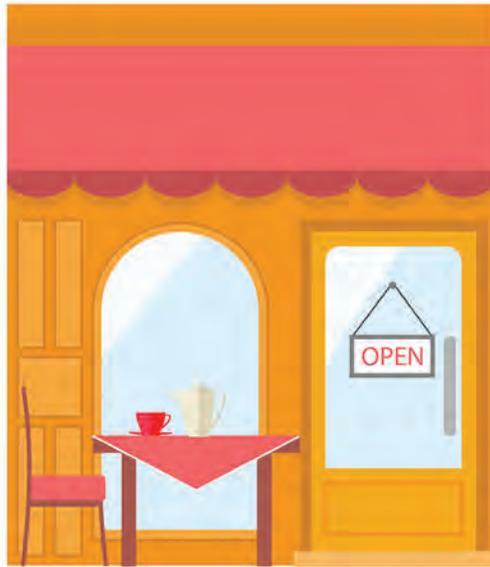


NATIONAL Small Business WEEK

Dream Big. Start Small.



May
1st-7th
2016



Celebrating America's Entrepreneurs
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#DreamSmallBiz



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U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, D.C. 20416

OFFICE OF THE ADMINISTRATOR

May 1, 2016

Dear Friends,

On behalf of the U.S. Small Business Administration (SBA) and as the voice for small business on President Obama's Cabinet, I am pleased to welcome you to a week-long celebration of our nation's 28 million small businesses.

Every year since 1963, the President has officially designated a National Small Business Week. This is a perfect time for us to renew our commitment to America's small businesses, the backbone and foundation of the strongest, most resilient economy in the world. The SBA is determined to ensure these remarkable enterprises have the skills, financial resources, and the access to markets they need to succeed.

Our theme this year is "Dream Big, Start Small." Across the country, the SBA will recognize the role small businesses play in building our communities. Small businesses today create two out of every three new private-sector jobs and employ half of the private-sector workforce. Now, more than ever, we have an opportunity to propel entrepreneurs as they continue to drive our nation's economy forward.

For more than 200 years, American start-ups and innovators have sparked ideas that have changed the course of history and improved lives around the world. These entrepreneurs, makers, mom and pops, small enterprises, and their employees are the unsung heroes of America.

At the SBA, we encourage everyone to shop small and local every day to fuel the vibrant main streets that make our Americana communities unique, attractive, and the hallmark of our free enterprise system.

God bless the United States of America!

Maria Contreras-Sweet
Administrator
U.S. Small Business Administration



United States Senate

COMMITTEE ON SMALL BUSINESS & ENTREPRENEURSHIP

WASHINGTON, DC 20510-6350

TELEPHONE: (202) 224-5175 FAX: (202) 224-5619

March 29, 2016

Dear Friends,

I would like to welcome you to our nation's capital, and as Chairman of the Senate Committee on Small Business and Entrepreneurship I take pride in celebrating the 53rd Annual National Small Business Week. The Small Business Administration (SBA) should be commended for helping to host this event every year, and their vital efforts to assist and grow our nation's small business community.

Every year since 1963, each President has selected and designated a week each year as the National Small Business Week. This year's theme is "Dream Big, Start Small", and this theme is as true for small businesses today as it ever was. Our small business community has become one of the cornerstones of our national economy, has helped to employ millions of American citizens all over our great country, and make vital contributions to their communities from coast to coast. In my home state of Louisiana we have seen unprecedented flooding and rainfall in recent weeks that will rely heavily on the work of small business owners and companies to help our state respond and recover from the damage left by these storms.

Events will be taking place all over the United States this week, including Louisiana, Florida, California, Texas, New York, and right here in our nation's capital. For those of you who have started a business, or are looking for the help to start a small business, I hope that you will find the resources provided this week by the SBA and other agencies and departments helpful and constructive in moving forward. Starting a small business is no easy endeavor, but for those who have had the courage to start one and chase your own entrepreneurial dream I would like to commend you and your business for what you do to continue in making our economy stronger because of your courage.

Today, over two-thirds of new jobs that have been created are due to the small business community. As Chairman of the Senate Committee on Small Business and Entrepreneurship I will continue to work towards crafting legislation and policy that will make SBA assistance more tangible and accessible to America's entrepreneurs, and will fight against anything that will prohibit the growth and success of our small business community. Congratulations again to the winners of this year's annual National Small Business Week, and I look forward to seeing your continued growth and success in the coming years.



Sincerely

A handwritten signature in blue ink that reads "David Vitter". The signature is written in a cursive, flowing style.

Senator David Vitter
Chairman, Senate Committee on Small Business
& Entrepreneurship

DAVID VITTER, LOUISIANA, CHAIRMAN
JEANNE SHAHEEN, NEW HAMPSHIRE, RANKING MEMBER

JAMES E. RISCH, IDAHO
MARCO RUBIO, FLORIDA
RAND PAUL, KENTUCKY
TIM SCOTT, SOUTH CAROLINA
DEB FISCHER, NEBRASKA
CORY GARDNER, COLORADO
JONI ERNST, IOWA
KELLY AYOTTE, NEW HAMPSHIRE
MICHAEL B. ENZI, WYOMING

MARIA CANTWELL, WASHINGTON
BENJAMIN L. CARDIN, MARYLAND
HEIDI HEITKAMP, NORTH DAKOTA
EDWARD J. MARKEY, MASSACHUSETTS
CORY A. BOOKER, NEW JERSEY
CHRISTOPHER A. COONS, DELAWARE
MAZIE HIRONO, HAWAII
GARY C. PETERS, MICHIGAN

MEREDITH WEST, REPUBLICAN STAFF DIRECTOR
ROBERT DIZNOFF, DEMOCRATIC STAFF DIRECTOR

United States Senate

COMMITTEE ON SMALL BUSINESS & ENTREPRENEURSHIP

WASHINGTON, DC 20510-6350

TELEPHONE: (202) 224-5175 FAX: (202) 224-5619

To the Small Business Leaders, Entrepreneurs and Advocates:

Thank you for participating in this year's National Small Business Week. I am delighted that the Small Business Administration will be highlighting so many small businesses for the work they do to keep our economy moving.

It's no secret that small businesses are the backbone of our economy and our local communities. Every year, Congress recognizes National Small Business Week an opportunity for all of us – especially in Washington – to appreciate the vital role that our small businesses play as job creators in the U.S. economy.

I serve as the lead Democrat on the U.S. Senate's Small Business Committee, where our focus is on working together to get small businesses the support they need. Over the past year, I was glad to work with my colleague, Chairman David Vitter, and other members of the Committee to pass legislation that will have a meaningful impact on the ability of our small businesses to access credit, counseling assistance, and contracting opportunities with the federal government.

We hope to continue our momentum of bipartisan support for small businesses this year. In particular, I am working on bipartisan legislation to make permanent key programs for our small business innovators, known as the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR). These programs help entrepreneurs across the country engage in the research and development that keeps America at the forefront of innovation. Making the programs permanent will reduce uncertainty and prevent a repeat of the last attempt to reauthorize the program, which was a tortuous process that dragged on for three years and required 14 short-term extensions.

On the Small Business Committee, our job is to hear from small business leaders and advocates like you to ensure that we are meeting the needs of our small businesses and supporting them in any way we can. I look forward to hearing about your event this week, and I congratulate you on your success.

Sincerely,



Jeanne Shaheen
Ranking Member

U.S. Senate Committee on Small Business & Entrepreneurship



STEVE CHABOT, OHIO
CHAIRMAN

NYDIA M. VELAZQUEZ, NEW YORK
RANKING MEMBER



Congress of the United States
U.S. House of Representatives
Committee on Small Business
2301 Rayburn House Office Building
Washington, DC 20515-6315



If people wonder what a Republican from Southwest Ohio and a Democrat from New York City could ever have in common, it's this: we believe this country, from its smallest community to its most diverse city, is made stronger by its small businesses and entrepreneurs.

That's why, as Chairman and Ranking Member of the House Committee on Small Business, we work together—along with all of our Members—to make sure small businesses have the opportunities, access, and accountability they need to thrive.

National Small Business Week is a wonderful chance to celebrate the opportunities small businesses create for people from every walk of life.

It's our hope that this National Small Business Week not only encourages our small business owners and employees hard at work today, but inspires our entrepreneurs of tomorrow.

After all, every small business starts with an idea.

Best wishes,

Two handwritten signatures in black ink. The first signature is 'Steve Chabot' and the second is 'Nydia M. Velázquez'.

Steve Chabot (R-Ohio), Chairman

Nydia Velázquez (D-NY), Ranking Member

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2016 Phoenix Award Winner

2016 Phoenix Award for Outstanding Small Business Disaster Recovery

Maryann Piazza, Chief Executive Officer
Stephen Piazza, President
Majestic Vending and Services, Inc.
45 Van Duzer Street
Staten Island, NY 10301

Majestic Vending and Services, Inc., began as a single gumball machine at a construction site in 1994. The grit and determination of owners Maryann and Stephen Piazza made it possible for the business to succeed. The company provides vending, office coffee services, and bottled water delivery to the New York City area.

On October 29, 2012, Hurricane Sandy's ferocious winds toppled a tree next to Majestic's warehouse, which crashed into the chimney, causing parts of the interior ceiling to collapse. Inventory, equipment, furniture and office supplies were destroyed.

Repair costs were estimated at around \$80,000, but the insurance company wanted to settle for just over \$1,000. After a two-year mediation the settlement was increased to \$32,700—still not enough to cover repair costs.

The Piazzas turned to SBA and were approved for a disaster loan of \$59,600 in December 2014. The loan gave them the capital needed to move forward with repairs, debris removal, and inventory and machine replacement.

Maryann never closed the business, kept her customers, and did not lay off a single employee. In the Fall of 2013, Majestic Vending and Services was chosen by the National Football League to help cater a VIP Super Bowl party at the Meadowlands on February 2, 2014.



2016 Phoenix Award Winner

2016 Phoenix Award for Outstanding Contributions To Disaster Recovery by a Public Official

William A. Hill, Mayor
City of Louisville
200 South Church
Louisville, MS 39339

On April 28, 2014, Louisville was hit by an EF-4 tornado. Packing winds between 170-190 miles per hour, the storm ripped a path of destruction that was half a mile wide and 32 miles long. The tornado left in its wake the total destruction of the only hospital in the city. More than 200 homes and businesses were destroyed or heavily damaged, and 10 people were killed.

Louisville is a mill town that had been experiencing an economic decline during the last few years. Mayor Will Hill and the residents of Louisville were looking forward to the creation of 200 new jobs after the city signed a contract with Winston Plywood and Veneer, a manufacturer of specialty plywood products, which would take over a former Georgia Pacific plant. The tornado destroyed the plant, creating an additional economic blow to the city of 6,600 residents.

After overseeing the search and rescue efforts with local first responders, and checking on the safety of the disaster

survivors, the mayor established a dedicated phone line for residents to report and give updates on the missing. The owner of the local radio station, Mayor Hill and his staff worked tirelessly to get operations restored to provide the city much needed information on where to go for recovery assistance.

Mayor Hill then turned his focus on the long-term economic recovery of the city. He reached out to the parties involved in the Winston Plywood and Veneer deal, which included investors along with state and federal officials, to encourage the company to renew their commitment to build a plant in Louisville.

On January 30, 2015, Mayor Hill welcomed Mississippi Gov. Phil Bryant and officials from Winston Plywood and Veneer for a groundbreaking ceremony at the Louisville site of a new, state-of-the-art plywood mill. The project represents an investment of \$50 million and will create 400 new jobs.



2016 Phoenix Award for Outstanding Contributions To Disaster Recovery by a Volunteer

Chris Fox, Executive Director
Serve Moore Community Renewal Center
224 S. Chestnut Avenue
Moore, OK 73160

The trail of two tornadoes that plowed through Moore within two years cleared a new career path for Chris Fox. He was working as a filmmaker/wedding photographer in May 2013 when a devastating tornado struck Moore. The storm destroyed entire city blocks, killed 24 people and left damages of \$2 billion in its wake.

The next morning Chris gathered a group of ten volunteers to help with the massive cleanup task. He assumed a leadership role, and city officials took notice. He organized a meeting at the church, and tweeted a request for more volunteers using the hashtag #ServeMoore.

More than 3,000 people showed up the next day, bringing brooms, rakes, shovels and bags to haul away the debris. Within days the group of volunteers swelled to more than 10,000. Chris managed the recovery logistics.

When city leaders established the Serve Moore Community Renewal Center, they asked Chris to become its executive director.

Chris established a protocol—which included emergency preparedness—for future disasters, while recruiting and training volunteers ready to quickly respond to the next crisis.

