



PART V – Attachments

YEAR 2 BUDGET INFORMATION-Non-Construction Programs

SECTION A-BUDGET SUMMARY						
Grant Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		Total (g)
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
1. MBDC	11.800	\$	\$	\$ 240,599.00	\$ 60,200.00	\$ 300,799.00
2.						
3.						
4.						
5. Totals		\$	\$	\$ 240,599.00	\$ 60,200.00	\$ 300,799.00
SECTION B-BUDGET CATEGORIES						
6. Object Class Categories	GRANT PROGRAM OR ACTIVITY					
	(1) Federal	(2) Non Federal	(3)	(4)	Total (5)	
a. Personnel	\$ 110,825.00	24,902.00	\$	\$	\$ 135,727.00	
b. Fringe Benefits	0.00	0.00			0.00	
c. Travel	8,018.00	8,580.00			16,598.00	
d. Equipment	0.00	0.00			0.00	
e. Supplies	2,240.00	0.00			2,240.00	
f. Contractual	0.00	0.00			0.00	
g. Construction	0.00	0.00			0.00	
h. Other (includes Fee)	53,125.00	9,228.00			62,353.00	
i. Total Direct Charges (sum of 6a-6h)	174,208.00	42,710.00			216,918.00	
j. Indirect Charges	66,391.00	17,490.00			83,881.00	
k. TOTALS (sum of 6i and 6j)	\$ 240,599.00	\$ 60,200.00	\$	\$	\$ 300,799.00	
7. Program Income	\$	\$	\$	\$	\$	

SECTION C - NON-FEDERAL RESOURCES

(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS
8. Cash Contributions	\$	\$	\$	\$
9. Client Fees			56,300.00	56,300.00
10. Non Cash Contributions	3,900.00			3,900.00
12. TOTAL (Sum of lines 8-11)	\$ 3,900.00	\$	\$ 56,300.00	\$ 60,200.00

SECTION D - FORECASTED CASH NEEDS

	Total for 1 st Year	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter
13. Federal	\$ 240,599.00	\$ 60,149.75	\$ 60,149.75	\$ 60,149.75	\$ 60,149.75
14. Non-Federal	60,200.00	15,050.00	15,050.00	15,050.00	15,050.00
15. Total (sum of lines 13 and 14)	\$ 300,799.00	\$ 75,199.75	\$ 75,199.75	\$ 75,199.75	\$ 75,199.75

SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT

(a) Grant Programs	FUTURE FUNDING PERIODS (Years)			
	(b) First	(c) Second	(d) Third	(e) Fourth
16.	\$	\$	\$	\$
17.				
18.				
19.				
20. Total (sum of lines 16-19)	\$	\$	\$	\$

SECTION F - OTHER BUDGET INFORMATION

21. Direct Charges	22. Indirect Charges: Fringes, G&A and Overhead charges
23. Remarks:	

YEAR 3 BUDGET INFORMATION-Non-Construction Programs

SECTION A-BUDGET SUMMARY

Grant, Program Function or Activity (a)	Catalog of Federal Domestic Assistance Number (b)	Estimated Unobligated Funds		New or Revised Budget		Total (g)
		Federal (c)	Non-Federal (d)	Federal (e)	Non-Federal (f)	
1. MBDC	11.800	\$	\$	\$ 240,599.00	\$ 60,200.00	\$ 300,799.00
2.						
3.						
4.						
5. Totals		\$	\$	\$ 240,599.00	\$ 60,200.00	\$ 300,799.00

SECTION B-BUDGET CATEGORIES

Object Class Categories	GRANT PROGRAM OR ACTIVITY				Total (5)
	(1) Federal	(2) Non Federal	(3)	(4)	
a. Personnel	\$ 113,768.00	\$ 25,062.00		\$	\$ 138,830.00
b. Fringe Benefits					
c. Travel	0.00	0.00			0.00
d. Equipment	8,018.00	8,580.00			16,598.00
e. Supplies	1,439.00	0.00			1,439.00
f. Contractual	0.00	0.00			0.00
g. Construction	0.00	0.00			0.00
h. Other (Includes Fee)	50,983.00	9,068.00			60,051.00
i. Total Direct Charges (sum of 6a-6h)	174,208.00	42,710.00			216,918.00
j. Indirect Charges	66,391.00	17,490.00			83,881.00
k. TOTALS (sum of 6i and 6j)	\$ 240,599.00	\$ 60,200.00	\$	\$	\$ 300,799.00

