

Business & Enterprise Systems

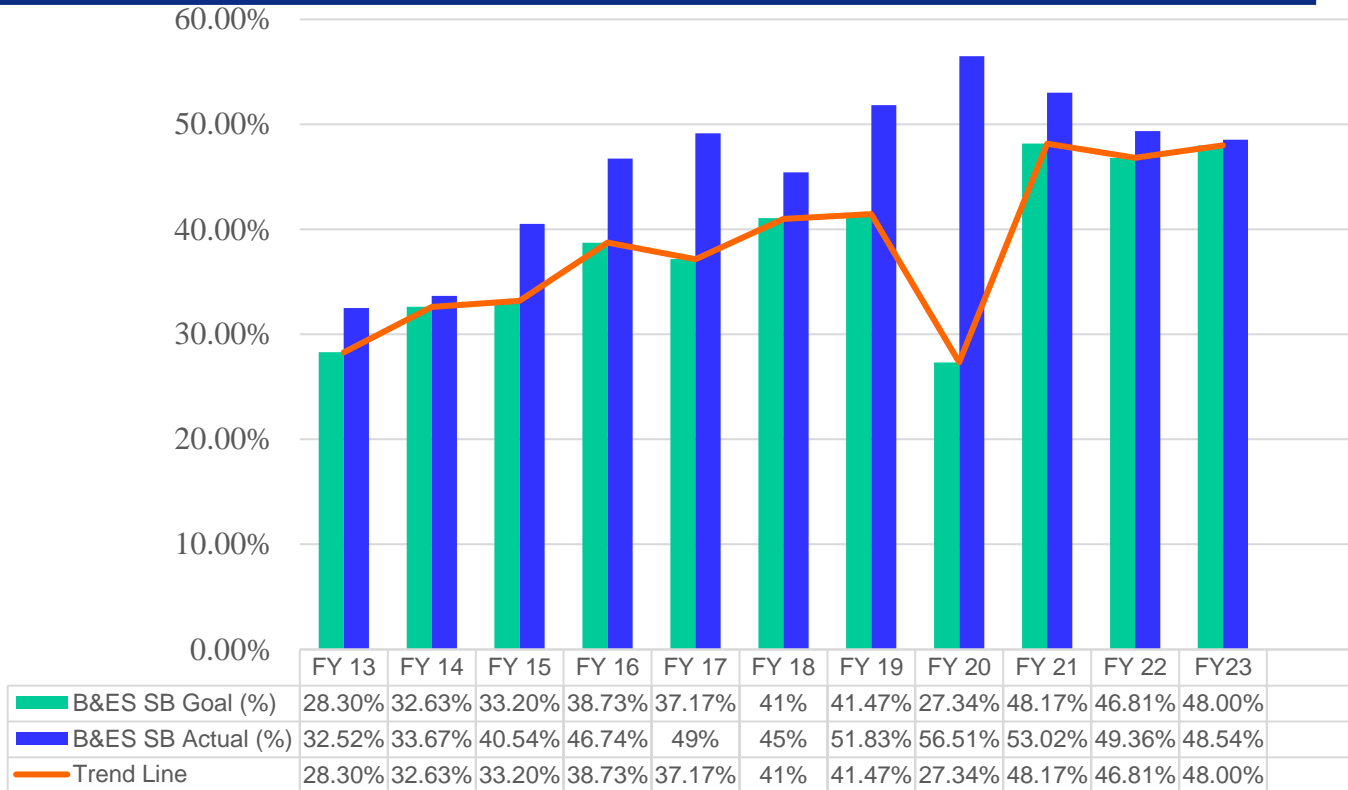


AFPEO BES Small Business Office

**Ms. Yolanda B. McCain
Director, Small Business Programs**



BES FY23 SB Impact



Operate, Integrate, Innovate



Small Business FY 23 in Review



- **Exceeded Overall FY23 Small Business Goals**
 - 48.5% SB in FY23
 - Exceeded Goals in 3 of 4 Socio-economic categories
- **~\$315M SB Obligations**
- **Updated BES Small Business Website**
 - AFMC Expiring Contracts Listing FY24-26
 - Added LCMC and AFMC Collider Information



Small Business Year in Review



■ **Increased BES Small Business Engagement**

- Vendor Exchange Forum (200 participants)
- BES Directorate received and processed ~100+ Industry meeting request. 77.8% requested meeting granted.
- Participated in AFLCMC and AFMC sponsored events
- Increased Industry Days
- Increased acquisitions competed on BES SBEAS IDIQ



Looking to FY25



■ Targeted Engagement Events

- Vendor Exchange Forum (200 participants)
- BES Directorate received and processed ~100+ Industry meeting request. 77.8% requested meeting granted.
- Participated in AFLCMC and AFMC sponsored events
- More Interactive/Innovative engagement



Stay Connected



BES Social Media

Small Business Website: www.airforcebes.af.mil/Units/Small-Business-Office/

BES Website: www.airforcebes.af.mil

Email: BESVendorComm@us.af.mil



[Twitter.com/AirforceBES](https://twitter.com/AirforceBES)



facebook.com/AirForceBES



Instagram.com/AirForceBES

SAF/SB Social Media

Website: www.airforcesmallbiz.org

Email: answerdesk@airforcesmallbiz.org (Customer Service)



Twitter.com/AFSmallBiz



facebook.com/airforcesmallbiz



linkedin.com/company/airforcesmallbiz



Transition Slide



SBA Alabama District Office

Operate, Integrate, Innovate



U.S. Small Business
Administration



Doing Business Business with the Federal Government

Government Contracting Overview

- The U.S. government is the largest customer in the world.
- It buys all types of products and services—in both large and small quantities—and is required by law to consider buying from small businesses.
- The SBA works with federal agencies in order to award 23 percent of prime government contract dollars to eligible small businesses.
- It also offers counseling and help to small business contractors.

