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HISTORY

MAYOR’S OFFICE OF ECONOMIC & BUSINESS POLICY

The Mayor’s Office of Economic & Business Policy has a long history of serving the minority business community by providing access to markets and capital, and capacity building for the diverse business enterprises throughout the Greater Los Angeles Area.

Since 1994 the Mayor’s Office has participated in an inter-agency agreement with the U.S. Department of Commerce - Minority Business Development Agency (MBDA) to operate the Minority Business Opportunity Center, formerly known as MBOC.

The MBDA was established in 1969 by Executive Order by then President Nixon under the U.S. Department of Commerce and is the only federally-funded agency devoted to the growth of minority business enterprises (MBEs).

Each year the Mayor’s Office recognizes the contribution of selected minority firms from various categories, following a nomination process. As part of the honorees award, we provide a scholarship for an intensive federal-contract training, to prepare them for doing business with the federal government. Additionally, the honorees travel with the Mayor’s staff to Washington DC to attend the national MBDA MED Week Conference and to meet with federal agencies and contracting professionals.

The national MBDA MED Week conference provides workshop sessions, access to contract opportunities and capital sources, and recognizes the important role minority businesses play in the national economy.

In 2010 the Mayor’s Office entered into a strategic alliance agreement with the U.S. Small Business Administration (SBA) - LA District Office to collaborate on our common mission to help start, maintain and expand small businesses in the City of Los Angeles and surrounding areas. By leveraging the support of all of our corporate and public agency strategic partners, including the SBA, the Mayor’s Office hosts its annual Minority Business Awards & Conference program, formerly known as MED Week, which aligns with national MBDA MED Week.

In 2011, under the newly designed MBDA program now called the MBDA Business Center, the Mayor’s Office entered into a partnership with the University of Southern California (USC) - the operator of the MBDA Business Center- Los Angeles.

The MBDA Business Center - LA is one center with two locations, the University of Southern California and the Mayor’s Office of Economic & Business Policy, offering a myriad of business development services through our respective prestigious organizations. Together, we maximize and accelerate the growth of minority business enterprises by connecting them with public and corporate strategic partners through business-to-business matching-making, teaming arrangements, joint ventures, and strategic advisory services.
CONFERENCE PROGRAM & AWARDS RECEPTION

CONFERENCE PROGRAM: MAY 14TH

“Right Bid for the Right Job” (1:00 - 2:30 pm)

Moderator:
• Michelle Smith-Ballard, Director, Community Affairs, TURNER CONSTRUCTION

Panelists:
• J.R. Riley Minor, Diversity Marketing Manager, ANDERSON ENVIRONMENTAL
• Kent Woodhouse, TURNER CONSTRUCTION COMPANY
• Paul Giorgio, Program Manager for Commercial Services, URS CORPORATION
• Ryan Tash, Producer, Contract and Subdivision, BOND SERVICES OF CALIFORNIA
• Vicky Harper-Hall, Sector Manager for Socio-Economic Business Programs and Government Relations, NORTHROP GRUMMAN CORPORATION
• Jess Matta, Estimator, LEED® AP, SWINERTON BUILDERS

“Financing that Fits” (3:00 - 4:30 pm)

Moderator:
• Tim Skillman, Managing Director, GAVIN/SOLMONES

Panelists:
• Caroline Brown, First Vice President, International Trade Finance Department, COMERICA BANK
• Mark Looft, Group Senior Vice President, COLE TAYLOR BUSINESS CAPITAL
• Matt Crowley, Esq., Principal, CROWLEY CORPORATE LEGAL STRATEGY
• Natalie Orta, Supervisor, Economic Development Division, U.S. SMALL BUSINESS ADMINISTRATION
• Ryan Tash, Producer, Contract and Subdivision, BOND SERVICES OF CALIFORNIA

AWARDS RECEPTION: MAY 15TH

Welcome - Mistress of Ceremony, Joyce Sloss, Los Angeles World Airport’s (LAWA)

Acknowledgements - Linda Smith

Speaker - Dr. Louis B. Lynn, President, ENVIRO AgScience, Inc.

Presentation of Awards

Mayor’s Office Honorees:
• Kevin Ramsey & Traci Watson – Alameda Construction Services, Inc.
• Todd Lewis – Omega Pacific Electrical Supply, Inc.
• Young Park – Naerok Group International
• Deep Patel – GigaWatt, Inc.
• Bonnie Nijst & Arthur Zeesman – Zeesman Communications, Inc.
• Kenneth Rivera – JM Fiber Optics, Inc.
• Amy Dickerson & Adrian Marsh – CC-OPS, Inc.

SBA Honorees:
• Payal Kamdar & Ashish Shah – Vsolvit, LLC.
• Adrian Rosales – American Building Automation

Closing Remarks
PROGRAM STRATEGIC PARTNERS

EVENT SUPPORTERS

Platinum
Los Angeles World Airports

Gold
AEG
Boston Private Bank & Trust
Comerica Bank
Northrop Grumman Corporation
Port of Los Angeles
Swinerton Builders

Silver
URS Corporation
U.S. Bank

Contributing
ENVIRO AgScience Incorporated
Kaiser Permanente

Michael Corrin,
Los Angeles World Airport
Exports, Access to Markets

Beverly Kuykendall,
Federal & Commercial Contracts, Inc.
Access to Markets (Federal)

Rick Moore,
Swinerton Builders
Access to Markets, Capacity Building

George Hanible,
Skanska U.S. Civil West
Access to Markets

Aura McCracken,
AEG Worldwide
Access to Markets

Michelle Smith-Ballard,
Turner Construction
Access to Markets, Capacity Building
Public and private sector partners provide key business development support and growth tactics to assist our minority business enterprise clients in four key areas: Access to Capital, Access to Markets, Capacity Building, and International Markets through Global Exports.
Join the Mayor in Celebrating the Minority Business Firms of the Year!
Minority Business Awards

On behalf of the state of California, I congratulate the members, guests, and honorees of the 18th Annual Minority Business Awards.

The Los Angeles Mayor’s Office of Economic and Business Policy along with the U.S. Department of Commerce – Minority Business Development Agency (MBDA) Business Center play an important role in the city of Los Angeles. Since 1994, their partnership has strengthened the minority firm community and facilitated their access to contract opportunities and capital resources. The city of Los Angeles’ relationship with the MBDA now includes a partnership with the University of Southern California to administer the MBDA Business Center-Los Angeles.

I congratulate the entrepreneurs being honored here today. With this year’s theme “Business Strategies – Maximizing Minority Business Growth,” I hope all minority firms attending the business development sessions find them memorable and productive.

I wish you all continued success.

Sincerely,

EDMUND G. BROWN JR.

GOVERNOR EDMUND G. BROWN JR. • SACRAMENTO, CALIFORNIA 95814 • (916) 445-2841
May 14, 2013

Mayor’s Office of Economic and Business Policy
200 N. Spring St. 3rd Floor
Los Angeles, CA 90012

Dear Friends:

On behalf of the City of Los Angeles, it is my pleasure to welcome and congratulate members and guests attending the 18th Annual Minority Business Awards, “Business Strategies – Maximizing Minority Business Growth”.

The support that minority firms receive from the Office of Economic and Business Policy as well as the U.S. Department of Commerce-Minority Business Development Agency (MBDA) is invaluable to their successful business practices. These programs have done a great deal for many individuals, firms and small businesses. Their work with the University of Southern California helped administer the MBDA Business Center-Los Angeles, offering partnerships to many minority firms in our communities and facilitating their progress and expansion.

I hope that each minority firm attending this event’s business development sessions can build a strong and tactical approach to increase company growth. The tools offered through these programs are vital elements of a successful business. Finally, I would like to commend the entrepreneurs receiving awards at this program tonight; congratulations on your success.

I extend my best wishes for a memorable celebration and future success.

Very truly yours,

ANTONIO R. VILLARAIGOSA
Mayor
May 15, 2013

On behalf of the entire Mayor’s office team of Economic & Business Policy, I welcome you to the 18th Annual Minority Business Awards Reception, hosted by the City of Los Angeles Mayor’s Office, in collaboration with the U.S. Small Business Administration- L.A. District Office.

