

Before we begin, some virtual housekeeping...

- To ensure bandwidth, do not turn on your camera or microphone, unless requested by staff
- Place all questions within the Q&A section for response by panel
- A copy of the slides and Q&A will be sent to you, as a resource guide and posted to SAM.gov later
- We anticipate the session lasting about 3 hours or less
- The session will not be recorded
- The session has closed caption if needed
- There are 5 polling questions at the end of this session, we'd like to obtain your welcome feedback

All information contained in this slide deck is subject to change...

Thank you for participating on today's outreach session!

Opening Remarks

**Jacqueline Wilks,
Business Relations Branch Chief**

**Office of the Chief Component
Procurement Officer**

**Federal Emergency Management Agency (FEMA)
Business Relations Branch
Industry Liaison Program**



FEMA

How To Do Business With FEMA - Region IX

Federal Emergency Management Agency (FEMA)
Industry Liaison Program
Mahalia Jackson



FEMA

About Industry Liaison Program (ILP)



- Establishes strategic relationships with suppliers and stakeholders
- Serves as an information provider for suppliers seeking to do business with FEMA
- Connects suppliers with program offices in support of FEMA's mission



FEMA

Federal Emergency Management Agency

How to do Business with FEMA in 4 Steps



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Step 1: APEX Accelerators (PTAC)

- **The Procurement Technical Assistance Program (PTAP) is now under the management of the Department of Defense (DOD) Office of Small Business Programs (OSBP) and has changed its name to APEX Accelerators**
- **They are a nationwide network of dedicated procurement professionals**
- **They provide education and training to help businesses become ready to successfully compete for Federal, State, and Local government contracts**
- **Seek your local APEX Accelerators for assistance in presenting your company's capabilities to the Federal Government. Find a APEX Accelerators (PTAC) in your area (www.aptac-us.org, <https://www.apexaccelerators.us/#/>)**



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Step 2: System for Award Management (SAM) Registration

SAM is an official website of the US Government. There is NO COST for registration or utilization. SAM registration is a requirement to do business with the Federal Government. Register your entity at www.sam.gov. You will need the following:

- ✓ Taxpayer Identification Number (TIN) – Request by visiting www.irs.gov
- ✓ Unique Entity Identifier (UEI) Number - SAM will issue you a UEI upon registering your entity.

Once you receive your Unique Entity ID, you can continue the registration.

- ✓ **Federal Service Desk – call the FSD with any questions in reference to your registration: 1-866-606-8220.**
- ✓ **Update/check your registration annually, to maintain eligibility.**

If you are already registered in SAM.gov:



- Please continue to monitor SAM.gov for open opportunities.
- If you are not registered prior to a disaster, be proactive and register ASAP.
- Complete a vendor profile form so that we are aware that you are out there.
- When completing your information in the form, make sure to include detailed information to describe your services and commodities.
- If you have a specific program you are interested in let us know so that we connect you with the office you are interested in.



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Disaster Response Registry

What Is The Disaster Response Registry?

When national emergencies or disasters such as floods and hurricanes occur, supplies and services need to be procured and rushed to the affected area quickly. To expedite this process, the System for Award Management (SAM) contains a Disaster Response Registry in accordance with FAR [Subpart 4.11](#) and FAR [Subpart 26.2](#) listing those contractors who are willing to provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief supplies and/or services.

How Do I Add My Company To The Disaster Response Registry?

Your entity must be fully registered in SAM, to be included in the Disaster Response Registry. During the registration process, you must indicate you want to participate in the Disaster Response Registry and provide the required information on the Disaster Response Information page within the Assertions module. Once your registration is active, you will be added to the Disaster Response Registry and contracting officers will be able to locate your company through the Disaster Response Registry Search.



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Dynamic Small Business Search Tool

- When completing your sam.gov registration, in addition to the option to be added to the Disaster Response Registry you will be asked about being visible within the Dynamic Small Business Search (DSBS).
- If you do not already have a General Login System (GSL) account, follow the GLS Instructions for Small Businesses link in the left navigation on the GLS Login page (https://eweb.sba.gov/gls/dsp_login.cfm).
- DSBS is another tool that can be utilized by federal contracting officials to identify small businesses that can assist the government in meeting its mission.



Step 3: Understand FEMA's Mission and Goals

FEMA's mission is to help people before, during, and after disasters

Robert T. Stafford Act Section FAR 26.2

FEMA's goal is to seek local companies within the disaster area for goods and services related to a specific disaster when practical and feasible

Determining Local Vendors

- Stafford Act: Sec. 307
- Federal Acquisition Regulation (FAR): 26.202
- FAR: 52.226-3

Transition of Work

- FAR: 26.203

Emergency Support Functions (ESFs)

ESF # and Name	ESF Coordinator	ESF # and Name	ESF Coordinator
ESF #1 – Transportation	Department of Transportation	ESF #9 – Search and Rescue	DHS FEMA
ESF #2 – Communications	Department of Homeland Security (DHS) (National Communications System)	ESF #10 – Oil and Hazardous Materials Response	Environmental Protection Agency
ESF #3 – Public Works and Engineering	Department of Defense (US Army Corps of Engineers)	ESF #11 – Agriculture and Natural Resources Annex	Department of Agriculture
ESF #4 – Firefighting	Department of Agriculture (US Forest Service)	ESF #12 – Energy	Department of Energy
ESF #5 – Information and Planning	DHS / Federal Emergency Management Agency (FEMA)	ESF #13 – Public Safety and Security	Department of Justice
ESF#6 – Mass Care, Emergency Assistance, Temporary Housing and Human Services	DHS FEMA	ESF #14 – Cross-Sector Business and Infrastructure	Department of Homeland Security (DHS) / Cybersecurity and Infrastructure Security Agency (CISA)
ESF #7 – Logistics	General Services Administration (GSA) DHS / FEMA	ESF #15 – External Affairs/Standard Operating Procedures (SOP)	DHS
ESF #8 – Public Health and Medical Services	Department of Health and Human Services		

