

The Ideal Activists

What you can learn from the 2006 NFIB Small-Business Champion Winners

NFIB works for small business in Washington, D.C., and in all 50 state capitals every day. Yet the organization's strength comes from the real stories and real voices of its members. The winners of this year's NFIB Small-Business Champion awards represent everything an activist should be. These business owners prove it's possible to be an effective advocate and successful business owner at the same time.

[CENTRAL REGION]

KEN DANIEL, MIDWAY WHOLESALE, TOPEKA, KAN.

After 36 years of running his own business, Ken Daniel is happy to admit that he eats, sleeps and breathes small business. A two-time Small-Business Champion award winner (he also won in 2004), Daniel plays an active role in advancing NFIB-backed issues at the state and federal levels. He has testified before the Kansas Legislature, talks to his legislators regularly and has been chairman of the NFIB/Kansas Leadership Council since 2002. "NFIB represented me when I couldn't get away from growing my business," says Daniel, who owns Midway Wholesale, a distributor of construction supplies. "Now it's my turn."



One of his biggest accomplishments as an NFIB member has been helping NFIB/Kansas score a number of legislative victories for small business.

"In 2003, we won reform of the Kansas Franchise Tax, which should have been called the 'Punish Small Business Tax.' NFIB did this single-handedly when other small-business allies were intimidated by the threats from big-business lobbies."

[MIDWEST REGION]

BARBARA QUANDT, QUALITY ENVIRONMENTAL PROFESSIONALS, INDIANAPOLIS, IND.

Barbara Quandt used to compare herself to a little guppy in a big ocean—until she joined NFIB. "Individually, there's not much we can do," says Quandt, the director of public affairs for Quality Environmental

Professionals, an environmental engineering firm. "But together, small-business owners are an incredibly powerful lot. Without activist small-business owners and NFIB, we would be added with many horrific mandates."



Active at every level, Quandt's most memorable moment as an NFIB activist was a press conference she helped coordinate at Acapulco Joe's, a local small business and one of Indianapolis' busiest lunch spots. "An onerous bill calling for a state franchise tax had been proposed, and we needed to educate the Legislature, small-business owners and the public—and we needed to do it fast," she says. "I can still see the TV camera focusing on the wild cartoon character in a sombrero outside Acapulco Joe's, and the reporter saying, 'When it comes to this new tax, Indiana small-business owners are hopping mad.' It was a rousing success."

[NORTH EAST REGION]

NORBERT V. "DUD" FAY, POP & MUM'S RESTAURANT-CAR WASH-LAUNDRY AND DRY CLEANING, GROTON, CONN.

In the fall of 1991, Dud Fay, working with a local reporter, uncovered a memo to the Department of Defense warning that the Naval Submarine Base in New London could possibly be in jeopardy. Fully aware of the base's benefits for the area's small businesses, Fay drew up his battle plan. Organizing meetings with various groups from the business community, Fay made other business owners aware of the threat, and in the following months they raised public awareness and even made sure to get the attention of state and federal politicians.

The mobilization was slow going, but when NFIB got involved, participation exploded, and Fay and his colleagues won the right to retain the base. After such an ordeal, Fay knows all too well the necessity of an organization like NFIB.

"As a 20-plus year member of NFIB, I saw the results of having a business voice at the federal and state levels," Fay says.



[SOUTH EAST REGION]

BRETT DUNGAN, MASTER MARINE, BAYOU LA BATRE, LA.

When Hurricane Katrina devastated the Gulf Coast last year, reports predicted doom for the area's seafood industry. What the reports could not forecast was the unfolding determination of small-business owners like Brett Dungan, owner of Master Marine. After the storm, Dungan led a six-week coastal cleanup effort, securing a donation of more than 600,000 gallons of fuel that put the fishing fleet back in business



and devising a fuel-voucher system for many cash-strapped businesses.

"By actively participating in something larger than ourselves or our business, we gain energy, insight and perspective," Dungan says. "I am proud I was able to help, and that I can testify to the effectiveness and power of small business."

