



FLORIDA 8 (a) ALLIANCE



PRESENTERS:

**ANDREW HAROLD,
FOUNDER, BOARD CHAIR
STEPHANIE MARQUARDT,
EXECUTIVE DIRECTOR
FLORIDA 8(A) ALLIANCE**

The logo features the text "8(a)" in a bold, orange, sans-serif font. The "8" is significantly larger than the "(a)". To the right of the text is a white silhouette of the state of Florida, which is partially overlaid by the text.

8(a)

FLORIDA 8(a) ALLIANCE



THE FLORIDA 8(A) ALLIANCE, A 501 (C) 3 PUBLIC CHARITY WITH A MISSION TO STRENGTHEN, TRAINS\, EDUCATES\, AND PROMOTE 8(A) AND OTHER SMALL BUSINESSES IN FLORIDA BY:

- STRENGTHENING THE RELATIONSHIP BETWEEN FEDERAL CUSTOMERS, PRIME CONTRACTORS AND THE 8(A) BUSINESS PROGRAM**
- PROMOTING A STRONG NETWORK OF ENTREPRENEURS AND SMALL BUSINESSES THROUGHOUT THE STATE**
- EDUCATING AND TRAINING BUSINESS OWNERS TO GROW, PROSPER AND MENTOR EACH OTHER**

2012 Accomplishments

strengthening the relationship between federal customers, prime contractors and the 8(a) business program



Held 1st Annual Conference on June 5,6th in Jacksonville, FL

- 240 confirmed attendees
- Representing 12 Agencies
- 60+ small businesses
- SBA Regional Administrator & NE FL SBA Representatives
- 10 Sponsors
- 16 workshop topics
- Over 500 small businesses reached in 2012

Strategic Partners

- Signed Strategic Alliance Memorandum with the SBA North Florida District Office
- SBDC, Beaver Street Enterprise Center, Ennis Pllum & Associates CPAs, Fifth Third Bank, LSQ Funding, Synovus Bank, Brown Insurance Services, Deltek, Brown & Brown Insurance, Keystone Benefit Group, Berman, Hopkins, Wright & LaHam CPAs, Tampa Bay Innovation Center, Florida League of Defense Contractors, Florida Federal Contractors Association, Harris Corporation, Lockheed Martin and Raytheon

Florida 8(a) Alliance - Membership Portal

promoting a strong network of entrepreneurs and small businesses throughout the state



The screenshot shows a web browser window with the following elements:

- Browser Title Bar:** Florida 8(a) Alliance - Home - Mozilla Firefox
- Address Bar:** http://sharepoint.florida8a.org/SitePages/Home.aspx
- Navigation Bar:** Site Actions, Browse, Page, Andy Harold
- Page Header:** Florida 8(a) Alliance > Home, Member Area
- Navigation Menu:** Home, SBA, DHS, DoD Links, USACE, USDA, DoE, HHS, Other Resources
- Search Bar:** Search this site...
- Left Sidebar (Libraries):**
 - 2012 Conference Toolkit
 - 2012 Conference Photos
 - Calendar of Events
 - Alliance Members
 - Sponsors
 - Team Discussion
- Main Content Area:**
 - ## Welcome Florida 8(a) Alliance Members
 - "To strengthen, train, educate and promote 8(a) and small business firms across Florida"
 - 
 - Welcome to the Florida 8(a) Alliance Membership Portal. This site allows for training, education and collaboration between our members. If you have suggestions, concerns, ideas or information to support other 8(a) firms or small businesses, please do not hesitate to share and /or comment. Email us at: info@florida8a.org
- Taskbar:** Windows Start button, Florida 8(a) Alliance - ..., Document1 - Microsof..., 8:31 AM

Alliance Training

Educating and training business owners to grow,
prosper and mentor each other



Webinars

- Started monthly webinar series in July - to date over 150 attendees
- Covering topics such as: Marketing, Legal, Health Insurance, Strategic Planning

Workshops

- South Florida Luncheon & Workshop – Sept. 17th
 - Chris Harrington -*Director, Small Business Programs-USSOCOM*
 - *SBA South Florida Representative*
 - *Inga Young- Government Contracting Consultant*
- Orlando Luncheon & Workshop- Oct. 24th
 - *Ed Ramos, SBA North Florida Representative- 8(a) Update*
 - Steve ‘Snak’ Nakagawa, Commanding Officer, Naval Air Warfare Center Training Systems Division
 - *Conference Preparation for Small Businesses*

