients that include Whole Foods and Sodexo.

During the past three years, revenues have grown from $2 million to $3.3 million, and the number of employees has increased from three to six. An SBA loan for $125,000 supported Monsoon Kitchens’ expansion.

Swati contributes to charities that include the Pan-Mass Challenge (a bike-a-thon for cancer research) and the Dana-Farber Cancer Institute, among others.
Kathleen Eberle, President
NPO Transportation
Southfield, MI

Kathleen Eberle established Michigan-based NPO Transportation in 2005 after acquiring trucking authority. It was designed to fill a specific niche in the transportation industry.

Beginning with one account and nine drivers into the Chrysler Warren Truck Plant, NPO has grown to become a $21 million carrier and employs over 125 drivers servicing routes in Michigan, Ohio, Pennsylvania and New York.

Kathleen attended the Great Lakes Women’s Business Council and received guidance and training from the SBA-supported Women’s Business Center, participating in its webinars and the annual Leadership Institute for Women.

NPO is socially responsible and supports Truckers Against Trafficking. Along with training, NPO programmed all its drivers’ phones with the National Human Trafficking 800-number hotline. To ensure total alignment with its new value, NPO has tasked its labor providers with training all new drivers coming aboard and its lessors to place signage and window stickers on all vehicles.

Christine Lantinen, President
Maud Borup
Plymouth, MN

Maud Borup Inc., originally a woman-owned retail candy company, started in St. Paul, Minn., more than 100 years ago. U.S. Army veteran Christine Lantinen bought the business in 2005 and focused on selling wholesale food gifts to specialty and mass retailers like Walmart and Target. Though transitioning from the storefront was a challenge, three SBA-backed loans and the three-year growth plan from her participation in the SBA’s Emerging Leaders in 2011 led to Christine purchasing a manufacturing facility in rural Minnesota and creating a second company, EcoEggs.

Maud Borup Inc.’s revenue jumped from 100,000 in 2005 to nearly $14 million in 2017. The company has grown from five to over 100 employees, and now has a global customer base. Christine’s good will extends to her community, where she is a Girl Scout Troop Leader, and active in fundraising events. Christine also advocates for environmental issues and received the Environmental Champion Award in recognition of the company’s sustainability efforts.
Mississippi

**Jennifer Sutton, DVM, Owner**
**Jeffrey Sutton, DVM, Co-Owner**

Gulf Coast Veterinary Services
Biloxi, MS

Jennifer and Jeff Sutton opened the Gulf Coast Veterinary Emergency Hospital July 5, 2003 to provide a facility and skilled staff who deliver exceptional urgent, emergency and critical care to small and exotic animals, extraordinary customer service to their owners and veterinary support for veterinarians along the Mississippi and Alabama Gulf Coast region. The first year’s sales far exceeded their projections and it was quickly evident that their current space would not be adequate to meet their long-term needs.

Treating patients and their people with the utmost care, compassion and concern was their focus. The Suttons attended financial workshops with the SBA, as well as with SBA resource partners, Small Business Development Center and SCORE. The Gulf Coast Veterinary Emergency Hospital was also funded through the SBA 504 loan program and currently has 25 employees.

Jennifer and Jeff are active in the community, having served in many roles as community volunteers and as supporters of charitable causes and events.

Missouri

**Carol Espinosa, Principal**

Freedom Interiors
Kansas City, MO

Carol Espinosa launched Freedom Interiors in 2011 to fulfill her need to grow in furniture design and provide the same opportunity to others. The company grew from one employee with zero sales to a team of 12 who brought in $6.8 million in revenue in 2018. Their journey was supported by several resources, including an SBA-backed loan, the 8(a) Business Development Program, and Small Business Development Center training.

The business blossomed after proving its capability in the SBA’s 8(a) Business Development Program. Carol hired sales staff to complement her production staff. With the help of an SBA 504 loan, the company moved from a 500 square-foot incubator space to 7,000 square feet in 2017.

Freedom Interiors supports the Kansas City literacy program Lead to Read, where the staff volunteers weekly; the KC Pet Project, an animal shelter that provided Carol with her on-site company mascot – her dog, Ginger; and Connections to Success in their mission to break the generational poverty cycle.
Montana

Leon Weiland, President & Owner
Jean Weiland, Partner/Secretary/Treasurer
Weiland
Norfolk, NE

The story of Weiland, Inc. begins in the frigid Nebraska winter of 1984, when owners Leon and Jean Weiland were desperate to support their family and the family farm during a regional agricultural crisis. The Weilands decided to supplement their income by building fiberglass doors for the meat packing industry, and their company took off from there. They expanded from the 5,000 square feet on their farm to today’s 60,000 square-foot facility in Norfolk, NE.

In 2009, multiple family members joined their team and the company’s sales nearly tripled by the end of 2017 to $5.6 million. They developed proprietary techniques to mold doors faster, cheaper, and environmentally safer than most of their competitors. Their stainless steel windows are now the standard in many companies’ specifications when they seek replacements in their wash-down facilities. SBA’s resource partner Nebraska Business Development Center provided technical assistance to package several loans, including a $1.45 million SBA 504 program loan that allowed the business to relocate and expand into their current facility. A bigger facility meant more employees - Weiland hired 14 employees in 2018, bringing their total to 35. Leon and Jean Weiland are currently semi-retired and are active members in their church and community as their family members continue the business they started in order to survive.

