

MD Small Business Person of the Year 2009

RTR Technologies, LLC
Randy Rippin, President
Reed Rippin, Chief Operating Officer
Earl Thies, Chief Financial Officer
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You could say that RTR Technologies exists because of the Federal Government. The company was formed as a result of a government contract; operating in the early days as a home-based business and borrowing conference space for meetings when needed. The owners took full advantage of the counseling services of the Maryland Small Business Development Center – Northern Region to perfect their marketing strategy and applied for and received an SBA guaranteed loan.

RTR Technologies, LLC (RTR) is a technical services firm, organized in Maryland, July 2003. RTR develops, produces and delivers state-of-the-art operations research models and associated analyses for workload allocation, technology, budget, business performance management and decision support. Their core competency is providing unique analyses and simulation models for the ports-of-entry throughout the United States.

The company founders, Randy Rippin, President, Reed Rippin , Chief Operating Officer, and Earl Thies, Chief Financial Officer, are experienced managers and technical experts in the field of operations research. Combined, they have over 120 years of experience in the industry and have worked together in business for over 25 years.

Shortly after forming the business, sales picked up and the company hired its first full-time employee and moved into 750 square feet of incubator space at the Higher Education Technology Center in Harford County, Md. Currently, RTR Technologies leases 3,000 square feet, has two satellite branch locations and employs 16 full-time, 6 part-time and 20 sub-contractors.

RTR is considered a subject matter expert and has developed a unique process and methodology for accurately capturing pertinent data and evaluating border station operations and technologies at international airports within the United States and the nation's land borders. RTR staff members have visited over 90% of the U.S. ports, making RTR a valuable resource for government agencies tasked with operating and securing U.S. borders.

Like many small businesses, RTR has overcome many challenges to achieve their current success, including difficulty finding and keeping qualified employees and a non-compete lawsuit from a former business colleague. They also know the value of giving back to their community. The company is actively involved in Harford County recreational youth sports programs, initiated and manages an awards program in support of the Aberdeen Science and Math Academy and regularly volunteers to educate the community on personal safety and planning issues relative to Homeland Security.