

Lanmark Technology, Inc. salutes the  
region's most successful and influential  
**Minority Business Leaders.**



**LMT Mission Statement**

To build upon a trusted name in the industry, and to continue a partnership with the community, by providing exceptional products and services to clients via an ethical employee-oriented company.

**LMT Philosophy Statement**

LMT strives to create a symbiotic partnership between Industry, Government, and Community.

- SBA 8(a) Certified
- Service-Disabled Veteran-owned
- Woman-owned
- Small Disadvantaged Business

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**Lani Hay**

PRESIDENT AND CEO,  
LANMARK TECHNOLOGY INC.  
AGE: 32

Lani Hay's pregnant mother fled Vietnam just days before the fall of Saigon, and arrived in Manassas weeks before Lani was born. She shared a two-bedroom townhouse with 20 other refugee relatives, sleeping on the floor and in backyard tents.

Hay graduated from the U.S. Naval Academy and became an intelligence officer. She founded Lanmark Technology in her home. It was projected to post \$15 million in sales for 2007. Since the company broke into the federal contracting market with help from the Small Business Administration's 8(a) program, it has grown to approximately 150 employees across the country. Her staff is diverse — 80 percent are minorities and 50 percent are women.

Hay's refugee background led her to the Institute for Economic Empowerment of Women, through which she has mentored women with similar war-torn backgrounds from Afghanistan, Rwanda and Somalia.



*From the*  
**PUBLISHER**

Inspiring stories were not hard to find as we pored over more than 100 nominations for our first Minority Business Leaders Awards. We read about the struggles and accomplishments of the son of a Georgia farmer and the

daughter of a Vietnamese refugee. Both took different paths that eventually led them to serve in the Navy before launching their own companies in Washington. We read story after story of hard-working, civic-minded professionals who have contributed greatly to our region.

With our first Minority Business Leaders Awards, the Washington Business Journal celebrates the region's diverse business community by honoring some of our most inspiring leaders.

The winners were chosen by the Washington Business Journal editorial board and a panel of judges from the community. We selected honorees based on their success in business as well as their contributions to the community.

We would like to thank our staff: freelance writer Mark Hilpert, Editor Mike Mills, Assistant Managing Editor Roger Hughlett and designer Aaron Biser for producing this publication. In addition, we would like to thank our presenting sponsors, FedEx, Holland & Knight and National Harbor, and sponsor Tiny Jewel Box for their support.

Alex Orfinger

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