Devon Davidson’s lifelong plans to take over the family farm in Froid, MT changed when his father passed away unexpectedly and his mother had to sell the farm. After college, Devon and his cousin bought into a MARS auto detailing franchise. Today, MARS of Billings, now a buying group, offers auto cleaning, detailing, restoration, auto body repair and painting, windshield repair and wheel repair to both auto dealers and individuals within Billings and the surrounding area.

The original MARS franchisor folded during the 2008-2010 recession. Devon and other former MARS franchisees formed a buying group to continue the business model and Devon was elected president. The organization operates as an association, sharing business practices and leveraging purchasing power.

MARS of Billings has enjoyed year after year of revenue growth since inception. In 2007, Devon used the SBA 504 program to purchase and expand a 10,000 square-foot facility. In 2018, Devon again utilized the SBA 504 program to relocate the business to its current 22,500 square-foot facility. With all services under one roof, 39 local employees and an increase of 62 percent since 2017, the business is thriving under Devon’s leadership.
Hale Cole-Tucker, President & Co-Founder
Erica Cole-Tucker, VP Operations & Co-Founder

Tucker Restaurant Group
New London, NH

Hale and Erica Cole-Tucker opened their first restaurant, Maddie’s, in 2006. Seven years later they decided to close the place and pursue other opportunities. Soon, they realized they missed the restaurant business, and in 2014 opened Tucker’s. Their new eatery featured a creative twist on breakfast favorites like organic steel-cut oats and spicy huevos rancheros, and a traditional lunch menu.

Four years after the first Tucker’s opened in Hooksett, four new locations have opened, with help from two SBA guaranteed loans as well as an SBA guaranteed line of credit to purchase equipment and furnishings for two locations. The couple plans to open new restaurants throughout New Hampshire. Sales have grown from $2.5 million in 2015 to $6.7 million in 2017, and the number of employees has grown from 68 to 179.

The Tuckers sponsor the New London Barn Playhouse, and local charity events.

Elena Ledoux, CEO
Nargiza Mukhutdinova, General Manager

Superb Maids
Las Vegas, NV

Superb Maids, a leading residential house cleaning company in Las Vegas, started as two women and a vacuum cleaner.

CEO Elena Ledoux and her business partner Nargiza Mukhutdinova, both immigrants to the United States, started the business with the motto, “Honest. Simple. Clean.” and a philosophy of taking care of their employees. Superb Maids offers flexible working schedules, health insurance, retirement benefits and home buying assistance for all employees.

Today, the company has a team of 30+ employees and contractors, sustained financial growth, and low employee turnover in three years of operation. In 2018, finding themselves in need of a larger building to accommodate their rapidly growing business, Superb Maids received an $85,000 SBA 504 loan. Growing from $48,000 to $1.1 million in annual sales, Superb Maids now serves over 4,000 clients throughout the Las Vegas Valley, and is in the top five percent of residential maid services nationwide.
New Jersey

Tim Fisher, CEO
Karen Froberg-Fejko VMD, President
Bio-Serv and Radon Supplies
Flemington, NJ

The Foster Corporation is a tale of two companies. The first company Bio-Serv, started in 1970 as a one-man operation in a kitchen supplying custom made insect food for government research. Twenty-six years later, the second company Radon Supplies was formed and has found a niche market supplying Radon Reduction system components to professional Radon Mitigation companies.

Under the direction of Tim Fisher (CEO) and Dr. Karen Froberg-Fejko (President), the company has continued to grow from $5,000 in first year sales to an estimated $8.5 million this year. In the nearly 50 years since its inception, the company has added many new product-lines, expanded to 38 employees, has 12 distributors worldwide, and now operates out of a 60,000 square-foot facility custom built and owned by the company. In 2014, they moved into the new facility and everything was on track. However, by 2015 the company was enveloped in turmoil. In 2018, with the assistance of the SBA and TD bank, Tim and Karen secured a $5 million loan, which allowed them to transfer the new building under their ownership.

Over the last three years, the company has added five new jobs and sales are at an all-time high. The company supports the efforts of St. Jude Children’s Research Hospital by donating a portion of their sales to their admirable program and also supports local causes like the Lions Club and Scout Troops.

New Mexico

Emile Gonzales, President
G2i
Albuquerque, NM

Emile Gonzales founded G2i LLC in 2006 after several successful years in residential construction and renovation. G2i LLC is certified as an 8(a), HUBZone, and Economically Disadvantaged Woman Owned Small Business, and is a general contractor specializing in horizontal and vertical construction catering to private and federal sector clients. Emile credits her prior 15 years as a professional journalist as teaching her valuable standards of ethics and perseverance which she incorporates in G2i LLC.

Emile is grateful for the assistance from SBA and frequently visits the Albuquerque District Office for advice and information. Recently, Emile has taken part in the 2017 Emerging Leaders program, and she is especially keen at bringing together the best and brightest leaders, employees, and team members to strengthen the industry.

Emile won the 2017 American Institute of Architects Adaptive Remodel/Re-Use Merit Award for her iconic $8 million Los Poblanos Renovation Project.
Steven Ceccarelli, a Canadian immigrant and naturalized U.S. citizen, is the sole owner and primary manager of Farm Fresh Produce (Farm Fresh). Prior to founding Farm Fresh, Steven worked in the family wholesale produce business in Canada. In 2004, Steven emigrated to the U.S. as an export consultant for a Mississippi firm seeking to start exporting sweet potatoes, advising small growers who lacked technical export skills. After four years in Mississippi, Steven moved to Faison, NC (population 961) to work for Southern Produce. Steven started Farm Fresh Produce Inc. in 2010, focusing on export sales of sweet potatoes, with six employees and corporate offices in Faison. In 2016, the company renovated and converted a 20,000 square-foot building into packing facilities and constructed a curing barn on its 44-acre site in, Clinton, NC. Farm Fresh Produce officially opened that 62,400 square-foot facility at the end of 2016. Farm Fresh received an SBA 504 expansion loan of $1.657 million in 2018 which has allowed Farm Fresh to broaden its business model and gain greater control over quality of the product.

