



MARYLAND'S TOP 100 MINORITY BUSINESS ENTERPRISES



Heart & Soul Enterprises, LLC
President/Publisher

Edwin Avent

2514 Maryland Avenue
Baltimore, Maryland 21218
800-834-8813
www.heartandsoul.com

BUSINESS DESCRIPTION

Heart & Soul Enterprises LLC (HSE) is the pre-eminent brand to promote the physical, mental, spiritual and financial well-being of black women and their families. A trusted source, Heart & Soul directly impacts its target audience by serving as an essential guide to healthy living.

BUSINESS SUCCESS AND CONTRIBUTIONS

Heart & Soul Enterprises, LLC, is the parent company of Heart & Soul Magazine. Heart & Soul is the only national health, fitness and beauty magazine for African American women. In 2004, my company purchased Heart & Soul Magazine with the intention to leverage the brand and make it the number one source for all things health and fitness relating to black women. The thing that I love most about owning this brand is that I get to "do well by doing good." I am having an impact on the health of thousands of Black women and their families while simultaneously building a multi-million dollar business. I became an entrepreneur so that I could utilize my education, imagination and skills to build businesses that would create jobs in my community, contribute to society, and make me wealthy. My proudest accomplishment as a business owner came when I made my first payroll. It was the moment when one of my biggest motivating factors was realized, I created jobs!



1st Choice Staffing, LLC
CEO

Michelle A. Bell, PHR

8121 Georgia Avenue
Suite 700
Silver Spring, Maryland 20910
301-563-6404
www.1stchoicestaffingagency.com

BUSINESS DESCRIPTION

1st Choice Staffing Agency is one of the fastest growing staffing and consulting companies in the area. Originally founded as a placement agency, 1st Choice has evolved into a full service Human Resources provider.

BUSINESS SUCCESS AND CONTRIBUTIONS

Legacy Wealth! I have two beautiful daughters who have motivated me to want more than just a job; they have motivated me for something to give to them. Becoming an entrepreneur is not only fulfilling a long time dream of mine, but it is an opportunity for me to showcase to the world that a God fearing African-American woman from the inner city of Cleveland, Ohio can compete and succeed in a business that has been dominated by large international firms. My Success is not just for me; it is for my children, my employees and for the success of the community. Faith has been the cornerstone of my success. I cherish all of my accomplishments, but just being blessed with the opportunity to open and maintain a thriving business is a great accomplishment.

1st Choice has been honored with numerous awards of recognition due to Ms. Bell's commitment to excellence. The State of Maryland selected her company over 300 small businesses as the winner of The Ultimate Business Makeover, a program much like Donald Trump's The Apprentice.



Office Remedies, Inc.
President

Kathleen Benson

171 Elden Street, Suite 160

Herndon, Virginia 20170

703-478-0910

www.officeremediesinc.com

BUSINESS DESCRIPTION

Office Remedies, Inc. (ORI) is the trusted research partner of government agencies, commercial and not-for-profit enterprises. ORI has been recognized for outstanding customer service, dependability and experience along with successful delivery of data collection, survey processing and marketing research services. Incorporated in 1988 and headquartered in Herndon, Virginia, the company offers services that span the full life cycle of research projects, from planning and design through data collection, analysis, and reporting. As a woman-owned small business and the holder of a GSA MOBIS schedule, ORI has established a solid reputation for developing successful partnerships with other firms to meet the specific informational needs of diverse clients.

BUSINESS SUCCESS AND CONTRIBUTIONS

I founded ORI with a desire to provide data entry services, while tending to a growing family. The demands of parenthood combined with the identification of a productive niche market inspired me to build a team of home-based employees - a business model that was rare at the time. Today, our survey research firm has expanded tremendously, providing customized solutions to real-world business information challenges. Over time we've continued to implement value-added services. Consequently, federal agencies, commercial and not-for-profit enterprises look to us to provide a comprehensive range of customized tabulation, data analysis and reporting services.

As a business owner, my proudest moment is ever-changing and marked by developmental milestones. The company continues to grow from a modest, local operation to an organization that is comprised of part-time and full-time personnel in multiple satellite locations and serves national corporations, associations and government agencies. Second, we have highly dedicated, very loyal employees, many here for a decade or more. As a result, they provide continuity to each project and truly serve as our clients' "trusted research partner". Best of all, many of them are working mothers, who are able to maintain fulfilling careers while successfully balancing the demands of parenthood.



Bankers Business Management Services, Inc.
President/CEO

Mussie Betre

8121 Georgia Avenue, #609

Silver Spring, Maryland 20910

301-565-0120

www.bankersbms.com

BUSINESS DESCRIPTION

Bankers Business Management Services, Inc. is a professional services and management firm with 25-year track record specializing in local and national mailroom operations and mail management, courier/messenger services, parking facility management and unarmed security services.

BUSINESS SUCCESS AND CONTRIBUTIONS

I came to the United States in 1979 and after a few jobs in the DC area in the transportation sector, decided to open my own business. In April 1982 I started Bankers Couriers, Inc. in Silver Spring, Maryland with a staff of one assistant, one dispatcher, two bikers and three drivers. The first three years were the most difficult - everything from getting new customers to not having enough drivers to meet the demands of the existing customers. Despite the difficulties, we continued to work hard and provide quality service. Strongly standing behind our motto: "We deliver everything but babies", Bankers continued to grow. We worked hard and exceeded client expectations by meeting their delivery needs - being on all 24/7 ready to deliver a single letter or transporting multiple crates of equipment locally and nationally. Today Bankers averages over 20,000 delivery transactions on a weekly basis - covering over 120 daily scheduled runs and 100 or more call-in and special delivery requests. We make sure that our clients receive the highest quality of service, and as a result many of our clients have been doing business with us for over twenty years.

In January 2004 the Company officially changed its name from Bankers Couriers, Inc. to Bankers Business Management Services, Inc. to better describe the wide area of services it provides. Having all the necessary credentials to work on government contracts, Bankers BMS has been awarded several contracts for mail room management and administration for federal clients. On average Bankers BMS handles between 90k to 100k pieces of mail a day.

A recipient of the 2005 "Small Business of the Year Award" from the Greater Silver Spring Chamber of Commerce, Bankers BMS now has a staff of more than 100 full and part-time employees. Our achievement enables us to say "We are growing bigger and better everyday".



**Bickerstaff Sports and Entertainment
CEO**

Cyndi Bickerstaff

4401-A Connecticut Avenue
NW, Suite 337
Washington DC 20008
202-363-2375
www.bsports.com

BUSINESS DESCRIPTION

Bickerstaff Sports and Entertainment [BSE] is a premier full service marketing, management, event production and sponsorship development company headquartered in Washington, D.C., with offices in Dallas and New Orleans.

BUSINESS SUCCESS AND CONTRIBUTIONS

Women are still the minority in the sports and entertainment industry and I'm happy I've been able to succeed. I started my own business because I was motivated to help athletes both on and off of the field, as well having interest in assisting historically black colleges and universities earn the respect they deserve in the sports industry. One of my proudest accomplishments is having the honor of being the event production company for The State Farm Bayou Classic, the only historically black college football game to be televised annually. The event showcases the Southern University Jaguars and the Grambling Tigers at the New Orleans Superdome. This is a wonderful event with a great deal of history and I'm happy to be a part of it.



**BJB Realty Advisors, Inc.
President**

Brenda Bodian

803 Chumleigh Road

Baltimore, Maryland 21212-1610

410-377-0246

BUSINESS DESCRIPTION

BJB Realty Advisors, Inc., a boutique commercial real estate brokerage and consulting firm, was formed in 1998 to help companies and non-profit organizations find the best spaces to fit their business and financial needs. The company also helps prospective building owners acquire and redevelop office, retail, and industrial facilities and provides general advisory services. We are often called upon to consult on unusual real estate issues. The company applies a highly successful team approach to meet client needs; and through its membership in CREW Network, has links to over 7,000 commercial real estate professionals across North America.

BUSINESS SUCCESS AND CONTRIBUTIONS

After working for others in all aspects of commercial real estate, I saw the need for a specialized, highly-hands-on service for companies and organizations with limited in-house experience or time to find and negotiate all the pieces of a commercial deal or project.

It is gratifying to have multiple repeat business and referrals from clients and to hear not only their appreciation for our basic services, but also for our attention to details and insights on the affects of different choices on the bottom line and functioning of a business.

Based in Baltimore, we serve large and small clients across the country, from, The Veterans Administration to two-person design firms.

Among my many professional and civic activities, nearest to my heart is the philanthropic work of CREW (Commercial Real Estate Women), through its National Foundation and the Baltimore chapter, to support organizations that help women and girls. I was honored to be inducted into the Circle of Excellence by Maryland Daily Record's Top 100 Women program.



**CTB Government Relations
President**

Carolyn T. Bonnett

61 Cornhill Street
Annapolis, Maryland 21401

410-216-7880

www.yourlobbyist.com

BUSINESS DESCRIPTION

CTB Government Relations makes a difference for our clients on the federal, state and local levels of government. CTB Government Relations is ranked among the most successful lobby firms in the State (The Gazette, 6/3/05). CTB is also ranked as the top woman-owned lobby firm in Maryland for 18 out of the past 21 years.

BUSINESS SUCCESS AND CONTRIBUTIONS

I founded CTB Government Relations in 1985 with the determination to help make a difference for our clients and to add dignity, ethics and trust to every relationship. Since then, we have served hundreds of clients, represented some of the largest and most influential organizations in our state and served hundreds of others who had an important—often critical—need for an advocate and a voice where it counted. We believe we have achieved our goals and continue to make a difference. CTB Government Relations is ranked among the most successful lobby firms in the state. CTB is also ranked as the most successful woman-owned lobby firm in Maryland 18 out of 21 years since 1985, and is in the top 2% of Maryland's registered lobbyists. I am proud to have broken through the glass ceiling that exists in the Maryland lobbying profession. It is an honor to serve as a role-model for young women entering the field.



SB & Company, LLC (SBC)
Partner & Managing Partner

Monique Booker & Graylin E. Smith

200 International Circle, Suite 500

Hunt Valley, Maryland 21030

410-584-0060

www.sbandcompany.com

BUSINESS DESCRIPTION

SB and Company is a certified public accounting and business advisory firm registered with the Public Company Accounting Oversight Board. We serve clients throughout the Mid-Atlantic region of the United States and have offices in Baltimore, Maryland and Washington, D.C.

BUSINESS SUCCESS AND CONTRIBUTIONS

SBC offers a diverse collaborative environment that respects individual needs and promotes ongoing professional development. As a business owner, my proudest accomplishment is giving people opportunities and being apart of their professional development. Our firm's continual growth is driven by our commitment of caring about people, personally and professionally and ensuring we provide each person the development to meet his/her professional goals.



Barbara Marx Brocato & Associates
President

Barbara Marx Brocato

18 Pinkney Street

Annapolis, Maryland 21401

410-269-1503

www.bmbassoc.com

BUSINESS DESCRIPTION

Barbara Marx Brocato & Associates provides government relations and management services to businesses and associations, with particular expertise in administrative agency and legislative advocacy in Maryland.

Our work involves interaction with local, state, and national officials and legislators, as well as representatives of business corporations and interest groups. We also work closely with local media groups in communicating the layered complexities of our clients' issues.

We develop effective strategies to accomplish our clients goals by means of employing a disciplined, intensive approach based on the needs of your business. We have helped our clients become an integral part of the public policy debates on the federal, state and local level.

BUSINESS SUCCESS AND CONTRIBUTIONS

Becoming an entrepreneur allowed me to position myself for success in a challenging field of work. Starting my own government relations consulting firm and building it consistent with my convictions and hard work has been extremely rewarding. My guiding principle is to always remain true to myself and my clients.

Over the past 17 years I have successfully carved out my place in a highly competitive field and in doing so have earned the respect of my colleagues, legislators, policy makers and members of the administration past and present.

The most satisfying and proudest moments for me are when I am fully engaged in the creative work of solving critical public policy problems. One example is in 1993 on behalf of the Maryland Chapter, American College of Emergency Physicians I successfully led the effort to pass into law a symptom based definition of an emergency medical condition called the 'prudent layperson standard'. Maryland was the first state in the nation to pass such a law. It has since been passed in over 30 other states and was adopted by the federal government within the Medicare and Medicaid programs.



Buck Distributing Company, Inc.
President

Betty Buck

15827 Commerce Court
Upper Marlboro, Maryland 20774
301-952-0400
buckdistributing.com

BUSINESS DESCRIPTION

Buck Distributing Company was founded in 1946 by William Irwin Buck; he ran it with one truck, selling Valley Forge and old Export beer. In 1952 Mr. Buck picked up Miller Brewing products for Prince Georges County and three southern Maryland counties, Calvert, Charles, and St. Mary's. In 1971, Mr. Buck was given the rights to distribute Molson beers for the whole state.

BUSINESS SUCCESS AND CONTRIBUTIONS

My Dad started the business in 1946 with one truck. In keeping with my Dad's persistence and "earning it the hard way" approach, I took over in 1985 as the first female beer distributor in the country for Miller Brewing Company. When I acquired the distributor, we sold 1.1 million cases; now, we sell over 5 million cases. I expanded the territory in 1988 and bought a neighboring distributor. Six years ago, we outgrew one of our oldest warehouses of 40 years and built a new one. This year I was elected to be the first female Chairman of the National Beer Wholesalers Association (NBWA) and was named by Miller Brewing Company as a Miller Legend (the youngest ever named).

My proudest moment was last September when I stood in front of 3,000 beer distributors from all over the United States as I was named the Chairman of the NBWA.



VA Associates, LLC
President/CEO & Executive Vice President

Virginia Callahan & Arunkumar Iyer

8775 Cloudleap Ct., Ste. P54
Columbia, Maryland 21045
410-872-0758
www.vaassoc.com

BUSINESS DESCRIPTION

VA Associates, LLC is a woman owned and minority owned small business providing Professional Consulting Services to Federal, State, and Local governments. It provides software development, maintenance and support services utilizing Oracle and Peoplesoft products. It also provides Technical Advisory Services and Information Technology Architecture Planning, Design and Implementation. It has been instrumental in providing education and technical solutions for metadata repositories for federal agencies. VA Associates is focused on providing quality services at competitive rates.

BUSINESS SUCCESS AND CONTRIBUTIONS

Founded in 2004, VA Associates opened its doors for business on the belief that the company's success was based on its ability to serve its employees and its customers as business partners while providing services that reflect quality at competitive rates. This approach has led to client and employee loyalty and strong past performance for VA Associates.

I became an entrepreneur to serve the government industry with a renewed committed focus on customer satisfaction. I was frustrated at the observation of the lack of professional courtesy and integrity displayed by many contractors. I also wanted to give back to the community to support the elderly and our youth. I am fortunate to stand today and speak of successes and accomplishments. I have been richly blessed with a wonderful staff which includes my business Partner/VP of Consulting & Technologies, Arunkumar Iyer. My greatest accomplishments are: my ability to help customers achieve their work goals and objectives with less stress and a little fun. Last, I have been able to use my business success to serve those who need a helping hand: Aspiring Entrepreneurs, Foster Care, Single Moms, Children of the Incarcerated, and the Elderly.



ROC Incorporated t/a The ROC Realty Group
President

Roland O. Campbell, Jr.

674 Reisterstown Road
Pikesville, Maryland 21208
410-486-0100
www.rocincorporated.com

BUSINESS DESCRIPTION

ROC Realty Group is a full-service brokerage firm providing advisory services for all your real estate needs—commercial, government, development and residential. ROC Realty Group is certified with the Maryland Department of Transportation (MDOT) U.S. Small Business Administration's 8(a) BD and SDB Certification.

BUSINESS SUCCESS AND CONTRIBUTIONS

Roland O. Campbell, Jr. realized as a young man that he wanted to be his own boss. His father, the late Roland Campbell, Sr., a home improvement contractor, was his role model. He watched as his father managed to support eight children and his wife as a self-employed businessman. He has recently run across past customers of his father and they said, 'your dad painted my house and it still looks good'—What a compliment and commitment to quality he had for his customers. You see, his dad passed in 1988. Roland has been a licensed real estate professional since 1982. He established ROC Incorporated t/a The ROC Realty Group in 1989. He has recently celebrated his 25th year as a real estate professional. Roland and his associates pride themselves on the delivery of quality service to their clients and customers. This boutique operation of highly qualified professionals is located in Pikesville, Maryland. Currently, ROC is involved with some of the most significant projects in the greater Baltimore area.



CTI Global Solutions, Inc. (CTI)
President/Founder

P.W. Dee Carroll, Ph.D.