Government Websites



- [Government Spending Open Data | USAspending](#)
 - Official Government Source for Spending
 - Track government spending
 - Search and analyze by agency and recipient



- <https://www.acquisition.gov/>
 - Procurement Forecast
 - Business Opportunities
 - Agency Industry Liaison
- <https://www.sba.gov/>

Government-Wide Contracting Goals

Competition Types to Win Government Contracts

“World’s Largest Buyer”

- \$600,000 billion/year
- 23% of federal contract dollars are intended for small businesses

01

Full and Open
Competition

02

Small Business
Set-Asides

03

Sole Source

Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(including 8(a) certified) (13%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (5%)**



Set-asides are reserved for small business between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

Register as a Small Business



- Register for a UEI number
- Identify NAICS code(s)
- Register with SAM [SAM.gov](https://sam.gov) | [Home](#)



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at [certify.SBA.gov](https://certify.sba.gov)



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact [certify.SBA.gov](https://certify.sba.gov)

SBA's Certifications Upgrade

- SBA will pause all certification applications starting August 1st to implement a planned upgrade across all of SBA's certification systems.
- We're working to make certifications easier so you spend less time on paperwork and get back to doing what you do best—bidding on federal contracts, building your business and delivering for our nation.
- We are committed to making sure you can get the information you need to get your business ready and make the most of these improvements. · Find out more at certify.sba.gov/upgrade or by contacting us at certifications@sba.gov or 202-205-6459.

What should I do if my firm's certification is due for renewal?

- SBA will provide guidance to impacted program participants regarding these specific requirements for the following programs:
- WOSB/EDWOSB: Certification renewal for participants has been extended for one year—and impacted WOSB firms have already been notified.
- Veterans/SDVOSB: Certification renewal will be extended for one year and impacted firms will be notified by the program office.
- HUBZone: Annual recertification will continue in HCTS; firms are notified by the program office through the system 30 days prior to their anniversary date and provided instructions.
- 8a: Annual Attestation will continue in [Certify.SBA.gov](https://www.certify.sba.gov) and firms will receive instructions accordingly.



8(a) Business Development Program

What is the 8(a) Business Development Program

13 CFR 124.501 – 124.521

48 CFR FAR Subpart 19.8

The 8(a)-program name is from Section 8(a) of the Small Business Act. The Act, as amended by Congress, created the 8(a) program so the U.S. Small Business Administration (SBA) could help small companies owned and operated by socially and economically disadvantaged persons develop their businesses.

What is the 8(a) Business Development Program

**Subpart 19.8 - Contracting with the Small Business Administration (The 8(a) Program)
(con't):**

13 CFR 124.501 – 124.521 & 48 CFR Subpart 19.8 (FAR)

- (b) Contracts may be awarded to the SBA for performance by eligible 8(a) participants on either a sole source or competitive basis.
- (c) Acting under the authority of the program, the SBA certifies to an agency that Small Business is competent and responsible to perform a specific contract. The contracting officer has the discretion to award the contract to the Small Business based upon mutually agreeable terms and conditions.
- (d) The contracting officer shall comply with 19.203 before deciding to offer an acquisition to a small business concern under the 8(a) program. For acquisitions above the simplified acquisition threshold, the contracting officer shall consider 8(a) set-asides or sole source awards before considering small business set-asides.

Socially Disadvantaged Criteria

- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial social disadvantaged
- Negative impact to business advancement

Waiver of the Two-Year Rule

SBA requires a business to be operating for 2 years in order to qualify for the 8(a) program.

SBA MAY WAIVE THE TWO-YEAR RULE IF:



Business management experience



Technical expertise



Adequate capital



Successful past performance



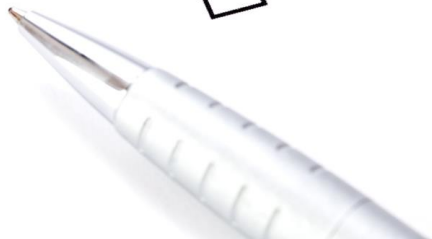
Ability to meet requirements

When Should You Apply?

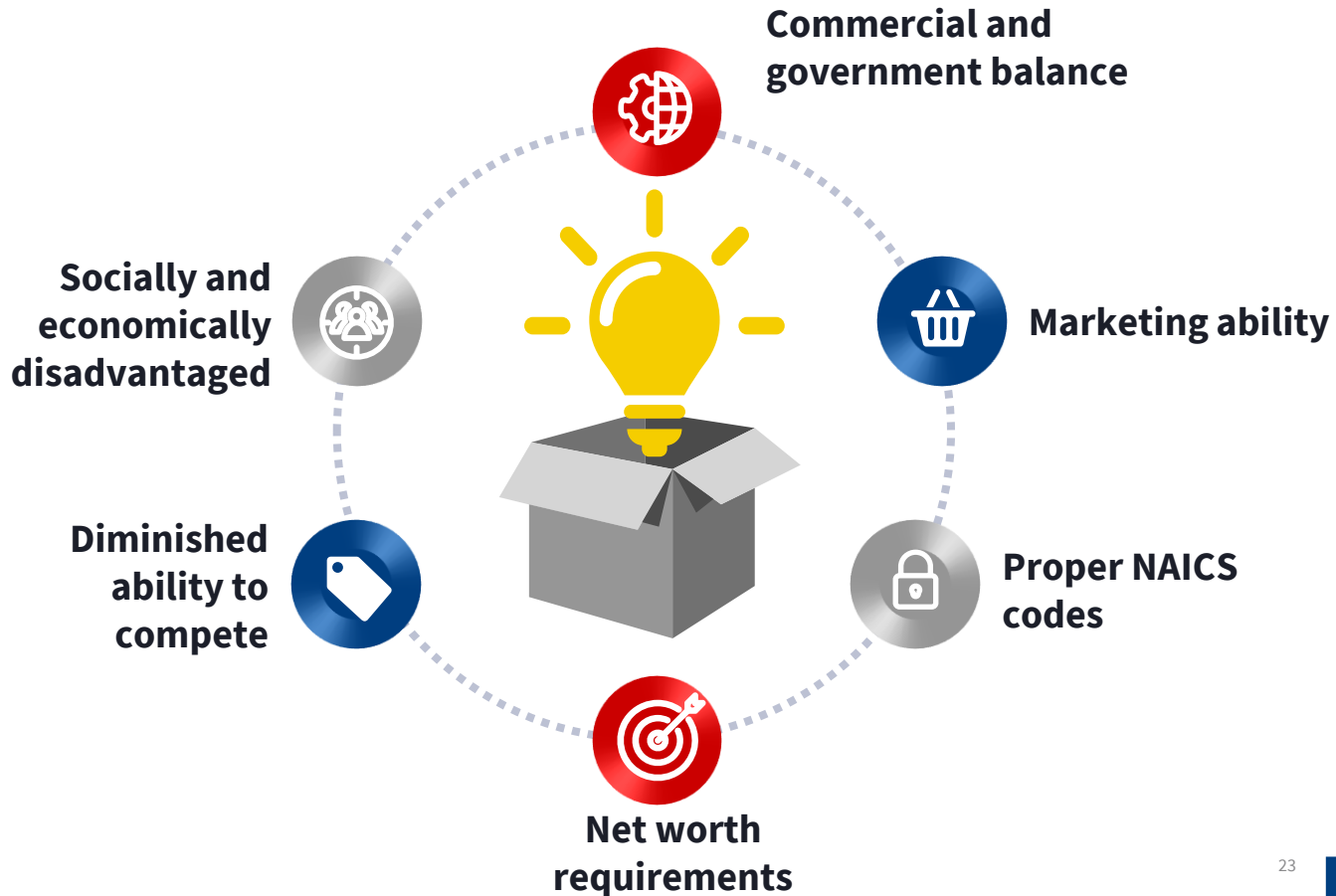
Are You Ready?

