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**Big Rig Expo**

Janet Harris-Lange, President of NWBOC, will be a keynote speaker at the Big Rig Expo from October 22 - 24 at the Tulsa Convention Center in Tulsa, OK. Yes, you are reading that correctly! NWBOC has been certifying many women-owned trucking companies and they want other women-owned companies of this type to understand the benefits of certification. For more information click [here](#).


**NWBOC Certification Facts**

- NWBOC was the first national certifier of women business enterprises.
- NWBOC was created in response to needs identified by the National Association of Women Business Owners (NAWBO). The investigation revealed that to a large degree, corporate America and government agencies had not received, nor recognized, the benefits of contracting with women suppliers.
- 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 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.
- Following the completion of the application process, NWBOC provides each certified company with a notebook. This can be useful in completing loan paperwork, establishing

**Don't Miss the Ninth Annual National WEDO Tour**

National City and NWBOC are national sponsors of The National WEDO® Tour on October 16. WEDO, Women's Economic Development Outreach, is a coalition of business experts working in collaboration to provide focused resources that help women owned and managed businesses flourish.

As the only event of its kind, the tour connects hundreds of businesswomen across the U.S. via live streaming video, featuring a candid panel discussion with notably successful women entrepreneurs and executives.

The telecast reaches Florida, Illinois, Indiana, Michigan, Missouri, Ohio, Pennsylvania and Wisconsin. Each participating region also hosts a customized program with local experts (i.e. a networking breakfast or luncheon) either preceding or following the panel discussion simulcast via streaming video.

If you're a successful businesswoman who wants to expand her knowledge and network, WEDO is for you. Hear from experts. Make new connections. And arm yourself with strategies and tactics that are executable and effective.

**The outstanding panel of speakers includes:**

**Cindy Bates**, Vice President, Microsoft North America  
**Genevieve Bos**, Founding Publisher/Owner of Pink Magazine  
**Marilyn D. Landis**, President of Basic Business Concepts, Inc.  
**Mercedes LaPorta**, President, Mercedes Electric  
**Susan Wilson Solovic**, CEO, SBTV.com

For more information click [here](#).

**NWBOC Welcomes Back National City as a Corporate Sponsor!**
**Women Business Owners Responding to the Challenging Economic Climate**

Half of women business owners report that the current recession has had a significantly negative impact on their business, according to a survey taken in the last two weeks of April by the Center for Women's Business Research and KeyBank.

While a majority (56 percent) claimed lower net earnings in the first quarter of this year, the women remain optimistic with 90 percent claiming that they do not expect the economy to get worse in 2009. Further, 48 percent expect the economy to improve over the next six months.

"The recession is prompting this group of women business owners to refocus on business basics," says Maria Coyne, executive vice president and founder of the Key4Women program. Two-thirds of responding women business owners said they are watching their cash flow much more carefully and 42 percent said they are collecting receivables more aggressively.

For the full story click [here](#).

**Success Stories**
**Meet Shawn Keough-Hartz of Provider Resources, Inc.**


Shawn Keough-Hartz, President and CEO of Provider Resources, Inc., founded her medical billing company in Erie, PA, in 2003 with a mission to support the health care community through providing strong, efficient, educated staff and innovative problem solving processes.

With the passion and desire to make a difference in healthcare, Provider Resources instills integrity into the system on all levels by educating the healthcare community, and develops programs that benefit all medical providers, insurance carriers, and governmental agencies.

"NWBOC certification has made a significant difference to our company. It opens doors through supplier diversity," says Keough-Hartz. "It is a tool. Business is based upon relationships. It is up to me to develop, cultivate and foster relationships simultaneously while building trust and providing quality services designed around the client's need."

For more information visit [www.provider-resources.com](http://www.provider-resources.com)

**Meet Pamela Jung of Workforce Solutions Group**

marketing plans, planning for growth, correcting errors in a company's documents, etc.

## Newly Certified

### Companies Newly Certified by NWBOC (4/29/09 - 6/28/09)

The Ascent Group  
Christine Kozlosky, CEO  
Athens, GA

BAS Appraisals, Inc.  
Barbara Satterly, President  
Louisville, KY

Broadband Systems  
Consulting, Inc.  
Margaret Aldridge  
Dacula, GA

Checks in Motion, Inc.  
Pamela Lipschitz, President  
Cooper City, FL

Coleman Industrial Holding  
Company  
Stephanie Freeman,  
President  
Riverside, MO

Coleman Industrial  
Construction Company  
Stephanie Freeman,  
President  
Riverside, MO

Custom Learning Designs,  
Inc.  
Donna Kilcoyne, CEO  
Belmont, MA

D. Berndt Sanitation &  
Excavation  
Donna Berndt, Owner  
Attleboro, MA

DANCO Construction, Inc.  
Dee Nummy, President  
Gilbert, SC

Delta Computer Consulting,  
Inc.  
Marzi Daneshvar, President  
Rancho Palos Verdes, CA

Engineering & Technical  
Associates, Inc.  
Lisa Wilczynski, President  
Walbridge, OH

