Minority Business Hall of Fame inducts pioneers

Northrop Grumman SEBP supports suppliers, communities
AWIB advocates for Asian women
Enrollment Application: NMBC Executive Management Program for Minority & Women Business Owners
(Enrollment is limited to 15 participants)

**Tuesday, September 17, 2013**: Wealth Building; Leadership Skills; MWBE Issues; Strategic Planning  
**Thursday, September 19, 2013**: Business Plans; Accounting & Finance; Debt Financing; Venture Capital  
**Tuesday, September 24, 2013**: Customer Sales Strategy; Sales Negotiating; Marketing & Advertising; Social Media  
**Thursday, September 26, 2013**: Supply Contracts; Strategic Partnerships; Preparing an RFP; Business Law  
**Tuesday, October 1, 2013**: Talent Acquisition; Managing Technology; Risk Management; Information Systems  
**Thursday, October 3, 2013**: Elective Workshops; Graduation Ceremony; Presentation of Certificates of Completion

Classes start at 9:30 AM and will end by 5:30 PM and will be held at BNY Mellon, Conference Center, 101 Barclay Street, Lower Manhattan, New York City

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NMBC Member-in-good-standing application & $1,150 fee–postmarked by 9/1/2013

Non-NMBC Member application & $1,250 fee–postmarked by 9/1/2013

Join NMBC and save $100 off the regular Annual Membership fee of $385.00!

Your total cost for one-year membership and to attend the NMBC EMP: $1,500!

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PUBLISHER’S PAGE

BUSINESS BRIEFS
- Healthcare Reform Patient Protection and Affordable Care takes effect soon
- NMBC Exec receives Malcolm X award
- NMBC Sustainability Forum recommends green strategies for winning RFPs

CORPORATE SPOTLIGHT
Northrop Grumman partnerships benefit suppliers, communities

WOMEN’S ISSUES
Bonnie Wong leads AWIB by Tosha Miller

COVER STORY
MBHF&M inducts five pioneers by Carol Daugherty Foster

IN MEMORIAL
A Tribute to Henry T. Wilfong Jr.

ENERGY
Clean Technology and SMEs – Part II by Fritz-Earle S. Mc Lymont

NMBC 33RD AWARDS LUNCHEON
Honoring those who support minority business development

LEGISLATION
NMBC officer testifies before U.S. International Trade Commission

ON THE COVER:
Don Jackson, Central City Productions; James Cabrera, United Building Maintenance; Maye Foster-Thompson, formerly of the Chicago Minority Business Development Council; Dr. William Bradford, University of Washington; and John W. Roger, Jr., Ariel Investments at their recent induction into the Minority Business Hall of Fame & Museum at the PepsiCo Green Sustainability Center in Chicago.

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Contents

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NMBC Better Business is a free, digital publication for NMBC members, supporters, and partners.

Please feel free to contact us if you wish to contribute news items or articles to NMBC Better Business.
Dear NMBC Members, Friends, and Supporters:

The NMBC is once again happy to bring you our Summer issue of NMBC Better Business magazine for your information and reading pleasure.

This issue’s cover story is a write-up on the recent Minority Business Hall of Fame & Museum Induction Ceremony that took place on May 7, 2013, at the PepsiCo Green Sustainability facility in downtown Chicago. These five inductees include three outstanding entrepreneurs, an acclaimed academic and a supplier diversity advocate.

As always, our other departments of the magazine contain information that we feel will be helpful to you in your continued business development and growth.

On a sad note, the NMBC and the MBHF&M were sorry to learn of the untimely passing of Henry T. Wilfong, Jr., a 2012 inductee into the MBHF&M. His numerous accomplishments include founding the National Association of Small and Disadvantaged Business and being a former associate administrator for the U.S. Small Business Administration. (Please see tribute to Mr. Wilfong on page 14.)

As always, we at the NMBC/Better Business would very much appreciate your input and feedback on our latest issue.

Respectfully,

John F. Robinson
President & CEO
National Minority Business Council

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412.234.4605
Healthcare Reform Patient Protection and Affordable Care takes effect soon

Portions of the implementation of the Healthcare Reform Patient Protection and Affordable Care Act of 2010 will soon go into effect. One of these, the Individual Mandate is set to become effective January 1, 2014. The key components taking effect in 2014 are briefly described here:

<table>
<thead>
<tr>
<th>2014 REQUIREMENTS</th>
<th>REQUIREMENT DESCRIPTION</th>
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<tbody>
<tr>
<td>Health Insurance Exchanges</td>
<td>States, in conjunction with the Federal Government, or the Federal Government acting alone, must establish electronic exchanges, at the state level, where individuals may purchase health insurance.</td>
</tr>
<tr>
<td>Individual Coverage</td>
<td>Mandate Individuals must purchase minimum essential coverage or be covered under a group insurance plan. If they do not pay, they may be subject to a penalty with respect to employees who are eligible for Federal Subsidies.</td>
</tr>
<tr>
<td>Financial Subsidies for Individuals</td>
<td>Individuals with household incomes between 100% and 400% of the Federal Poverty Level who obtain coverage through an Exchange are eligible for Federal Subsidies.</td>
</tr>
<tr>
<td>Employer Shared Responsibility Mandate (Pay or Play)</td>
<td>Employers with over 50 Full Time Employees may be subject to a penalty with respect to employees who are eligible for a financial subsidy who purchase health care through an Exchange.</td>
</tr>
<tr>
<td>New Hire Waiting Period</td>
<td>Cannot exceed 90 days</td>
</tr>
<tr>
<td>Full Time Employee Definition</td>
<td>Employees working a minimum 130 hours per month during a look back period of up to 12 months are eligible for health insurance.</td>
</tr>
<tr>
<td>Fees</td>
<td>PCORI Fee and Transitional Reinsurance Program Fee</td>
</tr>
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For additional commentary and explanation of these components, visit healthreform.kff.org

NMBC Exec receives Malcolm X award

NMBC Managing Director of NMBC Global Fritz-Earle McLymont and his wife Rosalind Kilkenny McLymont, executive editor The Network Journal, (shown holding their awards) received the 44th Annual Malcolm X Black Unity Award for their “consistent, concrete work through the decades” on behalf of the Black community globally. They are accompanied by, from left: Dr. Segun Shabaka, chair of the New York NAKO and secretary of the International African Arts Festival; Tiamoyo Karenga and Dr. Maulana Karenga.

NMBC Sustainability Forum recommends green strategies for winning RFPs

The Green Initiative Committee of the National Minority Business Council and Citi hosted a forum recently to address the growing demand for evidence of environmental sustainability from prospective vendors by corporations here and abroad. For more information on NMBC’s Green Initiative Program and future programs, contact Michael S. Robinson at (212) 425-2979 or via e-mail, mrobinson@nystaffing.com. Participants in the forum included, from left: Michael Jones-Bey, Con Edison; John F. Robinson, NMBC; Drew Schechtman, BNY Mellon (rear), I. Javette Hines, Citi; Michael S. Robinson, New York Staffing and Forum chair; Mariella Alma, GRI; and Ben Jones, NMBC Chair. Not shown: Kevin Lyons, Rutgers.

“Not too long ago, purchasing professionals were considered clerks and passive participants in the supply chain. Now, major corporations compete based on the effective of their supply chain. With the new emphasis on sustainability, companies that are able to reduce energy, waste, and water not only have a positive impact on society, but also on profitability,” noted Michael Jones-Bey, director of Con Edison’s Supplier Diversity Program.

Dr. Kevin Lyons, an assistant professor at the Rutgers University School of Business, specializes in supply chain management and marketing strategies. “Dr. Trash,” as he is affectionately called by his students and colleagues alike, said he got interested in supply chain practices as a teenager after enrolling in the U.S. Air Force. Working in procurement, he became interested in what the Air Force was doing and for getting them to their destinations, utilizing raw materials for their production and for getting them to their destinations without negative consequences on the environment, he noted.
Northrop Grumman programs support suppliers, communities

Northrop Grumman Corporation is proud of its Socio-Economic Business Program (SEBP) which strives to meet federal government initiatives, regulations and the company’s desire to encourage partnerships with all types of businesses. The Northrop Grumman Socio-Economic Business program provides policy guidelines and strategic direction in the implementation of federal regulations. The company’s primary goal is to ensure that capable small businesses, including small disadvantaged, woman-owned, veteran and service-disabled veterans, the LGBT community, businesses located in historically underutilized business zones and historically black colleges and minority institutions, receive the maximum practicable subcontracting opportunities. This benefits our suppliers, the communities where we do business, and also our company because we rely on our suppliers to help us support the critical mission needs of our government customers.

Northrop Grumman has a series of activities in place to enhance its Socio-Economic Business Programs and to support small businesses, including:
• Participation in the Department of Defense (DOD) Mentor Protégé program
Northrop Grumman has 16 agreements and has worked with over 100 protégés over the life of the program. We are proud to have been nominated and received 20 DOD Nunn Perry Awards for participation in the DOD Mentor Protégé program, which is the highest recognition prime contractors can receive for outstanding support to the program.
• The Veterans Outreach Program, which targets Veterans and Service Disabled Veteran concerns, ensuring that they have a fair opportunity to participate in the subcontracting arena. Northrop Grumman founded Operation IMPACT — Injured Military Pursuing Assisted Career Transition — a best-in-class program that provides career transition support and employment to service members that were severely injured in combat. Operation IMPACT also assists spouses and parents of the severely injured veterans if the service member is too injured to work.
• The Ability One Program supports the mission of the DOD and other agencies to provide employment, education, knowledge transfer and training opportunities for people who are blind or have significant disabilities. Northrop Grumman was the first prime contractor to develop a Mentor Protégé agreement with

At the SBIR ceremony are Karen Williams, vice president of Contracts, Pricing and Supply Chain, Northrop Grumman; Roland Tibbetts, retired, National Science Foundation; Karen Mills, administrator, Small Business Administration; and Tizoc Loza, corporate SBIR program manager, Northrop Grumman.
an Ability One provider. In October 2012, Northrop Grumman was selected as the U.S. Business Leadership Network’s (USBLN) Corporation of the Year for our demonstrated, outstanding inclusion of disability owned businesses in our supplier diversity programs.

