

# NORTH FLORIDA 8(A) & BUSINESS DEVELOPMENT QUARTERLY

August 2010

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## FREE TRAINING OPPORTUNITY FOR 8(a) FIRMS!

### SBA North Florida 8 (a) Annual Conference

August 9<sup>th</sup>, 2010 12:00 pm to 4:00 pm

Small Business Development Center  
Daytona State College  
1200 West International Speedway Blvd.  
Daytona Beach, Florida 32117

To Register: [www.eventbrite.com/event/725687551](http://www.eventbrite.com/event/725687551)

Open to all existing 8(a) firms!



FY 2010  
SBA North  
Florida  
Calendar of  
Events:  
Please visit  
[www.sba.gov/fl/  
north](http://www.sba.gov/fl/north)

Helping small businesses  
**start, grow** and **succeed.**



Your Small Business Resource

## SBA Administrator Karen Mills Visits Jacksonville Veteran-owned Small Business



SBA Administrator Mills held a press conference at Jacksonville-based A. Harold & Associates on July 27, 2010 with Andy Harold, CEO, and Linda Barloon of Regions Bank. Administrator Mills emphasized that small business development and jobs growth would not be possible except for the win-win partnership the SBA has with local and national banks. "If we're going to have recovery, we're going to have to do it with our small business owners," she said. "We need to give them the tools to do the job."

A. Harold and Associates has received two Recovery Act loans totaling \$1.1 million since the credit crunch hit in 2008. These loans have enabled the company to hire 12 additional people — boosting the workforce to 52. Regions Bank approved the loans through the SBA's 7(a) and Patriot Express Loan Programs. For more information about SBA loan programs visit [www.sba.gov](http://www.sba.gov).

## Message From SBA Assistant District Director, Ken Hamilton



Dear North Florida 8(a) Participants:

I am contacting you to personally encourage you to attend the two upcoming informational and training events that we have planned specifically for you. By now you should have received a notice from your Business Development Specialist regarding the upcoming **North Florida District 8(a) Annual Meeting and the 7(j) Training**. This year, in an attempt to make the event convenient and less costly for you, both the annual meeting and the three days 7(j) training will be held on consecutive days (**August 10 – 12**) at the **Small Business Development Center at Daytona State College**.

The 8(a) Business Development Program as the name implies, is a developmental program that exists to assist participants to develop their businesses and improve their ability to compete in the mainstream of the American economy. One of the methods that we provide to support you is through our training workshops. These sessions provide important updates, management and technical training yet they also provide you a chance to network with other 8(a) participants. During these sessions you can share best practices, possibly identify mentors or protégés, JV partners, etc., that can make your business a more viable company for contract opportunities.

This fiscal year our district has 93 firms who are within the first five years or developmental stage of the 8(a) program, which include 32 firms that were certified into the program for less than one year. If you fall into these categories, I strongly suggest that you to attend as the information shared at these sessions will assist you in getting off to a good start and allow you to develop a solid foundation for your firms to be successful in the 8(a) program. If your firm is in the transitional stage (5 – 9 years), you should also see this as an opportunity to get updated on new developments, refresh and increase your knowledge of federal regulations that can impact your ability to win federal contract opportunities.

Sincerely,

Ken Hamilton  
Assistant District Director  
U.S. Small Business Administration

## Updates For Small Businesses

**Two New Tax Benefits Aid Employers Who Hire and Retain Unemployed Workers**  
Employers who hire unemployed workers this year may qualify for a 6.2-percent payroll tax incentive, in effect exempting them from their share of Social Security taxes on wages paid to these workers after the date of enactment. This reduced tax withholding will have no effect on the employee's future Social Security benefits, and employers would still need to withhold the employee's 6.2-percent share of Social Security taxes, as well as income taxes. Visit: [www.irs.gov](http://www.irs.gov) for more information.

