



2018 Annual Meeting

Powering the American Dream



NATIONAL
VETERANS
SMALL
BUSINESS
WEEK

NOV
5-9
2018

Emerging Leaders | Lender Awards | Veteran Business Owners

Thank you to the
Emerging Leaders
Program Cosponsors:



Program

9:00 Check in and Networking

9:30 Pledge of Allegiance and Welcoming Remarks

- Robert H. Nelson, SBA MA District Director
- Nam Pham, Assistant Secretary, Commonwealth of MA Office of Business Development and International Trade
- Tim Murray, President, Worcester Regional Chamber of Commerce

9:50 Emerging Leaders Graduation

- David Polatin, Deputy District Director
- Class Instructor: Alison Berglund, Encore Age, LLC
- Class Speaker: Renee King Diaz owner of The Queen's Cup

10:15 Veteran Owned Small Business Success Stories

- Oreste Varela, SBA Springfield Branch Manager
- Moderator: Ray Milano, Deputy Associate Administrator SBA Office of Veterans Business Development
- David Adams, President, AFC Urgent Care
- Jess Brown, Co-founder/President, Heidrea Communications
- Tony Fields, President, Cleartech Group

11:00 State Trade Expansion Promotion Grant Initiative (STEP)

- Nadine Boone, Lead Business Opportunity Specialist
- Khanh Mendelowitz, Business Development Manager, Commonwealth of MA, Office of International Trade & Investment
- Grant Recipient: Grace Preston, Director of International Sales, Optim, LLC

11:15 Program for Investment in Micro-Entrepreneurs Initiative (PRIME)

- Grant Recipient: Local Enterprise Assistance Fund, Inc. (LEAF) Gerardo Espinoza, Executive Director
Amine Benali, Managing Director, Strategy & Development

11:20 2018 Lender Awards

- Ili Spahiu, Lead Lender Relations Specialist

11:40 Networking

Cosponsorship Authorization# 18-0101-73

All SBA programs and services are provided on a nondiscriminatory basis. The SBA does not endorse the organizations, views they express or the products/services they offer.

Emerging Leaders

Claretech Group acts as your IT Services Consultant. They provide access to the resources to provide you the solutions you are looking for. Claretech Group technicians are experts in IT managed services.

Trinidad Engineering, Inc. provides heating, ventilation, air conditioning and refrigeration (HVAC&R) engineering services to clients in industries ranging from manufacturing to schools and hospitals.

Geisel Software, Inc. is a team of embedded device software engineers and app developers with a passion for the IoT revolution.

RRMAE Engineering is an engineering consulting firm that specializes in providing process engineering and design, technology transfer from R&D to manufacturing

O'Leary Welding Corp offers quality, cost-effective welding and fabricating solutions with experience in industrial maintenance, custom fabrication, and crane service.

Drivetech, Inc. removes the worries of extensive downtime with their 24/7 monitoring services. Their cloud service will give their customers an interactive tool that will help all of their employees communicate with ease.

Legacy Medical Solutions, LLC designs, performs engineering and manufacturing services to produce customized sterilization cases and instrument delivery solutions.

Guertin Graphics is a family business and provides the highest quality trophies, awards, t-shirts, and silk screening.

Bluefin Technology Partners provide end to end product, project and vendor management to make sure that all aspects of the project are delivered on time, on budget and to spec.

Abbess Instruments and Systems, Inc engineers and manufactures custom vacuum chambers for a broad range of user-defined systems, serving uses from scientific experimentation to industrial production.

Twist Bakery Café, Inc. gives you the freedom to enjoy going out to eat again. They can accommodate all of the top nine food allergens while at the same time; create food the whole family craves.

Bin There Dump That specializes in bin rental, dumpster rental, junk removal and rubbish removal.

The Queen's Cups provides creative and delicious hand-crafted baked goods along with exceptional service in a laid-back atmosphere.

Comprehensive Practice Management is a professional and results-oriented company with experienced medical billing personnel.

Betts Plumbing & Heating Supply is an independent, family owned wholesaler of plumbing and heating supplies and has been in business for over 50 years.

Monsoon Kitchens, Inc. believes that authentic Indian food can be both healthy and delicious, and that a variety of options should be available to meet the various dietary needs of everyone.

New England Home & Glass, Inc. offers residential and commercial glass services along with cabinet refacing and countertop replacements ECI Stores - provides your one-stop shopping experience for quality consignments for kids, teens, ladies, home décor and furniture.

Fox Auto Transport, LLC can ship it whether you're going across town, across the Pacific, or anywhere in between.

Lender Awards

Western Massachusetts 7(a) Lender of the Year in Dollars and Volume
Massachusetts Lender of the Year to Rural Areas

Berkshire Bank

Western Massachusetts 3rd Party Lender by Dollars and Volume

Lee Bank

Western Massachusetts 504 Lender by Dollars and Volume
Massachusetts CDC Lender of the Year by Dollars

New England Certified Development Corp.

Massachusetts CDC Lender of the Year by Volume

Bay Colony Development Corp.

Massachusetts Credit Union of the Year

St. Mary's Credit Union

Massachusetts Lender of the Year to Women
Massachusetts Lender of the Year to New Businesses

Independence Bank

Massachusetts Minority Lender of the Year
Massachusetts Lender of the Year to Restaurants

Santander Bank

Massachusetts Lender of the Year to Veterans

Leader Bank

Massachusetts Lender of the Year to Construction

Rockland Trust Company

Massachusetts Lender of the Year to Small Business Manufacturers

Avidia Bank

Massachusetts #1 Microlender by Volume

Accion East USA

Massachusetts #1 Microlender by Dollars

South Eastern Economic Development Corp.

Massachusetts #1 Lender for
7(a) Lender in Volume and Total Dollars

504 3rd Party Lender by Volume

Job Creation/Retention

Eastern Bank