- The women and small disadvantaged business initiative was developed to enhance long-term business relations between these firms. In support of these initiatives, we leverage memberships in various trade associations to meet with qualified minority women and minority suppliers. Our memberships include the National Minority Supplier Development Council; Asian, Black and Latin Business Associations; and the National Center for American Indian Enterprise Development.

In addition, Northrop Grumman provides small business owners the opportunity to participate in an executive level development course at the Tuck School of Business at the Dartmouth College Minority Business Development Program.

This course is designed to increase the profitability and success of their businesses through the implementation of a customer-focused strategic plan, and the use of financial tools to perform cost analysis and control systems. We have provided an estimated 30 scholarships to small businesses and protégé firms to participate in this program.

We are also involved in government programs that fund research performed by small businesses and universities, such as the Small Business Innovation Research effort and the Small Business Technology Transfer Programs.

We are strongly committed to supplier diversity and are gratified by the results. In 2012, we subcontracted more than $2.8 billion to small businesses, representing approximately 35.8 percent of our subcontracting efforts. Northrop Grumman has met and exceeded the 23 percent Small Business statutory goals for over 10 consecutive years and we have received numerous awards and recognition for support of Socio-Economic Business Programs.

Gloria Pualani provides the keynote address at the White House Initiative for HBCU conference in Washington D.C.
After attending numerous events for women business owners and noticing the low participation of Asian women, Bonnie Wong saw the need for a successful nonprofit membership organization that would assist Asian women in realizing their entrepreneurial potential. Asian Women In Business was incorporated in 1995 to promote the inclusion and leadership of Asian women professionals in all fields, with Ms. Wong as its founder and president. AWIB has become a platform for Asian women business owners and professionals who share common goals to connect with each other. In 2005, AWIB launched its Corporate Initiative to meet the identified needs of corporate Asian women. To date, AWIB has successfully served over 35,000 women and minorities.

AWIB’s strength lies in its membership base. When an AWIB member and handbag shop owner at Grand Central Station was in jeopardy of
losing her store lease, she approached Ms. Wong and the organization for help. She had been a tenant at Grand Central for 10 years, but the management was refusing to renew her lease. Ever a believer in and advocate for its members, AWIB brought the issue to the attention of local politicians, the landlord and shoppers. Their efforts were rewarded with the renewal of the storeowner’s lease. This is but one example of how AWIB has become a valued resource for Asian women professionals navigating an ever-changing workplace.

### Revenue Asian, Black and Latina Women in Business

<table>
<thead>
<tr>
<th>Category</th>
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<tr>
<td>Asian</td>
<td>$105</td>
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<tr>
<td>Latina</td>
<td>$66</td>
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<tr>
<td>Black</td>
<td>$45</td>
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Ms. Wong has a strong community background and presence. She is active in many organizations, including being a member of the Multicultural Committee of the Metropolitan Museum of Art and the Diversity Advisory Board of Ogilvy & Mather. Her prior associations include participation on the Diversity Board of Deloitte & Touche, membership of the transition team for Mayor Michael Bloomberg, founder and board member of the Chinatown Partnership LDC, founder and co-chair of the 21st Century Women’s Leadership Center, NYC Commission on the Status of Women, vice chair of the National Women’s Political Caucus and president of the Asian Women’s Political Caucus. She has founded several nonprofit community-based groups and is a recipient of dozens of awards. She has been featured or quoted in The Wall Street Journal, The New York Times, Newsday, Crain’s, Working Mother Magazine, Christian Science Monitor, and many other mainstream and Asian media outlets.

The need for an organization such as AWIB is supported by recent statistics on the state of Asian women business ownership. According to American Express OPEN, Asian American women owned an estimated 620,300 businesses in 2013. These firms employ 649,000 workers. They generate an estimated $105 billion in revenue compared to $66 billion generated by Latina women and $45 billion generated by Black women. While nationally, Asian American women own 7 percent of women-owned firms, the greatest share of Asian American women-owned firms (compared to all women-owned firms in the state) can be found in Hawaii (54%), California (17%), New Jersey and New York (both 10%).

Even though AWIB’s office is located near Wall Street in New York, AWIB’s membership base is national in scope. Also, AWIB offers something for everyone. The organization provides skills building workshops, training seminars, networking events, mentorship opportunities and much more to help take each individual’s professional success to the next level.

