

STEP IT UP!

Join the **ENTREPRENEURS** shaping the Future of

PHILADELPHIA

U.S. SMALL
BUSINESS
ADMINISTRATION
PHILADELPHIA
DISTRICT OFFICE

2014
EMERGING
LEADERS
GRADUATION

NOVEMBER 5TH

SBA

U.S. Small Business Administration



AGENDA

2:00 Welcome and Opening Remarks

Solomon Wheeler, SBA Philadelphia Emerging Leaders Project Manager
Mark Quinn, Acting SBA Philadelphia District Director

2:15 Successful Businesses = Successful Communities

Natalia Olson-Urtecho, Regional Administrator, SBA Region III

2:25 Importance Of Small Businesses

Evelyn Smalls, CEO & President of United Bank of Philadelphia

2:35 Emerging Leaders Class Speaker

Introduction by Hugh Connelly, Emerging Leaders Instructor

2:50 Introduction of Emerging Leaders Graduates, Graduation Ceremony and Photos

Natalia Olson-Urtecho, Regional Administrator, SBA Region III

Mark Quinn, Acting SBA Philadelphia District Director

Hugh Connelly, Philadelphia Emerging Leaders Instructor

Solomon Wheeler, SBA Philadelphia Emerging Leaders Project Manager

3:30 Ceremony Concludes

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In 2008, Philadelphia joined with a group of select major cities across the country to participate in the U.S. Small Business Administration's "Emerging Leaders" training initiative that immerses owners of promising inner city businesses in a condensed, MBA-like curriculum designed to stimulate urban economies by helping their most promising businesses grow.

Through the Emerging Leaders program, entrepreneurs participate in an intensive and comprehensive training program focused on developing business growth strategies and attracting capital to fuel that growth. Participants also work with experienced mentors, attend workshops, and develop connections with banks and the private equity community.

"Philadelphia's Emerging Leaders program has a proven track record of helping small businesses in underserved communities," said Mark Quinn, Acting District Director of SBA's Philadelphia District Office, which is administering the program in Philadelphia. "Graduates of the program have increased revenue, created jobs and helped drive economic growth in their communities. This year's classwork builds on this success and helps provide access to the resources and skills to succeed."

Since Mayor Nutter sounded the rallying cry at the program's Philadelphia

SBA'S EMERGING LEADERS PROGRAM HELPS PHILADELPHIA'S SMALL BUSINESSES STEP IT UP!

launch in March 2008, the program has been going strong. The rising stars who have participated in years past came into this training with

their businesses poised on the brink of real growth. There seems to be no limit to what they can accomplish with the tools and relationships they take from the program.

The program's cutting-edge formal curriculum and diversity of industry continues to provide a unique educational experience.

Each Emerging Leaders class has attended sessions focusing on growth goals, marketing, sales, financials, government contracting and accessing capital. Through this coursework, participants work with area lenders and government procurement experts, draft growth plans for their own businesses, and develop connections with a new network of resources.

The Class of 2014

Antenna Star Satellites, Inc.
Art of Wellness, LLC
Chester County Linens, Inc.
CoyoteLight, Inc.
Environmental Construction Services, Inc.
Feliz Restaurants
In Touch Medical Associates, Inc.
Logic Eye Care, Inc.
Mitchum-Wilson Funeral Home, Inc.
Morgan Construction Management
North American Roofers, Inc.
OPS Security Group
Roman Sentry Security Systems, Inc.
Salus Health Inc.
Tiagha & Associates

"Philadelphia's Emerging Leaders program has a proven track record of helping small businesses in underserved communities," said Mark Quinn, Acting SBA Philadelphia District Director.

"Graduates of the program have increased revenue, created jobs and helped drive economic growth in their communities. This year's classwork builds on this success and helps provide access to the resources and skills to succeed."

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Strayer University. As President of Univest Capital, Inc., he is responsible for the small business equipment finance company he and his partner started in 2006 for Univest Bank and Trust, a national equipment finance company that helps equipment manufacturers, dealers and distributors increase sales with Univest's Financing As a Sales Tool System. The company has grown de novo and through acquisitions. Both a commercial and municipal lessor, Univest Capital has carved a niche for itself in each of these sizeable markets. Through its municipal division, Municipal Capital Finance, Univest provides funding that municipalities, school districts and charter schools need to acquire the equipment necessary to serve their constituents. Connelly started in the financial services industry in 1989 as a specialized lender at CoreStates Bank (now Wells Fargo) in Philadelphia. His corporate banking experience includes leading multi-bank credit facilities, international finance, asset securitization, venture capital and investment banking. Managing Editor of TheMainStreetHerald.com, a web-site offering free information for small businesses, he recently launched The Inflictors, a sports clothing firm. In 2013 he published his first book titled "401K Tune-Up," a how-to investment management system for 401K participants. He holds a Bachelor's degree from Temple University, a Master of Science in Finance-Bank Management from Drexel University and holds both the Chartered Financial Analyst (CFA) and Certified Fund Analyst (CFS) professional designations.

