



**December 10-12, 2024**  
**Baird Center, Milwaukee**

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# Tony Evers

Office of the Governor | State of Wisconsin

Dear MARKETPLACE 2024 attendees:

On behalf of the State of Wisconsin, I'd like to welcome you to MARKETPLACE 2024: The Governor's Conference on Diverse Business Development.

For more than 40 years, MARKETPLACE has been connecting Wisconsin's diverse businesses with new opportunities. As you listen to the speakers and talk with business owners and buyers at this year's conference, I hope you make the connections needed for your business to grow and thrive.

When small businesses thrive, our communities thrive. As governor, it's my job to help all of our state's communities prosper. Diverse businesses—those owned by minorities, women, veterans, and members of the LGBTQ community—are key to creating that prosperity.

At MARKETPLACE, business owners can discover all the ways the Badger state can support their dreams through education, networking, and more. MARKETPLACE is also where the entire state can celebrate our diverse business community's successes.

The MARKETPLACE Governor's Awards honor outstanding, diverse-owned businesses of all sizes. These companies and entrepreneurs serve as inspirations to us all and are great examples of Wisconsin's values of hard work, innovation, entrepreneurship, and serving our communities.

While MARKETPLACE is three days packed with both virtual and in-person sessions designed to educate and connect businesses all across the state, Wisconsin supports its diverse businesses year-round through educational programs, grants, loans, and more. Those resources will be on display throughout MARKETPLACE.

My administration remains deeply committed to celebrating and uplifting our state's diverse businesses and to continuing our work to build a more prosperous Wisconsin for all of us because diversity makes our state—and our economy—stronger.

I hope you will take advantage of the many resources and networking opportunities available at MARKETPLACE this year, and I thank you for all you do to help move our state's economy forward.

Best wishes,

Governor Tony Evers

A handwritten signature in black ink that reads "Tony Evers".

Governor Tony Evers



On behalf of the Wisconsin Economic Development Corporation (WEDC), I am delighted to welcome you to the 43rd annual MARKETPLACE conference.

The Governor's Conference on Diverse Business Development is an opportunity for buyers and diverse businesses to connect, network, and learn together. It's an opportunity for businesses to not only grow but to shine.

The Governor's MARKETPLACE awards also celebrate the successes of people with disabilities, minority, women, disabled veteran, and LGBTQ entrepreneurs and their businesses from around the state.

I'd like to share a couple of my favorite statistics with you to show how incredibly important these businesses and opportunities are.

If we had as many women-owned businesses as male-owned businesses, Wisconsin would gain more than 108,000 new businesses—a 69% increase that would create more than 574,000 new jobs and generate more than \$23 billion in payroll.

If people of color owned businesses at the same rate as nonminority entrepreneurs, there would be an extra 47,000 businesses, adding 151,000 workers with \$4.2 billion in payroll.

To me, these numbers show the scale of the opportunity Wisconsin has with its diverse businesses, and the potential we have as a state.

WEDC partners with organizations that provide the resources entrepreneurs in all corners of our state need.

To ensure access to much-needed capital, WEDC works with community development financial institutions like WWBIC, the Northwest Side Community Development Corporation, and First American Capital.

Our partnerships with organizations like the Hmong American Center, the Wisconsin Latino Chamber of Commerce, and BizStarts provide training, professional advice, and other resources to diverse entrepreneurs.

This year, WEDC established the \$100 million Wisconsin Investment Fund, the largest public-private fund to invest in Wisconsin startups in our state's history. Most notably, a significant portion of the fund will be targeted at helping entrepreneurs in traditionally underserved communities.

All of these efforts are about helping more Wisconsinites thrive in our economy. The perspectives and skills that diverse entrepreneurs and employees bring make Wisconsin more prosperous for all.

A handwritten signature in black ink, appearing to read "Melissa L. Hughes".

Sincerely,

Melissa L. Hughes  
Secretary and CEO

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## TUESDAY, DECEMBER 10

### The Contracting Academy (TCA) | Virtual

This is an opportunity for businesses to grow their technical knowledge of contracting with the federal government, state and local governments, and government prime contractors. The series of workshops will benefit established businesses looking to grow and develop their government sales.

Visit [The Contracting Academy \(TCA\)](#) website for additional details.

**9 a.m.–Noon Contracting with state and local governments**

**Noon–1 p.m. Break**

**2–4 p.m. Contracting with the Department of Defense and federal agencies**

## ***DON'T MISS THE DIVERSE BUSINESS RESOURCE DIRECTORY!***

Many resources across Wisconsin are available to help diverse businesses thrive and grow. Visit our website to access a list of organizations you can contact to learn more about funding opportunities, mentorship, technical assistance, and certification in various diverse business categories.

**CONNECT WITH RESOURCES >**

## WEDNESDAY, DECEMBER 11

### 8 a.m.-7 p.m. Registration

### 9 a.m.-noon Educational Sessions

#### 9–10 a.m. Maximizing Global Reach: Essential Tools for Your Export Strategy

Description: This session will highlight the extensive resources available to Wisconsin businesses to support their global expansion efforts. From export financing and risk management to market entry strategies, organizations such as WEDC, U.S. Commercial Service-Wisconsin, the Small Business Development Center (SBDC), and the Wisconsin District Export Council provide tailored support for exporters. Learn how these resources can help your business grow in international markets.

Moderator: Chelsey Libeck-Duszynski, senior international trade specialist, U.S. Commercial Service—Wisconsin

Panelist: Aaron Zitzelsberger, senior director of Global Trade & Investment, WEDC

Panelist: Bruce Glaub, principal, Trade Acceptance Group, Ltd.

Panelist: Chris Wojtowicz, international trade consultant, UW Office of Business and Entrepreneurship

#### 9–10 a.m. Leveraging Certifications for Small and Diverse Business

Description: Government small business certifications can give your business a competitive advantage when selling as a direct supplier to federal, state, or local governments and their prime contractors. During this session, we will discuss how to leverage your certifications, including how they can be used to establish prime-subcontractor, mentor-protégé, joint venture, and other business relationships.

Moderator: Aina Vilumsons, president and executive director, Wisconsin Procurement Institute

Panelist: Benjamin Blanc, government contract specialist, Wisconsin Procurement Institute

Panelist: Dele Ojelabi, principal, Comcentia

Panelist: Lori Jansen, president, Clear Global Solutions LLC

Panelist: Wenbin Yuan, project manager, Wisconsin Chinese Chamber of Commerce

## **10–11 a.m. Unlocking Growth: Digital Marketing and E-Commerce Strategies for 2024**

Description: Join a panel of small business owners discussing digital marketing and e-commerce strategies for growth.

Moderator: Fanni Xie, president, Northeast Wisconsin Chinese Association

Panelist: AJ Miller, co-founder and creative director, New Normal Studios

Panelist: Ross Catterton, co-founder and director, New Normal Studios

Panelist: Jessica Williams, owner, Whimsical Celebrations LLC

Panelist: Sabrina Robins, adjunct faculty, Fox Valley Technical College, Venture Center

Panelist: Tone Ly, president and agency principal, Rectify Services LLC

Panelist: Ziming Wu, CEO and executive director, Wisconsin Chinese Chamber of Commerce

## **10–11 a.m. Property and People: Legal Strategies for Small Business Growth**

Description: This presentation will provide small business owners with essential legal insights on two critical aspects of business success—property and people. We'll explore key real estate considerations, from leasing to property ownership, and discuss important employment law strategies to help you navigate hiring, managing, and retaining your workforce in compliance with legal requirements. Attendees will walk away with practical strategies for reducing legal risks, optimizing growth, and fostering a strong foundation for their business.