We are pleased this year to also include minority firms to be recognized by both the Mayor’s Office and the SBA. Each year award winning firms represent the entrepreneurial excellence of the minority business community that is often overlooked by mainstream media.

Our 2013 theme is “Business Strategies: Maximizing Minority Business Growth” was chosen to encourage minority entrepreneurs to embrace new strategies to help accelerate their business growth. Each of the 2013 award winning companies are examples of how the implementation of a new strategy that can step up growth, leading to the retention and creation of jobs.

We also acknowledge our many partners in both the public and private sectors. Their commitment allows us to provide year-round business development assistance to diverse firms through the MBDCA Business Center - Los Angeles program, operated by the University of Southern California, Civic & Government Affairs, in partnership with the Mayor’s Office.

Congratulations are sincerely extended to each business from the City of Los Angeles, Mayor Antonio R. Villaraigosa, and the Office of Economic & Business Policy.

We honor their contribution to our community and thank our many strategic partners and event sponsors for their continued support.

Please enjoy today’s celebration and networking reception.

Thank you,

Linda Smith
Managing Director
Public & Private Partnerships

BUSINESS STRATEGIES: Maximizing Minority Business Growth
March 15, 2013

Greetings:

On behalf of the Minority Business Development Agency (MBDA) and the U.S. Department of Commerce, I would like to offer my congratulations to the Mayor’s Office of Economic and Business Policy, in partnership with the MBDA Los Angeles Business Center on 18th Annual Minority Business Awards event.

Minority-owned businesses continue to excel as a powerful engine of job growth in the United States. These businesses provide nearly six million U.S. jobs, and annually generate $1 trillion in economic output. They are more likely to export the goods and services that will support the global marketplace of the 21st Century. The State of California in particular, is a key state in the growth and development of minority-owned firms as they employ nearly 1.5 million Californians.

MBDA applauds the Mayor’s Office of Economic and Business Policy for the support and leadership provided to minority-owned firms developing a tactical approach to better position their companies for growth opportunities. The MBDA Los Angeles Business Center is a perfect example of how a public-private partnership can yield tremendous benefits for a community. The Agency looks forward to continuing to work with your office to create jobs and strengthen California’s economy.

My best wishes for a successful event.

Sincerely,

David A. Hinshaw
National Director
May 15, 2013

Dear Honored Friends and Business Leaders:

On behalf of the U.S. Small Business Administration, Los Angeles District Office, it is an honor to recognize the City of Los Angeles and Mayor Villaraigosa’s Office of Economic and Business Policy on the occasion of their 18th Annual Minority Business Awards. This year’s theme “Business Strategies: Maximizing Minority Business Growth” summarizes a key component of the business eco-system in the Greater Los Angeles area. The Minority Business Awards Program has come to symbolize and highlight the success of minority businesses in the region.

I commend the participants, sponsors and honored guests for making tonight the success it is and will continue to be for years to come. The success of our diverse minority businesses will continue to help stimulate job creation and economic development. Additionally, I would like to extend special congratulations to the entrepreneurs being recognized this evening. You represent our thriving business community and continue to serve as the catalyst to our global business sustainability.

I admire your achievements and extend my best wishes for continued success.

Very truly yours,

Victor Parker

Victor Parker
District Director- Los Angeles
U.S. Small Business Administration
April 26, 2013

I would like to take this opportunity to congratulate the winners of the Minority Business Awards, 2013, for your support and commitment to building strong communities.

It is my pleasure also to thank the Mayor’s Office of Economic and Business Policy, for the valuable partnership.
Best Wishes in all future endeavors.

Sincerely,

[Signature]

Thedia S. Douglas
Associate Vice President
Government Partnerships and Programs
Civic Engagement

USC University of Southern California

April 26, 2013

Congratulations to the winners of the Minority Business Awards! We certainly appreciate your outstanding work and dedication to the community.

I would also like to thank our partner, the Mayor’s Office of Economic and Business Policy, for working together with us to achieve another successful year for the Minority Business Development Agency (MBDA) Business Center of Los Angeles.

Best wishes,

[Signature]

Sergio Gascon
Executive Director
Los Angeles MBDA Business Center
Operated by the University of Southern California in partnership with the Mayor’s Office, City of Los Angeles
March 19, 2013

Dear Friends:

It is with great pleasure that I extend my warmest congratulations to the Mayor’s Office of Economic and Business Policy and U.S. Department of Commerce Minority Business Development Agency (MBDA) on the occasion of its 18th Annual Minority Business Awards, named “Business Strategies: Maximizing Minority Business Growth.”

Since 1994, the Mayor’s Office of Economic and Business Policy and the MBDA have partnered together to serve minority communities, strengthening their ability to access opportunities and capital resources. I applaud the commitment and efforts put forth by these two agencies and I hope that they can continue working together for the benefit of the underserved in my district.

Best wishes on a memorable event!

Sincerely,

[Signature]

Karen Bass
Congress of the United States
37th Congressional District of California

May 14, 2013

Office of the Mayor of Los Angeles
200 North Spring Street
Los Angeles, CA 90012

Dear Friends,

I am delighted to extend my heartfelt congratulations to Mayor Antonio Villaraigosa’s Office of Economic and Business Policy along with the Minority Business Development Agency (MBDA) Business Center of Los Angeles on hosting the 18th Annual Minority Business Awards.

The Mayor’s Office of Economic and Business Policy and the MBDA Business Center of Los Angeles continue to play an important role in the Los Angeles community. Their commitment to strengthening the economic development of our neighborhoods through attracting, supporting, and empowering minority businesses and job opportunities in the City of Los Angeles and its surrounding area is simply remarkable. I highly commend this partnership and its dedication to the community throughout the years.

Tonight, we come together to celebrate a special milestone for all of us. The 18th Annual Minority Business Awards is an opportunity to support and celebrate successful entrepreneurs. As we gather to honor their achievements, we wish Mayor Antonio Villaraigosa’s Office of Economic and Business Policy the very best in their future endeavors.

On behalf of the United States House of Representatives and the people of the 27th Congressional District, I extend my congratulations to the Mayor’s Office of Economic and Business Policy and the MBDA Business Center of Los Angeles for hosting this critical event.

Sincerely,

[Signature]

Judy Chu
Congress of the United States
27th Congressional District

www.chu.house.gov

BUSINESS STRATEGIES: Maximizing Minority Business Growth
May 14, 2013

Dear Friends,

It gives me great pleasure to share in celebrating the 18th Annual Minority Business Awards. I am honored to give tribute to the top achievers among business leaders who have established a legacy of entrepreneurial excellence and contributed significantly to the community.

It warms my heart to see that the Minority Business Development Agency (MBDA) is committed to serving the minority firm community and strengthening their ability to have access to contract opportunities and capital resources.

It is an honor to be a part of this distinguished occasion for this great organization. I hope for many more years of achievement from successful entrepreneurs, who are continuing to maximize minority business growth.

Sincerely,

Janice Hahn
Member of Congress

May 15, 2013

Congratulations to the City of Los Angeles Office of Economic and Business Policy

I am very pleased to congratulate the Mayor’s Office of Economic and Business Policy on the occasion of your 18th Annual Minority Business Awards Ceremony. “Business Strategies – Maximizing Minority Business Growth”

The Minority Business Awards are a way to celebrate successful entrepreneurs, host business development workshops, and further support minority firms in the City of Los Angeles. By partnering with the United States Department of Commerce-Minority Business Development Agency (MBDA), you are able to provide help with accessing contract opportunities, capital resources, and administering the MBDA Business Center-Los Angeles. I commend you for your dedicated efforts in improving the competitiveness of minority contractors in the City of Los Angeles.

To the Mayor’s Office of Economic and Business Policy, honorees and everyone in attendance, I extend my very best wishes for a successful and memorable event.

Sincerely yours,

Maxine Waters
Member of Congress
43rd District, California

18TH ANNUAL MINORITY BUSINESS AWARDS
May 14, 2013

Dear Friends,

Greetings to all those attending the 18th Annual Minority Business Awards, “Business Strategies: Maximizing Minority Business Growth,” hosted by the Mayor’s Office of Economic and Business Policy in partnership with the Minority Business Development Agency Business Center Los Angeles. I would like to thank everyone involved with tonight’s event for their continued commitment to creating and sustaining a favorable business environment in which all businesses can grow and prosper.