Membership benefits include:

- Procurement Opportunities Conference for Minority and Women Business Enterprises
- Annual Leadership Awards Gala
- Corporate Leadership Forum
- Skills Building Workshops
- Scholarship Fund for Asian female undergraduate students
- Asian Women Legal Professionals Forum
- Networking Opportunities

AWIB’s membership base is not only a source of strength for the Asian American community, but it is also a great resource for other business owners looking to expand their current network in this dynamic demographic.
Minority Business Hall of Fame and Museum Inducts Five Diversity Pioneers

By Carol Daugherty Foster

The Minority Business Hall of Fame and Museum Inc. recognized William D. Bradford, James S. Cabrera, Maye Foster-Thompson, Don Jackson and John W. Rogers, Jr. at its ninth annual awards dinner on May 7, 2013, at the Chicago PepsiCo Green Sustainability Building in Chicago. PepsiCo is the founding sponsor of the MBHF&M and hosted the event.

Founded in 2004, the nonprofit organization has honored more than 40 individuals and organizations that have been pioneers and trailblazers in the area of minority business development. Many have been entrepreneurs who exhibited extraordinary vision, overcome significant challenges and made outstanding contributions to the minority business community and their communities overall. Many of these leaders have been the first of their kind in a field, the avatars, or stood out as the best in their field. Nearly all have broken down barriers and been a presence for some time.

“The MBHF&M is proud to honor these individuals who have given so much to the advancement of economic opportunity to all people, particularly people of color,” said John F. Robinson, co-founder and president of MBHF&M. “We are particular glad to be in Chicago, which has a strong legacy of minority entrepreneurship and supplier diversity.”

J. Frederick Canady, chairman of MBHF&M, hosted the awards program.

Sponsors of the 9th Annual Awards Ceremony of the Minority Business Hall of Fame

PepsiCo – Founding Sponsor

Ricardo Barrientos, PepsiCo, accepts his award from Carol Daugherty Foster, vice president, MBHF&M; J. Frederick Canady, chairman, MBHF&M; and John F. Robinson, president, MBHF&M.

Northrop Grumman Corporation

Vicky Harper-Hall, Northrop Grumman, with J. Frederick Canady and John F. Robinson

AT&T

Pablo Barreda, AT&T, with J. Frederick Canady and John F. Robinson

Toyota Motor Sales USA

Monetta Stephens, Toyota Motor Sales USA, with J. Frederick Canady and John F. Robinson
Don Jackson is founder, chairman and chief executive officer of Central City Productions, Inc. CCP which was founded in Chicago in 1970, develops, produces and markets television programming designed to communicate positive, uplifting images of Black people across the globe. Jackson is the founder of the Alliance of Business Leaders and Entrepreneurs, a network of Black business leaders providing a legacy for future entrepreneurs.

James S. Cabrera is the chief executive officer of United Building Maintenance, Inc., a Chicago-based facility maintenance business. UBM began in 1979 as a carpet cleaning business and grew to become one of the largest Hispanic-owned businesses in the Midwest. Cabrera has held leadership positions in the Illinois Hispanic Chamber of Commerce and the Chicago Minority Business Supplier Development Council.

John W. Rogers, Jr. is the founder, chairman and chief executive officer of Chicago-based Ariel Investments. Begun in 1983, the investment firm focuses on undervalued small and medium-sized companies. Sylvia Porter’s Personal Finance Magazine named Rogers Co-Mutual Fund Manager of the Year. He is regularly featured and quoted in the media for his expertise and is a contributing columnist to Forbes.

Maye Foster-Thompson is a former executive director of the Chicago Minority Business Supplier Development Council and a nationally recognized professional in designing, implementing and promoting successful business diversity initiatives. Michelle R. Obama chose her to lead the supplier diversity initiative at the University of Chicago Hospital and Medical Center. She has lectured on successful business strategies in the United Kingdom at the request of the Prince of Wales.

William D. Bradford, Ph.D., of Seattle is a professor of finance and the Endowed Professor of Business and Economic Development at the Foster School of Business at the University of Washington. He was the first African American dean of the business school and the author of numerous works on wealth creation, entrepreneurship and economic development with an emphasis on minority-owned businesses.
Steering Committee forms to find MBHF&M permanent home

Inductees of the MBHF&M, Friends and Supporters

It is my pleasure to report that James Lowry, an inductee and former board member has agreed to join me to co-chair a new Steering Committee that has been charged with finding a permanent home for the MBHF&M by its 10th anniversary next year.

I am writing to you today to ask for your participation and support of the Steering Committee and its mission. The goal of the Steering Committee is to try to have housed in an historically black college or university the MBHF&M. Ideally, the MBHF&M would be located in a business school of one of the HBCUs. Of course, we are open to looking at other places that the MBHF&M could be housed and supported.

If you are interested in joining the Steering Committee for this important project of the MBHF&M, please contact James Lowry at lowry.james@bcg.com or myself at john.robinson@nmbc.org. As I said in my remarks at the 9th Annual Induction Ceremony in Chicago on May 7, we can accomplish the goal of finding a permanent home for the MBHF&M by our 10th anniversary if we all come together with resources, talent and dedication to making it happen.

Please sign up for the Steering Committee with either Jim or myself by July 15th or sooner. Our meetings will be conducted by conference call and emails.