**GBCI, VA Help Veterans and Families Pay for LEED Exams**  
*From the U.S. Department of Veterans Affairs (VA)*  
In accordance with the G.I. Bill, has agreed to reimburse Veterans, eligible dependents and reservists for the cost of any of the LEED® Professional Exams TM administered by the Green Building Certification Institute (GBCI).  
Individuals planning to take the LEED Professional Exam must apply directly to the VA for reimbursement. Under this agreement, the VA will cover up to \$2000 per exam. Anyone who took a LEED Professional Exam after December 3, 2008 is eligible for reimbursement. Those interested in applying and learning more about the program and related certification benefits should visit <http://tinyurl.com/gibillVA>.

**WELCOME TO THE SBA's 8(a) PROGRAM!!**  
 The following firms were accepted to the SBA North Florida 8(a) Program For  
 FY 2010 (since October 1st, 2009):

Taino Consultants, Inc.  
 St. Augustine

Florida Environmental & Land Service, Inc.  
 Tallahassee

Huey's Works  
 Pensacola

Roderick Jimenez Interior Designer LLC  
 dba RJ Studios  
 Orlando

Lasa Construction, Inc.  
 Jacksonville

Santoni International Builders, LLC  
 Orlando

Gulf Pacific Contracting, LLC  
 Bonifay

Power Solutions Electric, Inc.  
 Jacksonville

NR Electronics, LLC  
 Longwood

Sweat, LLC  
 Pensacola

Clean Master Services, Inc.  
 Jacksonville

Aztec Services, Inc.  
 Pensacola

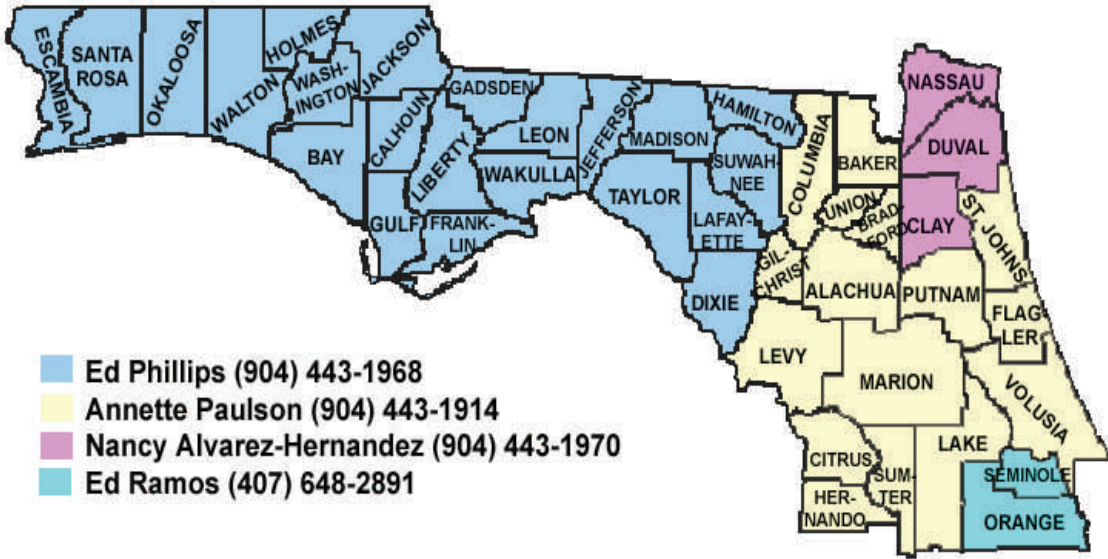
Blade Buster, LLC  
 Jacksonville

The Lyndis Group, Inc.  
 Winter Park

Base Consultants, PA  
 Orlando

Baker Klein Engineering, P.L., LLC  
 Jacksonville

Dorene Taylor Studios, LLC  
 Daytona Beach



*The North Florida District Business Opportunity Specialists are here to Assist You in your Government Contracting Needs.*