In March 2015, a smaller tornado struck Moore. Serve Moore instantly mobilized to clean up debris and get needed supplies and resources to those in need, and also served as the hub where residents and businesses received recovery assistance.

Under Chris' leadership, Serve Moore has activated nearly 55,000 volunteers who have met more than 4,000 repair and construction-related needs for residents affected by recent disasters.



Alabama

Xiomara Hernandez Bracken
Fun Factory
2741 Southside Drive
Tuscaloosa, AL 35401

Xiomara Bracken started her bouncing inflatables party business, Bouncing Parties, Inc., in 1993, filling a family-friendly entertainment void in the Tuscaloosa community. The Cuban-born daughter of a couple who came to the U.S. in 1969, Xiomara exemplifies the American dream. Following her parents' example—where her mother sold jewelry and cosmetics while holding a full-time job and her father repaired cars when not working as a truck driver—Xiomara decided to start her own business after working as a commercial lending manager at a local bank.

Small Business Person of the Year 2016

As Xiomara's party business grew, she faced a crisis when a massive tornado tore through Tuscaloosa on April 27, 2011. More than \$50,000 in equipment was destroyed, and the company lost potential contracts as the community focused on rebuilding. Bouncing Parties got a boost from the Small Business Development Center, assisting Xiomara with a new marketing plan to expand the business, and later to help with capital infusion that allowed her to purchase a new facility in February 2015.



Alaska

Connie Core-Dubay, CEO/Owner
Cold Spot Feeds, Inc.
377 Helmericks Avenue
Fairbanks, AK 99701

Recognizing the special needs of animals in the harsh northern climate, Connie Core-Dubay began Cold Spot Feeds, Inc. in 1992 and successfully developed feed products for canine athletes.

Thanks to SBDC assistance, Cold Spot has been able to grow and re-establish itself in the Fairbanks community. Additionally, Connie has worked with SBA as a business mentor giving back by counseling other women in business.

Today, Cold Spot offers specialized equipment (mushing harnesses, various recreational accessories), high-end dog food, supplements (including frozen meat), and has

Small Business Person of the Year 2016

the ability to sell large quantities of animal feed. Cold Spot also works with various small local businesses to bring their product offerings to market.

Connie has always been a generous contributor in her community supporting numerous organizations such as the Fairbanks Rescue Mission, Fairbanks Food Bank, Women's Shelter, Stone Soup Cafe, local schools, state-wide mushing organizations, and dozens of other local organizations that support the basic needs of people. Over the past 29 years it would be fair to say her contributions to the community have been substantial in terms of time and money donated.



Arizona

Paul Smiley , President
Sonoran Technology and Professional Services, LLC
15655 West Roosevelt Street, Suite 141
Goodyear, AZ 85338

Drawing on skills he learned in the military, Paul Smiley struck out on his own to start Sonoran Technology and Professional Services in 2007. The company provides highly trained and security-cleared professionals in a variety of specialties including program management, aircrew training, cyber security, IT systems, facility management and medical administration.

In the beginning, Paul financed the startup and kept the business home-based. He took no salary for the first two years, deciding instead to put the revenues back into the business while building the company culture and brand.

Paul took advantage of the SBA services and became certified under the 8(a) Business Development Program.

Small Business Person of the Year 2016

He also received an SBA Patriot Express Line of Credit for \$250,000 in 2011. As part of SBA's Boots-to-Business program for veterans, Paul routinely shares his story of entrepreneurship after military service.



The company has grown to 235 employees in twenty-three states, with customers across the government. Paul also credits his success to hiring veterans and giving back to the community. Seventy-five percent of his employees are veterans who, like all his employees, are paid highly competitive wages. As a result, his employee retention rate is 95 percent. The company's growth has resulted in revenues doubling over the past three years.

Arkansas

Regina "Gina" Radke, CEO
Wade Radke, COO
Galley Support Innovations
411 Manson
Sherwood, AR 72120

Gina and her husband Wade bought their business in 2005 and moved it from California to their native Arkansas. They were determined to take the struggling aviation business to new heights, and they certainly did, as Galley Support Innovations was named Arkansas Business 40 under 40 in 2015 and Small Manufacturer Exporter of the Year 2015, which puts Gina and Wade at the forefront in community service as well as in international trade.

Between 2012 and 2014, Galley Support Innovations was able to almost double their total sales as well as the number of employees, while their net profit rose more than 10 fold.

Small Business Persons of the Year 2016

While enjoying their well-deserved success as a result of their hard work, Gina and Wade have never lost sight of how much their community



means to them, both personally and professionally, and they contribute both time and money to several causes dear to their hearts. Gina and Wade sit on several boards that provide services to their community, and are active in several associations such as the Union Rescue Mission, the Arkansas State Chamber of Commerce, the National Association of Professional Women, and others.

California

Helen M. Russell, Co-Founder and CEO
Brooke J. McDonnell, Co-Founder and President
Equator Coffees and Teas, Inc.
115 Jordan Street
San Rafael, CA 94901

Helen and Brooke founded Equator Coffees & Teas, Inc., 20 years ago just as the specialty coffee industry began heating up. They initially launched two coffee bars named Europa in San Francisco, but after Brooke became frustrated with the lack of information regarding farms, farmers, climate and origin of the coffee, the duo bought an Italian roaster using funds from the sale of Brooke's mother's wedding ring. They roasted coffee in her garage and Equator Coffees & Teas was born in 1995.

Equator now has 90 employees and 350 wholesale customers including the renowned French Laundry

Small Business Persons of the Year 2016

restaurant in California, cafes at LinkedIn, micro-kitchens at Google and three retail stores in Northern California with two more on the way. Helen and



Brooke purchased their own roasting plant using an SBA 504 loan. They have worked directly with their farmers for 17 years and were one of the first roasters to support the Fair Trade movement to gain better wages for growers. Their farm, Finca Sophia in Panama is a finalist for the 2016 Good Food Awards.

Colorado

Reed Howard Silberman, Founder and CEO
Ink Monstr
2721 W. Holden Place
Denver, Colorado 80204

Reed Silberman has chased the intersection of following his dreams and of achieving financial success. At age 19, he landed on Wall Street, where he traded equities and foreign currency for nearly five years. Despite achieving financial security, he felt unfulfilled in this role, and moved to Colorado to pursue his next dream of becoming a pro snowboarder.

Along the way, Reed found a new passion in graphic design, large format printing and large scale installations. In 2004, he decided to create Ink Monstr—a full-service graphic design, print production, installation, video production, and private label cut & sew apparel manufacturer.

Funding the venture completely on his own, he moved into a van in order to save money and purchase the first piece of equipment. While working two to three other day

Small Business Person of the Year 2016

jobs (including snowboarding), he grew Ink Monstr primarily through working on his business during the hours of midnight to 4am, seven days a week.



As Ink Monstr grew, Reed secured SBA financing to expand his facility to 10,000 square feet. Reed now employs 13 and he is also looking to further expand his business through exporting. Having recently launched a new apparel line in February 2016, Ink Monstr plans to work with the Denver USEAC to discover possible export opportunities.

Reed is an active member in his community and has been dedicated to giving back and to supporting the local community, donating both supplies and his time. Ink Monstr donates a great deal of the products they offer to local charities, nonprofits, churches, and government agencies.

Connecticut

Victoria C. Newman, Founder & Executive Director
Peter L. Newman, CEO
Greenwich Education Group
6 Riverside Ave
Riverside, CT 06878

Greenwich Education Group (GEG) started as a small, one-person educational consulting business in 2003. Today the company has seven associated businesses in four locations in the Stamford/Greenwich area with 104 employees.

GEG provides subject tutoring, SAT, ACT, and Secondary School Admission Test preparation, day and boarding school advisory services, college counseling, diagnostic assessment, clinical and coaching services and social skills support.

Small Business Persons of the Year 2016

Victoria and Peter Newman began GEG in response to the families in their community seeking the best schools for their children.



In 2012 Victoria and Peter sought SCORE counseling to learn more about best practices for small business finance and accounting practices. GEG continues to grow both their capabilities and their electronic and physical footprint.

Victoria and Peter support local charities, which include The Boys and Girls Club in Greenwich.

Delaware

Chris Bisaha and Joe Baker, Owners
Henlopen City Oyster House
50 Wilmington Avenue
Rehoboth Beach, DE 19971

In June 2010, Chris Bisaha and Joe Baker opened Henlopen City Oyster House—a full-service seafood restaurant and raw bar in downtown Rehoboth Beach.

Henlopen City Oyster House successfully obtained financing with the assistance of the Delaware Small Business Development Center. The SBDC worked with Chris and Joe on cash projections and getting them prepared for a bank loan application.

Today, Henlopen City Oyster House has increased sales and maintains an expanded customer base. On any given summer evening starting at 5:00 PM the restaurant is at capacity with a waiting time of one to two hours. The latest Zagat rating ranks Henlopen City Oyster House as the eighth hottest restaurant in Rehoboth Beach. Employment has increased as well—Chris and Joe have added more staff in both the summer tourist season as

Small Business Persons of the Year 2016

well as during the off-season months.

Chris and Joe strive to patronize local farms, purchasing as much produce and meat as possible and



local oyster operations for fresh oysters. Additionally, Chris and Joe have committed their time, food and financial resources to many charitable organizations. They host charity dinners at Henlopen to benefit organizations such as the Buddy Walk for children with Down Syndrome, the University of Delaware Blue-Gold football game and the American Heart Association. They also host a special “percent of sales” event at Henlopen for Meriam’s Table which benefits disadvantaged children living in the Congo.

District of Columbia

**Robert Clarence Palmer, CEO
Creative Business Solutions (CBS), Inc.
1918 13th Street, S.E.
Washington, DC 20020**

Robert Palmer started Creative Business Solutions, Inc., a management and information technology consulting firm, in 2007. With a vision and an extensive background as a military officer, Robert used personal capital to start and sustain CBS' operations. The company provides contracting services, including data analyses/modeling and simulation, financial accounting/management, program/project management, executive administration support, meeting /conference management, and information technology services to federal, state and local government agencies.

Small Business Person of the Year 2016

CBS is a participant in the SBA's 8(a) Business Development Program, and also provides services as an SBA Service Disabled Veteran Owned Small Business (SDVOSB) and Historically Underutilized Business Zone (HUBZone) company.

Under Robert's leadership, CBS has grown to 150 employees and expanded from one to seven states. As a prime and subcontractor, CBS has experienced increased contract revenue over the past several years, including nearly 945% growth in 2014.



Florida

**Sherry L. Acanfora-Rouhomaki, Owner, President
K9 Kampus, LLC
240 N. Harbor City Blvd.
Melbourne, FL 32935**

For someone with a bachelor's degree in Computer and Electrical Engineering and a master's in Industrial Organizations Psychology, running a dog daycare center seems an unlikely business. But however disconnected her background might seem, Sherry Acanfora-Rouhomaki put her education to good use in order to launch and successfully run K9 Kampus.

The luxury dog daycare center came to life in 2010 thanks to Sherry's ingenuity and resourcefulness, as well as SBA financial and mentoring assistance. By 2012, K9 Kampus had 16 employees and more than \$400,000 in revenues. Today, the company has increased personnel to

Small Business Person of the Year 2016

16 employees, and expanded both in size and services. The latter include full-service grooming, indoor air-conditioned training, a zero-entry pool, and nearly one acre of outdoor romping space.

Sherry also makes time to help other aspiring women entrepreneurs by volunteering as a mentor and facilitator for the Ignite Program hosted by WeVenture, an SBA Women's Business Center located at the Florida Institute of Technology in Melbourne, FL. She also donates the use of K9 Kampus to Paws for Veterans and Paws for Boots, two organizations that provide dogs and training to disabled veterans.



Georgia

Catherine Downey, CEO
CATMEDIA
3776 LaVista Road, Suite 200
Tucker, GA 30084-5648

Founded in 1997, CATMEDIA is a full-service communications company that specializes in creative services, program management, training, and human resource management. Approaching \$20 million in revenue, it has been named in the Top Ten of the Atlanta Business Chronicle's 2015 Pacesetter Awards for Atlanta's 100 fastest-growing private companies and one of the top 100 fastest growing companies [top five woman-owned businesses] in America by Inc. Magazine.

Catherine Downey, CATMEDIA's CEO, reflected on her company's journey with the SBA and said, "I feel like a poster child for the SBA as I have participated in many

Small Business Person of the Year 2016

federal government programs and services that have helped grow my business." It was her relationship with SCORE which taught her about government contracting and introduced her to SBA's 8(a) Business Development Program. Catherine also enrolled in the Fast Track Program at the Georgia Small Business Development Center and relied on it heavily for counsel. Catherine not only graduated from SBA's Emerging Leaders program, she was valedictorian, and is often sought after to speak with potential candidates about the program.