Step 4: Monitor Contracting Opportunity Sites

- **Federal Business Opportunities – SAM.gov (formerly fbo.gov / beta.sam.gov) (www.sam.gov) is a free web-based portal which allows vendors to review Federal Procurement Opportunities. Direct all questions regarding the use of sam.gov to the Federal Service Desk (FSD) at 1-866-606-8220.**
- **Unison Marketplace – Formerly FedBid (www.unisonglobal.com/product-suites/acquisition/sourcing/marketplace/) a fully managed online marketplace connecting Sellers to federal and commercial opportunities. Direct all questions to ([877-933-3243](tel:877-933-3243)) or go to: <https://www.unisonglobal.com/contact/customer-support/>**
- **DHS Acquisition Planning Forecast System - Monitor the forecast of DHS contract opportunities at: <http://apfs-cloud.dhs.gov>.**



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FEMA's Procurement Needs During a Disaster



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Top Commodities Procured During a Disaster

Infant/Toddler Products	Meals	Shredded Bins
Durable Medical Equipment Kits	Forklift Rentals	Portable Toilets
Consumable Medical Supplies Kits	Cargo Vans	Sign Language
Plastic Sheeting	Generators	Temporary Labor
Tarps	Cots	Security Guard Services
Blankets	Joint Field Office Kit	Janitorial Services
Comfort/ Hygiene Kits	Leased Copiers	
Water	Office Supplies	



FEMA Advance Contracts

FEMA Advance Contracts for goods and services are competed and awarded in advance of major disaster declarations to provide efficient, cost-effective means for rapid delivery of supplies and services for recurring disaster response and recovery requirements.

**To search the complete list of FEMA Advance Contracts visit:
[Advance Contracts of Goods and Services | FEMA.gov](#)**

Top Commodities Procured During a Disaster (cont'd)

- **Debris Removal - Become a member of the Corps of Engineers Contractor Registry. If you are interested in performing disaster response and recovery work (e.g. debris removal) register at:**
www.usace.army.mil/Missions.aspx
- **Transportation Services - If you are interested in becoming a FEMA Transportation Provider, please visit this website:**
www.fema.gov/transportation-programs
 - **For general questions about the Transportation Program please email:**
FEMA-Transportation-Programs@fema.dhs.gov
- **Transitional Sheltering Assistance – Hotels and motels can participate in FEMA’s Transitional Sheltering Assistance program, which offers rooms to disaster survivors seeking housing aid. Please visit:**
<https://ela.corplodging.com/>

A Few Helpful Tips

- Promote your services in government wide databases
- Monitor contracting opportunity sites (sam.gov)
- Submit your company capabilities through submission of the FEMA Vendor Profile Form (submission is voluntary)
- Industry Liaison Program Vendor Profile | FEMA.gov

- **Submission of the Vendor Profile Form does not :**

- Place you on a preferred list of vendors to be considered for procurements FEMA does not maintain such a list
- Guarantee a contract award
- Guarantee a meeting with FEMA Representatives

*****The form can be used to assist with secondary market research *****



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Contact Us

Industry Liaison Program



Website: www.fema.gov/business-industry/doing-business

Email: FEMA-Industry@fema.dhs.gov



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Region IX Overview

Crystal Garcia Contracting Officer



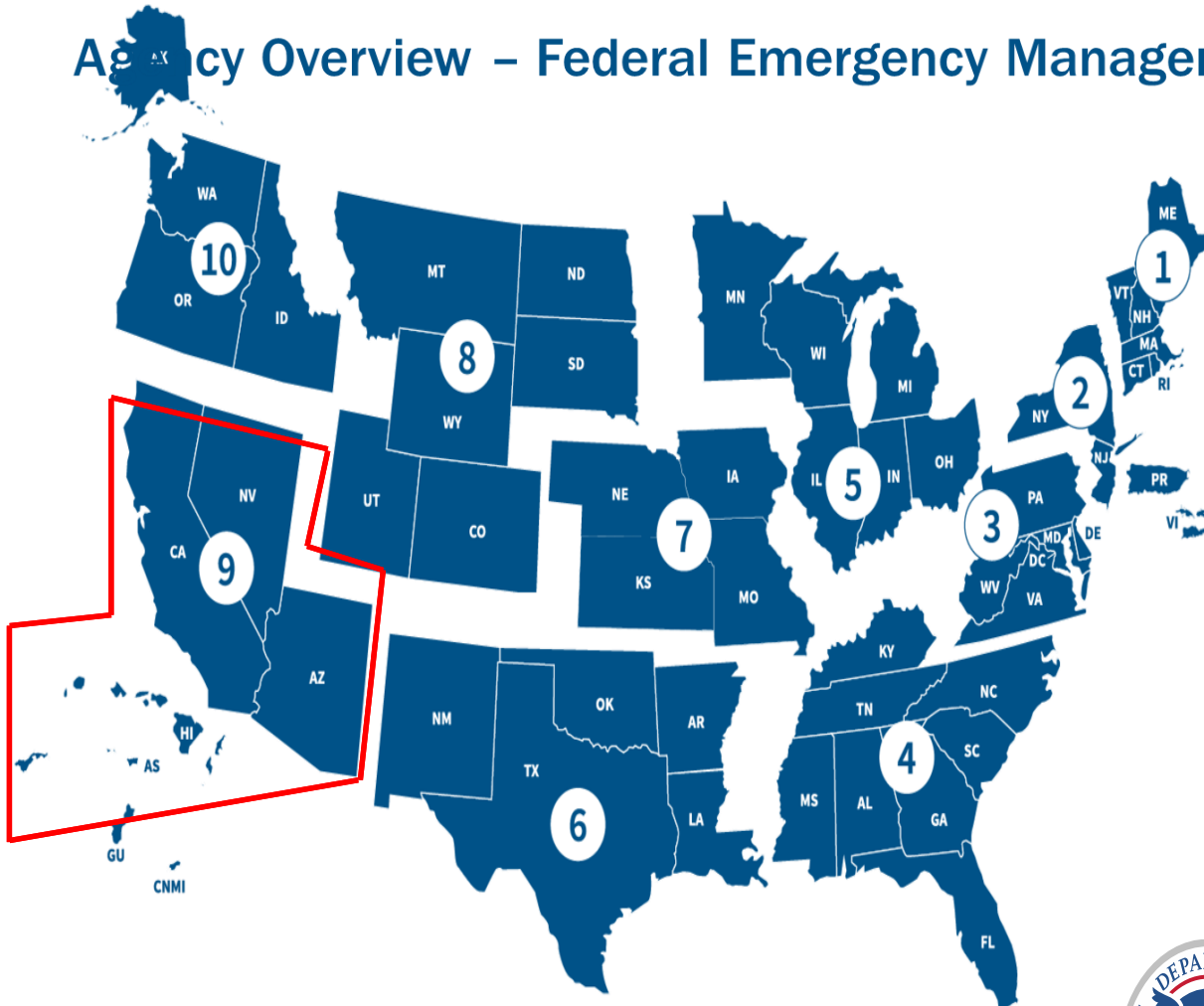
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Agency Overview – Federal Emergency Management Agency