Farm Fresh Produce had $23 million in sales last year, with approximately 95 percent of those sales from sweet potatoes. The company now has 80 employees and operates two sweet potato curing, packing and storage facilities in Sampson. Steven contributes to many causes aimed at strengthening the community and increasing opportunities for those in need and is a participating member of Southern United States Trade Association.
The idea for Cincinnati-based barbecue business Sweets and Meats began in Kristen Bailey's backyard. She and her partner Anton Gaffney hosted cookouts, serving family recipes to friends. In 2014, the two started Sweets and Meats BBQ, serving smoked meats and a variety of sides and desserts. During the first year they ran the business with a single meat smoker, a volunteer workforce and $500 in capital.

In 2015, Kristen worked with the local Small Business Development Center to develop a business plan. A year later she expanded her business to include a food truck, catering services and a brick and mortar building. Two years later, she used an SBA loan to buy restaurant equipment.

Kristen’s relationship-driven business strategy has helped her grow sales from $42,000 to a projected $440,000 in 2018, while increasing the staff to 11.

Kristen serves on several local entrepreneurial boards, and each year oversees the work of 30 interns for the Cincinnati Job Corps Culinary Program.

After serving in the U.S. Army during the Gulf War, Troy Derheim returned to college in North Dakota where he started a veteran-owned small business leasing hot tubs. Troy continued to grow the business into My Aquatic Services – a design, sales, construction, and service company specializing in commercial and residential pool, spa, and specialty aquatic products.

Throughout the years, Troy has taken advantage of SBA loans, SCORE, the North Dakota Small Business Development Centers, Veterans Business Outreach Centers, and SBA's Emerging Leaders program. Today, My Aquatic Services continues to grow and anticipates surpassing its all-time revenue achievements.

Troy's belief in the value of aquatic therapy has ignited philanthropic efforts. He donates to churches, nonprofits, and charity fund-raising events around the region, and has started a nonprofit to assist rural communities in building and maintaining aquatic facilities so that every individual can experience the joy and healing attributes of water.
Oklahoma

**Michael Van Eaton, President**

**Cacy Van Eaton, Vice President**

**Susan Van Eaton, Secretary-Treasurer**

Van Eaton Ready Mix
Shawnee, OK

Van Eaton Ready Mix was formed in 1998 when Mike Van Eaton bought his first portable ready mix. He quickly began expanding opening a plant in Holdenville, Oklahoma with family members, Cacy and Susan Van Eaton.

Today, with the help of four SBA 7(a) loans, five additional locations have opened. Van Eaton provides durable concrete products for everything from driveways to wind turbine foundations. The company has grown to 201 employees and a four-year average of $54.2 million in sales.

Van Eaton Ready Mix remains adaptive in a competitive market. The company's cement trucks recently converted to natural gas to reduce costs and emissions, and when their primary location was struck by a tornado all customer orders were supplied due to the flexibility of having multiple plants.

Michael and his wife Susan are active members of their church and in the community. The company provides services to the local food bank, FFA chapter, and St. Jude's Children's Cancer Research among others.

Oregon

**Marshall Doyle, President**

Cal-Cert Company
Clackamas, OR

Marshall Doyle’s entrepreneurial journey began in 1999 when he purchased Cal-Cert, a small three-person calibration company founded in 1972. Marshall’s experience as an aircraft mechanic in the U.S. Air Force and the company’s former operations manager gave him the confidence to take Cal-Cert to the next level.

By 2002, the company was on the brink of bankruptcy with sales of $350,000 and mounting debt. Marshall turned to the local Small Business Development Center where their advisors helped him design and implement a “turnaround” to save the company. He learned how to develop a sustainable financial model and make changes to operational processes that would allow the company to thrive. Marshall also received assistance from SCORE’s Grow Oregon Program. In 2013, Cal-Cert became part of an international group working on the reconstruction of the Panama Canal.

Today, Cal-Cert has more than 50 employees, three U.S. locations, with gross revenues approaching $6 million. Marshall participates in the annual “Toy and Joy” ride event to support the Shriners Children’s hospital, and provides assistance to veteran support groups.
Marie and Angel Rosado come from a long line of successful business owners. First was their grandfather who in 1948, established Imprenta Rosado, a printing company in Puerto Rico, followed by their father Alexis, who took that printing business and became one of the top three printers in Puerto Rico.

In the early 90s, following in their footsteps, the Rosados identified a new business opportunity and established 3-A Press to serve the pharmaceutical and electronic industries, as well as federal agencies interested in doing business with minority-owned small businesses. In 2015, the company secured a $1 million SBA-guaranteed loan under the 7(a) program to construct and install solar panels to reduce the company’s electricity costs. 3-A Press’ main customers are Cooper Vision Caribbean, USSC PR (Covidien), Medtronic PR, Stryker PR, Rovira Biscuit and Cerveceria de Puerto Rico (Medalla), among other customers. The company employs 132 people and generates close to $13 million in sales per year.

