

2008 MED Week Honorees

District Minority Small Business Person of the Year

Stan Kirklin, Owner

S.C.K. Trucking & General Construction

- Number of years in business – 10
- Date 8(a) certified – August 10, 1999
- Number of employees at 8(a) certification – 1
- Current number of employees – 6
- Average annual sales at 8(a) certification - \$60,000
- 2007 sales exceeded - \$10,000,000
- Received overall performance evaluation of “Outstanding” from the Vicksburg District Corps of Engineers
- Participates in various community efforts, including providing funds and purchasing food items for needy families
- Since 8(a) certification, Mr. Kirklin has expanded and developed his trucking company into a general construction and trucking entity

8(a) Graduate Firm of the Year

Dr. C. Paul Lo, President/Sr. Environmental Scientist
Materials Management Group, Inc. (MMG)

The 8(a) Graduate Firm of the Year Award is presented to the 8(a) graduate firm which best exemplifies the spirit and intent of the 8(a) program. Materials Management Group, Inc. (MMG) received 8(a) contract support, and this support helped the company to develop into a viable operation with no current dependence on the 8(a) Program.

The intent of this award is to recognize 8(a) companies that have benefited from and exited the 8(a) program as intended by Congress. MMG exited the Section 8(a) Program on February 9, 2003. Although MMG successfully completed the Section 8(a) Program more than five (5) years ago, the firm continues to be a viable, independently owned and operated business.

MMG specializes in environmental consultation, site assessments, remediation, risk assessment, UST site remediation, and lead paint investigation. These fields are traditionally dominated by large corporations in both the government and private sectors. After acceptance into the Section 8(a) Program, MMG was able to open doors for governmental contracting. The opening of these doors enabled MMG to develop relationships with various organizations that continue to this day.

Dr. Lo is a Senior Environmental Scientist who is a member of the New Orleans Local Emergency Planning Committee; Treasurer and member of the Board of Directors of the Louisiana Brownfields Association; Chairman of the Technical Committee of the Louisiana Brownfields Association; Clinical Associate Professor at the Department of Environmental Health Sciences, Tulane University and teaches a course on hazardous waste site investigation and assessment. He was appointed by the Taiwan University and Tongi University in China to teach a similar course to graduate students in these countries. In 2002, Dr. Lo was appointed as the Transportation Subcommittee member for the Committee for Better New Orleans.

MMG continues to support local community programs including the 2008 Summer Bash of SUNO and Camp Survivor organized by Master Builders Committee Center in Thibodaux, LA. Ms. Mimi Lo supports local ACORN and the City's NO LEAD programs in dealing with lead-based paint abatement at low-income houses.

Louisiana District Office 2008 Crystal Award Winner

U.S. Army Corps of Engineers, New Orleans District

This SBA Louisiana District Office award recognizes federal agencies within the Louisiana District that exhibit exemplary performance in pursuit of aggressive goals and strategic initiatives that help ensure increased small business participation in the federal marketplace.

Factors considered include:

1. Met or exceeded its overall small business contracting goals for FY 2007.
2. Met or exceeded at least three socioeconomic procurement preferences goals for FY 2007.
3. Engaged in outreach activities to the small business community.

In Fiscal Year 2007, total dollars awarded by the New Orleans District Corps of Engineers was \$947M. Of that amount, \$465M was awarded to small businesses. This equates to 49.2%. The New Orleans District Corps of Engineers' small business goal was 44.8%.

\$137M was awarded to Small and Disadvantaged Businesses

\$93M was awarded to Women-owned Businesses

\$164M was awarded to HUBzone Certified Businesses

\$14M was awarded to Service Disabled Veteran-owned Businesses

The New Orleans District Corps of Engineers met or exceeded its goals in the following areas:

Total small business awards (49.2%)

Women-owned businesses (9.8%)

HUBzone certified businesses (17.4%)

Service Disabled Veteran-owned businesses (1.5%)