Region 9 office, located in Oakland, California oversees federal emergency management for [150 Tribal Nations](#) and the following states/ territories:

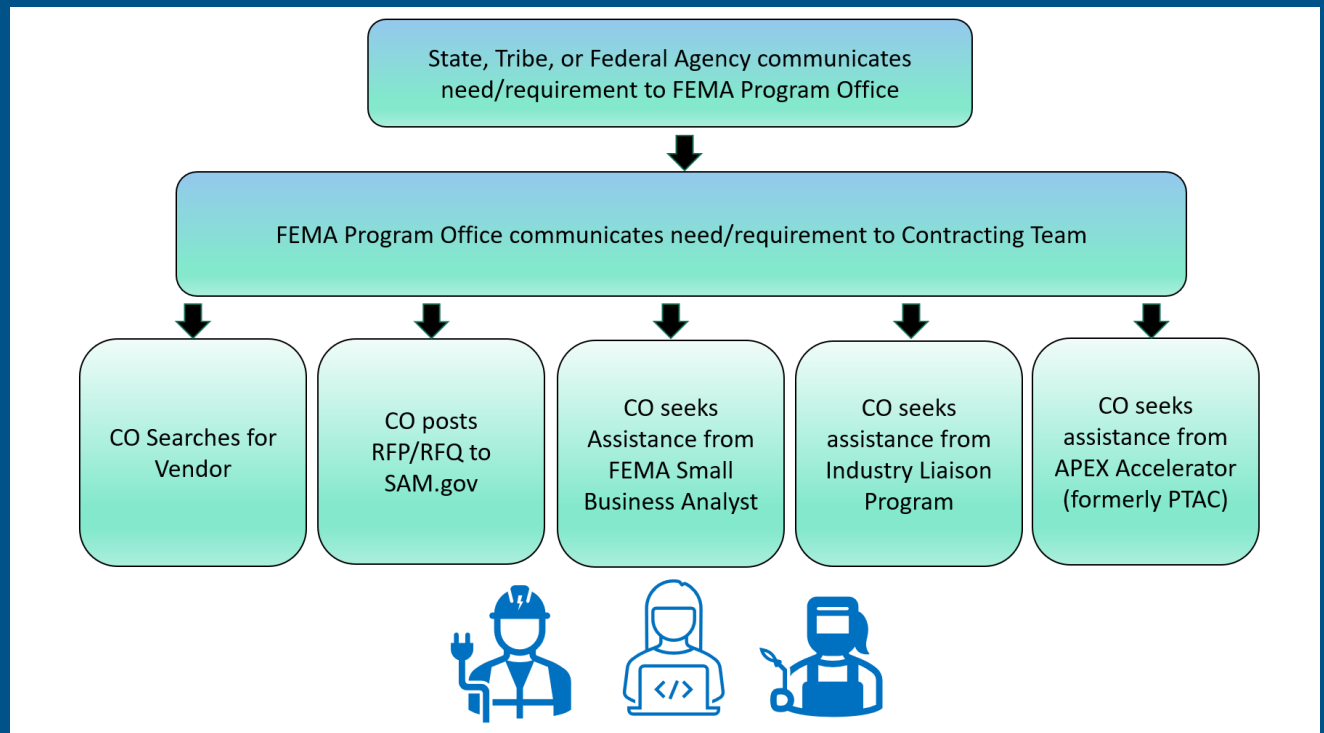
- [Arizona](#)
- [California](#)
- [Hawaii](#)
- [Nevada](#)
- [Guam](#)

- [American Samoa](#)
- [Commonwealth of Northern Mariana Islands](#)
- [Republic of Marshall Islands](#)
- [Federated States of Micronesia](#)



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How the Region Locates Vendors/Contractors



What Does FEMA REGION IX Commonly Purchase?

- Furniture
- Building construction, maintenance, and repair
- Equipment, supplies, and materials for facility operation
 - Shredding Services
 - LED Lights
 - Copier Lease and Maintenance
 - HVAC Services
 - Internet/Cable Services
- Architect & Engineer services



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What Does FEMA REGION IX Commonly Purchase?

Commodities Purchased in the Event of a Disaster

- Copiers
- Shred Bins
- Portable Toilets
- Forklift rentals
- Shuttle services
- Armed Security Guards/Officers
- ASL / Translation services
- Haul and Install services
- Travel Trailers
- Propane
- Trash/Dumpster/Recycle services

Purchase Card

- Office Supplies
- Cleaning Supplies
- Office Equipment
- Lock Boxes
- Refrigerators
- Dog Kennels

Federal Emergency Management Agency

Place your questions in the Q&A Box,
thank you!



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FEMA's Small Business Program

Presented by: Robert Keegan, Small Business Specialist



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DHS Office of Small and Disadvantaged Business Utilization (OSDBU)

- Department of Homeland Security
- U.S. Customs and Border Protection
- Federal Emergency Management Agency
- Federal Law Enforcement Training Centers
- U.S. Immigration and Customs Enforcement
- Transportation Security Agency
- U.S. Coast Guard
- U.S. Citizenship and Immigration Services
- United States Secret Service



What is a Small Business?

Overall Small Business <u>FAR 19.5</u>	All small business, to include all socio-economic categories, that are certified by the Small Business Administration (SBA)
Overall SDB Prime <u>FAR 19.2</u>	Small Disadvantaged Business (SDB) owned and operated by persons who belong to a group that historically has been socially and economically disadvantaged (includes 8(a)).
8(a) Prime <u>FAR 19.8</u>	Small disadvantaged businesses that are certified under the Small Business Administration's 8(a) development program.
HUBZone <u>FAR 19.13</u>	Small businesses that operate, and employ people, in Historically Underutilized Business (HUB) Zones.
SDVOSB <u>FAR 19.14</u>	Service-Disabled Veteran Owned Small Business – small business that is at least 51% owned and controlled by one or more service-disabled veterans
WOSB <u>FAR 19.15</u>	Women Owned Small Business – Small business that is at least 51% owned and controlled by women who are U.S. citizens - determined by industry and NAICS code.



