

**Team Redstone - Center of Excellence  
AMCOM Advance Planning Briefing to Industry**

March 5-7, 2024

**APEX**  
ACCELERATORS

*Serving as the bridge between business and government contractors*

Marc Jacobson, Senior Advisor  
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SBDCs are hosted by leading universities, colleges, state economic development agencies, chambers of commerce and private partners, and funded in part through a partnership with the U.S. Small Business Administration

## Alabama SBDC Network





# America's SBDCs Latest Annual Results

*America's SBDCs are the leaders in job creation and attributed measurable economic impacts.*

## \$7.7 billion in financing

\$100,000 every 6.8 minutes

EVERY FEDERAL DOLLAR

**\$1.66**

Federal Revenue

**\$3.64**

State Revenue

**\$57.51**

in new capital for SBDC clients

RETURN ON INVESTMENT

*Cost vs. Revenue generated by SBDCs*

Federal Appropriation (net 2021)

**\$134.5 Million**

**\$224.4 million**

Federal Revenues Generated

**\$489.7 million**

State Revenues Generated

JOBS

## 85,094 new jobs created

A new job every 6.2 minutes

SBDCs SAVED JOBS

While the average American business saw its employment levels decrease by **14%** in 2021, SBDC clients suffered significantly fewer job losses of **3.1%**

CREATE NEW BUSINESSES

**14,487**

new businesses started by pre-venture in-depth clients between 2020-2021

**63%**

started new businesses

**A new business every 36 minutes**

CLIENT SATISFACTION

**91%**

of SBDC clients find SBDC services beneficial

**95%**

of established business clients would recommend SBDC services

**SBDC clients gave their SBDC advisors 4.45 out of 5 stars**

*Through pioneering training programs and innovative advising strategies, SBDCs are working to reshape how business is done and helping America's entrepreneurs start, thrive, and grow their business dreams.*

"Economic Impact of Small Business Development Center Counseling Activities in the United States: 2020-2021," by Professor James. J. Chrisman of Mississippi State University. (This report assesses the economic impact of long-term SBDC counseling activities. Long-term clients are

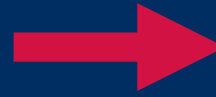


# Mission and Vision

<https://www.apexaccelerators.us/#/>

**Mission:** Serve as the axis for existing and new business to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains.

**Vision:** A diverse and resilient defense industrial base that can deliver preeminent solutions to the military and other government users.



# APEX Accelerator Working with DoD OSBP

<https://www.apexaccelerators.us/#/>

APEX Accelerators help businesses

- Become GIB and DIB Contract-Ready.
- Register with the databases necessary to participate in the government marketplace (e.g., SAM).
- Work on socio-economic certifications.
- Identify agencies and offices that may need their products or services, and how to connect with buying agencies and offices.
- Determine if ready for government opportunities; how to position for success.
- Navigate solicitations and potential funding opportunities.
- Receive notifications of contract opportunities on a regular basis.
- Network with buying officers, prime contractors, and other businesses.
- Assist to resolve performance issues and prepare for audit after receiving an award, if the service is needed.



# Alabama APEX Accelerator

Identify, Compete For, and Win Government Contracts  
<https://apexal.org/>

**Bridging the gap between small business, suppliers, prime contractor & agency buyers.**



The Alabama APEX Accelerator, formerly known as the Alabama Procurement Technical Assistance Center (PTAC), is a statewide program, serving Alabama for nearly 40 years to grow the state's economy by connecting corporate buyers and government agencies with a reliable, diverse, agile, and efficient small business suppliers.



# Technical Services

**APEX Accelerators** provide professional assistance to small businesses interested in doing business with the *Government: Federal, State, and Local.*

- Determining suitability for government contracting
- Registrations & certifications
- Procurement research
- Networking
- Bid Match
- Pricing strategy
- Category management
- Federal Market Research/Strategy
- Identifying bid opportunities
- Developing Capability Statements
- Marketing to the Government
- Understanding federal regulations
- Matchmaking
- Business development strategy
- GSA Schedules
- Audits/protests



# Bid Match

<https://apexal.org/bidmatch/>

Find bids that you would not otherwise know about!

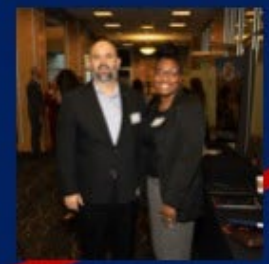
Delivering relevant bid opportunities right to your desktop, our Bid Matching service is an essential tool for any company seeking to win government or local contracts.

Each day, we'll search our extensive database of federal, state, local, and foreign bid opportunities on your behalf, looking for those that are relevant to your business.

We'll notify you via e-mail when something comes up and store your bid leads on a private website for easy, ongoing access.



# Annual B2B Govcon Matchmaker



# Our Professional Services

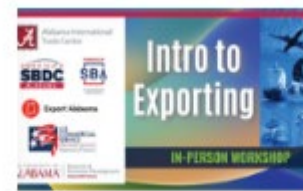
Business Consulting  
Accounting  
**Government Contracting**  
Budget Planning  
Buy/Sell a Business  
**Understanding the FAR**  
Cash Flow Management  
Customer Relations  
eCommerce  
Franchising  
**International Trade**  
Legal Issues  
Managing a Business  
**Matchmaking/Bid Match**

Human Resources  
**GSA Schedules/Contract Vehicles**  
Organizational Development  
Start-Up Assistance  
Tax Planning  
**Federal/Govcon Market Research**  
Search Engine Optimization (SEO) Analysis  
Export Strategy  
Transition Planning  
**Business Plan Development** Financial  
Management  
Marketing Strategy  
**Govcon Suitability**

**Set-side Certifications**  
In-Person Training/Workshops  
Live Online Training  
**SBIR/STTR Proposal Review**  
On-Demand Online Training  
Technology Road Mapping  
Investor Readiness  
**Cybersecurity/CMMC**  
Commercialization Strategy  
Business Accelerator Fund  
Emerging Technology Fund  
Loan Package Development  
**Proposal/Audit Guidance**  
Technology/Computers

# Professional/Business Development

[www.uah.edu/sbdc/events](http://www.uah.edu/sbdc/events)



Introduction to Exporting

MAR 15 @ 9:00AM

OFF-CAMPUS



DCAA Accounting Systems Requirements

MAR 16 @ 10:00AM

ONLINE



Lunch with a Lawyer: What Business Structure is Best for Your Business?

MAR 22 @ 11:00AM

ONLINE



35th Marshall Small Business Alliance Meeting

MAR 23 @ 7:30AM

OFF-CAMPUS



Starting a Business in Alabama

APR 05 @ 11:00AM

ONLINE



The Urgent Need for CMMC Compliance

APR 19 @ 10:00AM

ONLINE



How to Improve the Revenue & Profit in your Business

MAY 24 @ 11:00AM

ONLINE



# Contact Information

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