3-A Press contributes to organizations like Fundacion Cebecitas Rapadas and the Unstoppable Foundation. They also made sure their employees were supported with necessities like water, food, etc. during Hurricanes Irma and Maria.
Rhode Island

Justin Oakley, Co-Owner
Michael Vieira, Co-Owner

Oakley Home Access
Narragansett, RI

As an occupational therapist, Justin Oakley knew his patients often had a tough time navigating the space in their homes while adjusting to new physical challenges. He came up with the idea of starting a home modification business—essentially installing ramps, stairlifts, grab bars and reconfiguring the homes of the elderly and those with physical disabilities, enhancing the quality of their lives. He reached out to his friend and experienced building contractor Mike Vieira, and in 2016 the pair opened Oakley Home Access (OHA).

Working closely with health care providers and rehabilitation centers, and specializing in “aging-in-place,” OHA has grown from being based in Justin’s garage to leasing a 2,500 square-foot building in Narragansett. After only three years in business, sales have grown from $132,000 in 2016 to $1.2 million by 2018. The two attribute their swift growth to the advice they received from an advisor at the Small Business Development Center, who suggested they move their business from a home-based operation to a brick-and-mortar location.

OHA contributes five percent of all member sales to the local YMCA.

South Carolina

Adam Huneau, Owner, Founder and CEO

Alodia’s Cucina Italiana
Lexington, SC

Adam Huneau’s lifelong dream was to create a restaurant featuring meals from his Italian family’s cookbook. Alodia’s Cucina Italiana, named after his great-grandmother, opened in 2008 with seven employees.

Despite the odds against success—starting a small business at the beginning of one of the worst recessions in U.S. history—Alodia’s ended their first year with $800,000 in sales. Local residents were drawn to the authentic Italian cuisine, homemade sauces and pasta. In the years that followed, Adam used two SBA 7(a) loans to open a second location in Lexington. The business has grown to 171 employees, with sales of nearly $2.3 million.

Adam works hard to give back to the community that supported his business. In the aftermath of historic flooding that devastated parts of South Carolina in 2015, Adam supported recovery efforts by feeding 30,000 first responders.
In August 2000, S&S Family Entertainment, LLC was established by Larry Schmittou to create a family fun center that combined the best of bowling, games, food, drink, and entertainment. Now S&S Family Entertainment, LLC, has grown from one location in 2000 to 14 complexes in four states, and more than 400 employees, with assistance from six SBA 504 loans.

As a nationally known coach, Larry transformed a knack for combining sports and entertainment into a thriving, successful business. S&S grew from $18.2 million in sales in 2015 to more than $20 million in 2017.

Larry and the company work with Junior Achievement and other youth-oriented nonprofits. S&S also provides free bowling practice time and free regular and tournament bowling to all local high schools involved in state sanctioned leagues.

In 1976, Derek DeGeest’s grandfather, Clint DeGeest, a former Navy welder, founded DeGeest Steel Works with the help of an SBA 7(a) loan. Today, Derek is the third generation President of DeGeest Steel Works. The family-owned business specializes in complex and large carbon steel weldments and sends parts to every state and continent, except Antarctica.

In 2013, the company moved to a new, larger building. With the assistance of the Sioux Falls Small Business Development Center, DeGeest Steel Works obtained two SBA 504 loans in 2018 totaling over $4.1 million for an addition to their building, equipment and staff. The company’s now 45 employees have an average tenure of 20 years and are treated like family.

Influential in the manufacturing and construction industry, DeGeest Steel Works’ representatives work with state government officials and education institutions to address growing workforce demand in manufacturing and getting students interested in STEM careers.
Texas

**Christi Bond, Co-Founder and President**  
**Ragan Bond, Co-Founder and Vice President**

**Independence Coffee Co. (ICC)**  
Brenham, TX

Ragan and Christi Bond got started in the coffee roasting business after moving to small-town Brenham, Texas. With no coffee shops in town, they opened their first retail shop within a month. After the success of Main Street Coffee & Trading, they launched Independence Coffee Co. (ICC) in 2003.

The first year, Ragan roasted 1,800 lbs. of coffee in a 10 lb. coffee roaster. For the next several years, ICC developed its wholesale coffee roasting and tea blending business. With guidance from the Blinn College Small Business Development Center, the company has expanded over the last 15 years using SBA-guaranteed loans.

Now, Christi and Ragan have opened a one-of-a-kind coffee and tea market, Black Truck ‘48. In 2018, ICC’s team of 32 full-time employees roasted over 650,000 pounds of coffee. Today, ICC has become a fully-diversified coffee and tea manufacturer with business operations across the country.

The company has focused on giving back through sales, donations, and gifts, and has created a coffee bar program that teaches special needs students.

Utah

**Vivien Bohme, Co-Owner & CEO**  
**Fernanda Bohme, Co-Owner & Designer**

**Bohme**  
Sandy, UT

Raised in Rio de Janeiro, Brazil, sisters Vivien and Fernanda Bohme were eight and nine years old respectively when their family moved to Utah. During their childhood they worked alongside their parents as janitors.

With no retail experience, and despite a faltering economy, the sisters opened their women’s clothing boutique Bohme in 2007, in a temporary mall location. A year later they opened their first permanent store, using a credit card for their startup capital.

Vivien’s business sense and Fernanda’s creative design instincts fueled their steady growth. Within a year, Bohme led the mall in sales per square foot. The following year, the pair opened a second location. By 2012, after opening several new stores, the Bohme sisters landed on Inc. 500’s list of fastest growing companies. Sales have increased from $13 million in 2016 to $16.7 million in 2017, with a staff of 225. In 2018 an SBA loan helped with another expansion.