Speaker: Alexandra Don, attorney, von Briesen & Roper, s.c.

Speaker: Erica Storm, attorney, von Briesen & Roper, s.c.

## **11 a.m.–noon Empowering Small Business: Leveraging Chatbots for Growth and Efficiency**

Description: This seminar will introduce chatbots—an artificial intelligence (AI) application—such as ChatGPT, Gemini, and Copilot (generative AI) as essential tools for small business owners. Chatbots can significantly save time and enhance task efficiency for small business owners and operators, all without requiring extensive training. We will demonstrate how to leverage chatbots to conduct market research for sales and marketing, write compelling job descriptions for job postings, perform competitive intelligence for strategic planning, brainstorm innovative ideas for improving or creating new products, and analyze customer feedback to strengthen customer relationships.

Moderator: Ziming Wu, CEO and executive director, Wisconsin Chinese Chamber of Commerce

Panelist: Gene Wright, assistant professor and INNOVENT Center director, Milwaukee School of Engineering

## **11 a.m.–noon Access to Capital: Strategies for Securing Capital to Accelerate Growth**

Description: The importance of building relationships with chambers of commerce, local, state, and federal governments, and financial institutions to understand the different financing programs offered by traditional and non-traditional sources to grow your business and fund your business proposal.

Moderator: Dr. Kamaljit Jackson, director, Wisconsin Minority Business Development Agency - Business Center

Panelist: Denisse Pachuca, senior regional manager, Zero Barriers to Business, BMO Bank

Panelist: Brandon White, small business banking officer, BMO Bank

Panelist: Minna Dinh-Stuver, vice president, senior business consultant, Chase Bank

Panelist: Susan Eick, relationship manager, Milwaukee Economic Development Corporation

Panelist: Willie Smith, executive director, Northwest Side Community Development Corporation

## **10 a.m.–3 p.m. Exhibitor move-in**

### **Noon–2 p.m. Break**

### **2–4:45 p.m. Business and Economic Opportunity Sessions**

#### **> Welcome**

Dr. Eugene Manzanet, senior director of Diverse Business Development, WEDC

#### **> Business opportunity session**

Description: This session will dedicate time for attendees to learn about large projects in Wisconsin and the contracting opportunities they present. Projects to be discussed include: the new Milwaukee County Courthouse, Froedtert Hospital's Courtyard Bed nine-story patient tower expansion, and Blatnik Bridge. These projects combined represent billions of dollars in infrastructure investments.

Moderator: Lafayette L. Crump, commissioner of City Development, city of Milwaukee

Panelist: Peter Nilles, director of- Facilities Planning and Development, Milwaukee County

Panelist: Sean Hayes, director of Architecture, Engineering & Environmental Services, Milwaukee County

Panelist: Isaac Larson, executive director of enterprise facility services, Froedtert ThedaCare Health



Panelist: Jeff Gruhn, vice president of project development, Mortenson

Panelist: Paul Conlin, Northwest Region Project Development chief engineer, Wisconsin Department of Transportation

Panelist: Tondra Davis, director, Office of Business Opportunity & Equity Compliance, Wisconsin Department of Transportation

Panelist: Mike Hahn, vice president, Lunda Construction Co.

> **Economic opportunity session**

Speaker: Dr. Eugene Manzanet, senior director of Diverse Business Development, WEDC

Speaker: Alex Ysquierdo, director, Wisconsin Supplier Diversity Program Director, Wisconsin Department of Administration

Speaker: Geri Sanchez Aglipay, Region V administrator, U.S. Small Business Administration

Speaker: Eric Ness, Wisconsin District director, U.S. Small Business Administration

> **Report on the economy**

Speaker: Tom Walsh, labor market economist, Wisconsin Department of Workforce Development

**5–7 p.m. Networking reception in Expo Hall**

Join all conference attendees in the Expo Hall for networking and a chance to visit a multitude of exhibitors. WEDC and its partners will make brief remarks.

Emcee: Tim McMurtry, executive director, Infrastructure Business Development, National Association of Minority Contractors-Wisconsin

Gold Sponsor: Vincent L. Mack, assistant vice president-community affairs manager, U.S. Bank

WEDC Remarks: Sam Ridders, deputy secretary and chief operating officer, WEDC

Ceremony: U.S. Small Business Administration and Minority Business Development Agency – Wisconsin Center Partnership Agreement Signing

**7 p.m. Event day 1 concludes**

## THURSDAY, DECEMBER 12

**6:30 a.m.-4 p.m. Registration**

**8 a.m.-9:15 a.m. Breakfast business panel/SBA and DOA recognition**

Emcee: David Lee, president and general manager, 89.7 WUWM

WEDC remarks: Sam Ridders, deputy secretary and chief operating officer, WEDC

Sponsor: Heather Ladage, market president and publisher, Milwaukee Business Journal

**> Breakfast business panel**

Moderator: Mike Ward, senior vice president of Business and Community Development, WEDC

Panelist: Adam J. Skenandore, president, ANASA Traffic Control Services

Panelist: Jose Reyes, owner and president, CMJ Electric

Panelist: Tennisha Loggins, owner and CEO, Loggins Family Business

Panelist: Allana Randall, owner, Ten by Ten

Panelist: Nas Laine, owner, NL Suits

**> Awards presentation**

Business anniversaries recognition

Wisconsin Department of Administration Highest Spend Awards

U.S. Small Business Administration Awards

**9-10 a.m. Maximizing Global Reach: Essential Tools for Your Export Strategy**

Description: This session will highlight the extensive resources available to Wisconsin businesses to support their global expansion efforts. From export financing and risk management to market entry strategies, organizations such as WEDC, U.S. Commercial Service-Wisconsin, the Small Business Development Center (SBDC), and the Wisconsin District Export Council provide tailored support for exporters. Learn how these resources can help your business grow in international markets.

**9:15 a.m.-11:45 a.m. Expo Hall for exhibitors and buyer meetings**

**9:30 a.m.-10:20 a.m. Construction roundtable in Expo Hall**

Description: Roundtables bring together industry and government professionals in a small group, discussion-based format to educate attendees about successfully doing business in a particular industry.

Host: National Association of Minority Contractors Wisconsin Chapter

**10:30 a.m.-11:20 a.m. Health care roundtable in Expo Hall**

Join this health care industry roundtable to explore strategies for successfully partnering with medical institutions. Hear from representatives of the Milwaukee Anchor Collaborative (MAC), including buyers from major health care organizations and a MAC client, as they share insights on upcoming opportunities, unique challenges, and how diverse businesses can position themselves as valuable suppliers in this sector.

Host: Milwaukee Small Business Development Center

**Noon-1:15 p.m. Awards luncheon**

Emcee: Diana Gutierrez, news anchor/reporter, WISN 12

Speaker: David Crowley, Milwaukee County Executive

Gold sponsor Aaron Popkey, director of public affairs, Green Bay Packers

WEDC remarks: Sam Ridders, deputy secretary and chief operating officer, WEDC

**> Business awards ceremony**

Outstanding Business of the Year

CEO of the Year

Best Workplace of the Year

Thought Leadership Excellence

Diverse Business Champion of the Year

Keynote speaker: Kevin Shafer, executive director, Milwaukee Metropolitan Sewerage District

**1:30 p.m.-4 p.m. Expo Hall reopens for exhibitors and buyer meetings**

**2 p.m.-2:50 p.m. Energy roundtable in Expo Hall**

Description: Roundtables bring together industry and government professionals in a small group, discussion-based format to educate attendees about successfully doing business in a particular industry.