- Do you have the **CAPACITY** to deliver on federal contracts?
- Do you have sufficient **CASH FLOW**?
- Do you have demonstrated **CAPABILITY** (past performance)?
- Can you demonstrate successful **PAST PERFORMANCE**?
- Are you open to **ADVICE** on growing your business?

<input type="checkbox"/>	Yes
<input type="checkbox"/>	No
<input type="checkbox"/>	Don't know



Is the 8(a) Certification Appropriate for You?



8(a) Business Development Program Objectives



01 Assistance

Management and technical assistance to help companies compete for business opportunities



02 Government Contracting

Helps thousands of entrepreneurs understand and succeed in government contracting



03 Ability to Thrive

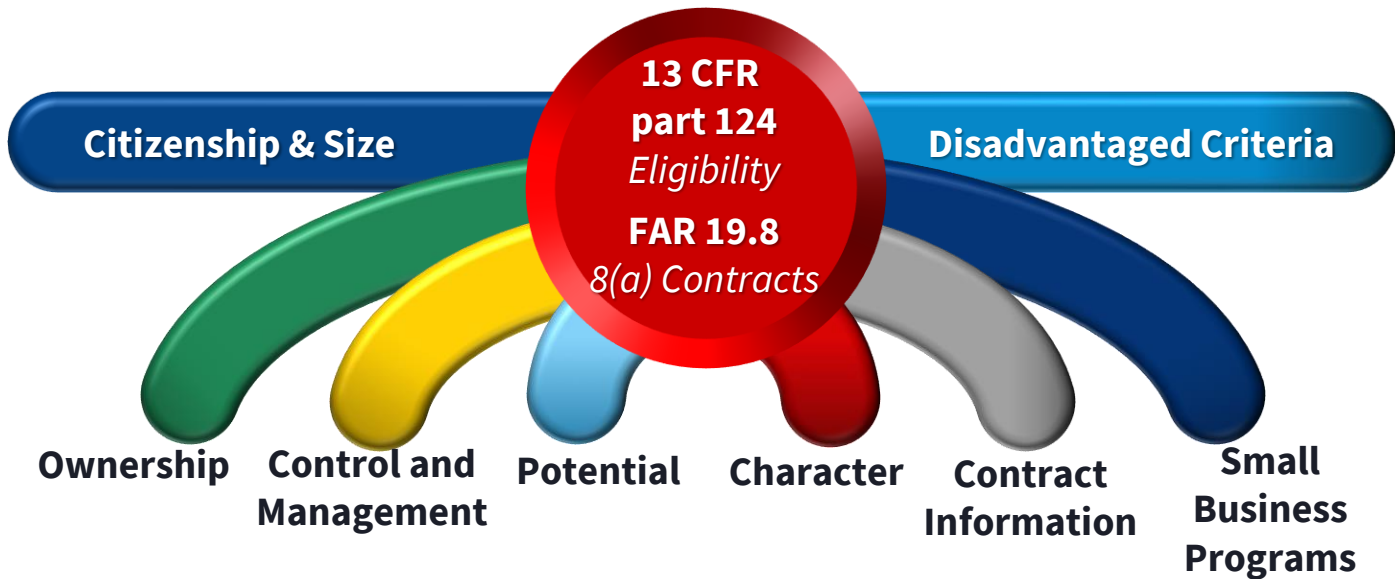
Assist and graduate firms to allow them to thrive competitively

SBA Final Rule: Inflation Adjustment for Size Standards, ED thresholds

87 FR 69118 (Nov. 17, 2022); finalized in (July 19, 2023)

- Adds 13% increase to revenue-based size standards
- Adjusts economic disadvantage thresholds and other thresholds
 - Net worth from \$750,000 to \$850,000
 - AGI from \$350,000 to \$400,000
 - Total assets from \$6 mil to \$6.5 mil
 - Dollar limit for combined 8(a) contracts from \$100 mil to \$168,500,000