7. Program Income	\$	\$	\$	\$	\$
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SECTION C - NON-FEDERAL RESOURCES

(a) Grant Program	(b) Applicant	(c) State	(d) Other Sources	(e) TOTALS
8. Cash Contributions	\$	\$	\$	\$
9. Client Fees			56,300.00	56,300.00
10. Non Cash Contributions	3,900.00			3,900.00
12. TOTAL (Sum of lines 8-11)	\$ 3,900.00	\$	\$ 56,300.00	\$ 60,200.00

SECTION D - FORECASTED CASH NEEDS

	Total for 1 st Year	1 st Quarter	2 nd Quarter	3 rd Quarter	4 th Quarter
	13. Federal	\$ 240,599.00	\$ 60,149.75	\$ 60,149.75	\$ 60,149.75
14. Non-Federal	60,200.00	15,050.00	15,050.00	15,050.00	15,050.00
15. Total (sum of lines 13 and 14)	\$ 300,799.00	\$ 75,199.75	\$ 75,199.75	\$ 75,199.75	\$ 75,199.75

SECTION E - BUDGET ESTIMATES OF FEDERAL FUNDS NEEDED FOR BALANCE OF THE PROJECT

(a) Grant Programs	FUTURE FUNDING PERIODS (Years)			
	(b) First	(c) Second	(d) Third	(e) Fourth
16.	\$	\$	\$	\$
17.				
18.				
19.				
20. Total (sum of lines 16-19)	\$	\$	\$	\$

SECTION F - OTHER BUDGET INFORMATION

21. Direct Charges	22. Indirect Charges: Fringes, G&A and Overhead charges
23. Remarks:	



ATTACHMENT A
Letters of Reference, Commitment and
Support



*Professional/Administrative Services
Event, Conference and Logistical Management
Construction and Project Management
Marketing and Communications
Global Business Services*

September 15, 2006

Office of Business Development – MBEC Program
Office of Executive Secretariat, HCHB, Room 5063
Minority Business Development Agency
U.S. Department of Commerce
14th Street and Constitution Avenue, NW
Washington, DC 20230

RE: Competition ID No: 072620061180
South Carolina Minority Business Enterprise Center

Dear Executive Secretariat:

DESA, Inc. is committed to supporting the South Carolina Minority Business Enterprise Center by providing in-kind contributions totaling \$12,350 as illustrated in the chart below.

Description	Amount
Airline Tickets in 2007	\$4,550.00
Airline Tickets in 2008	\$3,900.00
Airline Tickets in 2009	\$3,900.00
TOTAL	\$12,350.00

Sincerely,

Diane E. Sumpter
President/CEO

September 1, 2006

All redactions pursuant to FOIA
exemption (b)(4)

Ms. Diane Sumpter
DESA, Inc.
400 Percival Road
Columbia, SC 29260

Dear Ms. Sumpter:

[REDACTED] has been a client of the South Carolina Minority Business Development Center since 2001. Over the past five year, our business has realized tremendous growth, and it is directly related to the partnership we have with the Center. We received assistance structuring our first financial package to purchase our own facility, rather than leasing, through the Center. Similarly, the staff aided us in securing the marketing contract for the [REDACTED]. Consistently, the Center has partnered with us to support our annual [REDACTED] by conducting seminars on various business topics, and even rallying political support to approve funding for the [REDACTED]. These are just a few of the services, of which I am most appreciative.

Also I am grateful for the recent opportunity to participate in [REDACTED]. This was a very energizing and *right on time* educational experience. The comprehensive business assessment using the SPARSE model has proven to be a highly insightful tool for effectively operating my business. The lessons learned at [REDACTED] were invaluable. I appreciate the Center for nominating me and MBDA for providing this high quality course to minority clients.

