

NATIONAL Small Business WEEK

SBA: Dream Big. Start Small.



May
4th-8th
2015



Celebrating America's Entrepreneurs

www.sba.gov/nsbw

#DreamSmallBiz

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Welcome Letter

U.S. Small Business Administration
Washington, DC



To the Community of Business Leaders, Entrepreneurs, and Innovators,

President Obama calls entrepreneurship the greatest force the world has ever known for lifting people out of poverty and promoting social mobility.

Amen, Mr. President.

Every year since 1963, the President has signed a proclamation designating National Small Business Week. It is time to ensure our entrepreneurs know the services SBA offers. It doesn't matter if you run a restaurant, a retailer, an E-commerce website, or the next big thing in tech, the SBA is here for you.

In support of this year's theme "Dream Big, Start Small," we salute the small business owners who risk so much every day to generate jobs and create a better future for themselves and their families.

At events in Florida, California, Texas, New York and Washington, D.C, we'll shine the spotlight on entrepreneurs who realized their dreams with the help of SBA programs.

Businesses start small, but with SBA's support in their infancy, companies like Apple, Nike, and Fed Ex have grown into some of America's most iconic brands.

I came to this country as a 5-year-old immigrant who did not speak a word of English. I had the opportunity to start three businesses, and today, I serve in the Cabinet of the President of the United States. My story is possible because of the entrepreneurial spirit.

Success in business comes one small step at a time. So dream big and take that bold step with SBA today. The next great American success story could be staring back at you in the mirror.

In partnership,

Maria Contreras-Sweet

Administrator

U.S. Small Business Administration

Our Client Success Is Our Success.

Our Vision:

Every person has the support necessary to thrive as a small business owner.

Our Mission:

Foster vibrant small business communities through mentoring and education.

Our Goal: Help 1 Million Clients by 2020!



At SCORE, we're incredibly proud of the role we've played in the lives of more than 10 million existing and aspiring small business owners.

Because of our knowledgeable and experienced volunteers – and with the support of the SBA – our clients have contributed to our communities and the economy while achieving their dreams of small business success.

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FOR THE LIFE OF YOUR BUSINESS

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2015 Phoenix Award for Outstanding Contributions To Disaster Recovery by a Volunteer

Christian Spears
350 Kramer Avenue
Staten Island, NY 10309



It all started with a Facebook post a few days after Hurricane Sandy devastated much of New York's coastal communities on October 29, 2012.

"Attention all Staten Islanders!!! I have started a group called SIFT: Staten Island Friends Together. This organization was founded to help victims sift through their rubble to help find precious memories."

It wasn't long before the post and the Facebook page created by 20-year-old Christian Spears started getting tons of likes and responses from local volunteers ready to support the Hurricane Sandy recovery efforts.

At first Christian enlisted the SIFT volunteers to help with demolition and clean-up work. The first weekend SIFT had 217 volunteers. In the days that followed he prioritized SIFT's outreach, helping the elderly and single mothers clean up their

flood-damaged homes. Within a month his team had worked on more than 450 homes.

SIFT's Facebook page was instrumental in connecting businesses and local residents with the resources they needed to expedite their recovery. Christian also used old-fashioned legwork, going door-to-door handing out food, water, blankets, and other necessities. As he reached out to local media and elected officials to expand the circle of recovery support, SIFT became a trusted resource to the point that the American Red Cross asked him to help support their relief efforts. While doing all this, Christian managed to keep his part-time job and continue his studies at the College of Staten Island.

On the one-year anniversary of Hurricane Sandy, Christian and SIFT volunteers coordinated the replanting of trees and shrubs to re-beautify Staten Island. He used his Facebook page to seek donations of gloves, garbage bags, potting soil, plants and, of course, more volunteers.

2015 Phoenix Award for Outstanding Contributions To Disaster Recovery by a Public Official

Dan Rankin
Mayor
Town of Darrington, WA
1005 Cascade Street
Darrington, WA 98241



On March 22, 2014, a major landslide occurred in Oso, Washington, killing 43, engulfing 49 homes in mud and debris, blocking the main state highway and damming the Stillaguamish River.

In the aftermath of the devastation, Mayor Dan Rankin's first job was to comfort the families who had lost loved ones. He took quick action to coordinate the search and rescue mission, while working to ensure that residents and businesses had access to emergency resources. He was a visible liaison to federal and state officials, going above and beyond to keep the residents informed.

He fought to get telephone and internet connections restored quickly, and did everything he could to make sure that State Route 530—the main transportation link to Darrington—reopened as quickly as possible.

A mill owner who served part-time as mayor before the mudslide, Dan closed his business last year so he could focus full-time on serving Darrington during this critical stage of recovery. He has also taken a leadership role in planning for the future of the Stillaguamish Valley and developing new opportunity for a local economy that was built around logging and tourism.

2015 Phoenix Award for Outstanding Small Business Disaster Recovery

Conrad Kreuter
President
Moriches Inlet Marine, Inc.
200 Atlantic Avenue
East Moriches, NY 11940



Conrad Kreuter's retail shop and marina in East Moriches, New York typically stores about 500 boats each year. With a background in electrical engineering, Conrad's mind envisioned—with dread—the extent of the damages to the marine after Hurricane Sandy devastated the area on October 29, 2012.

What he found was shocking. Windows were broken, and the destroyed walls exposed insulation and wiring. Sand and seaweed were attached to everything. Wet papers, twisted supply racks, light fixtures littered the floor, and the smell of dead fish was overwhelming.

Moving quickly, Conrad created a chart to plot out the first tasks needed to mount a successful recovery. The damage was estimated at \$825,000. He set a goal of reopening on April 1, the beginning of the boating season.

Conrad kept his suppliers informed about his recovery efforts, and they in turn became a valuable resource. One vendor sent their salespeople to help Conrad and his team remove debris and restock shelves. With the support of an SBA disaster loan, he was able to keep his staff employed, rebuild the business, and contribute to the restoration of the local economy, which depends on the vibrant marina industry.

Imagine the Impact



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Alabama

Small Business Person of the Year 2015

Donna C. Coleman
President/CEO
Aetos Systems, Inc.
1525 Perimeter Parkway, Suite 115
Huntsville, AL 35806

Donna Coleman founded Aetos Systems, Inc. in 2007 as an Information Technology and Engineering Services company serving both government and commercial clients.

Under Donna's leadership, Aetos has grown exponentially in size, number of employees and financial performance. A prime contractor since 2008, mostly for NASA, DoD, DSIC and General Dynamics, Aetos today boasts a facility of more than 5,000 square feet, 48 employees, and revenues of over \$9 million.

On her way to this accolade, Donna received assistance from SBA's Mentor Protégé Program and the Women's Business Center of North Alabama. In 2014, Donna was chosen as a Women's Economic Development Council's Foundation Women Honoring Women Honoree for Business and Industry. Also, Aetos was awarded the Small Business of the Year in Government Contracting by the Huntsville/Madison County Chamber of Commerce.



Aetos' greatest strength is the way they do business through Donna's motto: "Being servant leaders – to serve first – serving our customers, our employees and our community – encouraging collaboration, trust, listening and strong ethics."

Donna is actively involved in community activities and serves on the board of directors for multiple local non-profit organizations.

Alaska

Small Business Person of the Year 2015

Renee L. Schofield
Owner, President/CEO
TSS, Inc.
120 Carlanna Road
Ketchikan, AK 99901

In 1999, Renee Schofield began her business venture with an SBA \$20,000 small business loan. The sole proprietor of Tongass Substance Screening (TSS), Renee was also the company's only employee. Working from leased space within a medical clinic, she maintained a 24/7 on-call status- offering drug and alcohol testing.

Fast forward to 2014, the company has been incorporated and grown from their starting point of the \$20,000 loan, four clients

and 22 people into a thriving operation with 325 clients serving 7,000 individuals. From one employee to 14, TSS works nationwide from its locations in Alaska, Iowa, Illinois, and Missouri.



Renee is a longtime friend of the Alaska Small Business Development Center in Ketchikan. "The SBDC acts as a coach in a lot of ways for me," states Renee. "The guidance for finding answers has been and continues to be one of the most valuable assets I have."

Renee encourages and supports her employees in volunteering for community and charitable causes. The company is actively involved in facilitating and supporting many events in the communities where TSS offices are located.

Arizona

Small Business Person of the Year 2015

Michael T. Melton
President/Owner
ClearCall Solution LLC
2150 E. Germann Road, Suite 1
Chandler, AZ 85286

Michael Melton is a serial entrepreneur.

At age 19, in 2002, he took advantage of his background in call center management and co-founded a Dish Network dealership that eventually ranked as one of the top 10 Dish retailers in the country out of 1,000 other such retailers nationwide.

By 2007 Melton was ready to expand and started an ADT Security dealership. Michael struck again in 2014 launching a new marketing firm called American Cornerstone Insurance which joined his others under the ClearCall Solutions umbrella, an inbound call center which focuses on customer acquisition for the ADT Security and Dish Network brands.



His results include a 255% revenue growth in five years and the resulting addition of 280 employees. Revenues increased from \$9.7 million to \$32.8 million and his workforce has grown to 400 employees.

Michael's philosophy includes giving back to the community, and he and his company are involved in many activities helping others.

Arkansas

Small Business Person of the Year 2015

Joel T. Johnson
President
P. I. Roofing
6109 Remount Road
North Little Rock, AR 72118

P. I. Roofing has been in business since 2001, focusing on residential customers in Central Arkansas. Educating the customer is paramount to Joel. Joel and his wife, Veronica, wrote "The Roof Leak Detective –Never Pay for Another Roof!" The book's goal is to educate their customers about their roofs and how contractors think and operate.

The roofing business is a tough industry, but P.I. Roofing has met the challenges and survived. In 2008 Joel expanded into

Northwest Arkansas and Northeast Texas. Revenues increased dramatically but so did expenses. Facing a potentially fatal financial crisis, the company moved back to its core in Central Arkansas. Joel credits Arkansas SCORE counselor Jim Sadler with the assistance that helped put the company back on solid ground. The SCORE assistance helped Joel to think of his business in a whole new way.



P.I. Roofing contributes to nine charities, needy individuals in the community, and students going on mission trips. Joel and Veronica have also participated in mission trips to North Africa and Italy.

California

Small Business Person of the Year 2015

Brian Milholland
President
Milholland Electric, Inc.
1475 N. Cuyamaca Street
El Cajon, CA 92020

Brian Milholland began his electrician's career while serving his country in the U.S. Army in 1984. There he was trained as a helicopter electrician and served in that military occupation for three years. While stationed as a paratrooper at Fort Bragg North Carolina, Brian studied residential and commercial wiring. After leaving the Army in 1987, Brian worked for a general contractor for two years. He acquired his California Electrical Contractors license and opened Milholland Electric, Inc., a small home-based business, in 1990.

Brian's business was able to navigate the economic crisis of recent years by quickly repurposing the company and its assets; the company not only survived, but grew its revenue and workforce by over 300%. That growth was helped by an SBA 504 loan through Chase Bank. In September 2014, Milholland Electric relocated all San Diego assets to its new main office in El Cajon. Milholland currently has a staff of 48 full-time workers.



Among his community commitments, Brian has hired several employees from the Not for Profit "Grid Alternatives Program," a flagship program, providing solar power for low-income families across the United States while providing volunteers and job trainees with hands-on solar installation experience.

