



## SBA NEW HAMPSHIRE 2016 SMALL BUSINESS WEEK

Your SBA New Hampshire Small Business Week Honorees



Top Row: left to right: Elie El-Chalfoun; BAE Systems - Supplier Diversity Team; Matt Reiners & Jacob Reisch  
Second Row: Bruce Steinberg; John Dignam; John Duff & Dean Millard; Heather Curtis-Tenney  
Bottom Row: Michael Shea & John Belletete; Chuck Withee; Lisa Allison; Dick Clough

## U.S. Small Business Administration Announces 2016 New Hampshire Award Winners

*Elie El-Chalfoun, Owner and Operator of Mega-X of Bedford, NH  
selected as 2016 Small Business Person of the Year*

**CONCORD, NH** – The U.S. Small Business Administration (SBA) and the New Hampshire Bankers Association (NHBA) today announced its 2016 New Hampshire Small Business Award winners recognizing outstanding small business owners throughout the state. Elie El-Chalfoun, Owner of Mega-X, a growing gas station and convenience store business with six locations has been named New Hampshire’s Small Business Person of the Year.

Mr. El-Chalfoun will compete with the nation’s top small businesses for the honor of National Small Business Person of the Year during the SBA’s National Small Business Week celebration, May 1 – 7. The winner will be selected from the 50 states, the District of Columbia, Puerto Rico, the Virgin Islands and Guam. The announcement will be made during an event in Washington, D.C. on May 1 – 2.

Commenting on his selection Mr. El-Chalfoun stated, “I truly and deeply appreciate being nominated by Jennifer Boulanger of the Capital Regional Development Council and chosen for this honor by the SBA. Mega-X has grown from a single station and store with one employee in Manchester to now six locations. This award and our continued success is due to the work of 20 outstanding employees and the other small businesses we deal with each day who help us provide quality products at the best prices for our customers.”

Greta Johansson, District Director of the SBA's NH District Office said "Elie El-Chafoun and Mega-X have made a positive impact on the communities where they operate. The growth of Mr. El-Chalfoun's companies has helped create jobs in local communities and is a reflection of his dedication to build a solid business model. We are pleased to have this opportunity to recognize and thank Mr. El-Chalfoun for his business success and positive community impact."

On Tuesday May 3<sup>rd</sup> the New Hampshire Bankers Association and the NH District Office of the Small Business Administration will recognize Mr. El-Chalfoun and the other 2016 New Hampshire Small Business Award recipients at a 4:00 reception and awards presentation at the Manchester Country Club. For additional information about the reception call [603-225-1405](tel:603-225-1405) or email [warren.haggerty@sba.gov](mailto:warren.haggerty@sba.gov)

Other award winners to be recognized include:

**Young Entrepreneurs of the Year**

Jake Reisch and Matt Reiners  
Headphone Events, LLC of Manchester

**Exporter of the Year**

Bruce Steinberg  
Relyco Sales, Inc. of Dover

**Woman Owned Small Businesses of the Year**

Heather M. Curtis-Tenney  
Curtis Quality Care, LLC of Wolfeboro

**Jeffrey Butland Family Owned Business**

John Belletete and Michael Shea  
Belletete's, Inc. of Jaffrey

**Veteran Owned Business of the Year**

Dean Millard and John Duff  
NH School of Mechanical Trades, Inc. of Manchester

**Region 1 Sub-contractor of the Year**

John J. Dignam  
Mentis Sciences, Inc. of Manchester

**Financial Services Champion of the Year**

Chuck Withee  
The Provident Bank

**Small Business Champions of the Year**

Lisa J. Allison, Seacoast SCORE of Portsmouth  
Dick Clough, Merrimack Valley SCORE of Manchester

## **Dwight D. Eisenhower Award for Excellence**

Supplier Diversity Team:

Lici Deng - Debra Rotkiewicz  
Karen Raymond - Monica St. Julien

BAE Systems of Nashua

Information on Each Awardee Follows:

### **NH Small Business Person of the Year**

**Elie El-Chalfoun**  
**Owner/Operator**  
**Mega-X**

Elie El-Chalfoun was born in Lebanon and was a student of Architecture and Art. He was scheduled to continue his architectural studies in Italy when a friend encouraged him to join him on a visit the United States. With ongoing conflicts underway in Lebanon at the time obtaining visas to come to the United States was difficult. In a twist of fate his application was accepted due in large part to his architectural accomplishments while his friend was not as fortunate.