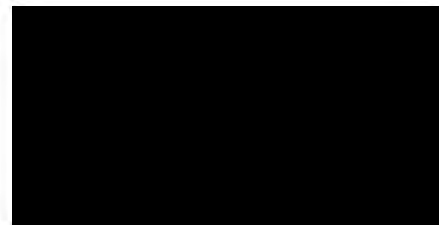
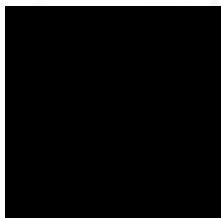
At [REDACTED] we value the close relationship we have developed with the Center. The Center's business consultants have supported continuous improvement in every phase of our business, pushing us to the next level, while at the same time encouraging us to strengthen our infrastructure to support growth and expansion.

We are pleased to offer our earnest support for the SCMBEC and DESA as its operator. The quality and impact of the services they provide to minority clients, as well as their advocacy efforts, are vital to the development of South Carolina's minority business community. For [REDACTED] the Center has become our effective agent for sustainable business development.

Sincerely,

[REDACTED]

[REDACTED]



September 5, 2006

All redactions pursuant to
FOIA exemption (b)(4)

Ms. Diane Sumpter
DESA, Inc.
400 Percival Road
Columbia, SC 29260

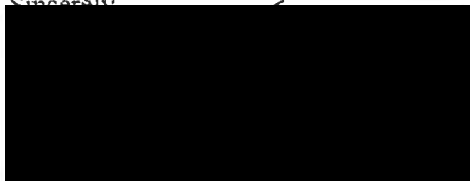
Dear Ms. Sumpter:

As a client of the South Carolina Minority Business Development Center, I want to voice my wholehearted support and appreciation for the exceptional services [REDACTED] has received over the years. The Center has assisted us in virtually all phases of our business to include procurement, financing, identification of a CPA with [REDACTED] experience, [REDACTED] operating procedures, and staffing.

My [REDACTED] business has faced many challenges and the Center has played a major role in helping us to find solutions. Having access to your team of professional consultants as resources makes it possible for me to overcome business weaknesses and gives me a competitive advantage.

[REDACTED] is proud to be a long-term client of the Center. Thanks again for the management and technical assistance we have received in the past, and we look forward to continuing our working relationship in the years ahead.

Sincerely,






September 18, 2006

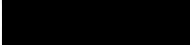


Ms. Diane E. Sumpter
DESA, Inc.
400 Percival Road
Columbia, SC 29206

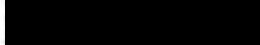
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RE: Strategic Partnership

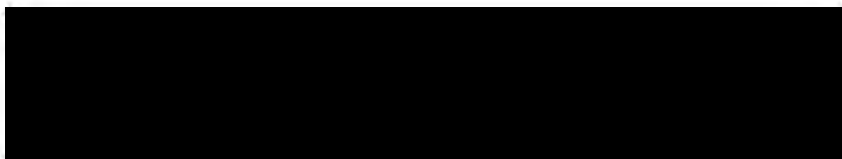
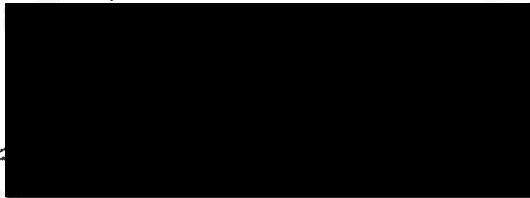
Dear Ms. Sumpter,

 prides itself on aligning with partners to help us broaden our customer profile and better serve their financial needs. To this end, we appreciate the opportunity to join resources with the South Carolina Minority Business Enterprise Center to further enhance our reputation for excellent service. The Center has a longstanding track record for creating innovative financial solutions for clients, and our bank is excited to be a part of your team.

 is committed to South Carolina and to growing our economy. Thus, by partnering with the Center, we can facilitate job creations and improve the 
 within the small business community.

 is honored to be named a strategic partner of the South Carolina MBEC and will work in harmony with the Center to expand our customer reach and serve the minority businesses of South Carolina.