Host: WEDC

**2:30 p.m.-3:30 p.m. Make More, Work Less: The 3 Most Effective Tools to Manage Work Overload and Gain Back Your Freedom**

Description: The business world that we live in has changed forever. Learn how to capitalize on the challenging times that we're in with the 5-Point Proven Blueprint to grow your business and your profits.

Speaker: Susan Thomson, CEO, licensed coach, ActionCOACH business and executive coaching

**4 p.m. Conference concludes**

## BREAKFAST SPONSOR



## GOLD SPONSORS



## SILVER SPONSORS



## BRONZE SPONSORS





**DIANA GUTIERREZ**

News anchor/reporter, WISN ABC 12



**DAVID LEE**

President and general manager, 89.7 WUWM



**TIM McMURTRY II**

Executive director, Infrastructure Business Development,  
National Association of Minority Contractors-Wisconsin

## Business opportunity session



MODERATOR

**LAFAYETTE L. CRUMP** is the City of Milwaukee Commissioner of City Development. As a member of the Mayor's Cabinet, he leads a team dedicated to growing Milwaukee's population, bringing and keeping jobs in the city, increasing density, facilitating the development of affordable and equitable housing options, and preparing Milwaukee and its residents for economic success in an increasingly technologically-based economy. Born and raised in Milwaukee, Lafayette previously served as deputy chief of staff and chief diversity, vendor, and engagement officer for the Host Committee of the 2020 Democratic National Convention. Lafayette was also chief operating officer of Prism Technical Management & Marketing Services, LLC, a nationally experienced multidisciplinary management consulting firm based in Milwaukee. Lafayette practiced law for a number of years, working to ensure equity for small businesses and nonprofits, and has been an adjunct professor at Marquette University Law School. Lafayette's commitment to professional and community pursuits has earned him the Milwaukee Business Journal's Forty Under 40 award, the Milwaukee Times's Black Excellence Award, the University School of Milwaukee Alumni Service Award, the Titan 100 Award, the Milwaukee Business Journal's Power Broker list, and Foley & Lardner's Lyndford Lardner Attorney Service Award. Lafayette is a graduate of Duke University and Duke University School of Law, where he served on the Journal of Gender Law & Policy, the Harassment Grievance Board, and the Moot Court Board, and was president of Alpha Phi Alpha Fraternity. He also completed the Associates in Commercial Real Estate program and is a certified economic development finance professional.



PANELIST

**PETER NILLES** is the director of facilities planning and development for Milwaukee County. Peter's primary focus is on capital project development efforts—before the projects are funded and implemented. Peter is also leading the design and construction portion of the project to replace the Milwaukee County Public Safety Building. Peter has been with Milwaukee County for more than eight years and worked for a number of engineering consulting firms before that. Peter is a professional engineer in the State of Wisconsin and holds the facility management professional credential from the International Facility Management Association.

## Business opportunity session, continued



PANELIST

**SEAN HAYES** serves as the director of architecture, engineering, and environmental services for Milwaukee County. In previous roles, Sean led the airport engineering team at Milwaukee's Mitchell International Airport, served as a capital planner, project manager, and engineer. He graduated from UW-Platteville with a bachelor's degree in environmental engineering and a master's degree in engineering. His current interests include biking to work and raising his daughters.



PANELIST

**ISAAC LARSON** is the executive director of enterprise facility services for Froedtert ThedaCare Health and The Medical College of Wisconsin. As executive director, Isaac is responsible for all real estate and construction projects across the health network and is accountable for the administration and oversight of all maintenance and plant operation services. His past experience includes design and construction of many health care facilities across the country. He stays current within his industry by actively participating in the Wisconsin Healthcare Engineering Association and the American Society for Healthcare Engineering.



PANELIST

**JEFF GRUHN** is the vice president of project development for Mortenson's Wisconsin operations, with more than 25 years of construction industry experience. His responsibilities include project acquisition, relationship management, overall delivery of preconstruction and construction phase services, and business development activities. A cornerstone of his career has been the development of strong client relationships based on mutual respect and trust. Jeff has a unique command of the Wisconsin construction market and has a proven track record of consistently delivering an outstanding customer experience. His strategic focus, collaborative leadership style, and hands-on experience delivering multiple complex projects make him an expert in leading projects from the design phase through occupancy.

Jeff earned a bachelor's degree in civil engineering and construction management from the University of Wisconsin-Madison and is an avid Badger fan. A native of Racine County, Jeff is a LEED accredited professional, and he has been a board member of the Yorkville School District since 2007. Jeff enjoys camping, water sports, fishing, hunting, and enjoying time with friends and family, including his three children.



## Business opportunity session, continued



PANELIST

**PAUL CONLIN** is the Wisconsin Department of Transportation's Northwest Region project development chief engineer. He joined WisDOT as a student engineer in 1989, and he was hired permanently in 1993. Paul has worked on numerous high-profile projects in the Northwest Region, including the North Crossing and US 53 bypass in Eau Claire, the I-94/Carmichael Road interchange in Hudson, the River Falls bypass and the St. Croix Crossing and approaches. He is leading teams in the construction of the new Blatnik Bridge between Superior and Duluth, and he led construction of the St. Croix Crossing, a joint Minnesota-Wisconsin bridge project that opened to traffic in 2017. During the past two decades, Paul has served as a supervisor in WisDOT's technical services, project development and planning, and programming sections, and later, he became manager of the technical services and project development sections. He earned a bachelor's degree in civil engineering from UW-Platteville.



PANELIST

**TONDRA DAVIS** is the director of the Office of Business Opportunity and Equity Compliance, the external civil rights arm of the Wisconsin Department of Transportation (DOT). Labor compliance, Title VI, ADA, and the Disadvantaged Business Enterprise Program are under her leadership. Prior to the DOT position, Tondra was director of the Wisconsin Supplier Diversity Program. Tondra holds a bachelor's degree in industrial engineering from the UW-Madison. She is also a small business owner.



PANELIST

**MIKE HAHN** is a registered professional civil engineer who graduated from the University of Wisconsin-Madison. He has 23 years of experience in leading complex civil, high profile, and staged construction projects. Mike has undertaken and successfully completed some of the largest transportation construction projects in the state of Wisconsin, including the Marquette Interchange, Interstate Highway 41, and the I-74 Mississippi River Bridge Crossing for the Iowa Department of Transportation. He is currently the vice president of Lunda Construction and serves as the second vice president of the Wisconsin Transportation Builders Association.



## Breakfast business panel



MODERATOR

**MIKE WARD** joined WEDC in September 2022 as vice president for business and community development. Mike has had more than 25 years of experience in banking with U.S. Bank and its predecessors, holding leadership positions in sales management, commercial lending, marketing, sales support, and underwriting—all focused on small business. Helping and learning about small businesses and the communities they support has been Mike’s passion for his entire career.

Mike has done volunteer work with a number of groups including various United Ways, the Wisconsin Women’s Business Initiative Corporation, the Waukesha Redevelopment Authority, and the Waukesha County Economic Development Corporation. He is a current board member of BizStarts and the Urban Economic Development Association as well as an active volunteer with Kiva. He also serves as a member of the Federal Reserve Bank of Chicago’s Wisconsin Economic Roundtable.

A Madison native, Mike received his bachelor’s degree in economics and a master’s degree in business administration from the University of Minnesota. He and his wife live in Waukesha and have three adult children.