Colorado

Small Business Person of the Year 2015

Teresa Porter
President and CEO
ISYS Technologies
801 W. Mineral Ave, Suite 105
Littleton, CO 80120

Teresa Porter is the President and CEO of ISYS Technologies (ISYS), a woman-owned, engineering and information technology services firm providing services to federal, state and local government customers worldwide. In addition to its Littleton headquarters, it has offices in Colorado Springs, and the National Capital Region. ISYS will open an office in Omaha in 2015. ISYS' annual revenues have expanded from less than \$1 million to more than \$22 million and from two employees to more than 200 including subcontractors in 16 locations across 10 states.

ISYS provides services in three core areas: Infrastructure Support Services/Cyber Security, Engineering Services, and Military Operations Support. Its current customers include multiple branches of the U.S. Department of Defense; various defense and national security agencies; state and local government customers in Colorado; the National Oceanic and Atmospheric Administration (NOAA), FAA, USDA, and Department of Homeland Security (DHS). It is currently in a Mentor Protégé relationship with the Raytheon Company. Through this agreement, the Air Force provides financial support to Raytheon in exchange for mentoring and developmental assistance to ISYS.



Connecticut

Small Business Person of the Year 2015

Michael D. Smulders
President & CEO
Garden of Light, Inc.
Db a Bakery on Main
27 Park Avenue
East Hartford, CT 06108

Michael Smulders, President & CEO of Garden of Light, Inc., dba Bakery on Main, grew up vegetarian and has always been health conscious. He learned early on that the many processed foods on store shelves leave few options for those looking for healthier alternatives. In 2004, he created Bakery on Main, a family-owned, gluten-free, non-GMO food manufacturing company

that began as a small natural foods market in Glastonbury, CT.

After finding success with Bakery on Main, Michael launched Garden of Light, a much larger natural foods market that is now a major producer of gluten-free, non-GMO food bakery products such as instant oatmeal, granola, and granola bars.



Michael plans to expand Bakery on Main with a \$5,000,000 SBA 7(a) loan and \$3,000,000 in equipment loans from the Department of Economic and Community Development. The company expects to add 127 employees in three years. Michael continues to listen to his customers in search of better tasting gluten-free alternatives and health-conscious products.

Delaware

Small Business Person of the Year 2015

Joseph B. (Brad) Winemiller
President
Greenleaf Services, Inc.
365 Water St.
Wilmington, DE 19804

For those who serve in the military, there is no greater honor than to be buried alongside fellow soldiers in Arlington National Cemetery. For Brad Winemiller, President of Greenleaf Services, Inc., there is no greater honor than tending to those sacred grounds. It is this camaraderie with his fellow service members that sparked the motivation to upkeep our nation's memorial cemeteries. Brad, a service-disabled veteran who served four years in the U.S. Navy, established Greenleaf Services, a full service construction and landscaping firm in 1992.

Brad is responsible for the performance and management of high profile projects for national cemeteries, state and federal agencies. The company has been a prime contractor and a subcontractor, which has helped it expand throughout the Midwest and Northeast. It also received a \$100,000 SBA Guaranteed Loan to help meet the higher payroll demand in 2011. The SBA's Wilmington office, the Procurement Technical Assistance Center and the Small Business Development Center at the University of Delaware have been pivotal in the company's growth. It now employs 97 or more people.



District of Columbia

Necole Parker
Principal/CEO
The ELOCEN Group LLC
1341 H Street, Suite 301
Washington, DC 20002

As a woman business owner in the construction industry, Necole Parker, CEO of The ELOCEN Group LLC, says gaining equal respect and accessing the same opportunities as her male counterparts have been the greatest challenges she has faced since starting her company. Necole formed The ELOCEN Group, a full-service program management firm that delivers client solutions for new construction, renovations, and information technology integration in 2006. The company became 8(a)-certified which proved to be instrumental in its growth.

Small Business Person of the Year 2015

In 2010, the National Science Foundation awarded a \$7 million federal contract to the ELOCEN Group to perform program management services, space design, information technology integration, and facility service planning. In 2013, it won its largest federal prime contract from the Food and Drug Administration for \$50 million, growing its staff from 30 to 53 employees. In January 2015, the U.S. Department of Education awarded it a sole source contract which has allowed it to employ over 60 people. Necole has also opened an office in Atlanta, Georgia to pursue commercial and government sector opportunities.



Florida

Carol M. Craig
Founder and CEO
Craig Technologies
8550 Astronaut Blvd.
Cape Canaveral, FL 32920

Carol Craig considers herself an accidental entrepreneur. After leaving the U.S. Navy where she served as a Naval Flight Officer due to an accident, she founded Craig Technologies in 1999. Craig Technologies is a woman-owned, service-disabled, veteran-owned, 8(a)-certified firm specializing in systems engineering, project management, infrastructure installation, software design, and custom avionics. The Florida

Small Business Person of the Year 2015

Small Business Development Center and a \$150,000 SBA-backed loan helped Carol realize her small business dreams.

What began as a one-woman business rapidly grew when the company began to market to the federal government and received its first government contract in 2005. Today, the company manages more than 30 contracts with more than 20 government agencies. It also has nearly 400 associates in over 20 different states and \$45M in revenues.

The National Defense Industrial Association (NDIA) presented Carol with the Kathleen P. Sridhar Small Business Executive of the Year Award in 2013. Florida Trend magazine also listed Craig Technologies as one of Florida's Best Companies to Work For in 2011 and 2013.



Georgia

Small Business Person of the Year 2015

Scott L. Soesbee
CEO/Founder
FlameOFF Coatings, Inc.
9615 Brookhaven Ct
Villa Rica, GA 30180

Former golf pro turned entrepreneur Scott Soesbee asked a friend his recommendation for a successful business venture and he said, “fire.” Scott’s initial plan was to solve the problems many homeowners face each year, such as a dryer that erupts in flames if the duct is filled with lint. In 2013, dryers caused

14,600 fires, 20 deaths, and \$86.8 million in property damage annually in the United States alone.

Scott researched fire safety around 9 years ago and started FlameOFF Coatings, Inc. Scott developed a water-based product of fully tested fire retardant and fire resistance intumescent paint products to provide a high-level of fire protection at an affordable cost. Since 2006, FlameOFF Coatings, Inc. has helped more than 5,000 projects achieve fire safety, many of them historic renovations.



Guam

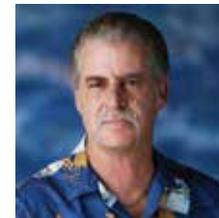
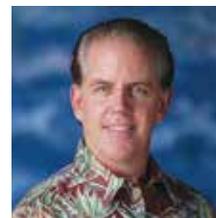
Small Business Persons of the Year 2015

Francis Kenney and Timothy Murphy
Co-Owners
Jamaico, Inc.
dba Jamaican Grill
P.O. Box CF
Hagatna, Guam 96932

Jamaican Grill is owned and actively managed by Timothy Murphy and Francis Kenny. Founded in 1994, it operates one of Guam’s best known restaurant chains which currently include three full-service restaurants on Guam. These Jamaican-themed restaurants offer a flavorful fusion of jerk and island cuisine that caters to local families, military personnel and tourists.

The company is also an importer of paste and powdered seasonings, spices and marinades and canned sodas from Jamaica in addition to juice product lines direct from fruit processing plants in the Philippines, and unique sodas from Queensland, Australia.

Thanks to SBA financing, Jamaican Grill has been able to gradually expand its operations. The company started out with a 200 square-foot facility and today Jamaican Grill has expanded to a third location—bringing the square footage total to 10,000. This steady expansion shows a desire to grow and invest profits back into the business. Today, the restaurant boasts 98 full-time and 7 part-time employees.



Hawaii

Small Business Person of the Year 2015

Russell Ruderman
President

**Island Naturals Market, Inc; Island Naturals Kona, Inc.
and Island Naturals Pahoa, Inc.**
1221 Kilauea Avenue, Suite 170
Hilo, HI 96720

Russell Ruderman opened in Hilo in 1997 with a vision for Island Naturals to become the premier natural foods grocer on the Big Island, long before healthy, natural and organic food trends were piquing the interest of consumers. Now, the local grocery store is a known brand with locations in Hilo, Pahoa and Kailua Kona

that provide natural and organically grown foods, many of which are locally sourced.

In 2006, the Hilo store gained traction, building on the deli and nutritional supplements Island Naturals offered, and laid the foundation for the purchase of the Pahoa location. The Hilo Store also expanded and relocated to a larger location in 2008 thanks to an SBA-backed loan. The company enjoys prominent placement in food markets on the Big Island. Starting with one location and 40 employees 18 years ago, Island Naturals now employs 150 people, has three locations and a sales increase of more than 40 percent with more than \$24 million in annual revenues.



Idaho

Small Business Person of the Year 2015

Patrick Nauman
Owner
Weiser Classic Candy
449 State Street
Weiser, Idaho 83672

As a child, Patrick Nauman grew up mesmerized by the local candy store in his rural hometown of Weiser, Idaho. On a visit home in 2007, Patrick discovered the local candy store he once cherished was for sale. He and a friend quickly evaluated the opportunity and in June of that year, purchased the candy shop from the original owners of 24 years.

Since purchasing Weiser Classic Candy, the store has averaged 11% growth in annual sales. The business has more than doubled its number of employees from seven to 15. Weiser's has also grown its wholesale business from six accounts to more than 150 stores throughout the United States and Canada. One of the driving factors in their growth is the development of new and creative concoctions such as chocolate dipped potato chips, chocolate dipped bacon, fudge shaped taters and fresh Idaho huckleberries whipped with white chocolate and dipped in dark chocolate.

Weiser Classic Candy received assistance from the SBA's Small Business Development Center at Treasure Valley Community College in Ontario, Ore. to help in their growth.



Illinois

Small Business Person of the Year 2015

John H. Griffin
President and CEO
AGB Investigative Services, Inc.
2033 W 95th St
Chicago, IL 60643

Founded in 2001 by John Griffin, AGB Investigative Services, Inc., is a full-service asset protection and risk mitigation company, providing expertise in all aspects of security. Though AGB serves clients nationwide, it remains central to its local community and lives by the philosophy Always Giving Back.

John's passion for criminal justice and protecting communities is reflected in the growth of the business. Starting from \$350,000

in sales in 2003 and two employees, AGB now employs more than 200 individuals, and had sales in excess of \$5 million in 2014. John keeps his focus on the future of his industry, and will continue to expand into new areas of the security industry with AGB's increasing focus on cybersecurity.



AGB's growth required additional access to capital and the business received an SBA Small Loan Express revolving line of credit in 2012. In 2013, AGB received an additional SBA 7(a) loan to invest in AGB's state-of-the-art facility. As a current SBA 8(a) certified business since 2012, AGB has already leveraged the business development program to win several federal security services contracts.

Indiana

Small Business Person of the Year 2015

Christopher S. Conner (Shane)
Owner and President
Advanced Technologies in Electrical & Communications, Inc.
(ATEC)
417 Lafayette Ave
Lebanon, IN 46052-2080

ATEC is a locally owned, full-service electrical and communications contractor based in Lebanon, Ind. The business was started in 2005 by C. Shane Conner and Mark Spong, and in 2010 Conner purchased his partner's shares of stock in ATEC and S&C Property Group, the land holding company.

With 17 full-time employees, ATEC works for both government and private entities. The company, an SBA 8(a) certified minority business, has expanded with a growing number of opportunities. The net worth of ATEC continues to trend upward and the business has shown a net profit for the last four years.