Sincerely,



RECEIVED SEP 11 2006

September 5, 2006

Ms. Diane E. Sumpter
DESA, Inc.
400 Percival Road
Columbia, SC 29260

All redactions pursuant to
FOIA exemption (b)(4)

RE: Strategic Partnership

Dear Ms. Sumpter:

[REDACTED] would love to partner with the South Carolina Minority Business Enterprise Center to broaden our reach into the minority business community. We believe that a joining of resources will facilitate our efforts in providing [REDACTED] to minority business customers.

We appreciate the existing relationship that we have with the Center and DESA as operator, and look forward to strengthening it as we work together to achieve our mutual goal of serving South Carolina's businesses.

Sincerely,

[REDACTED]

RECEIVED 9 3 2006



All redactions pursuant to
FOIA exemption (b)(4)

September 1, 2006

Ms. Diane E. Sumpter
DESA, Inc.
400 Percival Road
Columbia, SC 29260

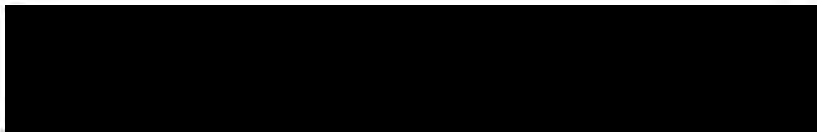
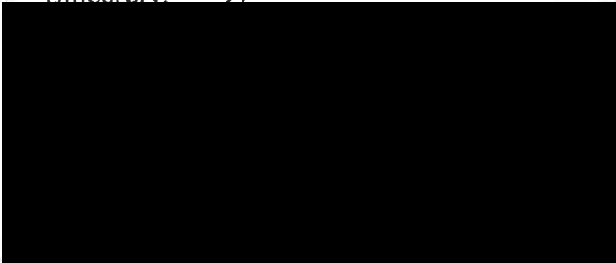
RE: Strategic Partnership

Dear Ms. Sumpter:

[REDACTED] is willing to partner with the South Carolina minority Business Enterprise Center to expand our reach into the minority business community. We believe that a joining of resources will facilitate our efforts in providing [REDACTED] to minority business customers.

We appreciate the existing relationship that we have with the Center and DESA as operator, and look forward to strengthening it as we work together to achieve our mutual goal of serving South Carolina's businesses.

Sincerely,



[Redacted]

[Redacted]

September 8, 2006

All redactions
pursuant to FOIA
exemption (b)(4)

Ms. Diane E. Sumpter
DESA, Inc.
400 Percival Road
Columbia, SC 29260

RE: Strategic Partnership

Dear Ms. Sumpter:

[Redacted] is very interested in maintaining our strategic partnership with the South Carolina Minority Business Enterprise Center. We are confident that our continued position with the Center will enable us to expand our reach and assist additional small, women and minority owned businesses in the Columbia area.

Over the past few years, the Center has been a valuable resource to the [Redacted]. [Redacted] We anticipate our relationship continuing as we mutually assist businesses with building economic capacity.

Sincerely,

[Redacted]

[Redacted]

[Redacted]



**ATTACHMENT B
Project Director's
Letter of Intent &
Official College Transcript**

Greg Davis



(b)(6)

August 25, 2006

Office of Business Development – MBEC Program
Office of Executive Secretariat, HCHB, Room 5063
Minority Business Development Agency
U.S. Department of Commerce
14th Street and Constitution Avenue, NW
Washington, DC 20230

RE: Project Director – Letter of Intent
S.C. Statewide Minority Business Development Center

Dear Executive Secretariat:

This letter serves as a confirmation of my willingness to serve as Project Director of the South Carolina Statewide Minority Enterprise Development Center from January 1, 2007 through December 31, 2009.

As you may know, I am currently serving as the Project Director with the South Carolina Statewide MBEC. I look forward to an opportunity for continued association and advancement with this project.

Should you have additional questions, please do not hesitate to contact me at (803) 779-5905, ext. 28.

Respectfully submitted,

A handwritten signature in cursive script that reads "Gregory Davis".