9500 Arena Drive Suite 450
Largo, Maryland 20774
P: 301-386-8805
F: 301-386-8809
www.cti-gs.com

BUSINESS DESCRIPTION

CTI Global Solutions, Inc., (formerly Computer Temporaries, Inc.), a full-service business support firm specializing in providing Human Capital and Program Management Services to public and private sectors. A graduate of the 8(a) program, CTI has successfully provided staffing support services to commercial and government sectors for 18 years.

BUSINESS SUCCESS AND CONTRIBUTIONS

Dr. P.W. "Dee" Carroll is President and Founder of CTI, which she started after 12 years of professional and corporate experience. Her professional tenure includes Vice President and General Manager of a human resources firm, Branch Manager of a human resources firm, and owner/operator of a State Farm Insurance Agency.

Dr. Carroll attributes her success to a business philosophy based on Commitment, Teamwork, and Solutions, and embodies the belief that successful relationships are built on trust, respect, teamwork and confidence. Dr. Carroll's aim is to be a client partner through sound business practices, quality services and cost effective solutions. She imparts to all clients her dedication to business ethics and cost effective solutions ensuring the client's success. Dr. Carroll's leadership ability has allowed CTI to experience continuous growth by securing prime contracts and subcontracting opportunities.

Dr. Carroll's most memorable professional accomplishment is appearing before the United States Senate Committee on Housing and Urban Affairs to respond to a Disparity in Capital Lending to Minorities and Inner City Communities. Her most memorable personal accomplishment was a featured CNN segment discussing the success of Minority Owned Businesses. Additionally, she has been featured in a number of newspaper, publications and on several radio programs. She has lectured for public and private sector firms to include many Universities across the United States and internationally. She serves as a Director on the Board of Directors for the Maryland/District of Columbia Minority Supplier Development Council (MDDC).



Westover Consultants, Inc.
President and CEO

Faye E. Coleman, Ph.D.

4340 East-West Highway Suite 900
Bethesda, Maryland 20814
301-657-5800
www.westover.com

BUSINESS DESCRIPTION

Westover Consultants, Inc. (WCI) is a minority woman-owned, professional services firm founded in 1984 that began and remains an enterprise committed to improving the human condition here in America and abroad. Over the years, the company has steadily grown into a widely respected, award-winning firm with a multicultural staff of nearly 50 and over \$16 million in revenues in 2006. WCI's projects address the gamut of social, educational and health challenges facing the country, including alcohol and drugs, HIV/AIDS, mental health, child welfare, minority and women's health, sexual harassment, and workplace diversity. Our primary goal is to positively impact underserved populations and other communities in need, linking them to needed technical and financial resources within and outside government.

BUSINESS SUCCESS AND CONTRIBUTIONS

I started my business to offer the types of services and products that ultimately improve the human condition. Our track record includes over 1,500 conferences, symposia, training sessions, public awareness campaigns and survey activities, involving thousands of government, corporate, and academic employees. This work has resulted in numerous awards for excellence, leadership and diversity from such organizations as the SBA, NASA, *Enterprising Women Magazine*, and *Women Impacting Public Policy*.

I am particularly proud of our recent work providing life-saving behavioral health counseling services to the survivors of Hurricanes Katrina and Rita in New Orleans and throughout the Gulf Coast Region. Between mid-September, 2005 and July, 2006 we deployed over 600 behavioral health counselors who had served nearly 80,000 hurricane survivors in more than 96,000 counseling sessions throughout Louisiana, Mississippi and Alabama. Along with the gratification that comes with saving lives, we also received the "*Spirit of Recovery*" award from DHHS for our work on this project.



The Event Planning Group, LLC
President

Jennifer D. Collins, CMP, ABC

1701 Pennsylvania Avenue, NW,
Suite 300
Washington, DC 20006
202-580-6640
www.epgevents.com

BUSINESS DESCRIPTION

The Event Planning Group, LLC is a full-service meeting and event management company producing custom-designed logistical solutions, guidance and communications for meetings, conferences and special events. Managing programs of all sizes, we have developed a particular specialty working with education, scientific and health-related corporations, associations and government agencies.

BUSINESS SUCCESS AND CONTRIBUTIONS

I am greatly thankful to have had family members as entrepreneurs and role models. My grandparents owned a cleaners and landscaping company and I have uncles who have owned a landscaping business, florist and ground transportation company. Even in my early adolescent years, I started my “first business” which was a neighborhood car wash. So the concept of being an entrepreneur was always there, but it really blossomed when I entered college.

While I knew that I wanted to establish a business, I was not quite sure of the type. However, a “hobby” my sister and I began was planning and managing family reunions. From those experiences, I found that I enjoyed the work and went on to manage campus events and those as part of my professional positions after college. From that, The Event Planning Group, LLC was established.

The company was initially started in my basement apartment where I resided while in school and for a few years after I graduated. The company is now located in office space across from the White House and servicing global corporations, nonprofits and government agencies. We manage events around the world and have consistently achieved growth in revenue, staff and projects. We are also proud to be celebrating our 10th year in business.

I am most proud of being a steward of this business in shaping it to make a difference in people’s lives and the community. It’s an awesome opportunity to share in those special moments of our clients, and equally gratifying to offer opportunities, experiences and a livelihood for our treasured event team.



Cook & DiFranco, LLC
Owners/Members

Bernard A. Cook, Esq.
& Tina DiFranco, Esq.

120 E. Baltimore Street
Suite 1810
Baltimore, Maryland 21202
410-223-1590

BUSINESS DESCRIPTION

Cook & DiFranco, LLC, a wholly owned minority law firm, opened for business in February 2001. Bernard A. Cook and Tina DiFranco, its owners, have combined for over 35 years of serving individuals and small business clients. The firm’s primary focus is state and federal court litigation. Representative clients include health care organizations, housing and community organizations, as well as individuals who have sustained serious and debilitating injuries.

BUSINESS SUCCESS AND CONTRIBUTIONS

After many years of practicing in a large law firm, we decided that we could be more responsive to our client’s needs in a smaller, more personal environment. Cook & DiFranco, LLC’s philosophy of making client satisfaction its most important priority has led to its success as demonstrated by the yearly increases in revenues. We attribute our success to the fact that we are committed to meeting or exceeding our clients’ expectations by providing the highest level of personalized legal services. A testament to our quality of service is the referrals from existing clients and other attorneys, our primary sources of business.

We believe that our respective families instilled in us the values of “hard work, “self reliance” and “giving more than you get.” These values were a natural primer to start our own law firm. Just as importantly, our commitment to the community through volunteerism is a product of these values.

The intrinsic satisfaction obtained from creating, developing and succeeding in our business venture is incredibly satisfying. Our most significant achievement and continuing challenge is our ability to grow our practice, volunteer in our community and continue to strive toward a harmonious balance between family and career.

Bob Beamon, the Olympic athlete, stated, “success is a journey, not a destination.” Each day that we balance work, volunteerism and family is another step in the journey of success.



Rob's Barbershop Community Foundation, Inc.
Managing Director

Robert W. Cradle

2005 Tea Island Court
 Odenton, Maryland 21113
 410-519-8143
www.rbcf.com

BUSINESS DESCRIPTION

The Rob's Barbershop Community Foundation, Inc. is a 501(c)3 public charity existing for public benefit. Our mission is to create projects that improve the grooming, hygiene and well-being of persons who cannot afford regular personal care.

BUSINESS SUCCESS AND CONTRIBUTIONS

The reason I became an entrepreneur is mostly due to recognizing and implementing the basic theory of supply and demand. I have been the proud creator of two businesses; one for profit and the other not-for-profit. These businesses were created out of assessing a need for grooming services within a specific geographic location.

The first business was a barbershop (Rob's Barbershop, Inc.) located in Odenton, Maryland. I discovered the town of Odenton which is adjacent to Fort George G. Meade Army Installation where there was a large African-American community in need of grooming services. I consider being the first African-American barbershop located in Odenton, Maryland a success as well as having the opportunity to contribute to the residents in a small local community.

The second business created was a not-for-profit entity entitled Rob's Barbershop Community Foundation, Inc. This foundation was created from a need when Rob discovered that children and their families housed at local emergency shelters could not afford regular grooming and hygiene. This business has experienced increasing success over the 6 years it has been in existence. The funds generated from this venture are used to install and manage barbershops/salons in local shelters and supply grooming and hygiene supplies and training to children and their families.



Sterling Construction Services, Inc
Chairman & CEO

Sterling Crockett

20 Courthouse Square
 Suite 208
 Rockville, Maryland 20850
 301-738-3701
www.sterlingconstruction.biz

BUSINESS DESCRIPTION

Sterling Construction Services Incorporated (hereinafter "SCS") is a full service environmental remediation and general construction service contractor dedicated to providing its residential, commercial, and governmental clients with turn key responsive service, quality workmanship and competitive pricing. Uniquely positioned as a SBA certified Small Disadvantages Business with SBA HUB-Zone certification, SCS is also able to assist its clients in meeting many local, state, and federal minority contracting obligations.

BUSINESS SUCCESS AND CONTRIBUTIONS

Since the early part of my youth I have wholeheartedly believed in the adage "you have only failed when you fail to try". From making new friends to making the team, this maxim has been a driving principle in the following the belief that one can truly accomplish anything one puts their mind to. Coupled with a strong belief in my abilities and a desire to contribute to the greater good, this adage led me to devise a plan whereby I could use all that I had learned in business and still contribute to the community at large. Working for promotion after promotion no longer held the glamour it once had at the start of my career. To truly see what I was made of I would have to do it myself.

In following a path that I felt would lead me to the greatest sense of accomplishment and financial rewards, many opportunities have presented themselves, both within and outside my field that allow me to contribute to the surrounding community. From our work with the Pentagon following the country's devastation following 9/11 to teaming with Victim's Rights in the wake of the tragedy of the DC sniper, as well as our daily work to make unhealthy buildings safe, I have known that my vision in starting Sterling Construction was meant for a greater purpose.



The Aspen Group, Inc.
President

1100 Wayne Avenue, Suite 1175
Silver Spring, Maryland 20910
301-650-6200
www.theaspengroupinc.com

Armentha "Mike" Cruise

BUSINESS DESCRIPTION

Aspen is a full Human Resource Management and Staffing Firm; we provide facility management/outsourcing, project management and consulting services. We provide a myriad of global staff augmentation solutions.

BUSINESS SUCCESS AND CONTRIBUTIONS

Founded in April 1988, Aspen was the result of a careful analysis of the staffing industry and the identification of a range of unmet needs relative to quality and commitment to customer service. Armentha "Mike" Cruise, Founding President of Aspen, felt that she could make a difference in the quality of life for others and become an example of empowerment, by showing how people can become empowered and in turn, empower others. With a mission of service excellence and a goal of cooperating with existing staffing firms, Aspen quickly took its place as a small, but strong industry leader. Although certified as a 100% minority, female-owned business enterprise, Aspen refused to rely on its minority business status to propel its growth. Throughout its service history, Aspen has won a plurality of its contracts through open competitions, believing that performance excellence remains the compelling determinant of marketplace success. Aspen recently received two STAR award recognitions from Lockheed Martin.



Diversified Property Services, Inc.
President

20 E. Timonium Road
Suite 111
Timonium, Maryland 21093
410-252-5075
www.diversifiedpropertysvcs.com

Patricia E. Dablock

BUSINESS DESCRIPTION

At Diversified Property Services, Inc., we believe in quality through diversity. Incorporated in 1988, we offer a uniquely comprehensive and coordinated approach to Right of Way and Land Acquisition projects.

BUSINESS SUCCESS AND CONTRIBUTIONS

Since I became the President and principal stock holder of Diversified Property Services, Inc., the company earnings have increased from an average of \$400,000 a year to 2,000,000 a year. The number of employees has increased from 3 to 26 employees. Our number of clients has increased from 2 to over 20 clients.

Although DPS has developed from a small company on its way out to an active vibrant company, my proudest accomplishment has been to select as employees, persons from the blighted neighborhoods I have worked in and provide enough training, education and employment that they are able to become change and improve their personal and family situations.



Devaney & Associates
President

606 Providence Road
Towson, Maryland 21286
410-296-0800
www.devaney.net

Diane Devaney

BUSINESS DESCRIPTION

Devaney & Associates is a full-service marketing, advertising and public relations firm.

BUSINESS SUCCESS AND CONTRIBUTIONS

I became an entrepreneur in 1991 having decided that I could establish and build my own company and that I could be successful on my own terms. My proudest accomplishment has been in the ability to grow from a two-person operation into a full-service marketing, advertising and public relations firm with more than 15 full-time employees and an ever-growing client roster. To be recognized as an expert in several fields nationally and to be 100 percent woman-owned are also great sources of pride.



Ascend One Corporation
Chairman and CEO

Bernie Dancel

8930 Stanford Blvd.

Columbia, Maryland 21045

410.910.1735

www.ascendone.com

BUSINESS DESCRIPTION

Ascend One Corporation is committed to helping consumers break the cycle of credit card debt by giving them the confidence to manage their money successfully. The company provides solutions that rely on sound financial fitness education and emphasize the importance of making smart budgeting decisions. From a small, start-up business with two employees at a kitchen table to a robust enterprise, helping people overcome their debts remains Ascend One's top priority.

BUSINESS SUCCESS AND CONTRIBUTIONS

As a young husband and father, I experienced my own financial struggles while trying to support a growing family and advancing my career. I wanted to learn more about managing money and creating a savings. I soon found out that most financial companies only help people who have lots of money. I was driven by the challenge to help people like myself and my family - those who are struggling to make ends meet and pay their bills on time. I was determined to help as many people as possible pay back their debts and not file for bankruptcy.

I started my company in my own home with just one other employee. Since 1997, Ascend One has grown into an industry leader with 400 team members across the country, raising awareness of America's consumer debt crisis. Our innovative strategies in marketing, customer service and technology have become standard in the debt management industry. We are the first company to offer 24/7 phone service and Internet based services to consumers.

I am proud to have created a business that has helped more 3 million consumers take control of their debt, but I know Ascend One's accomplishments and success are not just because of my hard work. It's the result of a bright, enthusiastic and dedicated team of people who come to work each day always ready to meet new challenges and give their best effort.



Precious Seed, LLC
President/CEO & Vice President

ArTheia E. Dingle & CoRetta Dingle

P.O. Box 6356

Largo, Maryland 20792

301-758-6067

www.precious-seed.org

BUSINESS DESCRIPTION

Precious Seed, LLC provides inspirational Teddy Bears, Tutorial infant wear, Back-To-School Supply Totes, and distributes promotional products to Shabach Christian Academy, Riverdale Baptist School, Greater Mt. Nebo Christian Academy, Illinois Department of Public Health, PG County Sexual Assault Center, My Sister's Place, St. Jude Children Research Hospital, World Vision Operation Christmas Child, Samaritan's Purse Operation Christmas Shoebox, and Wal-Mart.

BUSINESS SUCCESS AND CONTRIBUTIONS

Precious Seed was born out of a passion to share Good News. On May 19, 2000 after two months of diligently working to achieve certification required to advance on my job, I felt totally humiliated, frustrated, and unappreciated when I received feedback from training officers who told me they could not award me the certification. However, I couldn't give up because I knew within myself that my life's contributions were not limited to validation from a job, so I took the negative energy and harnessed it into a new attitude with a determination to WIN through entrepreneurship using my spiritual gift of encouragement.

My sister, CoRetta and I in June 2000 designed and created "talking" Bears with the purpose of sharing short inspirational messages that would encourage the young at heart of all ages. The furry Bible teachers are lifetime collectible gifts that represent love, hope, companionship, and inspiration. Our proudest accomplishments occurred in 2004 when we received our vendor number from Wal-Mart, and in July 2007 when Precious Seed was featured in the Summer newsletter of My Sister's Place (Battered Women's Shelter in DC) for encouraging each resident who received the Bears on Mother's Day.



Strategic Resource Group
President

Vicki Duvan

5457 Twin Knolls Road
Suite 406
Columbia, Maryland 21045
410-964-5190
www.srg.net

BUSINESS DESCRIPTION

Founded in 1986, the Strategic Resource Group, Inc. (SRG) is a recruiting firm specializing in information technology professionals. Our organization takes a consulting approach to understand an individual's qualifications, lifestyle issues and career goals. We work closely with hiring managers to understand job descriptions, performance expectations and the corporate culture. Working closely with both clients and applicants, we formulated a strategy to match candidates with the best opportunity for their career and the best match for the company.

BUSINESS SUCCESS AND CONTRIBUTIONS

In 1991, I accepted the position of manager of recruiting for Loudon Associates, an HR consulting firm established in 1986. When the owner decided to sell the business, my partner, Michael Aquino and I became the proud owners of SRG. We happened to be at the right place at the right time. The business was small and had only a few clients. Over the years, Michael and I grew SRG into what is today one of the most respected recruiting firms in the Intelligence Community. I am very proud of our reputation of unwavering dedication in the best interest of our clients and candidate community.