Shane has diversified the company by adding wireless and data installations, and the firm was used to perform this function at the last four Super Bowls. In addition, he traveled to London, England to handle the wireless communication for the National Football League International Series.

The firm has received four SBA guaranteed loans from the Farmers Bank in Indiana, two of which have been paid in full.

Deb K. Davis
CEO

Sisters Homestyle Entrees
1303 W. 22nd St.
Humboldt, IA 50548

Deb Davis learned at a young age the satisfaction of creating a home cooked meal and the value that comes from the time spent enjoying that meal with family. Having more than 25 years of experience in the food service industry made it easy for Deb to create Sister's Homestyle Entrees.

Started in 2011, Sister's provides home cooked, pre-packaged entrées that are ready to heat and eat. What Deb intended as a

hobby during retirement has turned into a thriving business.

She started with just one employee - her husband Bret. Since then, Sister's has gone through several expansions, and now has 33 full-time employees. The business started packaging 200 meals a month, and has grown to 42,000 meals a month in just three years.

Deb received help from the SBA's North Central Iowa Small Business Development Center and an \$847,000 loan from the SBA's 504 Fixed Asset Financing Program, which will expand Sister's from two buildings totaling 4,800 square feet to a new, 30,000 square-foot facility.



Mr. Philip M. Brokenicky
President & CEO
New Horizons RV Corporation
2401 Lacy Dr
Junction City, Kansas 66441

As a true entrepreneur, Philip Brokenicky continues to drive new innovations in order to keep New Horizons RV Corporation at the cutting edge of luxury fifth wheel and travel trailer production. Phil attributes many of his business principles from his father, and how he handled customer service in his business.

In 2002, Philip bought New Horizons RV Corporation with 31 employees. When the deep recession hit in 2008, it was a devastating blow to the company. To avoid laying-off his employees, Phil kept his staff busy through the dark days from 2008 until 2011. Phil was determined to survive the recession with a more improved product line. In 2013, he refinanced the working capital and property with an SBA CAPLine and 7(a) loan with Intrust Bank.

Today, the RV industry is now producing and selling at 2007 levels again and employs over 40 workers.



Kentucky

Small Business Person of the Year 2015

Scott Louis Shinn
President and CEO
Sustainment Solutions, Inc.
152 Pleasant Retreat Drive
Lancaster, KY 40444

Scott Shinn is the President and CEO of Sustainment Solutions, Inc. (SSI). He is a veteran and entrepreneur who invests in new technology and ideas, particularly those originating in the local community. He and his wife Amanda started SSI from their home in December 2009. They soon had four contract engineers deployed to Iraq and Afghanistan supporting an X-ray security manufacturer contracted by NATO and the U.S. Department of Defense.

SSI has experienced 700% growth in revenue since its inception and operates worldwide in tough, remote, and hazardous climates. Today, the company has seven full-time employees and 40+ contractors worldwide. Its improvements in operations as well as its focus on emerging technologies has resulted in revenue growth of almost 500% over a three-year period, from \$2.1 million in 2011 to \$6.1 million in 2012 and \$10.1 million in 2013.



Scott expresses a passion for philanthropy, and considers that each entrepreneurial endeavor opens opportunity for philanthropy and volunteerism.

Louisiana

Small Business Person of the Year 2015

Todd Matherne
CEO, Publisher
Renaissance Publishing
110 Veterans Blvd., Suite 123
Metairie, LA 70005

Todd Matherne has been in the publishing industry in the Greater New Orleans region for more than 28 years, working his way up from an intern in the industry and defying media trends by forming Renaissance Publishing Company in 2006.

Nearly wiped out by Hurricane Katrina, he considered closing the company until he and two key employees— executive vice president and director of sales Kelley Faucheux and editor-in-chief Errol Laborde—bought out the publishing assets and renamed the company.

With its 10 employees, Renaissance publishes several magazines including *New Orleans Magazine*, *St. Charles Avenue*, *Louisiana Life*, *On Stage*, *Acadiana Profile*, *New Orleans Bride*, and *New Orleans Homes and Lifestyles*, along with many custom titles for various organizations and the company website *MyNewOrleans.com*, and most recently publishing *Biz New Orleans Magazine* beginning in October 2014.



Today, Renaissance continues to launch new products and services. Two years after reflagging, Renaissance Publishing posted top line growth of 12 percent, generating almost \$4.5 million.

Maine

Small Business Person of the Year 2015

Heidi V. Neal
Owner
Loyal Biscuit Company
442 Main St.
Rockland, ME 04841

Heidi Neal purchased the single location of Loyal Biscuit Company (LBC) in Rockland in January 2010. A huge part of what separates LBC is the company's involvement with the community's local shelters and rescue groups.

In 2014, LBC hosted its 10th and 11th Pints for Paws event, partnering with local restaurants, to bring a fun event to the

LBC communities to raise money and awareness for local shelters. LBC hosts three of these events per year and in the last three years has raised \$19,245.53 for area shelters. Between all fundraising events, LBC has donated more than \$40,000 to local animal organizations in the last few years in cash and products.



In August 2014, LBC opened their fourth location on Main St. in Waterville and that store employs three people. Currently, LBC has eleven employees with three Loyal Biscuit locations serving as satellite locations for the adoption of cats and kittens. LBC has found homes for over 200 cats and kittens in the last 2 ½ years of this program.

Maryland

Small Business Person of the Year 2015

Sophia Parker
President
DSFederal
11900 Parklawn Drive
Rockville, MD 20852

In 2007 Sophia Parker founded DSFederal, a company specializing in grant program management and data analytics, training and education, and information technology solutions.

DSFederal began with one employee—Sophia. Within a year, DSFederal grew from 85 to 120 employees with locations in eight states. In 2013 DSFederal acquired a 4,000 square-foot headquarters in Rockville, and added 1,000 square feet of office space in 2014.

DSFederal revenue has increased each year, from \$179,000 in 2009 to \$10.9 million in 2013. Sophia credits the SBA and the 8(a) Business Development Program, along with staff, for the company's achievements.



In 2011, the Center for Disease Control and Prevention's National Institute of Occupational Safety and Health (NIOSH) tasked DSFederal to develop a "Ladder Safety" mobile app, which uses smartphone technology to guide users on optimal ladder set-up. From May 2013 to January 2014, the app was downloaded more than 14,000 times, according to NIOSH.

Sophia engages in philanthropy. In December 2014 her IDEA Foundation raised \$8,500 to support women and children in Afghanistan seeking education.

Massachusetts

Small Business Person of the Year 2015

Todd Snopkowski
President, SnapChef
420 Washington Street
Boston, MA 02124

Todd Snopkowski created SnapChef to raise the standards in kitchen operations in large volume, upscale operations. SnapChef also provides people with training and the skills they need to gain temporary or permanent employment in the food-service industry.

Thanks to SBA counseling and finance assistance, Todd has more than doubled sales after securing some key accounts and opening SnapChef's first office in Rhode Island. SnapChef has

realized 13 years of progressive growth and is expected to reach revenues of \$5 million in 2015.

As a result of SnapChef's culinary training programs and workforce development initiatives, Todd currently employs over 250 people and has permanently placed more than 1000 underemployed into the hospitality industry. SnapChef seeks to make a difference in the lives of its employees by preparing them with the skills necessary for careers in the hospitality industry, not just temporary workers in the food-service industry.



Michigan

Small Business Person of the Year 2015

Pat LeBlanc
Owner and Chairman
EBW Electronics, Inc.
13110 Ransom Street
Holland, MI 49424

Pat LeBlanc has served as the owner of EBW Electronics since its inception in 1992. The company was initially designed to be a captive supplier for its parent company which produced electronic monitoring equipment for underground storage devices. When the parent company was sold in 2000, EBW Electronics was forced to develop a more diversified customer base and product line. A proprietary line of electronic ballasts for

fluorescent lights was the keystone lighting product for the company, positioning it as an industry leader.

The company has overcome significant obstacles. The company has recovered from the loss of a significant customer three times.

Operating out of a 250,000 square-foot facility, EBW continuously upgrades equipment to compete on price with its foreign competitors.

Encouraging his employees is something Pat considers to be a critical function of his job.

He makes it a personal goal to interact daily with each of the company's 180 employees.



Minnesota

Small Business Person of the Year 2015

James F. Kruse
Co-owner/Visionary
Melissa M. Kelley
Co-owner/General Manager
J. F. Kruse Jewelers
110 Waite Avenue South
Saint Cloud, MN 56301

Jim Kruse learned about the jewelry business as a young man, working at a St. Cloud jeweler as a bench jeweler and a diamond setter. He soon found himself working the sales side of the business.

Because of unforeseen family struggles, Jim turned to construction. A workplace injury resulted in the need to find another way to make a living.

In 2000 he opened J. F. Kruse Jewelers. The store started with two full-time and two part-time employees and had \$200,000 in sales in its first quarter.

Jim made use of the SBA 7(a) program in the early years. From 2000 to 2003 the company received three different loans to support the company's start-up. He overcame personal and financial hardship to build a business that in 2014 had sales of \$2.9 million.

In 2013, J. F. Kruse doubled its size with a new store in St. Cloud. Jim has been joined in the business by his daughter, Melissa, a gemologist, co-owner and general manager of the store.



Mississippi

Small Business Persons of the Year 2015

Derek Starling
Principal
Willie A. O'Neal, Jr.
Principal
SOL Engineering Services LLC
106 South President Street, 4th Floor
Jackson, MS 39201

In 2001, SOL Engineering Services (SOL) was established as a regional engineering and technical services provider. With clients throughout the southeastern U.S., SOL's reputation is built on providing responsive engineering and related technical services with full client service.

Derek Starling and Willie O'Neal have led SOL through a period of revitalization and sustained growth. They transformed SOL's business model from a company focused on municipal engineering to a multi-disciplined firm doing engineering

research, facilities support and logistics management. They expanded the company in the federal marketplace, and integrated seasoned managers to improve SOL's business processes.

SOL became HUBZone certified in January 2006 and 8(a) certified in July 2006. SOL landed its first 8(a) contract in July 2008 and a HUBZone contract in December 2009.

Gross revenue has increased from \$2.3 million in 2010 to \$8.6 million in 2013. SOL started with three employees and now has 117 employees with two branch offices in Vicksburg, Mississippi and New Orleans, Louisiana.



Missouri

Small Business Person of the Year 2015

Alan Doan
President
Sarah (Doan) Galbraith
Board Director
Missouri Star Quilt Company
100 N. Ardinger Street
Hamilton, MO 64644

Alan Doan took out a loan to buy a quilting machine and a small building to house it, and in 2008 he and his sister Sarah Galbraith launched Missouri Star Quilt Company. This unique business is a combination of e-commerce and a bustling brick and mortar operation that has brought new life to Hamilton.

Quilting tutorials posed on YouTube and hosted by Alan and Sarah's mother Jennie became a big hit. The company now ships

hundreds of packages every single day to customers all over the globe. Due to their popularity on YouTube, the brick and mortar shop has become a quilting destination drawing a tremendous amount of mail to Hamilton.



In 2013, the owners received an SBA 504 loan to construct a 45,000 square-foot facility to be used primarily for warehousing and shipping, as well as for customer service, sales and a photo/catalog studio. Missouri Star Quilt now owns 15 buildings, encompassing 116,365 square feet. Net worth of the operating company has grown from \$60,576 in 2011 to \$206,608 in 2013. They are considered the largest employer in Caldwell County, with 148 employees.

