

MASSACHUSETTS 2005 SMALL BUSINESS WINNERS

Massachusetts 2005 Small Business Person of the Year and second runner-up in SBA's National Competition

**Frederick J. Curtis, Jr., President & CEO
Curtis Tractor Cab, Inc.
Worcester, MA
www.curtiscab.com**



Fred Curtis, Sr. founded Curtis Tractor Cab, Inc. in 1969 when he saw the opportunity to serve a niche market for the manufacture of after-market cab enclosures for small tractors. The company, which initially operated out of a small garage in Worcester, MA, has grown into an industry powerhouse both domestically and internationally, since Fred Curtis Jr. the company's president and CEO, joined the company in 1991. Today Curtis Tractor employs 220 skilled and semi-skilled workers, and occupies a 140,000 square foot world-class manufacturing facility **financed in part by an SBA 504 loan** from Worcester Business Development Corp. and a first mortgage from Banknorth. In addition to designing, manufacturing and distributing its mainstay tractor and utility vehicle cab enclosures, the company now boasts a broad spectrum of related products including state of the art cab enclosures with numerous features and options, various types of plows, plow attachments, sanders, and spreaders. Mark Fellion, vice president, TD Banknorth, nominated Fred Curtis for this award.

**Jeffrey H. Butland Family-Owned Small Business
W.F. Young, Inc.
Tyler Young, CEO
East Longmeadow
www.absorbine.com**



W.F. Young, Inc. is a virtual marketing company that supports a network of popular brands for animal and human health care. The company, founded by the Young family in 1892, has two divisions that market quality products globally. The Animal Health Care Division maintains leading category positions with an extensive line of Absorbine health care and grooming products for horses and small animals. The company's Consumer Products Division markets a variety of Absorbine Jr. brand products for human health care. W.F. Young is bringing their export business in house after many years with an export management company. **During the first quarter of 2005, the Massachusetts Small Business Development Network's Export Center** provided an intern to review schedule B numbers for all of their products and to determine any licensing requirements. The Export Center also performed extensive research on distributors in a variety of export markets and presented two in-house training sessions for the W.F. Young – one on compliance and the other on the basics of exporting.

Tyler Young, president and CEO is the fourth generation of the Young family to run this business. He joined the company in 1981 and became familiar with every facet of the organization until he took over in 1983. Under Tyler's leadership, the company built and moved into their new corporate headquarters in East Longmeadow in 2001. The fifth generation is currently active in the business. John M. O'Brien, CPA, J.M. O'Brien & Company, P.C., nominated W.F. Young, Inc. for this award.

Financial Services Champion

Joseph F. Riley

Senior Vice President, Small Business Banking

Eastern Bank, Lynn

www.easternbank.com



Joseph Riley began his banking career in 1982 and joined Eastern in 1994. Before assuming responsibility for Small Business Banking in 2002, Riley oversaw Eastern's E-commerce and corporate sales operations. In his nomination letter Robert E. Griffin, executive vice president for commercial banking at Eastern Bank, writes, "since assuming responsibility for Eastern's Small Business Banking division, Riley has taken a bank that has always been kind to small businesses and created a culture that nurtures them by providing capital, speaking out on issues that affect their ability to compete, and seizing unique opportunities to help both small businesses and the cities that rely upon them." Under Riley's leadership, Eastern Bank has nearly **tripled the number of SBA loans** and the amount lent to small businesses. With more than \$5 billion in assets, Eastern Bank is the largest mutually-owned bank in New England.

Small Business Exporter

Dimensional Insight, Inc.

Frederick A. Powers, CEO

Burlington

www.dimensionalinsight.com



Dimensional Insight, Inc., co-founded by Frederick A. Power, CEO, and Stanley Zanarotti, established in 1989, develops multidimensional data visualization, analysis and reporting software. These products enable decision makers across all levels and functional areas of an organization to access and analyze data quickly and intuitively. DI maintains a strong international presence through a broad network of international distributors and sub-distributors in over 30 countries throughout the world. DI products have been translated into seven languages. Exporting accounts for approximately one quarter of the company's overall sales and exports have increased upwards of twenty percent over the past five years. **DI has consulted with the Massachusetts Export Center in Boston to develop its creative exporting strategies. The Massachusetts Export Center is part of the Massachusetts Small Business Development Center Network, one of SBA's key resource partners.** Paula Murphy, director, Massachusetts Export Center, nominated Dimensional Insight, Inc. for this award.

Young Entrepreneurs
Siamak Taghaddos and David Hauser
Co-Founders
GotVMail Communications
Newton
www.gotvmail.com



GotVMail Communications offers small and home-based businesses and mobile professionals the industry's most advanced suite of virtual, on-demand voice communications services. GotVMail - "The Next Generation of Small Business Communications" - delivers the image, productivity, and professionalism of a Fortune 500 corporate telecommunications system - but without the need to purchase capital equipment or software. GotVMail's hosted communications solution is cost-effective for the small and home-based business looking to maximize the bottom line and delivers measurable value to help small businesses compete and drive business growth. The business has become one of the fastest growing and most complete virtual office/pbx offering through the technological achievements of GotVMail's development team. Taghaddos and Hauser are both under 30, a requirement for this award. Dr. Joel Shulman PhD., CFA, professor, Babson College nominated GotVMail for this award.