I’d like to extend my sincerest congratulations to this year’s honorees who have demonstrated an unwavering dedication to the Los Angeles business community. Their success as entrepreneurs and business leaders is commendable and serves as an example of demonstrated leadership and commitment in advancing the minority business community.

Once again, I would like to thank the Mayor’s Office and MBDA- Los Angeles for continuing to be a leader in our region by being the voice of business, promoting collaboration, and protecting the current and future welfare of the greater Los Angeles area.

Please accept my best wishes for much continued success.

Sincerely,

JOHN A. PÉREZ
Speaker of the Assembly

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May 14, 2013

Dear Friends:

It is with great enthusiasm that I offer my congratulations to The Mayor’s Office of Economic and Business Policy and the Minority Business Development Agency (MBDA) Center-Los Angeles on the occasion of their 18th Annual Minority Business Awards, under this year’s theme: Business Strategies: Maximizing Minority Business Growth.

Since 1994, the Mayor’s Office of Economic & Business Policy and the MBDA have been committed to serving the minority community and strengthening their ability to have access to contracts and capital resources. These efforts have been realized through business development sessions that support the importance of minority firms and development of tactical approaches that place their companies in better positions of growth and development.

Your commitment to professional development in the minority business community will continue to improve the lives and growth of minority businesses and surrounding communities.

I commend and thank you for all of your great work!

Sincerely,

STEWEN BRADFORD
Assemblymember, 42nd District
The Honorable Antonio R. Villaraigosa, Mayor
City of Los Angeles

“18th Annual Minority Business Awards”
MAY 14-15, 2013

It is my pleasure to welcome everyone to the “2013 Minority Business Awards”, and to extend sincere congratulations to Mayor Villaraigosa, the City of Los Angeles and the community partners that came together each year to host this incredible event in support of small and minority businesses in our community. Congratulations to the entrepreneurs and businesses that will be celebrated and honored this year.

I applaud the efforts of the Mayor’s Office and the MBOA for your leadership over the past 16 years in providing business development support to minority firms and celebrating the successes at your Annual Minority Business Awards. Thank you for your continued commitment to the development and empowerment of small and minority businesses, and providing valuable information, opportunities and strategies for survival in the midst of our struggling economy.

Best wishes for a memorable and successful event.

ISADORE HALL, III
Assemblymember, 54th District

18th Annual Minority Business Awards
May 14-15, 2013

I am honored to congratulate the successful entrepreneurs being recognized by the Mayor’s Office of Economic and Business Policy, in partnership with the MBOA Business Center of Los Angeles at the 18th Annual Minority Business Awards. Your dedication and work in business development has been essential in supporting the overall growth of minority firms here in Los Angeles.

The community of minority firms is thriving, in large part due to the commitment of the Mayor’s Office and the MBOA in working to improve contract opportunities and capital resources. It is you, the entrepreneurs, who have successfully used these opportunities to the advantage of your own businesses. This has been monumental to the development of the community and is surely something to be proud of.

I know that as the Mayor’s Office and the MBOA continue to work hand in hand with entrepreneurs, minority firms will only gain a greater voice in L.A.’s economy. I look forward to the future with great enthusiasm, as the community of minority firms is given the tools necessary to become economically competitive and viable. Thank you again for your impact, and congratulations on your success.

Sincerely,

REGINALD JONES-SAWYER
Assemblymember, 59th District

18TH ANNUAL MINORITY BUSINESS AWARDS
City of Los Angeles Mayor’s Office of Economic & Business Policy

18th Annual Minority Business Awards
May 15, 2013

It is a pleasure to acknowledge the ongoing achievements of the City of Los Angeles Mayor’s Office of Economic & Business Policy. Your dedication to excellence and the continuous growth of minority-owned businesses is commendable.

I would also like to take this opportunity to congratulate the 2013 Minority Firms of the Year:

Construction: Alamada Construction Services, Inc. - Kevin Ramsey
Distributor: Omega Pacific Electrical Supply, Inc. - Todd Lewis
Global: Nantex Group International - Young Park
Greed: GigaSolv, Inc. - Deep Patel
Professional Services: Zenstar Communications, Inc. - Ronnie Nyer
Technology: JF Fiber Optics, Inc. - Kenneth Rivera
Technology Runner-up: CC-OPS, Inc. - Amy Dickinson

Congratulations and best wishes for a joyous and memorable event!

Currie B. Price
26th Senate District

MARK RIDLEY-THOMAS
Supervisor, Second District, County of Los Angeles
504 W. Temple Street, Los Angeles, CA 90013

May 14-15, 2013

MBDA BUSINESS CENTER-LOS ANGELES (MBC-LA)
18th Annual Minority Business Awards
“Business Strategies – Maximizing Minority Business Growth”


MBC-LA was established in 1994 through a 3-year contract grant award, partially funded by the City of Los Angeles and the U.S. Department of Commerce Minority Business Development Agency (MBDA). Since then, they have maintained and increased their funding to provide services linking minority business enterprises to public and private sector contracting and financing opportunities. I commend them for the diligent work they do to help stimulate economic development for the City through diversification and enhanced prospects.

On behalf of the more than 10 million people who reside in the County of Los Angeles and the members of Board of Supervisors, I extend best wishes for continued success and a most memorable event.

With warm regards,

Mark Ridley-Thomas
Chairman, Board of Supervisors

BUSINESS STRATEGIES: Maximizing Minority Business Growth
May 14, 2013

Dear Friends,

On behalf of the City of Los Angeles, I would like to welcome you to the 18th Annual Minority Business Awards hosted by the Mayor’s Office of Economic and Business Policy in partnership with the U.S. Department of Commerce Minority Business Development Agency (MBDA).

Los Angeles is the third largest metropolitan economy in the world and a world leader in aerospace, clean technology, entertainment, fashion, healthcare and tourism. It is only fitting that the flourishing businesses reflect the diversity that makes up the region. With the signing of the Business Inclusion Program, an Executive Directive by Mayor Antonio Villaraigosa in 2011, the City of Los Angeles continues its work towards awarding more contracting opportunities to small businesses, minority-owned, women-owned and veteran-owned businesses in the city.

The Mayor’s Office of Economic and Business Policy, MBDA and in collaboration with the University of Southern California, now administers the MBDA Business Center-LA to assist businesses of all sizes to move, start and grow in Los Angeles and help coordinate support from City departments.

I would like to congratulate all of tonight’s award winners for their outstanding work and dedication to the community. Thank you to all the guests for joining us today and for continuing to support our mission to promote diversity, increase prosperity and improve the quality of life for present and future Angelinos. I wish you all continued success!

Sincerely,

Wendy Greuel
City Controller

HERB J. WESSON, JR.
PRESIDENT, LOS ANGELES CITY COUNCIL

MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESS CENTER – LOS ANGELES

“BUSINESS STRATEGIES – MAXIMIZING MINORITY BUSINESS GROWTH”

On behalf of the residents of the 10th Council District in the City of Los Angeles, I am pleased to extend my congratulations and appreciation to the Minority Business Development Agency Business Center in conjunction with the Mayor’s Office of Economic and Business Policy, at their 18th Annual Minority Business Awards.

Since 1994, the Minority Business Development Agency Business Center is in partnership with the Mayor’s Office of Economic and Business Policy and is committed to serving the minority firm community and strengthening their ability to have access to contract opportunities and capital resources. In addition, the Minority Business Development Agency Business Center’s relationship now includes a partnership with the University of Southern California to administer the Minority Business Development Agency Business Center – Los Angeles. The Minority Business Development Agency Business Center’s continued accomplishments have helped make monumental differences in the businesses within our city, as well as our community as a whole. I commend the Minority Business Development Agency Center’s continued efforts as they celebrate their successful entrepreneurs at their awards program and conduct business development sessions to support the importance of minority firms developing a strategic approach to better position their companies for growth opportunities.

Best wishes for a successful and memorable event!