Know the Rules for 8(a) Certification



HUBZone Certification

13 CFR § 126.103

Historically Underutilized Business Zone (HUBZone) Certification

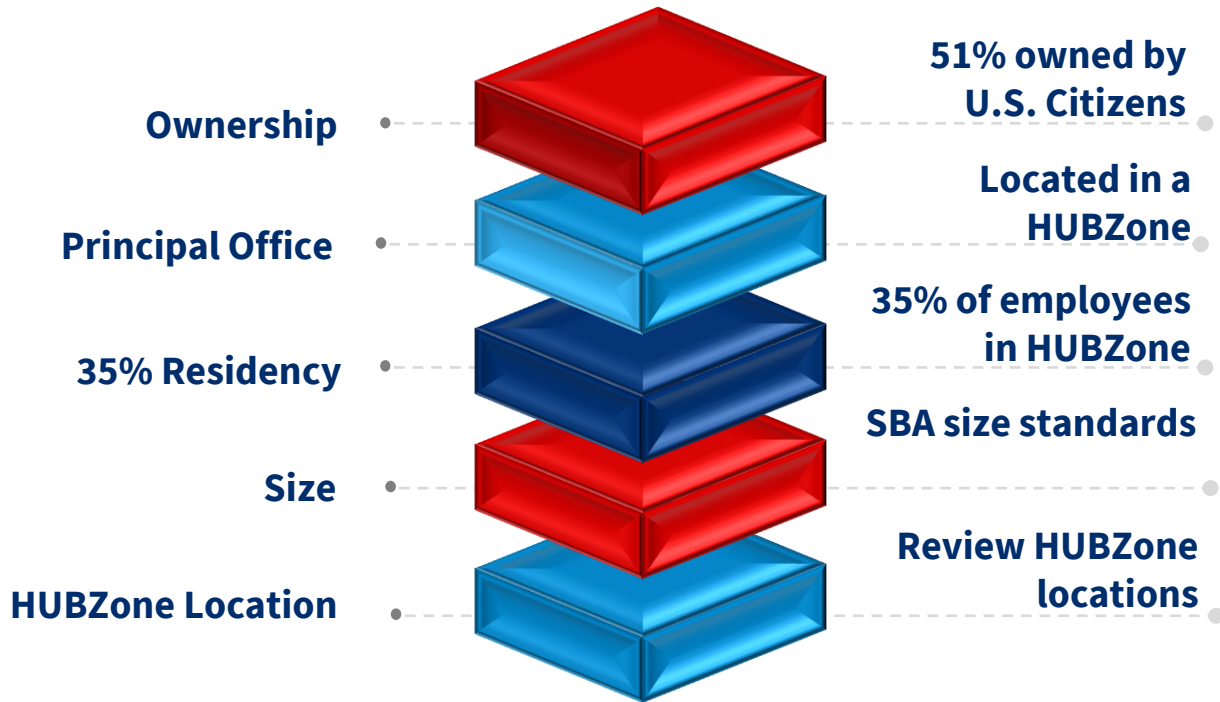


Stimulate capital investment

Build capacity and grow

Access HUBZone set-aside contract dollars

HUBZone Eligibility and Requirements



Expanding and Stabilizing the HUBZone Footprint by:

- **Expanding into rural areas:**

New Governor-designated HUBZone areas will reach more rural communities with high unemployment.

- **Supporting long-term investment in communities:**

Small businesses that purchase a building or enter a long-term lease (of 10 years or more) may maintain HUBZone eligibility for a total of 10 years, even if at some point the office location no longer qualifies as a HUBZone. (Note: This does not apply to areas categorized as a “Redesignated Area.”)

- <https://maps.certify.sba.gov/hubzone/map>

Woman-Owned Small Business (WOSB) Certification

Women-Owned Small Business (WOSB) Program



Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

WOSB and EDWOSB Sole-Source Contracts

1



Eligible NAICS Code

WOSB/EDWOSB-eligible
NAICS code

2



Fair and Reasonable Price

Awarded at a fair and
reasonable price

3



Contract Value

\$6.5M for manufacturing
or \$4M for all others

4



Sole-Source

Only 1 WOSB/EDWOSB that
can perform

WOSB **READY**

WOSB and EDWOSB Set-Aside Contracts

Industry

WOSB

NAICS code assigned to contract is in an industry where WOSBs are **substantially underrepresented**

EDWOSB

NAICS code assigned to contract is in an industry where WOSBs are **underrepresented**

Rule of Two

Contracting officer has reasonable expectation that 2 or more WOSBs will submit an offer

Award Price

Contract must be awarded at fair market price

Industries

Rule of Two

Award Price

Empower to Grow (E2G)

- Through free training and education, the 7(j) program helps [SBA-approved small businesses](#) enhance their capacity to obtain government contracting opportunities.
- Businesses in the program receive executive education and one-on-one consulting in a broad range of disciplines, including:
 - Accounting
 - Business development
 - Compliance
 - Contract management
 - Financial analysis
 - Marketing
 - Strategic and operational planning
- For a list of participating TA providers, visit [SBA's 7\(j\) program web page](#).
- Submit questions about SBA's Mentor-Protégé Program to sbampp@sba.gov.

Summary of CFR Regulations

All Small Mentor-Protégé Program	13 CFR 125.9
SBA Size Regulations	13 CFR 121
HUBZone Program	13 CFR 126.6
SBA Certificate of Competency	13 CFR 125.5
Service-Disabled Veteran	13 CFR 125.15(b)
8(a) and SDB Regulations	13 CFR 124.5
Small Disadvantaged Business	13 CFR 124.1002(f)
WOSB Program	13 CFR 127
SBA Prime Contracting	13 CFR 125.2
SBA Subcontracting	13 CFR 125.3
Non-manufacturer rule	13 CFR §121.406(b)
Limitations on subcontracting	13 CFR §125.6



U.S. Small Business
Administration

Regulatory Updates For Small Business Government Contracting Programs

Not intended for public distribution

FAR Final Rule: WOSB Certification

87 FR 58237 (Sept. 23, 2022)

- Require EDWOSB and WOSB concerns to apply for certification through SBA or an SBA-approved third-party certifier and to be certified in order to be eligible for WOSB or EDWOSB set-aside or sole-source contracts under the Program.
- Requires agencies to check SAM or SBA's DSBS for WOSB/EDWOSB set-asides and sole-source awards
- Firms may submit offers on WOSB/EDWOSB set-asides if certification is pending

FAR Final Rule: Accelerated Payments

88 FR 9730 (Feb. 14, 2023)

- Expands accelerated payments to small businesses
- 15-day goal of paying small-business prime contractors after invoice
- Accelerates payments to other prime contractors that agree to pay their small-business subcontractors within 15 days of the payment without further consideration from the small business