Clutterbusters!!
Founder and President

Betsy Fein

15521 Grinnell Terrace
Rockville, Maryland 20855
301-309-9614
www.clutterbusters.com

BUSINESS DESCRIPTION

Clutterbusters!! organizers develop customized systems for their clients so they can find needed items in a minimal amount of time, help the client decide what should be done with their items, educate the client on organizational techniques, and develop strategies and install systems so the client can maintain the organized space.

BUSINESS SUCCESS AND CONTRIBUTIONS

After years spent voluntarily helping friends, neighbors and relatives organize their homes and offices, Betsy determined that the growing demand for organizing services, combined with her background in human resources, sales, and management, made her an ideal candidate to start a professional organizing business. Betsy researched the industry and learned the optimal way to present her services to the public. She began to attract a steady stream of clients, and enlisted the help of other professional organizers to help handle the workload. Since that time, Clutterbusters!! has grown quickly, and has become the largest organizing company in the region. Betsy believes strongly in education and professional development, and is active in several organizations, including the National Association of Professional Organizers (NAPO) and the International Association of Professional Organizers (IAPO). She's become a well known expert on professional organizing, appearing on several radio and television programs.



Quality Solution Technologies, Inc.
President

Warren Fleming

9909 Founders Way
Damascus Maryland 20872
301-916-4522
www.qst-inc.com

BUSINESS DESCRIPTION

Quality Solution Technologies, Inc. (QSTI) is a progressive business that is certified as a Federal 8(a) and Maryland State MDOT Minority Business Enterprise with its headquarters located in Damascus, Maryland. Our diversity of providing Project Management, IT Support, Elevator/Escalator Installation and Renovation, enables us to excel in meeting a wide range of customer required services.

BUSINESS SUCCESS AND CONTRIBUTIONS

During the last sixties and early seventies, Information Technology skills were in high demand. I decided to attend Virginia Computer College. I worked with many Fortune-500 firms utilizing the latest technologies but witness slow promotion, slow pay increases and many of my ideals being stolen, or recopied. In 1993, I was forced to take a position in the state of Texas. There I learned about the Minority Business Enterprise Program. I received my certification as a Historical Underutilized Business in 1995 and became the first African American Minority Business firm in the state of Texas to provide Software Testing Support. In 1996 I returned back to Maryland and started Quality Solution Technologies, Inc. We are currently providing a full life cycle of IT Solutions, Elevator/Escalator Renovation, along with supporting larger firms with their Minority Business Enterprise requirements. I'm working closely with Montgomery County and the State of Maryland for the empowerment of African American Minority Firms. My greatest accomplishment is developing an African American Minority Firm with the capability and opportunity to provide technical services and solutions to commercial companies and government agencies.



DBTS, Inc.
President/CEO

Karla Gonzalez

1100 H Street, NW, Suite 600
Washington, DC 20005
202-393-3287
www.DBTS.com

BUSINESS DESCRIPTION

DBTS, Incorporated provides business and information technology services to help clients to meet their growing technology and program management requirements.

BUSINESS SUCCESS AND CONTRIBUTIONS

Making the choice on becoming an entrepreneur can be a challenge unto itself. I asked myself, "Do you have the spirit necessary to become an entrepreneur?" And the answer was "yes". I've long been a believer that social networking and top notch customer service have a place in business that goes beyond traditionally outward-facing roles like marketing, sales and recruiting, in fact, in my own experience, to be successful, a lot has to fall into place: brains, drive, personality, and a little luck. My proudest accomplishment as a business owner is achieving 25-35% yearly growth since inception to date which gives me a certain amount of excitement and nervousness, but also an overwhelming determination to continue to success. I want to be everything possible to validate the faith our customers have placed in my company.



Human Capital Consultants, LLC
President & CEO

Milton Hall

8850 Stanford Blvd
Suite 2300
Columbia, Maryland 21045
www.HumanCapitalLLC.com

BUSINESS DESCRIPTION

Human Capital Consultants, LLC is a professional employee benefits and healthcare consulting firm. The Firm assists Corporate, Non-Profit and Government Organizations with the management and administration of healthcare and other employee benefit programs. Our guiding principles are to help employers focus on keeping employees healthy and on cost containment.

BUSINESS SUCCESS AND CONTRIBUTIONS

The firm was started to fill a void that existed in the Metropolitan area. Mid-size to large employers often use large consultancies for advice on insurance and employee benefits. I became an entrepreneur so that I could more effectively leverage, with constraints, my 16 years of insurance and benefits knowledge to assist employers struggling to understand, administer and price employee benefits and healthcare. Additionally, I wanted to stem the tide of corporate downsizing and build a team of high quality staff with solid long-term employment opportunities. My proudest moments as an entrepreneur - there have been a couple: (1) helping an employer cut their cost of healthcare benefits by nearly 50%. Alternatively, they were considering not offering healthcare benefits due to the affordability. (2) Seeing my first hire buy a home based on our annual wage.



Spirit Telecommunications Company
President

Henry W. Harris

6178 Oxon Hill Road, Suite 101

Oxon Hill, Maryland 20745

301-567-5349

www.spiritcol.com

BUSINESS DESCRIPTION

Twenty-four hour gospel internet radio service.

BUSINESS SUCCESS AND CONTRIBUTIONS

While an employee of a major Telecommunications company, I often dream of the day when I could provide the same type of service and quality, as my own boss. When the early retirement option was presented I was one of the first to apply. Over the past 11 years my company developed a list of clients who continue to refer our company to others because of our service and commitment to the complete job. My proudest accomplishment is the results of this business and how it has supported my family, allowing me to have 3 of my children attend college and still maintain a support system for my family today. The development of a network of customers and friends are the fruits of 11 years in business.



Herrman Advertising Design/Communications
Owner, President & Creative Director

Judi Herrmann

30 West Street

Annapolis, Maryland 21401

410-267-6522

www.herrmann.com

BUSINESS DESCRIPTION

Herrmann Advertising Design/Communications is an award-winning advertising design firm founded by Judi Herrmann Dunn in 1979. For over two decades, Herrmann has produced diverse marketing materials for a loyal client base including National Geographic, Union Bank of California, NVR, National Wildlife Federation, as well as many international law firm clients.

BUSINESS SUCCESS AND CONTRIBUTIONS

When founding Herrmann Advertising Design/Communications nearly 30 years ago, President and Creative Director Judi Herrmann set out to do what few agencies - especially creatively driven shops - seek to achieve. She aimed to establish strong client-agency connections where goals are consistently reflected and reinforced in the creative output. After graduating from the University of Maryland and getting a start in the advertising world at a Washington agency, Judi started her company in Annapolis in 1979 with a small client base. Working closely with clients and establishing one-on-one relationships has been her formula for success from the onset. A testament to the validity of that formula is in the longevity of the agency's clientele - some of whom have been with Herrmann for over 20 years.



Global Advertising 1st, Inc.
CEO & COO

Derrick Hollie & Jacquannette Lewis

8100 Corporate Drive, Suite 310

Lanham, Maryland 20721

301-731-4255

www.globaladl.com

BUSINESS DESCRIPTION

Global Advertising 1st is a full-service advertising, marketing and media company. Our primary strength lies in our ability to provide a medium for our clients to disseminate their messages to their target market by means of radio, print, television and the Internet.

BUSINESS SUCCESS AND CONTRIBUTIONS

Derrick Hollie, CEO "I have had an entrepreneurial spirit and been extremely driven since I was very young. From the age of 12 and all through high school, I had a paper route. After reaching a point in my radio advertising career where I felt I had contributed everything I could, I had to move on because it was no longer a challenge. I knew that owning my own advertising agency would allow me to fulfill my dreams and give me the opportunity to do everything I've wanted to do in this industry."

Jacquannette Lewis, COO "I had reached the glass ceiling in the corporate world and knew that I wouldn't be happy unless I was able to carve out my own destiny. Derrick had the vision of what he wanted Global Advertising 1st to be and I provided the underlying foundation to successfully launch the business." Derrick and Jacquannette "Our proudest accomplishment has been winning a \$2 million contract with The Department of Housing and Urban Development."



Kommon Denominator, Inc.
President & Managing Director

Alma Abdul-Hadi Jadallah

12707 Hunt Manor Court

Fairfax, Virginia 22033

703-850-4919

www.kommondenominator.com

BUSINESS DESCRIPTION

Kommon Denominator is a woman owned firm that is dedicated to providing you with skillful service that is appropriate for and responsive to your needs. Our name is derived from the idea that no matter what differences and difficulties appear to divide people in communities and organizations, there are always some denominations - whether they are certain values, hopes, interests, etc. - that are held in common. We work with you to find what is shared and use that as a foundation for moving forward to a more favorable future.

BUSINESS SUCCESS AND CONTRIBUTIONS

In 1996, I started what is now Kommon Denominator Inc. (formerly Cultural Connections Inc.) with the objective of implementing the learning and sharing my passion with regard to the field of conflict resolution which ties to my academic training and practice. My journey as an independent consultant was interrupted when I decided to go internally and work for a company to study organizational conflict. Due to an organizational re-org, I lost my position, but thanks to my previous independent work, I was able to bounce back quickly. I took this opportunity to earn my doctorate and rejuvenate my company. I am proud to report that in an effort to give back to community, Kommon Denominator's guiding principles commits the organization to give back 10% of its profit to community. I am mostly proud of the feedback that my clients give back when they learn new skills and approaches in problem solving and reconciliation.



Jefferson Communications, LLC
Chesapeake Family Magazine
Publisher/Owner

Donna R. Jefferson

929 West Street, Suite 307

Annapolis, Maryland 21401

410-263-1641

www.chesapeakefamily.com

BUSINESS DESCRIPTION

Jefferson Communications, LLC publishes the award-winning monthly parenting publication, *Chesapeake Family*. *Chesapeake Family* is a multimedia resource that connects parents to timely, accurate information about raising families in the Chesapeake Bay area. Readers have relied on our award-winning editorial and design for the past 17 years. We publish a monthly parenting magazine, we maintain a useful, information-packed website, and we host popular community events.

BUSINESS SUCCESS AND CONTRIBUTIONS

Chesapeake Family, has grown with my children. Started when my son was just three months old, *Chesapeake Family* was initially tabloid size, printed on newsprint, with 12 pages and 21 advertisers. I ran the entire business from my kitchen table during the day, while my daughter was in first grade and my son slept in his cradle by my side. Now we have ten employees. The publication is magazine size and averages 72 pages and 200 advertisers each month.

Our focus is to bring parents high quality, local information that will help them raise their families. It is important to us that our editorial work is of the highest caliber. Our strategy is working. In the past eight years we have won more than 25 national editorial and design awards.

Advertisers in *Chesapeake Family* reach our strong and loyal readership base of adults, ages 25-50, who want to be better parents. It is a good relationship in which both the advertiser and reader benefit.

I am proud of our team of professionals who produce a top-quality publication every month. In response to parent requests we bring in nationally known parenting experts to give seminars on parenting techniques. We have created Cash for Classrooms, a non-profit to collect and distribute much needed cash donations directly into area classrooms. In an effort to get kids outside and active we have formed a partnership with the City of Annapolis Recreation and Parks to host a Youth Triathlon and Sports Festival. I am proud of the positive impact *Chesapeake Family* has had on the community and hope to continually improve our performance.



The Marilyn Johnson Sewing & Design Studio
Owner/Designer

154 Lafayette Avenue, Unit E
Laurel, Maryland 20707
301-604-4139
mmeiselbach@earthlink.net
www.mtmdesignstudio.com

Marilyn Johnson

BUSINESS DESCRIPTION

The Marilyn Johnson Sewing & Design Studio is committed to helping the community one individual at a time by teaching clients how to dress well and reflect their personal sense of style. This is accomplished through creating custom garments, teaching sewing skills, wardrobing classes and more. I believe that if you feel you look your best, that feeling is reflected and reciprocated.

The Studio is dedicated to making the community a better place to live and do business. Each year placements are provided for student interns to learn business, marketing and design in the Studio. Marilyn has mentored several start-up businesses, one of them through WEB. Other community outreach activities are donating handcrafted items to silent auction fundraisers for many local organizations, speaking engagements on Wardrobe and Fashion, and hosting the monthly program For Women Only to encourage women to learn, grow and share.

BUSINESS SUCCESS AND CONTRIBUTIONS

I have always had an entrepreneurial spirit and thrive on the challenges of owning my own business. It allows me to integrate my personal sense of integrity and ethics into my business practices benefiting my clients, students, those with whom I conduct business and the community. At the same time, it allows me the flexibility to keep my family in the forefront of my mind and schedule.

I am proud of many of my accomplishments, including being nominated for this Award. I have had the privilege to work with The White House Historical Association in creating costumes for their educational programs. I enjoy the challenge of creating garments for the Baltimore Ravens Mascots, especially Poe with his huge measurements and odd shape. I experience great joy each time a client looks in the mirror and says "I feel beautiful" because I have helped her love her body as she wears something I have created for her. I get excited when I see the flash of understanding cross the face of a sewing student or intern as I share my knowledge and experience with them.

I love what I do and each day presents a new opportunity to share and create.



Leronia Josey & Associates, LLC
Db a Law Office of Leronia Josey
President

3700 Lochearn Drive
Baltimore, Maryland 21207-6360
410-944-6776
ljosey@comcast.net

Leronia A. Josey

BUSINESS DESCRIPTION

The Law Office of Leronia Josey is a legal, management and consulting firm committed to providing extraordinary service to individual, corporate and institutional clients in the public and private sectors. Our signature work has been with small and disadvantaged businesses, and with clergy and churches across the country, helping them navigate the world of finance, politics, and commerce. This historic emphasis continues, enhanced by expansion into consulting in the areas of economic and community development, government and community relations, legislative advocacy, and training boards of directors of exempt organizations.

BUSINESS SUCCESS AND CONTRIBUTIONS

I became an entrepreneur because I wanted the freedom to pursue my dreams and at the same time serve my community. My work in government and the private sector produced awards, citations, and promotions but the passion to chart my own course and make a difference in the community was unrelenting, calling me to step out of the box of middle class comfort, perks and bonuses.

The notion of empowering the community by my work had already been implanted in me by my grandmother who with a third grade education and the ability to dream big, owned, at various times, a grocery store, a dry cleaners, and ten parcels of real estate, including four family apartments. While in high school, I went over contracts and notes, sought explanation of unfamiliar terms from the lawyers and explained them to my grandmother who prayed about the matter after hearing from me.

As an entrepreneur, I rely on those early lessons and have discovered that at heart, I really am a risk taker, and unafraid to fail. I encourage myself in the Lord and realize that I'm more than what happens to me. And, I get up and try again. Participating in the growth and development of my clients over the years is very gratifying, especially, helping a client who came back from the brink of default to build a thriving multi-million dollar business.



Professional Services Network
President/CEO

Terri Kapetanovic

13975 Connecticut Avenue
Silver Spring, Maryland 20906
301-460-4089
www.psninc.net

BUSINESS DESCRIPTION

Professional Services Network, Inc. (PSN) is a nurse owned corporation that provides nurse and social worker staffing and managed care consultation. PSN consultants throughout the U.S. also offer accreditation preparation and program development assistance.

BUSINESS SUCCESS AND CONTRIBUTIONS

PSN is a woman-owned, Maryland-based corporation providing nurses and social workers for healthcare organizations and hospitals needing case management, utilization review or quality/outcomes assessment. PSN began in 1990 and in 2007, expects to exceed \$2 million in revenue for the first time. During seasonal projects, PSN may employ as many as 50-60 nurses working in numerous states.

About the company:

- Licensed nursing staff agency through Maryland's Office of Health Care Quality;
- Certified nationally by the Women's Business Enterprise National Council;
- Certified as an MBE or WBE by Maryland, Delaware, and Illinois;
- Named a Top 50 Woman Owned Business and Top 100 Small Business in Maryland in 2006, by DiversityBusiness.com;
- Named Employer of the Year for 2000, by Montgomery County Business & Professional Women.



Computer Frontiers, Inc.
President

Barbara Keating

5970 Frederick Crossing Lane
Frederick, Maryland 21704
301-601-0624
www.computer-frontiers.com

BUSINESS DESCRIPTION

Computer Frontiers, Inc. is a global technology services company, providing its customers with advanced infrastructure solutions, managed network services, support services, and government/regulatory consulting services.

Founded in 1996, Computer Frontiers, Inc. is a small, woman-owned, 8(a) business with a team of technical, sales, and management staff that supports its customers locally in the Baltimore Washington Corridor and throughout the globe via its African affiliate organizations.

BUSINESS SUCCESS AND CONTRIBUTIONS

I began my career in 1985, as a Peace Corps Volunteer, in the West African nation of Sierra Leone. My Peace Corp experience inspired me and codified my belief that aid delivered with a focus on trade had the greatest potential to spur significant human and economic growth in developing countries. As the Internet began to take hold, I saw its potential as a worldwide platform to further evolve my personal belief in trade focused aid, which lead me to establish Computer Frontiers, Inc. (CFI) in 1996.

