

Resources for Small Businesses

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Why Small Business???

- 99.7% of all employer firms
- Employ 50%+ private sector employees
- Represent 44% of private payroll
- Create > 40% non farm GDP
- Account for 68% net new jobs

■ Source: SBA 2009

So What is a Small Business?

- SBA Definitions are by NAICS, but in general terms:
 - Manufacturers 500 or less employees
 - Wholesale/Distribution 100 or less employees
 - Retail/Service \$6.5 mm or less in sales
 - General/Heavy Construction \$31mm sales
 - Special Trades Construction \$13mm Sales
 - Ag Industry 0.75mm Sales

More Common Definitions

- Small Businesses are 100 or less employees
- Micro Businesses are 1 – 5 Employees

So, What resources are
Available for Small Businesses?

The Alphabet Soup of Resources

- SBA
- SBDC
- SCORE
- PTAC
- ITC
- MEC
- And many, many more

Small Business Development Centers

- Provide training, counseling, advising and linkages to new and existing businesses
- Over 1,100 Centers Nation-wide
- Most affiliated with Colleges and Universities
- Funded through Federal (SBA), State and Local Sources

Areas of Expertise

- General Management
- Finance
- Marketing
- Acquisitions
- Planning
- Other....

Small Business Administration (SBA)

- Not a Direct Resource BUT
- Provides Capital Enhancement Programs
 - 7-a
 - 504
 - SBIR
- Business Support
 - Website
 - Advocacy
 - Publications
 - Other

International Trade Centers (ITC)

- Subset/Specialty Programs of with SBDC's
- Funded through SBA
- Focus in on Exporting/International Markets for Established Business

Procurement, Technical Assistance Centers (PTAC)

- Frequently co-located with SBDC's
- Specialty Centers focusing on Government Contracting Opportunities
- Funded through Dept. of Defense.

SCORE

- Volunteer counselors Operating in Conjunction with SBA
- General Business Assistance
- Start-up Assistance
- Help to “Screen” nascent businesses

And of Course.... There are
Many, Many more Resources
YOU can tap into to Help You
Help your Micro and Small
Businesses!

Now It's Your Turn....

- Questions, Comments, Thoughts and Tips???
- Realities of Financing
- How those Government Programs REALLY Work
- What Makes a Successful Business?
- How and Where can I Direct a Business to Access various Services?
- Examples of Success Stories?

Some Resources

- www.sba.gov (SBA Web Site)
- www.ASBDC-US.org (Assoc. of Small Business Development Centers)
- <http://edwardlowe.org> (Edward Lowe Foundation)
- www.entrepreneurship.org (Kauffman Foundation)
- www.ienconnect.com (IL Entrepreneurship Network)

Contact Information

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Small Business Tools for Growth

Government Contracting Essentials

It is the policy of the United States, as stated in the Small Business Act, that “ALL” small businesses have the maximum practicable opportunity to participate in providing goods/services to the government.

- Small business 23%
- Small Disadvantaged Business 5%
 - Federal certification through SBA
 - <http://sba.gov>
 - **IMPORTANT TO PRIME CONTRACTORS**
- Women owned Small Business 5%
- HUBZone certified business 3%
- Service Disabled Veteran Owned 3%

Procurement Technical Assistance Centers (PTAC)

- Grant funded
 - state and federal governments
- centers throughout the country
 - 12 centers in Illinois
 - 90 nationally
- Assist businesses in selling to the state, local or federal governments and subcontracting
 - Supply the “how to do business....” information – varies based on local vs. state vs. federal
 - Educate you on the various supplier diversity aspects – corporate as a prime contractor to government

PTAC

- Customized Computerized Bid Matching
 - Keywords to describe your product/service
 - System searches 400 sites per day
 - Automatic email
- Supply vendor registration information
 - Local – city, county
 - State – varies by state
 - Federal – CCR and ORCA