INSTRUCTOR

Hugh W. Connelly is the Interise instructor for the Philadelphia Emerging Leaders Program and is an adjunct faculty professor of finance and business at



Hugh W. Connelly

PROJECT MANAGER

Solomon Wheeler, Lender Relations Specialist, joined SBA's Philadelphia District office team on February 11th, 2013. He currently works with local and

regional banks to promote US SBA loan guarantee programs such as 7(a), Export Working Capital, Small Loan Advantage and SBA Express. He is also the project manager for the SBA's Emerging Leaders program, a mini-MBA program for small business owners. He previously served as a Business Opportunity Specialist for the 8(a) Division of Program Certification and Eligibility. Prior to that, he served as the Finance Director for The Business Center for Entrepreneurship (Philadelphia), a business development and technical assistance organization. He has worked as a commercial lender (Wachovia), finance manager (Coca-Cola), and corporate Senior Auditor (Unisys). He has a Bachelor's degree in Finance from Philadelphia University and a Master's degree in Finance and International Business from the University of Pittsburgh.



Solomon Wheeler

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president of Salus Health Inc., a company providing premier home health services in southeastern Pennsylvania. Chaudry brings extensive management experience from working with small to mid-size enterprises. His serial entrepreneurial streak has always compelled him to go off the beaten path from the routine job environment and discover opportunities in diverse entrepreneurial arena. Salus Health is committed to providing top tier nursing services to the community of Bucks County and surrounding areas using technology as it's vehicle. Chaudry says that his company's primary goal is to make the enrollment process effortless for not only the patients but also the prescribing physician and support staff involved.

GRADUATE

Sam Chaudry, a graduate from New York University with Master's of Science in Business Management & Systems, is the founder and



Sam Chaudry

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private security in the Philadelphia region. He holds a Criminal Justice Master's degree from Boston University and had a 22-year law enforcement career spanning assignments to K9 Unit, Robbery/Arson detective, DARE officer, Police Sergeant, Police Academy instructor, Terrorism and Chemical Weapons Instructor with the Department of Homeland Security and as Adjunct Professor for two area colleges. Costa realized he had a set of skills and experience the industry needed. To his company's benefit and even moreso his customers, he created a security company based on professionalism, constant education and training, and a level of customer service that reassured clients that its staff was more than competent to handle any of their security needs or concerns. As a startup the company quickly signed new clients, constantly hired and always looked for new opportunities, immediately recognizing a need and fulfilling it. As a more-established firm, the company faced the ever-present challenge of growth while providing the same high level of professionalism and customer service. Costa remains focused on improving service, keeping staff educated on security industry changes, and reaching for larger, long-term lucrative contracts as the next stage of development. Coming from the public sector, he saw a need to expand his ability to find new customers and knowledge of negotiating contracts to make the company successful. Costa chose to enroll in the Emerging Leaders class to learn more about private industry, interact with other CEO's, and learn more about his own strengths and weaknesses to help him and his business grow amongst other CEO's who are also eager to improve their businesses.

GRADUATE

Daniel Costa created OPS Security Group with the idea of "Protecting the Best" and an intent to improve the image of



Daniel Costa

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company to continue providing table linens, aprons, entrance mats and accessory rentals at affordable prices to businesses in the Tri-State Area. Eric's insights and willingness to adjust his business plan to ensure profitability have enabled him to financially control the reigns of his destiny. His flexibility has helped him create and implement strategies developed during the Small Business Administration's Emerging Leaders Program, which he chose to pursue after hearing an a program graduate on WWDB radio's "The Board Room with Russell Dinkins." Devine feels the program helped spark a new path for his company's immediate future with a scalable business model. While the present model works, he has developed a three-year business growth plan to transition his company into a specialty linen company providing linen rentals for weddings, corporate and special events. Devine holds a Bachelor's degree in Biology from La Salle University and an Associate's degree in Business from Community College of Philadelphia.

