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### **Baltimore Entrepreneur Hopes Double Minority Business Certification Will Keep Her Company Afloat, During These Tough Economic Times**

**Baltimore, MD (November 11, 2008)** - Just weeks after Graduate Virtual Assistant Becky Gregory of Baltimore, considered closing down shop, she received the best encouragement, she could imagine: official state and city certification as a Minority/Disadvantaged Business Enterprise. Meaning, Gregory's business Virtual Administrative Services is now certified on a local and state level to compete for government contracts.

Plus, her firm's name and the areas in which the company is certified will be listed in the MDOT Minority Business Enterprise/Disadvantaged Business Enterprise Directory, a directory used by prime contractors and consultants who want to do business with minority subcontractors.

The whole process took about 6 months to complete from when Gregory submitted paperwork on May 8, 2008, but Gregory believes it is well worth it considering these tough economic times. *"This is really a sigh of relief for me. I believe this double certification, gives my business legitimacy and credibility in the larger marketplace and represents a real opportunity for business growth and expansion."* Gregory explains.

Gregory received city certification as a Baltimore City Minority and Women's Business Enterprise (M/WBE) and State Certification as a Minority/Disadvantaged Business Enterprise. Maryland's Minority/Disadvantaged Business Enterprise program is run by the Maryland Department of Transportation (MDOT) This certification entitles entrepreneurs like Gregory, to do business with the MD Dept of Transportation MBE/DBE based on NAICS Industry Codes: North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

This type of work is exactly what Gregory's business Virtual Administration Services, specializes in. Since 1992 she's been doing basic word processing, for friends, family and anyone who asked. Then in 2004, she took a leap of faith and started a formal business geared toward assisting other small businesses with administrative services. Now just 4 years later, thanks to this certification, Gregory looks forward to winning contracts she most-likely wouldn't have been able to compete for. *"This certification will allow me to compete for larger, long-term contracts and will expose VAS to a wider audience of potential clients"* says Gregory.

### ADDITIONAL INFORMATION:

Overview of MD Minority Business Enterprise (MBE) Program and MDOT's Federal Disadvantaged Business Enterprise (DBE) Program [http://www.mdot.state.md.us/MBE\\_Program/overview](http://www.mdot.state.md.us/MBE_Program/overview)

For more information on Virtual Administrative Services visit [www.virtualadminsolutions.com](http://www.virtualadminsolutions.com)