PANELIST

**ADAM J. SKENANDORE** is the president of ANASA Traffic Control Services, LLC, a company he started in late 2021. Adam’s interest in the traffic control industry started in 2009 when he was offered a job as a traffic tech/flag person for a large utilities installation company. Through years of hard work and the willingness to listen and learn, he worked his way up to general manager overseeing the Wisconsin area. Adam’s experience ranges from traffic control management on mega WisDOT projects to smaller flagging and traffic control operations for the gas and electric utilities sector. His 13 years of experience and knowledge help Adam to keep growing all aspects of his business, as well as developing new ways to improve safety. Apart from his work, Adam enjoys coaching his children’s baseball and football teams, learning more about the history of his Native American culture, and most importantly, spending time with his wife and three children.

## Breakfast business panel, continued



PANELIST

**JOSE REYES**, with more than 27 years of experience in the electrical industry, is the proud owner of CMJ Electric LLC, a growing electrical contracting business based in southeast Wisconsin. Since founding CMJ in 2009, Jose has consistently expanded operations and now employs 18 dedicated staff members from diverse backgrounds.

Jose's journey began with hands-on training as an electrician in Milwaukee, where he advanced from supervisor to estimator and project manager before launching his own company. His commitment to hard work and building strong client relationships has allowed CMJ to secure numerous long-term partnerships.

Jose also recently acquired SOS Electronics, which specializes in installing and servicing security systems for commercial properties. Jose believes in the importance of networking and learning from fellow business owners, and he encourages aspiring entrepreneurs to embrace challenges with dedication and perseverance.

As a father of three—Cris, Max, and Jazmin—Jose says his family inspires him every day, and he strives to instill the values of hard work and relationship-building in both his business and his personal life.



PANELIST

**TENNISHA LOGGINS** brings food, fun, and clean spaces to life.

Tennisha is the owner and operator of Loggins Family Business LLC, based in Beloit. Her business combines her two passions—Snacks and Stuff Food Truck & Catering and Loggins Cleaning Service—satisfying her clients' cravings and leaving their spaces spotless.

Tennisha's food truck serves up soulful delights like mixed greens, baked mac & cheese, candies, cakes, and more. Then her cleaning service cleans up afterward, whether it's at a client's home or commercial property.

A Chicago native, Tennisha's journey as an entrepreneur began when her mother gave her a food truck as a gift. Later, while working at a cleaning job, she decided to start her own cleaning company.

Along the way, Tennisha realized that her purpose was not only to build a business but to show her children the power of faith, determination, and hard work—that with grit and passion, you can create the life you want.

## Breakfast business panel, continued



PANELIST

**ALLANA RANDALL** is the owner and artist of Ten By Ten, a donation-based art shop benefiting the Leukemia and Lymphoma Society (LLS). As a former teacher and hobby artist, owning a small business was not something that Allana planned, but rather, it evolved from her experience as a cancer survivor. Her cancer story—beginning with the diagnosis in Taiwan and reaching remission in Wisconsin—plays an integral role in her journey as an artist. What started as doodles to pass the time between chemo sessions unintentionally marked the beginning of her artistic career. Since 2020, Ten By Ten has donated more than \$20,000 to the LLS. Allana has also started hosting her own market, which is designed to bring local vendors together and donate to nonprofits in the Madison area. Through participating in markets and painting murals, Allana and her artwork have created community among cancer survivors, and have given back in ways Allana never could have imagined.



PANELIST

**NAS LAINE** entered the world of men's clothing when he opened NL Suits in Milwaukee's Third Ward in 1998. However, his fascination with the industry began at an early age in East Africa, where Nas watched his mother work as a dressmaker, which gave him personal insight into the textile and fashion world. NL Suits was born out of a simple premise: make style and confidence accessible, all while providing exceptional service.



**Breakfast sponsor**

**HEATHER LADAGE**

Milwaukee Business Journal

**Economic opportunity  
guest speaker**



**GERI SANCHEZ  
AGLIPAY**

Region V Administrator, U.S. Small  
Business Administration

**Networking reception  
guest speaker**



**VINCENT MACK**

Assistant Vice President and  
Community Affairs Manager, U.S.  
Bank

**Awards luncheon  
guest speakers**



**DAVID CROWLEY**

Milwaukee County Executive



**AARON POPKEY**

Director of Public Affairs,  
Green Bay Packers

**Awards luncheon  
keynote speaker**



**KEVIN SHAFER**

Executive Director, Milwaukee  
Metropolitan Sewerage District



MARKETPLACE 2024 is hosted by WEDC Vice President of Business and Community Development Mike Ward; Senior Director of Diverse Business Development Dr. Eugene Manzanet; Director of Diverse Business Development Seyoum Mengesha; Diverse Business Development Senior Manager Francisca Rodriguez; Project Manager Dana Nielsen; Events Director Sara Beuthien; Events and Administration Manager Allison Chanson; and Events Manager Megan Otto.

MARKETPLACE was coordinated by A-Mazing Events; the Wisconsin Procurement Institute (The Contract Academy, Expo Hall, and Buyer Meetings); Wisconsin Expo (Expo Hall contractor); and Tri-Marq Communications, Inc. (audio/video production).

MARKETPLACE Partners help make this annual event a success by providing valuable guidance, promoting attendance through their networks, supporting awards judging, and more.

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|--|---|
| African American Chamber of Commerce of Wisconsin      | U.S. Bank   |
| American Indian Chamber of Commerce of Wisconsin       | Universities of Wisconsin Small Business Development Center         |
| City of Madison  | U.S. Commercial Service Wisconsin                                   |
| City of Milwaukee Office of Small Business Development | U.S. Department of Commerce International Trade Administration      |
| Dane County  | Western Dairyland   |
| Greater Milwaukee Urban League                         | Wisconsin Black Chamber of Commerce                                 |
| Hmong Wisconsin Chamber of Commerce                    | Wisconsin Chinese Chamber of Commerce                               |
| Latino Chamber of Commerce of Dane County              | Wisconsin Department of Administration – Supplier Diversity Program |
| Latino Chamber of Commerce of Southeastern Wisconsin   | Wisconsin Department of Transportation                              |
| Madison Black Chamber of Commerce                      | Wisconsin Economic Development Corporation                          |
| Milwaukee County                                       | Wisconsin Housing and Economic Development Authority                |
| Milwaukee Economic Development Corporation             | Wisconsin Indigenous Economic Development Corporation               |
| Milwaukee Metropolitan Sewerage District               | Wisconsin LGBT Chamber of Commerce                                  |
| National Association of Minority Contractors Wisconsin | Wisconsin Veterans Chamber of Commerce                              |
| New North Inc.   | Wisconsin Women’s Business Initiative Corporation                   |
| North Central Minority Supplier Development Council    | Women’s Business Development Center                                 |
| Phoenix Financial Advisors                             |   |
| Small Business Development Center                      |   |
| The Business Council                                   |   |
| U.S. Small Business Administration                     |   |

## Anniversaries

### **75 YEARS – WOMEN BUSINESS ENTERPRISE**

RB General Trucking Inc.

### **50 YEARS – WOMEN BUSINESS ENTERPRISE**

The Dieringer Research Group, Inc.

### **25 YEARS – WOMEN BUSINESS ENTERPRISE**

Waterford Truck Service, Inc.

### **25 YEARS – MINORITY BUSINESS ENTERPRISE**

Cross Management Services, Inc.

Kendrick IT Services

Kyle Monreal Painting, Inc.

Quintec Integration, Inc.