Woman-Owned Business
Geraldine E. Cross
d/b/a Griffin Tire & Battery
West Springfield, MA
www.gtbauctions.com



Griffin Tire & Battery is a fleet remarketing firm that provides national auction support services under contract for federal and private sector entities. GTB coordinates and executes every function associated with fleet remarketing from equipment removal and mechanical repair services to transportation, storage, block representation, post-sale arbitration and contract administration. **GTB is an SBA-certified 8(a) Business Development firm.** Since becoming 8(a) certified in 1999, GTB has been awarded more than \$6 million worth of government contracts and has made good use of the wide range of services offered by SBA's 8(a) program which include: support for government contracts, access to capital, management and technical assistance, and export assistance. The 8(a) program is designed to help socially and economically disadvantaged entrepreneurs gain access to the economic mainstream and to gain a foothold in the government contracting market. Participation is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage. Susan M. Newman, administrative assistant, Griffin Tire & Battery, nominated Geraldine Cross for this award.

Home-based Business Champion
Amy Zuckerman, Founder
Hidden Tech
Amherst
www.hidden-tech.net



Amy Zuckerman founded Hidden-Tech, a business networking organization geared especially to the needs of virtual company owners, most of whom are home-based. Although based in western Massachusetts, members are located throughout the Rt. 91 Knowledge Corridor and beyond. Services include eight programs annually for members within driving distance of the Pioneer Valley of Massachusetts, an email discussion list and Web-based forums. "When the *Boston Globe Magazine* commissioned me to write an article on hidden tech, virtual company entrepreneurs in the fall of 2001, I had a hunch that there were a growing number of people throughout the world working from their homes or small office settings, hidden from sight and from government statisticians" said Zuckerman. "In the process of struggling to write that article, I hammered out a thesis with my editors that led to the formation of the hidden tech movement and the creation of the organization Hidden-Tech to serve virtual company owners like myself." Ms. Zuckerman is also the principal of A-Z International Associates, an international strategic market research and information packaging business www.a-zinternational.com. Dianne Fuller Doherty, regional director, Massachusetts Small Business Development Center, Western Massachusetts Regional Office, nominated Amy Zuckerman for this award.

Small Business Journalist
Jay Pateakos, Business Reporter
Fall River Herald News
Fall River
www.heraldnews.com



Jay Pateakos covers the local business community for the *Fall River Herald News* where he is also responsible for a regular column that highlights start-up businesses in Bristol County. He has also tackled issues such as family-owned business, succession planning, restaurants and the challenges they face, and labor relations. In addition, Jay runs regular features of some of the larger small businesses in the area. In her nomination letter, Melinda Ailes, senior management counselor of the Southeastern Massachusetts Small Business Development Center Network, writes, "since his arrival in Fall River, Jay has changed the business section of the paper from a recitation of wire reports and columns to lively discussions of the local business community. Jay has owned his own business and knows the hard work, sacrifice and mental toughness needed to keep small businesses growing and strong."

Minority Small Business Champion
Sergio Rivera, Jr.
Publisher/Editor
Vocero Hispano Newspaper, Inc.
Worcester
www.vocerohispano.com



Sergio Rivera founded *Vocero Hispano*, a Spanish-language weekly, in 1990 because he recognized that there was a need for a Spanish language publication that positively impacted the Latino community. *Vocero Hispano*, which means “Hispanic Messenger”, reaches more than 60,000 Massachusetts Latino homes and businesses with local, national and international news, as well as articles on finance, real estate, education and more. In her nomination letter, Bank of America’s Mary Gough wrote, “Sergio is a successful Latino entrepreneur who cares about the community. Through his published work, he enhances the growth of other small businesses because he can relate to the challenges of running a small business, and the value they bring to the economy and the community.” Mary T. Gough, branch manager, Bank of America, nominated Sergio Rivera for this award.

Veteran Small Business Champion
Louis J. Celli, Jr., Founder
The New England Veterans Business
Resource Center Inc.,
Boston
www.veteranscorp.org



Louis Celli retired from the United States Army in November of 2002 as a Master Sergeant following a successful 22-year career. After founding his first company, Leaders Advantage Inc. in 2003 (www.LeadersAdvantage.com), Louis began providing free business training and counseling to New England homeless veterans while servicing a contract with the Veterans Corporation to provide business training to Massachusetts area veterans. As the success of this initiative gained recognition, Leaders Advantage was offered and accepted the position of “Regional Directorate” representing the Veterans Corporation and providing training, advocacy and counseling to New England and New York area veterans. Utilizing his own money, Louis built and founded The New England Veterans Business Resource Center Inc., a non profit assistance center designed and developed to answer the needs of veteran entrepreneurs and veteran-owned businesses. The New England VBRC is scheduled to open in Boston, MA this summer with the support of local and national grants and support from the Veterans Corporation. Niels A Fischer, District Director, SCORE, Counselors to America’s Small Business, nominated Louis Celli for this award.

Women in Business Champion
Lorrayne “Dina” Yen Chu
Chair of the Board
Center for Women & Enterprise
Boston
www.cweonline.org



Dina Chu, chair of the Board for the **Center for Women & Enterprise**, has been one of CWE’s longest serving board members since joining in 1998. Chu led the center through a founder transition, specifically selecting a CEO with an advocacy background in order to secure the future of state and federal support for women’s business centers. CWE, founded in 1995, SBA’s official women’s business center in Massachusetts, is a non-profit whose mission is to empower women to become economically self-sufficient and prosperous through entrepreneurship. With offices in Boston, Worcester and Providence, CWE provides education, training, technical assistance, and access to capital to ensure that all women, regardless of their economic status, have the opportunity to start and run their own businesses. Chu is also CEO of Boston-based New Basics, Inc. www.newbasics.com. Inspired by unmet consumer demands, New Basics develops ideas into personal care products with mass market appeal. Donna Mullen Good, CEO, the Center for Women & Enterprise, nominated Dina Chu for this award.