Bohme donates to battered women’s shelters and has raised $23,000 for the Salt Lake City Ronald McDonald House, providing a place for families to stay with children being treated at local hospitals. Vivien and Fernanda also give every Bohme employee three days of paid time off to volunteer.
**Vermont**

**Steven Gagner, Owner & Founder**

14th Star Brewing Company  
St. Albans, VT

Fourteenth Star Brewing Company, co-founded and owned by Steven Gagner, is a veteran-owned Vermont company with a mission to brew world-class beer while enriching the community. The business plan for 14th Star Brewing Company was originally drafted on the back of a notebook by Steven while he was serving in Afghanistan. Upon returning home to Vermont from deployment, Steven and his best friend and fellow soldier Matt Kehaya, worked to refine the plan to make their dream of 14th Star Brewing Company a reality in 2012. Fourteenth Star Brewing Company has grown from two part-time employees to 24 employees and has gone from producing 31 gallons of beer per batch in a 1,200 square-foot facility to producing 1,000 gallons per batch in a 20,000 square-foot brewery. To support the brewery’s expansion, Steven obtained four SBA loans worth $1.2 million from 2014 to 2016. Today the brewery distributes to six states and has received numerous awards. In 2018, Military Times named Steven Entrepreneur of the Year. Later that year Steven graduated from the SBA’s Emerging Leaders program. The brewery is involved with several ventures. Proceeds from every batch of Valor Ale supports Purple Hearts Reunited, an organization dedicated to returning lost or stolen military medals to veterans and their families. Each year 14th Star holds an event to prevent veteran suicides; raises funds to ensure a local food kitchen has milk and eggs for a year, and co-founded Danger Close Craft Distilling, a company dedicated to teaching the concepts of entrepreneurship to veterans. Steven, who is still in the Army, is currently serving with the Army Mountain Warfare School in Jericho, Vt. Steven has served two combat tours and is a two-time Bronze Star recipient. Steven also serves as the Assistant Professor of Military Science at Norwich University, the Military College of Vermont, teaching cadets the concepts of leadership as well as the art and science of warfare. Steven, who is still in the Army, is currently serving with the Army Mountain Warfare School in Jericho, Vt. Steven has served two combat tours and is a two-time Bronze Star recipient. Steven also serves as the Assistant Professor of Military Science at Norwich University, the Military College of Vermont, teaching cadets the concepts of leadership as well as the art and science of warfare.

**Virginia**

**Bert Ortiz, Founder/Co-owner, President/CEO**

AVMAC  
Chesapeake, VA

A senior aviation management professional with over 40 years of active duty military and business experience, Roberto “Bert” Ortiz’s passion is in integrating and managing aviation and maritime logistics and technical support services while assessing new technologies for future employment. In 2009, he founded AVMAC LLC. Since its modest beginnings, Bert has grown AVMAC LLC into a multi-million dollar business with revenues exceeding $34 million in 2018. AVMAC LLC was recognized as the 2014 SBA Richmond District Subcontractor of the Year, 2016 SBA Region III Prime Contractor of the Year, 2016 Virginia Governor’s Award and has been selected by Inside Business for three consecutive years as a “Roaring Twenty” awardee. AVMAC LLC is an SBA certified 8(a) Business Development Program participant and has received an SBA Patriot Express Line of credit and a 20-year SBA 504 debenture loan. Bert received assistance from SCORE, Small Business Development Center and Veterans Business Outreach Center in Hampton Roads.

When he’s not growing his business, Bert donates his time and money to EquiVets, a riding program for vets with PTSD, homeless veteran housing, Toys for Tots, the Virginia Veterans & Family Support organization, to name a few. Bert is currently mentoring three small start-up veteran-owned businesses.
Washington

**Ross Black, Founder/CEO**

Simple Box Storage  
Lynden, WA

As a senior in high school, Ross Black sold his dream car and used the proceeds to start Simple Box Storage. Since opening in 1997 Simple Box Storage has grown from two employees to 26.

In the early years, Ross utilized training and advising from his local Small Business Development Center and SCORE. In 2013, Ross graduated from the SBA’s Emerging Leaders program and began working with the Procurement Technical Assistance Center to start selling to the government. With help from SBA, Simple Box Storage has grown from one location to eight across Washington, Idaho, and Oregon with revenues hitting $5.2 million in 2018.

Making a difference is a core value at Simple Box Storage. The company sponsors one orphan or widow for each employee on their team, helping to provide food, shelter, clothing, and education. Locally, the company donates hundreds of free containers to support food banks, disaster relief, and nonprofits like Habitat for Humanity.

West Virginia

**Michael Mills, Managing Principal**

Mills Group  
Morgantown, WV

Michael Mills is a fourth-generation small business owner and the first in his family to pursue a professional degree. He started his architectural career working on the nation’s most prestigious cultural resources in D.C. before falling in love with West Virginia.

Michael’s aunt, whom he honors with a scholarship, passed away leaving him an inheritance that allowed him to chase his dream of starting his own business.

The Mills Group, established in 2005 and now employs 17, designs new structures that encompass rich architectural characters of the past. Work ranges from the stabilization of an 1834 spring house to a state-of-the-art indoor sports complex with a construction value of $30 million. Michael is involved in his community and regularly donates time and money to give back.