Senate-passed NDAA for Fiscal Year 2024

S. 2226, Passed Senate / Not in House bill

- Repeals bona fide office rule
- Require DoD to consider the past performance of a small business's affiliates
- Primes must notify CO if payment under a small-business subcontracting plan is 30+ days past due; cooperate with CO
- Eliminate self-certification for SDVOSBs, prime and sub
- Increase SDVOSB goal to 5%
- Raise DoD sole-source thresholds to \$8mil/\$10mil for manufacturing
- Put SBA on FAR Council

OMB Memo on Increasing SDB Dollars

M-23-01, Increasing the Share of Contracting Dollars Awarded to Small Disadvantaged Businesses (Oct. 4, 2022)

- Raises the governmentwide goal for Small Disadvantaged Business spending to 12% for FY23
 - SBA negotiates goals with 24 CFO Act agencies
- Build diversity and resilience of the Federal supplier base
- Lower barriers to entry and create opportunities for SDBs, WOSBs, SDVOSBs, and HUBZone businesses

Alabama District Office

Carol Ann House, Business Opportunity Specialist
Sandrieke Moore, Business Development Specialist

Carol.House@sba.gov
Sandrieke.Moore@sba.gov

Local Resource Partners:

APEX Accelerator (Procurement Technical Assistance)
SBDC
The Catalyst & HUBZone Accelerator

<https://alptac.org/> then click on “locations”
<https://asbdc.org/>
<https://catalystcenter.org>

Procurement Contact Representative

Sara Logsdon, Procurement Contact Representative
Jason Johnston, Procurement Contact Representative
Charles Mason, Procurement Contact Representative

Sara.Logsdon@sba.gov
Jason.Johnston@sba.gov
Charles.Mason@sba.gov

Questions?



Transition Slide



Alabama SBDC and APEX Accelerator



Alabama SBDC and APEX: Who We Are and How We Can Help

Presented By

Cordero Young
Procurement Specialist

Alabama APEX at
Alabama State University





ABOUT US



- **APEX Accelerator**
 - Designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments.
 - Most of the assistance the APEXs provide is free.
 - The APEXs have a local presence in 49 states, Washington, D.C., Puerto Rico, Guam, and Northern Mariana Islands. Other APEXs specialize in assistance to federally recognized Indian tribes and Alaska Native entities, their members and reservations throughout the country.

http://apexal.org

[About APEX Alabama](#)[Office Map](#)[Contracting News](#)[Free Guide](#)[Event Calendar](#)[Register Now](#)

Professional Advising

Our work with both small & large businesses gives APEX Alabama the opportunity to grow Alabama's economy and create/sustain jobs. Our seasoned procurement specialists work 1-on-1 with companies to help them enter the contracting arena, assist them in marketing to government agencies, preparing proposals, and resolving problems/issues that arise in contracting process.

[GET STARTED →](#)

Bid Matching Service

The APEX Alabama Bid-Matching service delivers relevant bid opportunities right to your desktop. Our Bid Matching service is an essential tool for any company seeking to win government or local contracts. BidMatch monitors hundreds of bid websites from city, county, state, and federal governments – and even includes international opportunities.

[GET STARTED →](#)

Register Now

APEX Alabama has a team of well-qualified professionals that provide free and confidential business advising designed to help you identify, compete for, and win government contracts.

Businesses that have an established commercial market, commitment to quality and can commit time and effort are the perfect candidates.

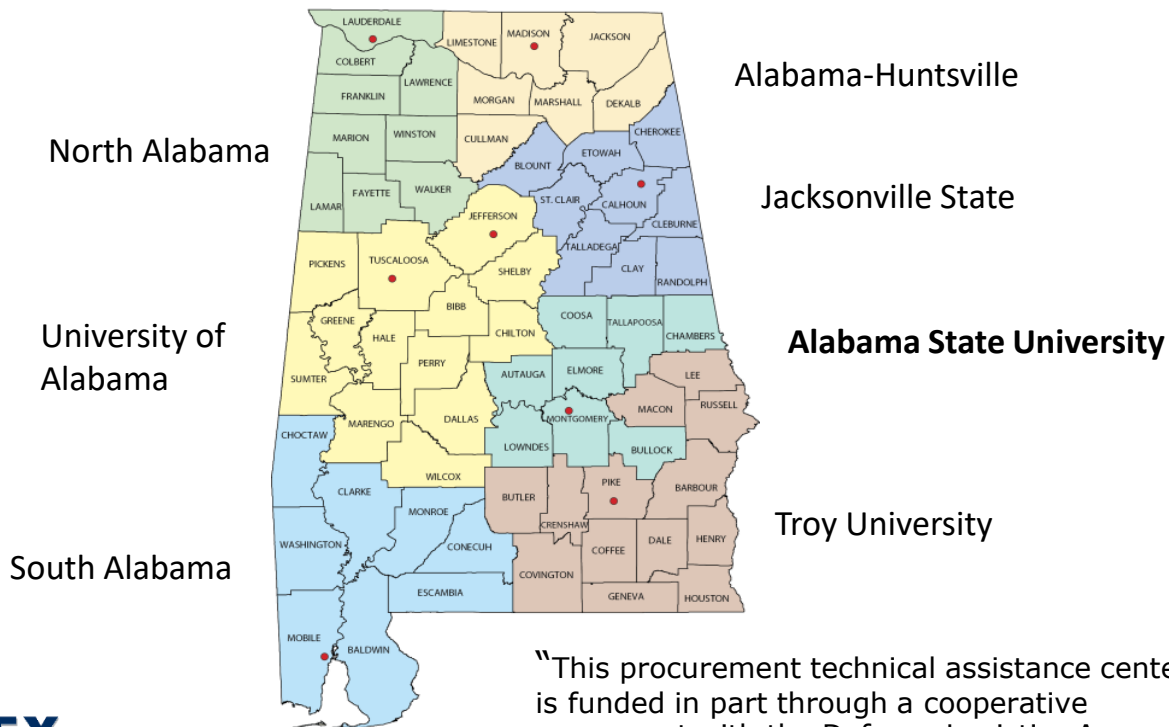
[GET STARTED →](#)

THE UNIVERSITY OF
ALABAMA

Research &
Economic Development

The Alabama APEX is hosted by the University of Alabama's Office of Research & Economic Development, and is deployed statewide at partner university locations:

Alabama APEX Accelerator Procurement Service Areas



"This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency."

https://www.aptac-us.org/

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Find a PTAC

Select a State ▾

Find a Procurement Technical Assistance Center

Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.