Montana

Small Business Person of the Year 2015

Rich Naylor
President
My Handyman Service & Construction, Inc.
908 Avenue E
Billings, MT 59102

Rich Naylor is the Founder and President of My Handyman Service & Construction, a small business in Billings that launched in October 2010.

The primary business objective then was residential property repairs. Nearly five years later, the business has grown from a one-man operation to providing jobs for seven employees.

While the handyman service is still a major part of his business, Rich has expanded to finishing basements, building detached garages and remodeling kitchens and bathrooms.



Rich relies upon referrals as a source of new customers. Word-of-mouth advertising has helped his business grow over 400% in sales from 2010 to 2014.

Rich has attended numerous trainings, including SBDC's NxLevel Entrepreneurs Program, and sought out business consulting to grow and improve his business.

In 2013, Rich was named one of *The Billings Gazette's* "40 Under Forty."

Nebraska

Small Business Person of the Year 2015

Scott Mueller
President/CEO
Samson LLC
2204 14th St.
Columbus, NE 68601

It started when Scott Mueller had ambition to grow beyond raising crops and feeding cattle on the family farm. Today, he's the head of Samson LLC, a diverse, environmentally-responsible agricultural business in Columbus, one that's grown to \$3.1 million in revenue for 2014.

The company and its subsidiaries are involved in land holdings, composting, a feed lot, crop production, cattle ownership, feed

sales, commodity brokerage, organic waste management, and a popular restaurant for a lunch of juicy, tender Angus beef.

Scott also is navigating export rules to sell beef from the heartland of America to other countries around the world. Scott figured out how to both support the \$1 billion-a-year Nebraska beef export market and satisfy domestic demands from more than 500 certified customers in 36 states. By 2014, Scott formed an investor group to save a local hotel and convention center from closing thanks to a \$1.7 million SBA 504 loan.

The secret to his small business success? He admits he's got a weakness when it comes to new ideas: "I just have to learn how to say no," he laughed.



Nevada

Small Business Person of the Year 2015

Chad McCullough
President
Elite Media, Inc.
145 Brightmoor Court
Henderson, NV 89074

Chad McCullough is co-owner and President of Elite Media, Inc., a Henderson, NV based outdoor advertising company specializing in digital advertising, wall scapes, building-wraps, billboards and taxi media. In 2002 Chad started Elite Media based in Los Angeles and moved the company to Las Vegas in 2003, envisioning excellent advertising growth in Las Vegas. Prior to owning Elite Media, Chad was co-owner and founder of Skywall Media, a Shanghai, China based company specializing in out-of-home media. Chad gained his expertise in outdoor advertising working as Senior V.P. for Mango Graphics and World Wide Print in Los Angeles, CA, specializing in large format printing. Chad was recipient of 2012 Top 40 Under 40 Las Vegas Professionals and in October 2014 was recognized as one of Las Vegas' Top 100 Men of Success.

Chad took his experience of opening a similar business model in Shanghai, China and applied it to the opening of Elite Media in the United States. The business grew well past the projected sales in the first year with 100% customer satisfaction, at a time when he was responsible for all sales, project management, marketing, admin, etc. He brought Elite Media to Henderson, Las Vegas from Los Angeles, when he realized Las Vegas' growth phenomenon would impact all areas of business including outdoor advertising. Chad made it his mission to put Las Vegas on the map and traveled across the county educating agencies and outdoor buyers about the Las Vegas market. The business now offers digital Parquees, billboards and taxi top media, including vehicle wraps.

Chad emphasized the importance of his reputation and keeping his word. His company mantra is Honesty, Expertise, Quality and Satisfaction.



New Hampshire

Scott Johnson
President
SOS Parts LLC d/b/a Certified Retail Solutions
One Quality Way
Dover, NH 03820

Scott Johnson is the owner and operator of SOS Parts LLC, DBA Certified Retail Solutions (CRS) – but Certified is not Scott's first business venture. Previously, Scott worked in sales, and in 1985 he began acquiring and developing real estate in northern NH, moved to Colebrook, and started his own agency, Dixville Notch Realty. With the collapse of the real estate market at the end of the 80s, he moved to the coast of NH in January 1990. Scott went to work for Zero One Distributors (a computer distributor) as a salesperson but soon became director of international marketing and quickly grew a multi-million dollar pipeline of business in the European marketplace.

Scott and a partner decided to start their own company in July 1990 to take advantage of a marketplace need, and their company supplied service parts for the rapidly growing PC business. In 1993, Scott assumed full ownership and continued to focus on growing the service parts business. To continue to

Small Business Person of the Year 2015

meet customer needs, CRS expanded to include a broader range of services, and by 2010 was providing on-site installation, maintenance, and repair services. CRS works with retailers and service providers nationwide to improve and extend the value of stores' technology assets.



Employment and revenues have steadily increased at CRS. The current level of 90 employees is a 45% increase from 2012. From 2010 through 2014, sales experienced double digit growth each year, for a combined 125% growth in revenues. To support this growth, CRS secured an SBA 7(a) loan in 2010 through Centrix Bank (now Eastern Bank) for additional inventory. CRS now operates from two facilities in Dover, NH – a leased 50,000 sq. ft. warehouse, and a 30,000 sq. ft. headquarters and production facility built in 2012 with the help of an SBA 504 loan through Granite State Development Corp.

Scott also found time to be an active member of and a great contributor to many local organizations. He currently has the third flight of paid interns from the Dover Career Technical Center at Dover High School at work at his two companies and has helped to financially support deserving interns going on to college.

New Jersey

Michael Miqueli
President/CEO
San Antonio Broker Services, Inc.
2500 83rd Street, Building 12
North Bergen, NJ 07047

If you have enjoyed a clementine or kiwi in the New York Metro area, Michael Miqueli's San Antonio Broker Services may have helped move those products from a port to your local store.

Michael, a Cuban-American, started his company in 1996 with a used truck and a credit card with a \$2000 credit limit. By 2007, Michael had tractor trailers and serviced importers in the produce business, mostly out of the Hunts Point Market in the Bronx. By 2010, Michael had traded in his seven trucks for 10.

In 2011, with major company growth on the horizon, Hurricane Sandy's damages to ports caused the loss of three weeks of business. But San Antonio Broker Services didn't shut down or lay off one single employee.

"If anything, the storm made us dig down deeper and look for other avenues to generate income," said Michael. Losing

Small Business Person of the Year 2015

the opportunity to purchase a trucking company with strong ties to railroad work, Michael reached out to the dispatcher of that company, offering him a job with San Antonio Broker Services. That move now accounts for \$2.5 million in annual sales with the railroads.



In 2013, San Antonio Broker Services received three SBA-backed loans totaling \$1.25 million. This enabled the company to increase its fleet of trucks and add new business. Revenues jumped from \$2.3 million in 2012 to \$8.0 million in 2014.

San Antonio Broker Services now has 40 vehicles with over 55 employees and expects 30 percent growth in 2015. Thanks to the SBA-backed loans, the company is a market leader recognized by Inc. Magazine as one of the fastest growing companies in America.

Recently, the company has expanded its trucking services to include dry goods imports/exports as well as major retailers in the Tri-State area. Michael's long-term vision for the company is to grow its revenue to \$25 million, while actively pursuing acquisition opportunities to achieve this goal.

New Mexico

Richard Jackson
CEO/Founder
American Document Services LLC
300 N 17th St. Ste. A
Las Cruces, NM 88005

Richard "Rick" Jackson attended the University of Oklahoma where he obtained a Bachelor's Degree in Business Administration and Management. He then served in the United States Army, rising to the rank of Post Sergeant Major at White Sands Missile Range.

After his military retirement, Rick began a career in the banking industry where he discovered his true passion -- entrepreneurship. His vision, as well as his expertise in dealing with high security issues in the military and in the banking business, became the foundation for his new venture.

In 2001, Rick sought the assistance of the Small Business Development Center at the Dona Ana Community College.

In 2002, Rick rented a 3,000 square-foot space and started ADS with one shredder and a truck. Initially, he acquired four accounts. Within eight months Rick had to hire two more employees. Again, he sought the assistance of the DACC SBDC in 2004 to secure the first of three U.S. Small Business

Small Business Person of the Year 2015

Administration (SBA) guaranteed loans. The first SBA 7(a) loan was used to finance inventory and working capital.

ADS, a family-operated business, is a full-service records management company that provides customer information security, document destruction, and imaging of historical and current business information.



In 2007, with the help of a second SBA 7(a) loan, Rick purchased his only other local competitor. With the help of the DACC SBDC business advisor, Rick acquired a new SBA 7(a) loan in 2008 to expand the business into a larger facility and hire more employees.

ADS is expanding by adding franchises in Albuquerque, New Mexico, Richmond, Virginia, Houston, Texas, and Phoenix, Arizona. Rick has created nine full-time jobs and also employs two part-time employees from Tresco, Inc., a nonprofit company that works with people with developmental delay and disabilities.

DACC SBDC selected Rick as its "Star Client" for four years. Not only has he patriotically served his country as a soldier, he continues to be a consultant in Baghdad, Iraq.

Rick has made significant time and monetary contributions to many community-related projects.

New York

Charles Feit, CEO
OnForce Solar, Inc.
728 E. 136th St.
Bronx, NY 10454

Charles Feit founded OnForce Solar in 2008 and has led its rapid growth from what started as a home-based business that evolved into a solar developer that finances, designs, engineers, installs, and maintains solar energy systems for commercial, industrial, utility, nonprofit, and residential customers in New York, New Jersey, Connecticut, Massachusetts, and Maryland.

Based in the Bronx, the company's footprint has expanded rapidly. Under Charles' leadership, OnForce has become the

Small Business Person of the Year 2015

largest New York City solar energy provider. Today, the company has 100 employees, and hired a full-time recruiter to fill another 50 positions.

To hire enough workers for the growing business, OnForce has partnered with Bronx Community College to create its new corporate headquarters, which will be an extension of the college through Governor Cuomo's Start-Up NY program.

The \$7 million needed to fund the company's portion of the project will come from an SBA 504 loan from the Business Initiative Corporation of New York, a Certified Development Company, Bank of America and OnForce Solar.



North Carolina

Jeff Slosman
President
National Wiper Alliance
875 Warren Wilson Road
Swannanoa, NC 28778

National Wiper Alliance (NWA) is a manufacturer of industrial wipes and cloths, recycling nonwoven materials and converting them into dry wiping products. The company started with two employees in 1996. Jeff Slosman and his 85-year-old grandfather initially operated out of 2,000 square feet of borrowed space.

From wash cloths to heavy duty cleaning cloths, NWA supplies re-usable and disposable wipes to various industries in the manufacturing, food service, healthcare, government, and other sectors.

Small Business Person of the Year 2015

Jeff soon realized that many customers had specialized needs that weren't being met. Determined to fill that void and yearning to create unique partnerships with vendors and customers, Jeff began providing specialized services including labeling and packaging.



In 2012 NWA moved into a 500,000 square-foot manufacturing facility. The company now employs 120 and sells its products across the U.S. and to about two hundred countries worldwide.

Jeff gives back to the community; he and the NWA team donate their time and resources to many local, national and international organizations including the March of Dimes, Heifer International, Meals on Wheels, and United Way.