Sincerely,

HERB J. WESSON, JR.
President, Los Angeles City Council
Councilmember, 10th District

18TH ANNUAL MINORITY BUSINESS AWARDS
ED P. REYES
Councilmember, First District

May 14, 2013

Dear Friends:

It gives me great pleasure to recognize the Mayor’s Office of Economic and Business Policy and the U.S. Department of Commerce-Minority Business Development Agency (MBDA) Central- Los Angeles for helping minority businesses to grow and contribute to our city’s economic growth.

As we celebrate the Minority Business Awards, we are reminded of your contributions to the wonderful diversity of Los Angeles.

As a Latino who grew up in Eastside neighborhoods in L.A., I recall looking up to other Latinos as friends and mentors during my graduate years. And here you are as an organization, sharing your expertise to raise minorities who need and deserve to have a source of reassurance in these competitive times.

I salute your efforts and look forward to working with you to expand your outreach.

Sincerely,

ED P. REYES
Los Angeles Councilmember, First District

---

PAUL KREKORIAN
Councilmember, Second District

May 14, 2013

Dear Friends:

It is with great pleasure that I congratulate the Mayor’s Office of Economic and Business Policy, in partnership with the Minority Business Development Agency Business Center of Los Angeles, on the occasion of its 10th Annual Minority Business Awards. As we offer tribute to tonight’s honorees, I want to commend the Agency for the role it has played in promoting economic development in Los Angeles.

At a time of great economic difficulties, the MBDA has sought to encourage minority industry leaders while building a stronger, more inclusive business network along the way. Since 1994, the MBDA Business Center has been committed to serving the minority firm community and strengthening their ability to have access to business opportunities and capital resources.

As Chairman of the Budget and Finance Committee and Chair of the new Ad Hoc Committee on Business Tax Reform, I have worked in partnership with my Council colleagues, civic leaders and the business community to devise our local economy and enact effective policies for a path towards prosperity. By advocating business advancement, providing business education and training and creating community relationships, the MBDA Business Center has demonstrated an equal willingness to create opportunities and enhance our community. For their work, Los Angeles is deeply grateful.

I wish you all an enjoyable evening and continued success to Minority Business Development Agency Business Center of Los Angeles in their service to our city and our collective future.

Very truly yours,

PAUL KREKORIAN
Councilmember, Second District
May 14, 2013

Dear Friends:

It is my honor to once again join the Mayor’s Office of Economic and Business Policy and the Minority Business Development Agency in celebrating the occasion of the 18th Annual Minority Business Awards.

I applaud the MBEA’s commitment to serving local small businesses and minority owned firms to strengthen their ability to have access to contract opportunities and capital resources. This year’s theme “Business Strategies – Maximizing Minority Business Growth” promises to be of great benefit to all.

I want to congratulate the honorees for their great work and contributions to Los Angeles and I extend my best wishes for continued growth and success.

Have a wonderful evening and please know that you will continue to have my full support moving forward.

Sincerely,

DENNIS P. ZINE
Councilman, Third-District

May 14, 2013

Dear friends:

Please accept my congratulations to all the winners and attendees of the 18th Annual Minority Business Awards. Congratulations must go as well to those who put hard work into organizing this event, most notably the Mayor’s Office of Economic and Business Policy and the MBEA Business Center of Los Angeles.

The story of the City of Los Angeles is the story of minorities coming here to achieve incredible success. I am pleased to know that you are adding to this long legacy, driving an entire region. The incredible diversity of people and businesses represented at this event speaks to the cultural richness of the City of Los Angeles.

As our economy strengthens, the work you do here will be key to our progress going forward. May you find success in all of your endeavors.

Best regards,

TOM LaBONGE
Councilmember, Fourth District
City of Los Angeles
May 14, 2013

Minority Business Development Agency Business Center
200 North Spring Street, 13th Floor
Los Angeles, CA 90012

Dear Friends:

It is with great pride that I extend my congratulations to all those being honored at this year’s 18th Annual Minority Business Awards sponsored by the Mayor’s Office of Economic and Business Policy in partnership with the U.S. Department of Commerce’s Minority Business Development Agency (MBDA).

Since 1994, the mission of the MBDA has been to encourage successful entrepreneurs to explore new strategies in growing minority-owned businesses. These strategies not only celebrate these businesses but provide information on growth opportunities through mergers, acquisitions, federal contracting, and exporting global markets.

I commend the Mayor’s Office of Economic and Business Policy and the MBDA on their goal of furthering the reach of minority-owned businesses. Best wishes for a successful event!

Sincerely,

Jan Perry

Councilwoman
City of Los Angeles

---

18th Annual Minority Business Awards
May 14 – 15, 2013

Dear Friends,

It is my pleasure to join the City of Los Angeles, the Mayor’s Office of Economic and Business Policy and the MBDA Business Center – Los Angeles in celebrating the work and achievements of the minority-owned business community on the occasion of the 18th Annual Minority Business Awards.

This year’s theme of “Business Strategies: Maximizing Minority Business Growth” is an important one for Los Angeles and our minority-owned businesses. We know that minority and women-owned businesses are the backbone of our communities, providing jobs, stability and opportunity to countless non-white residents in Los Angeles. These businesses play an especially important role in our communities and it is critical that we find new and innovative ways to support and grow these businesses. I know that the business development sessions that are part of this two-day event will be of special importance in supporting minority-owned small businesses, as local entrepreneurs and business owners will learn how to better develop their marketing strategies and better position themselves in growth opportunities.

My understanding of the challenges and opportunities you face as business owners is personal for me, as my wife owns a small business in the San Fernando Valley. I recognize the struggles you may be facing in your own business and I commend you for your dedication to your business and our City and your interest in growing and expanding your business.

Best wishes for a successful event and thank you for your commitment to Los Angeles. Building successful businesses strengthens our economy, and improves the quality of life in our communities. I hope that you will utilize the resources that the City of Los Angeles provides to further strengthen your business.

Sincerely,

Ricardo Alarcón
Councilmember, 3rd District

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BUSINESS STRATEGIES: Maximizing Minority Business Growth
May 14-15, 2013

Dear Friends:

On behalf of the City of Los Angeles and the Eighth District, welcome to the 18th Annual Minority Business Awards under the theme of “Business Strategies – Maximizing Minority Business Growth.”

I am pleased to know that this will provide an opportunity to explore new strategies to position minority businesses for growth. I am proud to join with the Mayor’s Office of Economic and Business Policy and the Minority Business Development Agency – Los Angeles in congratulating the honorees.

Best wishes for a fun and memorable event.

Respectfully,

Bernard C. Parks
Councilmember

May 14, 2013

Dear Friends:

It is with great pleasure that I welcome you to the 18th Annual Minority Business Awards. It is essential that we take the time to celebrate successful entrepreneurs in Los Angeles.

During my time on the City Council I helped to implement business tax reform to retain business in our City. I will continue doing everything in my power to foster economic development in our community.

This year’s awards theme of “Business Strategies – Maximizing Minority Business Growth” is particularly timely as the economy continues to emerge from the recession. The business development sessions offered over the next two days will be both informative and useful in helping grow your business.

Our City has a long history working with the U.S. Department of Commerce – Minority Business Development Agency (MBDA). The Minority Business Awards are an excellent platform to recognize the key role that minority entrepreneurs perform in the economy and our communities.

I thank you for attending the 18th Annual Minority Business Awards. I know that everyone here brings tremendous expertise and that all of the participants will gain from your being here.

Sincerely,

Mitchell Englander
Councilmember, 10th District
May 14, 2013

Dear Friends:

Welcome to the 18th Annual Minority Business Awards and congratulations to this year’s honorees and attendees on their business successes and contributions to Los Angeles.

As business owners you are key to the success of Los Angeles’ economy. Minority owned businesses tend to hire more minorities and increase employment and economic development in typically under served communities. Your businesses create opportunities that must be recognized and celebrated.

I join in commemorating your success as an entrepreneur and am committed to strengthening your ability to grow access capital resources, and access contract opportunities. I wish you continued success and an afternoon of fruitful business connections.

Sincerely,

ERIC GARCETTI
Councilmember, 13th District

May 14, 2013

Dear Friends:

It is with great pleasure that I write this letter to congratulate the Mayor’s Office of Economic and Business Policy and the U.S. Department of Commerce-Minority Business Development Agency (MBDA) as they celebrate their 18th Annual Minority Business Awards.