Synapse Designs, Inc.

TGAR Group, Inc.

Trinco, LLC

### **25 YEARS – WOMEN BUSINESS ENTERPRISE AND MINORITY BUSINESS ENTERPRISE**

Install Carpet, LLC

La Dallman Architects, Inc.

## Small Business Administration Wisconsin Awards

### **MINORITY SMALL BUSINESS CHAMPION**

Domina Consulting

### **8(A) GRADUATE OF THE YEAR**

Toki & Associates, Inc.

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## Wisconsin Department of Administration Highest Certified Spend

### **ARCHITECTURE & ENGINEERING SERVICES**

K. Singh & Associates, Inc.

### **CONSTRUCTION**

Greenfire Management Services, LLC



# Outstanding Business of the Year



## **CONFLUENCE GRAPHICS, COURTNEY SKINKIS**

Courtney Skinkis and the talented team at Confluence Graphics, in Milwaukee, are passionate about making printing easy, fun, and impactful. Built on authenticity, collaboration, and reliability, Confluence Graphics has grown into a trusted, woman-owned print and design company. The company is known for delivering high-quality, tailored solutions in print, graphic design, direct mail, signage, and event essentials. With more than 50 years of combined print experience, Courtney and her team know that lasting relationships are key. They work closely with businesses, nonprofits, and individuals to bring each client's vision to life. Every project is handled with creativity, honesty, and a dash of fun. At Confluence Graphics, it's about more than printing--it's about connecting people and helping them share their story with the world.



## **SEVEN GENERATION CONTRACTORS, BRIAN C. WILSON JR.**

Brian C. Wilson, Jr., an enrolled member of the Oneida Nation, is the owner of Seven Generation Contractors Corp. (SGC), a highly regarded Indigenous-owned commercial and residential concrete contracting business, based in Fort Atkinson. Serving the Green Bay, Madison, and Milwaukee markets, SGC specializes in concrete footings, foundation walls, and flatwork for residential, commercial, military, and agricultural projects. Recognized as a certified Disadvantaged Business Enterprise and Minority Business Enterprise, SGC is also listed as an approved contractor under the federal Indian Preference program. Brian's expertise covers a wide range of concrete work, from commercial footings and foundation walls to flatwork, including garage and basement floors, driveways, patios, parking lots, sidewalks, curbs, gutters, and excavation. SGC maintains strong partnerships with general contractors, particularly Indigenous-owned companies, and entrepreneurs. Brian collaborates closely with Greenfire Management Services, a subsidiary of the Potawatomi Business Development Corporation, which serves as the investment arm of the Forest County Potawatomi Community. An active member of the American Indian Chamber of Commerce and the Fort Atkinson Chamber of Commerce, Brian is deeply engaged with the Indigenous business community and supports numerous charitable initiatives. He holds a bachelor's degree in social work from the University of Wisconsin-Whitewater and a master's degree in social work from the University of Minnesota-Duluth. He has also completed coursework toward a doctorate in education in Duluth, Minnesota.

# Outstanding Business of the Year



## **WHITSON WONDER PRODUCTIONS, EBONY WHITSON**

Ebony Whitson is the founder, owner, and creative designer at Whitson Wonder Productions, a full-service event planning and design firm, in Menomonee Falls. Ebony and her team provide sustainable solutions that create captivating event design concepts for their clientele, bringing a unique blend of creativity, attention to detail, and passion to every event. With six years of experience in the industry, Whitson Wonder Productions has the knowledge and skills to handle events of all sizes and types, including corporate functions and community events. The company’s clients include the African American Chamber of Commerce, the Milwaukee County Department of Aging, Housing Resources Inc., the Madison Black Chamber of Commerce, the National Association of Women Business Owners (NAWBO) Chicago/Wisconsin, and other mission-driven organizations. In addition, Ebony believes deeply in community engagement, which has inspired her to join the boards of directors of WGIRLS Milwaukee and of NAWBO Chicago/Wisconsin. Her passion for supporting community-driven initiatives extends to hosting and supporting various events that raise awareness and funds for important causes, fostering economic empowerment for underrepresented groups throughout Wisconsin.



## **WHOLETREES STRUCTURES, AMELIA BAXTER**

Amelia Baxter believes that the 21st century-built environment is filled with opportunities for trees. After a career working internationally with thought leaders in the Responsible Business movement, Amelia co-founded WholeTrees in Madison in 2007 to develop and sell products and technologies that would scale the use of waste-trees in commercial construction, increasing forest revenues and offering green construction markets a new material for the 21st century. She has led project teams in more than \$2 million in U.S. Department of Agriculture research grants working toward the commercialization of the natural engineering of trees. Amelia earned a bachelor’s degree in environmental studies and religion from the University of Chicago.



## CEO of the Year



### **CRAWFORD EVALUATION GROUP, DAVID CRAWFORD**

David is the founder and president of Crawford Evaluation Group (CEG), in Waukesha. David oversees a staff of 27. He takes pride in the development and management of physician relationships within the medical network represented by CEG. Prior to CEG, David was employed by Medical Evaluations, Inc., where he ended his tenure as general manager. David is a graduate of the University of Wisconsin-Madison with a degree in radio, TV, and film. He has served on the board of the Milwaukee Insurance Adjusters Association for three terms. He is currently on the board of directors of the Bryon Riesch Paralysis Foundation, and he is president of the Wisconsin Worker's Compensation Forum. David is an amateur athlete, and plays on competitive baseball and tennis teams.



### **TERRA TRANSLATIONS, MARINA ILARI**

Marina Ilari is an American Translators Association certified translator and the CEO of Terra Translations, in Milwaukee. She brings two decades of expertise in the translation industry with a focus on video game localization. Under Marina's leadership, Terra has earned prestigious accolades, including WEDC's Rising Star Award in 2017 and Enterprising Women magazine's Enterprising Women of the Year Award in 2020. In 2023, Terra was recognized by Inc. magazine as one of America's Fastest-Growing Private Companies. Marina is passionate about the intersection of gaming and language. She serves as an adjunct professor at New York University, where she teaches audiovisual translation. At Terra, she leads a talented team of 240 employees, guiding the company with a people-centric approach to innovation and quality.



### **JACKSON'S YARD CARE, ACTION JACKSON**

Action Jackson is the dynamic founder and CEO of Sun Prairie-based Jackson's Yard Care (JYC), Dane County's largest Black owned landscaping business. Since 2009, JYC has grown from a solo operation into a multi-faceted company offering landscaping, lawn care, tree services, concrete work, printing, and more. JYC is recognized for its certifications, including MBE and DBE, and for its partnerships with prominent clients like UW Madison, MATC, and Waste Management. Beyond business, Action is passionate about giving back. He founded the JYC Workforce Development program, which is a free, 75-hour training course aimed at increasing diversity in landscaping and equipping participants with skills to build successful careers. The program has helped dozens of participants to secure jobs and launch businesses while fostering community growth. Outside of work, Action enjoys playing basketball, traveling, and spending quality time with his fiancée and two daughters. He thrives on exploring new business opportunities, always looking for ways to expand impact. Through hard work, innovation, and a heart for service, Action inspires others to dream big and succeed.