[Find American Indian PTACs »](#)



[ASSISTANCE FOR SMALL BUSINESSES](#)

[GET THE TRAINING YOU NEED TO SUCCEED](#)

[PTAC CLIENT SUCCESSSES](#)

Special announcements and links

► Defense Logistics Agency (DLA) touts PTAC help for Small Businesses and Government agencies

HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)

! **Free Help with SAM Registration** – and other government contracting issues.

System for Award Management (SAM) registration **is FREE**, and your PTAC can help you with this **and everything else you need** to sell to federal, state and local government agencies at little or no charge

- **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- **One-on-One Counseling** tailored to your specific needs – **always free** of charge!

[Find your PTAC now! »](#)

see also **APTAC's Government Contracting Intelligence** blog.



Contracting Success

In 2019, PTAC clients were awarded

\$24 BILLION IN CONTRACTS

with over

57,000 businesses receiving assistance.

[Learn More ▶](#)

APTAC Partners

APTAC and NIST-MEP Enter Partnership to Help Expand Industrial Base (read more)



Alabama APEX Services

- The Alabama APEX program offers an array of no-cost support services to all types of businesses. Includes such as
 - ✓ registration in systems such as the System for Award Management (SAM),
 - ✓ identification of contract opportunities,
 - ✓ help in understanding requirements and in preparing and submitting bids.

**One-on-One
Technical Assistance**

Bid-Match System

Matchmaker Events

Technical Workshops

Prepare Your Business for Federal Contracting in 13 Steps



- 1. Structure your business**
- 2. Create a business plan**
- 3. Demonstrate capacity, sales, and performance history, then consider expanding your opportunities to government contract.**
- 4. Research if federal contracting is a good idea for your business**
 - System for Awards Management (SAM): <https://sam.gov/>
 - Forecast of Contracting Opportunities Tool: <https://fbf.gov>
- 5. Research the demand and pricing for your product or service within the government (www.usaspending.gov);**
- 6. Avoid costly errors and potential legal problems by researching the regulations and laws for federal contractors – <https://www.acquisition.gov/browse/index/far>**
- 7. Look up the North American Industry Classification System (NAICS) code (www.census.gov)**

Prepare Your Business for Federal Contracting in 13 Steps

8. Register for a Data Universal Numbering System (DUNS)

<https://fedgov.dnb.com/webform/>

9. Register in the System for Award Management (SAM), www.sam.gov

10. Apply for Unique Entity Identification-UEI (www.sam.gov)

11. Create at a SBA Profile

Business information can be readily accessed through the Dynamic Small Business Search function. https://web.sba.gov/dsbs/search/dsp_dsbs.cfm

12. Create a Capability Statement

A capability statement is a concise, one page document of your business competencies. Think of it as your business's resume. Its purpose is to provide specific information that will convince potential customers to do business with you. When written well, it will differentiate your business from the competition!

Prepare Your Business for Federal Contracting in 13 Steps

13. Determine whether your business is eligible for any special labels (set-aside types) or programs (SBA.gov; ADECA, MBDA)

Minority and Women Owned Small Business Certifications

State Programs:

- ADECA - Office of Minority Business Enterprise Minority/Women Owned Business Certifications (<https://adeca.alabama.gov/ombe/>)

Federal Programs

- Disadvantaged Business Enterprise Certification by U.S. Department of Transportation <https://www.dot.state.al.us/programs/DBE.html>
- Certification for Women-Owned Businesses (WOSB) and 8(a) Business Development Program administered by the Small Business Administration (SBA) <https://beta.certify.sba.gov/>

National Programs

- Minority Business Enterprise (MBE) Certification by the National Minority Supplier development Council (NMSDC) <https://nmsdc.org/mbes/mbe-certification/>
- Women Business Enterprise Certification (WBE) with the Women's Business Enterprise National Council (WBENC) <https://www.wbenc.org/certification/>

Some City and Counties also have Small Minority Business Initiatives



Prepare Your Business for Federal Contracting in 13 Steps

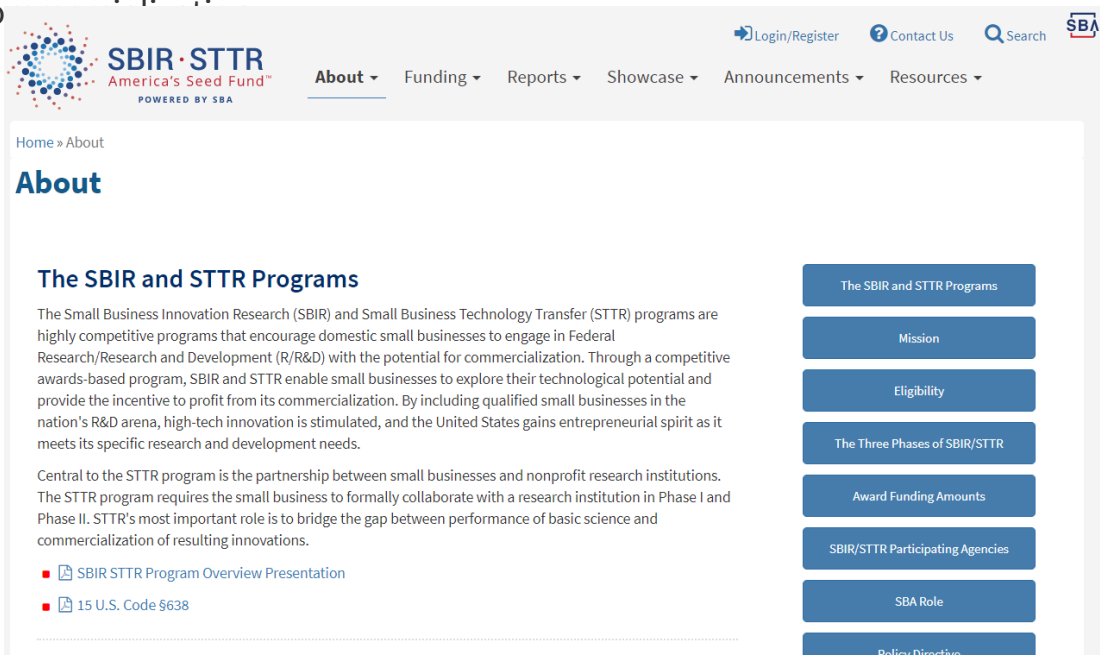
Minority and Women Owned Small Business Certifications