Thank you in advance for your anticipated support of the MBHF&M Permanent Housing Project.

Respectfully,

John F. Robinson
President & CEO
National Minority Business Council
Minority Business Hall of Fame & Museum inductees

www.mbhf.org

2005
Susan Au Allen, Esq., U.S. Pan Asian American Chamber of Commerce
Hector V. Baretto Sr. (posthumously), U.S. Hispanic Chamber of Commerce
Earl G. Graves Sr., Black Enterprise and Earl G. Graves Ltd.
Dr. Renaldo M. Jensen, Ford Motor Company
James H. Lowry, The Boston Consulting Group
Harriet R. Michel, National Minority Supplier Development Council
Parren J. Mitchell, Minority Business Enterprise Legal Defense and Education Fund (MBELDEF)
Abraham S. Venable, General Motors (retired) and Office of Minority Business Enterprise, currently the Minority Business Development Agency

2006
Jesus Chavarria, Hispanic Business Inc.
John H. Johnson (posthumously), Johnson Publishing Company
Reginald F. Lewis (posthumously), TLP Beatrice International
Wilma Mankiller, Cherokee Nation
Ernesta Procope, E.G. Bowman Company
Robert Stuart, National Can Company and NSMDC founding member
The Tuck School of Dartmouth

2007
Alexis Herman, Alexis Herman & Associates
Maynard Jackson (posthumously), Jackson Hospitality Inc. and former mayor of Atlanta
J.L. Kellogg Graduate School of Management at Northwestern University, program sponsored by NSMDC
Chief Philip Martin, Choctaw Nation
Raul Yzaguirre, National Council of La Raza

2008
Dorothy Brothers (posthumously), Bank of America
Nathan Conyers, former Ford and Jaguar dealer
Gerald Diez, The Diez Group
Carmen Muñoz, FOCUS Hope and former automotive supplier
Al Osborne, UCLA Anderson School of Management
Steven Rogers, Northwestern University, The Kellogg School

2009
William Alcorn, former treasurer of Business Consortium Fund
Richard “Gene” Bloomfield, founder American Indian Chamber of Commerce of Texas
Heyward P. Davenport, regional director, Minority Business Development Agency
Hollis Smith, founder and former president, Southern California Minority Business Development Council

2010
Jose “Joe” Arriola, former chairman and CEO, Avanti Press
Dr. Timothy M. Bates, former Distinguished Professor, Wayne State University
Ginger Conrad, founder and publisher, MBE Magazine
Ewing Marion Kauffman Foundation Urban Entrepreneur Partnership
Robert Ontiveros, founder and chairman, Group O
Pat Tobin (posthumously), former president and founder, Pat Tobin & Associates

2011
Linda Alvarado, president and CEO, Alvarado Construction
Al Dawson, founding member, National Minority Supplier Development Council
George C. Fraser, founder and president of FraserNet
Ben Gutierrez, Jr., chairman and chief executive officer, Gutierrez-McMullen

2012
Jo-Ann Butler, Hewlett Packard Co.
Marx L. Cazenave II, Cazenave and Co. Inc.
Philip A. Duffy, first executive director of the National Minority Purchasing Council
Lynne Choy Uyeda, Asian Business Association
Henry T. Wilfong Jr., National Association of Small Disadvantaged Businesses
Henry T. Wilfong Jr., strong advocate for minority businesses dies at 80

The National Minority Business Council Inc. and the Minority Business Hall of Fame and Museum mourn the death on June 2, 2013, of the Honorable Henry T. (Hank) Wilfong Jr., MBA, CPA, founder and president of the National Association of Small Disadvantaged Businesses. Mr. Wilfong was a 2012 inductee into the MBHF&M.

An advocate for small businesses for over 20 years, Henry T. (Hank) Wilfong Jr. founded the National Association of Small and Disadvantaged Business in 1987 after his return from serving in the Ronald Reagan Administration. The NASDB has nearly 300 small, minority firm members and is a trade association that seeks the full involvement of minority-owned high-tech firms in mainstream American business.

Mr. Wilfong Jr. began his career serving his country in the U.S. Army as a staff sergeant, and was honorably discharged in 1956. After his military service, he received his bachelor of science degree and was the first African-American to receive a master of business administration from the UCLA School of Business. He graduated with honors and was selected to Beta Gamma Sigma, the honorary scholastic society.

Owner of the second largest Black CPA firm, Henry Wilfong Jr., MBA, CPA, specialized in audits of the construction industry and governmentally funded programs and municipalities. These included audits of the city of Los Angeles, county of Los Angeles, Los Angeles International Airport, and Southern California Rapid Transit District. Mr. Wilfong’s firm pioneered the practice of joint venturing minority CPA firms with larger majority CPA firms: Coopers & Lybrand; Peat, Marwick, Mitchell & Co.; and Touche Ross.