As a business owner, my proudest moments are when my company in Uganda supports technical issues for customers in the United States, delivering superior, technically complex services with promptness, courtesy, and true professionalism.

It is wonderful for me to see that what we have built in Africa over the last several years is bearing fruit and has become a truly, world class operation. Our domestic team serving the Baltimore Washington corridor is steadily working to more fully leverage our African successes and I am looking forward to seeing our reputation as a valued technology partner with exemplary standards for service excellence further expand on a domestic level. Whether we are serving commercial or government constituents, our goal is always to provide service excellence that directly contributes to bottom line results that enable our customers to focus on what they do best, which is generating results for their business or organization.



All-Pro Placement Services, Inc.
President & Vice President

Nancy Kelbaugh & Jennifer Quinn

2065 York Road
Timonium, Maryland 21093
410-308-9050
www.allproplacement.com

BUSINESS DESCRIPTION

All-Pro Placement Service was founded in 2001 by a mother-in-law and daughter-in-law duo. At that time the two women recognized that their combined experience was an ideal fit for the staffing industry. Nancy Kelbaugh came to the table with over ten years experience as controller of a well-known staffing organization. Jennifer Quinn's extensive sales background and claims adjusting experience has proven to be a valuable asset to the success of the business. While our initial focus was strictly insurance, we now offer full service professional staffing to include, but not limited to, Administrative, Data Entry, Customer Service, Accounting/ Financial, IT, HealthCare and Executive positions.

BUSINESS SUCCESS AND CONTRIBUTIONS

My partner, and mother-in-law, Nancy Kelbaugh, and I started the business in March 2002. It was her initial decision to open the business. Nancy worked for the same man for 20 years and the last 12 as the Controller of his staffing firm, specializing in placing Insurance Adjusters. She felt strongly that she could run a leaner & cleaner operation and decided to go out on her own. I was an Insurance Adjuster at the time and had been attending night school to complete my Bachelor's Degree. I did not want to remain in the claims arena and was looking for a new opportunity. With my sales and Insurance background, we figured our skills would be a perfect match. It was a scary adventure because we started right after the 9/11 tragedy, when most business doors were closing. The first year was a definite challenge, but we did not give up and we persevered until we got our first job order and then our second. In 2004, the Baltimore Business Journal named us as the Third Fastest Privately Owned Firm.



OmniStudio, Inc.
President

Eileen Kessler

1140 19th St. NW #320
Washington DC 20036
202-464-3050
www.omnistudio.com

BUSINESS DESCRIPTION

OmniStudio Inc. has developed particular expertise in the service areas of: Integrated Marketing; Publication Design & Production; Interactive Design & Programming; Logos and Branding; and Event Marketing. Working collaboratively with our clients, we determine the appropriate strategy and marketing mix to achieve specific objectives.

BUSINESS SUCCESS AND CONTRIBUTIONS

I'm a native Washingtonian, born in the city, but I grew up in Maryland. The city instilled in me a sense of history, politics and activism. At the University of Maryland, I majored in English, worked on the Diamondback (75/76) and developed a love for print communications. I wanted to combine my love for publishing with the passion I felt for issues and activities that were in the forefront of change-such as civil rights, the environment, and the arts. I began my business with a \$300 deposit on a typesetting machine and grew the business from 3 people to 21 people and have expanded our services to include online and interactive services. My proudest accomplishment over the years is the impact I believe our business has had on issues and services that have changed society in a very positive way. We have been fortunate to collaborate with incredible leaders in organizations that really make a difference in people's lives. We have always strived to build partnerships with our clients.



Beacon Associates, Inc.
President

Carol Koffinke

900A South Main Street
Suite 102
Bel Air, Maryland 21014
410-638-7662
ckoffinke@beaconassociates.net

BUSINESS DESCRIPTION

Beacon Associates, Inc. is an 8(a) certified, woman owned, small business that partners with organizations to help them achieve their desired outcomes. Our philosophy is to approach all projects with a clear vision of the desired outcome and all services are designed with that goal in mind. The company is growing very rapidly, achieving an amazing average growth rate per month of 85% during its first year.

The heart of the company is the outstanding team of associates. These associates offer the level of expertise needed to achieve outstanding success for the businesses that partner with Beacon Associates. Some of those areas of expertise are in Management Support, Program Evaluation, Leadership Development, Organizational Management, Operational Support, Administrative Support, Technology Services, Performance Improvement to include Skill Gap Analysis and Training, and Logistics.

BUSINESS SUCCESS AND CONTRIBUTIONS

After experiencing multiple downsizing as a healthcare executive, Carol Koffinke decided to take charge of her destiny and form her own consulting firm. Since its inception, Beacon's revenue has grown an average of 144% per year while maintaining an outstanding customer service record for which the company received an award from Dun & Bradstreet. In 2007, Beacon acquired a small technology firm to increase its capacity and customer base without incurring any debt. Her proudest accomplishment, however, is the outstanding group of people who have joined the company. Believing that the best way to make a positive difference is by touching one person at a time, one of her dreams was to create a workplace where people could thrive, and as a result Beacon's culture reflects a high value on work life balance. Her overall retention rate of 96% validates that she is on the right tract.



APCO Worldwide
Founder, President & CEO

Margery Kraus

700 12th Street, N.W., Suite 800
Washington, D.C. 20005
202-778-1000
www.apcoworldwide.com

BUSINESS DESCRIPTION

APCO Worldwide is an independently owned, global communication consultancy with offices in major business and media capitals throughout the Americas, Europe, the Middle East, Africa and Asia. Clients include corporations, governments, industry associations and nonprofit organizations. Headquartered in Washington, D.C., APCO includes among its clients seven of the top 10 companies on Fortune's Global 500. Core services include business diplomacy; corporate, investor and internal communication; corporate responsibility; crisis management; issue management; government relations; litigation communication; media relations; coalition building; opinion research; market entry; and online communication.

BUSINESS SUCCESS AND CONTRIBUTIONS

In 1984, I founded APCO as part of a Washington, D.C., law firm, Arnold & Porter and was the only employee. Since then, the company grew organically into an international organization, encompassing over 550 employees and is now recognized as the fourth largest privately-owned communication and public affairs firms in the world.

To expand APCO internationally, we became part of Grey Global Group in 1991. However, the most impressive part of this story, and perhaps my proudest accomplishment as a business owner, came when I crafted and led a management buyout making APCO independent and defied the industry trend toward consolidation. This move paved the way for communication firms to follow a new model and advance the industry to a more strategic level.

By challenging industry standards, I have tried to move the company from old fashioned PR to a multi-pronged strategic consulting firm, meeting the needs of today's 24-hour news cycle and multiple constituencies. By managing the firm with one bottom line, client success, and avoiding silos often seen in other firms, we are able to achieve and surpass our clients' goals by helping them succeed in ways they didn't think possible.



OFX, Inc.
President

Chad Larkins

3150 Catrina Lane
Suite 100
Annapolis, Maryland 21403
410-268-0886
www.ofxconstructioncleaning.com

BUSINESS DESCRIPTION

A positive first impression will dramatically impact and improve the attitudes of new occupants. When we perform a construction cleaning, you get the perfect combination of professional quality and personal service. We strive to make your properties showplaces at which others will marvel.

BUSINESS SUCCESS AND CONTRIBUTIONS

At the age of 12, I started cutting lawns for money in my neighborhood of Tantallon. I would ride my bike and pull the lawnmower behind me. I continued this until the age of 16 because now I could put the lawnmower in the trunk of a car that I saved up to buy. At the age of 18, I started a landscaping maintenance company. At the age of 25, I expanded my landscaping maintenance company into a design/build commercial landscaping company. A lot of my clients were construction companies. At the age of 29, I sold my commercial landscaping construction company with all of the equipment and vehicles and started a commercial construction final cleaning company. Our construction projects average 150,000 square feet per job. My proudest accomplishment as a business owner has been teaching people how to start their own business. I help them understand the importance of a business license, marketing, accounting, insurance, and the fun of owning a business.



AQUAS, Inc.
President

Carmen Ortiz Larsen

4833 Rugby Avenue, Suite 500
Bethesda, Maryland 20814
301-654-4000
www.aquasinc.com

BUSINESS DESCRIPTION

AQUAS, Incorporated is a minority, woman-owned small business that offers information engineering and technology integration to private and public sectors. Originally established in 1979, AQUAS, Inc. became a Delaware corporation in 1990.

BUSINESS SUCCESS AND CONTRIBUTIONS

AQUAS Inc. leverages technology to make it easier for public and private organizations to achieve their goals. Organizations have been handicapped by high cost information technology services and solutions that fail to take into account practical and integrated information systems designs. AQUAS seeks to create information systems responsive to business needs, using computer technology to build simple solutions to complex problems. Being an entrepreneur allowed me to create an organization where information systems engineers appreciate business needs and convey technical information using non technical language. I hire, train, and work with information technology staff that understands the importance of effective communication and customer involvement in the design of streamlined solutions. As a business owner, I am most proud to make a difference in the way that folks do business, and improve their ability to create quality products while being of service to their communities.



Vyalex Management Solutions, Inc.
President/CEO

Alland Leandre

9520 Berger Road
Suite 311/312
Columbia, Maryland 21046-1513
410-715-4494
www.vyalex.com

BUSINESS DESCRIPTION

Vyalex Management Solutions, Inc. crafts innovative solutions to the complex business problems faced by government and private organizations using state-of-the-art management solutions, cutting-edge technology, and exceptionally talented personnel.

BUSINESS SUCCESS AND CONTRIBUTIONS

When I created Vyalex five years ago, I began to realize my childhood dream of becoming an entrepreneur and leading a top flight avionics engineering and information technology firm participating in the Naval Aviation Enterprise. The road to this goal led me from the tropics of my native Haiti to Washington, D.C. and eventually to Howard County, Maryland where Vyalex, Inc. was born and is headquartered.

My greatest accomplishment has been building something of significance that is different in the marketplace, where people come, contribute and enjoy what they are doing. I wanted to build a company that would surpass those I had observed at work and in business school. I knew Vyalex's methods of creating, building and leading would provide the kind of solutions required to succeed and "deliver excellence" in the 21st century global economy. I am proud to see the fruits of my labor together with my best friend from childhood who has helped me build this team and technology company. I am also very grateful to my family, which continues to be the wind beneath my wings helping me to accomplish the tasks God has set for me.



Mortgage Associates, Inc.
President

Sara Lenes

10320 Little Patuxent Parkway
Suite 808
Columbia, Maryland 21044
410-772-0001
sara@mtgassoc.com

BUSINESS DESCRIPTION

Mortgage Associates, Inc. provides comprehensive mortgage services - from mortgage processing and underwriting to loan closing and funding. Our mortgage experts are proficient with every imaginable loan product in the marketplace, but our focus is not on selling loans, it's on helping our customers make the best financial decisions for their families' futures.

BUSINESS SUCCESS AND CONTRIBUTIONS

Lots of mortgage companies have come and gone in the 13 years since Mortgage Associates was founded, but our company has thrived, and I take great pride in that. Customer service has been reduced to a cliché these days, but we realized early in the business that our customers were everything. We would rather make a little money on someone's loan and have a happy long-term client, than make big commissions and have to constantly search for new business. Now almost all of our business comes from repeat clients and referrals. I was bitten by the entrepreneurial bug while in graduate school and I've never looked back, starting and building several businesses along the way. But I'm most proud of the balance I've been able to achieve while raising two wonderful sons, actively contributing to my community, and growing this business to include a couple dozen mortgage experts. My latest passion, Ladies Lending, is a great complement to the services offered by Mortgage Associates. The new service focuses exclusively on women who need a trusted advisor to guide them through the mortgage process, whether they are single or privately considering divorce and all of its complicated ramifications.



ITTECOM, Inc.
President & CEO

Martin Ma

8070 Georgia Avenue

SSIC 201

Silver Spring, Maryland 20910

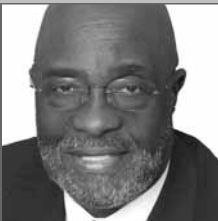
www.ittecom.net

BUSINESS DESCRIPTION

InfoTech & Telecom Engineering Institute (ITTECOM), Inc. is a SBA certified 8 (A) and SDB Company, and Women/ Minority Owned small business operating in a Hub Zone. ITTECOM was built around a core business philosophy of "Integrity, Honor and Ethics." We provide our customers with comfort levels, professionalism and project/task satisfaction that far exceeds what has become the norm in today's business world. ITTECOM has built a reputation for high quality and cost effectiveness through paying attention to the aspirations of our clients. We are dedicated to the philosophy that no matter the size or dollar value of the project, the quality of our service and products delivered are unmatched.

BUSINESS SUCCESS AND CONTRIBUTIONS

ITTECOM, founded in 1997 provides cutting-edge technology with the best value and solution and state-of-the-art IT commodities for Federal, State/Local Government Agencies, as well as commercial sector in last 10 years. In 2005, ITTECOM was awarded as IT Professional Service Corporation for Federal, State and Local Government by US GSA. As part of the contract award process to be placed on GSA Schedule-70, Dunn and Bradstreet reviewed ITTECOM's contract performance over the past five years and issued ITTECOM a composite score of 96 out of a possible 100 points. This score was based on responses from all of ITTECOM's past and present clients.



JHM Research & Development, Inc.
President & CEO

John H. Macklin

1110 Bonifant Street

Suite 500

Silver Spring, Maryland 20910

BUSINESS DESCRIPTION

JHM Research & Development, Inc. (JHM) is a company that provides high quality, cost effective, and innovative facilities management, records management, and document conversion. We provide information technology services to federal, state, and local governments, private industry, non-profit agencies and public organizations. We also supply our clients with cutting-edge solutions that address the many issues that are brought to an ever-changing marketplace. Our goal is to satisfy each and every customer through prompt delivery of products and services that meet all of our client requirements.

BUSINESS SUCCESS AND CONTRIBUTIONS

Being able to sustain a business for more than twenty years is truly a blessing. My greatest accomplishments has been graduating from the *Small Business 8(a) Program* and continuing to stay in business for more than ten years.



Mahan Rykiel Associates Inc.
President

Catherine Mahan

800 Wyman Park Drive, Ste 100

Baltimore, Maryland 21211

410-235-6001

www.mahanrykiel.com

BUSINESS DESCRIPTION

Mahan Rykiel Associates is a landscape architectural, urban design and planning firm with an international portfolio. Our portfolio includes hospitality, retail, academic, transportation, planning, senior living, parks and residential projects. In 1983, I founded my own woman-owned business because I had two small children and wanted to have more flexibility to balance my work with my family. I felt strongly that I wanted to continue my design career. There were not many design firms who were accommodating to working mothers, so I created my own firm. Now, we have 42 employees, and we try to provide flexibility for parents and staff with family issues.

BUSINESS SUCCESS AND CONTRIBUTIONS

My proudest accomplishment is my mentoring of young landscape architects. I enjoy teaching what I have learned and helping students determine a career path. I have taught at Morgan State University and lectured at the University of Maryland to the landscape architecture students. It is very satisfying to pass on the knowledge I have gained and to encourage the next generation of landscape architects. I have also had the opportunity through volunteering at the national level of ASLA (American Society of Landscape Architects) to visit landscape architecture programs around the country as part of the accreditation process. I continue to serve on the National Landscape Architecture Accreditation Board.



Eco-Battery, Inc.
VP Marketing/Owner

Jacqueline Y. Martin

798 Cromwell Park Drive

STE J&K

Glen Burnie, Maryland 21061

888-768-2004

www.eco-batteryinc.com

BUSINESS DESCRIPTION

Electrical - emergency power supplier of battery products and services to companies such as BG&E and Mass Transit Administration.

BUSINESS SUCCESS AND CONTRIBUTIONS

The partners of Eco-Battery became entrepreneurs because we each wanted to improve our quality of life. We wanted to have the time to spend with our families, to provide help to our communities and ensure that we contributed to leaving the earth a little cleaner for humanity by recycling batteries. The employees and partners of Eco-Battery take pride in giving back to the community by employing individuals who may not otherwise get a second chance. We help people win in life by showing them that they 'can' win by providing exceptional quality products and customer service. We are honored to provide battery products and services to BG&E that help to power the state of Maryland.



LeapFrog Solutions, Inc.
President and CEO

Lisa Martin

10467 White Granite Drive
Suite 100
Oakton, Virginia 22124
703-273-7900
www.Leapfrogjit.com

BUSINESS DESCRIPTION

LeapFrog Solutions' mission is to Make Your Message Matter®. It's the way you connect with your external and internal audiences, informing them, shaping their perceptions, and influencing their behavior. Your message is just one of thousands. We help your audience hear you above all the noise.