Eligibility Requirements

- Socially and economically disadvantaged individuals own at least a 51% interest and also control management and daily business operations
- Meet SBA Size Standards - Under 500 employees
- Personal net worth that does not exceed \$1.32 million
- Annual Gross Receipts less than \$23.98 million
- Lawfully admitted permanent residents) who are women, Black Americans, Hispanic Americans, Native Americans, Asian Pacific Americans

SBA SBIR and STTR Programs

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are highly competitive programs that encourage domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization.



SBIR • STTR
America's Seed Fund™
POWERED BY SBA

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About

The SBIR and STTR Programs

The Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs are highly competitive programs that encourage domestic small businesses to engage in Federal Research/Research and Development (R/R&D) with the potential for commercialization. Through a competitive awards-based program, SBIR and STTR enable small businesses to explore their technological potential and provide the incentive to profit from its commercialization. By including qualified small businesses in the nation's R&D arena, high-tech innovation is stimulated, and the United States gains entrepreneurial spirit as it meets its specific research and development needs.

Central to the STTR program is the partnership between small businesses and nonprofit research institutions. The STTR program requires the small business to formally collaborate with a research institution in Phase I and Phase II. STTR's most important role is to bridge the gap between performance of basic science and commercialization of resulting innovations.

- [SBIR STTR Program Overview Presentation](#)
- [15 U.S. Code §638](#)

[The SBIR and STTR Programs](#)

[Mission](#)

[Eligibility](#)

[The Three Phases of SBIR/STTR](#)

[Award Funding Amounts](#)

[SBIR/STTR Participating Agencies](#)

[SBA Role](#)

[Policy Directive](#)

<https://www.grants.gov/>

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Reminder: Federal agencies do not publish personal financial assistance opportunities on Grants.gov. Federal funding opportunities published on Grants.gov are for organizations and entities supporting the development and management of government-funded programs and projects. For more information about personal financial assistance benefits, please visit Benefits.gov.

Convenience Comes to Federal Grants

Download the Grants.gov Mobile App to search and submit on the go.

Download on the App Store | GET IT ON Google Play

Useful Websites



Alabama Small Business Development Center Networks: www.asbdc.org

Alabama APEX Accelerator: <http://al-ptac.org>

Small Business Administration: <https://www.sba.gov/federal-contracting>

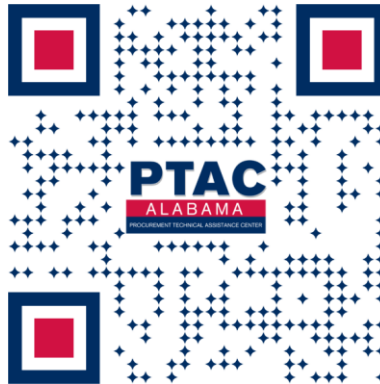
SCORE home page: www.score.org

Veterans Business Outreach Center: <https://vboc.org/>





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Website: www.asbdc.org





*Growing Alabama's Economy,
One Small Business at a Time*

ALABAMA SMALL BUSINESS DEVELOPMENT CENTER NETWORK

Presented by

Stephen Langford, Small Business
Advisor
Alabama SBDC at Alabama State
University





SBDC IMPACT 2024

Most comprehensive small business assistance network in the United States and its territories with a focus **mission is to help start and grow small businesses.**

NATIONWIDE FOOTPRINT

1,000 service centers nationwide, covering rural, urban, and suburban locations



Growing Alabama's Economy, One Small Business at a Time

Trusted Resource

- The Alabama SBDC Network is for **all small businesses** (all stages, types, and industries), is in your community, and is accessible in-person and online.
- Alabama's **Trusted Resource**: Business has changed dramatically in the last **44 years**; ASBDC has been there throughout, helping small businesses achieve their goals and succeed.
- **The Alabama SBDC Network gets Results.** Businesses that partner with SBDCs get started, get financing, grow sales and prosper

Alabama SBDC Network



Research &
Economic Development
Alabama SBDC Network

THE UNIVERSITY OF ALABAMA*



10 Full-Time Service Centers, 40 Outreach Locations

One-on-One Business Consultation

- **No Cost Services**
- **Virtual and In-Person One-on-One Business Advisement Sessions**
- **New Business Startup and Existing**
 - **Business Planning /Business Plan Development Assistance**
 - **Market Research**
 - **Financial Analysis**
- **Loan Packaging Assistance**
- **Business Workshops and Webinars**
- **Networking Opportunities**
- **Special emphasis**
 - **Veterans**
 - **minority-owned**
- **Balch And Bingham LLP, Balch Business Boost**
 - **Free-low cost legal assistance**
 - **Operating agreements etc.**
- **QuickBooks**
 - **1st month free**
 - **30% - %50 off for SBDC members**
- **Godaddy**
 - **Website Hosting and Domain (free for the first 2 years)**
 - **Marketing/Branding**

Beneficial Ownership Information (BOI)

<https://www.fincen.gov/boi-faqs>



-A reporting company created or registered to do business before January 1, 2024, will have until January 1, 2025, to file its initial BOI report.

-A reporting company created or registered in 2024 will have 90 calendar days to file after receiving actual or public notice that its creation or registration is effective.

-A reporting company created or registered on or after January 1, 2025, will have 30 calendar days to file after receiving actual or public notice that its creation or registration is effective.