PTAC

- Assist in proposal creation
 - Explain a government solicitation
 - Assist in assessment
 - Capability to handle the entire contract
 - Teaming relationships
 - Joint Ventures
 - Bullet point the focus
 - Assistance with GSA Schedules contract award
 - Work one-on-one
- Certification assistance – identification and assessment
 - Assessment of business vs. opportunities

PTAC

- Market research – target market
 - Identify which agency and point of contact
 - Identify the prime contractor and point of contact
 - Relationships are key to expanding your business (helps with teaming and joint venture)
 - Commercial
 - Government
 - Associations: Industry specific
- FREE (majority of states)

Our mission: economic development
Contracts = jobs created & retained

Opportunities (PTAC Bid Match)

- FedBizOpps
 - Central location the government is required to place opportunities on – <http://www.fedbizopps.gov>
- GSA Schedules
 - Multiple Award Schedules
 - Standing orders
 - Approx. 35 different schedules
 - <http://www.gsa.gov>
- Agency specific
 - Search criteria “small business” or “procurement”
 - Identify Small Business Specialist
 - Office of Small and Disadvantage Business Utilization
 - <http://www.osdbu.gov/>

Registrations

Two steps that are mandated
for federal

1) DUNS – unique 9 character number provided by Dun & Bradstreet. This is a FREE number. Call 1-866-705-5711

2) Central Contractor Registration (CCR) – all businesses must be registered in this central databank. Information used for electronic acquisition documents – payment through EFT procedures.

Registration at <http://www.bpn.gov>

PTAC Locations - Illinois

College of DuPage
Rita Haake, Director
2525 Cabot Drive
Lisle IL
630.942.2616

College of Lake County
Marc Violante, Director
19351 West Washington Street
Grayslake IL 60030
847.543.2580

North Business & Industrial Council
James Peters, Director
5353 West Armstrong Avenue
Chicago IL 60646
773.594.9562

Illinois Central College
Linda Kendrick, Director
124 S.W. Adams Street Suite 300
Peoria, IL 61602-1388
309.495.5970

Women's Business Development Center (WBDC)
8 South Michigan, Suite 400
Chicago IL 60603
312.853.3477

John A. Logan College
Lyndsay Hughes, Director
700 Logan College Road
Carterville, IL 62918
618. 985. 2828 Ext. 8571

Rock Valley College
John DiGiacomo, Director
605 Fulton, Room E108
Rockford, IL 61103
815.921.2086

Western Illinois
Quincy Business & Technology Center
Mary Turner, Director
301 Oak Street, Room 2-27
Quincy, IL 62301
217.223.5636

Black Hawk College
Vicky Miller, Director
4703 16th Street, Suite G
Moline, IL 61265-7066
309.764.2194

Illinois Hispanic Chamber
33 North LaSalle Street
Suite 1720
Chicago, IL 60602
312.372.3010

NATIONAL LOCATIONS

<http://www.aptac-us.org>

Web Sites

- **Federal**
 - **DUNS**
 - 1-866-705-5711
 - <http://www.dnb.com>
 - **Central Contractor Registration/CCR**
 - Dynamic Small Business Search
 - Online Representations and Certifications App.
 - <http://www.bpn.gov>
 - **NAICS**
 - www.census.gov/epcd/www/naics.html
 - **SBA**
 - Size Standards
 - Certifications: 8a, SDB, HUBZone
 - <http://www.sba.gov>
 - **Subcontracting Directory**
 - Prime Contractors with government
 - <http://www.sba.gov>
 - Contacts & Representatives
 - **General Services Administration (GSA)**
 - Federal Supply Schedules
 - www.gsaelibrary.gsa.gov

Web Sites

- **State**
 - **Central Management Services (CMS)**
 - **Bidders Application Form**
 - **IDHR (15+ employees)**
 - **<http://state.il.us/cms>**
 - **Procurement Bulletin – <http://www.purchase.state.il.us>**