



From Left: Chris Smith, Bonding & Commercial Insurance Agent, The Barbour Group, LLC; Ron Ryan, Director of Manufacturing, HMC; Edward Knox, Deputy District Director, SBA; Kara DiPietro, CEO, HMC; Meg Kempf, Director of Development, HMC; Stephen Umberger, District Director, SBA

Capability, Expertise, Past Performance—key elements to any partnership success story. These just happen to be exactly what foodservice design/build firm, HMC, Inc., in Columbia, MD, brings to the table. Add in certifications as a small, woman-owned business and the sky is the limit. That's what brought Stephen Umberger and Edward Knox, District Director and Deputy District Director, respectively, of the U.S. Small Business Administration, into HMC for a visit last week.

Stephen & Edward joined Kara DiPietro, Owner & CEO, and her team on a tour and strategy session to discuss ways in which the SBA could continue to support HMC's growth initiatives. Among the topics of discussion were the many resources afforded to small businesses through the regional SBA office, including Maryland's Procurement Technical Assistance Program and the SCORE counseling program.

The tour included a visit to each of HMC's many departments: the estimating and project management team, the design department, the engineering department, graphics and visualization, followed by a tour of the company's 35,000 SF custom millwork fabrication facility. It is full of the latest technology, including the impressive CNC machine, as well as a team of trained professionals, many of whom have been with the company since its start in 1989. The facility is a must-see for anyone in the business.

"We had the pleasure of touring the HMC facility in Columbia. It's a great example of how special small businesses are. HMC's ability to serve the customer from design and manufacturing through the installation process is incredibly impressive," stated Stephen D. Umberger, district director, SBA Baltimore District Office. "Kara has assembled a top-notch team and we at the SBA look forward to working with her as she grows the business."

As a Woman-owned, foodservice specialized design/build firm, HMC works with clients from architects to general contractors, foodservice operators to franchise owners, in the healthcare, government, higher education and retail space. They bring dining spaces to life with exciting



finishes and design. Their complete turnkey solution delivers a comprehensive, intriguing, and fully functioning design, employing the latest in interior design techniques and technology, through custom fabrication and installation. Having control over every aspect of the project allows HMC to deliver each project ON-TIME and ON-BUDGET, two critical goals within the industry.