Gregory Davis
Project Director

College Transcripts - Redacted in their entirety pursuant to FOIA exemption (b)(6)

College Transcripts - All redactions pursuant to FOIA exemption (b)(6)



ATTACHMENT C
DESA, Inc.
Articles of Incorporation

Articles of Incorporation - Redacted in their entirety
pursuant to FOIA exemption (b)(4)

Articles of Incorporation - Redacted in their entirety pursuant to FOIA exemption (b)(4)



ATTACHMENT D
DESA, Inc.
By-Laws

BY-LAWS

Bylaws - Redacted in their entirety pursuant to FOIA exemption
(b)(4)

Bylaws - Redacted in their entirety pursuant to FOIA exemption (b)(4)

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pursuant to FOIA exemption (b)(4)



ATTACHMENT E
Join us @ www.SCMBDC.com

scmbdc.com

South Carolina Statewide Minority Business Development Center

Friday 15 September 2006 | 12:59 PM

MINORITY BUSINESS DEVELOPMENT CENTER **MBDC** Your Success Starts Here

The South Carolina Statewide Minority Business Development Center (MBDC) is part of a national network that was established to increase the growth of new minority owned business and strengthen existing ones, therefore making them more profitable and creating new jobs for South Carolina. MBDC professional consultants offer a wide range of services that include initial counseling, government/private sector contracting assistance, financial management and more complex issues such as international trade franchising. MBDC, as with other centers across the United States, is funded by the Minority Business Development Agency (MBDA) of the U.S. Department of Commerce. DESA, Inc., a South Carolina based management firm, manages the center.

Email: busdev@scmbdc.com

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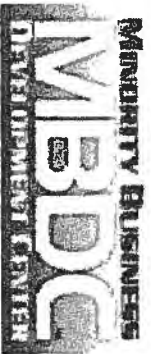
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scmbdc.com

South Carolina Statewide Minority Business Development Center

Friday 15 September 2006 | 1:01 PM

About Us... The MBDC



The South Carolina Statewide Minority Business Development Center (MBDC) is part of a national network that was established to increase the growth of new minority owned business and strengthen existing ones, therefore making them more profitable and creating new jobs for South Carolina. MBDC professional consultants offer a wide range of services that include initial counseling, government/private sector contracting assistance, financial management and more complex issues such as international trade franchising. MBDC, as with other centers across the United States, is funded by the Minority Business Development Agency (MBDA) of the U.S. Department of Commerce. DESA, Inc., a South Carolina based management firm, manages the center.



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Email: busdev@scmbdc.com

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scmbdc.com

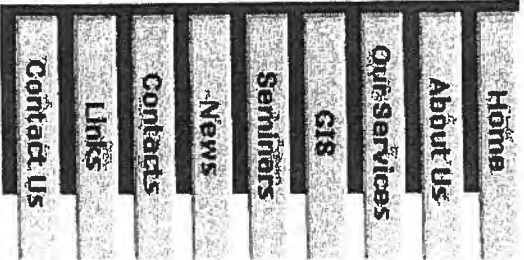
South Carolina Statewide Minority Business Development Center

Friday 15 September 2006 | 1:02 PM

Primary Objectives

To help ensure the expansion of minority-owned businesses in South Carolina, the **MBDC** has the following objectives:

- Provide quality management and technical assistance in business development, marketing, finance, accounting, construction and government/private contracting.
- Maintain contacts for major corporations to increase business opportunities for minority-owned firms.
- Increase financing for minority-owned firms through professional financial packaging.
- Maintain a database of qualified minority-owned firms in South Carolina.
- Promote technology, such as the internet, as a tool for business development.



Services

Finance and Accounting

Capital Budgeting
Financial Packaging
Cash Flow Analysis

Administration

Office Management
Procedures and Systems
Inventory Control

Financial Management

Procurement Assistance

Bonding
Contract Negotiations

Management / Personnel

Organization and Structure
Total Quality Management
Formulating Corporate Policy
Job Performance
Staff Scheduling
Business Planning
Training

Marketing & Advertising

Market Research
Promotion and Marketing Materials
Advertising and Sales
Public Relations
Market Feasibility Studies
Pricing Strategies

Purchasing
Total Quality Management

Information Technology

Equipment Purchasing
Application Development

Government Contracting

8 (a) Packaging
Capabilities Statement
Request for Proposal / Invitation to Bid Analysis
Bid / No Bid Analysis
GSA Schedule