Dungan's activism began long before the storm. He's well-known among lawmakers and effectively lobbies for small-business concerns. "My business, my employees and my community benefit because NFIB ensures legislators understand and address key small-business concerns," he says.

[WEST REGION]

CHUCK MOTT, INNOVATIVE VACUUM SERVICES INC., EDMONDS, WASH.

Chuck Mott has been successful in promoting small-business interests

in the state of Washington, thanks in part to his wife and, later, his daughter, assuming his managing responsibilities whenever NFIB needed his help. With his time freed, Mott lobbied extensively against a 66 percent increase in the business and occupation tax in the early 1990s.



He and the other members of the NFIB Leadership Council succeeded in their efforts to get this tax complexity repealed.

Mott was appointed by then-Gov. Gary Locke to serve on the Blue Ribbon Commission for Transportation from 1998 to 2000. While serving faithfully, he never lost sight of what was most important to him: "It was a continuing challenge to represent my small-business interests in the important effort to help solve Washington state's multibillion dollar transportation investment needs," Mott says.

2006 NFIB Small-Business Champion State Winners

ALABAMA

Brett Dungan
Master Marine

ALASKA

Dan MacLeod
R. David MacLeod, CPA

ARIZONA

Jay Staveley
Canyons Inc.

ARIZONA

Carl Green
Carl Green and Co.

CALIFORNIA

Alexandra Knickerbocker
The Arid Reader

COLORADO

Walter Curtiss
Curtiss Risk Management

CONNECTICUT

Norbert V. "Dud" Fay
Pop & Mum's Restaurant and Car Wash-Laundromat and Dry Cleaning

DELAWARE

Randy Randall
Callwell Staffing Service

FLORIDA

Brett Dungan, Master Marine, Bayou La Batre, Ala.
Restaurant Equipment World

GEORGIA

Mike Sullivan
Southeast Sealing Inc.

HAWAII

Phyllis Barlage
Barlage Associates PA

ILLINOIS

Marcia Anderson
Surface Preparation and Coating Techniques

INDIANA

Billy Neary
Tebur Inc./BVP Systems

ILLINOIS

Mary Hazzard
Business Advantage

ILLINOIS

Linda Ferguson
Softway Cleaners

ILLINOIS

Thomas Shaw
Barton Aerial Insurance Company

ILLINOIS

Tom Tucker
Zook's Harley-Davidson

ILLINOIS

Roger Neupman
Cover Concepts

ILLINOIS

Ken Daniel
Midway Wholesale

ILLINOIS

Linda Aerni
Community Interest Systems Inc.

ILLINOIS

Richard Gimmel
Atlas Machine & Supply

ILLINOIS

Adrian Stinson
Sir Spooly
Factory Service Agency

ILLINOIS

Frank Catania
Catania Hospitality Group

ILLINOIS

Tim Zimmerman
Spectrum Automation Co.

ILLINOIS

Mary Hazzard
Business Advantage

ILLINOIS

Linda Ferguson
Softway Cleaners

ILLINOIS

Thomas Shaw
Barton Aerial Insurance Company

ILLINOIS

Tom Tucker
Zook's Harley-Davidson

ILLINOIS

Roger Neupman
Cover Concepts

ILLINOIS

Ken Daniel
Midway Wholesale

ILLINOIS

Linda Aerni
Community Interest Systems Inc.

ILLINOIS

Richard Gimmel
Atlas Machine & Supply

ILLINOIS

Adrian Stinson
Sir Spooly
Factory Service Agency

ILLINOIS

John Hargreaves
Eastern Cross

ILLINOIS

Herman Clark
Service Master Contract Services

ILLINOIS

Mike Sullivan
Southeast Sealing Inc.

ILLINOIS

Phyllis Barlage
Barlage Associates PA

ILLINOIS

Frank Catania
Catania Hospitality Group

ILLINOIS

Tim Zimmerman
Spectrum Automation Co.