This annual award celebrates successful entrepreneurship and provides information about growth opportunities available to minority businesses through mergers and acquisitions, federal contracting and exporting to global markets.

I commend the MBDA Center-Los Angeles for working to unite the business community by actively promoting the growth and competitiveness of minority business enterprises.

This year’s theme, “Business Strategies – Maximizing Minority Business Growth,” is essential in assisting minority businesses and entrepreneurs in developing a tactical approach to better position their companies for growth opportunities, which benefits those businesses and helps create much-needed jobs in the City of Los Angeles.

It is imperative to the long-term health of our business community to identify successful services, strategies and incentives for minority business owners and entrepreneurs in order to pave the way for others to follow in the future.

Congratulations to all the awardees for a well-deserved recognition and sincerest thanks to the Mayor’s Office of Economic and Business Policy and the MBDA Business Center-Los Angeles, as well as their newest partner, the University of Southern California.

Sincerely,

Jose Huizar
Councilmember, 14th District

BUSINESS STRATEGIES: Maximizing Minority Business Growth
ACKNOWLEDGMENTS

Thank you to all of the staff, volunteers, consultants, the City of Los Angeles and the Council offices for their hard work and dedication to make this a premier event.

We especially want to thank our sponsors, entertainers, vendors, special guests, and program participants. Your contributions and participation made the 18th Annual Minority Business Awards and Conference a memorable occasion for all of us, especially our award winners.

Finally, we extend our sincere congratulations to each honoree. Your success is greatly due to your continued perseverance and the high quality of service you provide your customers within your respective fields. The Mayor’s Office and the L.A. District Office of the Small Business Administration are proud to recognize you. We are committed to serve you and will continually work to contribute to your future successes, as you soar to even higher heights. Best wishes!

City of Los Angeles

Mayor Antonio R. Villaraigosa
Brian Currey, Counsel to Mayor and Deputy Mayor of Economic & Business Policy
Linda Smith
Dorothy C. Randle
Ronald Lowe
Michelle Le
Darlene Martinez

Event Suppliers

Valerie Goodloe (Photographer) – COVERUP Productions
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Jennifer Renshaw (Trophies) – Janco & Winnex
Jerome Dean (Music)
Lupe Massey (Florist) – Massey’s House of Flowers
MARCO Promotional Products (Ribbons)
City of Los Angeles Print Division (Print Services)
Mayor’s Office Videographer Team
California Club (Tim Skillman, member)

Program Participants

Victor Parker, Distric Director, U.S. Small Business Administration/L.A. Office
Joyce Sloss, Director of the Business & Job Resources Center Los Angeles World Airports
Dr. Louis B. Lynn, President, ENVIRO AgScience, Inc.
MISTRESS OF CEREMONY
Joyce Sloss, Business & Job Resources Center (BJRC),
Los Angeles World Airport’s (LAWA) Central

Joyce Sloss is the director of the Business & Job Resources Center (BJRC), Los Angeles World Airport’s (LAWA) central, one-stop resource and clearinghouse for LAWABusiness outreach, contracts, employment, training and internship work experience. She is primarily focused on developing and implementing policies and innovative new programs that connect emerging businesses with opportunities and community residents with jobs, while also helping LAWAdivisions, tenants and prime contractors meet their strategic objectives in regards to the modernization of LAX.

Ms. Sloss serves on the board of the directors for the Los Angeles Air Cargo Association (LAACA) and is a member of the board of directors for the Los Angeles Regional Export Council (LARExC), which is focused on policy initiatives and collaborations to assist local businesses with export assistance and information. Ms. Sloss has also been nominated to serve on the District Export Council (DEC). Appointed by the US Secretary of Commerce, the DEC contributes leadership and international trade expertise to complement the U.S. Commercial Service’s export promotion efforts through counseling businesses on the exporting process and conducting trade education and community outreach.

For her work in the community, she has been honored by the Greater Los Angeles, African American Chamber of Council as the Small Business Advocate of the year and she was selected as an “Interesting Personality” in the 2nd Annual Edition of Who’s Who in Black Los Angeles. Ms. Sloss was also recognized by the YWCA for “outstanding contribution to professionalism, women’s issues and public service,” and she has been given a Certificate of Commendation from the Board of Library Commissioners for her budget efforts on the Central Library renovation project.

Ms. Sloss lives in South Pasadena with her husband, Michael, and daughter Anneliese.
Established 28 years ago in 1985 by Dr. Louis B. Lynn, ENVIRO has been recognized as the largest African-American owned landscape and construction firm in South Carolina and the fourth company on South Carolina’s list of 25 Fastest Growing Companies.

ENVIRO is a participant in the SBA HUBZone program and a 2012 Graduate of the SBA 8(a) program. The company offers a wide-range of services including: Design-Build Management, Engineering, Construction Management, Quality Control, and Value Engineering and has a proven success track record for completed projects that range in size, complexity, and budgets up to $150 million. Currently the company holds a three-year IDIQ contract with the US Department of Agriculture and a five-year MATOC with the US Army Corps of Engineers.

Their target market of government facilities, military institutions, educational buildings and detention centers in the Southeast United States includes such clients as: the Columbia Convention Center, the University of South Carolina Colonial Center, BMW Manufacturing Plant, Fort Jackson Solidier Support Center, Shaw Air Force Base Fitness Center, Fort Gordon Wounded Warrior Battalion, Johnson Controls, Flour and the Savannah River Nuclear Site.

Dr. Lynn’s entrepreneurial spirit was awarded in December 2012 when he received the “Ronald H. Brown Leadership - Small Business Person of the Year Award” from the US Department of Commerce – Minority Business Development Agency at its national MED Week Awards ceremonies held in Washington D.C. and in 2011 by the Small Business Association as one of the Persons of the Year. He was also featured in the 2011 AT&T South Carolina African American History Calendar.

ENVIRO was recognized by the Regional MBDA Atlanta Office as the “2011 Minority Construction Firm of the Year” during their MED Week awards.

A devout Christian, Dr. Lynn studied Market Place Ministry at CIU Seminary and says his business is his ministry. He is grateful for how the LORD has blessed him and strives to be a blessing to others. The Mission Statement for ENVIRO AgScience, Inc. is Proverbs 16:3 “Commit to the LORD whatever you do, and your plans will succeed”

ENVIRO AgScience has offices throughout the U.S. where they are a client of the MBDA Business Centers, including: Los Angeles, Las Vegas, Atlanta, and Columbia, South Carolina where they are headquartered.
18TH ANNUAL
MINORITY BUSINESS
AWARDS
2013 MINORITY FIRMS OF THE YEAR

BUSINESS STRATEGIES:
Maximizing Minority Business Growth
Site Concrete Specialists

Drainage

Asphalt Paving

Curb & Gutter

Demolition

Bollard Installation

Miscellaneous Concrete

... in the business of providing quality services. ...
Kevin Ramsey & Traci Watson
Alameda Construction Services, Inc.
CONSTRUCTION FIRM OF THE YEAR

Since inception 16 years ago, Alameda Construction Services, Inc. (ACSI) has focused on its core service of site concrete for commercial, retail, industrial, hospital and school projects. At the helm is Kevin Ramsey as President, along with his sister, Traci Watson, Vice President.

ACSI works on multiple local, State, Federal and private projects, some with values over $2 billion. ACSI has grown from $25,000 in annual sales to over $8 million. In the past 5 years the company has experienced a 40% increase and now employs an average of 50 workers. ACSI offers services throughout Southern California, including: the entire Los Angeles County and Orange and San Diego Counties. In addition Mr. Ramsey has diversified the company’s revenue sources by expanding into the sale of commercial bathroom partitions, accessories, and specialty items.

ACSI has an exceptional service track record, competent documentation processing and a strong core employee base, which are critical components for successful bidding and prime partnership. They have been awarded significant contracts with the federal government, public agencies and large general contractors in the private sector, such as the I-405/Sepulveda Pass Widening; Disneyland-Adventure Park Car Land; several LAUSD New Schools; Martin Luther King Hospital; Kaiser Hospital Network; and the Exposition Metro Rail.

