

Your Success. *Powered by* **SCORE**®

Counselors to America's Small Business

Our Goal:

*Create one million successful small businesses...
one business at a time.*



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What is SCORE?

Counselors to America's Small Businesses



- SCORE is a national association dedicated to helping small business owners form and grow their businesses.
- Headquartered in Herndon, Virginia and Washington D.C., SCORE has [364 chapters](#) in the United States as well as in U.S territories.
- SCORE is a partner of the U.S. Small Business Administration (SBA)

What is SCORE?

Counselors to America's Small Businesses

Since its foundation in 1964, SCORE



- Assisted more than 523,000 people in the last year.
- Provided counseling to more than 8.5 million business owners.
- Conducted more than 322,000 counseling sessions.
- Received 3.2 million visitors through its Web site in the last year.
- Helped successful companies, such as Hoku Scientific, Wally Amos, and many more.
- Worked with 12,400 working and retired executive volunteers.
- Helps create nearly 20,000 new small businesses each year.

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What can SCORE do for you?

Free counseling via email, phone, or in person



- SCORE can give you a personal business coach to help you with every step of your business. Whether you are a longtime owner of a floral shop in your hometown or managing a new temporary employment agency—we can be a resource for you.

What can SCORE do for you?

Here are just a few ways we can help you



1. Receive online mentoring and business advice.

[ASKSCORE](#) is an online resource that connects you with a personal advisor who can advise you based on specific questions you may have concerning your business. They are available 24 hours a day / 7 days a week.

2. Find a mentor in your local community.

SCORE offers both online and onsite workshops for business owners beginning their businesses to marketing your business and managing the financial aspects of it, as well as mentoring/counseling opportunities.

3. Connect you with other SCORE volunteers.

With a membership of over 12,000 volunteers, we can refer you to someone who offers a wide range of expertise—from finance to branding and marketing.

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SCORE Small Business Statistics

Counseling Activity Nationwide



- SCORE has helped more than 8.5 million people since 1964.
- SCORE volunteers donated 1.3 million hours to the small business community in 2008.
- 357,637 people received mentoring or training.
- 120,433 online counseling cases were conducted via the SCORE Web site in 2008.
- 189,819 people participated in SCORE workshops.

We specialize in helping with your strategic business planning.



SCORE Services



- Accounting/Finance/Quickbooks
- Information and Web Technology
- Sales & Marketing
- Management
- Human Resources
- Business Plans
- Government Contracting
- SBA loan programs
- Other

Business Plan

Key Components



- Executive Summary
- Business Description & Vision
- Definition of the Market
- Description of Products & Services
- Organization & Management
- Marketing & Sales Strategy
- Financial Management
- Appendices

Financial Management

Key Financial Statements



- Balance Sheet
$$\text{Assets} - \text{Liabilities} = \text{Equity}$$
- Income Statement
$$\text{Revenues, Costs, Expenses}$$
- Cash Flow Statement

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SB2G: Small Business to Government Opportunities



Small Business to Government Opportunities

Partnership with Hawaii Procurement Technical Assistance Center





What is PTAC?

Mission: *To help small businesses in Hawaii better understand how to successfully sell goods and services to the government at all levels (federal, state, and county)*

Purpose: *To stimulate job creation, income generation, and business retention.*

Goals:

- To help small businesses secure government contracts and sub-contracts
- To team small and disadvantaged businesses with prime contractors.
- To build capacity of Hawaii small business in government contracting through targeted training and one-on-one counseling.
- To help drive the Hawaii economy by increasing the number and value of government contracts awarded to Hawaii companies.



*Claus Prufer
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What is a Defense Logistics Agency? (DLA)

Agency Structure and Small Business Goals

- Largest US. Department of Defense agency
- Provides worldwide logistics support for the missions of the Military Departments and the Unified Combatant Commands under conditions of peace and war.
- Provides PTAC training program for small businesses, to educate them on doing business with the federal government, specifically DLA.
- Helps small business compete more effectively in the new environment of long-term contracts, prime vendor contracts, and other new business practices.
- Managed \$31.8 billion in customer sales for Fiscal Year 2005, supporting 1411 weapons systems.



What is PTAC about?

- Office of Hawaiian Affairs (OHA) was awarded Hawaii's first PTAC on October 2008.
- Website, www.hiptac.org, was launched in November 2008.
- HI-PTC has already provided 6 of 19 workshops in FY 2008-09, which are intended to serve a minimum of 168 Hawaii businesses.
- Offers comprehensive inventory of federal, state, and county government procurement opportunities for all services.
- Provides full-time procurement counselors and support staff.
- The HI-PTAC is centrally located in Honolulu at 711 Kapiolani Boulevard, Suite 1400.



Doing business at the HI-PTAC

- Professional and specialized training and technical assistance to small businesses.
- Focus on categories such as:
 - Small Disadvantaged Businesses (SDB),
 - SBA 8(a)s – Assistance for small and disadvantaged businesses development program,
 - Native Hawaiian Organizations (NHO),
 - Woman-owned,
 - Historically Underutilized Business Zone (HUBZone),
 - Service Disabled Veteran Owned



Annually PTAC helps small businesses secure \$14 billion in government contracts each year.



Client Services

- Central Contractor Registration Government Database (CCR)
- Register at www.hiptac.org
- Become a client for:
 - On-line, daily bid matching service
 - Procurement counseling for bid preparation, market research, registrations and certification, referrals to other assistance activities when appropriate.
 - Access to library of federal, state, and local procurement resources.
 - Training workshops, seminars, and conferences.



Annually PTAC helps small businesses secure \$14 billion in government contracts each year.

Small Business to Government Opportunities

Panel Discussion



Tower Engineering Hawaii Ltd.

Jerry Whitehead, Chairman

8(a) Certified, Service Disabled Veteran Owned Small Business



Government Contract Awarded:

Process

Employees Hired

Challenges

B&A Builders Hawaii Inc.

Christina Quiton, Chief Executive Officer & Chairman

Woman-Owned Small Business



Government Contract Awarded:

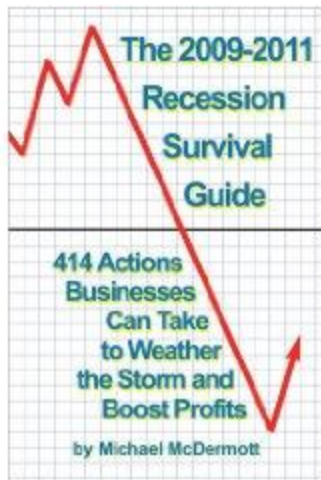
Process

Employees Hired

Challenges

Michael McDermott

Book written by a SCORE Counselor



- 21 ways to speed cash flow
- 33 ways to raise capital
- 87 ways to advertise profitably
- 22 alternatives to layoffs
- 75 ways to build repeat purchases
- 98 recession strategies
- More...71 profit-boosting actions

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