ILLINOIS

Mary Hazzard
Business Advantage

ILLINOIS

Linda Ferguson
Softway Cleaners

ILLINOIS

Thomas Shaw
Barton Aerial Insurance Company

ILLINOIS

Tom Tucker
Zook's Harley-Davidson

ILLINOIS

Roger Neupman
Cover Concepts

ILLINOIS

Ken Daniel
Midway Wholesale

ILLINOIS

Linda Aerni
Community Interest Systems Inc.

ILLINOIS

Richard Gimmel
Atlas Machine & Supply

ILLINOIS

Adrian Stinson
Sir Spooly
Factory Service Agency

ILLINOIS

John Hargreaves
Eastern Cross

ILLINOIS

Herman Clark
Service Master Contract Services

ILLINOIS

Mike Sullivan
Southeast Sealing Inc.

ILLINOIS

Phyllis Barlage
Barlage Associates PA

ILLINOIS

Frank Catania
Catania Hospitality Group

ILLINOIS

Tim Zimmerman
Spectrum Automation Co.

ILLINOIS

Mary Hazzard
Business Advantage

ILLINOIS

Linda Ferguson
Softway Cleaners

ILLINOIS

Thomas Shaw
Barton Aerial Insurance Company

ILLINOIS

Tom Tucker
Zook's Harley-Davidson

ILLINOIS

Roger Neupman
Cover Concepts

ILLINOIS

Ken Daniel
Midway Wholesale

ILLINOIS

Linda Aerni
Community Interest Systems Inc.

ILLINOIS

Richard Gimmel
Atlas Machine & Supply

ILLINOIS

Adrian Stinson
Sir Spooly
Factory Service Agency

ILLINOIS

John Hargreaves
Eastern Cross

ILLINOIS

Herman Clark
Service Master Contract Services

ILLINOIS

Mike Sullivan
Southeast Sealing Inc.

ILLINOIS

Phyllis Barlage
Barlage Associates PA

ILLINOIS

Frank Catania
Catania Hospitality Group

ILLINOIS

Tim Zimmerman
Spectrum Automation Co.

ILLINOIS

Mary Hazzard
Business Advantage

ILLINOIS

Linda Ferguson
Softway Cleaners

ILLINOIS

Thomas Shaw
Barton Aerial Insurance Company

ILLINOIS

Tom Tucker
Zook's Harley-Davidson

ILLINOIS

Roger Neupman
Cover Concepts

ILLINOIS

Ken Daniel
Midway Wholesale

ILLINOIS

Linda Aerni
Community Interest Systems Inc.

ILLINOIS

Richard Gimmel
Atlas Machine & Supply

ILLINOIS

Adrian Stinson
Sir Spooly
Factory Service Agency

ILLINOIS

John Hargreaves
Eastern Cross

ILLINOIS

Herman Clark
Service Master Contract Services

ILLINOIS

Mike Sullivan
Southeast Sealing Inc.

ILLINOIS

Phyllis Barlage
Barlage Associates PA

ILLINOIS

Frank Catania
Catania Hospitality Group

ILLINOIS

Tim Zimmerman
Spectrum Automation Co.

ILLINOIS

Mary Hazzard
Business Advantage

ILLINOIS

Linda Ferguson
Softway Cleaners

ILLINOIS

Thomas Shaw
Barton Aerial Insurance Company

ILLINOIS

Tom Tucker
Zook's Harley-Davidson

ILLINOIS

Roger Neupman
Cover Concepts

ILLINOIS

Ken Daniel
Midway Wholesale

ILLINOIS

Linda Aerni
Community Interest Systems Inc.

ILLINOIS

Richard Gimmel
Atlas Machine & Supply

ILLINOIS

Adrian Stinson
Sir Spooly
Factory Service Agency

ILLINOIS

John Hargreaves
Eastern Cross

ILLINOIS

Herman Clark
Service Master Contract Services

ILLINOIS

Mike Sullivan
Southeast Sealing Inc.

ILLINOIS

Phyllis Barlage
Barlage Associates PA

ILLINOIS

Frank Catania
Catania Hospitality Group

ILLINOIS

Tim Zimmerman
Spectrum Automation Co.