BUSINESS SUCCESS AND CONTRIBUTIONS

With more than 20 years of experience in the field of marketing communications, my business LeapFrog Solutions, Inc. (LFS) is now celebrating its 11th year. Since our inception, we are consistently recognized for our work in marketing, public relations, Web site design and development, graphic print design, and multimedia presentations. In true entrepreneurial spirit, I started LFS out of my basement in 1996-growing my business to 15 employees with expected 2007 revenues of close to \$3.0 million. When starting LFS, I saw a need for an agency that gets back to the basics of personalized customer service - the cornerstone of my business. My clients keep me energized as I strive to develop sound, yet innovative solutions to meet their unique needs.

While extremely proud of my staff and the growth of the business, I never lose sight of the community that helped launch and now sustains LFS. Not only do I sit on several Boards, but I encourage my employees to support community causes.



Project Enhancement Corporation
President

Ricardo Martinez

20300 Century Boulevard, Suite 175
Germantown, Maryland 20874
240-686-3059
www.projectenhancement.com

BUSINESS DESCRIPTION

Project Enhancement Corporation (PEC) provides specialized technical consulting services and solutions for project and engineering managers. Its focus has been in nuclear materials and facilities disposition, industrial hygiene, and quality assurance for the Government and commercial power industry. PEC has become known for excellence in strategic planning, nuclear materials management and facility stabilization, and management support to deactivation and decommissioning, as well as national security program initiatives.

BUSINESS SUCCESS AND CONTRIBUTIONS

I spent the early part of my life living below the poverty line in San Juan, Puerto Rico. My father had a third grade education and joined the Army to make a better life for his wife and four kids. My mother insisted we learn English and excel in school. The result was three engineers and one lawyer.

Along with my interest in engineering, I found a passion for project management. The Federal Government afforded me many opportunities to grow my abilities. Seeing business from the client perspective, I gained tremendous respect for those who provided technical services. It's one thing to review work and other to do it. Watching a baseball game doesn't make one an all-star.

I learned much about business through the government and my short stint with a small company. With the unwavering support of my wife, I had confidence to start Project Enhancement Corporation. Since then we've been honored to be among the 100 fastest growing and 500 largest Hispanic-owned businesses in the nation.

My greatest source of pride at PEC is witnessing our people overcome great obstacles. They make PEC the vibrant company it is today. They give me great hope for the future.



Bean Creative, Inc.
President

Layla Masri

2213 Mount Vernon Avenue

Alexandria, Virginia 22301

703-684-5945

www.beancreative.com

BUSINESS DESCRIPTION

Bean Creative is a woman-owned company, founded in 1997, and based in Alexandria, Virginia. The principals, Layla Masri and Keith Soares, worked together in advertising as a copywriting/graphic design team before jumping onto the web expand into a dynamic world for their design, tech and promotional skills.

BUSINESS SUCCESS AND CONTRIBUTIONS

I started Bean Creative, a web development studio, with my husband, Keith Soares. We had nothing more than big dreams, a modem and an old computer. I became an entrepreneur because ten years ago there weren't many web experts, but I knew that the web was a place where innovative ideas and creative visions could come to life. When we first started, I had to explain what the web was; today's challenge is to help clients understand the amazing technology uses available now and in the future. As a business owner and parent, my proudest accomplishment is the incredible roster of educational sites we have created for clients like Maryland Public Television, National Geographic and the Discovery Channel. It is so gratifying to know that at the end of day you have helped children learn to read, understand the importance of the Underground Railroad or how to conserve and protect the Chesapeake Bay.



McKissack & McKissack of Washington, Inc.
President & CEO

Deryl McKissack, PE, PMP

111 South Calvert Street

Suite 2700

Baltimore, Maryland 21202

410-385-5622

www.mckissackdc.com

BUSINESS DESCRIPTION

McKissack & McKissack is a woman/minority-owned, full service architecture, environmental engineering and program management firm founded by Deryl McKissack, PE, PMP in 1990. Today it comprises over 140 professionals in four offices: Washington, DC, Chicago, Miami and Baltimore. McKissack & McKissack is ranked by Engineering News Record as one of the top Construction Management firms in the United States and as one of the top 25 Architectural firms in the Washington, DC area by the Washington Business Journal.

BUSINESS SUCCESS AND CONTRIBUTIONS

I am the fifth generation of my family to work in the construction environment. Starting with my great-great grandfather, who was a slave and learned the construction trade, I have been privileged to have great role models. My unbelievably strong mother told me often, "if we believe it, we can achieve it and, by the way, being a woman is a plus." Leadership means having passion about what you do or the goals you set-and never giving up. I started my business in 1990 with \$1000, a business plan and a lot of passion. I was determined, working 80 hour weeks relentlessly. Yes, there were hard times, but I could not quit because my passion was so strong. Out of every challenge comes opportunity! The persistence, perseverance and passion I have spent building McKissack & McKissack makes this my proudest accomplishment. Today, the firm manages \$11 billion in construction nationwide.



McMillon Communications, Inc.
President & CEO

Doris E. McMillon

12902 Argyle Circle

Fort Washington, Maryland 20744

301-292-9141

www.mcmilloncommunications.com

BUSINESS DESCRIPTION

From broadcast to internet and desktop distribution, McMillon Communications, Inc. specializes in the design, creation, and production of live-action video, animation, graphics and multimedia to satisfy a variety of program requirements. We work with you to define communication objectives, establish project parameters, select the best creative treatment and then concentrate on making your production the best it can be.

BUSINESS SUCCESS AND CONTRIBUTIONS

Excellence has always been the word associated with McMillon Communications. Since the inception of the company in 1986, the gifts and talents given to me by the Lord have been used to serve my clients. I went into business by 'accident' when I lost my job as a News Anchor. When I couldn't find another anchor job, I started my own company.

My proudest accomplishment as a business owner has been to provide excellent service to my clients who return often and refer me to other companies. When a client tells me they have been helped tremendously by the service that's been provided, I consider that a major accomplishment!



Whats Up? Inc.
Publisher / President

Veronica Meneely

929 West Street

Suite 208A

Annapolis, Maryland 21401

410-280-3869

www.whatsupmag.com

BUSINESS DESCRIPTION

Publishing company producing two magazines with a total circulation of 100,000 monthly, three additional annual publications, web site, and custom publishing.

BUSINESS SUCCESS AND CONTRIBUTIONS

I started What's Up? Inc. in 1997 to be a resource that would inform and foster a connection within the greater Annapolis (and now Eastern Shore) region. In addition to publishing magazines, we also produce five large citywide events and started The Annapolis Supper Club. At present, we are supporting 26 families partially or completely, providing insurance and retirement and giving employees the security of a long term job with unlimited growth potential. Giving back to the community is very important and we prove that by giving (on average) 20% of our profits (not including 'in kind') to non-profits. When I started What's Up? I had no idea of the amazing persistence and dogged determination needed or the humility and appreciation of others I would learn. I believe that we can all accomplish our goals.



J.T. Mitchell, LLC
Owner

Joyce T. Mitchell, Esq.

6306 Wallis Avenue

Baltimore, Maryland 21215

410-585-1688

BUSINESS DESCRIPTION

Assist minority group home providers to achieve fiscally solvent programs through human services and professional services.

BUSINESS SUCCESS AND CONTRIBUTIONS

After having served as a judicial officer in the Juvenile Court of Baltimore City for over twelve years, I thought I could improve the lives of indigent children and families by serving as an administrator of a human services agency. The Governor appointed me as the acting and deputy executive director of such an agency. I brought cultural sensitivity to all our deliberations whether they were procurement or policy issues. I refused to sign off on contracts unless it could be demonstrated that minorities were included in the search for a contractor.

I encouraged my staff to encourage and assist minority group home providers to succeed and expand their programs--particularly since over eighty percent of the children in these programs were African Americans. I insisted that certain human services contracts had cultural sensitivity requirements. For nearly nine years, I have assisted minority group home providers to operate fiscally solvent programs.



FreyerMartin
President

Carla Morelli

438 N. Frederick Avenue
Suite 325
Gaithersburg, Maryland 20877
240-631-7997
www.freyermartin.com

BUSINESS DESCRIPTION
Personal bill-paying industry and financial services.

BUSINESS SUCCESS AND CONTRIBUTIONS

I was sorely disappointed by my employers early in my career. Maybe I was too young to understand, but it always seemed like I was giving 110% while the company rarely gave more than 60% or 80% in return. Life as an employee ended the day I realized I had been placed on consulting projects that came from job posting boards I was reading myself. Expecting more from an employer than the ability to read 'help wanted' ads, I went independent and never looked back. When I formed FreyerMartin, employees were essential to the plan. I was terrified; I feared creating the same machine that had let me down. The light came on when I realized that this time, I could choose how the company behaved. I decided that FreyerMartin would become not only the bar by which competitors would be judged, but also THE place to work - in our industry and beyond.



Business Health Services
President & CEO

Dawn Motovidlak

711 West 40th Street
Suite 207
Baltimore, Maryland 21211
800-765-3277
www.BHSSolutions.com

BUSINESS DESCRIPTION
Personal bill-paying industry and financial services.

BUSINESS SUCCESS AND CONTRIBUTIONS

I purchased Janus Associates in 1998. At the time, Janus provided subcontractual workplace services nationwide. I envisioned a different path and was passionate about the company's potential. I'd never owned a company before, but was excited at the challenge of growing a business; I was 27. With the goal of delivering services directly, I began marketing Janus throughout the Mid-Atlantic. In 2001, an opportunity arose to purchase a local competitor, Business Health Services (BHS).

Several vendors competed for the purchase of BHS. Because Janus' service philosophy was so similar, Janus was awarded BHS' full book of business. During the transition, not one client was lost. I grew the organization over 600% over the next five years, earning contracts with companies like MedStar Health, JetBlue Airways, and the Baltimore Ravens. In 2006, I purchased PRIME, Inc. Again, BHS was selected because of our obvious commitment to excellence.



LifeTime Events, Inc.
President and CEO

M. Jeannelle Muhammad

5744-A Industry Lane

Frederick, Maryland

301-694-8283

www.lifetime-events.com

BUSINESS DESCRIPTION

LifeTime Events, Inc. is an internationally renowned, full-service event consulting and management firm. We are a one-stop shop providing individuals with professional event design, photography, entertainment, floral design and décor, cakes, limousine service, prompt event consultants, exceptional expertise and unique creativity within financially diverse communities.

BUSINESS SUCCESS AND CONTRIBUTIONS

For as long as I can remember, I have desired to own and operate a profitable business. I took my first business class in high school, but during college, life took over. My parents could no longer afford my education, but I kept the entrepreneurial spirit. I became a supervisor in the marketing department for a major furniture company. Each holiday, I threw elaborate departmental parties. I became the company event planner and found my niche.

I was determined to overcome any obstacles that attempted to deter me from my goal. I worked diligently for my "real job" and the moment I was off the clock, I worked on my business plan and networking. Though I had been in business for 3 years, in 2005, I was afforded the opportunity to develop my business through a DLLR program offered through the Women Entrepreneurs of Baltimore.

For more than 15 years I have been designing spectacular events. As a graduate of Wedding Careers Institute and a designation of Professional Bridal Consultant™ from the Association of Bridal Consultants.

My team and I have worked internationally and produced events nationwide. We were selected by our peers for a "2006 Table Top Design" award for the Maryland Chapter of ABC, and voted, "The Knot Best of Weddings 2007 Pick".

As President and CEO of LifeTime Events, Inc., my events have been featured on Channel 4 News, in The Knot Wedding Pages, Premier Bride, Frederick News Post, ABC Dialogue, and Washington Post Magazine. I have been seen on "In Good Company" heard on WEAA 88.9, and quoted in the Baltimore Business Journal, Brief Case Magazine, Gaithersburg Gazette and many other local and national publications.



Colossal Contractors, Inc.
President

Juan R. Navarro

15456 Old Columbia Pike

Burtonsville, Maryland 20866

301-476-9060

www.colossalcontractors.com

BUSINESS DESCRIPTION

Colossal Contractors, Inc. is a minority-owned company, based in Burtonsville, MD, specializing in the painting, carpentry, masonry and mechanical fields. The company was founded and incorporated in the State of Maryland by its current principals in May 2000.

BUSINESS SUCCESS AND CONTRIBUTIONS

Colossal Contractors, Inc. began its operations catering to the residential market, and eventually securing larger complex projects from commercial to government markets. In 2003 the company was certified by the MDOT as MBE and the same year became a participant in the 8 (A) program with the SBA.

There have been accomplishments that have made our company proud such as working at the White House, Frederick Douglass House and other governmental landmark buildings. Yet, we believe that the proudest accomplishment lay in the fact that Colossal Contractors, Inc. is able to provide for our employees and their families in pursuit of a better future.



Chyke Maurice & Associates, Inc.
President

Dr. Maurice C. Ngwaba

902 W. Main Street
Salisbury, Maryland 21801
410-742-3996
www.chykearchitects.com

BUSINESS DESCRIPTION

Chyke Maurice & Associates, Inc. is an Architecture, Planning, and Project Management firm dedicated to providing aesthetic, durable, and cost effective service to our clients on time. Founded in 1994, Chyke Maurice & Associates, Inc. exists to provide an effective organizational leadership in the area of infrastructure planning, design, construction, budgeting, technology, project and facility management in a dynamic environment.

BUSINESS SUCCESS AND CONTRIBUTIONS

Dr. Maurice Ngwaba dreamed of owning a firm after brief internships with mentors Felton Moreland Collier, AIA firm in Birmingham, AL. and George Hunter II, AIA the first black architect in the State of Alabama. Dr. Ngwaba believes that owning an architectural firm will enable him to touch and inspire the lives of people through the improvement and building of their environment with dedication to community empowerment. Dr. Ngwaba considers his proudest achievement to be whenever he senses pride and satisfaction on the faces of clients and others whose lives may have been touched positively through his actions.



Olshesky Design Group, LLC
President

Janice Olshesky, AIA, LEED AP

814 King Street
Suite 302
Alexandria, Virginia 22314
703-548-0179
www.odesigngroup.com

BUSINESS DESCRIPTION

Founded in 2000, Olshesky Design Group LLC provides architecture for new construction and renovation work for a wide variety of project types. We are a Women's Business Enterprise (WBE), a Local Disadvantaged Business Enterprise (LDBE) and a SDB 8(a).

BUSINESS SUCCESS AND CONTRIBUTIONS

I became an entrepreneur primarily to focus the business on Sustainable Design projects and to do more design work. Since we started, almost all of our projects have been involved in Sustainable Design projects--this includes Geothermal Heat well design with a ROI of seven years, solar panels that generate electricity, a cistern that collects water and reuses it for greywater systems and stormwater and buffer mitigation. We are LEED certified.



Total Engineering Incorporated
President

Pablo Osorio

8240 Professional Place
Suite 205
Landover, Maryland 20785
301-459-7484

BUSINESS DESCRIPTION

TOTAL ENGINEERING, INC. is a heavy construction contractor specializing in excavation and large diameter pipe utilities. Our strength lies in our performance and our knowledge that helps our customers exceed their goals.

BUSINESS SUCCESS AND CONTRIBUTIONS

I founded Total Engineering with a vision of superior service. I took it as a challenge to exceed what was known as the traditional client-customer relationship in the construction industry. We work smart to stay ahead of the fast changing environment of our field and maintain a strong commitment to continually improve while utilizing the latest technology and most cost efficient service to our customers.

I feel extremely fortunate and proud in 2007 to have been included in the list of the Top 500 Hispanic owned companies in United States, one of the 100 fastest-growing business by the *Hispanic Business* magazine; and one of Maryland's Top 100 Minority Business Enterprises. All these are great accomplishments. However, I realize that these recognitions are more than praise, they represent a larger commitment to our continued effort.

Although, we have accomplished a great deal, I am looking forward to the road ahead hoping that the biggest accomplishments are still to come.



Integrity Title & Escrow Company
President

Shina Parker

25 Hooks Lane, Suite 310
Baltimore, Maryland 21208
410-486-1600
www.integritytitlellc.com

BUSINESS DESCRIPTION

Integrity Title & Escrow Company is a full service real estate firm which offers a unified package of title services, including title examination, issuance of title insurance, commercial and residential settlements and tax deferred exchanges.

BUSINESS SUCCESS AND CONTRIBUTIONS

On the basis of my success and contributions, Integrity Title has been recognized as one of Baltimore's top 25 title companies for the last eight years and is the number one minority title company in the State of Maryland. We opened our second office in Prince George's County two years ago. I believe in giving back to the community and demonstrate this by hiring disadvantage youth to work for my firm where I have the opportunity to mentor, train and develop these young people for their future. I am also the host of a successful radio show called *Real Talk with Shina Parker* where I educate the community about real estate, finances, health and wealth.



