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Federal Contracting Opportunities

Women who own small businesses will be able to use a new online U.S. Small Business Administration training course to learn how to identify and take advantage of federal contracting opportunities. The new training course, Winning Federal Contracts: A Guide for Women Entrepreneurs is part of an ongoing government-wide initiative to promote opportunities for women-owned businesses in the area of government contracting.



The course is available at www.SBA.gov.

Social Media

Follow us online! NWBOC is now on Facebook, Twitter, and Linked In.


NWBOC Certification Facts

- NWBOC was the first national certifier of women business enterprises.
- The WBE application and process was developed through the cooperation and input of more than 700 public and private sector individuals.
- In addition to being designated as a WBE, certification through



Dear WBE Certifieds and Friends:

NWBOC had a banner year for which we are very grateful. And, it seems by the number of success stories that we receive that many of you have soared to new heights as well. Still, we have heard from some of our WBEs who are facing new economic challenges not previously experienced, and, others serious health issues. Please know that NWBOC's Board, staff, review committees and site visitors care passionately about you as well as your companies. We extend holiday greetings and best wishes for a healthy, happy, successful 2010!

Sincerely,

Janet Harris-Lange, President
NWBOC

Success Stories
Meet Crystal Arlington of Affiliated Grounds Maintenance Group


Crystal started Affiliated Grounds Maintenance Group in Erie, PA in 1999. Specializing in commercial landscape maintenance, lot sweeping, and snow and ice management services, the company is one of the few that has both Nationally Certified Landscape and Snow Professionals on staff.

"Being woman-owned brings supplier diversity to the table. Corporate America is now looking for minority and women owned business's to build relationships with. Since I am in an industry that is mainly male oriented, it gives me the edge for presenting services I can offer," says Crystal of being NWBOC certified. "I also have certifications in snow and landscaping. I am the only woman in North America that has this dual certification."

Currently serving clients in 25 states, Crystals aspires to be one of the largest national outdoor maintenance companies.

Learn more about Affiliated Grounds Maintenance Group at www.agmgus.com.

Meet Wendy Kaufman of Balancing Life's Issues

Wendy started Balancing Life's Issues in 2001 in Ossining, NY after 10 years of being an independent consultant. As nation-wide corporate training company, Balancing Life's Issues services individual companies, hospitals, school, work life providers and EAPs. The company offers lunch and learn seminars on topics from wellness to leadership, parenting and eldercare.



"Being a certified WBE gives validity to our company and allows us to network with other woman-owned businesses," says Wendy of NWBOC certification.

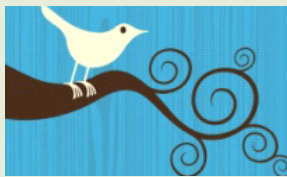
Balancing Life's Issues has grown from a single trainer organization to having over 500 consultants today reaching clients in all 50 states.

Learn more about Balancing Life's Issues at www.BalancingLifesIssues.com.

Marketing Tips

Social Media is being used by a lot of businesses to build relationships, strengthen their brands, increase prospects and even provide better customer service! According to the Center for Hispanic Marketing Communication at Florida State University, DMS Research, and Captura Group, most Americans now visit social networking sites and use them as increasingly important means for communication and information.

NWBOC provides access to promotion tools such as premier listings in the organization's interactive eProcurement database, access to data including 1,000 private and public sector purchasing contacts; and more.



As a business certified by NWBOC, using information you get from NWBOC and other certified women business owners can help you solidify your branding. A lot of social media users do not understand the importance of creating a conversation in social media. It is important to RT (re-tweet) posts from other people to show that you are paying attention and are part of the discussion.

Commenting on other people's tweets, blogs and activities helps build our own awareness, and brand. The more valuable your comments are to others, the more it reflects on your abilities and your character.

Please follow us on [Twitter](#) and join us on [Facebook](#) and [LinkedIn](#). Let us know your Twitter names so we can follow and RT you! Send it to mary@maryschnack.com.

Social media allows us to brand through story telling. Sharing what we know and what we've learned from others is a big part of that. As a NWBOC-certified business, we can help each other offer invaluable information to use to let people know who you are and what you value.

New Certified

(10/28/09-12/17/09)

And Take Names, Inc.
Beatrice Pipes, President
Houston, TX

AXIS Medical Management, LLC
Angela Miller, Owner
Cub Run, KY

Bio-Nucleonics, Inc.
Rosanne Satz,
President/CEO
Doral, FL

CCG Partners, Inc.
Susan O'Connell, CEO
Mill Valley, CA

CDA Construction Group, Inc.
Susan Minch, President
Celina, OH

Craig Safety Technologies
Brenda Craig, President
Kansas City, MO

D & D Masonry, Inc.
Meada Distefano, President
Kansas City, MO

Day or Nite Express, Inc.
Debbi Wishman, President
Oostburg, WI

Distinctive Properties, LLC
Darlene Dipo, President
Draper, UT

Gear Forwarding, Ltd.
Annette Girres, President
West Bend, IA

Gokay Family, LLC
Nilesen Gokay, President
Centerville, OH

Golden Compass, Inc.
Jackie Raccio, CEO
Madison, CT

Hasco Oil Company, Inc.
Renee Bjorklund, CEO
Long Beach, CA

June Company
Laura Doyle, President
National City, CA

K & K Materials, Inc.
Susan Minch, President
Celina, OH

Market Connections, Inc.
Lisa Dezzutti, President
Chantilly, VA

Mortgage Support Services, Inc.
Elizabeth Jamison-Rouquie,
President
Tampa, FL

National Steel Fabricators, Inc.
Patricia Grover, President
Rice Lake, WI

Paladin, Inc.
Norma Burks, Partner
Lexington, KY

Pinnacle Engineers, PC
Martha Gardner, President
Roswell, GA

Quality Solutions, Inc.
Wendy Dunn, President
Wichita, KS

Quantum Mark, LLC
Diane Borhani, Managing
Member
Reno, NV

Rappahannock Partners, Ltd.
Norma Burks, Partner
Lexington, KY

Repro X-Press, Inc.
Teresa Le, President
Commerce, CA

Pay it Forward

Sharon Desfor of Wauconda, IL has been a true example of strength and selflessness this year. In the midst of mourning the loss of her sister, Sharon and her husband stepped in to raise her 14 year old niece and 4 year old nephew who has Down Syndrome.