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Federal Requirements Pertaining to Small Businesses

If at or below the Simplified Acquisition Threshold (SAT) (\$250K) (and above the micro-purchase threshold of \$10K) an acquisition is mandated exclusively for small business. (Contracting officers shall first consider an acquisition for the small business socioeconomic contracting programs before considering a small business set-aside.)

If above the SAT (\$250K), an acquisition must be set aside for small business where there is a reasonable expectation of receiving fair market prices from at least two responsible small business concerns (Rule of Two). This applies to open market acquisitions as well as to multiple-award contracts such as Departmental and FEMA Enterprise-Wide Contracts (EWCs).

[Federal Acquisition Regulations \(FAR\) Part 19 – Small Business Program](#)



Small Business Set-Asides



- Small business set-asides are contracts set aside for small businesses via:
 - Total Small Business Set-Aside (FAR 19.502-2)
 - Partial Small Business Set-Aside (FAR 19.502-3 & 4)
 - Sole Source (FAR 19.502-2)

What are the Sole Source Thresholds?

SB Category	Sole Source Threshold
8(a) Prime	\$7M for manufacturing requirement \$4.5M for any other requirement (FAR 19.805-1)
HUBZone	\$7M for manufacturing requirement \$4.5M for any other requirement (FAR 19.1306)
SDVOSB	\$7M for manufacturing requirement \$4M for any other requirement (FAR 19.1406)
WOSB	\$7M for manufacturing requirement \$4.5M for any other requirement (FAR 19.1506)



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Executive Order 13985 and EO 14091

EO 13985 Directed agencies to:

- Evaluate opportunities to increase coordination, communication, and engagement with community-based organizations and civil rights organization
- Consult with OMB to address barriers to full and equal participation in agency procurement and contracting opportunities
- Consult with members of underrepresented and underserved communities

On February 16th, 2023 President signed EO 14091: Further Advancing Racial Equity and Support for Underserved Communities Through the Federal Government

- Among other things, this Executive Order formalizes the President's goal of increasing the share of federal contracting dollars awarded to small disadvantaged business (SDBs) by 50 percent by 2025, and instructs agencies to expand procurement opportunities for small disadvantaged businesses through grants from the Bipartisan Infrastructure Law, Inflation Reduction Act, and other investments and programs that flow through states and local entities.



Available at Federal Register: [Advancing Racial Equity and Support for Underserved Communities Through the Federal Government](#); and at [Further Advancing Racial Equity and Support for Underserved Communities Through the Federal Government](#)

OMB M-22-03 and OMB M-23-11

OMB M-22-03 Requires Agencies to:

- Coordinate with the Small Business Administration (SBA) to establish fiscal year (FY) goals that directed at least 11 percent of cumulative federal contract awards to small disadvantaged businesses (SDBs) in 2023 and 15 percent to SDB's in 2025
- Assess and adjust category management practices to increase opportunities for Small Disadvantaged Businesses (SDBs) and other socioeconomic small businesses
- Participate in efforts by OMB, SBA, the General Services Administration (GSA) and other federal organizations to amplify small business participation and bring new contractors into the federal marketplace

OMB M-23-11

- On February 17th, 2023 OMB Deputy Director for Management signed a new memorandum entitled: Creating a More Diverse and Resilient Federal Marketplace through Increased Participation of New and Recent Entrants
- This memorandum calls on federal agencies to create a diverse and resilient workforce by increasing the number of new entrants into the federal marketplace.
- It also provides guidance to agencies for using a supplier base dashboard to track diversity and resilience in each agency's supplier base, and a procurement equity tool to help agencies identify entities that may be interested in participating in agency procurement competitions.



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Available at [White House Office of Management and Budget Memorandum M-22-3 Advancing Equity in Federal Procurement](#) and at [Creating a More Diverse and Resilient Federal Marketplace through Increased Participation of New and Recent Entrants](#)

FEMA's Small Business Performance Goals

SB Category	FY 2023 Goals	FY 2024 Accomplishments (to date)
Overall Small Business	26.0%	48.2%
Overall SDB Prime	15.5%	19.6%
8(a) Prime	4.0%	3.9%
HUBZone	3.0%	20.3%
SDVOSB	3.0%	23.0%
WOSB	5.0%	9.3%



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Federal Emergency Management Agency

Best Practices

Small Business Administration (SBA)

- Review the SBA website for program descriptions at:
<https://www.sba.gov/>
- Use the SBA's Small Business Size Standards tool at:
<https://www.sba.gov/size-standards>
 - A size standard, which is usually stated in number of employees or average annual receipts, represents the largest size that a business (including its subsidiaries and affiliates) may be to remain classified as a small business for SBA and federal contracting programs.



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Procurement Technical Assistance Center (PTAC)

- Find and reach out to the APEX Accelerator (formerly PTAC) that exists in your area: <https://www.apexaccelerators.us/#/>
- APEX Accelerators exist inside and outside of the continental United States (CONUS/OCONUS) to include Puerto Rico, Guam, and Saipan.



Acquisition Planning Forecast System (APFS)

- Use the APFS to locate opportunities offered by FEMA and all the components of DHS: <https://apfs-cloud.dhs.gov/>
- The APFS will assist you in doing business with DHS by identifying procurement opportunities early in the acquisition process.
- It improves communication with industry and assists the small business community with marketing efforts.



SAM.gov

- Use [Contract Data Reporting](#) located at: [SAM.gov | Home](#). This is the same data that used to be referred to as Federal Procurement Data System – Next Generation (FPDS-NG). It reports all buying by all agencies in the Federal Government
- Use the Contract Opportunities site that was known as FBO.gov at: [SAM.gov | Home](#).



Category Management

Under category management, the Federal Government will "buy as one" by creating common categories of products and services across agencies and manage each category as a mini-business with its own set of strategies, led by a Category Manager and supporting senior team with expertise in their assigned category. (OMB M-19-13)

What are the 10 Common Government Spend Categories?