Michael utilized SBA assistance to grow his business through business coaching from the Small Business Development Center that assisted with strategic planning and helped secure funding for workforce training. He also recently participated in SBA’s Emerging Leaders program.
Wyoming

Ryan Gregory, President
Wyoming Roofing
Sheridan, WY

When Ryan Gregory purchased Wyoming Roofing in 2012, he expanded the small company and its reputation into the number one roofing business in northern Wyoming with a Five-Star rating. Ryan has grown the business by 400 percent in seven years and plans to double that by 2021, adding offices across the state.

Gregory has actively sought resources and guidance from the Wyoming Small Business Development Center Network, which is powered by SBA. That guidance included assistance with his initial business plan, financial projections, human resources and workforce training grants. He also participated in the Profit Mastery course to help him monitor financial progress.

Gregory has diversified the business by adding products and services that keep his employees working year-round and has been steady in his desire to keep Wyoming money within the state, by procuring materials locally to enhance economic development.

Gregory and his wife, Bonnie, have committed to invest one percent of their net profits to the Wyoming Community Foundation to support nonprofits and students in Wyoming.

Wisconsin

Stacy Tuschl, President
The Academy of Performing Arts-Oak Creek & Franklin
Oak Creek, WI

Stacy Tuschl kept her love for dance alive by teaching dance classes to the local community for free. Her hobby soon became a business when she opened her first studio, The Academy of Performing Arts, in 2005. With the help of an SBA-backed loan, Stacy opened a second location in Franklin, Wisconsin in 2013. Stacy also used an SBA 7(a) loan to expand her initial location in 2018.

Stacy believes in creating a safe space for children to come and experience the arts. Today, with 65 employees, The Academy of Performing Arts serves more than 1,000 students weekly teaching a wide array of dance including ballet, jazz, tap, hip hop, and poms, and has expanded to teaching music lessons.

Stacy contributes to charities in her community, such as Toys for Tots and the Salvation Army. She also spends time consulting female-owned businesses on how to be successful.
Wayne Smith is the managing director of Eagle Private Capital, the fund manager of the Eagle family of funds. It has more than $725 million under management and it makes subordinated debt and private equity investments between $4 and $15 million. Eagle has more than 80 companies in its family of funds and it makes meaningful investments in lower middle market companies. The common characteristics of Eagle’s portfolio companies are annual revenues from $10 million to over $100 million, earnings before interest, taxes, depreciation and amortization in excess of $2 million, history of stable cash flow and profitability, and positive outlooks for sustainable margins and growth.

Eagle is focused on partnering with management or other private equity investors to supply growth and change of control capital to middle market businesses. Maturities typically range from four to six years. Eagle generally invests in a broad range of businesses in the U.S.

Cecilia (Ceyl) Prinster is a pioneer of and national leader in community development finance. Under her leadership, CEF has dispersed more than $81 million in start-up and growth capital to over 2,300 businesses and created or retained over 12,000 jobs. CEF currently services a portfolio totaling $24.3 million to 611 borrowers. With the help of the SBA Microloan Program as an early and ongoing source of loan capital and Technical Assistance (TA) grants, CEF expanded its service area statewide, and attracted additional capital to leverage SBA resources and expand its impact on Colorado small businesses.

In FY 2018, CEF had its largest lending year, loaning $13.7 million to 235 businesses, growing annual borrower count by 34 percent and annual loan dollars by nearly 50 percent. Most of the loans were to businesses in the Metro Denver area with the remainder in small cities and rural areas. FY 2018 businesses retained 648 jobs and expected to create 1,070 jobs. As a Community Advantage (CA) lender, CEF has dispersed a total of 16 CA loans totaling $2.8 million, to create/retain 129 jobs since inception. In FY 2018, CEF made three CA loans, totaling $700,000+, creating/retaining 31 jobs. Of the FY 2018 SBA loans, 46 percent were woman-owned businesses; six percent were veteran-owned; 48 percent were low-income; and 23 percent were minority-owned. Ceyl also received the 2018 David E. Bailey Small Business Advocate Award, Outstanding Woman in Business Award, and the Financial Services Advocate of the Year from the SBA.
After a 25-year project management career working with NASA and later in commercial banking, Stacey Smith started her own firm Prairie Quest Consulting (PQC) in 2004. The professional services company provides program management, training and IT management support to local and federal government, and commercial customers. PQC has grown from a small startup to a firm with sales of more than $11 million and a staff of 154 working in 16 states. Their customers include the U.S. Army, the Food and Drug Administration, and the U.S. Patent and Trademark Office.

In addition to participating in the 8(a) program, PQC has worked with the Small Business Development Center, and received an SBA Express Loan in 2005. Stacey has overcome many challenges, which include the biases women-owned businesses face in the federal contracting arena. Despite the economic downturn of 2008, as well as the temporary reduction in the federal government’s spending authority in March 2013, PQC continued to pay their employees. The company’s conservative fiscal approach—they retain a percentage of their earnings and reinvest the capital into their core business or pay debt where needed—has reinforced their long-term stability.

PQC supports the Indiana Leukemia & Lymphoma Society and provides mentoring to young women interested in entrepreneurship. Stacey served on the board of the Fort Wayne Women’s Bureau, empowering local women in need.
**Women’s Business Center of Excellence Award 2019**

**Montana Women’s Business Center at Prospera Business Network**

Suzi Berget White, Director
Bozeman, MT

Since 2009, the Montana Women’s Business Center (WBC) has provided outstanding business counseling and training services to women entrepreneurs and has served as a critical resource to underserved women in the state of Montana, giving them the opportunity to excel in business and contribute to the economic growth of the state.

