SBDC’S and PTAC’S

WHAT ARE THEY?
SBDC

Small Business Development Center

SBDC’s are non-profit Business Outreach Centers

Primarily located at Universities across the country

Funded by the US Small Business Administration, the DOD, the State of Ala., and the Universities where the SBDC’s are located
SBDC’s

There are a total of 10 SBDC’s in the state of Alabama:
1. Ala. A&M University *
2. Ala. State University
3. Auburn University
4. Jacksonville State University
5. Troy University
6. University of Ala. – Huntsville *
7. University of Ala. – Tuscaloosa
9. University of South Ala.
10. University of West Ala.
SBDC’s

- All SBDC’s in the state of Alabama are responsible for providing their services to several counties in their geographical area.

Example: UAHuntsville SBDC is responsible for 7 counties in N. E. Ala. (Dekalb, Jackson, Marshall, Madison, Limestone, Morgan, Cullman)
SBDC’s

- Each SBDC in Alabama is a member of the Alabama Small Business Development Network (ASBDN).
- The ‘Network’ is a statewide program developed to enhance economic growth in Alabama by providing management and technical assistance to Alabama’s small businesses.
- The ‘Network’ (formally called the Consortium) began operations in 1980.
The ASBDC Network includes the Alabama International Trade Center Located at U of A in Tuscaloosa Provides export research, training, and counseling FY 2008, the AITC created new export sales of $8.7 million while working with 144 small firms in Ala.
The U.S. Small Business Administration (SBA) is charged with overseeing the overall program, while the implementation of the state program is the responsibility of the SBDC State Director (William Campbell)
SBDC’s

Nationwide and Beyond

SBDC’s are located in all 50 states, the District of Columbia, Puerto Rico, the Virgin Islands, Guam, and American Samoa
SBDC’s

What They Do

- Provide counseling and training to business entrepreneurs in a wide variety of business topics
- Provide comprehensive information services and access to expertise in many fields of business
SBDC’s

State Statistics – FY 2008

- Training Events Held – 380
- Training Attendees – 11,669
- Total Counseling Sessions – 3,042
97% of Alabama’s businesses are small businesses.

In Alabama, small businesses contribute 67% of all wage growth.

Small businesses accounted for 75% of all jobs created in the last 10 years.
PTAC

- Procurement Technical Assistance Center
- PTAC’s are local non-profit Resource Centers located primarily on University campuses across the nation.
- Each PTAC is a member of national Association of Procurement Technical Assistance Centers (APTAC)
There are 7 PTAC’s in the state of Alabama:

1. Ala. State University
2. Jacksonville State University
3. Troy University
4. University of Ala. – Huntsville
5. University of Ala. – Tuscaloosa
7. University of South Ala.
PTAC’s

PTAC’s are part of the Federal Procurement Technical Assistance Program which is administered by the U.S. Defense Logistics Agency (DLA) on behalf of the Secretary of Defense.

The state program is the responsibility of the State PTAC Program Director (Ms. Pat Phillips).
PTAC’s

What They Do

- Provide assistance to businesses in the marketing of their products and/or services to the federal, state, or local governments by offering one-on-one counseling, as well as, a variety of training and networking opportunities.
PTAC’s

State Statistics

- PTAC procurement specialists have assisted Alabama’s small business clients in receiving more than $2.6 billion in government contract awards in FY 2008.
- These contract awards created or helped retain approx 52,000 jobs for Alabama workers in FY 2008.
PTAC’s

- Have access to other PTAC Association members across the country that help with obtaining information and contacts that can assist the small business clients.

- PTAC Counselors and Specialist attend nationwide certification training seminars that provide the latest information on all facets of government contracting.
SBDC’s and PTAC’s

Services Offered to Aid Small Businesses
SBDC’s and PTAC’s

What they do

- Provide assistance to pre-venture businesses to aid in a successful start-up
- Provide assistance to on-going businesses to help improve their performance
- Provide one-on-one counseling and training in a wide variety of business topics
SBDC’s and PTAC’s Counseling

- Legal Structure
- Business Plans
- Licenses and Permits
- Financing
- Business Insurance
- Marketing
SBDC’s and PTAC’s Counseling (con’t)

- Franchises
- International Trade
- Technology Commercialization
- Intellectual Property Rights
- CCR Registration
- Small Business Size Standards
- Disadvantage Certifications
SBDC’s and PTAC’s Counseling (con’t)

- Identifying government set-asides
- Government Contracting Protocol
- GSA Schedules
- Teaming Agreements
- Capability Statements
- Bid Match
SBDC’s and PTAC’s Training

- Starting a small business
- Marketing
- Accounting
- Financing (Loan packaging)
- Business Plan
- Intellectual Property Rights
- Basics of Government Contracting
SBDC’s and PTAC’s Training (con’t)

- GSA Schedules
- Defense Supply Centers
- DIBBS (DLA Internet Bid Board System)
- Wide Area Work Flow System
- Government Proposal Writing
- SBIR/STTR
- Match Makers
SBDC’s and PTAC’s Other Services

- Provide research info to assist clients
- L.E.A.R.N. Program (Launching Entrepreneurs Across Rural Networks)
- Match Makers - Develop and maintain partnerships among community organizations and local, state, and federal agencies
- Provides a focal point for a broad network of public and private resources at the community level
What we can do to help your small business prepare for and succeed in doing business with the government
UAHuntsville SBDC/PTAC Staff

- Kannan Grant – Interim Director
- Jeff Smith – SBDC/PTAC Counselor
- Joseph Osborn – PTAC Counselor
- Mary Jane Fleming – PTAC Specialist
- Steve Briere – SBDC Counselor
- Mike Pearson – SBDC Counselor
- Beverly Maples – Staff Assistant
UAHuntsville SBDC/PTAC

Background

- Established in 1987
- Serve small businesses and prospective entrepreneurs in a 7 county area in Northeast Ala.
- Offices in the Business Administration Bldg on the UAHuntsville campus and at the HSV/Madison County Chamber of Commerce
Approximately 200 area small businesses use our government Bid Matching Service daily.

Government contacting clients increased from 50% in FY ’08 to 71% in Feb., ‘09.

Since 2004, our clients have reported securing government contract awards in excess of $4.5 billion.
UAHuntsville PTAC

Government Contracting

- Contracting Fundamentals
  - DUNS
  - CCR
  - NAICS Codes
  - ORCA
  - Dynamic Small Business Search
UAHuntsville PTAC

Government Contracting

- Bid Match Service
- DIBBS (DLA Internet Bid Board System)
- GSA Schedule Proposal Assistance
- FPDS (Fed Procurement Data System)
- Capability Statement Preparation
- Bid Proposal Preparation Assistance
- Networking Opportunities
UAHuntsville PTAC

Government Contracting

- Marketing Strategies
- Teaming Opportunities
- Size Determination
- Points of Contact/Communications Protocol
- Certification Assistance (8(a) & HUBZone)
- Critical Info Dissemination to Client Base
Training, Workshops, Seminars

- Fundamentals of Government Contracting
- Technology Commercialization (Webinar)
- SBIR/STTR (Webinar)
- HR for Government Contracting
- GSA Schedule
- Wide Area Work Flow
- How to find Opportunities with the DLA’s Defense Supply Centers
Training (con’t)

- Socio-Economic Programs – Set Asides
- DLA Internet Bid Board Systems (DIBBS)
- Automated Best Value System (ABVS)
UAHuntsville PTAC

Networking Opportunities

- Match Makers (Collaboration with Huntsville COC and with the Decatur COC)
UAHuntsville SBDC/PTAC

Website:  http://sbdc.uah.edu