Erin Chrusciel Photography,  
LLC  
Erin Tierney Chrusciel,  
Owner  
East Longmeadow, MA

Eventz-R-Us, Inc.  
Cicely Ingram, CEO  
Atlanta, GA

FirstPro, Inc.  
April Nagel, CEO  
Atlanta, GA

Forerunner Strategy Group,  
Inc.  
Roxann Goertz, President  
St. Paul, MN

Freeman Holding Company  
Stephanie Freeman,  
President  
Riverside, MO

Fusion Marketing, LLC  
Maeve Egnor, President  
Princeton, NJ

Graphic Communications  
Corporation  
Ann Stallard, CEO  
Lawrenceville, GA

KFR Services, Inc.  
Stephanie Fetchen, Co-  
President  
Summerville, SC

Kellett Enterprises, Inc.  
Claudia Kellett McNabb  
Greenville, SC

Lanier Steel Products, Inc.  
Rhonda Gillespie, CEO  
Commerce, GA

Management Recruiters of  
Baltimore, Inc.  
Linda Burton, President  
Timonium, MD

Paladin Health  
Communications, LLC  
Victoria Fahrney, President  
Allentown, PA



With only a PC, a laptop, and a few phones, Pamela Jung and business partner started Workforce Solutions Group just under seven years ago in a spare room in Jones' Mission Viejo, CA home.

Today, the staffing firm is located in Lake Forrest, CA and has climbed to the 221st spot on Inc. Magazine's 2008 list of the 5,000 fastest-growing private companies in the United States.

Through certification with NWBOC, Workforce Solutions Group has been qualified to be a vendor to staff numerous FDIC locations and other government projects throughout the United States. The company's future plans include mergers and acquisitions of smaller niche firms and further diversification of their "specialty" lines of business.

With the incentive to break out on their own, the co-owners started Workforce Solutions Group. Within months they were able to lease office space and hire several contractors. The company started out slow but closed out its first full year with \$79,000 in revenue.

With a strong presence in the healthcare, engineering and IT arenas the company was bringing in annual revenue of \$3.8 million by 2007. With a flexible work schedule and staffing options the company quickly attracted fellow industry veterans, including a mother looking to work part time from home in order to spend more time with her newborn.

"I think everybody who works for us desired a work-life balance," says Jung. The firm offers flexible work options such as virtual employees in key markets, job sharing, and allowing workers to bring their children in after school to work on homework for the last couple of hours of the workday.

According to Jung, what matters most is providing clients with access to the best and brightest talent available on the market and positioning the client as the employer of choice within its industry and geographic area.

For more information visit [www.workforcesolutionsgroup.com](http://www.workforcesolutionsgroup.com)

## NWBOC eProcurement Marketplace

### Spam Filter Notice

To avoid your email spam filters stopping NWBOC Marketplace emails from getting to you, make sure that you are set up to receive email notifications from [support@economicengine.com](mailto:support@economicengine.com)

### Online Business Tip

Make sure to login and review your commodity / service codes. This is how buying entities search for your company through our Marketplace. If your codes are not checked you may be losing potential business.

### Take advantage of NWBOC Opportunities to Increase Your Business

Make sure to take advantage of all opportunities to increase your business. Below are sites similar to the NWBOC eProcurement Marketplace that track women business owner participation. We encourage you to take the time and review these sites to see if they may also work to help your company gain more business opportunities.

Housing Authorities across the nation  
- click [here](#)

Large municipality located in Central Kentucky  
- click [here](#)

Marketplace for Buying Entities located in the State of Michigan  
- click [here](#)

Marketplace for Buying Entities located in the State of Kentucky  
- click [here](#)

Marketplace for Buying Entities located in the State of Florida -  
- click [here](#)

Marketplace for Buying Entities located in the State of Ohio  
- click [here](#)

Marketplace for Buying Entities located in the State of Nevada  
- click [here](#)

Marketplace for Buying Entities located in the State of Texas  
- click [here](#)

## Re-Certified Companies

### Companies Renewing WBE Certification with NWBOC (4/29/09 - 6/26/09)

**Above & Beyond Corporate Gifts**  
**Acorn Office Products, LLC**  
**Added Value Service**  
**Advantage Corporate Apartments, LLC**  
**Advertising in Motion, LLC**  
**Agenda Dynamics, Inc.**  
**All Foam Products Company, Inc.**  
**Allied Specialty Precision, Inc.**  
**American Shoring, Inc.**  
**Ameritraining, Inc.**  
**Armour & Armour, Inc.**  
**Atlanta Tool & Abrasives Co., Inc.**  
**AvailAbility Employment Services**  
**Blue Marble Media, Inc.**

Philly Sub Searches, Inc.  
Sharon Ficchi, CEO  
Upper Darby, PA

Powerskills for Life, LLC  
Patricia Stagno, President  
Goffstown, NH

Rapid Pallet, Inc.  
Rose Moran, President  
Jermyn, PA

Redmond Schwartz Mark  
Design, Inc.  
Suzanne Redmond  
Schwartz, President  
San Clemente, CA

