



News Release

PRESS OFFICE

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SBA and USSMC to Conduct Free CEO Development Training For Small Businesses

WASHINGTON – Small businesses that participate in the U.S. Small Business Administration’s 8(a) Business Development program and certain other disadvantaged companies may be eligible to receive free training entitled: “Basic CEO/Executive Development” and “Cost and Pricing” as part of a nine-month series of workshops that begin in January 2007 in Portland, Ore.

The training, offered around the country under the SBA’s Management and Technical Assistance program, features 80 workshops in 40 different cities and will be conducted by Unlimited Services Systems Management and Consultants (USSMC), a small business based in Largo, Md.

In Wisconsin, the ‘Basic CEO/Executive Development’ workshop will be held March 21 and 22, 2007; and the ‘Cost and Pricing’ workshop will be on April 12, 2007. Workshops will take place at the Milwaukee Urban League, 435 West North Avenue, Milwaukee.

Register early as space is limited. <http://ussmc.com/sba3/workshops/>

“The SBA is committed to helping small business owners manage and grow their businesses, gain access to federal contracting opportunities, and remain competitive in the federal marketplace,” said SBA Administrator Steven C. Preston. “We are happy USSMC has joined us to offer this valuable training.”

The “Basic CEO/Executive Development” and “Cost and Pricing” workshops will highlight:

- Perfecting the business and strategic plan;
- Marketing and doing business with the federal government;
- Learning the procurement process and how to write winning proposals;
- Understanding the fundamentals of indirect cost and rates; and
- Setting up an acceptable accounting system for government, finance, audit, banking, invoicing and proposal purposes.

Firms that are eligible for the two-day “Basic CEO/Executive Development” training workshop include: 8(a)-certified firms in the developmental stage of the 8(a) program. Other eligible firms include firms that operate in areas of high unemployment or low incomes, or firms owned by low-income individuals, firms that have been in business for not more than four years, and HUBZone-certified firms. The one-day “Cost and Pricing” workshop targets firms in accounting, finance, pricing, cost proposal or contracts administration.

Those wishing to participate in these courses should visit www.ussmc.com to view the list of cities and dates scheduled for upcoming training sessions. After selecting a course from USSMC’s homepage, individuals should select “Online Registration” and then select “Schedule/Upcoming classes” on the left hand side of the screen. The maximum capacity for each session is 40 and classes are limited to one representative from each firm.

For more information on how to receive federal contracting assistance from the SBA, visit www.sba.gov/gcbd, and to learn more about the training workshops, visit www.ussmc.com.



SBA Guiding Principles

Creativity

Our people inspire creativity in the American economy by developing and supporting entrepreneurs through a vast network of resource partners.

Success

We facilitate the environment necessary for America's small businesses to succeed, measuring our performance by small business success.

Results

Our team focuses on delivering results for small business, being accountable, accessible and responsive.

Empower

We empower the spirit of entrepreneurship within every community to promote and realize the American dream.

Advocate

We advocate for all small businesses by taking leadership in building a productive partnership between the American people and its government.

Our Presenters:



Brenda Campbell
Basic CEO/Executive
Developmental Workshop



Robert Flowers
Basic CEO/Executive
Developmental Workshop



Paul Gunn
Cost & Pricing
Instructor



Cassandra Ford
Basic CEO/Executive
Developmental Workshop

Other trainers, not represented here, may conduct workshops.

BASIC CEO: TRANSITIONING THE DEVELOPING 7(j) ELIGIBLE & 8(a) BUSINESS Basic Executive Training 2-Day Workshop

WORKSHOP HIGHLIGHTS:

- Perfecting the business and strategic plan
- Marketing and doing business with the Federal Government
- Learning the procurement process & how to write winning proposals
- Improving financial management skills for the 7(j)/8(a) small business owner
- Improving management and leadership skills for the 7(j)/8(a) small business owner
- Using the Mentor Protégé Programs
- Incorporating technology transfer/SBIR opportunities
- Understanding new tax implications and getting a handle on your finances



- Deciding on bid vs. no bid
- Leveraging the Surplus Property program
- Understanding Surety Bonding
- Crafting an effective cost proposal
- Maximizing cash flow management
- Identifying key points of contact for contracting opportunities



Cost & Pricing Training 1-Day Workshop

WORKSHOP HIGHLIGHTS:

- Understanding the basic fundamentals of indirect cost rates
- Developing a DCAA acceptable accounting system
- Understanding FAR Part 31 on Allowable/Unallowable costs
- Minimizing your exposure to fines, penalties and interest
- Setting up an acceptable accounting system for government contracts in the areas of finance, auditing, banking and invoicing
- Understanding the concept of indirect costs
- Learning the process of identifying and assigning every cost in your company as direct or indirect
- Developing adequate and profitable indirect rates
- Obtaining key resource information to follow up and stay current after the workshop

Take back knowledge, tools, skills, and resources you can use to enhance your business practices. So bring your questions.

These are workshops, so come prepared to work! Please bring your handheld calculators to both workshops!