In 1992, he was appointed to chair the NASA Minority Business Resources Advisory Committee (NMBRAC). Daniel S. Goldin, the longest-tenured administrator at NASA, gave Mr. Wilfong tacit instructions to, “create the best small disadvantaged business (SDB) program in the government.” Today, NASA’s SDB program is among the best anywhere. In a 1995 interview with MBE Magazine, President Bill Clinton cited NASA’s SDB Program as “exemplary.”

Mr. Wilfong Jr.’s notable achievements include twice being selected as chair of the Los Angeles County Task Force. He was successful in eradicating a $110 million-dollar shortfall for the Southern California Rapid Transit District FY93 budget. He secured a contract with the International Space Station Alpha (ISSA) to devise a working plan by which NASA could dramatically improve the SDB’s involvement with the Space Station project. The Space Program improved its SDB figures by almost 100% since the initiative began in 1994.

In 2000, he served on the Bush-Cheney transition team and was given the unique opportunity to influence the overall transition policy effort. He was elected as a city councilman in Pasadena, California. In 2004, he received the Asian American Business Roundtable Lifetime Achievement Award.

His past and present civic and professional affiliations include: National Association Small Disadvantaged Businesses; former associate administrator, SBA; former chair, NASA Minority Business Resource Advisory Committee; NASA Advisory Council; Presidential Task Force on International Private Enterprise; National Council For Policy Review (Black Capitalism Committee); founder, former president, National Association of Minority CPA Firms; National Business League; NAACP Life Member; National Urban League; C.O.R.E.; founder, Afro-American Leadership Council.
Clean Technology and SMEs

By Fritz-Earle S. Mc Lymont

Part II of a two-part series. For Part I, see NMBC Better Business Winter Issue

Federal programs strategically have always served to facilitate the development of minority business enterprises and SMEs and we must continue to take advantage of them. Section (8) A of the Small Business Administration has proved an effective tool for building minority businesses in manufacturing and services since the early 1970s. In today’s highly technological world we must apply ourselves in manners commensurate with the demands of an advanced technical and scientific community. A development strategy Cleantech companies should consider is tapping into federal resources that can contribute to their global competitiveness, especially in providing access to money, a major problem for SME’s in today’s economy. A starting point is the Department of Energy (DOE) Loan Programs Office (LPO) that administers three separate loan programs: (1) Section 1703 loan guarantees, (2) Section 1705 loan guarantees, and (3) Advanced Technology Vehicle Manufacturing (ATVM) loans.

Here are descriptions of the three loan programs, as explained by DOE.

• Section 1703 of Title XVII of the Energy Policy Act of 2005 authorizes the U.S. Department of Energy to support innovative clean energy technologies that are typically unable to obtain conventional private financing due to high technology risks.

• The Section 1705 Loan Program authorizes loan guarantees for U.S.-based projects that commenced construction no later than September 30, 2011, and involve certain renewable energy systems, electric power transmission systems, and leading edge biofuels.

• Advanced Technology Vehicles Manufacturing (ATVM) loans support the development of advanced technology vehicles (ATV) and associated components in the United States. They also meet higher efficiency standards.

Avoid the “politrickal” debate. In our challenge to be a global leader in sustainable energy, we can learn from the mistakes of Solyndra and build viable SME’s where the nation’s creativity and innovation exists. In 2009, renewable energy company Solyndra received $535 million through the federally backed 1705 loan guarantee program of the DOE. Two years later with the renewable energy industry in tariff and market battles over solar products, the firm filed for bankruptcy and had to lay off its 1,100 employees. Since 2009, however, DOE has guaranteed $34.7 billion, 46 percent of it through the 1705 loan program, 30 percent through the 1703 program, and 14 percent through the ATVM. Most of these firms are still competing in the fierce global renewable energy industry.

In addition, the Small Business Innovation Research (SBIR) program recently updated its funding policy. Rather than have companies apply for a Phase I award of up to $150,000 and then re-apply upon successful completion for a Phase II award of up to $1,000,000, some SBIR programs have instituted a “fast-track” program. Companies can now apply and be approved for both Phase I and Phase II funding, as long as milestones are met throughout the company’s research timeline. As initially fast-tracked companies find this funding path more beneficial than traditional SBIR programs, they will more likely be in a position to encourage the spread of the fast-track program throughout the rest of the DOE SBIR programs.

One should view this program in conjunction with the Small Business Technology Transfer (STTR) program that provides up to $850,000 in early-stage R&D funding directly to small (continued on page 18)
NMBC honors corporations, MWBEs at annual luncheon
NMBC Launches first Green Initiative Award

Photos by A Delight Productions

T he owner of Westchester County’s first LEED Platinum building, C.W. Brown of Pleasantville, NY was the first company to receive National Minority Business Council’s Green Initiative award at the organization’s 33rd Annual Awards Ceremony held recently at the Marriott Marquis Hotel in New York.

In accepting the award, company president and CEO Renee Brown recalled her late husband’s vision for building Westchester County’s first LEED-certified building. The building has since become a magnet for students and architects eager to learn more about sustainable building practices.