Franchising

Financial Assistance
Technical Assistance
Contract Negotiations
Vendor Contracting

Email: busdev@scmbdc.com

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South Carolina Statewide Minority Business Development Center

Friday 15 September 2006 | 1:02 PM



Geographic Information Services (GIS)

The Geographic Information System (GIS) has the ability to tie demographic information with street addresses, zip codes and census tracks into "business maps" that help minority businesses owners and financial lenders visualize patterns and understand relationships not apparent from traditional demographic tables and financial charts. GIS analysis links locations with the information behind them and presents the results in the form of a map.

GIS is a great tool to help business owners make wiser, faster, more informed decisions. If you are trying to grow your business, the GIS can help you develop direct marketing strategies to target the clients that best fit your business. If you are looking to expand your business, the GIS is the perfect tool to find the best site that will meet your customers needs. If you thinking about starting a new business venture, the GIS will present the feasibility of the site, your competitors and their gross sales, your target market, delivery time with the best routes available, and other data needed to make an intelligent decision.

Call the SCMBDC at 803.779.5905 for more information on how the GIS technology can help your business.

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Email: busdev@scmbdc.com

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<http://www.scmbdc.com/gis.html>

9/15/2006

scmbdc.com

South Carolina Statewide Minority Business Development Center

Friday 15 September 2006 | 1:02 PM

Seminars



MED Week 2005

Details on this event are forthcoming. Please check the **News & Events** page for updates.

Email: busdev@scmbdc.com

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South Carolina Statewide Minority Business Development Center

[Send this to a friend](#)

News and Events

Economic Development, Education & Employment Summit

3/8/2006

"Raising Student Achievement by Increasing Classroom Productivity—Critical Factors Impacting African American Student Achievement & the Economic Climate in South Carolina" Traci Cooper, Ed.S (Educational Debate Panelist) Claflin University Saturday, January 21, 2006 "Public Education is the link the between our nation and our dream of liberty and justice for all." -Elaine Griffin, 1995 "National Teacher of the Year." Key Factors (Conditions) Impacting Student Achievement" - Educational Funding/Equity - Quality/State-of-the-art Building Facilities -Early Childhood Initiatives -Public/Political & Parental Support -Professional Development -Accountability

Economic Development, Education & Employment Summit

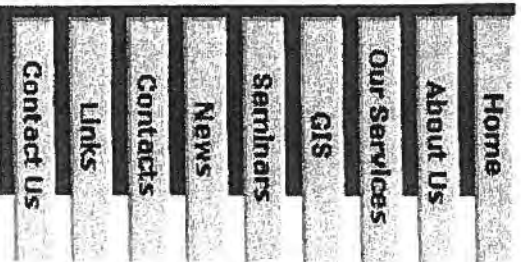
3/7/2006

South Carolina African American Economic Summit - Presentation by Dr. Lucy J. Reuben - January 21, 2006 A Comparative Analysis of African American Business Participation

Economic Development, Education & Employment Summit

3/7/2006

SOUTH CAROLINA ECONOMIC OVERVIEW: Unemployment by Race and Gender Claflin University January 21, 2006 Mike Daniels Research and Planning Administrator S.C. Employment Security Commission SC Unemployment Rate 3rd Highest in the Nation (SC unemployment rose for the 4th consecutive, up 0.2 percentage point to 7.1% in November. Nationally, the unemployment rate fell to 4.9% in December.)



Economic Development, Education & Employment

3/7/2006

FIVE POINTS FOR ACTION Jo Anne Anderson SC Education Oversight Committee African-American Economic Summit - Claflin University January 21, 2006 1. Capitalize on positive contributions and address the conditions that limit family and community support of African-American children before and during their school careers. 2. Invest in the capacity to achieve in schools enrolling African-American students. 3. Eliminate gaps in African-American student performance. 4. Demand that the best and brightest students perform at competitive levels. 5. Create a cultural expectation that every African-American student is to graduate from high school.