# Best Workplace of the Year



## **EARTHLY TEMPTATION WELLNESS, SARAH BRANCH**

Entrepreneur, poet, and mental wellness advocate Sarah Branch is the founder and owner of Earthly Temptation Wellness, in Madison. Established in 2020, Earthly Temptation Wellness was inspired by Sarah’s personal journey with holistic living and the transformative effects of aromatherapy, crystal therapy, and sound therapy. After her diagnosis of bipolar II and dyslexia in 2019, Sarah felt disconnected in a world that she felt did not align with her values. Determined to avoid conventional medications, she embarked on a path to reclaim her wellness. She turned to Mother Earth’s natural healing tools, seeking an approach that addressed her whole self—mind, body, and spirit. Through her store, Sarah offers resources and guidance to inspire self-care, disrupt patterns of self-sabotage, and encourage positive thinking. Her mission is to empower individuals in the community to heal their minds, bodies, and souls through intentional self-love. Earthly Temptations is a sanctuary for those seeking to explore their spiritual well-being alongside a supportive community.



## **HONEYBEE SAGE WELLNESS & APOTHECARY, ANGELA MALLET**

Angela Mallett, the founder and owner of HoneyBee Sage Wellness & Apothecary, LLC, in Milwaukee, is a passionate advocate for holistic health and well-being. With more than 10 years of experience as an herbalist and massage therapist, Angela has dedicated her career to helping individuals restore balance and harmony to their bodies and minds. Angela’s unique understanding of the body and its interconnected systems enables her to tailor her services to meet the individual needs of her customers, who she affectionately calls “HoneyBees.” She believes in the power of nature and its ability to nurture and heal, which is why she meticulously sources and handcrafts all the medicinal tea products available at HoneyBee Sage Wellness & Apothecary. As CEO, Angela ensures that the highest quality standards are met. She oversees all aspects of the business from selecting organic ingredients used in her herbal remedies, to designing eco-friendly packaging, to the serene ambiance of the cafe. Angela strives to create an environment that promotes belonging, relaxation, rejuvenation, balance, and overall well-being. Her dedication to quality and sustainability has earned HoneyBee Sage Wellness & Apothecary a loyal customer base and numerous accolades. Angela’s mission extends beyond her products. She is dedicated to educating and empowering others to take control of their health. Through workshops, classes, and one-on-one consultations, she shares her wealth of knowledge and encourages individuals to explore the benefits of holistic healing practices. With Angela’s guidance and expertise, HoneyBee Sage Wellness & Apothecary has become a trusted brand and hub for those seeking natural, effective, and sustainable wellness solutions.

# Thought Leadership Excellence



## **JGMA, LAURA FLORES**

Laura Flores is an award-winning architect and the director of operations at JGMA, where she has been instrumental in the firm’s growth to become one of the largest Latino-owned architecture firms in the Midwest and the U.S. Originally from Guadalajara, Mexico, Laura has held key leadership roles on major projects national and internationally, managing complex developments across various sectors. At JGMA—which has offices in Milwaukee and Chicago—her responsibilities include overseeing all employees, setting short- and long-term goals, and leading the firm’s major projects. A tireless civic leader, Laura is dedicated to inspiring Latino youths and Latina women to reach their full potential. Recently appointed as chair of the Chicago Plan Commission, she is the first Mexican immigrant architect to hold this role. She is also a founding mentor of Arquitina, supporting Latina women in architecture, and a founding member of Mujeres Latinas en Acción’s Young Professional Advisory Council, which empowers Latinas through service and advocacy.



## **HUMANWORKS8, SHAWN GULYAS**

Shawn Gulyas exists to design and facilitate creative experiences that challenge one’s thinking and action, helping individuals and companies find their authenticity and elevate their personal interactions. After a 25-year leadership career in human resources, Shawn founded humanworks8, a human resources consultant firm in Milwaukee, to work with organizations seeking to bring their work to life through championing people.

Shawn and his team have guided organizations to improve their bottom line by building sustainable people practices through culture development, talent optimization, leadership development, and strategic planning.

Shawn is a jump-starter of energy and ideas around the belief that everyone matters, and as a leader who creates cultures and communities where values, natural instincts, and well-being are the essence of success. Other things Shawn believes in are: peace, wonder, and Yoda.

# Diverse Business Champion of the Year



## **BESTED BUSINESS, JUNE PERRY-STEVENSON AND KRISTLE ROGERS**

BestEd Business, co-owned by June Perry-Stevens and her daughter, Krystle Rogers, is a minority- and woman-owned office furniture, strategic sourcing, and construction supply company in Milwaukee that is celebrating its 20th anniversary this year. Founded in 2004, the business fills a vital niche by providing supplies, including office furniture and personal protective equipment, to organizations in need of diverse suppliers. June, a trailblazer in social services, founded the nonprofit New Concept Self-Development Center in 1974, and it served more than 7,000 families. Krystle joined BestEd as co-owner in 2021, after her mother’s original business partner retired, bringing her expertise in psychology, adult education, and diversity, equity, and inclusion. BestEd has worked with a range of community-focused organizations, including the Sojourner Family Peace Center, Outreach Community Health Center, and the Dr. Howard Fuller Collegiate Academy. A key client is Gilbane Building Co., for which the business supplies safety equipment. June and Krystle take pride in standing out in industries like office supplies and construction, where African American women are underrepresented. They see their success as a testament to the power of relationships and are committed to supporting other minority- and women-owned businesses. Through their work, they aim to break barriers and create opportunities for future generations, showing that small businesses led by diverse owners can thrive and make a significant impact.



## **DOMINA CONSULTING INC., AMANDA ROMAN**

Amanda Roman is the owner and CEO of Domina Consulting Inc., a company she founded in Racine in March 2021 during the COVID-19 pandemic. With a strong background in banking, human resources, and payroll, Amanda is passionate about empowering underserved business people by providing tailored support and resources. Her diverse education at Carthage College in classical archaeology, religion, and geospatial science enriches her consulting approach. A devoted wife and the mother of five boys, Amanda balances family life with her commitment to community service. She sits on several boards of directors, including the Latino Chamber of Commerce of Southeast Wisconsin, Racine County Economic Development Corp.’s Business Lending Partners Committee, the Department of Workforce Development Board for the Southeast region, and the city of Racine’s Community Development Authority. Domina Consulting specializes in assisting businesses with securing certifications as well as offering diversity, equity, and inclusion consulting that connects contractors with local, certified businesses. Amanda is dedicated to bridging the gap between businesses, nonprofits, and government to foster positive change in the community.

# Diverse Business Champion of the Year



## **NORTHWEST SIDE COMMUNITY DEVELOPMENT CORPORATION (NWSCDC), WILLIE SMITH**

Willie Smith has served as executive director of NWSCDC since January 2020. Before that, he was NWSCDC’s director of lending, overseeing program and regulatory compliance, supervising quality control, and developing and maintaining relationships with borrowers. Under Willie’s leadership, NWSCDC closed on more than 50 loans. Willie also expanded the scope of NWSCDC’s services and small business loan portfolio, serving about 85% borrowers of color and 80% African American entrepreneurs. Willie has more than 20 years of experience in the banking and lending industry, including as WEDC’s financial services manager, where he managed a \$125 million commercial loan portfolio and participated with government agencies on economic development activities.

Willie has a bachelor’s degree in business administration from Cardinal Stritch University and has completed several other business and real estate financing programs, including the Associates in Commercial Real Estate Program, an industry-supported initiative that recruits and retains minority candidates for professional careers in commercial real estate. He is also an economic development finance professional certified by the National Development Council. Willie received the Diversity in Business award from the Milwaukee Business Journal and the Notable Minority Executive award from the Milwaukee BizTimes. In 2024, NWSCDC was recognized in the Milwaukee Business Journal’s Best Places to Work awards, placing 4th in the Micro category.