North Dakota

Paula Jo Klein
Owner – Project Champion
Smartt Interior Construction LLC
P.O. Box 2002
Fargo ND 58107

Entering an industry dominated by men did not stop Paula Klein from shifting her passion after 20 years in the design industry to jump into the world of commercial construction. She became motivated by alternative materials, which led her to start her own business in 2011 called Smartt Interior Construction, a general contractor for North Dakota, South Dakota and western Minnesota. They are the sole distributor of DIRTT Environmental Solutions' products: innovative walls, doors, millwork, flooring and power solutions. DIRTT stands for "Doing It Right This Time," and focuses their mantra around the question "Is there a different way to build the insides of buildings?"

Paula is the owner and project manager, and actually goes to construction sites and oversees projects. She has another project champion in Sioux Falls, South Dakota, and an in-house designer.

Small Business Person of the Year 2015

Smartt is showing incredible growth as Smartt has gone from just \$3,206 in sales in 2011 to over \$2.1 million by the end of 2013.

There has been quite a learning curve, especially with such dramatic growth, but a strong relationship with the Center for Technology and Business (the North Dakota Women's Business Center) has proved invaluable. Paula first contacted the CTB to increase business through government contracting and eventually become certified as a woman-owned small business. She continued to receive additional training on how to grow her company and ended up winning the CTB's Woman Entrepreneur of the Year.



Paula continually emphasizes the importance of being a good role model to younger generations, especially young women. She has worked extensively with a STEM program in the West Fargo School District, as well as prioritizing the time to be active with the YMCA of Cass and Clay Counties Women of the Year Program and the Fargo Lions Club.

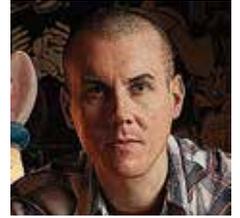
Ohio

Small Business Person of the Year 2015

Matthew Karl Fish
Owner and President
Melt Bar and Grilled, Inc.
P.O. Box 771150
Lakewood, Ohio 44107

In 2006, Matt Fish opened the first Melt Bar and Grilled restaurant with the goal to provide grilled cheese sandwiches and craft beers in a relaxed and eclectic atmosphere. The concept took traditionally plated comfort food favorites and elevated them by turning them into colossal grilled cheese sandwiches.

Matt's unique idea has grown into six Melt Bar and Grilled locations, each with a loyal following and with its own special atmosphere. To help make the development of the business possible, Matt received three SBA 7(a) loans through Huntington Bank, N.A., which allowed him to expand to his three newest restaurants. The business now has nearly 400 employees at six eateries.



At the time Matt began at the original restaurant in Lakewood, the suburb's business district was in decline, but over time the establishment became an anchor for the revitalization of the area.

Oklahoma

Small Business Persons of the Year 2015

Brett Bain
President/Co-Founder
Brian Edwards
President/Co-Founder
Fairwind LLC
6862 NW Meers Porter Hill Rd.
Lawton, OK 73507

Fairwind LLC was founded in May 2008 and has grown to 20 employees and 2013 gross revenue of \$1.8 million. A manufacturer of industrial cleaning compounds that provides industrial maintenance services to the oil and gas industry, wind industry, and government agencies, Fairwind was born when co-founder Brian Edwards became dissatisfied with his job selling industrial soap. He teamed up with his childhood friend Brett Bain to form the company.

In 2014 Fairwind received an SBA loan which they used to buy an aerial platform that allows them to more efficiently service the wind turbines and oil rigs.



This equipment can quickly lift workers 336 feet in the air and allows access to any portion of any wind turbine in the United States. The demand for the aerial platform led to the acquisition of two smaller aerial platforms and plans for a second large aerial platform.

Brett and Brian have built a thriving service company working in both the wind industry and the oil field.

Oregon

Small Business Person of the Year 2015

Robert Powell
Owner
FAB-TECH Manufacturing
2541 SW High Desert Drive
Prineville, OR 97754

From a one-man welding shop to a large scale metal fabricator, Robert Powell's entrepreneurial journey has been full of smart decisions. In 2004, Robert decided to start his own business, renting a small shop and beginning to solicit any sort of welding jobs he could. Sales that first year yielded less than \$5,000.

He moved to a larger market and opened a small shop in Prineville. A big break came in 2009 when Facebook moved

to Prineville. Their data center build-out encounter failed and Robert's company was sought to resolve the problem.

Robert's ingenuity led to further fabrication work on the data center project and similar centers nationwide.

In 2010, Robert incorporated FAB-TECH, and grew to a full-time staff of six, expanding from a 150 square-foot space to a 1,000 square-foot office.

In 2014, with the help of an SBA 7(a) loan, Robert purchased a 5.5 acre parcel, where his business continues to expand. His staff has increased from to 20 employees, and FAB-TECH continues to enjoy steady growth in gross sales, assets, and net worth.



Pennsylvania

Small Business Person of the Year 2015

Joseph G. Zidik
President & CEO
Custom Milling & Consulting (CMC), Inc.
1246 Maiden Creek Road
Fleetwood, PA 19522

Custom Milling and Consulting (CMC), Inc., was started by Joe Zidik and Carl Yerger in 2002. The company provides custom material processing and toll processing services that help companies bridge the gap between laboratory development, small production and full scale manufacturing.

Although CMC began with three employees, it now has 34 and anticipates adding more. Tragedy struck the business in 2014,

when it lost founding partner Carl Yerger. While dealing with the loss, Joe continued to lead and grow the business.

Over the years CMC has utilized the SBA's Kutztown University Small Business Development Center for assistance. The company has expanded its office and warehouse facilities to house its growing equipment division and technology center.

In 2013, CMC purchased a controlling interest in a custom processing company in Curitiba, Brazil. Breaking into the South American market using the same business plan it uses in the U.S., CMC is starting with custom processing and is working toward having its equipment manufactured in Brazil as well.



Puerto Rico

Small Business Person of the Year 2015

Frank Medina-Rivera

President & CEO

Vita Natura

**Carr. 798 Km. 30.6, Bo. Cañas, Sector Guasábara
Caguas, PR 00725**

Frank Medina-Rivera is the founder and owner of a chain of Vita Natura stores that started operations in 2004, providing health supplements and natural products. During the past 10 years, 19 Vita Natura stores have been established in 13 cities throughout the island, creating over 60 jobs, with sales exceeding \$6 million. The business has expanded operations, opening a store in Orlando, Fla.

Among his expansion goals for Vita Natura, Frank plans to reach a total of 24 stores in the local market, including New York City. Plans also include expanding operations in the Caribbean, subsequently establishing manufacturing operations in Puerto Rico.



Frank was appointed by the Governor of Puerto Rico to the Puerto Rico Micro, Small, and Medium-sized Business Promotion Board, to help recommend legislation to address the special needs of Puerto Rico's small business sector.

Throughout the years, Frank has actively participated in numerous SBA seminars and outreach efforts, and received training from the SBA's Puerto Rico Small Business and Technology Development Center.

Rhode Island

Small Business Person of the Year 2015

Christopher Ciunci

Owner

Tribal Vision

**170 Westminster Street
Providence, RI 02903**

Chris Ciunci started Tribal Vision with a concept to transform the traditional agency model. The company serves as an outsourced marketing department for hire that fills a gap in the marketplace. Through a hybrid of marketing strategy consulting and implementation, Tribal Vision provides organizations with marketing expertise.

Only four years after its founding, the company now serves over 35 clients, with more than 25 employees spread over four offices and three countries. Chris prioritized his internal team from the start and has created a human resources system that includes workshops, performance reviews, a strong internal training program, off site company retreats and company social events.



Tribal Vision has been ranked one of *Providence Business News'* Fastest-Growing Companies in Rhode Island for the past two years. It has had a 4000% revenue increase over a three-year period. Additionally, *Providence Business News* named Tribal Vision one of the *'Best Places to Work in Rhode Island'* for 2013.

South Carolina

Melissa Allen Gladden
President
Carolina Recruitment LLC
727 Dilworth Lane
Suite 202
Rock Hill, SC 29732

Melissa Allen Gladden, South Carolina's Small Business Person of the Year 2015, has owned and operated a staffing service, Carolina Recruitment (CR), for the past 14 years. CR's in-house staff provides a full range of human resource services, including staffing, professional risk management, safety management, and payroll services.

What once was a hopeful dream is now a real, in-house operational team of 12 with a contingent "temp" staff of up to 300. But it didn't start out that way.

In 2001, while drawing her weekly unemployment check, Melissa started CR. Her first office happened to share the same

Small Business Person of the Year 2015

address as her parents' residence, Suite A-- spare bedroom. With a one-line phone, call waiting, family computer, dot matrix printer and carbon paper fax machine--Melissa was in business.



Now, after 14 years in business and a couple of rough years during the 2008-2010 recession, CR received assistance from the Rock Hill Small Business Development Center and Melissa and CR are busier than ever. In 2012 and 2013, CR added a VP of Executive Search and IT Placements, VP of Sales and Marketing, and an Operations Manager. At the same time, the temp staff grew from an average of 124 in 2012 to an average of 194 in 2013. Last year, CR added two more in-house positions, bringing its permanent staff from 5 to 7. Also, from 2012 to 2013, CR saw a 37.5% sales growth—a trend that continued into 2014. Now, CR is poised to continue its growth. Just recently, the company moved to its largest location yet, doubling its physical size.

Melissa believes in giving back to her community and dedicates her free time to supporting local initiatives.

South Dakota

Small Business Person of the Year 2015

Sean M. Coffman
Owner/CEO
CarsForSale.Com
2707 S. Carolyn Avenue
Sioux Falls, SD 57106

Sean Coffman created Carsforsale.com in 1999 to connect automotive buyers and sellers. The project seemed to have huge potential, but there were huge challenges ahead for Sean – he needed money and resources.

After a rocky start, he sold everything he owned to buy investors out and keep his dream for Carsforsale.com alive... but he was in desperate need of financial help. With the assistance of the Sioux Falls Small Business Development

Center and a \$100,000 backed by the Small Business Administration, Sean was able to hire a few more employees to help get things moving.



Today, Carsforsale.com employs 185, with annual revenues over \$20,000,000 and is 100% debt free. Starting with just 1,100 square feet of space, Carsforsale.com has grown to 25,000 square feet, and services around 18,000 automotive dealerships. The website reaches millions of visitors each month and lists more than 2 million vehicles for sale nationwide.

Both Sean and his employees recognize the importance of giving back to the community and participate in Relay for Life, Feeding South Dakota Backpack Project, Operation Christmas Child, Salvation Army Bell Ringing, Curing Kids Cancer Radio-thon and serving meals at The Banquet of Sioux Falls.

Tennessee

Small Business Person of the Year 2015

Dr. Edward S. Glaser
Founder & CEO
Sole Supports, Inc.
7674 Highway 7
Lyles, TN 37098

Edward S. Glaser, DPM is the founder and CEO of Sole Supports, Inc., located in Lyles, TN, an historically underutilized business zone (HUBZone).

Dr. Ed started his business in his garage in Fairview, TN in the late 1980s and incorporated under the name of Sole Supports, Inc. in 1992. From there, he moved the operation into a repurposed chicken coop in Bon Aqua, TN.

From those humble beginnings, Sole Supports has grown to an \$8 million company, assisted by an SBA-guaranteed loan, currently in its new home on Highway 7 in Lyles, TN. It has become the largest manufacturing employer in Hickman County, generating sales across the United States and several international markets.



The firm's orthotics are sold through other podiatrists, chiropractors and bio-mechanical practitioners. His theories and research address the way practitioners can correct poor foot posture thereby improving the overall biomechanics of the foot and consequently the lower extremities as well.

Dr. Ed and his company have also been active in community activities and outreach donating both time and money to various nonprofit groups and institutions from Tennessee to Mexico.