Last year, the WBC provided more than 100 trainings across the state, including 648 hours of business counseling services to nearly 300 clients; 517 hours of business training to nearly 1,300 clients; helped create 13 companies and over 80 jobs; and helped businesses access over $2.2 million in capital. In 2019, the WBC will launch an innovative grant fund to help Montana women entrepreneurs create jobs and grow their businesses in national markets.

The Montana WBC is led by Suzi Berget White, an innovative business leader and small business owner. Suzi brings real life applications to her management, counseling and teaching style, using her business education and experiences as a business owner. Suzi is a contributor to numerous podcasts, webinars, and blogs and has her own “Ask Suzi: Business Tips + Tricks” blog.

The Montana WBC continues to be impactful and innovative in its services to support the growth of area women-owned businesses.

**Veterans Business Outreach Center Excellence in Service Award**

**Gulf Coast State College**

Brenton Peacock, Associate Director
Panama City, Fl

The Florida Veterans Business Outreach Center’s (VBOC) small staff serves a state with one of the largest number of military installations in the U.S. This VBOC provides free entrepreneurial training and business consulting services to veterans, active duty military, military spouses, National Guard and Reservists in an area spanning 832 miles—from Pensacola in Florida’s Northern Panhandle to Key West.

VBOC Director Brenton Peacock and his team in 2018 provided 3,595 counseling sessions—which include helping aspiring business owners develop business plans and strategies for gaining startup capital—to 1,506 clients. The team also delivered or supported 39 Boots to Business entrepreneurship training events. By year’s end, the Florida VBOC had assisted in the opening of 51 new veteran-owned businesses, added 94 full and part-time employees to those payrolls, and supported the growth of veteran small businesses with $283,500 in startup capital.

In addition, Florida VBOC clients were awarded 77 government contracts totaling $22 million. Brenton and his team were able to accomplish all this despite being shut down from October 10 to November 5 in the aftermath of the devastation caused by Hurricane Michael.
The Ohio Small Business Development Center (SBDC)

Patricia Veisz, SBDC Director
Youngstown, OH

For over 30 years, the Ohio Small Business Development Center (SBDC) at Youngstown State University (YSU) has helped accelerate small business growth and job creation and contributed to the region’s economic development by providing consulting and training to new and existing companies. The Ohio SBDC has been part of the university’s Williamson College of Business Administration for the past 17 years, providing high-impact programs and services that have resulted in attracting a greater number of business clients.

Through its Export Assistance Network (EAN), the center also provides specialized consulting in exporting and international trade to help reach global markets. Under the leadership of Director Patricia Veisz, it has grown its service offerings through its network of partnerships and has been successful in leveraging student and faculty resources through the business college.

The SBDC and EAN are among the premier economic development agencies in the area. The center has met or exceeded its performance milestones, including long-term counseling clients, new business startups, capital infusion, client satisfaction and other center goals. For the past eight years, the Ohio SBDC has served as a host for the SBA’s Emerging Leaders initiative.

Small Business Prime Contractor of the Year 2019

Michelle Hicks, President
Medved Global
Dolores, CO

Michelle Hicks, President of Medved, a woman-owned and 8(a)-certified construction firm, has a lifetime of construction experience and a 17-year record of success overseeing all phases of construction, infrastructure and environmental operations for government and private sector clients. Founded in 2010, Medved contracts civil/heavy construction projects in the Western U.S. Some of Medved’s clients include USDA Forest Service, National Parks and Recreation, Department of Transportation, Bureau of Land Management and the Bureau of Reclamation.

Medved has performed work in Colorado, Utah, Arizona, New Mexico, Idaho, Montana, Oregon, Washington, Texas and Oklahoma.

Medved’s major construction projects have included the Hermosa Creek Fish Barrier which prevents non-native fish from intermingling with the meta-population of native cutthroat trout that developed in a stream, the Taylor Mesa Hilfiker Wall, the Geyser Springs Trailbridge and the Chimney Rock National Monument which included an amphitheater. The company has 15 employees and averages $3 million in annual revenues.
Small Business Person of the Year 2019

Julianne Robbins, CEO
Jamie Stillman, Founder & President

EarthQuaker Devices
Akron, OH

In 2004, musician Jamie Stillman opened a business in his basement designing guitar special effects pedals. He sold them on eBay while working at day jobs. Word of mouth spread quickly about the products and he soon hired his first employee and focused on building pedals full time.

In 2011 Jamie’s wife, Julie Robbins, left her banking job to join the company as CEO. Sales doubled from 2013 through 2017 with a 28 percent growth in 2017 alone. In 2015, the company moved to a 15,000 square-foot building, which is currently home to its 53+ employees, who build and distribute their products to 47 countries. In 2018, they were awarded the IMAGE grant, funded through the SBA funded State Trade and Export Expansion Program (STEP) Grant Initiative and used the full $25,000 grant to develop marketing pieces.

Keeping production in the U.S. is paramount: EarthQuaker proudly marks its devices as “Made in Akron, Ohio.”

Exporting has gained EarthQuaker recognition as among the world’s best pedal makers. EarthQuaker is now a global brand partnered with many touring artists.

Small Business Subcontractor of the Year 2019

Jennifer Rahn, President

Admiral Engineering & Manufacturing Company
Phoenix, AZ

Before Jennifer Rahn, President of Admiral Engineering & Manufacturing Company, Inc., became the president of the company, for 18 years she held several positions including office assistant and Executive Vice President in the company. Jennifer worked closely with the previous owner of the company and learned every aspect of the business. Upon the previous owner’s retirement, she purchased the company. Admiral Engineering is a woman-owned high quality precision manufacturing firm with more than 51 years in the machining industry. Its specialty is numerically controlled milling, tooling, prototype and developmental machining for the aerospace, defense, space medical and technology industries.