## **JNJ GIFTS AND MORE, JERINA VINCENT**

Jerina Vincent’s business, JNJ Gifts and More, started as a brick-and-mortar gift shop in 2016 because of her dreams to be her own boss and craft her future. As an immigrant with a first-generation daughter as her sidekick, she learned everything from scratch and built her business to what it is now: an online corporate gifting service. By persevering through numerous struggles, she kept her business alive by relying on her belief in God, and her family’s belief in her. Jerina sources 100% of her products from small businesses, emphasizing diversity and inclusion. An active member of local chambers of commerce, she mentors entrepreneurs and advocates for community growth. With her optimistic and kind personality, she values gifting greatly and that is what she channels into her business, advertising the art of gifting to be something that builds relationships and fosters emotions. With her motto, “small businesses supporting other small businesses, with the help of corporate partners,” Jerina is not only growing her own enterprise but also fostering a stronger, more inclusive community. Her efforts have made a lasting impact on her clients and community, positioning JNJ Gifts and More as a leader in thoughtful, values-driven corporate gifting.



## Diverse Business Champion of the Year



### **HUNZINGER CONSTRUCTION CO., JOAN ZEPECKI**

Joan Zepecki has worked at Hunzinger Construction Co., in Brookfield, for 30 years as director of corporate affairs and diversity and inclusion. She is proud of Hunzinger's track record of exceeding diverse contracting and hiring goals. Hunzinger has had incredible results with more than \$610 million in contracts awarded directly to minority, women, small, or disadvantaged firms. Zepecki ensured that Hunzinger met and exceeded the city of Milwaukee's diverse contracting and workforce inclusion goals for the Komatsu South Harbor Campus Project. Some of her other projects include the Deer District (Milwaukee Bucks Entertainment Block), demolition of the BMO Harris Bradley Center, Milwaukee School of Engineering's (MSOE) Kern Center, MSOE's Viets Field parking garage, multiple projects for Milwaukee World Festivals, Inc./ Summerfest including the American Family Amphitheater renovation, the Pabst Theater, multiple projects for Harley-Davidson and Johnson Controls, Inc., Progressive Community Healthcare Clinic, and Milwaukee Youth Arts Center.



The MARKETPLACE Sponsor Hall of Fame was established to honor companies that have exhibited their commitment to minority-, woman-, veteran-, LGBTQ-, and people with disabilities-owned business development through perennial MARKETPLACE sponsorship contributions.

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## PREVIOUS INDUCTEES

Associated Bank

AT&T

Forest County Potawatomi Community

Green Bay Packers Inc.

Harley-Davidson Motor Co.

Hartland Information Research

Milwaukee Business Journal

Milwaukee Economic Development Corporation

Northwestern Mutual

PNC Bank

Roundy's Inc.

Town Bank

U.S. Bank

Vanguard Computers

WE Energies

Wisconsin Housing and Economic Development Authority

Wisconsin Business Development



MARKETPLACE connects private sector, federal, state, and local buyers with diverse suppliers of products and services. This list of buyers was last updated on December 2. For a final list, [please reference the conference app.](#)

**COLLEGES AND UNIVERSITIES**

- Marquette University
- Universities of Wisconsin Administration
- University of Wisconsin-Madison
- University of Wisconsin-Milwaukee

**CORPORATE/GOVERNMENT PRIME CONTRACTORS**

- Kiewit Power Constructors Co.
- Leonardo DRS
- Michels Corporation
- Oshkosh Defense, LLC
- PNC Bank
- Snap-on Incorporated
- U.S. Bank
- WPS Health Solutions

**FEDERAL GOVERNMENT AGENCIES**

- Amtrak
- Federal Aviation Administration
- U.S. Department of Veterans Affairs - Great Lakes Acquisition Center – Construction
- U.S. Department of Veterans Affairs - Great Lakes Acquisition Center – Equipment/Supplies
- U.S. General Services Administration, Public Buildings Service, Great Lakes Region (5)

**STATE GOVERNMENT AGENCIES**

- State of WI Department of Administration
- State of WI Department of Health Services (DHS), Lead-Safe Homes Program
- State of WI Department of Public Instruction
- State of WI Department of Transportation
- State of WI Department of Health, Bureau of Prevention, Treatment, and Recovery
- State of WI Department of Public Instruction School Nutrition Team

**LOCAL GOVERNMENT AGENCIES**

- City of Madison
- City of Milwaukee Department of Administration – Purchasing Division
- City of Wauwatosa
- Kenosha County Department of Human Services
- Milwaukee County
- Milwaukee County Community Reintegration Center
- Milwaukee County Transit System
- Milwaukee Metropolitan Sewerage District





This list of exhibitors and resource providers was last updated on December 2. [For a final list, please reference the conference app.](#)

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## EXHIBITORS

41fork Hospitality Management  
Adapt Marketing Consulting LLC  
Amalga Composites  
Antigua Catering & Events  
Appleton Trophy & Engraving Inc.  
Area Greetings  
Associated Bank  
Automation Bird Dog  
Bambi Rae Collections LLC  
BestEd Business  
Better Business Bureau  
Beyond Vision  
BizStarts/Isla Bella Coffee Roasters  
BMO Bank  
Camo Crew Junk Removal  
CB Marketing Agency  
Celblox LLC  
City of West Allis  
ClearlyIP  
Confluence Graphics, Inc.  
Crawford Evaluation Group  
Dane County Office for Equity and Inclusion  
Diamond Discs International  
Domina Consulting Inc.  
Easterseals Wisconsin  
Employ Milwaukee  
Everdry Waterproofing  
Fasco  
Fluor  
Fullcircle26 Inc. & Next Generation Harvest  
Gilbane Building Company  
Greater Milwaukee Foundation  
Green Bay Packers  
Greenfire Management Services  
HGA Leaning Resources  
Hinckley Productions  
Hudson Agency & Associates  
JCP Construction  
Jenny Smith Fine Art  
J.H. Findorff & Son  
JP Cullen & Sons, Inc.  
Kiewit  
LeafFilter Gutter Protection  
Lean Design Werks  
Legacy Redevelopment Corporation  
Loggins Family Business LLC  
Maximus Us Service, Inc.  
McMurtry Financial Services, LLC  
Milwaukee Economic Development Corporation  
MKE Black  
Mortenson  
National Association of Minority Contractors – Wisconsin  
Noble Catering & Events  
North Shore Bank  
Northwest Side Community Development Corporation  
O’connor Connective

Old Salt Displays	Tvg-medulla, LLC / Chiro One Wellness Centers
Oshkosh Defense, LLC	U.S. Bank
Parnell Accounting Solutions	U.S. Small Business Administration
Pawstar	Vision To Finish LLC
Peoples State Bank	Whitson Wonder Productions
Premier Golf & Utility Vehicles, Inc.	Wildcard Corp
Presence Primary Care	Wipfli Llp
Quiet Box	Wisconsin Department of Workforce Development
Remy Battery	Wisconsin Economic Development Corporation
SCORE	Wisconsin Housing and Economic Development Authority
Sherman Phoenix	Wisconsin Native Loan Fund, Inc.
Southeastern WI Regional Planning Commission	Wisconsin Procurement Institute
Staythanks	Wisconsin Small Business Development Center
Summit Credit Union	WNOV Radio
Synergy Technology Advisors, Inc.	Your Life Has Purpose
That's Right, Sweetie	
Tootsie's Tea	