Texas

Small Business Person of the Year 2015

David F. Shutler
President & CEO
Utility Systems Solutions, Inc.
14330 Midway Road, Suite 200
Dallas, TX 75244-3501

A retired Air Force Colonel with 25 years of service, David F. Shutler established Utility Systems Solutions, Inc. (US2) in 2005 to provide turnkey installation services for energy efficiency projects in steam and lighting. He now serves as President and CEO of US2, a key provider of wireless steam trap systems for the federal government. Today, the company employs 26 and has expanded its services to include energy efficient lighting, insulation, energy audits, and various services that provide solutions to improve energy efficiency in aging government facilities.

Along the way David received SBA assistance that included selection for SBA 8(a) Business Development Program, Small Disadvantaged Business, SBA approved Mentor Protégé with Schneider Electric, and E200 Emerging Leaders Program. He also participated in the Goldman Sachs 10KSB Program.



US2 has contributed over \$255,000 to various charities, including The Boy Scouts of America and faith-based organizations. In addition, David serves as a Board Chair of Bible Study Seminars, a 501(c) (3) nonprofit that authors Bible curricula for home study. He has mentored students through US2's internship program, and has given talks on leadership and moral character at St. Mark's School of Texas.

Utah

Small Business Person of the Year 2015

Cory Robison
CEO/Manager
Stonehenge Care LLC
365 South 400 West, Suite 101
Orem, UT 84058

One of Cory Robison's first full-time jobs nearly ended as quickly as it began. Not long after being hired, Cory's company closed its doors due to financial hardship. Shortly thereafter, Cory's five fellow workers convinced him to test and apply for a license to take over the business. In 1997, Cory incorporated C&R Stone, Inc. Today, the company enjoys 10 times their 1997 revenues, totaling nearly \$20 million in revenues and more

than 400 employees including most of the original partners and employees.

Cory and Wyatt Cloward purchased their first assisted living center in 2006 and sold it in 2011. During that time period, they formed Stonehenge Care, named after the famous ancient aggregation of rocks thought to be a place of healing, restoration and rejuvenation. In 2008, Stonehenge Care built the first of four assisted living facilities along northern Utah's Wasatch Front. A fifth facility is nearing completion and two more are in active development. Cory has used an SBA 504 loan to build each of the state-of-the-art facilities.



Vermont

Small Business Person of the Year 2015

Monica Greene
President and CEO
Vermont Precision Tools, Inc.
10 Precision Lane
Swanton, VT 05488

Norman C. Leduc and Raymond Boutin founded Vermont Precision Tools, Inc. (VPT) as a family-owned business in 1968 with the assistance of a \$60,000 SBA 7(a) loan. VPT services the metalworking industries, including aerospace, automotive, cold heading, cutting tool, die-casting, ejection molding, fastener, medical tooling, powder metal, stamping and tool & die. The company later secured two more 7(a) loans to launch Vermont

Gage and establish Vermont Thread Gage, an affiliated company through common ownership.

Monica Greene, President and CEO, worked her way up in the family business while in high school and college with the help of mentoring from her parents. A partner since 1996, Monica has now become the sole owner of VPT, after the retirement of her former business partners and the company is now a woman-owned business. Monica is responsible for providing the visionary and strategic leadership for the organization. As a second generation business owner, she has seen her business grow from a few employees to over 325 with in-state and out-of-state expansions and annual revenues of \$10-\$20 million.



Virgin Islands

Linda Bailey
Owner
Soul Creations, Inc.
1805 Kongens Gade
St. Thomas, USVI 00802

Linda Bailey graduated from High School in 1996 and pursued a Technical License at the Sheradon Vocational/Technical School in Florida. That winter she completed the program and returned to St. Thomas to establish herself as a Master Nail Technician.

Linda began working in a local salon and, by early fall 1997, she opened her own hair and nail salon, and named it Soul Creations, Inc. After some time, Linda relocated her shop and expanded her business to a full-service salon, which catered to hair, nails, spa services, and retail.

Small Business Person of the Year 2015

Ten years later, inspired by the birth of her first daughter Harmony L. Allen, Linda launched Harmony Bath and Body, Inc. This second business offers products which are manufactured based on old-fashioned home remedies.



In 2012, Linda returned to school and received her cosmetology license. In 2013, Harmony Bath and Body products was able to expand through the SBA's State Trade and Export Promotion (STEP) initiative by selling internationally to neighboring Caribbean Islands like Antigua and British Virgin Islands, as well as countries like Canada and England.

Linda continues to evolve as an entrepreneur and expand into other businesses such as Home Grown Poultry Farm and UDreamIt Printing. Her family, friends, co-workers and faithful customers continue to keep her in "Harmony" and inspire her to always "Dream".

Virginia

P. Tulane Patterson
CEO and Owner
Generation Solutions
1032 Claymont Drive
Lynchburg, VA 24502

Generation Solutions was founded in Lynchburg, Va. in 1998 on the premise that older adults prefer to spend their retirement years living in the comfort of their own homes. The company offers a comprehensive program of retirement and home management services for residents. Generation Solutions provides personal care such as bathing, grooming, feeding,

Small Business Person of the Year 2015

ambulating and caring for bed-bound individuals. Home health aides have specialized training in caring for hospice and palliative care patients, dementia and Alzheimer's disease. Companion services include assistance with transportation, shopping, meal preparation, light housekeeping and laundry with safety as a top priority.



The company opened an office in Roanoke two years after its inception. While the company started with only three employees, it currently employs 320 people from Lynchburg to Roanoke. It also plans to expand into the New River Valley.

Washington

Small Business Person of the Year 2015

Lori J. Blades
President/Founder
Kids 'N Us Early Learning Academy
17120 9th Avenue SE
Mill Creek, WA 98012

Lori Blades was a single mother who had a vision. She wanted to raise her daughter in a high quality childcare setting where she could also earn a living. She went back to college and earned a degree in early childhood education and child care management. Lori started Kids 'N Us Early Learning Academy in 1988.

Kids 'N Us has grown with a lot of hard work, from one school licensed for 48 children to five schools and a corporate office with a license capacity of 841 children.

Her daughter, son and husband help run the business. In 1988 there were three employees. Today Lori has a staff of 139.

In 2006, a bookkeeper embezzled \$305,000 and Lori was able to get the individual prosecuted and jailed for her crimes. The company recovered and new procedures were put into place to make sure the unfortunate incident never happened again.

The SBA 504 loan program has helped Kids 'N Us purchase land and buildings. The most recent loan in 2014 is providing funds for ground up construction of a new state-of-the-art childcare facility in Marysville.



West Virginia

Small Business Person of the Year 2015

Jeannette King
President & CEO
Strategic Resolution Experts, Inc.
200 Cahill Court
Inwood, WV 25428

Jeannette King is the President and CEO of Strategic Resolution Experts, Inc. (SRE), an 8(a) small disadvantaged, woman, veteran-owned small business providing management consulting, information technology planning, and support services.

In 2007, as a single mother and honorably discharged Navy veteran with only \$10,000 in her bank account, Jeannette started SRE.

SRE provides strategic management and IT consulting services to the federal government using international standards and industry best practices. SRE also implements repeatable processes for customers to use long after SRE's work is finished.

SRE has 19 employees in five states: West Virginia, Virginia, Maryland, Indiana, and Alabama. The SBA provided assistance to Jeannette through a Patriot Express Loan and 8(a) and small disadvantaged business certification.

Jeannette actively supports service members and veterans through mentoring and providing employment opportunities, and through the financial support of various charities focused on active duty military, families and veterans.



Wisconsin

Daniel Stephen Sidner
Owner
Joseph Arno Muench
Chef/Owner
Black Shoe Hospitality
320 N. 77th Street
Milwaukee, WI 53213

Black Shoe Hospitality seeks to provide a dining experience that keeps diners coming back to their three unique dining venues, all centrally located, not far from downtown Milwaukee. In 2007, co-owners Daniel Sidner and Joseph Muench opened Maxie's, a restaurant inspired by the 'Low Country' cooking of the Carolinas, Creole and Cajun cooking of Louisiana and traditional slow-smoked southern barbeque. In 2010, Black Shoe opened

Small Business Person of the Year 2015

Blue's Egg, a restaurant serving breakfast and lunch dishes that blend old world ingredients with fresh products and made from scratch techniques. In 2014, Black Shoe added Story Hill BKC (bottle, kitchen, cup), a coffee shop which morphs from a lunch diner to fine evening dining.



Throughout the years, Black Shoe Hospitality received five SBA-backed loans. Maxie's has been named Best Southern/Cajun restaurant by the Shepherd Express Readers in the last six years. In 2012, OnMilwaukee.com named it the Best Restaurant in Milwaukee and it has appeared in the Milwaukee Journal Sentinel's Top 30 restaurants in four of the last five years. Today, Black Shoe Hospitality has 160 employees.

Wyoming

Jack Bedessem
President
Keith Marcott
Executive Vice-President
Craig Carlson
Vice-President
Trihydro
1252 Commerce Drive
Laramie, WY 82070

Trihydro was started by a geologist and a chemist in Laramie as an environmental consulting firm whose goal was to apply safe and effective scientific solutions to solve customer problems. Through strategic pursuit of government contracting opportunities and participation in the SBA's HUBZone program, the firm has achieved strong and sustained growth over the years.

Today the firm provides environmental, engineering, air quality, surveying, water resource and information technology services to a broad range of clients within the United States

Small Business Persons of the Year 2015



and internationally. Its services have assisted agribusiness, manufacturing, mining, petroleum and pharmaceutical clients, as well as government customers. The firm now has over 400 employees located in 16 offices across the country.

Trihydro actively pursued new opportunities, including applying to the SBA for HUBZone certification in 2002; adding surveying services in 2005; expanding into an in-house web-based data management system in 2006, and adding more high-end technical expertise in 2013. The company found unique opportunities in government contracting, and began pursuing large federal contracts.

In 2014, Trihydro was ranked 114 on the Top 200 Environmental Firms list by the Engineering News-Record (ENR).

2015 Small Business Investment Company of the Year Award

Michael DiPiano
Managing Partner
NewSpring Capital
555 East Lancaster Ave., Suite 444
Radnor, PA 19087

NewSpring Capital is the “small fund” recipient of the SBIC of the Year award. It has managed three SBIC funds and NewSpring Mezzanine III is in the application process. NewSpring Ventures, a 2000 hybrid PS/debenture fund, invested \$99 million in 27 companies, fully repaid all SBA Leverage, and paid SBA \$10.1 million in profit participation. NewSpring Capital has invested across the U.S. and heavily in underserved markets. Its portfolio companies have employed nearly 7,000 people. NewSpring Capital is managed by Michael DiPiano, Steven Hobman, Gregory Barger, Marc Lederman, and Brian Murphy.

The SBA's Office of Investment and Innovation administers the SBIC Program, a multi-billion dollar, government-sponsored investment fund created in 1958 to bridge the gap between entrepreneurs' need for capital and traditional sources of

financing. SBA invests long-term capital in privately owned and managed investment firms licensed as Small Business Investment Companies (“SBIC”). For every \$1 an SBIC raises from a private investor, the SBA can provide up to \$3 of debt capital, subject to a cap of \$150 million. Once capitalized, SBICs make debt and equity investments in some of America's most promising small businesses, helping them grow.