Admiral Engineering has 25 employees and averages $3 million in revenues annually. The company manufactured the Deployable Surface Asset (DSA) Program and the DSA antenna manufacturing antenna that is still used today.
Wood Environment & Infrastructure Solutions
Alpharetta, GA

Wood Group purchased Amec Foster Wheeler in 2017 and changed its name to Wood Environment & Infrastructure Solutions, Inc. in 2018. The company provides cradle to the grave services including public infrastructure, geotechnical and materials and facilities and operations. It has a diverse network of 3,600 professionals in 90 offices across the U.S. consisting of engineers, scientists, technicians, inspectors and project managers. Its client base includes the federal government, industrial, manufacturing, mining, power, infrastructure, oil and gas industries.

In FY 2018, Wood Environment awarded 77.8 percent of federal subcontracts totaling $19.9 million in subcontracting dollars to small businesses and almost $1 million in subcontracting dollars to small disadvantaged businesses. It also awarded $3.1 million in subcontracting dollars to women-owned businesses, $1.2 million in subcontracting dollars to HUBZone small businesses and $6.9 million in subcontracting dollars to veteran-owned businesses. Service-disabled veteran-owned small businesses also received $6.3 million in subcontracting dollars.

Jet Propulsion Laboratory
Pasadena, CA

Felicia Aileen Bell is the manager who oversees Jet Propulsion Laboratory’s (JPL) Small Business Programs Office. JPL is a unique national research facility and federally funded research and development center that carries out robotic space and earth science missions. JPL developed America’s first earth-orbiting science satellite, creating the first successful interplanetary spacecraft and sending robotic missions to study all planets, asteroids, comets and the moon. The company also developed and manages NASA’s Deep Space Network, a worldwide system of antennas that communicates with interplanetary spacecraft.

In FY 2018, Jet Propulsion awarded 26.25 percent in subcontracts to small businesses totaling $399 million. Service-disabled veteran-owned small businesses received .87 percent of subcontracting dollars totaling $13.2 million, small disadvantaged businesses received 8.37 percent in subcontracting dollars totaling $127 million, women-owned small businesses received 4.4 percent in subcontracting dollars totaling $66 million and HUBZone-owned businesses received .71 percent in subcontracting dollars totaling $10.6 million.
Dwight D. Eisenhower Award - Services

**Linda Asher, VP Financial Services**  
**Lynn Livengood, Manager Small Business Office**  
Booz Allen Hamilton  
McLean, VA

Booz Allen Hamilton is a Fortune 500 company that has been in business since 1914. Today, it is a global firm of more than 24,000 people that brings bold thinking to consulting, analytics, digital solutions, engineering and cyber in industries ranging from defense, health, energy and international development. It participates in business trade fairs and conferences to identify potential small businesses. Booz Allen developed a Small Business Innovation Research engagement strategy to see if there were any opportunities for synergy.

In FY 2018, Booz Allen awarded 67.2 percent in subcontracts to small businesses totaling $915.6 million in contract dollars and 15.1 percent in subcontracts awarded to small disadvantaged businesses totaling $205.6 million. Booz Allen also awarded 17.4 percent in subcontracts to women-owned businesses totaling $237.3 million and 2.3 percent in subcontracts to HUBZone-owned small businesses totaling $31.3 million. It also awarded 14.5 percent in subcontracts awarded to service-disabled veteran-owned businesses totaling $197.2 million.

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Dwight D. Eisenhower Award - Manufacturing

**Bridgette Lorrigan-Schuh, Small Business Manager**  
**Alyssa Hopfensperger, Small Business Associate**  
**Travis Schmuhl, VP Global Procurement & Supply Chain**  
Oshgosh Defense  
Oshgosh, WI

While the groundbreaking four-wheel drive designs were initially used as a foundation for the Wisconsin Duplex Auto Company in 1917, by 1920, the successful four-wheel drive truck prototype propelled Oshkosh’s early growth. Since the 1950s, Oshkosh has received hundreds of Department of Defense contracts and it has produced over 150,000 military vehicles. Today, Oshkosh Defense focuses on delivering leading-edge tactical wheeled vehicles and life cycle sustainment services with a robust portfolio of heavy, medium, light and highly protected military vehicles and technologies to support the U.S. Armed Forces and its allies.

In FY18, Oshkosh subcontracted over $457 million to small businesses and more than $26 million to small disadvantaged businesses. It also awarded $15 million in subcontracts to women-owned businesses and more than $10 million in subcontracts to HUBZone businesses. Service-disabled veteran-owned firms received more than $8 million in subcontracts from Oshkosh and veteran-owned businesses received more than $27 million.
Congratulations to the 2019 Small Business Persons of the Year, and a special thank you to the small businesses across the country for your contributions to our local communities and our economy.

To learn more about ADP, visit adp.com/smallbusiness or call (833) 809-4787

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The early mornings and late nights.
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²⁹.₆ million
Small businesses in the United States²

2X
As likely to be considered a reputable business with a completed Google My Business listing.³

₃₉₁,₀₀₀
Small businesses have created and published a website through Google’s Get Your Business Online program.⁴

¹ Small Business Administration, 2016
² US Small Business Administration, Office of Advocacy, Small Business FAQ, August 2017
⁴ Internal Data, GYBO Stats Counter
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