As a 100% minority owned business, Mr. Ramsey has successfully obtained multiple certifications to position the company as a highly sought after business enterprise by prime contractors who want to achieve their diverse participation goals. ACSI holds HUBZone, DBE, MBE, SBE certifications with CPUC, CUCP, SCMBDC, SBA and related agencies.

Among their list of clients are: City of Los Angeles, Clark Construction, Skanska, Kaiser, Disney, Swinerton Builders, Kiewit, Hensel Phelps, Turner Construction, McCarthy Construction, and Curton Building and Development.

The 2013 Construction Firm of the Year presented by the Mayor’s Office of Economic & Business Policy adds to the many awards ACSI has received over the years. Some of these recognitions include:

- 2013 Inner City 100 Award winner, ranking among the 100 fastest growing companies in America’s Inner-cities featured in Fortune Magazine.
- Ranked 57th in the 2012 Top 100 Fastest Growing Private Companies
- Ranked 78th in the 2012 Top 100 Minority Businesses by the Los Angeles Business Journal
- 2012 Contractor of the Year by the National Association of Minority Contractors, Southern California Chapter
- 2006 ACSI is recognized on KTLA Channel 5 “Making It” Television Program
SAVING ENERGY, SAVES MONEY!

For your Energy Efficient Solutions, contact Omega Pacific Electrical Supply, Inc.

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Turning waste into a resource
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Ask about our Recycling Program of Lamps, Ballasts, and dry battery cells

Website: www.omegapacific.com
Toll-Free No.: 1-888-OMEGA-80
Todd Lewis’ business philosophy is simple: It’s all about customer service. Building off the company’s foundation created by his mother, Ivy Reid-Lewis, who founded the company in 1990, Todd has grown Omega Pacific Electrical Supply, Inc. by efficiently meeting the customers’ needs with state-of-the-art and energy efficient products and services.

Today, the company is one to the largest African-American owned energy efficiency lighting distributors in the United States. Under his direction, the firm expanded from electrical supplies and traffic signals, to energy efficient street lighting, and became an early adapter of lighting emitting diode technology LED to broaden the company’s customer base. Omega Pacific Electrical Supply, Inc. has an impressive stable of large and small completed projects under its belt:

- Replacement Street Lighting – Los Angeles Department of Public Works
- California Academy of Science
- The DeYoung Museum
- The US Ice Center
- The GAP headquarters
- Moscone Center
- Elihu Harris State Office Building
- San Francisco International Airport

Presently, Omega Pacific is in the midst of a multi-year contract to furnish the State of California with LED Lighting Fixtures. They company is certified as a Small, Minority, and Disadvantaged Business Enterprise.

A one-time, aspiring pro football player, Todd was released from the San Francisco 49ers in 1983 after a brief association with the team. A dedicated community philanthropist and volunteer, Todd is board member of the Charles Reid Foundation – named in honor of his late grandfather, which host annual Christmas parties for underprivileged children. He also supports other community program including after school tutoring and a college scholarship fund. Todd is the chief fundraiser for the National Football League Retired Players Association, San Francisco Bay Area Chapter, and volunteer for Toys for Tots, San Francisco. He is a past recipient for PBS-Union Bank of California Local Hero for Black History Month. He resides in northern California with his wife Claudia and their two children, Marcus and Sydney.
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NAEROK Group International, Inc.’s, mission is to become the single source for all of their clients’ business needs in the construction, facilities, and professional services industries.

After graduating from Seoul National University in 1973 Mr. Park immediately immigrated to Los Angeles from South Korea. Soon after arriving he founded NAEROK with initial emphasis on property development. Since 2008, NAEROK has expanded into all aspects of a project’s lifecycle. This growth includes: general contracting, security services, facilities management, infrastructure and project management, and related building services, trades and supplies. The company has expanded internationally into the Middle East/North Africa and Sub-Saharan African markets, bringing Western management methodologies with global efficiencies.

As a “Global Supplier”, the company, under NAEROK Trading Company, imports commercial and residential building materials from global manufacturing markets. NAEROK is headquartered in Los Angeles.

Notably, NAEROK is establishing a sizable assembly and logistics facility in the South Los Angeles area to include an exclusive product showroom focused on all aspects of sustainability. This facility will simplify NAEROK’s customer service and provide access to its manufacturers and distribution channels to the Los Angeles and overall US markets.

NAEROK Trading’s consumers are residential and commercial builders, architect firms and large portfolio owners. What gives NAEROK the competitive edge is the company’s commitment to create jobs locally by having 100% of final assembled product completed in the United States of America. This attracts customers who value the “Made in the USA” brand coupled with the cost effectiveness of imported materials. NAEROK products are mostly aluminum extrusion, vinyl windows, storefronts, curtain walls, etc.

Mr. Park’s primary focus of hiring local disadvantaged employees has opened doors and has led to his success. NAEROK is certified as a Minority Business Enterprise and a Small Business Enterprise.

He will always remember his humble beginnings.
Let the Sun Work for You

By harnessing the power of the sun’s rays, you could power your entire home through solar energy, saving money each year and increasing the value of your house. Now’s a great time to take advantage of tax credits and rebates, saving up to 50% on costs!

To find out how a PV solar system can work for you, call (866) 798-4435 for a free assessment

NABCEP Certified License C-10 #972791
Deep Patel is the Founder & CEO of GigaWatt, Inc., doing business as GoGreenSolar. He is an advocate for a future powered by solar energy. His name means light. In 2006, he started the company from a garage and has helped thousands worldwide harness the true power of sunlight.

**GigaWatt’s three core competencies are:**

1. **Sales & Distribution:** GoGreenSolar.com is a value-added distributor that offers a wide variety of alternative energy products through a user-friendly interface. Through GoGreenSolar.com, they’ve helped customers all over the world deploy solar and wind energy systems for their homes and businesses. Their team is dedicated to providing exceptional customer service and technical support, which is reflected by independently verified customer reviews.

2. **Solar Installations:** As a licensed California C-10 Electrical Contractor (#972791), their team designs and installs solar power systems for residential, commercial and government applications. The company takes care of every step during a customer’s switch to solar power, including engineering, financing, permits, installation and ongoing monitoring of the solar system. Their managing installer is North American Board of Certified Energy Practitioners (NABCEP) certified, which is the “gold standard” for solar installations, assuring high-standards of workmanship.

3. **Product Development:** GigaWatt designs solar power solutions for residential, commercial, military, municipal and industrial customers. Custom applications include the SunPole, a distributed, grid-tied solar module that easily connects to streetlight poles thereby eliminating land and transmission costs associated with centralized power, and the world’s first grid-tied solar bus shelter that helps power the local traffic intersection.

Today, GigaWatt is certified as a SBA Small Business and one of the most innovative solar companies in the United States, serving a diverse base of residential, government, non-profit and utility customers with their custom energy needs. Clients include the U.S. Army, the Federal Aviation Administration, CBS, GRID Alternatives, and the United States Marine Corps. They have received recognition from United States Secretary of Labor Hilda Solis, the Tech Coast Angels, and are proud to bring jobs to the City of Los Angeles.
YOU CAN ONLY GET THERE

FROM HERE

Great branding and marketing is about going places. Reaching new heights. Breaking new ground. Taking your company to the next level. But how do you get there? ZEESMAN is here ... with the strategic thinking and creative vision you need to move your company and elevate your brand.

COME HERE WE’LL TAKE YOU THERE

ZEESMAN BRAND STRATEGY AND MARKETING

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ZEESMAN is an award-winning brand strategy, marketing and design firm that works with companies of all sizes, government agencies and nonprofits. As diverse as they are, the company’s clients all have one critical thing in common … and that’s their shared belief in the value of their brand, and the importance of treating it not just as a logo or as signage on a building, but instead as a business asset to be nurtured, grown and strengthened over time.

Those common values have shown themselves in the types and quality of the clients — large and small — that ZEESMAN has successfully attracted since Arthur Zeesman founded the firm in 1990. In that first decade, clients were primarily related to travel, tourism, hospitality and retail. They included the Indonesian Tourism Board; the Tourism Commissions of Western Australia, South Australia and New South Wales; Conrad Hotels; and The Disney Store in the U.S., Europe, Australia, Hong Kong and Japan.