Theodore L. Koenig
Managing Member
Monroe Capital Partners Fund LP
311 S. Wacker, Suite 6400
Chicago, IL 60606

Monroe Capital is the “big fund” recipient of the SBIC of the Year award. It has three SBIC funds. Monroe SBIC funds have SBA commitments totaling \$225 million, and have invested \$260 million in 30 small businesses. More than 70 percent of these investments have been to “smaller enterprises,” and 30 percent to minority-owned companies. Since 2004, the Monroe family of funds, together with co-investment partners, has invested \$2.5 billion in more than 500 middle market companies. Monroe Capital is managed by Jeremy VanDerMeid, Theodore Koenig, Michael Egan, Zia Uddin and Thomas Aronson.

The SBA's Office of Investment and Innovation administers the SBIC Program, a multi-billion dollar, government-sponsored investment fund created in 1958 to bridge the gap between entrepreneurs' need for capital and traditional sources of financing. SBA invests long-term capital in privately owned and managed investment firms licensed as Small Business Investment Companies (“SBIC”). For every \$1 an SBIC raises from a private investor, the SBA can provide up to \$3 of debt capital, subject to a cap of \$150 million. Once capitalized, SBICs make debt and equity investments in some of America's most promising small businesses, helping them grow.



7(a) Loan Program Winners 2015

National Small Business Week 2015 Jody C. Raskind Microlender of the Year Award

Robert Boyle

Founder and CEO

Justine PETERSEN Housing & Reinvestment Corp.

1023 North Grand Blvd.

St. Louis, MO 63106

Justine PETERSEN Housing & Reinvestment Corp. is the winner of the first-ever Jody C. Raskind Microlender of the Year Award.

Inspired by the legacy of the late Justine M. Petersen, a pioneer in implementing community reinvestment in St. Louis, Robert Boyle founded Justine PETERSEN to assist low-wealth individuals and families to develop, maintain and increase financial assets including homeownership. Recognizing the important role that small businesses play in promoting community stabilization, economic opportunity and job creation, Justine PETERSEN became one of the first SBA Microlenders in 1992.

Under Rob's leadership, and with the help of a dedicated staff, Justine PETERSEN placed \$2.6 million in microloan capital into

underserved markets in Missouri, Illinois and Kansas (390 loans); the most in both dollars and number of loans among all SBA Microlenders in FY 2014.

The Microlender of the Year Award is named for Jody C. Raskind, a long-time SBA employee. Jody was a pioneer in U.S. microlending and a leading force behind the establishment of the SBA Microloan Program in 1992. She headed the program for many years until last September when she lost a protracted battle with cancer, just a few days before retirement. During her association with the program, about 55,000 microloans were made totaling \$655 million.

The Microloan program provides loans up to \$50,000 to help small businesses and certain not-for-profit childcare centers start-up and expand. The average microloan is about \$13,000. SBA provides funds to nonprofit community-based organizations with experience in lending as well as management and technical assistance. These intermediaries administer the Microloan program for eligible borrowers.



National Small Business Week 2015 Community Advantage Lender of the Year

Patrick J. MacKrell

President & CEO

Empire State Certified Development Corp.

50 Beaver St.

Albany, NY 12207

Patrick J. MacKrell is President and CEO of the Empire State Certified Development Corp. (Empire State CDC), winner of the first-ever National Small Business Week Community Advantage Lender of the Year Award. Empire State CDC is New York's largest SBA 504 lender and consistently ranks in the top five among the 242 certified development companies nationwide. It is a subsidiary of the New York Business Development Corporation,

a consortium of 124 banks and 83 economic development agencies which promotes business prosperity and economic welfare for New York.

In FY 2014, Empire State CDC led the nation in approving \$8.6 million of Community Advantage (CA) Loans to 66 different small businesses. An early adapter and leader in the CA Program, Empire State CDC was one of eight CA Lenders to commit at the 2014 Clinton Global Initiative to make at least 100 CA loans per year by 2017. Community Advantage gives mission oriented lenders access to the 7(a) guaranteed loan program. Importantly, more than 40 percent of CA loans have been approved for \$100,000 or less.



2015 Dwight D. Eisenhower Award for Excellence for Services

Cynthia L. Hyland
Sector Vice President, Supply Chain
Northrop Grumman Information Systems
7575 Colshire Drive
McLean, VA 22102

Northrop Grumman Information Systems is a leading global provider of advanced solutions for its military, federal, state and commercial customers. The company's seven focus areas include: cyber, command and control, communications, intelligence, surveillance and reconnaissance, integrated air and missile defense, health and civil.

Northrop Grumman's small business subcontracting program is designed to provide small businesses with the maximum opportunity to participate as suppliers or team members in its programs.

Northrop Grumman's Small Business Liaison Officers provide direction to small businesses and alert them to subcontracting opportunities. Northrop also actively engages the SBA's Small Business Innovative Research program to identify small businesses for SBIR Phase II projects to meet its research and development needs. In FY 2013, Northrop awarded 50.6 percent in subcontracts to small businesses totaling \$1.1 billion, 7.4 percent to small disadvantaged businesses totaling \$163 million, 11.6 percent to women-owned businesses totaling \$254 million, 1.1 percent to HUBZone small businesses totaling \$24 million and 10 percent to veteran-owned businesses totaling \$219 million. Service disabled veteran-owned small businesses received 5.8 percent of subcontracts totaling \$126 million.



2015 Dwight D. Eisenhower Award for Excellence for Construction

Thomas J. Logan
President
AMEC Environment & Infrastructure, Inc.
250 Royal Palm Way, Suite 308
Palm Beach, FL 33480

AMEC Environment & Infrastructure, Inc. is a full-service engineering firm, ranked one of the top contractors in the world by Engineering News Record. It provides water resources, environmental, geotechnical, materials testing and other consulting services to its clients worldwide. AMEC, an ardent supporter of small business subcontractors, has increased its percentage of subcontracting dollars to small businesses each year since FY 2010, from 53.7 percent to almost 85 percent in FY 2014.

In FY 2014, AMEC awarded \$57 million in subcontracting dollars to small businesses, \$25 million in subcontracting dollars to small disadvantaged businesses, \$7 million in subcontracting dollars to women-owned businesses, \$1.5 million in subcontracting dollars to HUBZone small businesses and \$12 million in subcontracting dollars to veteran-owned businesses. Service disabled veteran-owned small businesses received 1 million in subcontracting dollars. AMEC's three year average of subcontracting awards include: 77.86 percent to small businesses, 15.16 percent to small disadvantaged businesses, 13.14 percent to women-owned businesses, 5.11 percent to HUBZone small businesses, 17.29 percent to veteran-owned small businesses and 2.23 percent to service disabled veteran-owned small businesses.



2015 Dwight D. Eisenhower Award for Excellence for Manufacturing

Sherman Dupre
Director, Boeing SDB & SA
The Boeing Company
110 Airport Way, Building 100
St. Louis, MO 63134

Boeing is the world's largest aerospace company and leading manufacturer of commercial jetliners and defense, space and security systems. It supports airlines and allied government customers in 150 countries, including the United States. Boeing's products and tailored services include: commercial and military aircraft, satellites, weapons, electronic and defense systems, launch systems, advanced information and communication systems, and performance-based logistics and training. It has

an established small business and supplier diversity program that has been in place since 1951.

Boeing is committed to providing small and diverse businesses with the maximum subcontracting opportunities. It also engages the SBA's Small Business Innovative Research program to identify small businesses to meet its research and development needs. In FY 2014, Boeing awarded 20.36 percent in subcontracts to small businesses totaling \$1.7 billion, 2.4 percent to small disadvantaged businesses totaling \$205 million, 5 percent to women-owned businesses totaling \$439 million, .6 percent to HUBZone small businesses totaling \$54 million and 2 percent to veteran-owned businesses totaling \$200 million. Service disabled veteran-owned small businesses received .7 percent of subcontracts totaling \$61 million.



2015 Dwight D. Eisenhower Award for Excellence for Research & Development

Dr. Thom Mason
Laboratory Director
UT-Battelle LLC
Manager of Oak Ridge National Laboratory
Science & Energy Research & Development Laboratory
1 Bethel Valley Road
Oak Ridge, TN 37830

UT-Battelle LLC is a long-time supporter of small businesses and maintains a proactive small business subcontracting program at the Oak Ridge National Laboratory (ORNL). ORNL is a world leader in research and development in several areas that support the Department of Energy's mission including neutron science, energy, systems biology, materials science at the nanoscale and national security.

In FY 2014, ORNL met or exceeded all but one of its small business subcontracting goals, missing its HUBZone goal by 1/10th of a percent! In total, ORNL awarded \$213 million in subcontracting dollars to small businesses. It also surpassed its overall small business goal of 55 percent. The laboratory spent \$673 million in overall subcontracting dollars to large and small businesses. Veteran-owned small businesses received seven percent or \$27 million in subcontracting dollars, small disadvantaged businesses received nine percent or \$36 million in subcontracting dollars and women-owned small businesses received 10 percent or \$39 million in subcontracting dollars. Service disabled veteran-owned small businesses received four percent of ORNL subcontracts totaling \$15 million.



8(a) Graduate Firm of the Year 2015

Eli Valenzuela
Chairman and CEO
Sher Valenzuela
Vice President
First State Manufacturing
301 SE 4th Street
Milford, DE 19963

Eli and Sher Valenzuela founded First State Manufacturing, an industrial sewing and manufacturing company in their garage in 1997. The firm provides industrial seating and upholstery supplies to its commercial, government, and military customers. FSM is a graduate of SBA's 8(a) Business Development Program and has secured more than \$10 million in contracts to customers such as: Trump Plaza, Dover Downs,

Chili's, Uno's, Amtrak, the Washington Metropolitan Transit Authority (WMATA), the Southeastern Pennsylvania Transportation Authority (SEPTA), Lockheed Martin, the Department of Defense and Amazon.



The company now has 80 employees and its sales have continued to rise since graduating from the 8(a) Program. The company reupholsters existing transportation seating and custom cuts and binds carpet. FSM plans to expand its presence in the transit and distribution industry and expand to the healthcare industry.

2015 National Exporter of the Year

Sawyer Manufacturing Company
Vice President: Dave Hembree
7799 S. Regency Drive
Tulsa, OK 74131

Sawyer Manufacturing Company is SBA's 2015 National Exporter of the Year.

Sawyer's production line is primarily focused on midstream transportation, storage, and the general movement of pipeline materials from production to distribution.

Since its founding, the Tulsa-based company has been exporting globally to more than 50 countries. In recent years, international business has accounted for nearly 50 percent of the company's total revenue, and the company has added more than 20 overseas distributors in the past four years.

Sawyer Manufacturing Company faced strong competition from other small business exporters, but in the end was selected the National Exporter of the Year for outscoring all others on most judging criteria, which included successful performance, creativity, expertise, and mentoring, among others.



Sawyer's experience in global markets has positioned the company as a mentor for other local businesses, which Sawyer has helped to become global market participants thereby promoting economic development in Tulsa.

The company's achievement is a testament to its export leadership team: Vice President Dave Hembree; Operations Manager Scott Pearson; Shop Manager John Moorelock; and Sales and Marketing Director Andrew Martins.

2015 Prime Contractor of the Year

Jon K. Hammock
President and CEO
KeyLogic Systems, Inc.
3168 Collins Ferry Road, Morgantown, WV 26505

Jon Hammock founded KeyLogic Systems, Inc. (KeyLogic), an IT solutions and expert management consulting services firm in 1999 with the help of an SBA-backed loan. KeyLogic provides support to a wide array of federal agencies, including the Department of Energy's (DOE) National Energy Technology Laboratory, which it has supported on its Project Execution and Integration project since 2009. The company currently supports 18 federal agencies and has 34 active contracts. Those agencies include: the Defense Information Systems Agency (DISA), the Departments of Defense and Homeland Security, the Environmental Protection Agency and the Internal Revenue Service.

