

## PROFESSIONAL PROFILE

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Richard Otero  
Founder & President  
Otero, LLC  
The 8(a) Authority

Richard James Otero, Sr., or Dick as he is most often referred to, is currently the founder and President of Otero, LLC. Otero, LLC is a venture devoted to assisting small businesses to become participants in the Small Business Administration's 8(a) procurement assistance and business development program.

Over the last 25 years, my company and I have personally assisted hundreds of applicants for the 8(a) Business Development, HUBZone and Woman-owned small business to be successfully certified. Ancillary services have consisted of 8(a) Business Planning and Annual Update Report, Mentor-Protégé and associated Joint Venture Agreement preparation.

Prior to EZCertify, Dick started from scratch, \$500 in cash, operated for nineteen years, and successfully sold off, in March of 1998, his ownership in RJO Enterprises, Inc. one the country's most successful 8(a) certified, high-tech, information technology and electronics concerns, with annual 8(a) sales in excess of \$60 million and a staff of 700 motivated professionals.

Dick was recognized twice as the national entrepreneur of the year, once by the Small Business Administration and once by the Minority Business Development Agency of the Federal government. His company was recognized for five consecutive years as one of the fastest growing companies in the nation, by Inc. Magazine

He is the author and principal lecturer for the Management Course for 8(a) and Small Business Presidents, which he regularly presented in the greater Washington-Baltimore area to small, minority and woman-owned businesses.

Dick is married to Jeanneine Otero, has six children from two marriages, four grandchildren and two great grandchildren. He resides in Odenton, Maryland.

He served honorably in the U.S. Air Force during the Vietnam era as a Captain, having been cited by his ROTC wing as a Distinguished Military Graduate.