C.W. Brown was one of 14 award recipients at this year’s luncheon that featured Craig Collins, vice president for administration, New York City School Construction Authority (SCA) as the keynote speaker.

John F. Robinson, president and CEO of NMBC noted that Collins has been a strong advocate of Minority, Woman, and Local Business Enterprise (MWLBE) since his appointment as vice president of SCA in November 2010. “He was a most appropriate keynote speaker for this year’s Awards Luncheon as NMBC moves aggressively into the green space of building and sustainability. He has made it his mission to make sure that the contractors SCA deals with daily sub-contract to MWLBE firms whenever possible. His participation attracted many of the contracting firms that attended as a sign of respect and admiration for his leadership.”

Award Recipients: 33rd Annual Awards Luncheon

**Outstanding Corporate Supplier Diversity**
Citnalta Construction Corporation
Skanska USA Building Inc.
Plaza Construction Corporation

**Outstanding Minority Business Award**
Padilla Construction Services Inc.
First Choice Mechanical Inc.

**Dena Coye Outstanding Woman Entrepreneurship Award**
Data Blue
Guerrero Yee, LLC

**Outstanding Educational Institution Award**
Medger Evers College

**Charles T. Haffey Community Service Award**

Outstanding Veteran Owned Business Award
RCL Burco, LLC

Outstanding Global Business Award
Target International Shipping

Outstanding Green Initiative Award
C.W. Brown

Outstanding Media Award
NY Enterprise Report
Craig Collins, vice president of administration, New York City School Construction Authority, delivers the keynote address.

Suzanne S. Veira, senior director, business development, New York City School Construction Authority, was the mistress of ceremonies.

Dawn Henning, vice chair, NMBC board of directors.

Outstanding Minority Business Award
Padilla Construction Services Inc.
First Choice Mechanical Inc.

Outstanding Global Business Award
Target International Shipping

Dena Coye Outstanding Woman Entrepreneurship Award
Guerrero Yee, LLC

Suzanne S. Veira, senior director, business development, New York City School Construction Authority, was the mistress of ceremonies.

Craig Collins, vice president of administration, New York City School Construction Authority, delivers the keynote address.

Outstanding Educational Institution Award
Medger Evers College

Outstanding Media Award
NY Enterprise Report

Charles T. Haffey Community Service Award
Cause Effective

Outstanding Green Initiative Award
C.W. Brown

Outstanding Global Business Award
Target International Shipping

Outstanding Media Award
NY Enterprise Report
companies working cooperatively with researchers at universities and other research institutions. Complementing these programs is the Cooperative Research and Development Agreement (CRADA) a legal agreement between a federal laboratory and one or more nonfederal parties such as private industry and academia. CRADAs offer both parties, you and Uncle Sam, the opportunity to leverage each other’s resources when conducting mutually beneficial research and development.

The multilateral world, for better or worse, is paying attention to SMEs in this industry. The World Bank is supporting a study that is looking at “Opportunity and the role for SMEs in Clean Technology Industries. The study will examine the available evidence on the current and potential roles for small and medium enterprises (SMEs) — particularly startups and growth-oriented SMEs — in clean technology industries. In particular, it will examine the SME role in driving innovation, economic growth and job creation:

• Estimating the size of the market opportunity for clean technology industries in developing countries. This analysis will serve to highlight the importance of clean technology industries to developing countries including the potential transformative impact of clean technologies on societies in addition to the environmental and economic impacts.
• Investigating how SMEs operate within clean technology industries as compared to other technology industries (e.g. IT, biotech, consumer internet), drawing from evidence in developed and developing countries. Findings will compare the characteristics of SMEs across these industries (e.g. entrepreneurship rates, average firm size, failure rates, financing received) and the impacts from SMEs in these industries (jobs, revenue growth, patenting rates).

Ultimately, money is still the big driver and will continue to be a critical factor for a consumer in the Caribbean paying close to 40 cents per KW to have electricity or the investor looking for a reasonable return. Clean energy investment slid 11 percent last year after governments in industrial nations slashed subsidies for technologies ranging from wind turbines to solar power and biomass. The $268.7 billion invested in the industry last year was down from a record $302.3 billion in 2011, the second highest reading ever and was five times the level in 2004, according to data compiled by Bloomberg New Energy Finance. Investment fell 32 percent in the U.S., 51 percent in Italy, 68 percent in Spain and 44 percent in India.

The Biofuels & Biochemicals ($952 million) sector led in the amount invested in 2012, followed by Transportation ($927 million) and Energy Efficiency ($907 million). Energy Efficiency was the strongest sector measured by number of deals, with 140 funding rounds. The Solar sector, which saw large investment declines compared with previous years, still managed to come in second by this measure, with 79 deals. Solar projects reaped the most funding with $142.5 billion of the total, followed by wind at $78.3 billion.

The prevailing wisdom is that “collaboration is the new competition.” This is particularly relevant as it is pertains to taking advantage of the tremendous growth in the global clean technology industry. Whether we partner with governments, large corporations, other SMEs or overseas partners, SMEs must now be prepared to garner and control the human, technological and natural resources at our disposal to satisfy the global demand for a cleaner, safer, more productive and more prosperous world in a reliable and sustainable manner.