Sage Consulting Associates,  
Inc.  
Cara France, President  
San Francisco, CA

SDL Marketing & PR, LLC  
dba Cheyenne Marketing  
Shawn Lane, Member  
Las Vegas, NV

Sellari's Enterprises, Inc.  
dba Express Employment  
Professionals  
Lisa Sellari, President  
Orlando, FL

Semotus, Inc.  
Pamela LaPine, President  
Los Gatos, CA

Solar Energy Solutions, LLC  
Frances Lockwood, Member  
Lexington, KY

Staffing Resources, Inc.  
Debbie Harris, President  
Suwanee, GA

Substation Reliability  
Expert, Inc.  
Jennifer Rush Gelorme,  
President  
Charlotte, NC

T3 Solutions Group, LLC  
Kara O'Hare, Partner  
Cleveland, TN

Training Grants  
INTELLIGENCE, Inc.  
Mary McBride, CEO  
Jasper, GA

Urban Processing, LLC  
Cheryl Urban, Owner  
Wisconsin Rapids, WI

Workplace Answers, Inc.  
Lynn Lieber, CEO  
San Francisco, CA

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**BWS Specialty Fabrication, Inc.**  
**Cargo Transit, Inc.**  
**Carla's Pasta, Inc.**  
**CDT Business Solutions, Inc.**  
**Case Law Firm, S.C.**  
**Cleveland Tubing, Inc.**  
**Client Server Software Solutions, Inc. dba CSSS.Net**  
**CoreMat, Inc.**  
**CSI International, Inc.**  
**DeNyse Signs**  
**Dice Transport, Inc.**  
**Digital Printing & Imaging, Inc.**  
**EBP, Inc. dba Express Employment Professionals**  
**eC2, LLC**  
**EEM Worldwide, Inc.**  
**Elite Promotions, Inc.**  
**e-Media Plus, Inc.**  
**Employee Development Systems, Inc.**  
**Engel Consulting, Inc.**  
**eprentise, LLC**  
**Evans Industrial Coatings, Inc.**  
**Evers & Sons, Inc.**  
**Exhibit Resources**  
**First Financial Network, Inc.**  
**Flags USA, Inc.**  
**Frisella Nursery, Inc.**  
**G Squared Wireless, LLC**  
**Gene Burton & Associates, Inc.**  
**Georgia Tank Lines, LLC**  
**Gold Star Transportation, Inc.**  
**Green World**  
**G-Tech Professional Staffing, Inc.**  
**Holes, Inc.**  
**ignition Studio, LLC**  
**Industry Products Co.**  
**Interior Systems Contract Group, Inc. dba iscg, Inc.**  
**Jackson Press, Inc. dba The Jackson Group**  
**Jones Design Group, Inc. dba The Jones Group**  
**KB Litho Supply Co.**  
**Laacke & Joys Co., LLC**  
**Linc Energy Systems, Inc.**  
**Litigation Management, Inc.**  
**Luttrell Belting Supply Co., Inc.**  
**M.D. Distributing, Inc. dba Farma International, Inc.**  
**Management Recruiters of Ann Arbor, Inc. dba Variant Partners**  
**Mandy Corporation dba Georgia's Wildcat Paving**  
**Masi Research Consultants, Inc.**  
**Maxim Cleaning Contractors, Inc.**  
**MD&E, Inc.**  
**Mobile Ag & Industrial Supply, Inc.**  
**Moore Partners dba More Business Solutions**  
**Mountain Valley Water Co. of St. Louis**  
**Muir Graphics, Inc.**  
**National Maintenance Services, Inc.**  
**New Leaf Coaching & Consulting**  
**Oldstone Title Agency, LLC**  
**Omega World Travel, Inc.**  
**P & B Sales & Service, Inc.**  
**Pat Cameron Consulting, Inc.**  
**Phyllis Weems & Co., Inc.**  
**PowerCom Solutions, LLC**  
**PreSeisTek, Inc.**  
**ProActive Solutions, Inc.**  
**Professional Recruiters, LLC**  
**Provista Software International, Inc.**  
**PVA, Inc.**  
**RB Apparel, Inc.**  
**Rebhan & Associates, LLC**  
**Resource Technology Associates, LLC**  
**Ryan Mechanical, Inc.**  
**Sage Implementation, LLC**  
**Scoles Floorshine Industries**  
**Sharp Decisions, Inc.**  
**Sharp Machining, Inc. dba Miami Products**  
**Sign FX, Inc.**  
**Sink Paper & Packaging**  
**Space Strategies, Inc.**  
**Summers Roofing Co., Inc.**  
**Sunbelt Engineering Group, Inc.**  
**Superior Printing Col, Inc.**  
**Tailfin Marketing, LLC**  
**Terradon Corporation**  
**The Benefit Advocates, Inc.**  
**The Job Shop, Inc.**  
**The Servants, Inc.**  
**Tivoli Partners, Inc.**  
**U.S. Boiler Welders, Inc.**  
**Valley Processing, Inc.**  
**ViaLanguage, 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](mailto: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!"*

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