GRADUATE

Eric Devine is CEO and founder of Chester County Linens, LLC. Located in Chester, PA, his textile rental company services the local hospitality industry. He has positioned the



Eric Devine

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care, pediatric, ocular disease and geriatric care. She founded Logic Eye Care Inc., as a multi-specialty, multi-service medical optometric practice whose allied staff is trained to help patients with all their ocular needs. The company has three departments: office, mobile care and eye wear boutique. Dr. Hill-Bennett is dedicated to bridging the gap of health care as it relates to ocular health by helping patients and their families maintain their independence with comfort and dignity, improving their quality of life, and focusing on promoting the importance of ocular wellness and ocular disease prevention. She has a unique business model that includes an eye doctor making house calls, providing eye care services to charter schools and providing eye care services in a Federally Qualified Health Center geared toward the homeless. Dr. Hill-Bennett turned to the Emerging Leaders program to build a solid foundation to insure future growth because, as she puts it, her self-taught business skills were based on trial and error since "business is not taught in Optometry school. While incorporating the lessons learned into the business, she came to feel that despite its corporate structure the business was essentially her, as the doctor. She feels now it is time for Logic Eye Care to move past that stage and that she has learned that regardless of the size of the company they all have the same obstacles to face in order for business growth to occur to take the business to the next level.

GRADUATE

Dr. Tamara Hill-Bennett, a graduate of The Pennsylvania College of Optometry, is a board certified optometrist who specializes in primary



Dr. Tamara Hill-Bennett

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because of her extensive construction industry background. She earned a Bachelor's in Electrical Engineering Technology from Temple University and a Master's of science in Engineering Management from Drexel University. Her 20 years of extensive experience includes the building operations and maintenance of a \$100 Million UPS facility, a \$20 million Air Cargo facility for Philadelphia International Airport and, as the Project Executive Consultant on numerous construction projects for the School District of Philadelphia, was responsible for managing a \$100 million Capital Improvement budget for projects. She now leads her professional construction management team to complete multiple construction projects on-time or ahead of schedule and under budget while addressing community needs and concerns. Hackney turned to SBA's Emerging Leaders to utilize the program's business resources and class materials to help her business operations, to hire and preserve a dynamic staff, and for a new initiative to run her firm more efficiently and cost effectively. Her three-year plan forecasts her business endeavors and executes her well thought out growth plan as well as to increase her bottom line and business sustainability by implementing marketing strategies to capture new customers and minimize administrative tasks.

GRADUATE

Angel Hackney, president of Morgan Construction Management, LLC, is as comfortable in her hard hat and work boots as she is in typical business attire



Angel Hackney

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you to life." She established Art of Wellness, LLC to provide natural treatments for those suffering from physical and/or emotional distress and achieve balance in their day-to-day lives. Her long-term business vision is to establish a complete wellness center as a one-stop shop for helping individuals make healthy changes by providing services, treatments and products that address all their needs. With 13 years of clinical experience helping countless people, influenced by her father's practice of Chinese Medicine, she has perfected the art of achieving balance with the mind, body, and spirit. Her nursing-psychology-art education has created a thorough understanding of effective treatments addressing the whole person to achieve ultimate well-being. Recognizing her need for mentorship and business education to better address challenges as they arise, she turned to SBA's Emerging Leaders program to help grow her business smartly and eventually achieve her big vision to create a complete wellness center.

GRADUATE

Yan Huo is a licensed psychotherapist, board certified art therapist, couple and family therapist, holistic nutritionist, and a personal chef who "brings the best of



Yan Huo

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of his hunting friends, he was frustrated with the spot lights available and he decided “I can make something better than this!” More than five years of experience working with underwater remotely operated vehicles gave him the vision to create his own spotlight from the ground up with the intent to outperform the competitors, hold a charge all night, and be fully dimmable from 0 to 100% power. Kolb prototyped different model lights until he was satisfied that they were successfully proven in the field. CoyoteLights — originally a seasonal side business — has a big vision to become the market leader in designing and manufacturing high performance LED lights. Plans to expand beyond the hunting market with lights for vehicles, boats, military applications and economy models, combined with his decision to be a sales driven company that will require increased manufacturing resources, Kolb felt there was no better time than now to attend SBA’s Emerging Leaders class to prepare to take the next step in growing his company.