Guam

David J. John, President
ASC Trust Corporation
120 Father Duenas Ave.
Suite 110
Hagatna, Guam 96910

David J. John founded ASC Trust Corporation (ASC) on Guam in 1990. ASC is a full-service provider of employee sponsored retirement plans. The company currently manages \$515 million in retirement assets for 23,000 participants and 340 retirement plans. When an employer hires ASC to manage their retirement plan, they receive personalized services backed by industry partners that include Raymond James and Fidelity Investments.

Since opening their doors for business, Guam has seen its share of economic setbacks caused by natural

Small Business Person of the Year 2016

disasters, health epidemics and the ebb and flow of tourism. Despite these challenges, David and his management team have grown from a two-person operation to 60 employees throughout Micronesia. Sales growth has been steady, with an increase from \$5.2 million in 2012 to \$5.7 million in 2014.

ASC donates 10% of its profits annually to several community organizations, and David is actively involved in local civic organizations, having served as chairman of the Guam Chamber of Commerce, and president of the Rotary Club of Guam.



Hawaii

**Raymond Jardine Jr., Chairman, CEO
Native Hawaiian Veterans, LLC
3375 Koapaka Street, Suite F238-20
Honolulu, HI 96825**

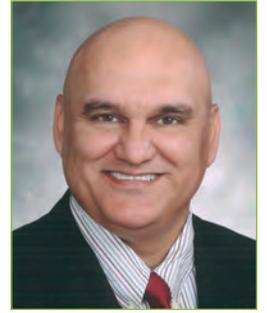
Ray Jardine Jr. started Native Hawaiian Veterans (NHV) in 2005 with just three employees and first-year revenue of about \$64,000.

In 11 years of operation, NHV has reached impressive heights in terms of expansion, revenues and jobs created. By 2015, the company had already expanded his lines of business to all 50 states and territories, 20 countries, more than 200 employees and over \$30 million in gross revenue.

At its inception, NHV started out as an IT company but has diversified into areas such as Homeland Security, Emergency Management, Security Services, Fire and

Small Business Person of the Year 2016

Emergency Anti-Terrorism/Force Protection and several others. Its main customer is the federal government, for which it has handled hundreds of contracts, both as an 8(a) certified subcontractor and prime contractor.



Ray is a strong advocate of small businesses and has a proven history of volunteer efforts to advance the small business community. He also is very involved in the community at large and contributes both time and money to many organizations such as the Kina'ole Foundation, the Native Hawaiian Organizations Association, the Native Hawaiian Chamber of Commerce and many others.

Idaho

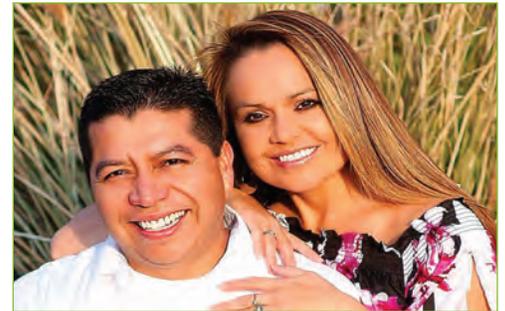
**Enrique F. Contreras, Owner
Ana M. Paz, Owner
Enrique's Mexican Restaurant
482 W. Main St.
Kuna, ID 83634**

Enrique and Ana purchased the El Gallo Giro Mexican restaurant in 1998, and later renamed it Enrique's Mexican Restaurant to celebrate its success in 2015. Enrique's experience as an 11 year old working in his parents' restaurant in Mexico as a dishwasher, prep and line cook and eventually general manager helped him to prepare for the opportunity to run his own restaurant. The business has grown exponentially leading to the purchase and renovation of an old church now known as the Kuna Event Center. The Kuna Event Center hosts social events, business meetings and family gatherings.

Besides the event center, Enrique and Ana have added a catering business and real estate to their portfolios.

Small Business Person of the Year 2016

They recently purchased the Sandstone plaza to expand their restaurant footprint and create a village environment for the community to enjoy. The plaza will feature outdoor space with sand volleyball, shopping, views of the creek and pleasant music. Enrique and Ana's success benefits the community by providing good jobs and real estate for affordable homes and commercial rentals in Kuna. Enrique's Mexican Restaurant has benefited from assistance provided by the Idaho Small Business Development Center.



Illinois

Dwayne Jackson, President and CEO
Software Tech Enterprises, Inc.
4801 Southwick Drive
Suite 630
Matteson, IL 60443

Dwayne Jackson started Software Tech Enterprises (STE), Inc., in 2002, with the mission to make a difference by solving client problems. This solution-based firm provides Information Technology Management consulting for federal, state, and local government in addition to Fortune 500 companies.

After three years in business, STE acquired its first government prime contract that allowed the company to increase its staff. When STE joined the U.S. Small Business Administration's 8(a) Business Development Program in 2010 the company experienced phenomenal growth. STE

Small Business Person of the Year 2016

also received assistance from the SBA's Small Business Development Center and SCORE. Because of the overwhelming success and the increase in federal government contracts, the number of employees has grown by 75 percent.



STE has been able to leverage its past performance to assist its clients in solving their business challenges. As a result, the company size has grown and its revenue targets have increased.

STE initially started in a 500 square-foot office space, and has now expanded to two cities with nearly 9200 square feet.

Indiana

Baziel W. Vrient, President
Albert W. Vrient, Operations Manager
Agdia, Inc.
52642 County Road 1
Elkhart, IN 46514

Baziel Vrient and his son Albert acquired Agdia, Inc., in 2011. The firm was founded in 1981 by Chet and Emma Jane Sutula to meet the need to provide plant pathogen diagnostics, including further testing, quality controlled antibodies, enzyme conjugates and accessories in support of optimal clean plant programs using a one-way pass-through propagation method.

Agdia's first tests for plant health management were developed for common potato pathogens and the bacteria ringrot and blackleg. Agdia grew quickly as its products and services became known worldwide. In rapid succession many tests were developed for fruit, ornamental and field crops.

Small Business Persons of the Year 2016

In 2014 Agdia opened the doors of a new 52,000 square-foot facility with just more than 50 employees. This expansion is the largest of three that Baziel and Albert have coordinated and was made possible in part through the U.S. Small Business Administration 504 Commercial Mortgage Program.



As the company grows, the owners give back to the local community through various fundraisers, Salvation Army, Food Banks and Hospice. They also support the ETHOS projects as well as work with a high school coalition to further promote diversity in the workplace. The owners have also been personally involved with the Elkhart Economic Development Commission.

Iowa

**Anthony Douglas (Tony) Halsted, CEO
Hoover's Hatchery Company, LLC
205 Chickasaw St.
P.O. Box 200
Rudd, IA 50471-5025**

Tony Halsted grew up working the incubators and packing chicks for his family's business, Hoover's Hatchery Company, LLC, in Rudd, Iowa, a small town of 270 people. Tony never intended to come back to the family business. When an automobile accident killed Tony's father leaving his mother to run the hatchery, he knew he had to step up. Initially, Hoover's Hatchery sold day-old chicks to elevators, feed stores and other customers primarily through a paper mail order catalog, phone orders, and some regional delivery trucks.

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Like his mother, Tony visited the North Iowa Area Small Business Development Center and received assistance with creating business and succession plans. Tony then entered into an exclusive genetic licensing agreement for a red-feathered, meat chicken and also a black footed, black feathered chicken for the Asian immigrant market. He built a website effectively transforming Hoover's Hatchery into an online business allowing expansion into international markets. Tony also used social media to position Hoover's Hatchery as a leading expert source and planner for backyard chickens.



Kansas

**Roger Lee Ward III and Dana Ward, Owners
Great Day Moving
3200 Merriam Lane #3
Kansas City, Kansas 66106**

If you have ever moved, you know that it can either be a great day or a terrible day.

Roger and Dana Ward left the armed services in 2007 and poured their life savings into the purchase of Marathon Moving and Delivery, LLC, a fledgling residential and commercial moving company which consisted of just one truck. They rebranded the business as Great Day Moving and shortly after its purchase Roger and Dana lost the firm's primary client which was responsible for 70% of their revenue. This turned Roger and Dana's projections upside down and led them to seek help from the Kansas Small Business Development Center (SBDC).

Small Business Persons of the Year 2016

The SBDC helped them shift services, find a target market and write a business plan to secure two SBA-backed loans. Their combined armed services experience and management education helped them improve the internal infrastructure of operations, improve customer service and buy two more trucks. Today, the company's revenues top more than a half million dollars and has eight full-time employees and 30-40 seasonal employees.



Kentucky

**David Dafoe, Founder/CEO
Flavorman
809 South 8th Street
Louisville, KY 40203**

David Dafoe struck out on his own after a successful career with a local beverage company, where he worked to develop well-known drink mixes and cocktails. He formed Pro-Liquitech International in 1992, which later became Flavorman, an international customer beverage production company. David started the company with one customer and no employees, but that quickly changed as the company rapidly grew.

As Flavorman evolved, its impressive list of clients grew to include Chiquita Brands, Ocean Spray, the Kellogg Company, Sunsweet Growers, Brooklyn Bottling and many of the world's top ten distilleries, among other beverage companies. In 2012, David founded a sister company, the

Small Business Person of the Year 2016

Distilled Spirits Epicenter. Built on Kentucky's rich distilling history, the Epicenter is an artisan distillery and education center.

Flavorman secured an SBA 7(a) loan in 2010, which is now paid in full. In 2007, the company obtained an SBA 504 loan to move to its current location near downtown Louisville in a HUBZone. Since that time, the company has seen a revitalization of the area, with other businesses moving to or expanding in the HUBZone area. Flavorman also received an SBA ARRA loan in 2010.

Flavorman and the Distilled Spirits Epicenter have grown to 30 full-time and four part-time employees.



Louisiana

**Angela O'Byrne, President
Perez, APC
317 Burgundy Street, Suite 11
New Orleans, LA 70112**

Headquartered in New Orleans, La., Perez, APC has provided clients with design and construction services for more than 75 years. The company specializes in housing, government, education, recreation, hospitality, and healthcare facilities.

Angela O'Byrne acquired 100 percent ownership of the firm in 2000. With a staff of more than 50, she has grown the multi-discipline organization to 15 branch locations, including those along the East, West, and Gulf Coasts, the Midwest, and Afghanistan.

Despite losing 23 of 25 contracts as a result of Hurricane Katrina in 2005, Angela never lost her determination. She

Small Business Person of the Year 2016

took a disaster recovery loan from the SBA and patiently awaited the return of paying projects that would allow the firm to thrive again. Her perseverance paid off in 2006 with a large number of new contracts.

The Perez team has won multi-million dollar federal contracts from Germany to the Caribbean to North Africa as it continues to thrive under Angela's leadership.

Angela is also a passionate advocate for women in architecture and construction, and is involved in countless professional and nonprofit organizations dedicated to their industry advancement.



Maine

Margo Walsh, Owner
Maine Works, LLC
14 Pleasant St.
Portland, ME 04101

Margo Walsh established Maine Works, LLC in 2011, as a temporary employment agency for the construction sector. Initially, Margo's goal for the business was to not only meet the needs of a sector that routinely needs short-term laborers, but also to provide a public service by employing laborers who previously suffered from substance abuse problems, recently released non-violent offenders and returning veterans looking for jobs. Margo worked with Portland's SCORE chapter to establish herself in the industry.

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Her company has grown to four full-time staff and averages 50 temporary workers daily. The company's growth led to a second location in Bangor. Margo also established an affiliated company in Tennessee and has plans to start another affiliate in Colorado this year. She would like to expand into southern New England with a Connecticut affiliate within the next year or so. Margo was named by Maine Biz as one of the "Women to Watch" as a leader and visionary in her field in 2014 and in 2015, SCORE presented Maine Works with the "Outstanding Job Creator" award.



Maryland

Patrick B. Munis
NewWave Telecom & Technologies
6518 Meadowridge Road, Suite 100
Elkridge, MD 21075

Patrick Munis' leadership philosophy is based on the concept of continuous improvement. As long as the world keeps moving, he says, his standard will always be an upward-moving target.

An immigrant to this country, Patrick worked two jobs during college, with a double major in computer science and mathematics, and still maintained a full scholarship. He started NewWave Telecom in 2004, developing his company full time while earning an Executive MBA at MIT. The company is a full-service IT and business services company, and an 8(a) certified firm. They specialize in developing mission-critical healthcare IT solutions using state-of-the-art technologies. Their services also include software engineering and application development, program and project management, and a comprehensive

Small Business Person of the Year 2016

set of IT infrastructure services that allows their clients to address business-critical challenges.

NewWave has experienced solid growth in terms of revenues, employees, customers, office space and general capacity. Since 2012, the number of employees has grown from 39 to 152. Meanwhile, between 2012 and 2014 total sales increased from \$6.3 million to \$19 million.

