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NAWBO Southeastern Virginia 2006 ENTREPRENEURIAL WOMAN OF THE YEAR

2006 Entrepreneurial Woman of the Year Nominees



Mary G. Commander
Commander & Carlson

Mary G. Commander is an attorney certified mediator. She has been practicing law in Norfolk since 1985 with an emphasis on family law. She has particular expertise in the field of adoptions and is the author of "Adoption Procedures and Forms, A Guide for Virginia Lawyers", the primary reference book on adoptions in Virginia.



Judy Cook Hamann
Next Step Resourcing, Inc.

Judy Cook Hamann has spent 25 years developing and implementing marketing programs for various organizations throughout the mid-Atlantic region. She is President of Next Step Resourcing, Inc., a marketing consulting firm that guides companies and organizations through the marketing process. Her focus is on showing organizations the power of targeted marketing, the advantages of a client maintenance program, and the impact of having the right mix of large and medium.

Regional as well as local organizations have been served including engineers, architects, accountants, interior designers, mortgage lenders, financial advisors, software development company, retail operations, churches, schools, and other non-profit organizations.



Felicia S. Mariani
Sorrentino Mariani & Company, Inc.

After successfully working as a manager and officer in a major retail organization for twenty-one years, Felicia switched to custom contract furnishings in 1991 as Director of Marketing for Mariana Contra Furniture, Inc. In 1996, she co-founded and became senior VP of sales and corporate secretary for Sorrentino Mariani & Company, Inc. She successfully directed the company into its niche market of mid to upper end properties and has negotiated the contract for government sales which resulted in a 250% increase in sales for the company in the last three years. Through the company Ms. Mariani has supported numerous local organizations supporting their programs through employment and training.



Ronda Markus
Lee Telecom, Inc.

Ronda began working with Lee Telecom in 1995 as an Electronic Security Technician. Lee Telecom provides Telephony, Systems, Voice and Data cabling, fiber optics, and Security Systems focusing on commercial and government customers. She has literally worked her way up the ladder as she has held every position in the company including Installation Technician, Warehouse Manager, and Accounting Manager. On numerous occasions, she held multiple positions simultaneously. The knowledge gained about each position came from a hands-on approach and an inquisitive nature, which produced a never-ending string of questions. In 2002, Ronda acquired the business and is the shareholder. Ronda has completely restructured the company, which resulted in an increase in net income of 100%.

Dory entered the work force at 16 years old as a sewing machine operator in a shoe factory. She moved to Virginia in 1976 and became a machine operator for Palle and Karen Bistrup at U.S. Signal. She purchased the major share of the company in 1998. Her journey from operator to executive has had its share of bumps along the road. From "one of the girls" to "the boss" has been a challenge and many ways defined who Dory has become. Transforming from "the girl who could operate every machine" to "the girl who could operate every machine knowing that she can do it faster."



Dory Wilgus
US Flag and Signal Company

probably better", to "the true me of my success is how my emplo perform" tends to provide the gc necessary to grow as a busines Since buying the company sales increased 65% and the number employees has doubled. US Fla Signal moved from a 9000 squa facility in Virginia Beach to a 221 foot facility in Portsmouth in 200

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