With this opportunity in hand Elie delayed his studies in Italy and came to the U.S. in 1990. He arrived in Boston with \$5,000 and visited several U.S. cities, taking the time to display his unique artistic style in Lebanese communities. He came to appreciate the presence of order and fairness in the United States which was in stark contrast with his view of the state of affairs in his homeland. Fate interceded again as a new law allowed Elie to obtain a work-permit visa.

With a work-permit visa in hand he found employment through a Lebanese convenience store and gas station owner in Massachusetts. He later moved to Maine and became involved with the day to day management of a convenience store and gas station facility. In Maine he naturalized as a U.S. citizen as his new country had become his home. Elie had come to believe he knew enough and was motivated enough that he should be a business owner. He set out to find opportunities to build or improve a facility and make his mark as a business owner. In 1998 Mr. El-Chalfoun accumulated money and received the help of a family member and SBA backed financing to build his first opportunity in Manchester, NH. His new facility opened in 1999, and in less than two years he received a very attractive offer for the property, which he accepted.

After the sale of his first property, he re-invested into a facility in Allenstown, NH. This facility was in a good location for traffic and access but in need of major rehabilitation and improvement. He leaned back on his architectural skills and steadily invested in this gas and convenience store. Within a few years he

turned the underperforming facility into a community asset that was able to compete and grow with a major national brand nearby.

In 2010 Elie El-Chalfoun identified a new opportunity in Hooksett, NH approximately three miles south of the Allenstown facility. He connected with Jennifer Boulanger at the Capitol Regional Development Council and secured 504 financing enabling him to build an improved facility with unique architectural style that is pleasing to the eye. He was able to incorporate a Dunkin Donuts franchise as a tenant and enough room for an attractive and active retail location.

With two profitable ventures under management and ownership Mr. El-Chalfoun became aware of an opportunity to purchase of multiple facilities. In 2013, after considerable due diligence he worked again with the Capital Regional Development Council and Northway Bank to purchase five facilities. Each of the facilities has a Mega-X private branded gas station along with a complimentary retail facility providing attractive breakfast, snack or dinner options.

Since 2013 Mr. El-Chalfoun has managed this expansion well. He has and improved profit margins at each facility while re-investing in refreshing the properties and tailoring the retail presentation to the market needs in each community. He has general convenience products in some locations, breakfast options in areas near major employers, camping provisions at another and is currently building an expanded local market in a more residential neighborhood.

Elie El-Chalfoun experienced a twist of fate in 1990 as he came to the United States. It may seem to many that his architectural career was “interrupted”. In fact, through his deliberate commitment and watchful eye he has designed and built a growing business that employs over 20 people as well as housing other entrepreneurs and generates over \$22 million in sales. He has built and re-modeled facilities that make communities proud and enhance the value of neighboring properties. He is a model for others in his careful management and continued investment in the communities he serves, and he is New Hampshire’s 2016 Small Business Person of the Year.

Mr. El-Chalfoun will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

**Jake Reisch & Matt Reiners of Headphone Events in Manchester are  
SBA’s 2016 Young Entrepreneurs of the Year  
for New Hampshire & New England**

Headphone Events encompasses two operating companies: Eversound, a leading provider of group listening systems and audio technology geared to the senior living space; and Party Headphones, a

pioneer in the fast growing silent disco events market. Co-founders Jake Reisch and Matt Reiners, have been named the 2016 Young Entrepreneurs of the Year for New Hampshire and New England by the U.S. Small Business Administration (SBA). In announcing the award the SBA pointed to Reisch's and Reiner's hard work, innovative ideas and dedication to the community as reasons contributing to their selection for this honor.

Greta Johansson, District Director of the Concord New Hampshire Office of the SBA commented, "It is impressive to see young entrepreneurs leap into businesses ownership with no fear and adapt technologies for previously undeveloped markets. Serving both younger and older clientele, they are well positioned to build and expand upon their early success. The SBA is pleased to have been able to help them access capital in their early days of operation."

In accepting the award Reisch pointed to the evolving mission of the company as a driving force behind his efforts and those of his team. "I am thrilled to accept this award on behalf of the incredible teams at Eversound and Party Headphones. We started out with a young target demographic and the goal of revolutionizing the dance club scene with the Party Headphones silent disco technology and saw an equally compelling opportunity to apply similar technology to improving the quality of life for older adults in senior living communities. We now serve 18 to 100 year-old's, which is a pretty broad market reach."