Patrick has raised funds for the College Orientation Workshop, an organization aimed at helping young men in difficult situations achieve success and pursue educational goals. NewWave also has a Community Outreach Committee, comprised of employees who volunteer to organize and facilitate events to draw attention to worthy charities.



Massachusetts

**Robert Jacob George, Founder, President/CEO
StratComm, Inc.
24 Prime Park Way, Suite 103
Natick, MA 01760**

Bob George has weathered major storms both as a veteran fighter pilot and entrepreneur. Before starting his career in publishing, Bob served in the U.S. Marine Corps as a combat fighter/attack pilot in Vietnam, flying in 118 combat missions. His service to his country inspired him to document the Vietnam War history in a landmark 25-volume Time Life Books series: The Vietnam Experience - twice nominated for a Pulitzer Prize and more than 11 million copies sold worldwide. StratComm, Inc., a certified Service-Disabled, Veteran-Owned Small Business, was founded as a traditional book publishing company (Boston Publishing Company) in 1978, and has since evolved to help customers create effective ways to communicate their stories.

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From hard cover books to online content development, StratComm stands for strategic communications – and today is a leading provider of program management and content development solutions to Fortune 500 companies, 12 federal agencies, and all branches of the U.S. Armed Forces. After the 9/11 attacks impacted StratComm's sister company, Custom Communications International, Bob benefitted from SBA's disaster loan assistance.



Michigan

**Russell Beaver, President
RB Construction
6489 Metro Parkway
Sterling Heights, MI 48312**

Russell Beaver has been active in the construction industry for more than 55 years. An ironworker by trade, Russell founded RB Construction Company in 1984. Initially, RB performed small concrete and steel erection projects then expanded to complete numerous pre-engineered metal building projects. The Native American-owned corporation has added distribution of United Structures of America and is one of the premier minority based pre-engineered building companies.

RB Construction is a certified 8(a) Small Disadvantaged Business, Service-Disabled, Veteran-Owned Small Business, and a Michigan Disadvantaged Business Enterprise. To expand federal contracting opportunities, RB Construction opened divisional offices in Illinois, Missouri and Florida to

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meet those needs and currently has 27 employees.

Under Russell's experienced leadership, RB Construction has obtained contracts with several federal agencies, such as U.S. Army Corps of Engineers, Veterans Administration, U.S. Air Force, National Park Service, U.S. Department of Agriculture, Air National Guard, General Services Administration and others. Since 2012, the company has grown significantly, from \$9.4 million in revenue, to \$20.6 million in 2013 and \$29.2 million in 2014.

Russell is committed to his community and during the Christmas holiday season the company sponsors a children's fundraising and toy drive for the North American Indian Association of Detroit.



Minnesota

Gloria Freeman, CEO
Olu's Home/Olu's Center
1315 12th Avenue North
Minneapolis, MN 55411

Gloria Freeman's desire to serve those in her community is rooted in her childhood. Her mother was a prominent public speaker and advocate for the mentally ill. In 1999 Gloria founded Olu's Home, a licensed care organization that provides residential and in-home services to the elderly and persons with developmental disabilities and mental illness. Today, the company operates nine group homes and has more than 100 employees in the Minneapolis area.

Soon after opening her first group home, Gloria realized she found her calling in helping those with developmental disabilities and mental illness live full and independent lives.

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Recognizing that many elders do not have an extended family, the company began the intergenerational care center, Olu's Center, in 2015 to provide a day program for children and seniors where they can interact with each other and seniors can take joy and value from interacting with young people.



Gloria received SBA loans and participated in the SBA Emerging Leaders Program, an intensive, MBA-level training program for executives of high-potential, small businesses in America's underserved cities.

Gloria is a contributor to Girls in Action, a member of the North Minneapolis Rotary Club, on the board for the Hennepin Theatre Trust, the board for the Minnesota Black Chamber of Commerce, and participates in activities with Meda, UNCF, UROC and others.

Mississippi

Michael Pornovets, Owner
Everything Kayak
15240 Creosote Road
Gulfport, MS 39503

Following his passion, Navy veteran Michael Pornovets successfully launched Everything Kayak in 2012. The company sells everything related to the vast world of kayaking.

To get his business started on the right path, Michael decided to visit a local Small Business Development Center where he received assistance in creating a business plan, designing a business structure and identifying the marketing components. Later Michael secured SBA's Patriot Express financing for veterans to further expand his business. Today, Michael has a 10,000 square-foot facility and six employees. Everything Kayak is the 10th largest

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specialty kayak retail store in the United States. Michael is also doing business internationally in countries such as Australia and Portugal.



Michael continues to give back to his community. Each year Everything Kayak is a major sponsor in "Heroes on the Water." This event helps veterans transition from the rigors associated with combat and the challenges of physical rehabilitation.

Michael believes "Entrepreneurship is a lifestyle." He also says, "the difference between dreamers and entrepreneurs is—dreamers make statements without action. Entrepreneurs have ideas that they turn into detailed plans."

Missouri

**David Bailey, Founder and President
Bailey's Restaurants
3135 Lafayette Ave.
St. Louis, MO 63104**

Very early in life, shortly after graduating from St. Louis University, David Bailey decided to pursue a career in the restaurant business; taking the entrepreneurial route with help from the SBA ensured his ability to do it his way.

Early in his career, David immersed himself in every aspect of the business including cooking and catering. He worked 80 hours a week in management and catering for two other restaurants to - as he puts it - "train his mind and body for the physical and mental rigors of ownership."

From 2004 when he opened his first venture with loans from family members, much has changed in David's life and career as an entrepreneur. He has opened six

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distinctive restaurants and a catering company that have created a total of 325 jobs in the inner city of St. Louis. In 2013 he launched his most ambitious project with a \$3 million loan backed by SBA: expanding Bailey's Restaurants. This project alone added 50 new jobs to the St. Louis economy and propelled the company's revenues to more than \$10 million by 2014.



Committed to giving back, David and his team host a monthly fundraiser called Community Table where 25% of all sales between certain hours at the Bailey's Range restaurant are donated to a local charity.

Montana

**Greg Thayer, CEO
Montana Milling, Inc.
2123 Vaughn Road
Great Falls, MT 59404**

In 1972, Eugene Thayer saved \$35,000 to start his own grain merchandising company, Montana Merchandising, Inc., now Montana Milling. In 2000, after 28 years of running the business, Eugene stepped down and his son Greg took the reins of the enterprise as CEO.

Montana Milling is a one-stop shop for organic and conventional grains; it's the number one buyer (estimated 80%) of organics produced in Montana, buying from 100 producers and selling to roughly 210 customers in the United States and Canada. It buys from the producer, and then cleans, blends and supplies to the baking industry. The company also produces specialty blends to meet customer specifications and offers custom packaging and delivery. Montana Milling targets small buyers with specific

Small Business Person of the Year 2016

niches, and is also the supplier for some of the largest organic bread companies in North America.

Montana Milling currently employs 35 direct employees, but indirectly employs hundreds through the Montana farms they support. Sales have increased by over 67% from 2012 to 2014, due to Greg's areas of focus: the market, grain positions and customer needs. Revenues are 90% domestic and 10% export (Canada).



Greg is a frequent speaker and advocate for small business on behalf of the local SBDC in Great Falls. The company and its CEO also donate to numerous charities, causes and institutions. Greg and his father have served and continue to serve on as many as 70 boards and foundations.

Nebraska

Yolanda F. Diaz, Owner
Little Miss Fashion, LLC
4601 S. 50th Street
Omaha, NE 68117

Growing up in the Mexican City of Chihuahua, Yolanda Diaz could only dream about where her passion for design would take her. Her initial talent was making new dress designs from her old dresses.

Yolanda brought her dream and talent to the United States in 1996. Early on, she worked from home. In 2005 she began producing clothing for little girls that she sold exclusively to two local retailers. This venture slowly evolved into her current company, Little Miss Fashion, LLC in Omaha, Nebraska.

While keeping her daytime job, Yolanda rented a 100 square-foot space with one sewing machine and one cutting table. She cut all her fabric manually and

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occasionally hired subcontractors on her larger orders.

Finally, in late 2014 she was able to leave the factory to focus full time on growing her business.

But growing her business meant seeking financing. Initial working capital came through an SBA microloan from the Omaha Small Business Network. Since then, her business has grown to an average of \$10,000 sales a month from online orders.

Yolanda Diaz is doing much more than building a profitable international clothing design and manufacturing business. She is building a small business community right in Omaha, supporting other entrepreneurs and helping her community.



Nevada

Bradley J. Burdsall, Owner and Operator
EGG & I/Egg Works/E&I Catering
5321 Cameron Street
Las Vegas, NV 89118

Bradley Burdsall has been in the restaurant business for more than 25 years. In 1998, he and his partner purchased the Egg & I on West Sahara without the benefit of recipes, menus or an operating structure. For the next eight years, Brad worked as a hands-on operator/owner/kitchen manager, developing recipes, menus and operating procedures. Brad's hard work paid off because his first Egg and I location won numerous awards and has been ZAGAT rated excellent since he purchased it. The restaurant was even featured on the Food Network's "Rachael's Vacation."

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When it came time to expand, Brad discovered that there was a federal trademark on the name Egg and I and subsequently changed the names of future locations of his restaurants to Egg Works. Brad now owns and operates six restaurants serving breakfast and lunch throughout the Las Vegas Valley and E&I Catering, which handles the administrative, management and supporting services for the restaurants. He was able to fund the expansions of his restaurants with the help of four SBA-backed 504 and 7(a) loans.



New Hampshire

**Elie El-Chalfoun, Owner/Operator
Mega-X
1650 Hooksett Road
Hooksett, NH 03275**

Elie El-Chalfoun came to Boston from Lebanon in 1989 with \$5,000 and a determination to succeed. Over the next few years, thanks to a work-permit visa, he took jobs at a Massachusetts convenience store, and later a gas station in Maine before leasing a gas station in Massachusetts in 1995. Three years later he purchased land with help from an SBA loan, and built a new gas station in Manchester, New Hampshire.

The gas station saw a profit. Elie sold that gas station in 2001, and then established his company Mega-X when he bought his first gas station/convenience store in Allenstown, New Hampshire.

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Over the next five years he saved enough to expand. In 2010 Elie bought property in Hooksett, and built another new gas station with help from an SBA 504 loan. Three years later Elie bought five gasoline and convenience store locations.

Elie's properties are held in the name of New Sunset Realty, LLC. Through expansion and solid business management, total sales increased from \$12.9 million in 2012 to \$22 million in 2014, and his staff grew from 10 to 20 during the same time period.

Elie each year sponsors the local fire and police departments and area schools.



New Jersey

**Charles Olivo, Founder/Principal
Stonefield Engineering and Design, LLC
75 Orient Way, Suite 303
Rutherford, NJ 07070**

Charles Olivo started Stonefield Engineering and Design from the basement of his home in January 2010. Six years later, Charles is leading his team of 40 professional engineers and planners who generate in excess of \$4 million in annual sales. Together they are providing the company's customers with engineering and design services that include site/civil, traffic signal design, traffic impact study, expert testimony, roadway improvement construction plans, GIS mapping, land use/urban planning.

To keep up with the company's rapid growth, Charles secured SBA 7(a) and 504 financing which allowed him to purchase and renovate two historic buildings. The buildings were restored to their original architectural form and features. Both spaces were ideal for the company's current needs and future expansion. Charles plans to do a renovation project with 504 financing in the near future.

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The Stonefield team delivers engineering and comprehensive project management services to its clients, with experience in site/civil engineering, transportation and urban planning, development due diligence, data collection and field investigation, traffic and parking impact analyses, provided as part of private and public sector land development projects. Projects range from a single-family home to a large-scale mixed use project that requires the attention of a skilled engineering consultant.

When Charles started the company, he envisioned an engineering and design firm that would empower and create young engineers and designers who had a strong sense of community. "We are a forward-thinking, progressive and aggressive company," said Charles. "We continue to push back against the norms of engineering and design." Charles is a believer in giving back to his community. The company works with local soup kitchens and shelters, and sponsors many local sports teams.



New Mexico

**Karl S. Halpert, President & CEO
Private Label Select Ltd. Co.
P.O. Box 2678
Ranchos de Taos, NM 87557**

Karl Halpert founded Private Label Select (PLS) in 1994, developing and making organic personal care and cosmetic products out of a 650 square-foot space. Karl worked to expand sales to major industry clients and within a few years was developing products for Estee Lauder.