Fritz-Earle Mc Lymont is managing director of NMBC Global (www.nmbc.org) and managing partner of NMBC Global a New York-based international trade and development strategist firm with clients in the U.S., Africa and the Caribbean, and is actively involved in the renewable energy sector. He can be contacted at Fmclymont1@nmbc.org.

NEW YORK – Fritz-Earle Mc Lymont, National Minority Business Council, Inc., co-founder and managing director of NMBC Global, the council’s international arm testified before the U.S. International Trade Commission calling on the U.S. government to help small and medium-sized enterprises in the renewable energy sector to expand into Caribbean markets.

In his June 13 testimony on the impact of the Caribbean Basin Economic Recovery Act (CBERA) on U.S. industries and consumers and on beneficiary countries, Mc Lymont said U.S. companies must be adequately equipped to take advantage of global opportunities in the rapidly growing renewable energy sector and to compete for market share. He emphasized the need to focus on growth sectors such as renewable energy to advance the development and expansion of SMEs in the same regions.

Mc Lymont noted that the global renewable energy market is projected to reach $615 billion by 2015 and urged the U.S. government to support the expansion of U.S. renewable energy SMEs into the Caribbean with incentives for research and development, as well as manufacturing.

“Successful firms in renewable energy are those with innovative technologies, and innovations have mainly come from small and medium-sized companies,” Mc Lymont said. “Minority firms have a distinct advantage through their links to the largest markets of the future, specifically, the emerging economies of Africa, Asia, Latin America and the Caribbean. Moreover, U.S. government agencies, such as the Department of Defense and the General Services Administration, are being forced to implement energy efficiency and this presents additional opportunities for minority suppliers of products and services.”

The NMBC’s proposed recommendations include tax relief on income earned by U.S. firms engaged in research and development and manufacturing in the Caribbean; duty free access to the U.S. for renewable energy products manufactured in the region; access to the Department of Energy’s program under the Cooperative Research and Development Agreement (CRADA) through collaboration with technology incubators; and utilization of financing mechanisms offered by such agencies as the U.S. Export-Import Bank and the Overseas Private Investment Corp. to facilitate U.S. SME investment.
PURPOSE

The National Minority Business Council, Inc. (NMBC), a not-for-profit 501 (c)(3) corporation, was founded in December 1972. The primary purpose of the organization is to enhance the success and profitability of the small business community through the provision of high-quality services, programs, advocacy and networking support. The secondary purpose is to act as an information clearinghouse for the women- and minority-owned business enterprise (MWBE) community.

SERVICES

The NMBC is an umbrella organization that encompasses hundreds of small businesses located nationally and internationally. Given the various levels of managerial expertise among the membership, the NMBC strives to develop programs that are suited to the needs of the novice as well as the seasoned entrepreneur. Current services include: an Annual NMBC Vendor Directory, an Annual Corporate Purchasing Directory, Purchasing Exchanges, a Procurement Bulletin Service, the International Trade Program, the Export Management Training Program, the Electronic Data Interchange (EDI) and Electronic Commerce (EC) Training Program, the Mentorship Management Training Program, and the NMBC Business Report Newsletter and Cable Television Show. In addition, the NMBC sponsors networking gatherings to help members learn from each other and gain business leads.

GOVERNANCE

The NMBC is governed by an 11-member elected Board of Directors. To ensure that the NMBC’s governing policies are in line with the needs of the M/WBE community, only members are eligible for election to the Board of Directors. The officers of the Board are: Chairman, Vice Chairman, Secretary, Treasurer, President and CEO.

SUPPORT

The NMBC is a private sector initiative funded by membership dues and contributions from foundations and major corporations. The Annual Business Awards Luncheon is the NMBC’s principal fund-raising event. Each year NMBC supporters and friends gather to acknowledge the efforts of both large corporations and small, minority and women-owned businesses. Corporations are acknowledged for their development of effective minority business development programs, while small, minority- and women-owned businesses are recognized for their sales productivity.

ACCOMPLISHMENTS

The NMBC’s ability to be effective is strengthened by its history of strong program initiatives, the active participation of its membership and its relentless pursuit of opportunities for its members. It has gained the respect and support of the corporate community by offering its members management expertise and entrepreneurial opportunities they desperately need to develop viable businesses.

For more detailed information about NMBC initiatives, please call the NMBC at (212) 639-5050 or visit our Websites: www.nmbc.org.
Diversity paints our world.

We value diversity in the workplace and in the marketplace. In building an increasingly diverse supplier pool, we are able to work toward our goal of offering priority suppliers real procurement opportunities as they arise.

BNY Mellon is pleased to announce on-line registration
To register, visit www.bnymellon.com/suppliers
select the Supplier Profile Form and follow the directions.

2009 Regional Corporation of the Year
NY-NJ Minority Supplier Development Council