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Office Minority-Owned Small Business of the Year — and its wholly owned subsidiary, Element Mechanical Services, LLC. ECSI, which has received assistance from SBA resource partners Temple SBDC and Wharton SBDC, is a full service mechanical and contracting energy management firm focusing on new and retrofit HVAC construction projects for commercial, institutional, industrial and healthcare markets. Founded in 2010 with a \$10,000 investment and two employees, the firm rapidly grew to more than \$4 million and 30 employees. With a staff comprised of mechanical, electrical and energy engineers, as well as patents in energy efficiency and experience in 3D integrated project delivery, the company brings together the innovation of conceptual design with the practical experience of real-life construction. Menta has project managed the installation of pollution control, boiler breaching, and industrial HVAC products throughout North America. His range of experience encompasses engineering, manufacturing, coordination, installation, and delivery of mechanical/HVAC solutions for large-scale projects across the mid-Atlantic region. He assisted the team responsible for developing ECSI 360’s pending patent for the optimization of airflow distribution systems.

GRADUATE

When **Brett Kolb**, founder of CoyoteLight, Inc. got into night hunting back in 2009, he had no intention of starting a business. With many



Brett Kolb

GRADUATE

Dominic Menta is chief operating officer of both Environmental Construction Services, Inc. — SBA’s Philadelphia District



Dominic Menta

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service throughout Philadelphia and the surrounding tri-state area for over 25 years. Founded in 1984, the firm is a 100% owned and operated Certified Woman Business Enterprise (WBE), Certified Small Business, HUBZone and Disadvantaged Business Enterprise. The company has a diverse client base which includes banks, corporations, commercial real estate, malls, educational institutions, cultural institutions, health care facilities, government agencies, sports arenas, and trade shows. Created on the premise of providing clients with the highest degree of professional security services, the firm focuses on being responsive to the needs of clients, to the development of state-of-the-art resources and the delivery of consistently responsive, professional and reliable service. The management and employees of the organization pursue these goals while maintaining integrity, loyalty, and honesty in all professional relationships. Since its founding, the company has always centered around the concept of providing quality service to their clients, working with them and adapting to their needs. The firm's reputation in the industry and among its peers is that of a "no-nonsense," highly capable, efficient and fair firm providing strong, solid security. Participating in the Emerging Leaders program is yet another demonstration of the firm's commitment to its staff as well as to growth and prosperity.

GRADUATE

Joseph Nolfi is vice president of Roman Sentry Security, Inc., which has been providing professional armed and unarmed security



Joseph Nolfi

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operated DISH Authorized Retailer, Rajankutty's company is dedicated every day to helping customers get the highest quality programming and technology at the lowest all-digital price. Rajankutty takes pride in providing exceptional work when it comes to installing and pre-wiring his customer's DISH equipment to make sure all of his customers are able to view their favorite games and have access to high speed Internet. Antenna Star Satellites, Inc. is proud to bring the best of what DISH has to offer, so customers can watch "what you want when you want" and has been working to provide the best satellite television services on the East Coast for the past 15 years. Headquartered in Colorado, DISH is recognized as a value leader among the nation's television providers, working to continually improve both product and service by adding channels, introducing innovative technology and investing in customer service.

GRADUATE

Rajesh Rajankutty is vice president of Antenna Star Satellites, Inc., "your friendly hometown DISH TV service provider."

As a locally owned and



Rajesh Rajankutty

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out of college. Not feeling fulfilled with his career path in the financial world, Sirhal began to explore different avenues he could take his career. The original idea behind Cantina Feliz was to create a restaurant with a sophisticated downtown feel that catered to the underserved markets of the Philadelphia suburbs – creating a great dining experience that excites guests as they walk through the doors in anticipation of an amazing level of food paired with top notch service. After developing his businesses and seeing successful growth, Sirhal was presented with the opportunity to join the Small Business Administration’s Emerging Leaders program. The opportunity came at the perfect time as Sirhal, and partner Chef Timothy Spinner, are looking to continue to expand Feliz Restaurants portfolio of restaurants. Feeling that he was lacking some of the “know how” to further build their business and brand, he feels the Emerging Leaders program has been a great learning opportunity that helped relate business theories to practical applications he is implementing into the infrastructure of Feliz Restaurants.