Common Government Spend Categories

<p>1. IT</p> <ul style="list-style-type: none"> 1.1 IT Software 1.2 IT Hardware 1.3 IT Consulting 1.4 IT Security 1.5 IT Outsourcing 1.6 Telecommunications 	<p>2. Professional Services</p> <ul style="list-style-type: none"> 2.1 Business Administrative Services 2.2 Legal Services 2.3 Management Advisory Services (excl R&D) 2.4 Marketing and Distributions 2.5 Public Relations and Professional Communications Services 2.6 Real Estate Services 2.7 Trade Policy Services 2.8 Technical & Engineering Services (non-IT) 2.8 Financial Services 2.10 Social Services 	<p>3. Security and Protection</p> <ul style="list-style-type: none"> 3.1 Security Animals and Related Services 3.2 Security Systems 3.3 Security Services 	<p>4. Facilities and Construction</p> <ul style="list-style-type: none"> 4.1 Construction Related Materials 4.2 Construction Related Services 4.3 Facility Related Materials 4.4 Facility Related Services 4.5 Facilities Purchase and Lease 	<p>5. Industrial Products and Services</p> <ul style="list-style-type: none"> 5.1 Machinery & Components 5.2 Fire/Rescue/Safety/Environmental Protection 5.3 Hardware and Tools 5.4 Test and Measurement Supplies 5.5 Industrial Products Install/Maintenance/Repair/Rebuild 5.6 Basic Materials 5.7 Oils, Lubricants, and Waxes
<p>6. Office Management</p> <ul style="list-style-type: none"> 6.1 Office Management Products 6.2 Office Management Services 6.3 Furniture 	<p>7. Transportation and Logistics Services</p> <ul style="list-style-type: none"> 7.1 Package Delivery and Packaging 7.2 Logistics Support Services 7.3 Transportation of Things 7.4 Motor Vehicles (non-combat) 7.5 Transportation Equipment 7.6 Fuels 	<p>8. Travel and Lodging</p> <ul style="list-style-type: none"> 8.1 Passenger Travel 8.2 Lodging 8.3 Travel Agent & Misc. Services 	<p>9. Human Capital</p> <ul style="list-style-type: none"> 9.1 Specialized Educational Services 9.2 Vocational Training 9.3 Human Resources Services 	<p>10. Medical</p> <ul style="list-style-type: none"> 10.1 Drugs and Pharmaceutical Products 10.2 Medical Equipment & Accessories & Supplies 10.3 Healthcare Services



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SUM and BIC

Spend Under Management (SUM) is the percentage of an organization's spend that is actively managed according to category management principles. OMB defines SUM as spend on contracts that meet defined criteria for management and data-sharing maturity.

Best in Class (BIC) are Government-wide acquisition vehicles that satisfy key criteria defined by OMB. Interagency category teams have worked to designate over 30 BICs to reduce the effort buyers spend in finding acquisition solutions. BIC spend is a subset of SUM.

[OMB M-19-13](#)



How Does OMB Evaluate Agency Spend to Determine SUM?

OMB uses a tiered rating scale and considers Tier 3 to be of greatest value and Tier 1 to be of least value. SUM is the total of Tiers 3,2, and 1. Tier 0 spend is not included in SUM consideration.

- Tier 3 (BICs) – offers the best pricing, terms and conditions within the Federal marketplace and reflects acquisition vehicles with the strongest management practices
- Tier 2 (multi-agency solutions) – reflects strong contract management practices, including data and information sharing across agencies with cross-agency metrics
- Tier 1 (mandatory agency-wide solutions) -- has mandatory use considerations, standards set for data and information sharing, strong management practices, and uses metrics that are defined, tracked, and publicized
- Tier 0 (decentralized spend unaligned with CM) – not conforming to CM principles that include strategic oversight, disciplined consideration of performance data to understand prices paid, and creation of metrics to gauge and improve results.



Category Management Resources

- Learn more about DHS Category Management and Strategic Sourcing: <https://www.dhs.gov/dhs-strategic-sourcing>
- View government-wide policy and guidelines regarding category management: <https://www.gsa.gov/buy-through-us/category-management>
- Use the GSA's Acquisition Gateway Category Hallways link: <https://acquisitiongateway.gov/>
 - A MAX registration is mandatory and can be performed on the sign-in page.



FEMA

Thank you!

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FEMA

10 – Minute Break

FEMA Region 9 Private Sector Liaison

KKoby Griffin | FEMA Region 9 | Private Sector Liaison

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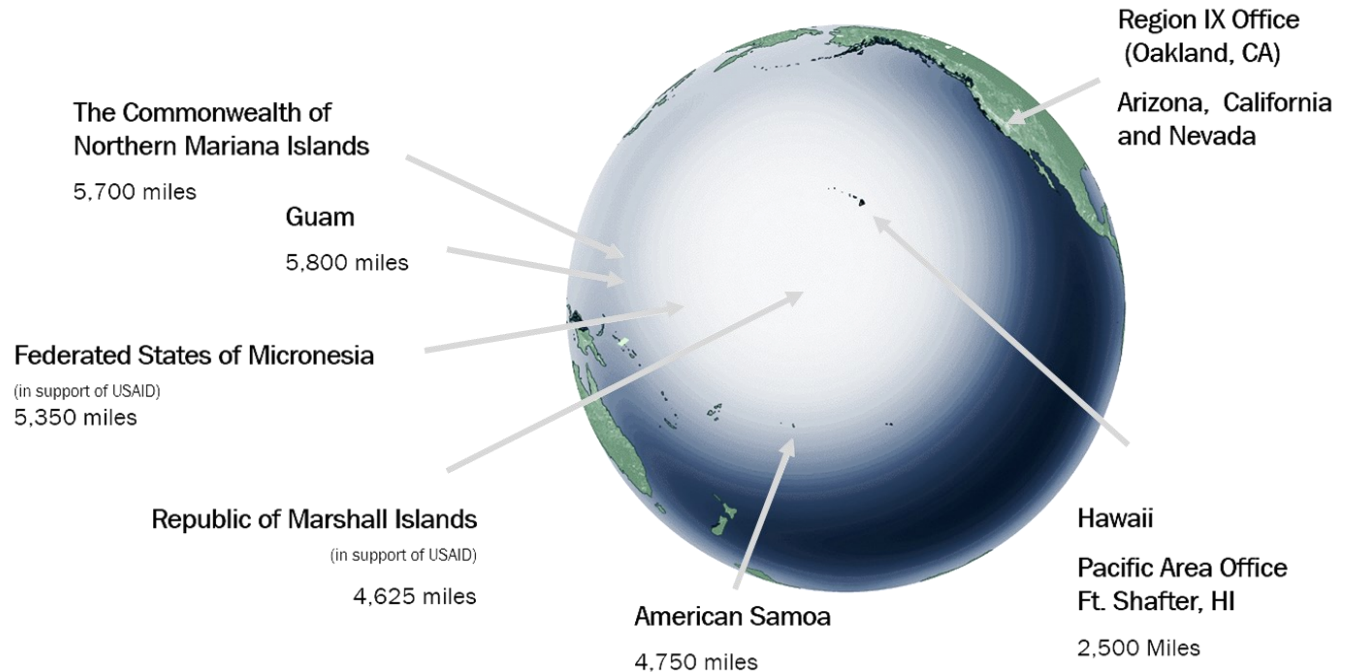
FEMA-R9-Private-Sector@fema.dhs.gov



