

Local firm named a finalist in U.Va.'s statewide award contest

CONTRIBUTED MATERIAL

Joint Logistics Managers Inc. (JLMI), one of 12 finalists for the prestigious statewide Resilience Award, brought in an outside consultant during the first of half of this year to help the Prince George-based firm adjust to changing economic conditions.

The award is presented by the W. Tayloe Murphy Center at the University of Virginia's Darden School of Business. It's designed to recognize successful entrepreneurial businesses located in the state's most economically challenged communities.

JLMI manages a worldwide logistics support network that specializes in design, development, acquisition, movement, sustainment and training in automated logistics support systems.

The company did not bring in a change agent because of declining business due to the lingering

Jackson, a retired Army Lieutenant Colonel, said. "And, we know that language."

JLMI brought in the outside business resource to evaluate its effectiveness. That led to a re-design of its business processes. Costs were streamlined to stay competitive by combining administrative tasks and eliminating excess positions.

The firm has demonstrated innovative solutions for its clients, such as developing a strategy to provide adequate classrooms for training at Army installations worldwide for PM GCSS-Army.

JLMI has developed a concept to use mobile training vans to ensure suitable learning space in remote sites or mobilization centers.

One key to the firm's success is an alliance with Northrop Grumman Corporation, which began in 2001 and

has culminated in a DoD Mentor Protégé Agreement between them. The major defense contractor is a leader in advanced technology solutions and lifecycle support services for command, control, communication, computer, intelligence, surveillance and reconnaissance (C4ISR) functions.

Northrop Grumman provided strategic planning improvement training sessions to enable JLMI to enhance its employees' decision making and problem solving skills.

The alliance has been mutually beneficial and professionally rewarding for JLMI, Ms. Jackson said. Her firm frequently seeks partnerships with other businesses to "form the best team to satisfy the requirements of the contracts we bid on."

"Logistics is logistics is logistics," Ms. Jackson pointed out, so the compa-



G. LaVern Jackson, President and CEO

ny continues to seek corporate and state and local government contracts.

The Resilience Award considers the full range of business practices for its finalists, not just growth. Those factors include corporate citizenship, location, resilience, and organization and environmental sustainability.

JLMI's nomination, which was supported by the Hopewell-Prince George Chamber of Commerce, demonstrated the firm's commitment to community participation through a variety of actions by its foundation and employees. For example, JLMI teamed with Virginia State University to develop VSU's logistics curriculum.

About the University of Virginia Tayloe Murphy Center/ Darden School of Business' Resilience Awards:

The 12 finalists are located in cities and counties which present a variety of economic challenges that many business owners would be unable to overcome: high unemployment, high poverty, lack of access to larger markets, unreliable

internet access and the public perception of a local lack of sophistication.

But instead of moving their businesses to more accommodating places, the Tayloe Murphy Resilience Awards' finalists are committed to their home communities.

They serve as leadership to business associations, spearhead revitalization initiatives, travel to their clients' home turf when necessary and have built businesses that support their communities.

They capitalize on the things that make their hometowns great places to live and do business – and have overcome the odds.

"Their growth rates are substantial and impressive," according to Gregory B. Fairchild, executive director of the Tayloe Murphy Center and Associate Professor of Business Administration at Darden, said, "with an average annual profit growth rate of 188.77% and employment growth rate of 54.33 percent from 2005 through 2008."

More than 100 entrepreneurial businesses from 45 counties applied for this year's award. Five winners will be chosen from the 12 finalists.

The winners will be announced Sept. 1.

Cameron Foundation announces fall workshops

All programs take place at the Hopewell Library, located at 209 E. Cawson St.

The Cameron Foundation's Technical Assistance Grant Program

Event Date/Time: 9/2/10 10 a.m.-12 p.m.
The Cameron Foundation's Technical Assistance Grant Program supports nonprofit organizational development and effectiveness through the provision of professional consulting services. Southside nonprofits may request Technical Assistance funds on a rolling basis with a maximum possible award of \$15,000; applicants may receive more than one Technical Assistance grant per year. Participants will be introduced to helpful new guidelines and grant tools.

When to Call for Help: Working with Nonprofit Consultants

Event Date/Time: 9/14/10 9:30 a.m.-12:30 p.m.
Come meet local consultants and have your questions answered by experts in the field of nonprofit management, professional fundraising, board governance and more. The panel of nonprofit consultants will discuss ways to assess your organization's needs to determine if professional consulting services are right for you. Learn how to find a good consultant match as well as ways to build and maximize your relationship with the consultant you hire. Also, we'll address foundations that fund professional consulting services. Time for professional networking will be included.

Fund Development 101: Building a Diverse Revenue Portfolio

Event Date/Time: 9/22/10 9:30 a.m.-12:30 p.m.
Today's economic climate demands taking a closer look at your funding sources and being sure they are diversified. Come learn about the various types of funding you should develop, the realistic portion that each type should make up of your total revenue and get some ideas for how to find, approach and develop relationships with those who are looking to give. You'll leave with a chart of goals and next-steps as well as a list of prospects.

Lead the Board to Fundraising Success and Happiness

Event Date/Time: 10/5/10 9:30 a.m.-12:30 p.m.
Fundraising is hard work and true success requires a team effort. This class will offer thoughts about making the process simpler and easier for board members to understand and participate, and easier for the development and/or executive directory to manage. Participants of this workshop will recognize and validate existing challenges, discuss a proven method to meet these challenges and leave with next-steps to put this plan into action.

Leveraging Web 2.0 in Your Organization

Event Date/Time: 10/20/10 9:30 a.m.-12:30 p.m.
A basic overview of online tools to leverage the power of Web 2.0 including social media, Google docs and management tools. Come with all your questions and learn to use measurement tools to see who is visiting your website and what they are looking at. Learn to effectively integrate Web 2.0 in your organization. Social media personality and how to define your organization online as well as the human resources component of policies and guides will be discussed. Participants with a basic grasp of social media tools including Twitter, blogs, Facebook and other Web 2.0 tools will benefit the most from this workshop.

“Our growth has been steady and calculated”
- G. LaVern Jackson, President and CEO

recession that began in December 2007. It was just opposite. JLMI needed help coping with its continued rapid expansion.

“Our growth has been steady and calculated.” G. LaVern Jackson, President and CEO, noted. The firm has posted increases in revenue every year since its founding in 2000, but lately that growth has been accelerating. Revenues have more than doubled since 2007.

JLMI has grown to more than 60 employees managing logistics contracts in seven states and Puerto Rico. But the firm faces a large number of competitors in the logistics field and with only a limited amount of federal funding for contract awards.

“We wanted to make sure we could do what we said we could do” for its clients, which are largely military contracts, Ms.