2013 Education & Training Plans

Educating and training business owners to grow,
prosper and mentor each other



- All companies go through an initial assessment to identify needs
- 2013: Develop Foundation Courses
 - Utilize Resource Partners
 - Focused Group Training- Webinars 2013
 - Mentoring
 - FSBDVI – State of Florida Grant
- 2013 Workshops
 - Tampa
 - Elgin, AFB (panhandle)
 - Jacksonville
 - Miami

Florida Small Business Defense and Veteran Initiative (FSBDVI)- OBJECTIVES



- The FSBDVI will work with Military Installations around the state to ensure they have access to quality small businesses, veteran-owned businesses and large business prime contractors.
- The FSBDVI will facilitate federal contract opportunities through increased matchmaking events and outreach industry conferences.
- The FSBDVI will educate small businesses in key marketing, business and federal contracting strategies to assist them in competing for SBIR opportunities and large federal contracts in the Defense Industry.
- The FSBDVI will be a gateway for industry looking for high quality small business suppliers.

Florida Small Business Defense and Veteran Initiative (FSBDVI)-TASKS



- 15 month performance period

Deliverables:

- Conduct a Survey of prime defense contractors, small business Liaison Officers, and Government Agency Small Business Representatives
- Enhanced Share Point database
- Business Opportunity email updates
- 4 webinars with training consultants
- 4 workshops with training consultants around the state of Florida: Miami, Jacksonville, Pensacola and Tampa



- SBIR & Defense Training track to be conducted at the 2013 Florida 8(a) Alliance Annual Conference
- Throughout grant period FSBDVI will continue to provide counseling to businesses and will identify mentors to companies needing further guidance
- ***Throughout grant period FSBDVI will meet with prime defense contractors, small business Liaison Officers, and Government Agency Small Business Representatives

Florida Small Business Defense and Veteran Initiative (FSBDVI) -SUCCESS



FSBDVI will become the “**Gateway**” for Florida’s state and federal government agencies; large business prime contractors, agency small business representatives, contracting officers and other key personnel to meet the needs of Florida’s Defense Initiatives.

- FSBDVI Businesses are awarded more defense industry contracts, increase in application to SBIR programs, build new partnerships with military installations and between businesses.
- FSBDVI will track and delivery metrics that show impact to businesses who are awarded defense industry contracts, impact to businesses who make application to SBIR programs, and map the relationship between new partnerships with military installations

2013 Conference Information

“Partnering for Success”



- 250 attended
- 100+ Small Businesses
- Large Prime Participation
- Business Workshops
- Veteran’s /SBIR Initiative Launched
- Business Opportunities

Mark Your Calendars!



- **August 21st**
 - Florida 8(a) Alliance will be presenting and a vendor at BSBAC Brevard County Conference
 - Business Resource Summit
 - RSVP: <http://www.spacecoastedc.org/EDC/EDCEvents/UpcomingEvents.aspx>
- **August 27th**
 - Florida 8(a) Alliance Panama City Workshop
 - Networking, SBIR, Government & Small Business Representatives
 - RSVP: <http://www.eventbrite.com/event/7072779875>
- **August 29th**
 - Florida 8a Alliance August Webinar
 - Role of SBA Procurement Center Representative and Govt. Contracting Certificate of Competency Program : Speaker: Arleen Starks, SBA, Area III PCR
 - RSVP: <https://attendeegotowebinar.com/register/6124349387908290304>
- **September 18th**
 - Florida 8(a) will be a vendor at the SBDC at Brevard Community College
 - 13th Annual Veterans Conference
 - RSVP: www.easternflorida.edu/go/sbdc
- **September 24th**
 - Florida 8(a) Course / September Workshop
 - Sheraton Sand Key Resort Workshop
 - RSVP: <http://www.eventbrite.com/event/7623497085>

Become a Florida 8(a) Alliance Member

Today's presentation and questions will be posted on the membership portal.

Visit our website for membership information:

www.florida8a.org

Email Us: info@florida8a.org