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Region 9 Geographic Territory

- A culturally diverse population with more than 47 million people
- Spans eight time zones covering 399,000 square miles
- Four states, three territories, two associated states, and 150+ federally



Regional Risks



Earthquakes
/
Tsunamis

American Samoa
California
CNMI
Guam
Hawaii
Nevada



Wildfires

Arizona
California
CNMI
Guam
Hawaii
Nevada



Hurricanes /
Typhoons

American Samoa
California
CNMI
Guam
Hawaii



Floods
Landslides/
Mudslides

American Samoa
Arizona
California
CNMI
Guam
Hawaii
Nevada



Volcanoes

Arizona
California
Hawaii
Nevada
CNMI



Man-Made
Disasters

American Samoa
California
CNMI
Guam
Hawaii
Nevada



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Background

Following the passage of the Post-Katrina Emergency Management Reform Act of 2006, FEMA established a Private Sector Division (PSD) to lead the integration of the private sector (non-acquisitions based) in coordination with agency programs.

The mission is to collaborate with and connect U.S. private sector entities with FEMA in support of agency capabilities and to enhance national resilience.



FEMA Regional Private Sector Liaisons (PSL)

- Each of FEMA's 10 regional offices are staffed with a Private Sector Liaison (PSL).
- PSLs *identify* opportunities for engaging and building relationships with potential private sector partners.
- PSLs *cultivate* relationships with FEMA programs and communicate the benefits of private sector integration.
- PSLs *coordinate* with state and territorial emergency management agency private sector coordinators/points of contact.



FEMA Regional Private Sector Liaisons

Region 1

Brian Stevens
(202) 808-4432

Brian.Stevens@fema.dhs.gov

Region 2

Allison Albright
(202) 674-1759

Allison.Albright@fema.dhs.gov

Cynthia Paul

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Region 7

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Region 8

Minh Phan
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Region 9

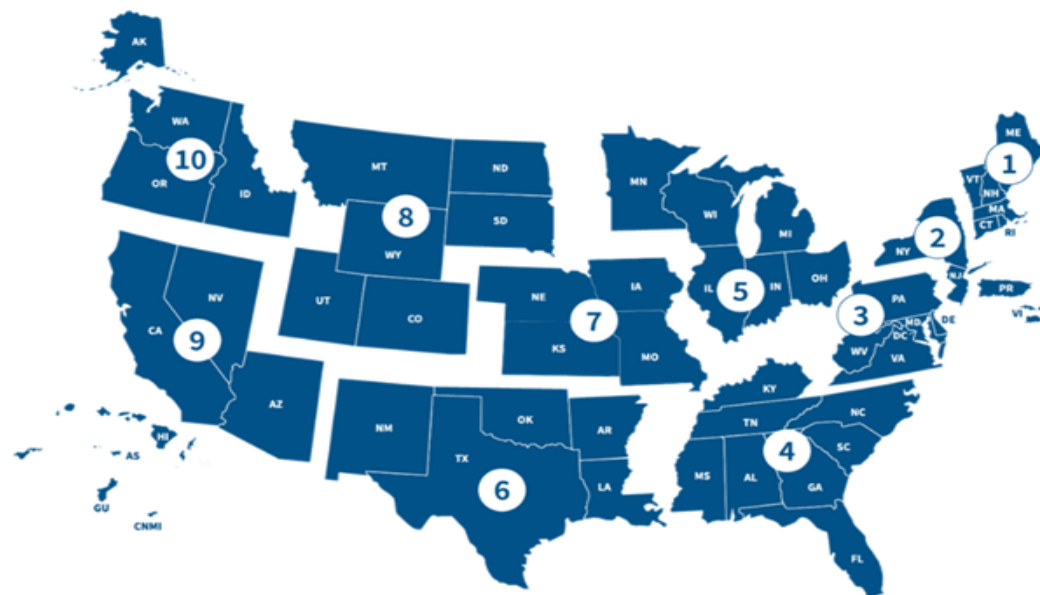
KKoby Griffin
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Kkoby.Griffin@fema.dhs.gov

Region 10

Brett Holt
(425) 487-4553

Brett.Holt@fema.dhs.gov



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Primary Regional PSL Responsibilities



- Building partnerships with key private sector entities to increase capabilities during disasters.
- Maintain active relationships with SLTT PSLs.
- Provide guidance and expertise to states in developing and sustaining BEOCs.
- Mentoring and coordinating with deployed disaster staff.
 - Instilling a culture of preparedness among stakeholders.
 - Two-way information sharing between government and the private sector.
 - Problem solving.

Private Sector Engagement and State Support

- Communicate and coordinate with private sector stakeholders and state/territory Business Emergency Operations Centers.
- Conduct outreach to state and county level Chambers of Commerce educating partners on FEMA programs and business preparedness.
- Establish and maintain relationships with key industry associations and stakeholders representing the **eight** Community Lifelines.
- Identify opportunities for partnership that align with the FEMA Mission.
- Participate in emergency management and private sector conferences, workshops, exercises, and planning sessions.