Pragmatic Solutions, Inc.
President

Shanta Patel

7617 Little River Turnpike
Suite 450
Annandale, Virginia 22003
703-750-2330
www.pragmaticinc.net

BUSINESS DESCRIPTION

Since PSI opened its doors in 1997, it has built a business focused on matching clients and professionals and delivering quality staffing and business solutions at reasonable rates. PSI has become a full-service firm employing scores of full- and part-time consultants in several companies and for very diverse projects and initiatives.

BUSINESS SUCCESS AND CONTRIBUTIONS

Basically, what for me was primarily a life style change to get more of a work-life balance has mushroomed over the years into a multi-million dollar company that has in a lot of ways been a trail blazer for other women and minorities. Pragmatic Solutions, Inc. matches successful companies with experienced professionals in the areas of business, finance, accounting and technology. The company has embraced a three part business model that covers staff augmentation, full time permanent placements and a consulting practice. Pragmatic Solutions, Inc. has consistently provided quality personnel at highly competitive rates. The company's service philosophy is reflected in its persistent and "not in your face" marketing approach and responsiveness to client needs. It is this tenacity that has contributed to the company growing from a one person entity to a core average of 40+ employees/consultants over the past several years.



E-Rate Elite Services, Inc.
CEO

Garnet E. Person

300 Red Brook Blvd
Suite 202
Owings Mills, Maryland 21117
410-581-1209
www.erateelite.com

BUSINESS DESCRIPTION

E-Rate Elite Services, Inc. (EES) is a management firm that specializes in meeting the needs of applicants seeking E-Rate funding. We provide our clients with an "E-Rate Department" placing expert with staff and resources at their disposal. EES represents public/private schools and libraries interests nationwide who understand that maximizing their E-Rate benefits returns will help with the reallocation of discretionary funds into their budget. EES services and expertise are unparalleled, which has made them the top E-Rate management firm in the nation. Why not have a professional represent your interest when applying for federal funding via E-Rate?

BUSINESS SUCCESS AND CONTRIBUTIONS

After climbing the ranks from temp to regional Manager at the National Exchange Carrier Association, Garnet decided it was time to take the lead of his own future. Garnet strongly believes there is no greater privilege than to be responsible for your own destiny. He opened E-Rate Elite Services, Inc. in March of 2001 to educate schools and libraries to take advantage of the Universal Service Fund, commonly known as "E-Rate." The E-Rate grant is \$2.25 billion fund for U.S. schools and libraries. Garnet understood why many of the neediest schools were losing funding and wanted to make a difference. He had the resources and influence necessary to make a change--a platform rarely afforded to most young entrepreneurs. EES recently assisted Washington DC Public Schools in obtaining nearly \$20 million in E-Rate funding alone. Longevity and continual growth is one of Garnet's proudest accomplishments as a business owner.



Human Resource Options
President/Owner

Mary Kay Peyton

P. O. Box 1774

Waldorf, Maryland 20604

410-913-5693

www.hroption@comcast.net

BUSINESS DESCRIPTION

Human Resource Options provides quality temporary staffing services in the Baltimore/Washington metropolitan area and beyond. The company focuses on specialized event staffing to include Benefit Open Enrollments, Health & Wellness Fairs, Marketing, and Promotional events. Although the company specializes in these events, all types of staffing services are available. Our staff is experienced and well trained with a variety of backgrounds including Human Resources, Marketing, and Business.

BUSINESS SUCCESS AND CONTRIBUTIONS

In 2000, I was laid off from a major corporation due to downsizing. I was shocked to have this happen as I was up for a promotion. At the time, I was also attending graduate school part-time. I received a wonderful severance package which included tuition assistance and financial assistance to start a business. After my initial shock wore off, I decided to take advantage of the situation. First, I increased my school schedule to full-time in order to complete my degree earlier. While I was in school, I also began working part-time as temporary staff at Health Benefit Fairs. I continued to do this throughout graduate school. I also began assisting companies in recruiting temporary staff for fairs. As I became more involved in this, I saw the need for this specialized temporary staffing.

I had always wanted to start my own business. Since I had been laid off, there was no better time to do this. Again, I decided to take advantage of the situation and start my own temporary staffing company with a special emphasis on fair and event staffing. In September, 2001, I started my company, Human Resource Options. My proudest accomplishment is that I started this company on my own. I turned my job loss from a bad situation into something very positive.



Alice G. Pinderhughes, P.A.
Pinderhughes Title, Inc.
President

Alice G. Pinderhughes

201 North Charles Street

Suite 1600

Baltimore, Maryland 21201

410-625-0100

alice@pinderhughes.com

BUSINESS DESCRIPTION

Alice G. Pinderhughes, P.A. provides a wide range of services including but not limited to personal injury, civil litigation, business, employment, corporate, ecclesiastical, estate, and workers compensation law. Alice G. Pinderhughes has been licensed to practice law in the State of Maryland for over 30 years and in the District of Columbia for over 27 years. She is also certified to practice before the Supreme Court of the United States, and has argued extensively before the Fourth Circuit Court of the United States, the United States District Court, and Maryland State Appellate Courts.

Pinderhughes Title, Inc. performs commercial and residential settlements, provides title searches, title examinations, obtains and reviews surveys, drafts loan documents and issues title insurance through Chicago Title. In the years that Pinderhughes Title, Inc. has been in business, it has conducted in excess of 4,000 residential and commercial settlements. Pinderhughes Title, Inc. utilizes several consultants and has an independent contractual relationship with these abstractors to perform title searches which carry errors and omissions insurance policies.

BUSINESS SUCCESS AND CONTRIBUTIONS

On or around May 8, 1985, I decided to embark upon the adventure of my lifetime-starting my own law firm. At the time I made this decision I was working in a major law firm where I was a true minority: the only woman, African American and Christian attorney. The decision was based upon my dream to someday to establish my own law firm and control my destiny. In November of 1985, Alice G. Pinderhughes, P.A. became incorporated in the State of Maryland, and on or around about October of 1996, Pinderhughes Title, Inc. became incorporated as a minority title company providing commercial and residential settlements.

My law practice is diversified and includes representation of numerous churches, corporations, and individuals on business, civil, and other issues. My proudest moments involve a church case in the Circuit Court of Baltimore County that involved a diversified congregation with respect to age and income that wanted to have a pastor removed that had caused problems in the church. Winning the case and seeing the satisfaction of the elderly members has brought me great satisfaction. On another note I was also proud when I conducted million dollar commercial settlements for minority owned businesses through my title company. My greatest accomplishment as an entrepreneur was establishing Alice G. Pinderhughes, P.A. and Pinderhughes Title, Inc. I look forward to continuing their legacies of excellence for years to come.



Portnoy Levine Design Associates
Principal

Barbara Portnoy

519 North Charles Street
Suite 200
Baltimore, Maryland 21201
410-234-8998
www.portnoylevine.com

BUSINESS DESCRIPTION

Portnoy Levine Design Associates, Inc. was established in 1998 as a full service space planning/interior design firm and is a certified WBE. Every square foot counts in today's fast-paced business environments. Flexibility to reconfigure team scenarios and adapt new technologies requires rapid response and cost-effective action. Portnoy Levine Design Associates has built its reputation on creative solutions that reflect the business objectives of the firm's public and private sector clientele.

BUSINESS SUCCESS AND CONTRIBUTIONS

After spending twenty years learning my craft as an employee, I wanted a chance to reflect my own values in client project selection and management. Little did I know how much recruiting and selecting our staff was going to affect our abilities in that realm! Along with my transition from employee to employer came the new role of mentor and the commitment to help each staff member reach his or her full potential in the context of our values-based business objectives.

Today, we have a talented staff of architects and designers who take our client's needs seriously. Keeping the staff environment professional and friendly, while striving for accuracy and creativity, takes hard work.

Team building activities, making senior staff members accessible to the junior staff and the periodic use of consultants have created a successful formula for us. Client retention has been good as we reflect on our ninth anniversary.



Encore Solutions, Inc.
President & CEO

Nicole Priester

1700 Rockville Pike
Suite 400
Rockville, Maryland 20852
301-998-6191
www.encore-solu.com

BUSINESS DESCRIPTION

Encore Solutions, Inc. (ESI) is a small, woman-owned minority business providing professional engineering, program management, and administrative services to government agencies and commercial enterprises.

BUSINESS SUCCESS AND CONTRIBUTIONS

Six years ago, I started ESI with the goal to become a leading provider of workplace solutions for government agencies and commercial enterprises on a local, regional and national basis. ESI was launched as a one-woman shop with a single, small contract. I kept the company afloat by providing professional services coupled with great customer service. ESI evolved from a loosely organized company with almost zero revenue into a company that now has a solid infrastructure with five employees and over half a million dollars in revenue. My proudest accomplishments are becoming a prime contractor in all seven zones on the Department of the Navy's Seaport-e contract, and my selection as one of five African-American business owners to participate in a business and cultural exchange program.



G.S. Proctor & Associates, Inc.
CEO/President

Gregory Stephen Proctor, Jr.

14408 Old Mill Rd.
Upper Marlboro Maryland 20772
301-952-8885
www.gsproctor.com

BUSINESS DESCRIPTION

The mission of G.S. Proctor & Associates, Inc. is to provide our Federal, State, County, and Municipal clients with the most effective and administrative lobbying representation and advocacy services as determined by their respective interests and endeavors. Our combined experience of more than forty-five years plus strong relationships and a team approach enable us to work successfully on your behalf.

Founded nearly 12 years ago by Gregory Steve Proctor, President/CEO, G.S. Proctor & Associates, Inc. is headquartered in Prince George's County, MD.

BUSINESS SUCCESS AND CONTRIBUTIONS

Why I chose the career path of an entrepreneur - You have to envision the desired end result and then work from the beginning with the mindset that there are so many diverse possibilities. When you are able to predict, you are better able to prepare for scenarios. Being an entrepreneur allows me to not have to be a passenger, but a driver. Through my entrepreneurial spirit, I am able to not only create a life for my personal best, but through my family and business practices, I try to help create a life that is great for those around me. I wanted to serve the community where I lived and had to start with my own house. With the blessings of a strong family unity, I was able to see that as long as I remained honest and true to myself, I could foster a career for myself that would be fruitful, give back to the community and allow me to strive for excellence everyday. My proudest accomplishment as a business owner was winning the position of top minority money earning lobbyist in the State of Maryland.



**Business Integra Inc.
President & CEO**

Prathiba Ramadoss

7221 Hanover Parkway, Suite "B"

Greenbelt, Maryland-20770

301-474-9600

www.BusinessIntegra.com

BUSINESS DESCRIPTION

Business Integra Inc (BI) is a Woman & Minority (Asian) owned, small business company that was incorporated in 2001 in Minnesota. BI made the list for INC 500's fastest growing company of America, 2007.

BI excels in providing end-to-end technology solutions to various industries in key Information Technology and Engineering areas. BI has offices in Greenbelt, MD; Woodbury, MN; Dallas, TX and partner offices in Chennai & Hyderabad, India.

BUSINESS SUCCESS AND CONTRIBUTIONS

My father owns a successful small engineering company in India. With my family business background, I always wanted to be an entrepreneur. After the birth of my son, my husband, Selva and I started Business Integra Inc. in 2001.

Although I majored in Zoology, Business Integra focused on IT right from its inception. Selva had been an IT consultant since he completed his Masters in Computer Applications. In 2002, Business Integra moved its headquarters from Minneapolis to the Capital Region in order to take advantage of the tremendous IT opportunities available in the Washington DC area.

It was tough in the initial stages particularly since I was new to America. With the mentoring from my husband, I have been able to master the intricacies of IT business and make our company grow.

Business Integra has grown from a garage operation to a multi-million dollar company by providing low cost, high quality, timely service to our customers. BI hopes to maintain its growth rate and profits by shifting to the next level in the value chain (i.e. extending our projects to the commercial sector as well as the government.). With the induction of Dr. Jagan Parthasarathy on our board, Business Integra, a separate Architect Engineering Services is being launched. We will leverage his four decades of techno managerial experience.



**New Millennium Solutions, DBA C2 Education Center
President**

Shelton Rhodes, Ph.D

10573 A Greenbelt Road

Lanham, Maryland 20706

www.newmillenniumsolutions.net

www.c2educate.com

BUSINESS DESCRIPTION

New Millennium Solutions (NMS) provides services to private and public organizations in education, training, research and analysis, administrative support, and general management consulting. NMS is also DBA as C2 Education Center. C2 Education Center provides tutoring in math, reading, writing and SAT Prep for K-K12 students.

BUSINESS SUCCESS AND CONTRIBUTIONS

New Millennium Solutions (NMS) DBA C2 Education Center is an extension of my passion for education. The initial focus of NMS was on training and development, research and special studies. NMS has conducted research for the Department of Defense and provided training to employees of private and public organizations. I purchased a C2 Education Center Franchise in 2005. To date this is one of my greatest business accomplishments because it allows be to impact young lives. Education is the door of opportunity that must be open to as many people as possible.

Tutoring provided by C2 in math, reading, writing, and SAT has allowed hundreds of young people to improve their academic performance. C2 Education Center became a Supplemental Education Provider (SES) under the No Child Left Behind legislature in 2006. This affords children at under performing schools access to the best in class C2 Education Center tutoring. C2 Education Center is providing this service to three schools in Prince George's County and is currently marketing to Baltimore City Schools. I am most proud of the opportunity to have a business that can make difference in the community and society. Investing in a mind is priceless.



The Rossett Group
President

Shalini Rossett

2616 Washington Avenue
Chevy Chase, Maryland 20815
301-920-0249
www.therossettgroup.com

BUSINESS DESCRIPTION

The Rossett Group is focused on providing value-added services for talent acquisition in the areas of information technology and executive placement. Our mission is to provide the perfect match between the client's and candidate's needs. We measure our success by the repeat business from our clients and the long-term relationships with our candidates.

BUSINESS SUCCESS AND CONTRIBUTIONS

Twelve years ago, when I was Vice President at Cendant, there was a young programmer on my team. I had a large team and this young programmer wanted me to mentor him. Even though I did not have the time, I made it a priority to spend some mentoring time with him. I left Cendant and lost track of this young man. A few years ago, he called me to see if I remembered him and heeded career advice. At this point, he was a director and wanted advice about joining a startup company. After understanding the business mode of this company, I advised him to take the job -which was a great move because the company is doing very well. A week after he joined the company, he called me and asked if I would help him recruit. I went on to place 19 people with his company in a very short time. He launched my business--all because I was nice to him 12 years ago.



ExpressConnect Conferencing, LLC
LLC Member

Judith A Schaefer

234 E. University Parkway, Suite B
Baltimore, Maryland 21218
410-235-4092 or
toll-free at 1-877-621-8795
www.expressconnectinc.com

BUSINESS DESCRIPTION

ExpressConnect Conferencing, LLC, a women-owned and HUBZone-certified business, provides reliable, economical and user-friendly teleconferencing & internet-based web conferencing services... specializing in conferencing that is automated and reservationless. Call leaders use unique conference IDs & PINs to dial-in toll-free, anytime from anyplace... no special equipment is needed; just a phone and/or an internet connection.

BUSINESS SUCCESS AND CONTRIBUTIONS

The seed of desire to run my own business started during my general management consulting years with Ernst & Young and after graduate school with Corporate Decisions (now part of Mercer). I enjoyed helping our clients. The desire became much stronger after shifting from the consulting world into more traditional corporate marketing and strategic planning for very large organizations. As I moved into middle and senior management positions, I saw the gap grow between customer knowledge and decision rationale. At that point, I could not wait to be in a position to make decisions that were 'right' for our customers and our employees. I was anxious to begin a customer-value based company. It took a number of years to find just the right opportunity in just the right business that I knew would be a good fit with my background and skills, but that gave me time to build some of the general management experience I would need to run my own business. After 6 years in business, I am most proud to say that ExpressConnect Conferencing is successfully sowing the seed of my entrepreneurial desire.



Snikiddy, LLC
Founder

Mary Schulman

5219 Farrington Road
Bethesda, Maryland 20816
301-229-2335
www.snikiddy.com

BUSINESS DESCRIPTION

Snikiddy is a new line of organic food products designed to embody and encourage a healthy lifestyle for children. Packaged with fun activities that promote physical and mental wellness, these organic foods are healthy snack alternatives that parents can feel good about giving to their children (or eating themselves!).

BUSINESS SUCCESS AND CONTRIBUTIONS

I left the Investment Banking Corporate World to do something that I could feel good about. Now, I produce organic snacks that are unparalleled in nutritional value to mom's 'bold enough to give their children' organic. Our cookies are low in sugar, allowing children with diabetes to eat them without having to check their blood sugar level. My greatest accomplishment was giving out snacks at a Juvenile Diabetes Walk and a mom, with tears in her eyes, thanked me for producing a snack that her 6 year old could eat without testing her blood--and it actually taste great!



