

The Central Penn Business Journal
proudly salutes the winners and finalists
of the 2007 Central Penn Business Journal's
Business of the Year Awards.



CENTRAL PENN BUSINESS JOURNAL'S
**BUSINESS
OF THE
YEAR**
Presented by
Buchanan Ingersoll & Robinson P.C.

Congratulations!

CENTRAL PENN
BUSINESS JOURNAL

Congratulations to NRA Group LLC.
Finalist for Business of the Year - Emerging Companies 2007

NRA Group LLC. d/b/a National Recovery Agency



Small Business of the Year
Harrisburg Regional Chamber of Commerce



Jill E.M. Kusic

President, Harrisburg

Steven C. Kusic

CEO, Harrisburg



NRA Group LLC, d/b/a National Recovery Agency

*Accounts
Receivable
Management
Company*

Jill E.M. and Steven C. Kusic are leading a reinvention of the collection industry.

The couple took over NRA Group, d/b/a National Recovery Agency, upon the partial retirement of their father, Arthur A. Kusic, in 2005.

The company has grown rapidly, with revenue more than doubling since 2004. A boost came from NRA's purchase of Credit Plus Solutions Group, Harrisburg's local credit bureau.

In addition to growing the company, the Kusics have focused on making it among the most forward-thinking in the revenue-recovery industry.

To that end, the company has established centers of excellence for training, compliance and technology to better serve both clients and consumers. It also has secured a range of valuable professional and industry certifications.

In going about its work, the company relies on extensive computerized databases and sophisticated telephone systems to maximize recovery efforts. Meetings and seminars are held weekly to solve problems, offer suggestions and provide ongoing training.

The company's clients cover a broad array of industries, including utilities, retail and financial services. NRA also has struck contracts with cities, towns, boroughs and school districts.

Health care has been another focus for NRA. Indeed, the company has gone from serving seven hospitals to 54 in three years and expects to double that number by 2010. Also by 2010, the company hopes to add 50 more employees and open a second call-center location.

For employees, NRA has focused on creating a friendly place to work. The company, for instance, has invested in training and created career paths to encourage upward mobility.

A variety of causes draw support from NRA Group. These include Harrisburg's gun buy-back program, the March of Dimes, the Central Pennsylvania Food Bank and the Jake Gittlen Foundation, which supports cancer research.