Reiners added, "I get to witness the incredible reception our product gets both for dance parties and at senior events and it makes all the effort we have put into these companies completely worthwhile."

Jake Reisch and Matt Reiners will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

## **Relyco Sales, Inc. of Dover, New Hampshire is SBA's 2016 Exporter of the Year for New Hampshire**

**CONCORD, NH** – The U.S. Small Business Administration (SBA) and the New Hampshire Bankers Association (NHBA) recently announced that they have selected Relyco Sales, Inc. of Dover New Hampshire as the 2016 New Hampshire Small Business Exporter of the Year.

Relyco Sales, Inc. is a 27 year old family business founded by Michael and Laurie Steinberg. Their son, Bruce Steinberg joined the company twelve years ago and in 2014 became president of the company. Relyco specializes in providing unique waterproof and tear proof papers, secure forms, checks, envelopes, digital packaging and E-Payment solutions.

Relyco has been an exporter for the past 10 years, initially servicing accounts in Canada, Mexico and the Caribbean Basin. In recent years they have worked with the State of New Hampshire's International Trade Resource Center and U.S. Department of Commerce and the SBA's STEP matching grant program. Using this program company officials were able to travel to Scandinavia and expanded their reach to Europe with clients now in the nations of Norway, Denmark and Sweden.

In addition to their direct export activities, Bruce Steinberg has become an advocate for other New Hampshire companies to enter or expand their export activity. Justin Osowski, Director of the NH Export Assistance Center nominated Mr. Steinberg stating "Relyco's President, Bruce Steinberg was nominated for the Granite State District Export Council (GSDEC). The GSDEC's primary mission is to assist other small New Hampshire companies engage the international marketplace and Mr. Steinberg's business acumen is sure to provide enhanced value added counseling."

Greta Johansson, District Director of the Concord New Hampshire Office of the SBA commented "Mr. Steinberg and Relyco are a great example of small business and exporting success in New Hampshire. With a staff of 35, their products reach customers in a growing number of foreign countries. Bruce's willingness to work on behalf of other small business owners is equally commendable."

Mr. Steinberg will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford. Additional information about Relyco can be found at [www.relyco.com](http://www.relyco.com)

## **Curtis Quality Care of Wolfeboro SBA's New Hampshire 2016 Woman Owned Business of the Year**

**CONCORD, NH** – Curtis Quality Care, LLC is a state licensed home health care service provider, offering care management, transportation, homemaking and companionship services. The company was born from the experience of Heather Myra Curtis-Tenney and the care she learned to provide to her parents and sister. In 1994 she started as a family care giver and discovered she truly enjoyed the work and knowing she made a difference in the quality of life for those she helped.

With the hope of sharing her talents and skills with others, Heather became a licensed nursing assistant working at a local nursing home. In 1999 she advanced to become the Director of client services at the Steven's Adult Day Care Center. During this time she obtained a degree in Behavioral Sciences from Granite State University.

In 2009 Curtis Quality Care, LLC became a licensed home care agency. Importantly it was started in the loving memory of her parents, Captain K.G. Curtis and Janice M. Curtis and her sister Kathryn A. Curtis. As she started the business from one room within her home, Heather was clearly more focused on caregiving than the checkbook. She had the advantage that as a new business owner she was an avid seeker of information and advice. In 2011 she heard of SCORE and met with Frank Giebutowski, her mentor and nominator. Together they worked on developing a mission statement, formalizing a business plan and developing marketing material.

As Heather grew as an owner and Curtis Quality Care, LLC grew as a business she took advantage of Lakes Region SCORE seminars and training sessions. In 2015 Heather and her SCORE Mentor Frank met again to discuss issues of managing growth. Today, Curtis Quality Care, LLC has grown to include a staff of twenty and serves between 75 and 100 clients per year all within a 20 mile radius from Wolfeboro, NH.

Commenting on her selection Greta Johansson, District Director for the NH District Office of the SBA said, "Heather Curtis-Tenney and Curtis Quality care have an inspiring story where personal family circumstances led to a major career and life change. It is great that she found SCORE and has worked with Frank as her SCORE mentor along the journey. She has grown as a business and as a business woman while maintaining high standards of care for her clients and providing relief and assurance for their families."

