

# **NJSBDC Government Procurement Program**

**John Quinones**  
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***Brenda B. Hopper, John Quionnes, Madeline Britman, Mrs. Quinnes***

***Chip Hallock of RBP presents John membership***

**In January of 1999 John Quinones started his glass corporation, dedicating his time to research and development as well as establishing business contacts. By September All**

**Action was up and running.**

**John credits Madeline Britman at the NJSBDC Government Procurement Program with giving him the insight to write a business plan and obtain a loan, which was essential at the inception of the company. All Action Architectural started with an SBA loan of \$150,000, which has been fully repaid. They continue to hold an SBA-backed line of credit at their bank, which is critical for the businesses' operations.**

**Madeline also encouraged John to obtain various certifications so that he would be eligible for many of the set-aside opportunities within the State. All Action Architectural Metal & Glass now has the following certifications: Minority Business Enterprise, Small Business Enterprise, Disadvantage Business Enterprise, Economic Development Authority/NJ School Construction Corporation, NY/NJ Port Authority and NJ Transit. The company has grown from two employees to more than ten, and has more than four times the revenue this year than their first year in business. Much of this work has been for the NJ School Construction Corporation (NJSCC) and other large government projects.**

**All Action Architectural boasts more than 200 years of combined experience specializing in all aspects of the glazing industry. All Action Architectural Metal & Glass are fabricators and installers of curtain walls, windows, greenhouses, glass railings, storefronts, doors and windows.**

**John maintains memberships in the NJ Business & Industry Association, American Subcontractors Assn., NJ Hispanics Real Estate & Construction Org., NJ Hispanic Chamber of Commerce, and the NJ Glass Contractors Association and makes charitable contributions to churches and the newly formed Hispanic College Fund started by the NJ Hispanic Chamber of Commerce.**