Private Sector Disaster Response Duties



- Regional Response Coordination Center (RRCC) coordination and transition to field operations.
- Embed in SLTT BEOC.
- Respond to and anticipate challenges.
- Be a conduit of information to and from the private sector.
- Identify, elevate and resolve any critical private sector requests or requirements for federal support.
- Discover disruptions to supply chains and impacts of those disruptions.
- Identify barriers to reestablish operations for essential businesses.
- Leverage existing private sector resources to support communities impacted by disasters.

Private Sector Duties - Recovery

Primary Duties

- In coordination with the regional Private Sector Liaison, conduct outreach to regional PS partners.
- Collect vital information of impacts and unmet needs of the business community.
- Message amplification.
- Develop outreach plan to offer and promote business residency and preparedness training and programs.
- Engage and coordinate with the Interagency Recovery Coordination Group and Economic RSF.
- Keep frequent communication with PS partners to identify further barriers impacting economic recovery.
- Region Specific Duty- Houses of Worship



Region 9 Private Sector Liaison Priorities

1. Act on known vital unmet needs to support survivors.
2. Establish and maintain effective communications with Public-Private Partners (P3).
3. Advocate for a more resilient private sector community through integration in all phases of emergency management.
4. Identify and manage interested party expectations, needs and concerns.
5. Ensure that the program aligns with the FEMA's strategic goals and objectives while meeting the needs to the P3.



Office of Business, Industry, and Infrastructure Integration (OB3I)

NBEOC Operations Dashboard

NBEOC
National Business
Emergency
Operations Center

FEMA

CONTACT LIST / MISC...

- FEMA Private Sector Liaison Ma...
- Texas Webinar Food (11.29.22) a...

FEMA DAILY OPS BRI...

- SUBSCRIBE HERE! FEMA Daily Ops...
- FEMA Daily Ops Brief 12.11.22
- FEMA Daily Ops Brief 12.12.22
- FEMA Daily Ops Brief 12.13.22

ATTENDEE LIST (1)

- Hosts (1)
 - Craig Manfield You
- Presenters (0)
- Participants (0)

CHAT

Everyone + 7

[https://mailchi.mp/healthcare-ready-hurricane-lan-situation-report-52521937](#) 05:03 PM
e=[UNIQID]

Thu, 13 Oct 2022

Akliah Humphrey: Hello, here's Healthcare Ready's Hurricane Ian sit-rep:
<https://mailchi.mp/healthcare-ready-hurricane-lan-situation-report-5252737>
e=[UNIQID] 04:35 PM

Tue, 18 Oct 2022

Akliah Humphrey: Hello, here's Healthcare Ready's Hurricane Ian sit-rep for today:
<https://mailchi.mp/healthcare-ready-hurricane-lan-situation-report-52531657>
e=[UNIQID] 05:29 PM

Thu, 20 Oct 2022

Akliah Humphrey: Hello, here's Healthcare Ready's final Hurricane Ian sit-rep:
<https://mailchi.mp/healthcare-ready-hurricane-lan-situation-report-52535217>
e=[UNIQID] 05:58 PM

National Weather Forecast

National Watch Center

Precipitation & Excessive Rainfall

National Watch Center

Long Range Outlooks – Dec 16 - 20

6-10 Day Temperature Probability

6-10 Day Precipitation Probability

National Watch Center

Forecast Snowfall

National Watch Center



FEMA

OB3I NBEOC Dashboard

NBEOC Operations Dashboard - Hurricane Irma (Sharing) - Adobe Connect

Attendee List (299)

Active Speakers

Hosts (4)

- Kysa George
- Fritzmarie Cesar - FEMA Region II
- Karyn Swoopes
- Ronald Robbins

Presenters (0)

Participants (295)

- Adrienne Feinberg
- Alejandro Hilbink (Charles Schab)
- Alexa Squirini
- Aline Carr, Humanity Road
- alis asadurian
- Andre' Mouton
- Andre' Mouton 2
- andrea flournoy
- andy
- Angelina Leger
- august geisinger
- B
- b1
- Barry Richards
- Beverly Troxteall
- bill emy
- Bill Hegedusich (N&NC)
- Bill Minear WVIFC/IP
- Bill Miniat
- Bill Wanamaker (ATA)
- Billy Sasser
- Bob Atchison
- Bob Connors - Raytheon
- Bob Harding
- Bob Hirst
- Bob Keller
- Brandi Richard
- Brandon Hanes - GBT
- Brandon Wagoner
- Brett Beaver
- Brett Armstrong
- Brett Rouzer - DHS NCCIC
- Brian Barner
- Bridger McGaw
- Brooks Nelson, U.S. Chamber Four...
- Bryan Strawser (Bryghtpath LLC)
- Cameron - Microsoft

Chat (Everyone)

Jessica Rodriguez (Humana): thank you.

Kim Bedwell-O&M: Thank you

Jessica Rodriguez (Humana): Cesar need rto give you a call?

Fritzmarie Cesar - FEMA Region II: certainly Jennifer calling you right now

B: @Kim Bedwell - No reports of FL airport closures as of now.

Ronald Robbins: @Jessica Rodriguez - Did you get connected w/FedEx?

Michael Southern: I have a question about the use of security officers (security guards) if we move officers from the state in which they are certified to a state that requires aid. For example, an armed officer certified to work in GA that we move to support a mission in FL. It is our understanding that there is very limited state reciprocity for armed officers, and if we move an officer from one state to another they should go unarmed. Sending a normally armed officer to a disaster area unarmed poses some concerns. Is there any executive order the waives requirements or creates reciprocity during a disaster?

Fritzmarie Cesar - FEMA Region II: Good afternoon Michael Southern.

Fritzmarie Cesar - FEMA Region II: According to our Emergency Support Function 13 - Public Safety and Security

Fritzmarie Cesar - FEMA Region II: You would need to check with that state Attorney General's Office on the armed/unarmed waiver requirements.

Mehrab Karim: Is Monroe, Miami-Dade, and Broward the only three counties under mandatory evacuations so far?

Bryan Strawser (Bryghtpath LLC): Miami-Dade doesn't have any evac orders posted on their Irma website.

Bryan Strawser (Bryghtpath LLC): Re: Armed officers. My experience previously - there's no reciprocity, you'll need to find folks licensed in the state where you need them.