Ms. Curtis-Tenney will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

## **Belletetes, 118 Years Young is Selected to Receive the SBA's NH 2016 Jeffrey Butland Family Owned Business of the Year Award**

**CONCORD, NH** – Belletetes, Inc. has been helping Southern New Hampshire build better since 1998. Belletetes was founded by Elie Belletete who believed that high quality products and outstanding

customer service was the foundation for a lasting and successful business. While much has changed the fact that the fourth generation of the Belletete family has recently joined the business it seems that founder Elie Belletete was on to something.

Today, Belletetes, is led by Jack Belletete, of the third generation. The business, which began in Jaffrey, has added eight additional locations throughout Southern New Hampshire and Massachusetts and employs 240 knowledgeable staff.

Mr. Ben Wheeler, Regional Vice President of TD Bank nominated Belletetes for the award, stating, “In the past decade they have completed three acquisitions of businesses in New Hampshire and done a great job of integrating these companies and their employees into the Belletetes organization.”

Commenting on the selection of Belletetes, Greta Johansson, District Director of the SBA’s New Hampshire District Office commented, “Belletetes has grown tremendously over the years and we are pleased SBA financing was able to help with that growth. We have great lending partners such as TD Bank that help us support quality family businesses like Belletetes .”

Jack Belletete will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

## **NH School of Mechanical Trades of Manchester is Named SBA’s New Hampshire 2016 Veteran Owned Business of the Year**

## **NH School of Mechanical Trades of Manchester is Named SBA’s New Hampshire 2016 Veteran Owned Business of the Year**

**CONCORD, NH** – The NH School of Mechanical Trades started in 2012 as the dream of Dean Millard, John Duff and Dean’s father Robert Millard. Together they have over 60 years of instruction experience in the field of oil heating at a trade school in Massachusetts. During their years of teaching the trade to the next generations they had many students travelling from New Hampshire.

After months of a searching they found a location on Perimeter Road in Manchester. They received a warm and welcoming reception from the City of Manchester. During the planning stage Robert Millard, Dean’s father passed away which served to increase their resolve to start the business in his memory.

The search for financing brought them to Jennifer Boulanger of the Capital Regional Development Council (CRDC). The CRDC was able to provide start-up financing using SBA's Intermediary Lending Pilot Program. In short order they began operations focused on the mission of providing top quality instruction at a top shelf educational facility dedicated solely to training men and women from all backgrounds for careers in the mechanical trades

Jennifer Boulanger of the CRDC nominated the NH School of Mechanical Trades for the award stating, "The school has seen consistent growth in creating the new educational opportunity in the State of NH not only supporting new job opportunities but working diligently to re-educate the unemployed to fill vacancies. The school works closely with young adults who are not necessarily heading to a four year secondary school, the NH Unemployment Office and the Office of Veterans Affairs. "

As veterans, Dean Millard (Marines) and John Duff (Navy) recognize the opportunities the trades can present to returning veterans. Today their school is in full operation; it is an approved school under the G.I. Bill and has been approved as a provider under the Workforce Innovation and Opportunity Act.

Dean Millard and John Duff will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

## **Mentis Sciences, Inc. of Manchester recognized As Subcontractor of the Year for the New England Region By the U.S. Small Business Administration**

**CONCORD, NH** – The U.S. Small Business Administration (SBA) and the New Hampshire Bankers Association (NHBA) today announced the selection of Mentis Sciences, Inc. of Manchester, NH as the Sub-contractor of the Year for the SBA's New England Region. The award honors small businesses that have provided the government and industry with outstanding goods and services as subcontractors.

Mentis Sciences, Inc. was nominated for the prestigious award by Benita Fortner, Corporate Director of Supplier Diversity at the Raytheon Company. In making their nomination Ms. Fortner states "Mentis Sciences presents an example of an outstanding business success that results from a combination of vision, innovation, perseverance and the desire to positively impact their community."

In addition to the quality products provided for Raytheon particular mention is made of the leadership shown by John Dignam, the President of Mentis Sciences and their staff with two inspirational programs. The first is their commitment to the Mentis Sciences HUBZone internship/education and STEM program which has provided tremendous opportunities for young people. The second is their support for the veteran community through their low cost rapid insertion improvements for prosthetics and orthotics and the developing prosthetic manufacturing training program for veterans and the underprivileged.