## Is Your Business Safe????

**FREE Information Security Planning!!**

*Sponsored By SBA, NIST, FBI & InfraGard!*

**Tallahassee,  
August 24, 2010  
8:00am-2:00pm**

**To Register:**

<http://conferencing.fs.u.edu/InfraGard>

**Create a Drug FREE Workplace!**

**Preliminary Profiles Can Assist You in Creating a Drug Free Program at No Cost**

The SBA recently awarded a grant to Preliminary Profiles that will enable the agency to provide drug-free workplace services, including policy implementation and training to new and existing small businesses at no cost. The grant also allows companies to receive \$420 in free drug testing services.

[www.preliminaryprofiles.org](http://www.preliminaryprofiles.org)

## 8(a) SUCCESS News!!

### Minority-owned Business Celebrates 20th Anniversary!!

Construct Two Group (CTG), Orlando-based 8(a) participant who came into the program in 2005, has reached a significant milestone. The minority-owned business established partnerships with contractors, including Centex Construction, Clark Construction Group, The Haskell Company and Brown & Root. And through the years, CTG has grown to an individual bonding capacity of \$30 million and an aggregate capacity of \$60 million.

### Pensacola 8(a) Small Business Firm Receives Award!!

The Atlanta National Enterprise Center and the Minority Enterprise Development (MED) Public-Private Sector Committee awarded Hixardt Technologies, Inc. with the Minority Global Technology Firm of the Year Award. This award will be presented on August 12, 2010 during the Atlanta Region MED Week Award Banquet hosted by Georgia Power in Atlanta, GA.



Mike Hicks, Hixardt CEO

### Jacksonville 8(a) Success!

Congratulations to a successful 8(a) Small Business Owner, Bud Almas, B3 Solutions, whose firm earned the recognition of being among the fastest growing private companies in Jacksonville. In the Business Journal's Top 50, B3 was ranked #2. B3 grew revenues from \$833K in 2007 to \$1.8 million in 2008, then to \$5.34 million in 2009. Congratulations Bud Almas, B3 Solutions!

### Winter Park Firm, Natural Systems Analysts, Inc. Awarded \$2 million Contract to Map Sea Grass in South Florida by Army Corps of Engineers

According to the Corps, the project requires a firm considered to be an expert in the field with extensive experience in submerged aquatic vegetation and ecological change detection, particularly in estuarine environments. NSA, Inc.'s track record for delivering environmental solutions and its ability to support the Corps' program objective to increase ecosystem understanding led to its selection for this project. "This is just one more concrete example of the Army Corps' commitment to the Everglades".

### 2 SBA 8(A) Firms Named as Fastest Growing Private Companies

The Jacksonville Business Journal named CES, LLC and OTAK Group, Inc. as two of the 2010 Fastest Growing Private Companies at the "Business Journal 50" event held July 15, 2010 at the Jacksonville Municipal Stadium. Congratulations on this prestigious recognition!!

### GET PREPARED! BE PREPARED!

Hurricane season is around the corner! Business owners- be sure to review your contingency plan and if you need assistance, please be sure to check out the SBA's Webinar on Disaster Preparedness at [www.sba.gov/fl/north](http://www.sba.gov/fl/north)! Also, the SBA has partnered with Agility Recovery Solutions to provide tools and services to small businesses to be prepared. Please visit [www.preparemybusiness.org](http://www.preparemybusiness.org) !!

**How Does the Health Care Reform Bill Affect Your Business?**  
Visit:

**HealthCare.gov**

# Other SUCCESS News!!

U. S. Small Business Administration

North Florida District Office  
7825 Baymeadows Way  
Suite 100-B  
Jacksonville, FL 32256  
[www.sba.gov/fl/north](http://www.sba.gov/fl/north)

Phone: 904-443-1900  
Fax: 904-443-1980  
E-mail: [lola.kress@sba.gov](mailto:lola.kress@sba.gov)

## Mentor-Protégé Connection

In an effort to assist 8(a) program participants find a suitable mentor or protégé, the SBA North Florida District Office has developed this listing to identify firms interested in participating in SBA's Mentor Protégé Program.