## RESOURCE PROVIDER TABLES

African American Chamber of Commerce of Wisconsin	She Rises Collective: Indigenous Women in Business
City of Madison Department of Civil Rights	WiDEN
City Of Milwaukee – Office of Equity & Inclusion	Wisconsin Black Chamber of Commerce, Inc.
First American Capital Corporation	Wisconsin Chinese Chamber of Commerce
Historic King Drive Business Improvement District Number 8	Wisconsin Department of Administration – Supplier Diversity Program
Hmong Wisconsin Chamber of Commerce	Wisconsin Department of Health Services - Lead-Safe Homes Program
Latino Chamber of Commerce of Southeastern Wisconsin	Wisconsin Indigenous Housing & Economic Development Corporation
Latino Entrepreneurial Network	Wisconsin LGBT Chamber of Commerce
Madison Black Chamber of Commerce	Wisconsin Minority Business Development Agency Business Center
Milwaukee County Office of Economic Inclusion	Wisconsin Veterans Chamber of Commerce
North Central Minority Supplier Development Council	Wisconsin Women's Business Initiative Corporation



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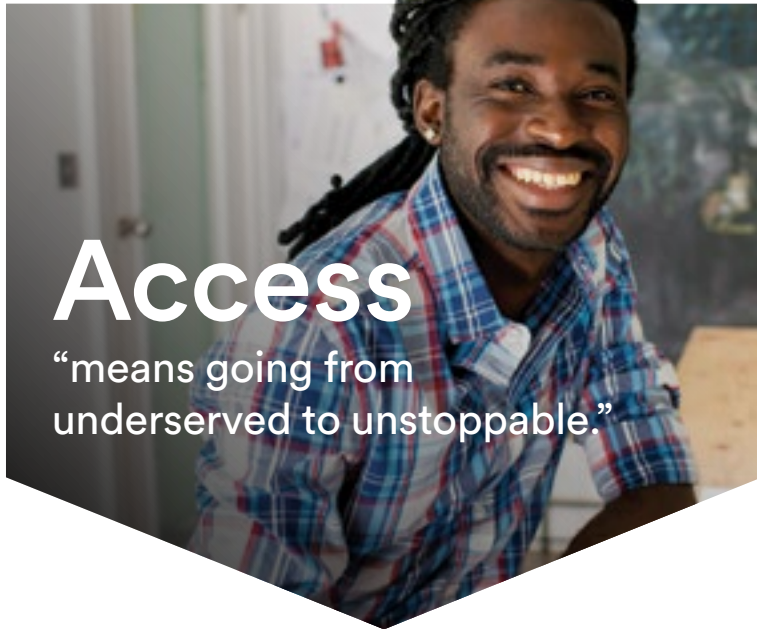
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1980's



**Embraced Rap Music**

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1990's



**Started Talk Shows**

Following the national rise and growing popularity of talk shows on television and radio, WNOV begins to incorporate talk shows in their daily programming. Most notably Alderman/Mayor Michael McGee who achieved national prominence in the 90's.

2000's



**Added the FM Channel**

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Today

**Longstanding**

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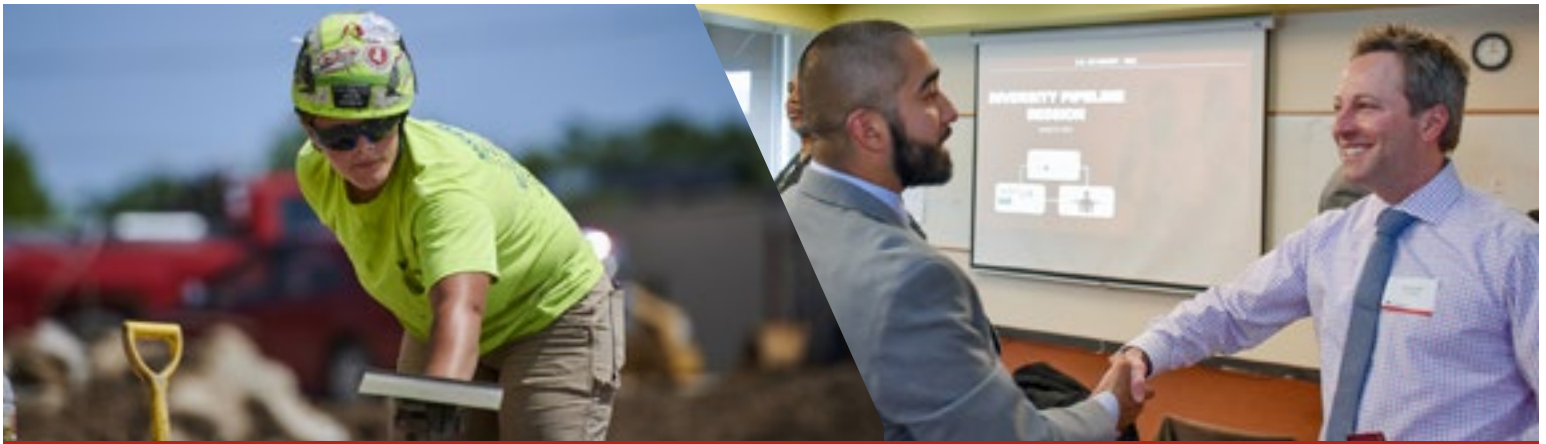
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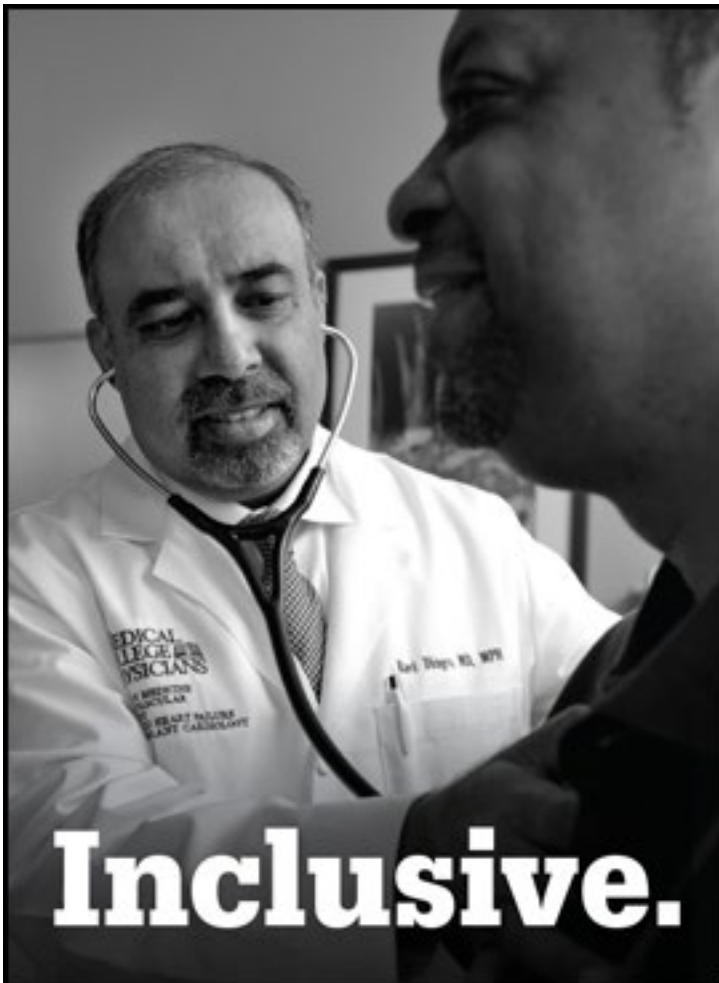
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