

New Faces at the MEC - Fairfax

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Open Door Communications Group (ODC) is a minority woman-owned partnership of human resource, organization development, and legal support professionals specializing in federal sector EEOC investigations.

With over thirty-five years of combined career experience, ODC professionals also provide human resource consulting, conflict resolution and mediation services to private businesses and non-profits.

CORPORATE CAPABILITIES

- ◆ Resolve escalated complex issues related to workplace solutions, employee relations, organizational development and other human resources functions.
- ◆ Integrate human resources, organization development and legal functions into non-profit, minority and women owned businesses and start-up organizations.
- ◆ Develop human resource and organizational development strategies to increase productivity and employee communication within organizations.
- ◆ Facilitate organizational development projects, workshops, training sessions and seminars to promote growth among leadership teams.
- ◆ Administer diversity workshops to create value of creating a diversified workforce.

For more information, please visit <http://odcommunications.com> or call 703.766.4685.

New Faces at the MEC - Prince William



Mi-Jack Products, Inc. was founded as a sales and fabricator for self-propelled rubber tire gantry cranes (RTG). They focused on supplying the railroads and ports of the United States with equipment to load, unload, store, and transport shipping containers. As Mi-Jack pioneered new methods and technologies in intermodal transportation, other industries soon found the RTG crane equally effective in increasing productivity.

Mi-Jack expanded its business to providing operating services, and then distributing construction equipment. In the early 1980's, Mi-Jack purchased the manufactured rights to the cranes it had been selling, which helped open up new national and international markets.

Today Mi-Jack is recognized worldwide as an industrial leader and innovator. With corporate head quarters in the Chicago land area, the company maintains four regional operations headquarters, five sales offices and over 60 intermodal terminals. What was started out on the kitchen table now comprises sixteen divisions and companies, and spans six continents.



Leadership Prince William

"Essential to any community's success is leadership that creates an inclusive environment and promotes a shared vision." Kathy Ellington, Executive Director of Leadership Prince William is committed to working with leaders in the Greater Prince William Community to help accomplish that belief. "Now more than ever the betterment of our community is tied to the quality of leadership... civic, business, government and community."

Leadership Prince William is the result of an historic joint effort of Prince William Regional Chamber of Commerce and Prince William County-Greater Manassas Chamber of Commerce. The combined membership of both chambers represents over 2,000 businesses making it one of the largest ventures in the Washington Metro Area. Both chambers serve as Venture Sponsors. "The vision, commitment, effort and monetary support of the two chambers have provided an exceptional example of leadership" said Mrs. Ellington. Established in 2007, Leadership Prince William is a 501 (c) (3) nonprofit.

In addition to the Venture Sponsors, George Mason University, Micron Technology and Dominion Virginia serve as Foundation Sponsors. Leadership Prince William is governed by a Board of Regents.

The goal of Leadership Prince William is to develop and maintain a pool of knowledgeable, informed leaders prepared to serve on public and nonprofit boards and commissions, run for public office and in general, serve as stewards of their communities. The program provides a channel for participants to gain access to leadership opportunities, to open dialogue between leaders and to affect positive solutions to area challenges.

Through a ten month program year running September to June, Leadership Prince William focuses on issues and opportunities affecting the Greater Prince William region. The curriculum provides intensive hands-on-study and in-depth discussion designed to enhance and empower participants while providing a clearer understanding of the dynamics of the total community. Participants in the program are selected through an application process. Leadership Prince William is more than what is acquired in the ten month program year. Community trusteeship is an expectation of participants. Leadership Prince William leaves its graduates with a renewed commitment to their communities, with more access to strategic information, intellectual resources and a vast network of talented, successful individuals.

Entrepreneurs and Staff in the News

The Transparent Leader
Clear and Effective Leadership Communication

HRD Press has just released Steve Gladis' (resident of the Fairfax Innovation Center) 14th book: The Transparent Leader: Clear and Effective Leadership Communication

Written as a business leadership fable, The Transparent Leader is the story of a smart emerging leader, Stephanie Marcus, as she navigates the challenging world of business. Fortunately, she meets Lou Donaldson, who acts as a friend, informal coach, and mentor as he guides Steph through the complicated business ecosystem in which she finds herself. Throughout the story, Steph learns about clear leadership communication, adapts and changes, and becomes a more transparent—clear and open—leader. At the same time, she learns Lou's personal story, which helps her fully appreciate his wisdom. An especially good read for women in leadership positions.