GRADUATE

Brian Sirhal, owner of Feliz Restaurants, worked as an investment analyst for the likes of Merrill Lynch and Goldman Sachs for his first five years



Brian Sirhal

GRADUATE

Walter Smith is the president of North American Roofers, Inc., a roofing and construction firm in Philadelphia. His



Walter Smith

long-term commitment is to his clients and his big vision is to be a leader in the green roofing industry and storm water management programs — saving building owners money instead of it just “going down the drain.” Smith has always had the entrepreneurial spirit: at 19 he sold water ice and soft Philadelphia pretzels and later worked on a lunch truck at the Community College of Philadelphia. In the late 90’s he worked with a neighbor doing roofing jobs who later sold him the equipment for the business. Twenty years later he is proud to have grown a business that has supported his family and the families of his employees. His firm has had contracts with Sears, the city of Philadelphia, a number of general contractors and federal contracts at the Navy Yard. He enrolled in SBA’s Emerging Leaders program to identify ways to grow his business with the ultimate goal of applying strategic growth goals to his daily operation and put new processes in place that allow him to pivot from working in his business to working on his business. The Emerging Leaders program has enabled him to formulate a strategic vision for his company and push toward practical objectives and goals.

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U.S. Small Business Administration

matters, domestic and overseas. He earned his law degree from The George Washington University Law School where he received the J.B. and Maurice Shapiro Public Service Internship Award, which assisted his clerkship with the Federal Public Defender for the District of Columbia. He also graduated from the University of Kent at Canterbury with a degree in International Relations and Politics with French and, fluent in French, spent a year at L'Université Pierre Mendès-France in Grenoble, France where he received le Diplôme D'Administration et Politique Internationale. Prior to forming the firm, Mr. Tiagha ran TKC Group, a business consulting firm that advised clients on risk management, developing and executing business growth strategies and securing financing for various corporate and real estate transactions. Mr. Tiagha was an associate in the Business and Finance departments of Ballard Spahr, LLP and Kleinbard Bell & Brecker, LLP. His practice includes representation of businesses in connection with formation issues, the negotiation and preparation of commercial agreements, in the sale and purchase of businesses, structuring of joint ventures and other strategic alliances.

GRADUATE

Kahiga A. Tiagha launched Tiagha & Associates in 2013. The firm focuses its practice on business, investment and real estate transactions



Kahiga A. Tiagha

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U.S. Small Business Administration

serendipitously, years later. The owner of In Touch Medical Associates is the eldest of seven children and the first to go to college and graduate in his family. He holds degrees from Cheyney State University and the Philadelphia College of Osteopathic Medicine. Dr. Williams credits the mentorship of Thomas Powell Senior and Dr. Leonard Johnson, as well as friend and father figure, Doctor E. L. Clark — whose practice he worked at and eventually took over. Dr. Williams' says that his "a-ha" business moment was more an intimidating "uh-oh" moment as his big vision was tempered by the reality of what an awesome responsibility he had inherited. Dr. Williams joined the Emerging Leaders program at the urging of previous graduate and fellow doctor, Dr. Edward Alexander, to address business improvement and help him to transform from being not just a doctor but a businessman.

GRADUATE

Dr. Bruce Williams' passion and driving force was not to start a business but to become a physician, so the idea of starting a business would come,



Dr. Bruce Williams

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GRADUATE

Charlene Wilson-Doffoney is the owner of Mitchum-Wilson Funeral Home Inc. of Philadelphia. With years of experience caring for families



Charlene Wilson-Doffoney

from all walks of life, Wilson-Doffoney believes that families turn to her and her staff because they are leaders in the profession who are dedicated to excellence in service and have the highest integrity. Her goal is to provide client families with memorable remembrance experiences, celebrations of their loved one's life and the time they shared. She feels that it's important to take the time to acknowledge the uniqueness of the deceased: both the individuality of their personality and the uniqueness of their life's path. Not just for them, but for their family and loved ones, this approach affirms the relationship and leads to healing after loss. For Wilson-Doffoney honoring a life is truly an act of love and a cornerstone of healing after loss. She and her staff work to make sure that taking the time to design a memorial service is a loving act, and not a difficult one, to honor the achievements of loved ones and celebrate the life they shared.

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The Philadelphia District Office congratulates all current and previous graduates and would like to thank the following for serving as guest experts during the Emerging Leaders program:

Chad Shank, M&T Bank; Colette DeChalus-Lee, United Bank of Philadelphia; Mark Montgomery, United Bank of Philadelphia; Russell Dinkins, WWDB 860AM "The Boardroom Meeting"; Ervina White Beauford, Ervina White Beauford Funeral Services, Inc.; Joe Marzano, Montco SCORE; Steven Singer, Steven Singer Jewelers; Brian Schaller, Wawa Fuel; Jason Breinin, Susquehanna Bank; Marie Shires, Pennsylvania Community Development & Finance Corporation (PCDFC); Rachel Baldini, The Reinvestment Fund; John Daniel, Chester SCORE; Michele Cyron, Michele Cyron CPA; Hung Do - B Cidal; Phillip Richmond, Montco SCORE; Clyde Stoltzfus, Pennsylvania Small Business Development Center Procurement Technical Assistance Center; Gayle Nuppnau, Pennsylvania Department of General Services.

