

The Patriot-News

Debt-collection agency gets chamber award

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BY TOM DOCHAT

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National Recovery Agency, a debt-collection company in Swatara Twp., received the Small Business of the Year award yesterday from the Harrisburg Regional Chamber.

The business, started in 1976, increased in size during the past year with the acquisition of Credit Plus Solutions Group Inc. and now employs 102 people.

CEO Steven C. Kusic said the agency might add another 50 to 60 workers over the next two years when it opens a West Shore office in the spring. The company had 55 employees last year.

The agency specializes in debt collection for the health care industry, utilities, government and commercial/retail operations.

Debt collectors might not engender warm, fuzzy feelings among many people, but Kusic said his company tries to counter that impression with a "friendlier approach" to its job. He said National Recovery's employees make the difference.

"We have people who buy into our philosophy that it's easy to do business if you just do it the right way," he said.

The company will generate about \$24 million in sales this year, and Kusic said he expects revenue to grow 20 percent to 25 percent next year.

"We do a lot of things within the community, not from the business perspective. And it's nice to know that people take notice of that," he said.

The company recently donated \$10,000 to help fund the second round of Harrisburg's gun buyback program. Kusic encouraged other businesses to participate in the program to help their employees who might live in the city.

National Recovery was one of 14 businesses considered for the award.

Other award winners are:

- Nancy Dering Martin, the state's deputy secretary for human resources and management, received the Athena Award, which recognizes contributions to women business owners and entrepreneurs.

Martin said her strength is challenging people and conventional wisdom. Yesterday, she challenged those at the awards breakfast to help prepare future Athena winners.

- Dauphin County commissioners, the Government Leader of the Year award.
- Amber Lovette of ThreeDM Communications, Distinguished Volunteer Service.
- Raymond Rodriguez, account executive with One Communications, Ambassador of the Year for his work with new members.
- David Garrett, account executive with WITF-FM, Diplomat of the Year for his work with longer-term members.

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