



# News Release

**ORANGE COUNTY/INLAND  
EMPIRE DISTRICT OFFICE**

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**Release Date:** September 22, 2020

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**Release Number:** OCIE-20-12

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## **Janet Lee, President of Exbon Development, Inc. Selected as 2020 Region IX 8(a) Graduate of the Year**

*Focuses on selecting contracts that directly impact disadvantaged communities*

**SANTA ANA, Calif.** – The U.S. Small Business Administration, Orange County / Inland Empire District Office is pleased to announce Janet Lee, President of Exbon Development, Inc., as the 2020 Region IX 8(a) Graduate of the Year. In addition to competing against nominees from across the Orange County / Inland Empire District, which covers the Southern California counties of Orange, Riverside, and San Bernardino, the company also secured the Region IX 8(a) Graduate of the Year honors, representing the states of California, Arizona, Nevada, Hawaii and the territory of Guam in the National Small Business Week competition. Exbon Development is located in Garden Grove, Calif.

Exbon Development, Inc. has been providing construction and construction management solutions to the Western United States for over 15 years. Exbon is a general contracting company who specializes in roofing. The company has grown as a small business to become a top competitor in the local industry with 145 employees and has completed hundreds of projects in both the public and private sectors under various contract types.

With a focus on government contracts, Exbon has been able to provide multiple United States military bases with its roofing services, along with other general construction. As a small business, Exbon has been able to take advantage of many opportunities that were often overlooked by bigger names in the industry.

As a leader, one of Lee's core values has always been to emphasize people first. In fact, Lee credits much of Exbon's success to the passion and technical expertise of the company's dedicated and hardworking employees. Lee also values customers, and Exbon has implemented customer engagement strategies, including forming a steering committee made up of individuals selected to represent the diverse needs of customer stakeholders. The purpose of the steering committee is to facilitate an efficient design process during the pre-construction and construction processes. Exbon provides a total construction management solution with ground level "eyes and ears" to complete functional and financially viable projects.

Lee has been engaged in every facet of construction management and credits the graduation from the SBA's 8(a) Program for allowing Exbon to have the capability of reaching out to even more clients, with the goal of solving their tougher challenges. One obstacle that the company faced after graduating from the 8(a) Program was no longer

having access to the benefits of being an 8(a) contractor. Because benefits such as bidding benefits were no longer accessible, Exbon had to become familiar with projects that lacked the 8(a) certification requirement. The company had to thoroughly research the market and figure out a way to bid on public contracts. Exbon eventually overcame this obstacle and was able to successfully transition from military projects to higher education projects, such as those for the California State University system, school districts, counties, and state contracts.

Lee, through Exbon, is actively involved with the California Korean Construction Association (CKCA). CKCA is a nonprofit organization comprised of local construction companies, who collaborate to share industry news and issues that can further their development and growth. Exbon also hosts an annual seminar to assist other small businesses that lack the exposure and experience that Exbon now has. Finally, Exbon also gives back to the community by selecting contracts that directly impact disadvantaged communities; in particular, Exbon works with contracts that require utilizing Disabled Veteran Business Enterprise (DVBE) companies and local Small Business Enterprise (SBE) firms.

The SBA Orange County / Inland Empire District is honored to recognize Janet Lee as the 2020 8(a) Graduate of the Year.

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### **About the U.S. Small Business Administration (SBA)**

The U.S. Small Business Administration (SBA) was created in 1953 and is a Cabinet-level agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation. The SBA helps Americans start, build and grow businesses, and recover from disasters. Through an extensive network of field offices and partnerships with public and private organizations, the SBA delivers its services to people throughout the United States, Puerto Rico, the U.S. Virgin Islands and Guam. To learn more about SBA, visit [www.sba.gov](http://www.sba.gov).

### **About the Orange County / Inland Empire District Office**

The Orange County / Inland Empire District Office, under the leadership and vision of J. Adalberto Quijada, District Director, is responsible for the delivery of SBA programs and services in the Southern California counties of Orange, Riverside, and San Bernardino. Located in Santa Ana near John Wayne Airport, the office and its staff facilitate understanding and access to SBA loan programs; coordinate and conduct hundreds of training sessions and special events annually such as matchmaking forums and loan workshops; and manage a portfolio of nearly 100 businesses enrolled in the agency's 8(a) business development program.