

# 2000 Entrepreneur of the Year

## Winners

Burl Adkins  
Chairman & CEO  
Global Technology  
Associates

Sharon Cannarsa  
CEO/President  
Systrand  
Manufacturing Corp.

David Fry  
President  
Fry Multimedia Inc.

J.C. Huizenga  
Chairman  
National Heritage Academies Inc.

Charlie Janis  
CEO  
Alloutdoors.com

Arnold Mikon  
Chairman & CEO  
SmithGroup Inc.

Scott Reilly  
President  
Peninsula Capital  
Partners L.L.C.

Chain Sandhu  
President & CEO  
NYX Inc.

A. Ram Thuluri  
President & CEO  
RamaTech L.L.C.

Karen Wilson  
President  
Central Distributors  
of Beer Inc.

The Michigan Entrepreneur of the Year program has honored successful entrepreneurs since 1989. The award recognizes companies based on their operating growth during a minimum period of two years and on growth in employees, earnings and revenue. Entrepreneurs also are judged on their social and community efforts.

Ernst & Young is the founder and producer of the Entrepreneur of the Year award. The program is nationally sponsored by *USA Today*, CNNfn and CNN, the Nasdaq Stock Market and the Kauffman Center for Entrepreneurial Leadership at the Ewing Marion Kauffman Foundation. Michigan sponsors are Bowne of Detroit, Comerica Bank, *Crain's Detroit Business*, the law firm of Dykema Gossett PLLC, Marsh USA Inc., McDonald Investments, WJR Radio, WOOD 1300 Radio, Warner Norcross & Judd LLP, and the *Grand Rapids Business*



# Entrepreneur of Year finalists named

Ernst & Young L.L.P. announced 44 finalists for Michigan's 2000 Entrepreneur of the Year awards.

The professional services firm founded and produces the award program. It is sponsored locally by Bowne of Detroit, Comerica Bank, *Crain's Detroit Business*, Dykema Gossett P.L.L.C., Marsh USA Inc., McDonald Investments and WJR Radio.

The awards honor successful entrepreneurs and business people who have encouraged entrepreneurs. Winners will be eligible for the national Entrepreneur of the Year contest. State winners will be announced at a banquet on June 22

at the Ritz-Carlton in Dearborn.

Michigan finalists, who were selected from nearly 100 nominees, are:

- **Charlie Janis**, president of Alloutdoors.com, Traverse City
- **Lizabeth Ardisana**, CEO of ASQ Renaissance L.L.C., Dearborn
- **Jonn Behrman**, CEO of Beyond Interactive, Ann Arbor
- **Kirk Lewis**, Dennis Meagher, David Olson and Dave Wood of The Bing Group, Detroit
- **Albert Papa**, CEO of Cambridge Financial Services, Troy
- **Karen Wilson**, president of Central Distributors of Beer Inc., Romulus
- **Keith Pfitcher**, president of ComAuc-

tion Inc., Dowagiac

- **Daniel DeVos**, president and CEO of D.P. Fox Ventures L.L.C., Grand Rapids
- **Steven Doman**, president of Empire Electronics Inc., Troy
- **Rox Ogg**, president and CEO of FabriSteel Products Inc., Taylor
- **Douglas Venable**, president of Five Electric Inc., Novi
- **Pam Hassevoort**, CEO of Foreway Transportation Inc., Coopersville
- **David Fry**, president of Fry Multimedia Inc., Ann Arbor
- **G. Roger Gauthier**, president and owner of Gerotech Inc., Flat Rock
- **Burl Adkins**, chairman and CEO of Global Technology Associates Ltd., Lincoln Park
- **Michael Skinner**, president and CEO of Ideal Technology Solutions U.S. Inc., Royal Oak
- **Robert Nero**, president and CEO of Interface Systems Inc., Ann Arbor
- **William Rauwerdink**, executive vice president and CFO at Lason Inc., Troy
- **Max Coon**, president and CEO of Maxco Inc., Lansing
- **Gerald Johnson Jr.**, chairman and CEO of Mercantile Bank Corp., Grand Rapids
- **Walter Edward Michal**, vice president of Michal Enterprises Inc., Belleville