Specialty Programs: CAP

- Capital Access Program
 - Over \$90 Million in loans & equity funding
 - CAP Assistance
 - Identify equity financing options
 - Structure the financing
 - Identify sources of funding
 - Prepare financial projections
 - Access expansion capital
 - Export Working Capital

Specialty Programs: AITC



Alabama
International
Trade Center

THE UNIVERSITY OF ALABAMA



Export
Alabama
Alliance

- **Alabama International Trade Center**
 - Export Market Research
 - Trade Consulting & Training Program
 - Export Readiness Assessment
 - Trade Finance Programs
 - Export Alabama Trade Alliance
 - <http://AITC.ua.edu>



Growing Alabama's Economy, One Small Business at a Time

Specialty Programs: APEX

- **APEX Accelerators**
 - Statewide coverage with 7 locations
 - Certified Contracting Specialists
 - Set-Aside Program for Small Businesses, Minorities
 - ***Free Bid-Matching System***



NATIONAL SBDC IMPACT 2024

Jobs Created
In 2023, SBDC's
helped clients
create over 83,329
new jobs.

**New Business
Start**
54% of SBDC
clients start new
businesses

Access to Capital
SBDC's helped
clients obtain \$6.9
billion in financing
in 2023.



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Alabama SBDC Impact / Results



Impact / Results

- **Sales Growth (Existing Businesses)**
 - AL State Average: 2.3%
 - AL SBDC Client Average 22.4%
- **Job Growth (Existing Businesses)**
 - AL State Average: 9.9%
 - AL SBDC Client Average 25.2%
- **Return on Investment**
 - \$6.14 Returned for every dollar spent on long term counseling

Source: SBA National Impact Survey 2022

Serving All Sectors

The Alabama SBDC serves women, minorities, and America's veterans.

Last year, SBDC consulting clients were:

- 51% were women,
- 28% were minorities,
- and 6% were veterans.

(*Slightly lower than previous years due to the huge influx of majority-owned businesses seeking assistance with disaster programs.)

Special Emphasis Groups

2023 SBDC Advised Clients



Women-Owned



Veteran-Owned



Minority-Owned



Rural

2023 Training Attendees



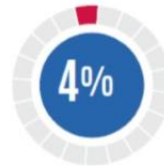
Women



Veterans



Minorities



Hispanic/Latino

Success Stories



Mission Multiplier

CEO Jamie Miller spent 10+ years working for a major IT consultancy in Washington, DC, but wanted to leave the ‘madness’ of Washington, DC; so that he could build a new business model that focused on the philosophy of innovation, people engagement, and community building. This idea spawned the creation of “Mission Multiplier”.

Since its launch in 2014, and successfully obtaining government certifications. The company has won major government contracts, including a \$900K TVA deal.

Leveraging the benefits of the DoD Mentor Protégé Program, MM then created a Joint Venture company – Mission Innovate LLC – with a service-disabled veteran business. MM is currently pursuing over \$100M in potential revenue with this JV.

"The Alabama SBDC's guidance in government contracting was invaluable," said Miller. Partnering with SBDC, Mission Multiplier led a cybersecurity webinar during the pandemic, providing free solutions to struggling businesses.

Impact:

- \$900K TVA contract within 6 months
- Multiple Mentor-Protégé agreements and certifications
- Over \$100M in potential revenue pursuits
- \$30K+ donated to 28 local charities
- 2019 Torch Award for Ethics and Small Business of the Year.

Success Stories



Impact:

- Since 2003, grew from four to 40 employees
- SBIR Grant Recipient
- Recognized as a prime contract for National Laboratories
- Trading in Finland, Australia, and the UK

Polaris Sensor Technologies, Inc.,

Polaris Sensor Technologies, Inc., a woman-owned business founded in 2003, specializes in advanced electro-optic sensors for military and commercial applications, including environmental monitoring and hypersonic aero-optics.

Starting with Small Business Innovative Research (SBIR) grants and four employees, the company has grown to nearly 40 employees and is recognized as a prime contractor for National Laboratories and other significant clients. Polaris has leveraged international markets, successfully exporting to countries like Finland, Australia, and the UK, contributing to its growth strategy.

“Polaris staff leveraged Alabama International Trade Center (AITC) to do global market research and develop methods to reach customers worldwide. The AITC enabled the team to develop and evaluate opportunities more effectively,” said CEO Michele Banish.

Success Stories



Impact:

- Annual Revenue sales since 2016 - \$70,000 to \$700,000
- Two part-time staff and eleven 1099 consultants
- Second location (Montgomery Regional Office).

Tristatz, LLC a service-disabled veteran-owned business headquartered in Montgomery, Alabama, is built on CEO William Scott's 19-year tenure as a Senior Consultant dedicated to providing economic development resources to diverse sectors. After serving in the US Army and as an Alabama mayor, the desire to boost economic growth in rural counties led Scott to start Tristatz.

"Alabama SBDC at ASU, played a pivotal role in advising our expansion, staff hiring, consultant negotiations, and contract concerns. The SBDC at ASU has provided my business with outstanding services and was there at the inception of our company. The staff helped us navigate the process that entrepreneurs face with starting a business and helped us navigate to the level of success we have experienced with our company throughout the years. The one-on-one advisement is gold," says Scott.

Success Stories



From 30-Year Army Career to French Pastry Chef: L'Etoile Patisserie

After a 20-year active-duty career in the Army and an additional 10 years of service as a Department of the Army Civilian after that, Kevin reinvented himself and the new title of Chef Kevin was born. Kevin and his wife, Kristen started putting together a list of tasks to have a bakery business.

What a wonderful journey from a “warrior” to a French Pastry Chef, Kevin, said he and his wife, “remain eternally thankful for the support from and interaction with our local SBDC advisors. Our SBDC is a repository of local support, encouragement, and knowledge that would be of benefit to any individual seeking to pursue entrepreneurial efforts as a part of their career development.”

Impact:

- 2 owners, 14 part-time, 4 full-time employees
- May 2020 to May 2021, completed over 6000 orders for over 4200 customers, primarily through social media interactions and through their website

located in a HUBZone



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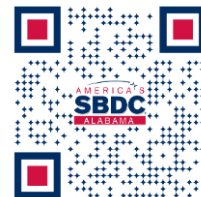


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WHERE TO START

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