



NEWS RELEASE

Massachusetts District Office
10 Causeway Street
Boston, MA 02222
Phone: 617-565-5590

Contact: Joan M. Trudell
Public Information Officer
Phone: 617-565-5572
joan.trudell@sba.gov
Fax: 617-565-5597

October 13, 2006
Press Release No.: 2006-5

Wilmington-based Entrepreneur Wins SBA New England-Wide Award

BOSTON – Robert L. Delhome, president of Wilmington-based Charter Environmental, Inc., has been selected as the U.S. Small Business Administration's 2005 Minority Small Business Person of the Year for Massachusetts and New England. Delhome won the Massachusetts competition and went on to compete in and win the New England-wide contest.

This award is presented annually to a minority individual who owns and operates a small business concern. Nominations are evaluated using the following criteria: (1) A successful three-year track record in business; (2) Satisfactory financial condition; (3) Obstacles or adversities which the firm had to overcome; (4) Unique and special attributes of the firm; (5) Participation in charitable local community projects. Eva Marie D'Antuno, Deputy for Small Business, Department of Army, New England District, Corps of Engineers, nominated Mr. Delhome for this award.

Robert (Bob) Delhome established Charter Environmental, Inc. (Charter) as a one-person start up in 1997 with \$300 in seed capital. Charter is a civil and environmental contractor specializing in servicing the needs of consultants/engineers, contractors, private sector clients and government agencies. Charter's rapid, client-focused growth has resulted in national recognition in both *Engineering News Record* and *Environmental Business Journal* as one of the country's top environmental firms. Bob has directed the firm's growth and development over 8 years into its present form comprising 80 employees and average annual revenues of \$27M. For information on Charter Environmental, go to: <http://www.charterenvironmental.com>.

-more-

In 1998, Delhome heard about the SBA's Business Development Program referred to as the 8(a) Program, intended to help socially and economically disadvantaged business owners compete in the Federal Procurement Marketplace. The SBA's 8(a) program assists these firms in gaining equal access to the resources necessary to develop their business and thereby, improve their ability to compete on an equal basis in the mainstream of the economy.

Delhome understood that the 8(a) program helped federal government agencies locate qualified firms to perform government contracts and earn a profit. Since becoming 8(a) certified, Charter Environmental has been awarded 16 contracts totaling \$8.9 million. The contracts ranged in size from \$18,000 to \$3 million.

Massachusetts SBA District Director Maurice L. Dube praised Delhome for his accomplishments stating "Robert Delhome's success relates not only to his hard work, but to his flexibility within the marketplace. He availed himself of all applicable SBA 8(a) resources and worked to program to his advantage. Robert Delhome has earned the rewards of his initiative."

"Receiving the 2005 New England SBA award is an honor that speaks directly to our sustained commitment at Charter to exceed expectations by delivering high quality, cost effective results for our customers," said Delhome. "We have an exceptional team of dedicated individuals whose leadership and hard work have set us apart from the competition, resulting in our successful track record. We look forward to continuing our solid growth as a small business, working closely with our clients and their communities to meet their goals."

Mr. Delhome was honored along with the nine other winners from throughout the United States at events in the Washington, DC area on September 14-15, 2005. He will also be recognized at a business forum and luncheon sponsored by the SBA and the Hispanic American Chamber of Commerce of Greater Boston at the Landmark Center in Boston on October 27, 2005. Contact Anna Outerbridge at 617-565-8510 or anna.outerbridge@sba.gov to register for workshops and/or the luncheon. For more information on SBA's 8(a) Business Development Program, go to: <http://www.sba.gov/8abd>.

###