PLS creates a store-ready product from start to finish. They develop the idea, source the raw oils and waxes, and then manufacture, label and ship boxes of creams and lip balms ready to hit the shelves. Their products are certified organic by the U.S. Department of Agriculture and approved by the U.S. Food and Drug Administration. PLS services markets throughout the U.S. and Canada, as

Small Business Person of the Year 2016

well as Asian and European Union markets. Their clients include Colgate, Walgreens and Target.

By 2005 they had expanded to a 1,500 square-foot space, and then doubled their manufacturing plant in 2010. In 2014 they took over a former car dealership property and expanded to their current 16,800 square-foot space.

Sales grew from \$710,000 in 2012 to \$3.4 million in 2014. 2015 sales were projected at \$5 million. Employee levels increased from 13 in 2012 to the current 54.

Karl supports local food bank programs, the Taos Center for the Arts, and Metta Theater, a program for at-risk teens.



New York

**Tammy Ann Loewy, Owner
Wynde Kate Reese, Owner
Green Goddess Foods, LLC
2051 Saranac Avenue
Lake Placid, NY 12946**

Green Goddess Natural Market, LLC, is a health food store filled with organic and natural foods. Nearly 80 percent of the produce comes from local growers. Tammy Loewy and Wynde Kate Reese opened the market in 2004, with a 100 square-foot booth at a local farmer's market. They quickly expanded into wholesaling and catering, and in 2007 Tammy and Wynde Kate hired their first three employees and purchased a 900 square-foot health food store, which became Green Goddess Natural Foods.

As the business grew, they reached out to the local Small Business Development Center for help with managing their cash flow, increasing sales and developing a marketing strategy. They also received two SBA micro-loans to upgrade the kitchen and expand the inventory.

Small Business Persons of the Year 2016

In 2012, Green Goddess relocated to a 2,200 square-foot location, and added The Scape Café, which offers an extensive deli, catering menu and fresh juice

station. Two years later they opened the Nordic Café, a seasonal satellite restaurant offering breakfast and lunch at the Olympic Sport Complex at Mount Van Hovenburg. The expansion continued a year later with a second restaurant at the same location called the Waffle Hut.

Total sales have increased from \$487 thousand in 2012 to \$722 thousand in 2014.

Wynde Kate volunteers with the Adirondack Farm to School Initiative. The business partners also support the Lake Placid Center for the Arts, and several local schools.



North Carolina

**Charles Creech, President (and Management Team)*
North State Aviation
4001 N. Liberty Street
Winston Salem, NC 27105**

In the summer of 2010, Charlie Creech and seven other longtime airline executives met inside the terminal building at a Winston Salem, NC, airport to work on plans for a startup aviation maintenance business: North State Aviation (NSA). The men had worked together at Piedmont Airlines, which was purchased by USAir in the late eighties.

Charlie and his colleagues saw a tremendous opportunity in aviation repair demand. They also wanted the startup to hire as many of the displaced employees as possible to revitalize the local workforce.

With assistance from the SBA-sponsored North Carolina Small Business & Technology Development Center (SBTDC) they secured a \$3.9 million finance package to supplement their own investment and NSA was on its way to today's success.

Launched in January 2011, with a staff of 25 employees, today NSA employs more than 400 workers, including over 100 veterans, and generates sales of \$46 million.

Small Business Person of the Year 2016



Always mindful of their community, NSA has contributed money, time, and resources to several charities including Ronald McDonald House, United Way and the Food Bank of North Carolina.

*Charles Ashton Creech, President; Thomas Howard Chappell, Vice President, Maintenance; Kenda Anne Richards Sr., Vice President and Controller; Stanley Kay Haines, Chief Financial Officer; Russ C. Kota, Vice President, Maintenance/ISO & Facilities Planning; Joel Sidney Marion, Vice President of Sales; James Dupont McPhail, Chief Operating Officer; and David Mark Coe Sr., Director of Materials and Tooling.

North Dakota

**Jon Simmers, CEO
Bismarck Aero Center
2301 University Dr., Bldg. 53
Bismarck, ND 58504**

Jon Simmers grew up surrounded by family that radiated the entrepreneurial spirit and passion for aviation. After completing school, Jon spent several years in human resources cultivating skills that would help him take over as CEO of Bismarck Aero Center, founded in 1990, by his father and North Dakota Hall of Fame Pilot Bob Simmers. Bismarck Aero Center is a full-service fixed base operator providing aircraft maintenance, avionics repair, 24 hr. aircraft refueling, hangar storage for all types of aircraft, pilot services, aircraft rental and sales, ground school, charter brokerage, and flight instruction.

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As CEO, Jon's passion for aviation helped develop the vision for Bismarck Aero Center and company core values (S.O.A.R. - Solver, Our Customer, Allegiance and Responsible). The company was named the 2014 & 2015 Top 50 Best Places to Work in their region. Under Jon's leadership, the organization has experienced significant growth which allowed for the purchase of two new hangars at the Mandan Airport. Jon actively attends SBDC events, and has received SBA-backed financing for related businesses.



Ohio

**Sally Hughes , CEO
Caster Connection
2380 International St.
Columbus, Ohio 43228**

In 1987, after completing her professional singing career, Sally Hughes founded Caster Connection, and has since led the company on a solid principle: "Providing ergonomic caster and wheel solutions to decrease injuries in the workplace."

Sally began the business by selling chair casters out of the trunk of her car, but quickly began providing heavy duty casters and wheels to industrial companies such as General Motors Corporation and other industrial companies throughout multiple locations.

Sally utilized SCORE counseling to help expand her business, and more than 25 years after its launch, Caster Connection sources products globally, and serves companies throughout the U.S., Canada and Mexico, and maintains great relationships with thousands of

Small Business Person of the Year 2016

clients. Between 2014 and 2015, the company doubled its office and warehouse space to a 32,000 square-foot facility.

Sales and profits have increased due to changing its business model from being a "true distributor" to a "contract manufacturer." Caster Connection has its own proprietary products that it has control over and sells, thus cutting out the middle man. The company has increased sales by more than 50 percent and more than doubled its profits since 2012.

Sally is a community volunteer with particular interest in children's hospitals, The Wellington School, and maintains her interest in singing through active participation with her church. She serves on the boards of several business and civic organizations.



Oklahoma

**Ellis "Lanny" McIntosh, Founding Principal/CEO
The McIntosh Group
1850 S. Boulder Avenue
Tulsa, OK 74119**

Lanny McIntosh, AIA, LEED AP is CEO and founding principal of The McIntosh Group. Lanny has more than 30 years of experience in architecture.

The McIntosh Group is a nationwide design firm specializing in accessibility, brand management and program management solutions. The McIntosh Group is a leader in ADA compliant design, and is the only professional accessibility consultant licensed in all 50 states, the District of Columbia and Puerto Rico.

As a LEED Accredited Professional, Lanny incorporates green practices and technologies into his work with the objective of bringing green practices into the volume building industry.

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For decades Lanny's work has centered on the development and refinement of a technology-based project management process. This process enables and supports volume-building programs for owners in the retail, restaurant, hospitality and industrial markets.

Lanny believes in giving back – to his college, his profession and his community. The University of Arkansas graduate is the moderator for the AIA Strategic Council, AIA Central States Regional Representative and an active member of many groups. Lanny enjoys travel and good food, and is in training to become a sommelier.



Oregon

Jeremie Murfin, Owner/Member
Geoff Metts, Owner/Member
Johnpaul Simonet, Owner/Member
Five Star Guitars
2303 NW 185th Ave.
Hillsboro, OR 97124

Founded in 1998 in the Tanasbourne neighborhood of Hillsboro, Oregon, Five Star Guitars specializes in fretted stringed instruments, amplifiers, pro audio and accessories.

In addition, Five Star Guitars offers music lessons and school band rentals, as well as instrument and amplifier repair.

In 2014 Five Star Guitars opened a second location in downtown Hillsboro that houses an amplifier repair shop and online operations as well as retail and music lessons.

Small Business Persons of the Year 2016

Owners Jeremie Murfin, Geoff Metts and Johnpaul Simonet received business counseling and assistance from both their local SCORE chapter as well as the Small Business Development Center.



During their ownership, they have gone from 18 to 23 employees and gross sales have increased by 30 percent. In addition to running their business, Five Star Guitars has a longstanding tradition of supporting their community and charitable causes.

Pennsylvania

Wei-Shin Lai, M.D., CEO
AcousticSheep, LLC
2001 Peninsula Drive
Erie, PA 16505

"Necessity is the mother of invention," so the saying goes.

A medical doctor, Dr. Wei-Shin Lai often had trouble falling asleep when she came home from the ER at 3 in the morning. Like most, she tried listening to relaxing music, but she could not find headphone sets comfortable enough to sleep. So came to life SleepPhones, a comfortable, innovative headphone solution designed to help people fall asleep. AcousticSheep also developed RunPhones, a line of headsets designed to stay put while you work out.

Dr. Lai and her husband launched AcousticSheep in 2007 with the assistance of the Penn State Small Business

Small Business Person of the Year 2016

Development Center. Since then, the business has experienced sustained growth in sales, number of employees and profits, and today boasts a net worth of more than \$1.2 million. AcousticSheep has ventured into exporting as well and in 2015 had \$3.8 million in exports.

Dr. Lai is involved in her community and with several charities and is a mentor for the Athena Powerlink.



Puerto Rico

Fernando J. Rodriguez, President
Prime Janitorial Service Corp.
Box 2000, Suite 126
Mercedita, PR 00715

As a youth, Fernando J. Rodríguez demonstrated his leadership skills and entrepreneurial spirit by joining the Junior Honor Society and the Student Council, and as President of his Graduating Class. At the age of seven, Fernando was already helping his father during weekends at the maintenance company where he worked. Fernando's father's struggle inspired him to make this promise, "Dad, one day I will have a maintenance business and you will not have to go over this again." Fernando recalls, "My father looked at me surprised, but I never forgot that promise and never had peace again until I finally established my business."

Small Business Person of the Year 2016

Fernando incorporated Prime Janitorial Service in 1998 when he was just 18 and began operations in 1999 with business planning and training support from the Puerto Rico Small Business Development Center, and a \$50,000 loan from his uncle. The business provides cleaning and maintenance services and cleaning products to the industrial, commercial and government markets. Today, Prime Janitorial has more than 500 employees and generates more than \$6 million in sales.



Rhode Island

Thomas Parsons Kellogg III, President
Parsons Kellogg, LLC
2290 Pawtucket Avenue
East Providence, RI 02914

Parsons Kellogg, LLC offers promotional products including apparel, corporate gifts, tradeshow giveaways, awards and premium brands. In addition, Parsons Kellogg manages a \$3 million import business, and creates and maintains a wide variety of e-commerce Web stores.

Thomas Kellogg started the company in 2001 after working as a regional sales manager for Nike Golf. Wanting to expand while keeping his company in Rhode Island, in 2015 Thomas used an SBA-guaranteed loan for \$664,000 to finance the purchase of its new headquarters in East Providence. The 15,000 square-foot distribution center

Small Business Person of the Year 2016

also contains a showroom, and has allowed the company to expand its full-time employee base from 26 in 2012 to 35 in 2015.

Parsons Kellogg was on the brink of failing when the 2008 economic meltdown forced the company to lay off 20 employees. Changing their business practices allowed the company to regain its footing. Revenues increased by more than \$8 million in 2012 to \$20.9 million in 2015.

Parsons Kellogg donates to and organizes events for the Gloria Gemma Breast Cancer Foundation, and donates \$25,000 annually to the United Way.



South Carolina

**JoAnne Laurea LaBounty, President/CEO
Spartanburg Meat Processing Co., Inc.
3003 North Blackstock Road
Spartanburg, SC 29301**

JoAnne is President/CEO of Spartanburg Meat Processing Co., Inc.—a USDA inspected meat processing plant providing fully cooked pork ribs and BBQ to both retail and foodservice customers worldwide. Spartanburg Meat was founded in 1999 by JoAnne and four partners. JoAnne became the sole owner in February 2002 and was certified as a woman-owned business in 2003.

To further expand the company, JoAnne sought SCORE counseling programs and found their free resources to be extremely valuable. Today, production at Spartanburg Meat Processing has grown from two million pounds in 2002 to eight million pounds in 2015. JoAnne predicts 2016 to be another year of growth topping ten million pounds of processed product.

Small Business Person of the Year 2016

Spartanburg Meat Processing proudly partners with many international clients to deliver meat selections to their customers across the globe. The company assists customers in creating bilingual retail and master carton labels in languages specific to their country. JoAnne's company is currently exporting to Canada, Columbia, Dominican Republic, Mexico, Japan and the Caribbean.



JoAnne is a passionate civic and community leader holding numerous board positions ranging from Junior Achievement to the National Crime Prevention Council promoting "McGruff, the Crime Prevention Dog". She holds a position on the Toronto Dominion Bank advisory board and she is a member of the Columbia, SC WPO (Woman's President Organization). JoAnne is an avid reader, part-time golfer and full-time mom to three Great Danes, Zoey, Maxx and Duke.

