

PTAC'S VETERAN'S CORNER

FEBRUARY 2011

VETERAN BUSINESS OF THE MONTH— LAREDO TECHNICAL SERVICES, INC



In May 1987, Joseph G. Lukowski received his commission as an officer in the Air Force upon graduation from the University of Arizona. He entered the Air Force the following year as a Special Agent in the Air Force Office of Special Investigations. In this capacity, he conducted criminal and fraud investigations within the United States and abroad in foreign countries. Several years into his career, he transitioned to focus more on counterintelligence investigations and operations. The twenty years of experience in the Air Force left an indelible impression on him not just ethics and law, but of course the nuanced perception of wrong.

After retirement, he opened **Laredo Technical Services, Inc.**, and pursued contracting opportunities as an independent sub-contractor for SAIC and ITT Defense in order to garner past performance. At the

same time, he took advantage of as many training and networking opportunities in San Antonio available through the Procurement Technical Assistance Center (PTAC); the San Antonio Business Opportunity Council (SABOC); the UTSA Institute for Economic Development; and even the South Texas Women's Business Center (STWBC). After the first year, he generated approximately \$40,000 in revenue. The Veterans Administration designated him a Service-Disabled Veteran, and so the company received certification from the VA as Service-Disabled Veteran Owned Small Business (SDVOSB). He then contacted the South Central Texas Regional Certification Agency (SCTRCA), and received certification from them as a Minority Business Enterprise (MBE) and Texas HUB; during his second year in business, he generated about \$55,000 in revenue yet still working as a sub-contractor for SAIC and ITT Defense among several others. Past performance and positive revenue growth documented, he was qualified and received 8(a) certification from the Small Business Administration under a two-year waiver, since his prior management experience as an Air Force veteran had counted as management experience. The same 20-year military personnel file also documented and reflected his consistent self-identification with his maternal family line, which was Hispanic Mexican-American.

During the third year of business with 8(a) certification, **Laredo Technical Services, Inc.**, hired its first employees, who now perform specialized enterprise network and database administration for the U.S. Army. In addition, the company has received several other contracts to provide indoor and outdoor telecommunications infrastructure support to service and connect telephone and data networks for the government. The company was awarded over \$800,000 in prime government contracts during 2010, its third year in business.

The secret of this incremental growth was persistent self-education and networking through the various agencies mentioned above. The second ingredient was to team with trustworthy people and companies, whose outlook on business was not only based on ethics and law, but on the nuanced perception of wrong as well.

IN HONOR OF OUR VETERANS, WE DEDICATE THIS PORTION OF OUR WEBSITE TO OUR VETERAN-OWNED BUSINESSES.

The City of San Antonio's PTAC is proud to assist our local veteran owned businesses and has received the Center for Veteran Enterprise National Award Recipient for support of veteran-owned small business.

RESOURCE LINKS:

Vetbiz.gov

[Veteran Verification](#)

[Register Your Business with Vetbiz](#)

[National Veterans Conference](#)

[VA Office of Small and Disadvantaged Utilization \(OSDBU\)](#)

[SBA's Patriot Express Pilot Loan Initiative](#)

[Doing Business with the VA](#)

[Federal Contractor Certification](#)

Contact a PTAC Counselor to find out how to certify your business as a veteran-owned or service-disabled veteran-owned business.