The list is divided into two listings; one list identifies firms whose interest is to participate as "protégé," and the second list firms interested in participating as "mentor." For more information visit [www.sba.gov](http://www.sba.gov)

To View the List of Interested Mentors/Protégés, Please Click [HERE](#)

## CHECK IT OUT!!

The SBA North Florida has posted a Listing of all participating 8(a) Firms in North Florida at [www.sba.gov/fl/north](http://www.sba.gov/fl/north)



## Lockheed Martin Recognizes Small Business subcontractors!

Every year, two separate Lockheed Martin business units join efforts to host an awards banquet for our outstanding small business suppliers plus honor employees who have helped small business working on LM programs. Phyllis Grant, Manager of Supplier Diversity for LM Simulation, Training & Support and Lee Williams, Mgr of SD for LM Missiles and Fire Control together plan, manage and assure event success for the yearly awards. Shown in the photograph( left to right ) is Michael O. Gordon, Vice President, Operations & Supply Chain Management Lockheed Martin Electronic Systems, Cathy Usztan-Bedford, Director Supplier Diversity Lockheed Martin Missiles and Fire Control, Dallas, TX, Ken Hamilton, SBA North Florida Assistant District Director, Business Development, Jacksonville, FL, and Phyllis Grant, Manager Supplier Diversity Lockheed Martin Simulation, Training & Support, Orlando, FL. The past awards ceremony was held in April, 2010.

## Congratulations to NAVFAC's Bennie Boren!

Bennie won Procurement Official for the Year Award in support of the Small Business Administration's Frances Perkins Vanguard Award, awarded in Washington D.C. May 25. "Contracting with small businesses is a win-win for both the government and small businesses: the government gets access to the most innovative companies and small businesses get the oxygen they need to grow and take their businesses to the next level," said SBA



*Pictured above: Kevin Boshears, DHS, Bennie Boren, Jim Cuff, SAIC, Industry Buying Activity, Karen Mills, SBA Administrator, Cal Jenkins, SBA Deputy Assoc. Admin. For Government Contracting*



## The Jacksonville Beaver Street Enterprise Center (BSEC) Breaks Ground on Phase 2 Building!

*Pictured: Reverend Robert E. Lee III Chairman, BSEC, Jacksonville Mayor Peyton, Jackie Perry, Director BSEC*

BSEC is a full-service business incubator that provides professional office space, receptionist services and technical assistance with preparing marketing strategies, implementing business plans and assisting with professional networking. BSEC broke ground on Phase 2 of the center on March 2010. The new building, called Beaver Street Entrepreneurial Center will utilize green construction processes, with a goal to become LEED environmentally certified and will create and retain 125 new full-time jobs.

## FISCJ Small Business Programs Office Names Ms. Nina Miller as the FISCJ Small Business Programs Office Acquisition Advocate for Small Business Concerns-

As a purchasing Agent for the SUBASE TRF Kings Bay Office, Ms. Miller provides quality services and definitely goes beyond routine acquisition procedures to accomplish the Government's mission. Proficient, knowledgeable and considerate are just a few attributes that have been used to describe Ms. Miller's work ethic.

# WOMEN-OWNED BUSINESS SUCCESS!!!!

## Jacksonville Women's Business Center News!



Jacksonville Women's Business Center graduated 17 women business owners from Marketing

Matters<sup>SM</sup> mentoring program. The 17 graduates discovered what marketing is and what it isn't, the basic elements of a marketing plan, strategies and tactics to implement stated objectives and how to measure effectiveness. The welcome was given by Keith Perry from CenterBank a GOLD sponsor of the event. For more info visit [www.opportunityjacksonville.com](http://www.opportunityjacksonville.com)