South Dakota

**Janet Eining, Owner/President
Cellular Only Connection, Inc.
3503 West 41st Street
Sioux Falls, SD 57106**

Janet Eining's entrepreneurial journey began in 1997 when she borrowed \$5,000 to buy and resell cellular phones as a newly authorized dealer of Cellular One. Janet started as a salesperson in a Cellular One store, and quickly moved up to store manager. After becoming an authorized agent, Janet sold those first 80 cellular phones in just 30 days allowing her to pay back that much needed loan in a short time.

Cellular Only Connection, Inc., a Premium Verizon Wireless Retailer, now has 30 stores in South Dakota, Minnesota, Iowa, Kansas and Missouri with over 150 employees.

Small Business Person of the Year 2016

As president and majority owner, Janet is involved in the day-to-day operations of the business. Janet is involved in a number of other successful business ventures that keep her busy on a daily basis.

Janet is known in the community as a savvy business person, but she is also known for her philanthropy. She is a distinctive entrepreneur who has been called "the queen of second chances" sending staff members to rehab instead of firing them. The company holds annual benefits and makes many contributions throughout the year to area organizations.



Tennessee

**Terence Andrew Douglas, President
Alliant Corporation
320 N. Cedar Bluff Road, Suite 200
Knoxville, TN 37923**

For several years, Terence A. Douglas worked for General Electric and Martin Marietta. It was during that time that the entrepreneurial spark lit the fire that came to fruition in 2000, Terence and his former coworker and business partner Greg Galaher founded Alliant Corporation. The consulting firm offers tailored solutions to its clients in environmental management, occupational safety and health, and project management.

Alliant Corp. started as a self-funded venture, with home offices and Terence's kitchen doubling as the corporate board room. After 15 years of hard work, dedication, and applying lessons learned in the military about mission orientation, task organization and flexibility have paid off for Alliant Corp. The company boasts more than

Small Business Person of the Year 2016

50 professionals who serve a portfolio of federal and commercial clients that includes the U.S. Department of Energy and their prime contractors; the U.S. Army Corps of Engineers; U.S. Air Force; NASA; U.S. Bureau of Reclamation; Tennessee Valley Authority; numerous fortune 500 corporations, and many others.



As many veteran-owned firms, Alliant has benefitted from services by the Service-Disabled, Veteran-Owned Small Business Program. By the same token Alliant is committed to giving back through its support of worthy causes both nationally and in the communities of which the company is a part.

Texas

**Yolanda Arriola, President & CEO
Southwest University at El Paso
11414 Geronimo
El Paso, TX 79925**

Yolanda Arriola always felt a strong desire and need to help fellow Hispanics with their English or general education studies. Out of this passion was born Quick Study Learning Center, known today as Southwest University, one of the fastest growing private universities in Texas, which enrolls about 1,700 students a year and employs more than 200 staff, faculty and general workers.

Southwest University serves El Paso, Las Cruces, Ft. Bliss and Ciudad Juarez. The institution offers Associate and Bachelor's degrees in several fields, among them Medical Assisting, nursing, Medical Billing/Coding, Health Administration and others.

Small Business Person of the Year 2016

Within the last five years, Southwest University has experienced impressive growth. Since 2008, it has expanded both its campus size and number of buildings as well as degrees offered. Also, as a for profit entity, Southwest University has been very successful.



But profits are not the only motivation; Yolanda has gained recognition for being a community leader and an inspiring entrepreneur. As a testament to her leadership and inspiration, in 2013 the city of El Paso named the new downtown ballpark Southwest University Park.

Utah

Small Business Person of the Year 2016

**Jay Benjamin Broadbent, President
Alpine Home Medical Equipment, LLC
132 E. 13065 Suite 200
Draper, UT 84020**

Jay Broadbent is founder, owner and President of Alpine Medical Equipment. After completing his degree in Business Finance, Jay began a career in the field of medical equipment distribution. Jay felt that he could improve on the company's business operations, so with little more than his idea and motivation, he founded Alpine Home Medical Equipment in 1997. Jay has grown the company into Utah's premier one-stop-shop home medical equipment (HME) company and service provider. With the help of an SBA 7(a) loan, the company has flourished to more than 160 employees and a footprint which includes retail locations from the north to the south of Utah.

It comes as no surprise that Alpine Home Medical Equipment has been awarded Utah's Best of State award, honoring businesses that consistently hold their employees' best interests in mind, along with providing top-notch customer service and adding value in every community they serve. Alpine Home Medical Equipment has garnered this award seven years running!



Vermont

Small Business Person of the Year 2016

**Thomas M. L. Stearns, President
High Mowing Organic Seeds
76 Quarry Rd.
Wolcott, VT 05680**

Tom Stearns began gardening at an early age at his family home in Connecticut. Prior to completing his degree in Sustainable Agriculture, he began saving seeds. In 1996, Tom began sharing these seeds with others in Vermont through a small seed flyer. High Mowing Organic Seeds has now grown into one of the leading organic seed companies in the U.S., supplying home gardeners, commercial growers and retailers. Tom's vision has always been to create a company that supports the rebuilding of healthy food systems. By 2001, High Mowing began to contract with other local farms to grow seeds and still produce seeds on High Mowing's own five acres.

The company continually works to produce, develop and sell only the best quality organic seeds for varieties selected for their exceptional performance in organic conditions. High Mowing has implemented seed testing, an on-site lab and a state-of-the-art seed cleaning and sorting equipment. It also created a trials and breeding program to assess and develop varieties that thrive in organic conditions. Today, the company has 66 employees.



Virgin Islands

Brianne B. Beatty, Owner
Ryan B. Skinner, Owner
Flagship, LLC
5304 Yacht Haven Grande, Suite 104
St. Thomas, VI 00802

Brianne Beatty and Ryan Sinner purchased Flagship Charter Yacht Services in 2014, which had been in operation for 32 years serving the crewed charter yacht industry. Flagship operates as the full-service link between its charter yacht operators and charter yacht broker clients, providing complete administrative, banking, compliance and maintenance operations.

Since re-opening as Flagship, LLC, Brianne and Ryan have turned the once near defunct business around in one year, from declining sales and revenue, to growing sales and turning a profit.

The business, which originally had 27 yachts in its client charter yacht fleet, now has 43 client charter yachts, with

Small Business Persons of the Year 2016

the prospect of signing additional charter yachts. In just over one year of operations, the business has expanded to three employees, increased sales to \$80,000 and reported an estimated profit of \$15,000.



Brianne and Ryan are dedicated business owners who give back to the U.S. Virgin Islands community through the Virgin Islands Charter Yacht League, a non-profit organization that represents the needs and interests of the territory's charter yacht industry.

Virginia

Caroline Anne Taylor, President
Taylor Made Diagnostics, Inc.
801 Poindexter Street, Suite 218
Chesapeake, VA 23324

Taylor Made Diagnostics is a medical facility that provides Occupational Safety & Health Administration employment required screenings, which include drug testing, physical ability screening and pre-employment physicals. Caroline Anne Taylor, a registered nurse, founded the company in 1995, based on the idea of establishing a mobile occupational medicine practice.

Now, instead of losing valuable work time going offsite to take required medical screenings, Taylor Made Diagnostics clients can get tests done at the workplace, meaning workers are back on the job within minutes.

Small Business Person of the Year 2016

The strength of a business is tested in times of great stress, and in 2000, Caroline was diagnosed with Lyme disease. The clinical and administrative team Caroline built ensured the business and customers would continue to be cared for.



In 2009, Taylor Made Diagnostics received an SBA-backed 504 loan to purchase their current location, which tripled their previous rental space, allowing them to serve additional federal and private employers.

Caroline is involved with the American Cancer Society "Relay for Life" and the Help and Emergency Response, Inc. (HER Shelter).

Washington

**James “Kiwi” Ferris, Owner/President
Edensaw Woods, Ltd.
211 Seton Road
Port Townsend, WA 98368**

In 1984, New Zealand native James “Kiwi” Ferris began Edensaw Woods after seeing a need for a company to provide high-end, often difficult to find wood projects for the boat-building trades and other businesses such as cabinet makers, home builders, furniture makers, etc.

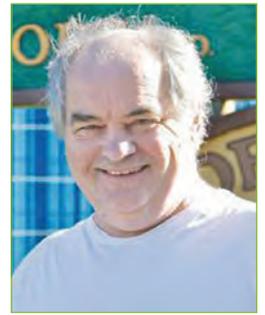
By 1988, Kiwi bought his first building and was quickly growing. Over the years, SBA financing assisted in the company’s expansion. Today, Edensaw Woods has a 40,000 square-foot office, warehouse and showroom space with locations in Port Townsend and Tacoma. The company has also created 40 plus full-time jobs in rural Jefferson County.

Edensaw Woods is committed to providing Forest Stewards Council (FSC) certified products when possible. The company seeks trusted suppliers all over the world

Small Business Person of the Year 2016

and has exported wood products to a number of countries including Canada, Mexico, Argentina, France, Australia, New Zealand and Fiji.

Outside of running his business, Kiwi is greatly involved in his community. He has been a Board Member of Sound Experience for the last 9 years. Sound Experience use their 103- year-old schooner to teach children and adults about sailing, the environment and the Puget Sound. Kiwi has donated all the wood for repairs and restoration of the ship at cost—a savings estimated over \$400,000. Kiwi and his employees started the Edensaw Community Cancer Foundation to help families located in Jefferson County who are battling cancer. The foundation has distributed roughly \$250,000 to families since it started in 2007.



West Virginia

**Arria Hines, President & CEO
Allegheny Science & Technology Corporation
125 Professional Place
Bridgeport, WV 26554**

Arria Hines is the President and CEO of one of America’s fastest-growing private government-service providers, according to Inc 500 Magazine and Washington Technology 2014 Fast 50. As the leader of Allegheny Science & Technology (AST), Arria’s primary objective is value and performance.

From the personal challenges of working two jobs while raising three children, to the start of AST, Arria has grown personally and professionally. She started as a two-person company with one government contract, and grew to a company of over 175 employees and more than 20 federal government contracts in just six years.

AST is an SBA 8(a) certified, small disadvantaged, woman-owned management and technology solutions company offering solutions to federal and commercial clients in areas such as project management; financial analysis;

Small Business Person of the Year 2016

software and systems engineering; as well as training and simulation; and specialized scientific, engineering, and technical support.

In 2015, AST secured financing with a guarantee from SBA, for a line of credit for operational funding for a Blanket Purchase Agreement with the Department of Energy.

Arria knows the importance of giving back to the community. She supports a plethora of youth groups and local and national charities. Arria’s passion for small business extends beyond her own small business. She volunteers her time for many non-profit organizations including Teaming to Win; WVU MBA Advisory Council, I-79 Development Council and the West Governor STEM Council.



Wisconsin

Mark Matthiae
Crystal Finishing Systems
4704 Bayberry Street
Schofield, WI 54476

Mark Matthiae, founder and CEO of Crystal Finishing Systems, is a serial entrepreneur. After founding and growing several auto and body shop businesses in the 1970s and 1980s, he and his wife Laurie started Crystal Finishing Systems as a part-time enterprise in 1993 with a staff of three and one client. By 1996, it had established a headquarters in Schofield and had 22 employees involved in production of coatings for metal and plastic products, and by 1999 it was operating three shifts around the clock with about 85 employees.

Mark has used SBA's 504 financing several times, diversifying operations, growing facilities and increasing employment. The funding has enabled Crystal Finishing

Small Business Person of the Year 2016

Systems to leverage its development from a paint job shop to a full-service manufacturing, warehousing and delivery firm with seven divisions.

Today, the company boasts more than 800,000 square feet of space for business operations, total employment at 800 people and average wages at more than \$40,000 per year. Employees also receive health care at a business-funded clinic.

Mark shares his success by giving back to his employees and his community and has mentored several staff members in developing their own businesses. In addition to active leadership roles in the church, he is a board member for several health care, education and business organizations in Marathon County.



Wyoming

Anthony Aguirre, President
Triple A Building Services, Inc.
375 E. South Street
P.O. Box 597
Powell, WY 82435

Anthony Aguirre started his first custom-built home in 1995 from a desire to produce a product that lived up to what he envisioned a contractor should produce.

Anthony sold that home and built another and a business was born. For many years, he worked his business and a full-time job to support his wife and children. Eighty-hour weeks were more common than rare. As Anthony began to understand the system better, he was able to concentrate solely on growing his own company.

Triple A Services has never been in debt and Anthony takes pride in his ability to run his company without being in the red.

Small Business Person of the Year 2016

Anthony created a steady growth by becoming an 8(a) certified company and excels in projects that are logistically hard to get to and which require all phases of construction.