On hearing of the selection of Mentis Sciences for the award, Greta Johansson, District Director for the SBA's New Hampshire District Office said "John Dignam and the staff at Mentis have truly been leaders in their field and have quietly made a significant impact in the lives of young people in Manchester and veterans throughout the nation. They are truly deserving of this recognition."

John Dignam and Mentis Sciences, Inc. will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

### **Lisa Allison of Lee is named SBA's NH 2016 Small Business Champion of the Year**

Lisa Allison of Lee has been named the NH Small Business Administration's 2016 Small Business Champion of the Year. Allison joined the Seacoast SCORE chapter following an extensive career in accounting, mergers and acquisitions, corporate planning and business planning with the Dow Jones Company. In 2008, while playing bridge, she met a SCORE mentor with the Merrimack Valley Chapter. He encouraged her to consider volunteering and intrigued her with a client success story. She contacted Ted Papoutsy at Seacoast SCORE in Portsmouth and was very impressed with the organization and significant expertise and strong commitment within the chapter. At the time, the climate for small businesses in NH was at its worst and Allison found it very rewarding to work with her fellow SCORE mentors to try to help their clients survive and succeed.

Allison was nominated for the award by Amy Bassett, Deputy District Director of the NH Small Business Administration. "Lisa developed a workshop titled *Small Business Finance: What You Need to Know!* and invited our office to participate in each session," said Bassett. "Over the last five years she's conducted 25 workshops and trained over 375 entrepreneurs providing them with critical business finance knowledge. It continues to impress us how she takes simple business examples, Lilly's lemonade stand for example, to demonstrate important principles like break-even analysis and cash flow calculations."

Allison's workshop has been so successful that other NH SCORE chapters and small business advising groups have asked to sit in and eventually all used the curriculum to conduct their own version. In addition to teaching workshops, Allison is an active mentor with the chapter and thoroughly enjoys working with and learning from her fellow mentors and their small business clients. In addition to her

work with SCORE, Allison keeps very busy teaching bridge to over 50 students at two schools in her local community.

When asked what she liked most about volunteering with SCORE Allison responded, “I really enjoy working with clients who are looking to start or expand a business. You have to think like the clients and put yourself in their shoes to really understand what they need to know. I enjoy the co-counseling approach our chapter uses and have great respect for my fellow mentors.”

Lisa Allison will receive her NH Small Business Champion of the Year award at a ceremony to be held on May 3 at the Manchester Country Club in Bedford.

For more information on SCORE in the Portsmouth area go to [www.seacoast.score.org](http://www.seacoast.score.org)

## **Dick Clough of Concord Named SBA’s NH 2016 Small Business Champion of the Year**

Richard “Dick” Clough of Concord, NH has been named the U.S. Small Business Administration’s (SBA) New Hampshire 2016 Small Business Champion of the Year. Dick enjoyed a successful career as a small business owner. He created a business model that filled an important niche for many non-profit organizations in New Hampshire

In his retirement, Dick has played an active role in the Merrimack Valley Chapter of SCORE in extending SCORE’s presence to the Concord area. In nominating Dick Clough for this award, Tim Sink, President of the Greater Concord Chamber of Commerce said “ Dick is a hands on business counselor, his counseling sessions are extensive, lasting multiple hours providing in depth advice and coaching to his mentees. “ He went on to add “Dick is realistic and will not hesitate to give straight-up advice to his clients regardless of whether or not the news is good. Dick and the SCORE team have developed a strong working relationship with the Greater Concord Chamber of Commerce. They have more than earned the respect of the Chamber and are considered a highly valued asset and referral for local people pursuing the American dream of business ownership.”

Greta Johansson, Deputy Director of the SBA’s New Hampshire District Office added, “Dick Clough has a dedication to the creation and health of small business that is unsurpassed. Dick is known for taking the time to understand what business owners are trying to do and helps them identify their strengths and to find ways to address weaknesses or potential problems in their earliest stages. We hear time and time again of men and women have worked with Dick and truly appreciate his advice and counsel.”