Economic Development, Employment & Education Summit

3/7/2006

U.S. Employment Outlook to 2014 Michael Wald, Regional Economist U.S. Department of Labor Bureau of Labor Statistics (BLS) Southeast Regional Office African American Economic Summit South Carolina, January 2006 Background: Every two years, the Bureau of Labor Statistics produces a ten-year projection of the national employment outlook. -Latest are through 2014 -Projections are made for the nations: -Overall Economic Outlook -Labor Force Projections -Occupational Employment -Industry Employment

Economic Development, Education & Employment Summit

3/7/2006

A Review of Trends in Black Male Joblessness and Year-Round Idleness: An Employment Crisis Ignored The review prepared by: Joe E. Benton, LMSW - Special Assistant for Faith Based Initiatives, SC Department of Juvenile Justice In June of 2004, a group of researchers published a work looking at the trends in Black Male joblessness and year round idleness. What makes this study unique is that it analyzes statistics in these two employment areas for a time period of fifty years.

Economic Development, Education & Employment Summit

3/7/2006

African American Economic Summit Speech: "African American Consumer Spending" Presented by: Darrin Thomas Claflin University, Orangeburg, SC January 21, 2006 As we look at Economic Development for African Americans (AA) in the state of South Carolina,

it's befitting that we start with AA buying power simply because of several reasons: A. As AA consumers, we can implement change with our economic clout and buying habits. B. So many of us fail to understand the vast clout we do have.

Do you need a business loan of \$15,000?

6/21/2005

Do you need a business loan of \$15,000? Do you operate a small office or home-based business? Do you need business technical assistance? If so, the SC Minority Business Development Center can help you get the money you need!

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South Carolina Statewide Minority Business Development Center



Contacts and Employees

Friday 15 September 2006 | 1:03 PM



Anthony Washington
Senior Business
Development Consultant
803.779.5905, ext.22

anthonyw@scmbdc.com



Cheryl Monroe
Business Development
Consultant
803.779.5905, ext.24

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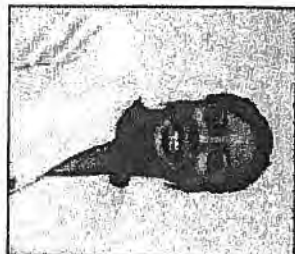
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Partners



City of Columbia: www.columbiasc.net

City of Charleston: www.ci.charleston.sc.us

Thomas McCant's Media: www.blackpagesusa.com

SC Community Bank: www.sccommunitybank.net

Corporation for Economic Opportunity: www.mbenmtc.com

Carolinas Minority Supplier Development Council: www.carolinasmtdc.org

Email: busdev@scombdc.com

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ATTACHMENT F

Time Phase Plan

(TPP)



**MINORITY BUSINESS DEVELOPMENT AGENCY
TIME PHASE PLAN (TPP)
FOR MINORITY BUSINESS ENTERPRISE CENTER**

State of South Carolina (Headquarters to be located in Columbia, SC)

Organization's Name: DESA, Inc.

Award No.
Budget Period No. 1
Number of Months: 12
Start and End Dates: January 1, 2007 – December 31, 2007

Indicators	Points	First Performance Period (Months =3)		Second Performance Period (Months =3)		Third Performance Period (Months =3)		Forth Performance Period (Months =3)	
		Y-T-D Goal	Actual	Y-T-D Goal	Actual	Y-T-D Goal	Actual	Y-T-D Goal	Actual
1. Dollar Value of contracts & procurements	27	3,033,500		6,067,000		9,100,500		12,134,000	
2. Dollar Value of awarded financial transactions	27	2,022,375		4,044,750		6,067,125		8,089,500	
3. Increase in sales	6	266,125		532,250		798,375		1,064,500	
4. Number of jobs created	10	12		24		36		47	
5. Number of new clients	5	22		44		68		91	
Administrative Management & Operational Quality	25								
a. Maintenance of SGI Client Portfolio	3								
b. Customer Relationships Management	3								
c. Management Assessment	3								
d. Partnerships	5								
e. Consulting hours	3								
f. Maintenance of Non-Federal Cost Share	3								
g. Market promotion	1								
h. Resource entries	2	43		86		129		172	
i. Facilitated Matches	2	2		3		4		5	
Total Points	100								

MINORITY BUSINESS DEVELOPMENT AGENCY

Attachment F - 1

Use or disclosure of proposal data is subject to the restriction on the title page of this proposal.