Arch Tech design, llc
President

Toni Scott, Assoc. AIA

3126 Woodhome Avenue
Parkville, Maryland 21234
410-426-2475
www.archtechdesign.com

BUSINESS DESCRIPTION

Arch Tech design, llc is a woman-owned architecture firm that provides efficient, responsive and value-added services to Owners, Contractors and Consulting Firms in the building and construction industry. Our services range from architectural design and consulting to CADD and technical services. Our creativity and technical abilities combined with our responsiveness deliver cost-effective service to our clients.

Arch Tech design, llc believes in the power of good design to benefit our clients. But only the highest level of service can maximize this benefit. We are fully committed to providing our clients with the best design and the best service we can. We guarantee it!

BUSINESS SUCCESS AND CONTRIBUTIONS

I began my entrepreneurial career because I enjoy being independent, controlling my work, and meeting clients. I enjoy making decisions and managing my own work. I started my company in 2004 providing professional design services. In 2006, I expanded the company to provide architectural services. After struggling for the first three years, we turned the corner in 2007 when we were awarded a major design contract for a \$17 million new building, and we have been working non-stop ever since. We have also expanded our client base and have generated a steady amount of new work. Arch Tech design's project types include biotech/pharmaceutical, residential, religious, and office. Our projected revenue for 2007 will be a fifteen-fold increase over 2006. I am proud that our clients value and trust us, and that we consistently maintain a high quality of product as well as a high level of service. Finally, I am also very proud to be the woman owner of an architectural practice in what has traditionally been a male-dominated profession.

My company is a member of the American Institute of Architects (AIA) and the U.S. Green Building Council. I am a professional affiliate member of the AIA.

Our firm is active in community and professional organizations. We have provided design services at reduced fees to assist with the development of affordable housing for addicts in recovery in East Baltimore. We have also provided a donation of services to Delta Sigma Theta Sorority, Inc.'s annual fundraising silent auction. We have also made cash donations to the American Breast Cancer Foundation and The Student Ambassador Program.



Ross Technologies, Inc.
CEO

Kathlyn Adams Seay

8825 Stanford Blvd
Suite 306
Columbia, Maryland 21045
410-290-0092
www.rtgx.com

BUSINESS DESCRIPTION

The RTGX Professional Services Practice is centered on providing government and commercial clients with a complete offering of information technology life cycle consulting services. RTGX's consultants average 15 years of experience in information technology and related disciplines. The RTGX professional services methodology entails working with clients to get a clear understanding of business needs and mission centric challenges. RTGX's consulting practice is horizontally focused across its customer base, allowing clients to benefit from a broad and diverse level of expertise.

BUSINESS SUCCESS AND CONTRIBUTIONS

The RTGX story is one that is steeped in the traditions of "each one teach one" and no matter what success you achieve in life, look behind you and you will see all those who have helped you along the way. While working for another minority owned business based in Baltimore,

I was part of a group of individuals who the CEO and President took under their wings. They exposed me to, not just standard business 101 type issues, subjects and scenarios, but many concepts not learned at any institution of higher learning. Concepts like mentoring, giving back to the community, being politically active and being the foundation of a young person's dream of becoming an entrepreneur.



JBS International, Inc.
 President & Board Chairperson and Treasurer

8630 Fenton Street
 Suite 1200
 Silver Spring, Maryland 20910
 301-495-1080
www.jbsinternational.com

Jerri Shaw & Gail Bassin

BUSINESS DESCRIPTION

Since 1985, JBS has provided consultation on social and health policy, program management, science and health services communications and special initiatives to reach populations experiencing health disparities. Our JBS team of more than 200 full-time technical and support staff members offers expertise in child, youth, and family issues, criminal and juvenile justice, health care services delivery and financing, housing and economic development, mental illness and substance abuse prevention and treatment. Our staff members work on programs targeted to populations of all ages and developmental stages—from infants to older adults—and on services that meet the needs of special populations, including people whose native language is not English.

BUSINESS SUCCESS AND CONTRIBUTIONS

We started JBS because, in part, we were determined to prove that women could build a successful consulting firm in an arena dominated then by men. More importantly, we wanted to build a firm that reflected our personal commitment to doing work that supports systemic change and helps to improve people's lives. Moreover, we wanted to create a strengths-based corporate culture that holds each individual in high regard, values each person's contribution, and emphasizes collaboration, teamwork, and relationship building both internally and with our clients. What is our proudest accomplishment? We are achieving what we set out to do. We employ nearly 300 people; our turnover rate is one of the lowest in the industry; our work makes a difference in people's lives throughout the world and our annual revenues exceed \$45 million. We were awarded the 2005 Greater Washington Government Contractors Award (\$25-75m size category) for "distinguished financial and operational accomplishments and for outstanding contributions to employees, the government contracting industry and the U.S. Government."



SD Hosiery, LLC
 Owner/CEO

38 South Market Street
 Suite 1
 Frederick, Maryland 21701
 301-631-1966
www.sdhosiery.com

Elayne Little Showell

BUSINESS DESCRIPTION

SD Hosiery opened its doors in December 2002 as the first hosiery store in Frederick, MD in over 50 years. Our products range from hosiery pantyhose, stocking, tights, and thigh-high socks. As an authorized medical supplier, we offer medical-related products, such as support hose for diabetics.

BUSINESS SUCCESS AND CONTRIBUTIONS

Since 2002, our growth developed continuously because customers saw our products as 'Something Different'. We offer good quality at affordable prices, one-on-one service, and we strongly value the opinions of our loyal customers. During our five years in business, we provide donations to a variety of organizations such as Multiple Sclerosis's, March of Dimes, Sertoma Club, Frederick and Walkersville High School, health symposium in association with the Rotary Club, YMCA, NAACP and more. I fulfilled my dream and passion of becoming an entrepreneur. My work experience includes an extensive background in customer service and this knowledge has allowed me to provide excellent service.



Focus Consulting, LLC
Founder and CEO

Leslie Shreve

304 Upland Road
 Pikesville, Maryland 21208
 410-218-4896
 www.productiveday.com

BUSINESS DESCRIPTION

Focus Consulting, LLC is a consulting and training company specializing in office productivity and information organization. Leslie Shreve, founder and CEO, is a productivity consultant offering consulting to executives, leaders and business owners to assist them in reaching their goals faster and easier by living a more productive work day. Areas of consulting include task and priority management, time management, email management skills, electronic document and file organization, paper and file management, and consulting on many other leadership and management skills.

BUSINESS SUCCESS AND CONTRIBUTIONS

I always knew I wanted to be in business, following in my father's footsteps, both in the corporate world and as an entrepreneur. A good work ethic, coupled with the values of integrity, honesty and quality taught to me by both parents helped me to build a foundation for a successful career and for owning a successful business.

Being organized and highly productive by nature, along with my experience in corporate business, allow me the opportunity to show other executives and leaders how to be more productive and more successful in their companies. I consult with professionals to help them reach their goals, save time and find peace of mind. I'm happy to have successfully worked with over 150 people in over 70 companies in the last four years. Clients include Morgan Stanley, Johns Hopkins, Coldwell Banker, CareFirst and State Farm Insurance, among many others. My clients hold a variety of leadership or management positions, many owning their own company. Contributions to the community include volunteer work at the House of Ruth, Habitat for Humanity and Gallagher services through membership with the Maryland Association of Professional Organizers.

Additionally, I am proud of achieving certification as a Professional Organizer from the National Association of Professional Organizers – only one of 207 in the nation – and earning a certificate of study in chronic disorganization from the National Study Group on Chronic Disorganization.

As the future of my business unfolds, I will continue to work and live my passion, which is to bring efficiency, effectiveness and productivity to my clients, so that they can reach their goals faster and easier, and succeed further in living *their* passion.



Benefits Perspectives, Inc.
President

Francel M. Smith

5713 Allender Road
 White Marsh, Maryland 21162
 410-256-7250

BUSINESS DESCRIPTION

Benefits Perspectives, Inc. was established in 1996 as an independent employee benefits broker/consultant providing professional services, expertise and capabilities in the analysis, design, marketing, placement and administration of group insurance products and programs for employer/employee groups of all sizes and compositions.

BUSINESS SUCCESS AND CONTRIBUTIONS

With close to 30 years of industry related experience, my background and experience serving in such professional capacities as a group insurance underwriter, broker/consultant, marketing and sales manager, and chief administrator of benefits for a major metropolitan city, has positioned me to have in-depth knowledge of all aspects of employee benefits services and programs. One of my proudest accomplishments has been my long time relationship with National Public Radio, Inc. I have maintained a professional services relationship with this group since 1988, and have single handedly managed the employee benefits for their over 800 employees, worldwide, since 1996.



According to Plan, LLC
President & CEO

Marilyn L. Smith

2465-104 J17 Centreville Road

Herndon, Virginia 20171

703-953-1584

www.acc2plan.com

BUSINESS DESCRIPTION

According to Plan is an integrated marketing and promotional products company. We become a member of your team, placing the emphasis on helping you plan for success. We provide products branded with your company logo that get you noticed.

BUSINESS SUCCESS AND CONTRIBUTIONS

It all started at the tender age of eight. I had a burning desire to own my own business; that is when I decided to open up a hotdog and lemonade stand. I had such success that I did it every summer for several years until I became a teenager and started selling skincare and beauty products. As the owner of According to Plan, LLC, a woman-owned (MBE/WBE) certified business, we provide print design and collateral, and innovative, strategic, creative promotional product solutions. Our approach is simple--we provide you with the best custom marketing solution to make a lasting impression on your clients and prospects. We can help you promote an upcoming event, provide business gifts as recognition, implement a project safety or incentive program, generate traffic to a trade show booth, convert more leads into sales and decorate corporate identity apparel and uniforms. My passion for customer service and desire to see people succeed is why I became an entrepreneur.



Rich Roofing, LLC
President

Annette Smith-Rich

903 Burnt Ember Court

Pikesville, Maryland 21208

410-580-5445

www.richroofingllc.com

BUSINESS DESCRIPTION

Rich Roofing LLC is an African American woman owned unionized commercial industrial roofing company. We are a progressive and steadily growing roofing company that specializes in the application and installation of various types of roofing, waterproofing and insulation systems.

BUSINESS SUCCESS AND CONTRIBUTIONS

After the untimely death of its founder, Edward Rich, USA Roofings' name was changed to Rich Roofing to honor him.

As his wife, I picked up his torch to continue his vision. I resigned from my career as the Asst. Regional Manager for the Jessup Prison System to concentrate on catapulting his legacy. My mission was to prove that a black-owned company in this non-minority, male-dominated construction industry could have the same high-standard work ethic and professionalism as its counterparts. I wanted to prove that, though a minority, we had the necessary technical skills, knowledge, administrative competencies and dedication as our competitors. During the next three years, Rich Roofing worked tirelessly on achieving our MDOT, W/MBE, and Baltimore county certifications.

Rich Roofing, LLC is dedicated to furthering the education and skill level of our team members in order that we are able to provide our customers with the latest in roofing technology. Our crews have traveled as far west as Indiana and as far north as Boston to receive accredited industry certifications. Locally, we took advantage of the endless resources available for a small emerging business from the Mayor's Office of Minority and Women Owned Business Development, The Small Business Resource Center, and the Maryland Washington Minority Contractors Association. Life-size giants in the industry such as Mittal Steel, Whiting-Turner and Hensel-Phelps knew the problems that were historically inherent for a qualified minority contractor. They recognized our potential and decided to mentor our journey.

I am ecstatic each and every time I receive notice that Rich Roofing, LLC has been awarded a project. One of my proudest moments was taking a picture with the Governor of Maryland because Rich Roofing, LLC had been awarded a partnership to install the roof for the Baltimore Convention Center Hilton Hotel. Every day I thank Jehovah God for being able to carry the torch that was passed to me due to such terrible circumstances. Though he is not physically here, I think my husband would be proud of his legacy.



RiverWest Marketing
Owner

Susan Snyder

647 Ridgely Avenue
Annapolis, Maryland 21401
410-266-3600
www.riverwestmarketing.com

BUSINESS DESCRIPTION

As one of the premiere boutique marketing agencies in the area, we have been revolutionizing the marketing industry for the past five years. Instead of working for you, we've devised a brand new concept—it's called working with you. We work side-by-side to help you do whatever is necessary to elevate your brand in its respective category. We focus on more than advertising campaigns to build your brand.

BUSINESS SUCCESS AND CONTRIBUTIONS

It's not always easy to practice what you preach, but Susan Snyder, owner of RiverWest Marketing, is the epitome of this concept. She and her team are redefining the way companies do business, focusing on more than a marketing campaign. They go right to the core principles of building a solid business foundation all in a matter of hours. Utilizing the same development strategy, RiverWest has proven the model successful, growing the business over 500% in the past five years.

RiverWest strives to help businesses understand how and why they succeed, giving them the edge to make their creative marketing campaigns effective. This is ideal for small businesses and non-profits struggling to make a difference. With nearly 50% of clients being nonprofit, RiverWest offers these unique marketing services with an accommodating payment plan to accompany it, allowing organizations to afford what they thought was out of reach. To engage prospects, RiverWest educates businesses through no-cost seminars.



Capitol City Associates, Inc.
President & CEO

Rosalind Styles Stephenwoof

2307 Skyland Place, S.E.
Suite A
Washington, DC 20020
202-678-6600
www.capitolcitydc.com

BUSINESS DESCRIPTION

Capitol City Associates, Inc. is a District of Columbia-certified, minority, female-owned consulting firm, which designs and implements community programs geared to promote local economic and business development and enhance economic opportunities for residents in the inner city.

BUSINESS SUCCESS AND CONTRIBUTIONS

Capitol City's greatest accomplishment was facilitating written partnerships between developers and the communities that were being impacted by development projects. The written memorandum of understanding provided documentation of the benefits being afforded to the community by the developer in exchange for community support (i.e., preference for jobs, contracting, services and supplies, contribution to community-based non-profit organizations, support of training initiatives to build capacity of residents, etc.) This model set the precedent within several communities. Capitol City also participated on the first city-funded project that changed procurement language for LSDBE participation of 35% from a GOAL to a REQUIREMENT.



Mercedes Realty, LLC
Broker

Lydia D. Sterling

5706 Hemlocktree Lane
Suite B
Cedar Heights, Maryland 20743
301-925-7820

BUSINESS DESCRIPTION

Real Estate Industry.

BUSINESS SUCCESS AND CONTRIBUTIONS

I became an entrepreneur because I was constantly overlooked for promotions and training opportunities in the job market. My father's life story of "self-employment" was my lead example. I started promoting myself and skills to various companies and chose to also sell real estate. After seven years with another company, in 1992 I took my business to the next level of owning it myself due to the vision I had. I wanted to make a difference in the real estate industry for people being taken advantage of in their purchases. I educated buyers and sellers with home-buying seminars and one on one meetings of the various programs available to them as a means of empowering them with knowledge about their investments. I ensure the client's needs are met first, even if it means a loss of income or lack of acknowledgement. My proudest accomplishment is having agents referred to me by former clients who wanted to see the growth and success of this business.



Early Morning Software, Inc.
CEO/President & CTO Founder

Donna S. Stevenson & Cecil Robinson

227-229 N. Holliday Street

Baltimore, Maryland 21201

410-539-0901

www.emslab.com

BUSINESS DESCRIPTION

Started in 1993, Early Morning Software's (EMS) founders' vision was to create a small and highly effective research laboratory dedicated to customer service, innovation, and its personnel. Providing software research on a limited part-time basis, EMS engineer's reputation quickly spread throughout the Mid-Atlantic region. Soon EMS founders were researching and implementing more solutions in the late nights and early mornings then at their respective full time companies.

Today, Early Morning Software, Inc. has proven its ability to provide technological leadership in the engineering and delivery of today's most demanding scientific and business solutions. Our team of computer scientists and consultants employ our proven methodologies, and a state-of-the-art laboratory to deliver advanced systems engineering, software research & development, and IT operations and support services to the Defense Intelligence, Educational, State & Local Governments, and Health communities.

BUSINESS SUCCESS AND CONTRIBUTIONS

The greatest reward in my life is my ability to maximize my gifts or potential. I define "Potential" as the characteristics within me yet discovered or developed. Consider an athlete preparing for her first marathon and only envisioning having the capacity to complete a 10K race. After completing this once unimaginable achievement, she decides there is another race to be conquered. This is the thrill of an entrepreneur.

EMS has been my perpetual and fulfilling race. Each business year has afforded me an opportunity to discover skills and talents that I didn't know I possessed. My greatest accomplishments are completing 14 years in the entrepreneurship race, creating a legacy of wealth, and sharing my gifts with others. Inspiring women and minorities to transition to unimaginable entrepreneurial heights is what guides my community accomplishments, including establishing the Early Morning Software Technology & Entrepreneurship scholarship endowments at BCCC and UMBC; mentor ACTIVATE participants; and authoring the "Creating a Wealthy Vision" workshop.