Triple A Building Services has provided needed jobs in a region that is currently in an economic downturn. Anthony has trained employees who have the integrity he looks for, but lack construction skills. Because he has given others on-the-job training, Anthony has created an avenue to help others learn and succeed as well as filling a need for his business.

"I couldn't have done it without the assistance of the SBA, the SBDC and the PTAC of Wyoming," Anthony said. His perseverance on the road less traveled is paying off.



2016 Small Business Investment Company of the Year Award

Argentum Capital Partners

Walter H. Barandiaran, Managing Partner
60 Madison Avenue, Suite 701
New York, NY 10010

Since the licensing of its first SBIC funding in 1990, Argentum Capital Partners has supported small, rapidly growing service-based businesses in receiving growth equity capital and valuable strategic guidance through active board level participation. Argentum invested almost \$160 million in 74 small businesses and smaller enterprises across the United States. Argentum's second fund, Argentum Capital Partners II, LP, invested more than \$110 million in 40 small businesses. From the fund's initial investment, revenues for these 40 companies grew by eight times and the employee base increased five-fold, creating nearly 16,000 jobs.

Argentum's third fund, Argentum Capital Partners III, LP, closed in 2014 with aggregate capital of \$116 million. The Argentum funds support SBA's mission by focusing on products and services that positively impact the well-being of the general population in the areas of pharmaceutical research, healthcare services and IT, environmental and defense, infrastructure and logistics. Argentum Capital Partners II, LP made over 30 percent of investments to minority- and women-owned/operated businesses. The principals of Argentum Capital Partners are Walter H. Barandiaran, Daniel Raynor and Steve Berman.



2016 Small Business Investment Company of the Year Award

GMB Mezzanine Capital

Carleton J. Olmanson, Managing Principal
50 South Sixth Street, Suite 1460
Minneapolis, MN 55402

GMB Mezzanine Capital provides small businesses with capital and support for intelligent and successful growth. GMB manages three SBIC funds, the first licensed in 2005 and the most recent launched in 2015. These funds raised over \$275 million in private capital, awarded \$330 million in SBA leverage and commitments, and invested over \$550 million subordinated debt and equity in 70 U.S. small businesses. During GMB's hold period, these companies grew employment by 19 percent and created more than 16,600 jobs. While GMB actively supports investments in the Midwest, GMB funds have invested in small businesses across 24 U.S. states.

GMB Mezzanine Capital III L.P. supports SBA's mission to provide aid, counsel, assist and protect the

interests of small businesses and preserve free competitive enterprise, and maintain and strengthen the U.S. economy. During the Great Recession, GMB actively disbursed capital and provided much-needed liquidity to small companies. GMB made over 30 percent of investments in small businesses in underserved markets. The principals of GMB Mezzanine Capital are Carleton L. Olmanson, Michael D. McHugh and Daniel J. Hemiadan.



Jody C. Raskind Microlender of the Year 2016

FINANTA

Luis E. Mora Rechnitz, Founder and President
1301 North Second Street
Philadelphia, PA 19122

FINANTA, a Philadelphia-based SBA Microlender, is this year's Jody C. Raskind Award recipient. FINANTA provides access to capital, extensive technical assistance, and credit-building services for low- to moderate-income entrepreneurs.

As part of its lending model, FINANTA has made 648 loans ranging from \$600 - \$20,000 since it established this model. Ninety-seven percent of these loans are directed to minority borrowers ranging from low to extremely low income. This focus on very low income populations is widely acknowledged as some of the most difficult but critical microlending to do successfully.

In FY2015, FINANTA closed 185 SBA Microloans for \$1.6 million, making it the fourth highest ranking SBA

Microlender in terms of both number and dollars of microloans closed.

FINANTA's dedication to serving the most underserved and economically disenfranchised markets, its innovative approach to peer lending, where all of the members of the group get funded simultaneously and are responsible for each other's debts, and its intensive focus on technical assistance activities embodies the essence of Jody C. Raskind's legacy -- a legacy of providing hope and opportunity to millions of people in this country's most underserved markets.

Luis E. Mora Rechnitz, a pioneer in economic and housing development for over 30 years, is FINANTA's founder and president. He will accept the award on behalf of the company.



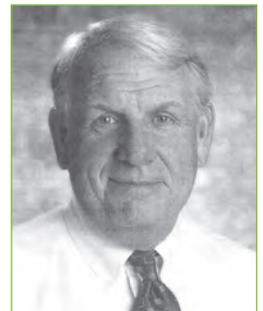
Dwight D. Eisenhower Award 2016

2016 Dwight D. Eisenhower Award for Excellence for Services

Gary G. Palmer, President
Comprehensive Health Services, Inc.
8810 Astronaut Blvd.
Cape Canaveral, FL 32920

Comprehensive Health Services, Inc. (CHSi), founded in 1975, is a leader in the management of nationwide workforce health programs. It services Fortune 1000 companies and federal agencies and is now a \$100 million corporation. Gary Palmer, CHSi's President, makes supporting small businesses a priority. CHSi's strategy is to develop and utilize a diverse supplier base of small, women-owned, small disadvantaged, veteran-owned, serviced-disabled veteran-owned and HUBZone-certified small businesses that complement CHSi's core competencies in providing health care services to customers.

Susanne Cummings, CHSi's Small Business Liaison Officer, continuously provides direction to small businesses and alerts them to subcontracting opportunities. Susanne's direction led to a dramatic increase in subcontracting awards to small businesses. In FY 2015, CHSi awarded 76.6 percent in subcontracts to small businesses totaling \$5.1 million, 25.9 percent to small disadvantaged businesses totaling \$1.7 million, 33 percent to women-owned businesses totaling \$2.2 million, 21.7 percent to HUBZone small businesses totaling \$1.4 million and 42.9 percent to veteran-owned businesses totaling \$2.9 million. Service-disabled, veteran-owned small businesses received 41.8 percent of subcontracts totaling \$2.8 million.



Dwight D. Eisenhower Award 2016

2016 Dwight D. Eisenhower Award for Excellence for Manufacturing

BAE Systems, Electronic Systems
65 Spit Brook Road
Nashua, NH 03061

**Supplier Diversity Team: Lici Deng, Debra Rotkiewicz,
Karen Raymond and Monica St. Julien (TX)**

BAE Systems is an international defense, aerospace and security company employing more than 80,000 people worldwide. The company provides a full range of products and services such as advanced electronics, security, IT solutions and customer support services for air, land and naval forces. Its Electronic Systems division has operations spanning commercial and defense electronics markets and provides vehicle and mission critical electronic systems such as flight and engine controls, electronic warfare, night vision systems and surveillance and reconnaissance sensors.

BAE's comprehensive subcontracting plan is dedicated to providing subcontracting opportunities to small and diverse businesses. Its commitment to small business

extends beyond subcontracting. It uses DoD's Mentor-Protege program to help develop small businesses. In FY 2015, BAE awarded 41.3 percent in

subcontracts to small businesses totaling \$288.2 million, 5 percent to small disadvantaged businesses totaling \$34.7 million, 6.6 percent to women-owned businesses totaling \$46.2 million, 4.9 percent to HUBZone small businesses totaling \$33.9 million and 8.3 percent to veteran-owned businesses totaling \$57.7 million. Service-disabled, veteran-owned small businesses received 5.1 percent of subcontracts totaling \$35.8 million.



Dwight D. Eisenhower Award 2016

2016 Dwight D. Eisenhower Award for Research and Development

Jill Clough-Johnston, Small Business Liaison Officer
Brookhaven Science Associates, LLC
9028 Cornell Ave., Room 8A
Upton, NY 11973

Jill Clough-Johnston is the Small Business Liaison Officer for Brookhaven Science Associates, LLC, one of 10 national laboratories overseen and primarily funded by the Department of Energy. Brookhaven conducts research in the physical, biomedical, environmental sciences, energy technologies and national security. It is also home to discoveries that led to seven Nobel prizes. Discoveries made at Brookhaven have shaped our understanding of the atom, the universe, advanced medical imaging techniques, and created new technology and tools for studying microbiology, climate and pollution, and energy.

Jill is responsible for achievement of the lab's small business socio-economic goals, training procurement staff, maintaining and monitoring the lab's Mentor-Protege program and providing outreach events for small businesses. In FY 2015, Brookhaven met or exceeded five out of six of its small business subcontracting goals. In total, Brookhaven awarded 56.5 percent of subcontracting dollars to small businesses. Veteran-owned small businesses received five percent of subcontracting dollars, small disadvantaged businesses received 6.3 percent in subcontracting dollars and women-owned small businesses received 8.7 percent in subcontracting dollars from Brookhaven in FY 2015.



8(a) Graduate Firm of the Year 2016

Ms. Diane Lewis-Jackson, President & CEO
Action Facilities Management, Inc.
115 Malone Drive
Morgantown, WV 26501

Since founding Action Facilities Management Inc., in her basement in 2001, Diane Lewis-Jackson has successfully grown her company to be a premier government and commercial contractor. The company specializes in site management, security services, maintenance and janitorial, equipment operations, consulting, staffing solutions and project management. AFM has grown from two employees to more than 250 employees in nine states.

A graduate of SBA's 8(a) Business Development Program, Diane has garnered an impressive list of clients including the: Departments of Defense, Energy, Homeland Security,

State, Labor, the Federal Protective Service, the Centers for Disease Control and Prevention, the U.S. Library of Congress, U.S. Mine Safety Health Administration, and U.S. Defense Logistics Agency. Diane has been recognized by the SBA before and received the West Virginia 2013 Small Business Person of the Year award and 2010 Minority Small Business of the Year. She's taken multiple training courses provided by the SBA. In 2009, Governor Joe Manchin appointed Diane to the West Virginia University Board of Governors where she serves as board officer and participates on various committees.



National Exporter of the Year 2016

David Peter Bello Sr., CEO
John Hartnett, Vice President
Global Business Development
David A. Bello, General Manager, VP
Endoscopy Replacement Parts, Inc.
25430 NW 8th Lane, Suite 100
Newberry, FL 32669

David Peter Bello Sr. founded Endoscopy Replacements Parts, Inc. (ERPI) in 1977 after working for years for his father's manufacturing business. David Sr. realized that in the Newberry, Fla. area there were several companies performing endoscope repair that could benefit from a reliable supply of endoscope repair and replacement products.

ERPI started out with four employees, but by venturing into exporting its products, the company grew rapidly and by 2005, increased its inventory to more than 2,000 lines and tripled its staff. Today, ERPI exports to several dozen countries from Canada to China, to Malaysia and Kazakhstan, to mention just a few.

ERPI participated in an Export Marketing Plan program at the Small Business Development Center at UNF in Jacksonville and received a \$3,000 grant to offset the

cost of plan development, a thoroughly researched foreign market analysis, a customized action plan, and recommended target markets.



David Sr.'s efforts leading ERPI have been greatly supported by David A. Bello, the company's general manager, and John Hartnett, ERPI's Vice president for Global Business Development. Both their contributions to the success of the company have been substantial. Under David P., David A. and John, ERPI continues thriving and growing.

They are also very active in their community and serve in several organizations such as the Florida Chamber Foundation International Trade and Logistics Institute, to mention one.

Prime Contractor of the Year 2016

James D. Bouthillier, President
McLaughlin Research Corporation
130 Eugene O'Neill Drive
New London, CT 06320

Founded in 1947, McLaughlin Research Corporation (MRC) is a family-owned, small business prime contractor with over 70 years of experience providing engineering and technical services to the U.S. Navy. The company has almost 300 employees and is a prime contractor on more than 100 major contracts. MRC's core competencies include: systems engineering and technical support services, design and drafting, configuration management, integrated logistics support, IT, environmental management, training and support and graphic design.

MRC currently holds nine multi-year prime contracts with NUWC Newport, the Navy's premier Undersea Warfare Research and Development Center with a

potential contract value of \$150 million. MRC assists the Navy's undersea research and development programs with current and future torpedo and associated launching system programs, configuration management of the Navy's worldwide inventory of subsurface-launched torpedoes, integrated logistic support for cruise missiles and management support services for the Virginia and Seawolf class submarine programs. It also provides technical support to the Massachusetts Institute of Technology (MIT) Lincoln Laboratory. MRC actively supports small business outreach programs sponsored by NUWC Newport and the SBA.



