

# 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
8. University of North Ala.
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

# SBDC's

- 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.

# SBDC'S

## *ADMINISTRATION*

- 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

# SMALL BUSINESSES

## *CONTRIBUTIONS*

- 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)

# PTAC's

■ 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
6. University of North Ala.
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

# UAHuntsville PTAC

*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

# UAHuntsville PTAC

## *Background*

- 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



# UAHuntsville PTAC

## ■ 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

# UAHuntsville PTAC

## ■ 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>