Operation of the South Carolina MBEC
Competition ID: 072620061180



**TIME PHASE PLAN (TPP)
FOR MINORITY BUSINESS ENTERPRISE CENTER**

State of South Carolina (Headquarters to be located in Columbia, SC)

Organization's Name: DESA, Inc.

Award No.
Budget Period No. 2
Number of Months: 12
Start and End Dates: January 1, 2008 – December 31, 2008

Indicators	Points	First Performance	Second Performance	Third Performance	Fourth Performance
		Period (Months =3) Y-T-D Goal	Period (Months =3) Y-T-D Goal	Period (Months =3) Y-T-D Goal	Period (Months =3) Y-T-D Goal
1. Dollar Value of contracts & procurements	27	3,033,500	6,067,000	9,100,500	12,134,000
2. Dollar Value of awarded financial transactions	27	2,022,375	4,044,750	6,067,125	8,089,500
3. Increase in sales	6	266,125	532,250	798,375	1,064,500
4. Number of jobs created	10	12	24	36	47
5. Number of new clients	5	22	44	68	91
Administrative Management & Operational Quality	25				
a. Maintenance of SGI Client Portfolio	3				
b. Customer Relationships Management	3				
c. Management Assessment	3				
d. Partnerships	5				
e. Consulting hours	3				
f. Maintenance of Non-Federal Cost Share	3				
g. Market Promotion	1				
h. Resource entries	2	43	86	129	172
i. Facilitated Matches	2	2	3	4	5
Total Points	100				

MINORITY BUSINESS DEVELOPMENT AGENCY

Attachment F - 2

Use or disclosure of proposal data is subject to the restriction on the title page of this proposal.

Operation of the South Carolina MBEC
Competition ID: 072620061180



**TIME PHASE PLAN (TPP)
FOR MINORITY BUSINESS ENTERPRISE CENTER**

State of South Carolina (Headquarters to be located in Columbia, SC)

Award No.

Budget Period No. 3

Number of Months: 12

Start and End Dates: January 1, 2009 – December 31, 2009

Organization's Name: DESA, Inc.

Indicators	Points	First Performance		Second Performance		Third Performance		Fourth Performance	
		Period (Months =3)	Y-T-D Goal	Period (Months =3)	Y-T-D Goal	Period (Months =3)	Y-T-D Goal	Period (Months =3)	Y-T-D Goal
1. Dollar Value of contracts & procurements	27	3,033,500	6,067,000	9,100,500	12,134,000				
2. Dollar Value of awarded financial transactions	27	2,022,375	4,044,750	6,067,125	8,089,500				
3. Increase in sales	6	266,125	532,250	798,375	1,064,500				
4. Number of Jobs created	10	12	24	36	47				
5. Number of new clients	5	22	44	68	91				
Administrative Management & Operational Quality	25								
a. Maintenance of SGI Client Portfolio	3								
b. Customer Relationships Management	3								
c. Management Assessment	3								
d. Partnerships	5								
e. Consulting hours	3								
f. Maintenance of Non-Federal Cost Share	3								
g. Market promotion	1								
h. Resource entries	2	43	86	129	172				
i. Facilitated Matches	2	2	3	4	5				
Total Points	100								



ATTACHMENT G

Staff Time Allocation Chart

(STAC)



STAFF TIME ALLOCATION CHART
DESA, Inc.
South Carolina Minority Business Enterprise Center
1 January 2007 – 31 December 2007

PROPOSED MBEC STAFF	Status	Project Allocation		Client Consulting		Administrative		Other	
		Hours	Hrs	Hours	Hrs	Hours	Hrs	Hours	Hrs
Project Director	Full-time	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Business Consultant	Part-time	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Business Consultant	Part-time	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Administrative Coordinator	Full-time	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Intern	Part-time	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]	[REDACTED]
Grand Totals		6,328	2,740	2,597	991				

(b)(4)

Note: For one full-time position, [REDACTED]

(b)(4)