EMERGING LEADERS CO-SPONSORS



The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. We recognize that small business is critical to our economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Although SBA has grown and evolved in the years since it was established in 1953, the bottom line mission remains the same. The SBA helps Americans start, build and grow businesses.



M&T Bank was founded more than 150 years ago in Western New York, where we are still headquartered. Our parent company, M&T Bank Corporation, is one of the

20 largest commercial bank holding companies headquartered in the U.S. Our customers are able to bank at more than 725 branches. In addition, our customers have access to a sizable ATM network of over 1,500 locations as well as state-of-the-art telephone and M&T Online Banking. M&T Bank is recognized for its financial strength and sound management. This strength, along with our entrepreneurial philosophy, has made it possible for us to pursue a course of well-managed growth.



The primary mission of United Bank of Philadelphia is to deliver excellent customer service at a profit and to

make United Bank of Philadelphia the "home-town" bank of choice. Our goal is to foster community development by providing quality personalized comprehensive banking services to business and individuals in the Greater Philadelphia Region, with a special sensitivity to Blacks, Hispanics, Asians and women.



We will provide professional advice, service and accountability to our families in their season of bereavement. We will create meaningful and uplifting ceremonies within your wishes to honor the memory of

your loved one. Ervina White Beauford Funeral Service, has earned the reputation of being highly professional and we work hard to protect our earned reputation. We can't take away the pain caused by your loss, however we reassure you that we make the arrangement conference as stress free as possible. We make arrangements at your home or in our offices. We are accountable and compassionate. Our goal with each family is to make your funeral experience a most memorable experience. We always tell our families, "we can never get a second chance to make a first impression!"

THE BOARDROOM MEETING
THE BOARDROOM WITH RUSSELL DINKINS

Join Russell Dinkins and his guests Wednesday afternoons at 1 for an hour of conversation on vital community issues, from business to education, with professionals and experts sharing their knowledge and insight.

WWDB-AM TALK 860

The Boardroom on WWDB-AM 860, at wwdbam.com or on your iPhone or Android smartphone with the free [heartradio](#) or [iRadioNOW](#) app.

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EMERGING LEADERS: TAKING THE INITIATIVE

The Emerging Leaders Initiative is an intensive executive-level series to accelerate the growth of high-potential small businesses in America's underserved communities. Developed by the U.S. Small Business Administration, and drawing on the experiences of advisors and business leaders in your community, this comprehensive curriculum provides the tools to catapult your company to the next level and help it emerge as a force in your community.

QUALIFYING FOR EMERGING LEADERS TRAINING

The Emerging Leaders advanced training series is open to small business owners and executives that:

- Have annual revenues of at least \$400,000.
- Have been in business for at least 3 years.
- Are located in the inner-city.

This training is not recommended for startups; it's geared towards growing businesses that are ready to Step It Up!

TARGETING YOUR BUSINESS FOR EXPANSION

Emerging Leaders training is specifically designed to stimulate and support the expansion of your business. The curriculum delivers advanced training and provides strategies to help you access new avenues of capital. It offers practical tools to pursue new paths for business development. It surrounds you with a network of government resources and local business leaders prepared to invest time and energy in your business.

Visit the SBA website: www.sba.gov/emergingleaders and find everything you need to **Step it UP!**

A ROBUST NETWORK OF SUPPORT

The local SBA District Office has forged a coalition of key business leaders, government organizations and professional business associations. These individuals and organizations are sponsoring the Emerging Leaders Initiative to encourage the success of its participants.

SMALL BUSINESS—THE ENGINE OF GROWTH AND JOB CREATION

Government statistics confirm that small businesses in underserved communities are the roaring engines of sustained economic growth and job creation. Small businesses in underserved communities added close to three times as many jobs to their local economies as large companies over the last decade.

The U.S. Small Business Administration launched Emerging Leaders to tap this proven capacity for stimulating jobs and growth in America's underserved communities. Each year, at least 200 businesses across the nation are expected to participate in the Emerging Leaders training.

THE COST OF EMERGING LEADERS

The only costs are your time and commitment to complete the curriculum. All other costs are assumed by the U.S. Small Business Administration and local partners.

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