Dr. Steve Gladis is the president and CEO of Steve Gladis Communications, an executive development firm focused on helping leaders achieve success through executive coaching and leadership development. Author of 14 books, he is a former member of the University of Virginia's faculty and served as an associate dean in the School of Professional Studies. Dr. Gladis serves as an executive coach for the Darden Business School's Executive MBA program. He also teaches communication courses at George Mason University. A former FBI agent, U.S. Marine Corps Officer, and combat veteran, he is a committed civic leader and serves on a variety of boards of directors.



SCIT Labs Inc., a Fairfax Innovation Center virtual client won joint 2nd place in the GSC Cyber Security Challenge 2009. SCIT Labs Inc is a start up that is licensing SCIT technology from the George Mason University. Arun Sood, a long time client of the Fairfax Innovation Center is the CEO. The SCIT research project at George Mason University aims to create a secure server cluster framework that encompasses the following elements.

Their focus is on critical infrastructure services of computer and communication network. Typically, such services justify the use of server redundancy to improve service availability and dependability.

- ◆ The first goal is incorruptible intrusion tolerance, which fends off or at least limits the damage of unknown and undetected attacks against critical servers. Our approach relies on mechanisms of intrusion tolerance that are shielded from external influence/attacks by hardware.
- ◆ The second goal is to use spare, backup servers to improve both cluster security and service availability.
- ◆ The building blocks of our solutions are constant server rotations and system self cleansing, regardless of whether an intrusion is detected or not.



Dr. Fayez Salib, president of Al-Ahram North America, a client of the Fairfax Innovation Center was elected president of the Rotary Club of Rosslyn-Fort Myer in June.

Upcoming Events

"Virginia's Fall 2009 "How to Win SBIR/STTR Funding Workshop"

Sept. 14, 2009, Staunton, VA

This full day workshop provides in depth overview of SBIR/STTR, strategy, and application development discussion. A must attend for anyone planning to make a submission, understand the program from the reviewers perspective, what agencies are looking for, components of winning proposals, etc. This class is centrally located in Staunton, VA in order to allow attendance from all parts of the state. This is the last class to be offered in 2009, so don't miss this if you want to submit over the next 6-9 months! This workshop is offered at a price of over \$300 in some locations, but CIT is underwriting a large part of the cost to help entrepreneurs conserve cash for other parts of their business. Only \$70 for tech council member and university researchers, \$95 for all other Virginia based firms.

<http://www.cit.org/events>



Fairfax Innovation Center to host the VBIA (Virginia Business Incubation Association) Northern Virginia Roundtable, September 23rd, 2009

The purpose of this meeting is to round up all the wonderful resources available to the entrepreneur and simplify the process of matching them up with the consumer. The results of the meeting will be discussed at the annual meeting of VBIA in October.

Joining incubator professionals will be economic developers, business counselors and educators, both public sector and private. We will be inviting everyone who plays a role in developing small business.



"The 2009 Women Entrepreneurs' Expo, "Ride On, Ride On!" will be held Friday, October 23, 2009 at the Waterford in Springfield, VA from 8:15am to 4:30pm. Now in its ninth year, this terrific event will feature a dozen workshops for entrepreneurs in all stages of start up and growth, an all-day trade fair featuring 75 exhibiting entrepreneurs and businesses who provide services to start-ups, a VIP luncheon with 50 local politicians and subject matter experts, raffle prizes, great networking, and an inspirational keynote luncheon speech by the CEO of Reston Limousine, Kristina Bouweiri. Early Bird rates for exhibitors and participants are available only through August 7, and last year's event sold out weeks in advance with 500 registrations, so act soon. A few sponsorships are also still available. For further information and a link to online registration, please visit www.wbcnova.org/2009expo

Lunch and Learn/Networking Schedule

Fairfax Innovation Center

September 18th - Business Continuity - given by Radian Compliance

October 9th - Strategic Planning - given by Elizabeth Scott Consulting, LLC

November 13th - The Six Steps to Business Mastery - given by Judy Freeman of Action International

December 18th - Holiday Party (4 - 6 pm)

Mason Enterprise Center@Prince William

Occoquan Building Room 110A George Mason University, Prince William Campus, Manassas

September 15th - From Incubator Space to Commercial - given by Michael Norris, Vice President of Scheer Partners, Inc

This program will cover the concerns that you may have as an Incubator client in looking for and leasing commercial property as the next step in your business' growth.

The speaker is Michael Norris, Vice President of Scheer Partners, Inc. a leading provider of fully integrated commercial real estate services for the Washington, DC metropolitan region. Hollywood tell you how to bring your presentation to life.