2002 Entrepreneurs of the Year

SBDC High Tech Company of the Year

Kim Phillips, president of Solid Imaging in Rochester, uses advanced software to provide rapid prototyping services for the automotive and racing industries. When Phillips was ready to launch her company, the Brockport/Rochester SBDC worked with her to produce a business plan, which was submitted to venture capitalists. Phillips obtained $250,000 in working capital, to which she added $50,000 in equity cash.

SBDC Woman Entrepreneur of the Year

Susann Everett’s company, Beowulf Natural Feeds, Inc., produces premium dog and cat food. When the company wanted to establish a company identify and redesign its packaging, the SBDC at SUNY Institute of Technology at Utica/Rome helped her put together a winning business plan. The result was $167,000 in funding that allowed a new corporate identity.

SBDC Minority Entrepreneur of the Year

In 1997, Shirley Felder launched Sullivan County First Recycling and Refuse, Inc., with two old trucks, 400 well-used containers, and a small customer base. In the first year, sales went from $0 to $200,000. Today, she has 12 trucks on the road, over 800 containers in use, and a customer base in the thousands. The Mid-Hudson SBDC reviewed the company’s business procedures, financial projections, and documents required for a loan application. The result was a $308,000 financial package.

SBDC Phoenix Award

Stephen Mosto runs Mosto Technologies, a heating, ventilation, and air conditioning business with many clients located in the World Trade Center. After the terrorist attack on September 11, Mosto Technologies needed funds for operating capital. Midtown Manhattan SBDC business advisers helped him determine and document the extent of his economic injury, and assisted him in filing the loan application. As a result, Mosto closed on a direct EIDL loan from the SBA in the amount of $122,800.

SBDC Manufacturer of the Year

Steve and Patrick Dewey run All-Lifts, specializing in industrial lifting equipment. When All-Lifts found its business negatively impacted by a decline in military procurement, the Deweys contacted the SBDC’s Manufacturing and Defense Development Center (MDDC). The brothers needed funding to expand their manufacturing facility, as well as help in developing marketing strategies. With the MDDC, the Deweys developed an effective business plan, including cash flow projections. They invested $90,000 to expand their plant, and incorporated new robotic technology. Since working with the MDDC, the Deweys have reported an increase in sales of $900,000.

SBDC SEAP Client of the Year

In 2000, Fred White was one of many long-time employees laid off from a paper mill in Newton Falls. White saw the chance to turn his lumber hauling skills into a full-fledged business. He found help at the Canton SBDC. White qualified for the Department of Labor’s Self-Employment Assistance Program (SEAP). He worked with the SBDC to develop a winning business plan and financing proposal that secured $37,000 in start-up funding for sawmill and gravel hauling equipment, to which he added $24,000 in personal cash and collateral.

Hispanic Entrepreneur of the Year

Hector Guevara, president of Hytech Industries on Long Island, develops technology that reduces power costs through renewable energy sources. On 9/11, Hytech was working on a project to supply multiplex fiber optic converters for New York City’s subway system. The project had to be put on hold. Guevara looked for help at the Stony Brook SBDC. The SBDC helped Hytech qualify for a loan of $150,000 at four percent over 15 years.

Veteran Entrepreneur of the Year

Bill Levine is a U.S. Navy veteran with a 10 percent service-related disability. He is also a talented and motivated graphic design and product branding professional. In July 2000, Levine started working with business advisers at the Farmingdale SBDC. W.L. Concepts & Production grew quickly, winning contracts worth over $1 million. W.L. Concepts grew so quickly in the first 15 months, Levine needed a larger building. In December, W.L. Concepts moved into 5,000 square feet of new office space. Three jobs were created.
2002 Entrepreneurs
The New York State SBDC's 2002 Staff Training and Professional Development included a special Awards Luncheon at which the 2002 Entrepreneurs of the Year were honored.

SBDC High Tech Company of the Year
From left, NY Assemblywoman Susan John, Entrepreneur of the Year Kim Phillips, Sarah Anderson (from Senator Clinton's office)

Veteran Entrepreneur of the Year
From left, Veterans Business Adviser (Buffalo) Joe Giambra, Entrepreneur of the Year Bill Levine, Veterans Business Adviser (Farmingdale) John Narciso, Farmingdale Regional Director Lucille Wesnofske, Veterans Business Adviser Howard Wildove (Albany), Mike Ross, Veterans Program Officer

SBDC SEAP Client of the Year
Canton Regional Director Bert Corey congratulates Entrepreneur of the Year Fred White
Entrepreneurs of the Year

Regional Development Conference, held May 8-10 in Rochester, entrepreneurs of the Year were honored. Here are the award-winners.

Please see page 29 for detailed descriptions of award recipients.

SBDC Woman Entrepreneur of the Year

From left, Regional Director Dave Mallen, Entrepreneur of the Year Susann Everett, Business Adviser Sam Russo

Phoenix Award

Midtown Manhattan Regional Director Ray Nowicki; Phoenix Award Winner Steve Mosto; SBA District Director Frank Sciortino; his wife, Anne McGrath, holding Henry

SBDC Manufacturer of the Year

From left, Entrepreneur of the Year Patrick Dewey, Business Adviser Cedric Carter, Entrepreneur of the Year Steve Dewey, SBDC Advisory Board Chair Ray Nowicki, SBA Branch Manager Peter Flihan

Hispanic Entrepreneur of the Year

From left, SBA Project Officer Dan O’Connell, SBA District Director Frank Sciortino, Entrepreneur of the Year Hector Guevera, the SBDC’s Judy McEvoy