KeyLogic has 180 employees at offices in West Virginia, Virginia, Maryland and New York and performs 92 percent of its work as a prime contractor. The company has partnered with more than 500 subcontractors on federal projects with more than 350 subcontractors supporting the DOE's Project Execution and Integration contract. KeyLogic also led a team of small businesses in the design, development, instruction and tracking of more than 300 instructional hours for NASA engineers as part of its Software Assurance Technical Excellence program.



2015 Subcontractor of the Year

Richard T. Hansell
President
RTH Mechanical Contractors, Inc.
99 Pine Road
Brentwood, NH 03833

Richard T. Hansell is President of RTH Mechanical Contractors, Inc., a veteran-owned mechanical and general contractor that has been servicing clients primarily in New Hampshire, Maine and Vermont for more than 28 years. Under Richard's leadership, the company has grown to more than 50 employees and more than \$10 million in revenues. Some of the services RTH provides include pipefitting, plumbing and med gas. RTH received more than \$12 million in subcontracts to provide plumbing, mechanical ductwork and rooftop HVAC, including emergency repairs to mission critical design-build activities for the Portsmouth Naval Shipyard and New Boston AFS for the ECC corporation, its prime contractor.

Some of RTH's other clients include the U. S. Departments of Navy and Army, U.S. Coast Guard, New Hampshire Air National Guard, Bath Iron Works Facility, Veterans Administration, Dartmouth College, University of New Hampshire and the New Hampshire Department of Transportation. RTH also provided HVAC/Plumbing and medical gas work to New Hampshire's Memorial Hospital for its new addition.



SCORE Chapter of the Year 2015

George Edwards

Co-Chair

Jim Kane

Co-Chair

Hugh MacMaster

District Director

Chester and Delaware County SCORE

601 Westtown Road, Suite 281

West Chester, PA 19380

The Chester and Delaware County SCORE chapter is the National SCORE Chapter of the Year. This chapter has achieved success by focusing on the needs of its small business clients first. It provides mentoring at eight locations throughout the local area and offers extended hours, including nights and Saturdays. The chapter also offers business education seminars, a robust email mentoring service and workshops for its Hispanic clients.

The chapter's development of partnerships has been incredibly effective in spreading awareness of SCORE in the local region. Notable partners include seven local Chambers of Commerce,



the Chester County Economic Development Council, Chester County government, Chester County Library System, as well as local universities and high schools. The chapter's ambassador program assigns a SCORE representative to each partner, sponsor and targeted business to ensure a steady flow of updates including workshops, roundtables and new counseling locations.

The chapter's new governance structure has resulted in significant gains since 2009 including a 112% increase in membership, 206% increase in total services, 173% increase in workshop attendance and 33% diversity in chapter membership.

2015 Women's Business Center of Excellence Award

Limaris Aponte

Director

Women's Business Institute (Instituto Empresarial para la Mujer)

Universidad de Sagrado Corazon

P.O. Box 12383

San Juan, PR 00921

Since 1997, the Puerto Rico Women's Business Institute (WBI) at the Universidad del Sagrado Corazón has offered training and assistance to women entrepreneurs in the areas of business planning, financial management, marketing and other specialized business services.

Under the leadership of Limaris Aponte, the WBI provides business training services to more than 1,000 individuals each year. Most of the WBI's clientele consists of women, and more than 95 percent are Hispanic. Another fundamental part of the

WBI's success is its volunteers program to support specialized services. Professional volunteers offer special seminars and workshops, participate as resources on expert panels, and provide individualized counseling on technical issues.



During the last three fiscal years, the center supported the opening of 27 new businesses, creating 50 new jobs. More than 5,000 attendees benefited from the WBI's 397 business training opportunities, and nearly 1,500 counseling sessions were provided.

2015 Veterans Business Outreach Center

Darcella K. Craven
Executive Director
Veterans Business Resource Center
315 Lemay Ferry Road, Suite 114
St. Louis, MO 63125

The Veterans Business Resource Center in St. Louis has been assisting veterans, transitioning military and their families with starting and expanding small businesses since 2004. They have assisted more than 10,000 service members, veterans and their families through seminars, webinars, trainings and one-on-one counseling.

The center reaches out to small business owners using social media. They are advocates of “aligning and amplifying” partnerships around Kansas, Nebraska, Iowa and Missouri to ensure that veteran small business owners have access to local and national resources that will help grow their companies.



Since 2006, Darcella Craven has served several roles at the VBRC, including business counselor, outreach coordinator and presenter. She has over 18 years of experience in operating nonprofits, corporate communications, government and military administration and training.

2015 Small Business Development Center

Louisiana Small Business Development Center (LSBDC)
at Southeastern Louisiana University
William Joubert
Center Director
Sandy Summers
Assistant Director
Wayne Ricks
Senior Business Consultant
Brandy Boudreaux
Business Consultant
1514 Martens Drive
Hammond, LA 70402

Since 1984, the Louisiana Small Business Development Center (LSBDC) has provided solutions to help small businesses start and grow to the next level. The LSBDC provides business consulting and training seminars designed for small businesses to succeed in every aspect.

This center is led by Center Director William Joubert, who is well known for his involvement in the area’s economic development community. The LSBDC serves individuals interested in starting or expanding a business within the five Florida Parishes, including Livingston, St. Helena, St. Tammany, Tangipahoa, and Washington.



With a keen focus on helping small businesses access capital and accelerate business growth, its consultants identify the tools and resources necessary to help businesses grow and compete in an increasing global economy. The LSBDC restructured its outreach activities, creating a more targeting approach to servicing outlying areas.

Since 2003, the LSBDC’s dedicated staff has provided more than 21,000 hours of training and helped secure over \$256 million in loans and equity capital. Their active engagement has positioned the center to become a major catalyst for economic development for the region.



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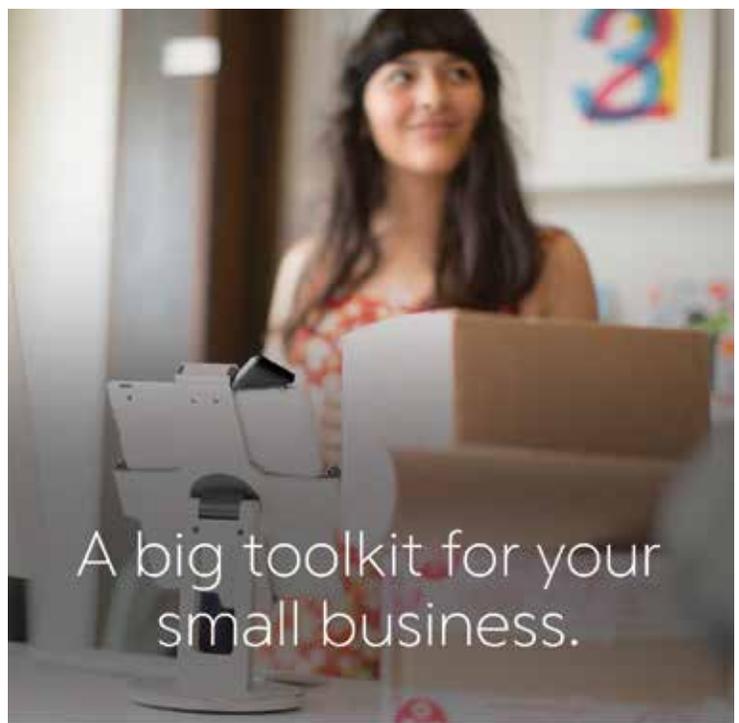
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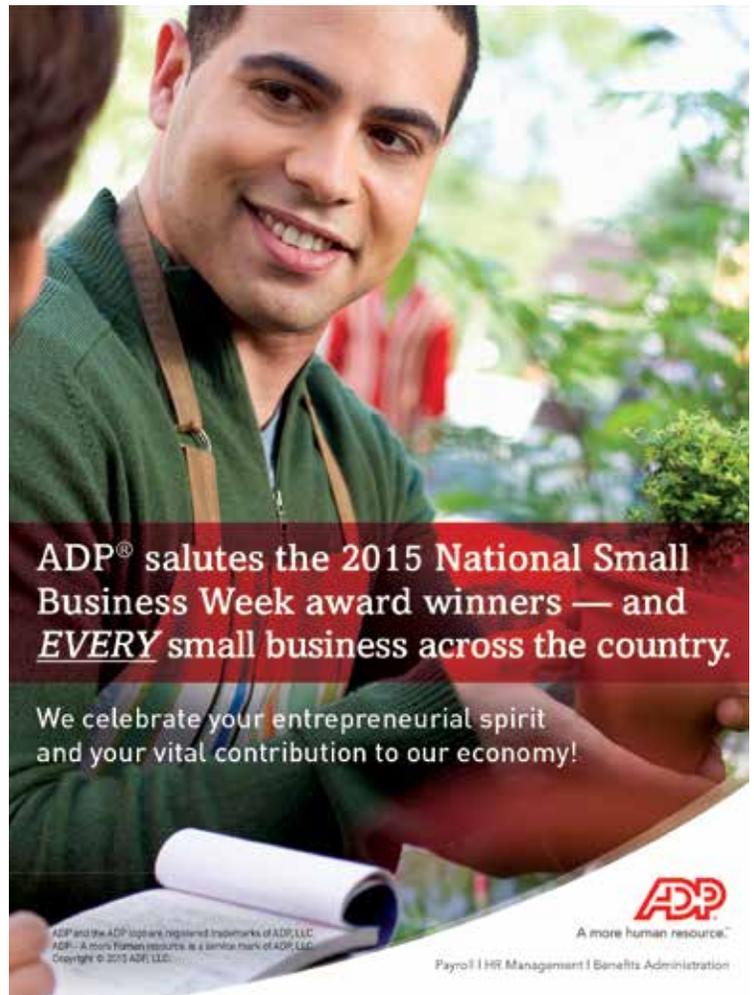
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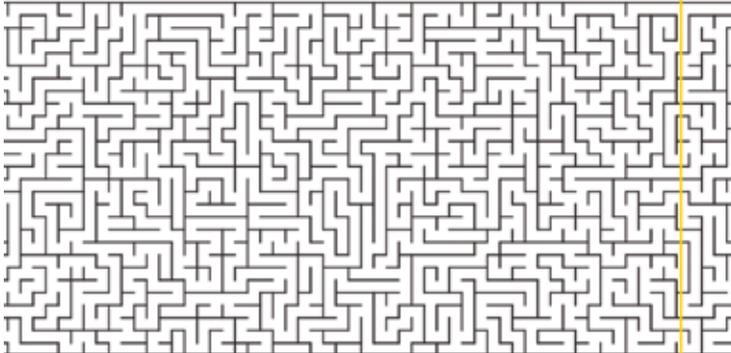
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Apeel Sciences Santa Barbara, CA



Portland Meat Collective LLC Portland, OR



Bill Lewis Outdoors Alexandria, LA



New Orleans School of Cooking New Orleans, LA



The Root Cafe LLC Little Rock, AR



The ReWall Company LLC Des Moines, IA



GroundWork Renewables, Inc. Sand City, CA



Pallet Wrapz, Inc. Glenview, IL



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