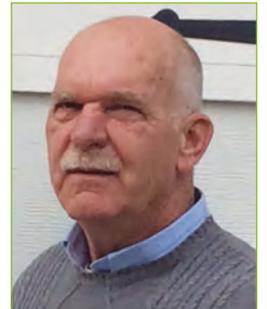
Subcontractor of the Year 2016

F. Xavier Fleming, President
Sound Roof Systems, Ltd.
116 Shields Avenue
Williston Park, NY 11596

F. Xavier Fleming is the president and founder of Sound Roof Systems, Ltd., a family-owned and operated independent roofing contractor that has served Nassau and Suffolk counties in Long Island, New York for over 30 years. Under Xavier's leadership, along with his son and partner Xavier Fleming, Jr., SRS has provided comprehensive roofing services for a myriad of customers. Some of the services SRS provides include: roof repairs, roof removal and replacement and related sheet metal work.

Over the years, SRS's list of customers has grown to include: Brookhaven National Laboratory, WW Grainger,

MSC Industrial, AVR Realty, Nassau County DPW, Northport VA Hospital and multiple Long Island school districts. In Oct. 2012, super storm Sandy damaged the roof of the Child Development Center, a preschool and daycare facility for employees. SRS worked exclusively on weekends to replace the roof, remove hazardous materials, expedite storage and provide 24-hour monitoring to ensure the safety of the children and personnel. SRS established a strong reputation for high-quality workmanship, jobsite safety, integrity, competitive pricing and professional services.



SCORE Chapter of the Year 2016

Canton, Ohio Chapter
Ed Messerly, Chapter Chair
Pat Ripple, Area District Director
6000 Frank Ave. NW
North Canton, OH 44720

The Canton Regional SCORE chapter has been selected as Chapter of the Year for its performance, client satisfaction, volunteer recruitment and market penetration. Canton Regional SCORE provides free and confidential business counseling and advice that is tailored to meet the needs of the small business community it serves. The chapter has increased the number and range of workshops offered, and in 2015, conducted more than 40 workshops for both start-up and in-business entrepreneurs.

Canton Regional SCORE counselors are experts in such areas as accounting, finance, marketing, management and business plan preparation. Its dynamic volunteers are real-world professionals with

time-tested knowledge who give of their time to help Ohio area small businesses succeed.

The Canton SCORE chapter leadership includes Ed Messerly, Richard "Dick" Evans and Ed Levy (l to r below). An attorney with over 30 years of business law experience, Ed Messerly has extensive experience in the areas of ERISA, Trust Law, Securities and Investments. Ed joined SCORE in 2013 and was previously vice-chairman of the Canton SCORE chapter. Richard "Dick" Evans is a seasoned professional who joined SCORE in 2008. Ed Levy joined SCORE in 2013, and brings more than 40 years of business experience.



Women's Business Center of Excellence Award 2016

North Dakota Center for Technology & Business
Debra Eslinger, Program Director
Deidre A. Hillman, Program Coordinator
Joanna C. Krizan, Financial Coordinator
Laurie C. Morse-Dell, Marketing Coordinator
2720 E. Broadway Ave.
Bismarck, ND 58501

The North Dakota Center for Technology & Business operates the North Dakota Women's Business Center (ND WBC), which was formed in 1999 to help build North Dakota's economy through technology based programming and women's business development. The ND WBC has had a consistent economic impact on the rural communities that it serves by providing innovative and in-demand training opportunities that have surpassed its training goals over the last three fiscal years.



programs and regularly works with community partners state-wide. This network allows it to create specialized training across the state and to provide convenient service hours for the businesses it serves.

As the ND WBC director and counselor, Deb Eslinger provides counseling, training and technical assistance to small businesses across North Dakota. Her past experience as a successful business owner and her personal training as a John Maxwell coach give her a well-rounded perspective for the clients served by the ND WBC.

The ND WBC's business advising and technical assistance efforts have also surpassed its counseling goals for the last three fiscal years. In addition, it provides a variety of

Veterans Business Outreach Center of the Year 2016

New Mexico Veterans Business Outreach Center **Joe Long, Director** **5201 Eagle Rock Avenue, NE, S. 2A** **Albuquerque, MN 87113**

The New Mexico Veterans Business Outreach Center started in 2010 and is part of the New Mexico Department of Veterans' Services. Since 2010 the Center has provided counseling and training to over 4500 veterans and military spouses.

In 2015 the Center participated in 31 Boots to Business Training Sessions covering four states – New Mexico, Colorado, Texas and Oklahoma. They also hosted the first annual New Mexico Veterans Business Conference in March 2015.

Joseph C. Long (Joe) serves as the Director of the Veterans Business Outreach Center for the New Mexico Department of Veterans Services. He has held that position since February 2012.

Joe has owned three businesses: Joseph C. Long Consulting, Southwest Leadership Development, and KSTA Radio.

Joe completed a distinguished 37 year (active and reserve) U.S. Marine Corps career, retiring in 2004 as a colonel.

Colonel Long began his military career as an enlisted Marine, serving a tour in Vietnam where he was awarded the Purple Heart. He participated in Desert Storm and Somalia's Operation Restore Hope and was the Marine Corps' Project Manager for the creation of the National Museum of the Marine Corps in Quantico, VA.

Joe is also a retired minister.



Small Business Development Center of the Year 2016

Charleston Area Small Business Development Center **Tom Lauria, Director** **6296 Rivers Avenue, Suite 300** **North Charleston, SC 29406**

Matching the vibrant, varied nature of the local economy, the Charleston Area offices of the South Carolina Small Business Development Centers have been adept at keeping up with the needs of the local community well beyond the goals set for them. Spurring economic development through job creation and capital formation, the Charleston Area SBDC is home to consultants with precise skill sets to help clients take their businesses to the next level through exports, technology commercialization and government contract procurement.

The Charleston Area SBDC has been active for over 25 years. Drawing on the varied work experiences of its counselors, the SBDC assists its clients with services that include creating business plans, securing working capital, developing marketing strategies, and examining cash flow management and operational capabilities. It also assists with exporting to help clients expand their markets globally.



The Charleston SBDC has always set high standards for itself, but 2015 was a year in which it made some of its greatest economic impact and proved to be one the great assets of the SBA. The biggest impact was seen in its procurement efforts, helping SBDC clients to secure more than \$14.4 billion in contracts.

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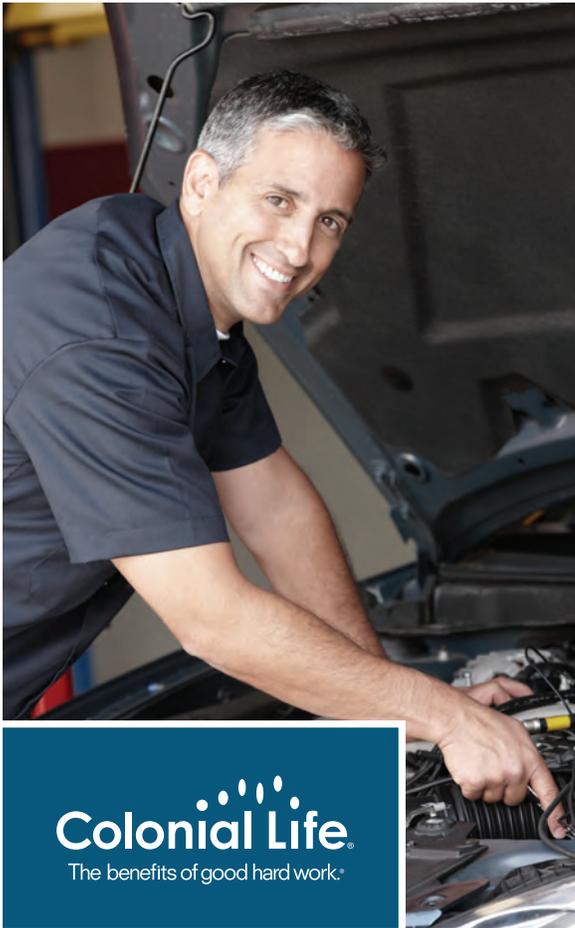




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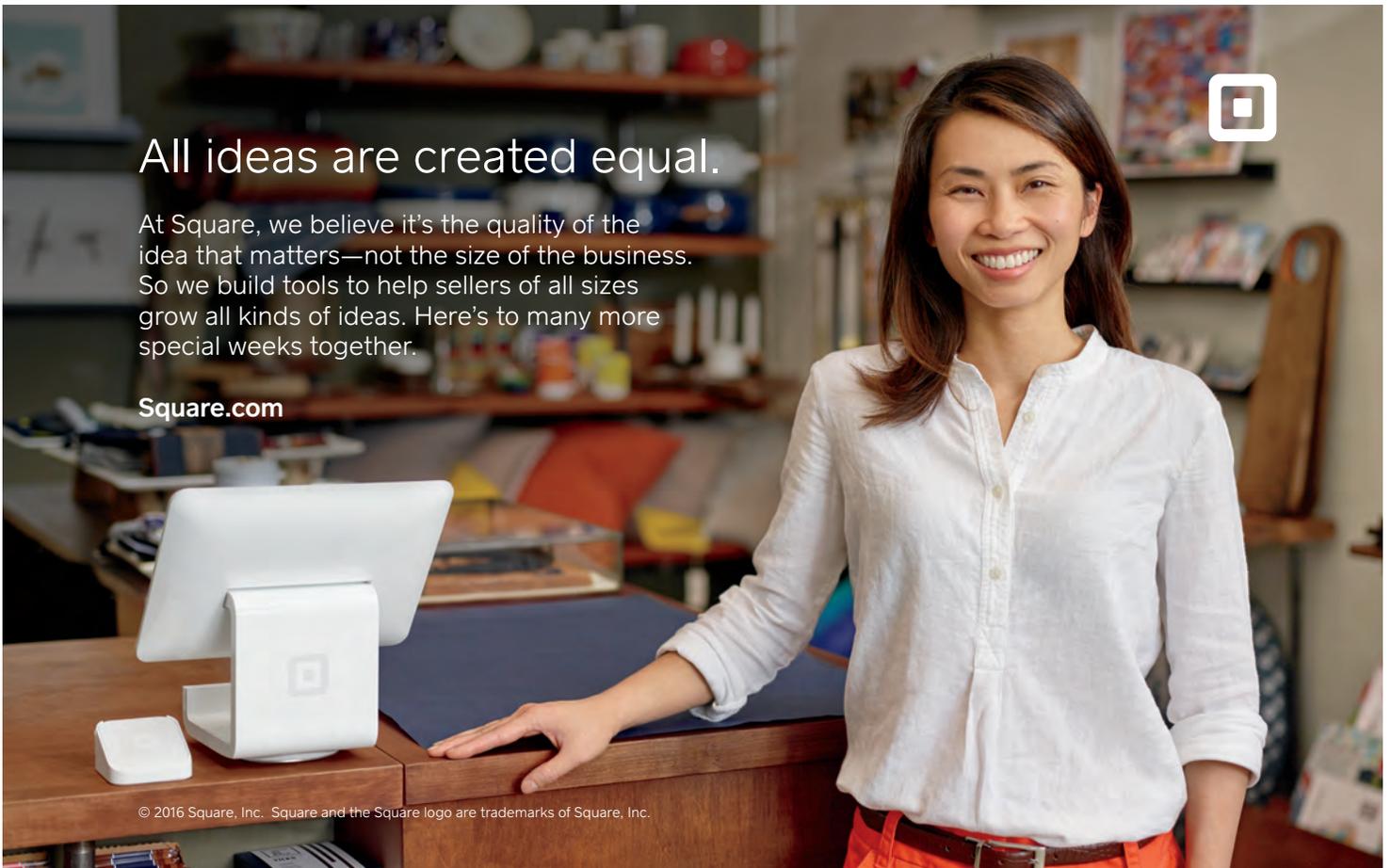
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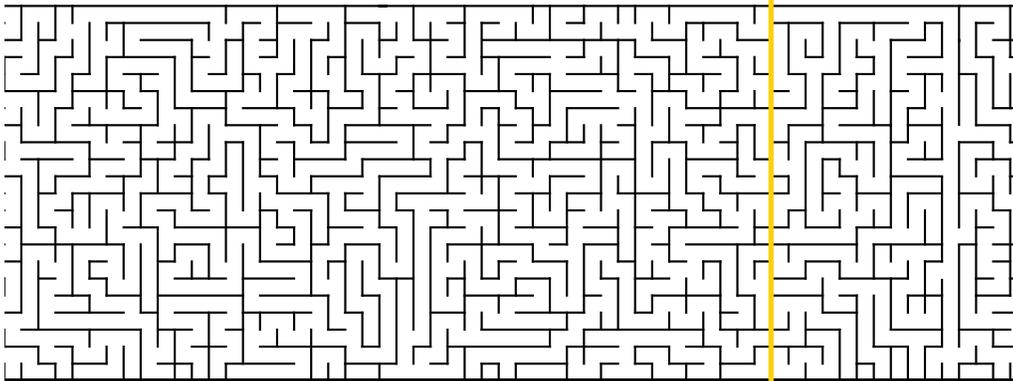
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