Dick Clough will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

For more information on SCORE in the Merrimack Valley go to [www.merrimackvalley.score.org](http://www.merrimackvalley.score.org)

## **Chuck Withee, President of The Provident Bank is SBA's NH 2016 Financial Services Champion of the Year**

Chuck Withee, President of the Provident Bank has been named the NH Small Business Administration's 2016 Financial Services Champion of the Year. Under his leadership, The Provident Bank has been the leading SBA lender in NH in terms of dollars amount of 7(a) loans for the last two years. Since joining the bank in 2004 and throughout his 31 year career, Withee has been a strong advocate for small business financing throughout the state of New Hampshire and Massachusetts. Withee has always been a strong supporter of the Small Business Administration and encourages his lending team to utilize the programs to help provide financing to small businesses unable to obtain credit without that support. The bank has significantly increased their presence in New Hampshire as well as their lending. In 2013, for the first time in the bank's history, over \$100 million in loan production was achieved. In 2015, Withee instituted new methods for the lending team and they closed the year with over \$220 million in commercial loans to deserving small and medium businesses throughout the region.

Commenting on the announcement, Chuck Withee President of the Provident Bank said, "The Financial Services Champion of the Year is a very high honor and I am very pleased to accept the award on behalf of the entire Provident Bank team; who shares this award with me, with their dedication and hard work on behalf of small businesses throughout New Hampshire."

Greta Johansson, District Director for the New Hampshire District Office of the SBA added, "Chuck is a true champion for small businesses in New Hampshire. He and the team at the Provident Bank continue to recognize and respond to the capital needs of small and mid-sized businesses, and their use of several of the SBA loan guarantee programs helps even more of their clients grow and prosper."

Chuck is very active in his local business community as well as with the Peter T. Paul College of the University of New Hampshire. He is a board member of Turning Point, Coastal Economic Development Corp. and Abeniqui Country Club, where he is the Finance Committee Chair. Chuck is also involved

in the UNH CEO Peer group., which is a group of diverse small and mid-market business leaders that assist and advise each other on business and strategic matters. Chuck truly enjoys his involvement with the UNH Paul College Executive Advisory Board and the Paul College Mentoring Group, which he chairs. He recognizes the importance of encouraging the next generation to consider a career in the banking and finance industries through this important channel.

Mr. Withee will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

## **Dwight D. Eisenhower Award for Excellence**

Supplier Diversity Team:

Lici Deng - Debra Rotkiewicz  
Karen Raymond - Monica St. Julien

## **BAE Systems of Nashua, New Hampshire**

**CONCORD, NH** – The U.S. Small Business Administration (SBA) and the New Hampshire Bankers Association (NHBA) today announced the selection of BAE Systems' Electronic Systems sector of Nashua, NH as the winner of the 2016 Dwight D. Eisenhower Award for Excellence. This award recognizes large prime contractors that have documented excellence in their utilization of small businesses as suppliers and subcontractors.

BAE Systems' Electronic Systems Supplier Diversity Team operating in Nashua, NH was recognized for exemplary performance in identifying, qualifying and utilizing small businesses as suppliers and subcontractors.

BAE Systems has demonstrated a commitment through internal policies and execution by its Electronic Systems Supplier Diversity Team to expand opportunities to small businesses in New Hampshire, New England and throughout the nation. Following four consecutive years of receiving a Highly Successful rating from the Defense Contract Management Agency (DCMA), BAE Systems strengthened policies and expanded its efforts, leading to receiving DCMA's highest rating of Outstanding. Over the past five years, BAE Systems' Electronic Systems sector has out-performed in several targeted small business categories, including working with veteran-owned and service disabled veteran-owned businesses.

BAE Systems has received recognition locally and nationally and is an active member of the New England Regional Council and the Minority Business Development Agency Business Center. The company supports and actively participates in matchmaking events in New Hampshire and other parts of New England, providing even greater opportunities for small businesses to access many other federal buyers and prime contractors.

Greta Johansson, District Director of the SBA New Hampshire District Office, said, “BAE Systems is to be applauded for the efforts they have made to successfully extend opportunities to small businesses. The Electronic Systems Supplier Diversity Team at BAE Systems includes Lici Deng, Debra Rotkiewicz, Karen Raymond and Monica St. Julien. They have not only exceeded federal goals, but also helped on countless occasions to support small business matchmakers and training opportunities for small businesses. We congratulate them on receiving this national recognition.”

BAE Systems and its Electronic Systems Supplier Diversity Team will be recognized locally at the annual **NH SBA Small Business Awards** event on **May 3rd** at the Manchester Country Club in Bedford.

*For information on the May 3rd event contact Warren Haggerty at 603-225-1405 or [warren.haggerty@sba.gov](mailto:warren.haggerty@sba.gov)  
To register for the event click [here](#) or visit <http://www.nhbankers.com>*