While educating herself about Down Syndrome and its medical difficulties, Sharon also faced the challenge of helping her niece cope with the loss of her mother and best friend. Meanwhile Sharon has her own two children, a growing business, NWBOC certified [HeliValue\\$, Inc.](#), in need of attention, and several industry committees that she chairs.

Sharon is an inspiration and we wish her and her family peace in the New Year.

Recertified

(10/28/09-12/17/09)

A.J. Danboise, Inc.
Ad Plus, LLC
Administrative Controls Management, Inc.
Age of Travel, Inc./Monumental Meetings
All Colors, Inc.
ALOM Technologies Corporation
American Power Service Co.
Asia-Link, Inc.
Barr-Nunn Enterprises, Ltd.
Barr-Nunn Logistics, Inc.
Barr-Nunn Transportation, Inc.
Bashen Corporation
Be Your Best, Inc.
Bell Consulting, Inc.
Bella Trucking, Inc.
Biotechnical Services, Inc.
Blumenthal Qualitative Research
Breakfast Serials, Inc.
Cadence Keen Innovations, Inc.
Catalyst Learning Company
CB Bovenkamp, Inc.
Chris B. Moriarty, LLC
Claridge Products & Equipment, Inc.
ComputerXperts of Atlanta, Inc.
Creative Ideas
Creative Research Management
Dalton Commercial Cleaning Corp.
DCO International, Inc.
DMS Services, Inc.
Ebner Design Associates, Inc.
Emerson Human Capital Consulting, Inc.
Equinox Consultancy, LLC
Fargo Holdings, Inc.
Finished Art, Inc.
Florida Silica Sand Company
Garcia Baldwin, Inc. dba Market Vision
Great River Office Products, Inc.
GT Events, Inc.
House of Batteries
InfoMart, Inc.
J.M. Neil & Associates, Inc.
Jaci Carroll Staffing Services
Lenzner Group
Lionfish, LLC
Lulu's Dessert Corporation
Master Mechanical Insulation, Inc.
Mayner Business Law, PS
Michigan Office Design, Inc.
Morningside, LLC
Mr. Emblem, Inc.
Nationwide Security & Building Services, Inc. dba Blanchard's Lock & Safe
Nutmeg Utility Products, Inc.
Prestige Stucco, Inc.
Prime Power Services, Inc.
Protech Solutions, Inc.
Provider Resources, Inc.
Purtex, Inc.
R & R Strategies, Inc.
R.M. Machining, Inc.
Reagan Marketing & Design, LLC
RHM Technology, Inc.
Right Writers, Inc.
S & S Excavating, Inc.
S.T.J. Inc.
Scope Packaging, Inc.
SeeGee Technologies, Inc.
Shrader Analytical & Consulting Laboratories, Inc.
South Fork Holdings
Star Bolt & Screw Co., Inc.

Saddleback Educational, Inc.

Arianne McHugh, President
Irvine, CA

Salvo Technologies, LLC

Channon Dougherty,
President
Largo, FL

SANDdesign, LLC

Susan Cregg, Managing
Partner
El Segundo, CA

Sirius Solutions GP, LLC

Kristi Chickering, Chairman
Houston, TX

Sirius Solutions L.L.P.

Kristi Chickering, CEO
Houston, TX

Source One Staffing, LLC

Gwen Garden, CEO
Irwindale, CA

Source Receivables Management, LLC

Kimberly Littrell, CEO
Greensboro, NC

Surface Systems, Inc.

Suzanne Broadwell,
President
New Orleans, LA

TeleSight, Inc.

Ann Knowles, President
Chicago, IL

The Stonesong Press, LLC

Alison Fargis, Partner
New York, NY

Unconventional Events, LLC

Carole Majka, President
Portage, MI

World Access USA, LLC

Isabel Jacques, Owner
Miami, FL

Young Electric Company, Inc.

Robin Young, President
Chattanooga, TN

Your Selling Team, Inc.

Lezlie Galloway, CEO
Lake Forest, CA

Tellus Computer Solutions, Ltd.
Test Equipment Solutions Today, Inc.
Testing Engineers & Consultants, Inc.
TI Asset Management, Inc.
TK Logistics, Inc.
Total Filtration Specialists, Inc.
Total Installation dba Millicare
Vivian Wright & Associates, Inc.
Vulcana, LLC
Wendy Evans Joseph Architect, P.C.
Wings & Wheels Delivery, Inc.
Working Hands, Inc.

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The NWBOC e-Newsletter is distributed by the National Women Business Owners Corporation (NWBOC). NWBOC created the first national certification program for women enterprises. NWBOC's certification program offers an alternative to the costly, time-consuming and duplicative agency-by-agency and corporation-by-corporation certification process.

If you have information for the NWBOC Newsletter, please send it to mary@CommunicationBridges.com or fax to 928-204-9835. If you no longer want to receive this e-newsletter, hit the **SafeUnsubscribe™** button below this note.

Don't forget... "When you need to procure goods and services, think WBEs first!"

~ Janet Harris-Lange, NWBOC President

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