In 2000, Bonnie Nijst joined the firm as vice president of business development, and set out to diversify its base. In 2003, she became majority owner, president and CEO and Arthur ZEESMAN transitioned to his current role as chief strategist. Since then, ZEESMAN has had the privilege of working with a wide range of organizations including the City of Los Angeles, Los Angeles World Airports, the Walt Disney Company, Four Seasons Hotels and Resorts, Rock the Vote, the City of Beverly Hills, the Beverly Hills Conference and Visitors Bureau, Pioneer Electronics, Panasonic, Warner Bros., the Digital Entertainment Group, American Express and Griffith Observatory.

The company’s mission — and passion — is to give its clients’ brands a voice in the marketplace. And they ensure those voices are heard through sound strategy, insightful messaging, compelling design and intelligent, thoughtfully conceived marketing programs that elevate brands and educate, enlighten and engage the people their clients are trying to reach.

The company holds certifications with several agencies, including: Minority Business Enterprise with National Minority Supplier Diversity Council/Southern California Minority Supplier Diversity Council, Woman Business Enterprise with WBENC/WBEC—West, and Small Local Business with the City of Los Angeles.

ZEESMAN Communication prides itself on being a creative generalist focused on developing marketing brands that are always highly creative and designs that is always exceptionally strategic.
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Certified SBA MBE/DBE 2013 Minority Technology Firm of The Year
Kenneth Rivera  
JM Fiber Optics, Inc.  
TECHNOLOGY FIRM OF THE YEAR

JM Fiber Optics, Inc. is a Hispanic owned full service supplier and systems integration firm established in 1992 by Kenneth Rivera. Company provides fiber optic communication products, integrated communication systems, and technician certification training to customers worldwide while servicing commercial and government organizations of all sizes. The company began its operations with three employees in a small office in Chino, and in 2012 celebrated its 20th anniversary of successful business and solid reputation in fiber optic, communication and transportation industries.

In 2005, Mr. Rivera established the TransitVUE® brand of integrated communication systems, specifically designed for the mass transit industry. He saw an opportunity to capture a growing and profitable niche market segment in the transportation industry because of the expanding need for more security to rail systems throughout the USA and a more efficient way to distribute critical information to passengers. Today, TransitVUE® has proven to be a successful venture in setting the company apart from its competition and in offering technically unique communication systems previously not available to the mass transit and rail industries.

The implementation of TransitVUE® products into California public transportation systems began in April 2007, when JM Fiber Optics was awarded the contract to meet the needs of Los Angeles County MTA. TransitVUE® brand is currently recognized nationwide. JM Fiber Optics technological developments allowed the company to expand into new markets such as security, customer information and intrusion detection systems for high end shopping malls and amusement parks. The need for automated detection of intrusions into secured areas for amusement parks enabled the company to take their FibrMat® intrusion detection technology into the commercial sector. Identifying new applications for their communication and security systems allows JM Fiber Optics to overcome current and future economic downturns.

Throughout the years JM Fiber Optics was actively involved in community activities, charitable events and sponsorships. JM Fiber Optics plays an important mentoring role for local high school and college students. For several years, the company has provided paid internships for high school students from the Chino Unified School district that allowed them to obtain a real-world work experience under the supervision and guidance of helpful staff.

JM Fiber Optics is certified with several agencies. Their certifications include: Disadvantaged Business Enterprise, Small Business Enterprise, and Minority Business Enterprise.
“Never underestimate the power of dreams and the influence of the human spirit. The potential for greatness lives within each of us.”

Wilma Rudolf

For achieving greatness, we salute all of tonight’s award recipients.
CC-OPS, Inc. in its 28th year of providing industry leading technology based Professional Services and Managed Desktop Services to the government and Fortune 500 companies. Company is a Woman-Owned and Minority-Owned Small Business Enterprise, and a successful SBA 8(a) Business Development Program graduate.

CC-OPS was founded in 1984 by former Hughes Aircraft Manager Mary Ann Mitchell, who saw an opportunity in the growing market of information technology consulting. At the time, networking and the internet were only just beginning to revolutionize how the world did business, however only large businesses and government agencies saw the value of using enterprise communications systems as a means to increase efficiency and productivity. From her garage with the support of 5 employees, Ms. Mitchell built CC-OPS one connection at a time through relationship building, relentless follow-up and a commitment to excellent customer service. In its early years CC-OPS provided help desk services, communications technology, call center solutions, video conferencing, computer technology integration and security. Throughout the 1990’s, CC-OPS competitively bid for and won multimillion dollar technology contracts with Pacific Bell (now AT&T), the County of Los Angeles, Computer Sciences Corporation, and the US Department of Agriculture.

In less than 10 years, CC-OPS went from a 5-person small business to a leader in technology service delivery and professional services, employing over 375 people and with a portfolio of clients that included some of the largest federal, state and local government agencies. CC-OPS is still evolving day-by-day, brick-by-brick, to continue with the mission and vision of its Founder. Moving in line with industry trends, CC-OPS has expanded its service offerings considerably. The firm is now known as an award-winning Information Technology Outsourcing provider, offering a range of services from computing to network management and help desk support. CC-OPS gives its clients secure and reliable technology infrastructure that helps improve service levels and reduce technology costs.

The firm currently provides government, healthcare and energy markets with managed desktop services, wireless integration, fixed mobile convergence, mobile device support and enterprise data management solutions. This includes seamless integration of enterprise data into the mobile environment and mobile device management, all with the assurance of security and protection.

CC-OPS invests a considerable amount of time and resources into continuing its legacy of mentorship and social responsibility. CC-OPS is dedicated to supporting through time, resources and mentorship: Let It Shine, Break the Cycle and the Black Business Association, as well as providing internships for youth and young entrepreneurs.
Los Angeles International Airport (LAX) is the sixth busiest airport in the world and third in the United States, offering more than 600 daily flights to 91 domestic cities and more than 1,000 weekly nonstop flights to 58 cities in 32 countries on nearly 75 air carriers. It ranks 13th in the world in air cargo tonnage processed.

LOS ANGELES WORLD AIRPORTS, BUSINESS AND JOB RESOURCES CENTER

The Business & Job Resources Center (BJRC) is committed to the shared economic interests of Los Angeles World Airports, its tenants, local businesses and the communities impacted most by LAWA’s projects and activities. That commitment is centered on helping job seekers, emerging business enterprises and student interns navigate and access the promising employment, contracting and work experience opportunities that LAWA has to offer.

ABOUT THE FIRST SOURCE HIRING PROGRAM

LAWA and its tenants have thousands of full-time and part-time employees at every professional level, and in every department and capacity imaginable. From skycaps to systems analysts, restaurant workers to real estate officers, engineers to elevator mechanics, there are a wide variety of positions and rewarding careers to be found. The BJRC is focused on connecting the right people with the right jobs, conducting employment outreach events, hosting job fairs, providing workforce training, and reaching into the community to select qualified candidates, as well as educate the public about LAWA’s wealth of job and career opportunities.

ABOUT BUSINESS OUTREACH

Beyond just being a physical location, the BJRC represents a highly effective “marketplace,” at the heart of which are the business resources the BJRC seeks out, cultivates and brings to the table as contracting opportunities arise. They include local emerging, disadvantaged, and minority- and woman-owned businesses that engage with the BJRC through informational workshops, networking meetings and sponsored events. The BJRC’s broad base of business resources is further enhanced by its active participation in and collaboration with professional associations, industry organizations, chambers of commerce and the Los Angeles Mayor’s Office of Economic Development.

ABOUT BOND ASSISTANCE

To effectively compete for construction business with LAWA, bidding companies must be bonded. But some find the process of obtaining bonding cumbersome because of the rigorous application and review process. Administered by the bonding assistance firm of Merriwether & Williams, the LAWA Bond Assistance Program provides technical assistance and financial guidance to local contractors through a range of services, including bid, performance and payment bond guarantees to surety companies; cost subsidies for CPA-prepared financial statements; and training through individual counseling and group workshops on bonding, financing and business management.