- **J.C. Hulzenga**, chairman of National Heritage Academies, Grand Rapids
- **Matthew Galvez**, president and CEO of Nematron Corp., Ann Arbor
- **Robert Skandalaris**, chairman and CEO of Noble International Ltd., Bloomfield Hills

- **Chai Sandhu**, president and CEO of NYX Inc., Livonia
- **Paul Oliver**, principal, and Paul Hatcher, president of Oliver/Hatcher Construction and Development Inc., Wixom

- **Amy Wenck**, president of Orbis Holding Group L.L.C., St. Clair Shores
- **Scott Reilly**, president of Peninsula Capital Partners, Detroit

- **Larry Parker**, president and COO of Pilot Industries Inc., Ann Arbor
- **Thomas Beckering**, CEO of Pioneer General Contractors Inc., Grand Rapids

- **Raymond Fix**, president and CEO of Progressive AE, Grand Rapids

- **Kerry Brian Budry**, president and CEO of QEK Global Solutions, Bloomfield Hills

- **A. Ram Thuluri**, president and CEO of RamaTech L.L.C., Belleville

- **Edward Christian**, president and CEO of Saga Communications Inc., Grosse Pointe Farms

- **Keith Brophy**, president and CEO of Sagestone Inc., Wyoming

- **Arnold Milon**, chairman and CEO of SmithGroup Inc., Detroit

- **Sharon Cannarsa**, president and CEO of Systrand Manufacturing Corp., Brownstown Township

- **Thomas Gotshall**, president and CEO of Technical Solutions Inc., Troy

- **Craig Datema**, president of Triangle Associates Inc., Grand Rapids

- **Shirley Moulton**, president of Universal Solutions Inc., Southfield

- **Kristian Skogen**, president and CEO of Unlimited MedStaff of America Inc., Grand Rapids

- **Chris Torto**, CEO of Voyager.net, East Lansing

- **Jacques Nabil Habra**, president and general manager of Web Elite Inc., Ann Arbor

- **Andy Jacob**, president of World Wide Financial/LoanGiant.com, Southfield

Reservations to the banquet can be made by calling Ernst & Young at (888) 642-4369 by June 15. The ticket price is \$125 per person.

Information also can be found on the Ernst & Young Web site at [www.ev.com/eov](http://www.ev.com/eov).

## ENTREPRENEURS OF THE YEAR

### EMERGING BUSINESS FINALISTS

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#### Jonn Behrman

CEO

#### Beyond Interactive

Ann Arbor



Behrman

#### Personal:

Behrman, started his company out of his fraternity house while a student at the University of Michigan Business School in 1995, using credit cards to finance

the start-up.

**Company:** Beyond Interactive bills itself as an interactive marketing agency and, since June, has been an independent subsidiary of **Grey Global Group** (Nasdaq: GREY), a global ad firm. It offers online media planning and buying, campaign management and other services. Revenue in 1999 was just under \$7 million.

**Philosophy/strategy:** "If we can make our clients successful, we will be successful as well."

**Key hurdle:** "Not enough time in the day to do everything we want to do."

**Future:** Becoming a global powerhouse in the interactive ad world within the next two years.

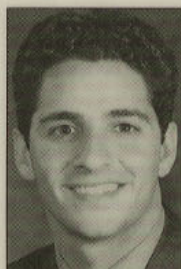
— Amy Mindell

#### Jacques Nabil Habra

President and GM

#### Web Elite Inc.

Ann Arbor



Habra

#### Personal:

Habra started his company while earning dual honors degrees in English and philosophy at University of Michigan and today, at 26, owns 85 percent of company, valued at \$30 million.

**Company:** Web Elite specializes in creating Web applications that replicate business processes and focuses on systems that enhance communication and add value to an organization's business model.

Since its 1995 inception, the company has never had an unprofitable month. Last year's revenue was \$1.7 million and this year will reach \$6 million; the company employs 24.

**Philosophy/strategy:** Habra strives to "macro manage" his staff and encourage employee autonomy. As an added incentive, he gives employees partial ownership.

**Key hurdle:** Because Web Elite services can leverage many vertical markets, Habra must select which niche areas to focus on next.

**Future:** Establishing a global presence.

— Amy Mindell