Straughan Environmental Services, Inc.
President

Eileen Straughan

9135 Guilford Road

Suite 100

Columbia, Maryland 21046

301-362-9200

www.straughanenvironmental.com

BUSINESS DESCRIPTION

Founded in 1995, SES is a woman-owned firm located in Columbia, Maryland, offering a full range of environmental consulting services to federal, state, and county clients in the Mid-Atlantic area. We are certified as 8(a) by the US Small Business Administration; a Minority Business Enterprise (MBE) by the Maryland Department of Transportation (No.97-190); Disadvantaged Business Enterprise (DBE) by the Virginia Department of Transportation; Woman Business Enterprise (WBE) by the Pennsylvania Department of Transportation; and Local Disadvantaged Business Enterprise (LDBE) by the Metropolitan Washington Airports Authority (MWAA).

BUSINESS SUCCESS AND CONTRIBUTIONS

I became an Entrepreneur because I believed I could create a business that could make a difference in the way we protect the environment as we develop communities, commercial, industrial facilities and public infrastructure needed to serve the needs of our growing society.

I interned in government positions and practiced environmental science in engineering firms for 15 years before founding Straughan Environmental Services, Inc. I recognized the opportunity that the Minority Business Enterprise program offered. The engineering community needed MBE participation for major infrastructure projects like highways, airports and transit systems, and environmental planning, analysis and design services were not core services of the engineers, thus easy to subcontract to an expert. SES focused on delivering high quality services and earned a place side by side with the engineers delivering transportation projects such as the Woodrow Wilson Bridge, Thurgood Marshall BWI Airport Consolidated Rental Car Facility.



Jill Tanenbaum Graphic Design & Advertising, Inc.
President

4701 Sangamore Road
 Bethesda, Maryland 20816
 301-229-1135
www.jtdesign.com

Jill Tanenbaum

BUSINESS DESCRIPTION

Jill Tanenbaum Graphic Design & Advertising, Inc.'s wheels are always turning. Our clients return again and again--because we've the tools, technique and talent to drive extraordinary creations and re-creations. Whether you're launching a new initiative, strengthening an established brand or evolving in response to emerging needs, we're ready to take your marketing communications to the next productive cycle.

BUSINESS SUCCESS AND CONTRIBUTIONS

I decided to start my own company because I had the drive and the vision to create a successful business in the world of advertising. I wanted to use my creative ability to help clients in branding their companies in ways that they couldn't do themselves. The most interesting project we worked on was assigned to us after we got on the GSA schedule in 2002. I traveled around the world to six countries in three continents with a writer and photographer of my choice and created a document highlighting the improvements in child labor in third world countries for the Department of Labor. The stories we heard and the visions we saw were a once in a lifetime experience. I'm proud of the variety of clients and range of projects we have worked with over the years. Also, we have learned new ways to help clients market; we now help clients through the maze of on-line marketing and website design-things we couldn't have dreamed of ten years ago.



Staff Quest, Inc.
President

110 Painters Mill Road
 Suite 6
 Owings Mill, Maryland 21117
 410-363-7200

Nancy Trimble-Oliver

BUSINESS DESCRIPTION

Staff Quest, Inc. offers staffing needs and professional services.

BUSINESS SUCCESS AND CONTRIBUTIONS

Born and raised in Maryland, I was diagnosed in 1968 with a learning disability, "Dyslexia." My educators said my achievements would be marginal at best. The ability to cope in changing situations, keeping a positive outlook and learning how to compensate for ones issues became important life skills. In 1980, I graduated with honors from Towson University, with double majors in Business and Mass Communication. While attending Towson, I started (and was the first president) the chapter of the American Marketing Association. Starting Staff Quest is rooted in two life changing events; my 5 year old son was diagnosed with brain cancer 1994; shortly afterwards, my husband left us. In 1997, several months after Andrew's release, I realized I needed the flexibility of running my own business. This year, Staff Quest celebrates its 10th anniversary. Our success comes from always going that extra mile for our customers and applicants and being a role model for others with learning disabilities and being able to say I made a difference.



Bay Media, Inc.
President

Patricia H. Troy

550M Ritchie Highway
Suite 271
Severna Park, Maryland 21146
410-657-8402
www.baymed.com

BUSINESS DESCRIPTION

Bay Media, Inc. was founded in 1989 as a publication management firm. Since that time, the scope of projects undertaken has enlarged from event programs and directories to include books and web sites. While we specialize in Maryland publications and publish local Annapolis and Severna Park history books and brochures, we have clients from all parts of the country. We help our clients from the concept to the completion of the web, print, or design project.

BUSINESS SUCCESS AND CONTRIBUTIONS

Entrepreneurship is a grand journey with lots of challenges, opportunities and joys along the way. I was attracted to the freedom to make my own way and succeed or not succeed based on my own efforts. What I discovered, however, is that this is not a solo trip; instead it involves many others –family, employers, vendors, clients, and professional colleagues. Whatever success I have enjoyed is, in large part, because of the combined efforts of many over the last 18 years. My proudest accomplishment is not an event, but more the products of our labors. When I compare the work we were doing 18 years ago with the work we are doing today, the differences are dramatic. Our work has gone from simple to polished; the tools we are using have gone from mechanical to electronic. With publishing, it is all in the publications and how they benefit our clients. Many of our clients are non-profit organizations. It is a great feeling to know that a publication or web site we created has helped a client achieve their goal.



Turner Government & Public Affairs
President

Caren Z. Turner, Esq.

1025 Connecticut Avenue NW,
Suite 1012
Washington, DC 20036
202-466-2511
aherman@turnergpa.com

BUSINESS DESCRIPTION

Turner GPA is one of the fastest growing, premier, highly-respected lobbying, government and public affairs firms in the nation. Our cutting edge advocacy has earned us respect and acclaim from the media, clients, policymakers and even our competitors! We advocate on behalf of sophisticated businesses, municipalities, and non-profits with highly complex issues. They wish to ensure their perspectives and needs are taken into account in Washington, in state capitols, in City Hall, as well as in the media. We create and implement intensely focused and targeted advocacy campaigns designed to meet and exceed your expectations and goals. At Turner GPA we have pulled together some of the most knowledgeable and successful professionals in the nation. Our advocates include attorneys, economists, chemical engineers, think-tank leaders from Rand, and NATO leadership. We ascribe to the Ethical Principals of the American League of Lobbyists (ALL). In fact, some of our members actually helped draft the ALL ethical principals. We are proud to be one of the first Washington DC government affairs organizations to become WBENC Certified.

BUSINESS SUCCESS AND CONTRIBUTIONS

I have been called a “woman on a mission”. Our firm’s lobbying campaigns are noted for their high energy, intense focus, and no-nonsense approach. After working for several major law firms, I wanted the satisfaction of running things my way -- winning on the merits of the argument, not on the contacts. However, starting my own lobbying firm was not easy. Breaking into the “old boy’s” network was a major challenge. Additionally, I needed to devote time to raising my family. But I was able to overcome this adversity to earn the respect of both Republican and Democratic policymakers. My solutions to business problems are innovative, often radically different from the “norm”, and designed to maximize client’s bottom line with minimal legislative tinkering.

I am very proud that each and every member of our team is committed to giving back to our community through volunteer and pro bono service. We believe that being a good corporate citizen means channeling our resources into programs that improve the quality of lives of others. In addition, each year we contribute to a specific organization in which our employees or clients are involved.



Reliable Government Solutions, Inc.
President/CEO

Chieu Van Le

3002 Gazebo Court
Silver Spring, Maryland 20904
301-572-4190
www.rgsfederal.com

BUSINESS DESCRIPTION

Reliable Government Solutions (RGS), Inc. is a SBA certified 8(a) Small Disadvantaged Business (SDB) that specializes in high-quality information management and information technology (IM/IT) services and solutions, project and acquisition management services, and training.

RGS has a solid past performance history. We have been supporting the needs of Navy Medicine since 2004. We are currently working on a five-year Navy contract to support a Congressionally-mandated, mission-critical system that has over 1,500 users worldwide.

BUSINESS SUCCESS AND CONTRIBUTIONS

While I consider myself to be an intelligent, highly motivated and self directed individual who was able to get a good education in Viet Nam, earn an engineering degree and almost all of the Microsoft Certifications available in the United States-- all while trying to master the English language. It has always been my belief and experience since coming to the United States from Viet Nam that if a person worked hard, led an honest existence and obtained a good education you could succeed at anything you tried.

I founded Reliable Government Solutions (RGS), Inc. in 2001. Headquartered in Silver Spring, Maryland, we are an information management and information technology (IM/IT) solutions and services consulting company. RGS also offers program management, project management, acquisitions, logistics, training, and telehealth support driven to providing high-quality support for our client's projects.



Cirdan Group, Inc.
President

Joanne Vatz

1729 York Road
Suite 200
Lutherville, Maryland 21093
410-560-0751
www.cirdangroup.com

BUSINESS DESCRIPTION

Cirdan Group is an IT professional services firm serving state and commercial businesses. We specialize in analysis, design and integration services; program and project management; IV&V, risk management and IT planning.

BUSINESS SUCCESS AND CONTRIBUTIONS

I became a business owner after one too many years of working for organizations bogged down in bureaucracy, paperwork, and cronyism. I promised myself that my business would employ a diverse group of people rewarded on merit and hard work and provide excellent, efficient and thorough work to our clients. Four years later, Cirdan Group has been tapped repeatedly by the Maryland Department of Budget and Management for the Independent Verification and Validation (IV&V) of Information Technology (IT) projects in the state of Maryland. We have saved the state millions of taxpayer dollars with honest reviews of IT projects and provided unbiased support for projects that have aided a variety of state agencies in updating and improving their services to Marylanders.



Annapolis Contracting, Inc.
President

Pamela Tucker Volm

1 Neal Street
Annapolis, Maryland 21401
410-841-1984
www.annapoliscontracting.com

BUSINESS DESCRIPTION

Annapolis Contracting, Inc. is incorporated in the state of Maryland. We are a certified MBE/WBE corporation, specializing in framing multi-family residential units along with light commercial. We build for national builders as well as local builders.

BUSINESS SUCCESS AND CONTRIBUTIONS

On my first full-time job at the age of 18, I informed my employer that I wanted to be the manager. He said, 'I thought you just started.' I said, 'I did, I just wanted you to know where I wanted to go.' I have always taken the lead and assumed the responsibility for the risk. My interest in construction came when I graduated from the University of Maryland and went to work for a builder. I cannot imagine not working in construction. I built my company with a great team and a philosophy of 'Do it right the first time, on time.' I encourage the growth and development of the employees through education and training so they can reach their full potential. My proudest accomplishment as an owner was receiving from my employees an award they called 'Employer of Choice.'



Applied Wireless Local Area Network, Inc.
CEO

Jonathan B. Walker, Sr., P.E.

1627 Yale Place
Rockville, Maryland 20850-1115
301.424.6857
www.AppliedWLAN.com

BUSINESS DESCRIPTION

Applied Wireless LAN, Inc. (AWLAN) specializes in research/development (R&D), installation, and maintenance of Wireless Networks (i.e., Wi-Fi/WiMax) with a specialty in free and/or fee based IEEE 802 high speed Internet access for PDAs, laptops, and mobile users. AWLAN provides all the necessary services, including Project Management, Project Controls, Project Engineering, and Quality Assurance.

BUSINESS SUCCESS AND CONTRIBUTIONS

I am a firm advocate in local community involvement in order to achieve long-term success on a national level. Similar to a famous quote by Thomas "Tip" O'Neill – a longtime Speaker of the House in the U.S. Congress – "All politics is local", the experience of solving local problems will facilitate solutions in larger opportunities. In short, a small business owner must solve the simple challenges within their community before they respond to national issues – all solutions are local.

One of my proudest local accomplishments was the successful passage, by Rockville's Mayor and Council, of City-Wide Wireless Internet Access on June 18, 2007. In the near future, this will grant nomadic access to all Rockville citizens, business, government, and visitors. While applying to Leadership Montgomery ('05), I set forward on a long-term mission to bring Wi-Fi/WiMax (Wireless Internet) access to Rockville and eventually find a localized solution to close the digital divide – all solutions are local.

It is my belief that being an entrepreneur is a gift that is recognized by the individual at a young age. The problem is resolving how to develop the gift into a successful trade that can help mankind and will feed your family, simultaneously.



Sue-Ann's Office Supply, Inc.
President

Beverly A. Williams

4147 Hayward Avenue
Baltimore, Maryland 21215
410-664-6226
www.sueannsofficesupply.com

BUSINESS DESCRIPTION

Sue-Ann's Office Supply, Inc is the premier provider of high quality office products and service. A woman owned enterprise, Sue-Ann's Office Supply has been in business for 20 years, and is certified by the MDOT and the City of Baltimore.

BUSINESS SUCCESS AND CONTRIBUTIONS

After graduating from Towson State University, I began my career as a state employee where I remained for 11 years. While working as a Probation and Parole Agent, I dreamed of opening my own business. I just wanted to see what I could do for myself, versus always depending on someone else to provide a job for me. My dream of being an entrepreneur was fulfilled in 1986 when I opened Sue-Ann's Office Supply, Inc. in the retail strip known as Patterson Village Shopping Center. Sue-Ann's sold more than just standard office supplies; the business offered greeting cards, printing services and balloons. This offering made the company unique in its appeal to both retail and business customers. As the wholesale business outgrew the retail sales, Sue-Ann's moved from its initial space in the Patterson Village Shopping Center to a larger retail space, and then to our current location, 4147 Hayward Avenue, a warehouse in Northwest Baltimore just down the street from our former location.



Pacific Trade International, Inc.
Owner & President

Mei Xu

5515 Security Lane
Suite 1100
Rockville, Maryland 20852
301-816-4200
www.chesapeakebaycandle.com
www.blisslivinghome.com

BUSINESS DESCRIPTION

Founded in 1994, Pacific Trade International, Inc. is a leading designer and distributor of home fragrance and interior lifestyle products. Pacific Trade International's signature brands Chesapeake Bay Candle™ and Blissliving™ Home are best known and well respected for their modern, stylish designs and global influences.

BUSINESS SUCCESS AND CONTRIBUTIONS

Together with my husband David Wang I came to the United States in 1991 to pursue my graduate degree in Journalism at the University of Maryland.

With a strong belief that we could live the American Dream, my husband David and I decided to establish our own company, Pacific Trade International, Inc. after my graduation. Understanding my passion for interior lifestyle and design, David convinced me to create and market a line of modern home fragrances and home décor. And so was born Pacific Trade International's signature brand Chesapeake Bay Candle™.

In the winter of 1994, David and I turned our home into a candle design studio. We experimented with vibrant color pallets and unique fragrance pairings - and created a presentation of stylish candles that were unparalleled in the American market at the time.

What started as a creative candle design experiment, developed quickly into a global enterprise. With retail partners such Target, Kohl's, IKEA and Pier 1 Imports by our side, Chesapeake Bay Candle™ became an immediate success.

Today Chesapeake Bay Candle™ has grown into one of the largest home fragrance and décor companies in the United States. Retail partners and consumers alike trust the brand and admire Chesapeake Bay Candle's modern, organic designs paired with its intoxicating fragrances.

In 2007 I launched Pacific Trade International's second brand, Blissliving™ Home. Unlike Chesapeake Bay Candle™, Blissliving™ Home markets directly to consumers via an online boutique store and catalog business. In Asia, there are more than 40 established Blissliving™ Home stores. The brand is also available to premium retailers worldwide. Blissliving™ Home has established a reputation as the new destination lifestyle brand for the stylish consumer seeking modern design with a global touch.



Fasteners RX, Inc.
President/Owner, Vice President/Owner & Treasurer/Owner

Mary B. Young, Susan Luebbe
& Aubrey Kaufman

9203 Black Dog Alley
Easton, Maryland 21601
410-490-0468
www.fastenersrxinc.com

BUSINESS DESCRIPTION

Fasteners RX, Inc. is your complete online certified industrial products for all your maintenance needs.

BUSINESS SUCCESS AND CONTRIBUTIONS

I worked as salesperson/manager for 25 years for a family-owned company that was not going to include me in their future. I knew I needed to protect myself and start my own business. I was able to get all of my clients to support me and with two former co-workers, we were in business. My knowledge of customer needs and established relationships was the backbone of our continued success. We now have a full-time office manager. Our sales have more than doubled. We can proudly say that we now have 12 multi-year state contracts for 1st-aid and safety products and miscellaneous industrial supplies. We have been awarded 5 E-Marketplace bids. Our Federal accounts have increased and we have applied for our GSA Certification. Our MDot MBE & SBR Certifications have been the knock on the door that every company looks to achieve. I am very thankful for the continued efforts from all who have helped me make Fasteners Rx, Inc. a company that gets the opportunity to compete.