ABOUT EDUCATION OUTREACH

Airport and aviation professionals are in demand, but many students are unaware of these rewarding, high-potential careers. Others are simply unable to get a foot in the door. LAWA’s Gateways Internship Program is a dedicated effort that targets local college and high school students, and is specifically designed to open doors to a career path in the aviation industry for young people in the communities surrounding LAX. The program offers paid and unpaid internships where the objective is to provide valuable exposure to aviation-related careers, as well as significant real-world work experience opportunities.
The U.S. Small Business Administration Los Angeles Office team
is proud to recognize the **SBA 2012 Award Winners**

**Congratulations!**

*Victor Parker, District Director*

*Natalie Orta, Supervisor*

*Catherine Clark, Lead 8(a) Business Opportunity Specialist*

*Armida Brothers, Business Opportunity Specialist*

**The U.S. small Business Administration (SBA)** was created in 1953 as an independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.

We recognize that small business is critical to the economic recovery and strength, to building America's future, and to helping the United States compete in today's global marketplace. Although SBA has grown and evolved in the years since it was established the bottom line mission remains the same. The SBA helps Americans start, build and grow businesses. Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam.
Nationally Recognized Award Winning Small Business

8(a) / SBD, 8(m) / WOSB, HUBZone, DBE / MBE / WBE

- Geographic Information Systems (GIS)
- Business Intelligence Systems
- Data Warehousing
- Custom Application Development
- Project/Program Management
- Hosting & Cloud Services

2010 5 Yr, $14.5 Million USDA RD Award
2011 USDA Woman Owned Business of the Year
2012 SBA Region IX Minority Business Person of the Year
2013 5 Yr, $53 Million Navy Award

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info@vsolvit.com
(805) 277-4705
Nationally recognized and award winning company VSolvit (pronounced ‘We Solve It’) was founded in 2006. Today, as VSolvit embarks on a growth to exceed 100+ staff members, it specializes in developing information technology (IT), geospatial (GIS), data warehousing (DW) and business intelligence (BI) solutions for government and private sector clients. In addition, VSolvit has invested in healthcare applications that can help with early detection of Cancer and improve vaccine supply planning. VSolvit is a certified SBA 8(a), HUBZone and Women Owned Small Business.

In 2010, VSolvit won a 5 year, $14.5 million single award 8(a) competitive contract with the U.S. Department of Agriculture’s Rural Development (USDA RD) to support and build the USDA RD Enterprise Geospatial platform. VSolvit developed a series of innovative web applications that advanced USDA RD’s mission, lowered costs and enabled personalized, location-based data sharing. Based upon VSolvit’s sound execution and delivery on the program, they were nationally recognized as the USDA’s 2011 Woman Owned Business of the Year.

This early success garnered the attention of other prospects and VSolvit’s customer base has grown to include multiple agencies within the Navy, USDA, Department of Housing and Urban Development (HUD), Bill & Melinda Gates Foundation; and local government agencies.

In 2012, one of VSolvit developed application was launched from The White House and Ms. Kamdar was selected as SBA’s Region IX Minority Small Business Person of the Year. In 2013, VSolvit formally participated in the HUBZone program and also won a 5 Year, $53 Million single award 8(a) competitive contract for enterprise IT support at Naval Facilities (NAVAC) Information Technology Center. Fueled by this big win, VSolvit is on track to beat the growth plan developed as part of the Goldman Sachs 10,000 Small Businesses Program with Long Beach Community College District. Most importantly, throughout this growth journey, none of VSolvit jobs have been outsourced!

Ms. Kamdar acknowledges that her business’ success is in large part due to VSolvit’s talented team members, the SBA and her advisors. “Without the generous support from SBA and its programs, VSolvit could not have transformed from a one person outfit in 2006 to the successful company it is today. If small businesses are the growth engines of our economy, then SBA is the vital engineer who keeps the engine roaring.”
ENERGY MANAGEMENT SERVICES

American Building Automation, Inc. (ABA) is a factory authorized dealer of Automated Logic Corporation’s (ALC) Building Automation and Energy Management Controls System (EMCS) product line. Our Turn-key services range from complete design-build system development to plan and spec jobs as well as retro-fits, installation, service, maintenance and user training.

2012 8(a) Graduate of the Year, Los Angeles District Office, Small Business Administration
2010 Minority Owned Company of the Year—Pacific Coast Business Times

FACILITIES MAINTENANCE

ABA has been providing around the clock Facilities Maintenance and Support for both private and public customers since 2000. Call us for all your Facilities needs.
Adrian Rosales was born and educated in Oxnard, CA.

While he was still in high school, he went to work for his father, who had worked his way up from an apprentice to becoming the owner of a small, thriving sheet metal and HVAC services company. Initially starting as an installer’s apprentice he worked his way through the various jobs available to him and even found time to take a year off to give back by serving in the California Air National Guard during Operation Desert Storm, achieving the rank of Technical Sergeant. When he returned to the business he discovered the nascent field of energy management systems and decided that this would be his area of specialization.

American Building Automation, Inc. (ABA) was originally formed as a sole-proprietorship in December 1997 as a home based business. Adrian Rosales, having distinguished himself with his father’s company, felt the need to strike out on his own in order to establish something lasting for his family.

The small company grew steadily, outgrowing a series of offices and Adrian quickly moved to establish ABA as a corporation in June of 1998 upon the award of two small government sub-contracts.

In April 2000, ABA was accepted and certified into the U.S. Small Business Administration’s 8(a) Business Development program. This opened the doors of opportunity and allowed the company to diversify its services to meet the needs of both public and private customers.

ABA’s years in the 8(a) program were fruitful and afforded the company the opportunity to further diversify its services. ABA expanded into Facilities Management, became licensed as General Contractor and was able to expand its contractual and marketing efforts into the Central Coast area. The company also established a training center where its customers, as well as interested others, could receive in depth training in their investment.

In June 2009, ABA became a founding member in the U.S. Department of Veterans Affairs (VA), Center for Veterans Enterprise (CVE) program. ABA continues to retain the status as a VA Verified Veteran-Owned Small Business.

The years since the 8(a) graduation have been spent growing the customer base and staying ahead of the fast changing trends in the Building Automation industry. Mr. Rosales’ efforts were most recently recognized when we were named the recipient of the Pacific Coast Business Times’ 2010 Spirit of Small Business Award for a Minority Owned Business.
THE VALUE OF BUILDING PARTNERSHIPS FOR STRONGER COMMUNITIES.

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Jose Huizar, 14th District
Boyle Heights Chamber of Commerce
LA Business Source Center (East Region)

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• Los Angeles City Councilman Jose Huizar, 14th District
  Welcome and Opening Remarks

• Congressman Xavier Becerra, Chairman of the House Democratic Caucus.
  Luncheon Keynote Speaker
  Discussing the role of government and the importance of small business in economic recovery

• Other special activities include a business related raffle
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URS is proud to support the City of Los Angeles Mayor’s Office of Economic & Business Policy Honorees at the 18th Annual Minority Business Awards. As a leading engineering, construction, and technical services firm, we are proud to support and advocate for minority-owned businesses throughout our industry. Our commitment to diversity in our projects, partnerships, and our workforce, along with our dedication to become an integral part of our communities never changes. We are URS.

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The Mayor's Office of Contractor Relations and the Office of Small Business are hosting a strategic matchmaking event for forecasted opportunities in Construction and Related Professional Services.

This event will feature opportunities and representatives from the City of Los Angeles Bureau of Engineering, the Port of Los Angeles, Los Angeles World Airports, Metro, Clark Construction, and many other private and public sector agencies.

Thursday, May 23, 2013
Program begins at 9:30 AM. Appointments begin at 1:00 PM.
EXPO CENTER – ROY A. ANDERSON RECREATION CENTER
3980 Bill Robertson Lane, Los Angeles, CA 90037
Registration begins at 9 AM.

The morning program will feature overviews of upcoming major projects. Presentations will be made by the prime contractor or public agency.

RSVP is required to participate in appointments with prime contractors and public agency contracting staff. Appointments will be matched based on your firm’s NAICS codes and the list of what Prime Contractors seek.

Please RSVP no later than May 16, 2013, here:  http://bit.ly/TH0Oce
You must use Chrome or Firefox as your browser. Internet Explorer does not work.
If you have registered for prior events, please log in and select this event.

For questions, please contact:
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Mayor’s Office of Contractor Relations
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