Kim Bedwell: Will the additional evacations mentioned be posted?

Humanity Road Chris Thompson: We are preparing a preliminary situation report based on social media for areas already impacted by Hurricane Irma. This report will include USA interests and other Caribbean Countries.

Humanity Road Chris Thompson: We are also amplifying officials in social media

Everyone

Regional Contacts

FEMA Region II (NJ, NY, PR, USVI)
Region II Response Coordination Center is at 24/7 Operations.

Fritzmarie Cesar, Private Sector Liaison
Fritzmarie.cesar@fema.dhs.gov
Phone: (732)804-9813

Caribbean Area Division:
Delyris Aquino-Santiago
Phone: (787) 296-3500
Delyris.Aquino-Santiago@fema.dhs.gov

FEMA Region IV (FL, GA, AL, MS, SC, NC, TN, KY)
Private Sector Desk in the Region IV Response Coordination Center is activated due to Hurricane Irma.

The Region IV Response Coordination Center is at a Level 2 (Partial Activation) as of 0800 Sept 5, 2017.

FEMA Region IV Private Sector Desk
R4-ppsp@fema.dhs.gov
Phone: 770-220-5238
Alternate Phone: 770-220-5696

National Business Emergency.

NBEOC Call Information

FEMA/NPPD Joint Private Sector Engagement Call for Hurricane Harvey and Hurricane Irma

Wednesday, September 6, 2017
3:00 p.m. - 4:00 p.m. EDT

Dial-In: 1-855-303-0073

Power Update on Virgin Islands

Per Region II: US Virgin Islands is in the process of shutting down their power grid for St. Thomas and St. Croix until the storm has passed.

Web Links

- Fleet Response Working Group Dashboard
- Florida Virtual Business Operations Center
- FL Evacuation Zones by County
- Florida Geospatial Assessment Tool for Operations
- US Department of Transportation Emergency Incident Response
- FL Department of Transportation

FL Evacuation Orders

Name	Size
Mandatory Evac Tourists NonResidents- Mon	368 KB
Mandatory Evac Residents-Monroe County FL	350 KB

Upload File... Download File(s)

Transportation Waivers

Name	Size
FL HSMV Emergency Order Hurricane Irma.pd	187 KB
FL DOT Emergency Road Use Permit Letter EC	192 KB
FL DOT Secretary Emergency Order EO 17-23	503 KB

Upload File... Download File(s)








Hurricane Irma 1100 Sept 6 2017.png

500 Sept 6 2017.png



FEMA

National Business Emergency Operations Center (NBEOC) Core Tasks

<p>CONNECT</p>  <p>Business and industry with the right information to improve their operational resilience</p>	<p>RESPOND</p>  <p>Rapidly and accurately as possible to stakeholder questions, concerns, and issues</p>	<p>PROVIDE</p>  <p>Economic response framing and data to inform decision making across operational enterprise</p>	<p>SUPPORT</p>  <p>Regional and state operations to enable private sector operations.</p>	<p>ENGAGE</p>  <p>Industry to proactively understand their limiting factors and planning</p>	<p>ALIGN</p>  <p>Supply chain activities to reduce marketplace disruption in disaster</p>	<p>INTEGRATE</p>  <p>Business and industry to improve operational outcomes</p>
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QUESTIONS

KKoby Griffin | FEMA Region 9 | Private Sector Liaison

(202) 341-0518

kkoby.griffin@fema.dhs.gov

FEMA-R9-Private-Sector@fema.dhs.gov



FEMA

Office of Disaster Recovery and Resilience



U.S. Small Business
Administration

DISASTER ASSISTANCE

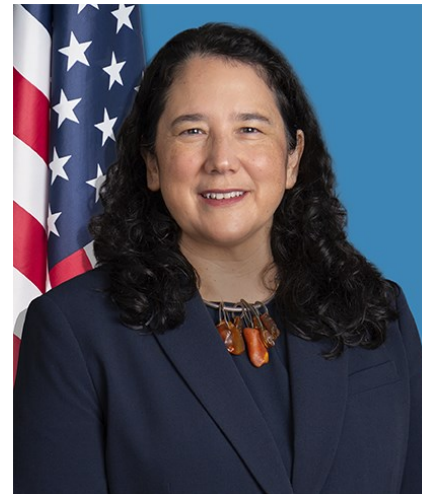
Businesses ■ Homeowners ■ Renters ■ Nonprofits
SBA 101 for Stakeholder Engagement

Role of SBA Federal Disaster Loans in Recovery

- Disaster losses are unexpected and create a financial hardship for businesses and residents.
- By providing affordable disaster assistance in the form of loans, SBA helps reduce federal disaster costs compared to other forms of assistance, such as grants, CDBG-DR funding, or HUD assistance.
- These loans require borrowers to maintain appropriate hazard and flood insurance, reducing the need for future federal assistance.
- SBA's disaster loans are a critical source of economic stimulus in disaster-ravaged communities and help spur employment and stabilize tax bases for local governments.

SBA's Role in Disaster Recovery for Federal Disaster Declarations

- SBA disaster loans are the primary source of federal assistance to help private property owners pay for disaster losses not covered by insurance or other recoveries.
- SBA offers low-interest federal loans to businesses of all sizes, private nonprofit organizations, homeowners and renters.



SBA Administrator
Isabella Casillas Guzman



FEMA

SBA Disaster Loan Type and Limits

Loans are for Uncompensated Losses

Types of Loans	Borrowers	Purpose	Max. Amount
Business Loans	Businesses and private nonprofits	Repair or replace real estate, inventory, equipment, etc.	\$2 million *
Economic Injury Loans for disaster caused working capital needs	Small businesses and private nonprofits	Working capital loans	\$2 million *
Home Loans	Homeowners	Repair or replace primary residence	\$500,000
Home Loans	Homeowners and renters	Repair or replace personal property	\$100,000
Mitigation	Businesses, private nonprofits and homeowners	Mitigate / prevent future loss of the same type	20% of verified physical damage. Homeowners limited to \$500,000

*The maximum business loan is \$2 million, unless the business qualifies as a Major Source of Employment (MSE).



FEMA

Why Apply for an SBA Disaster Loan?

✓	Low fixed interest rate
✓	Cash flow lender
✓	No cost to apply
✓	Loan terms: 15 to 30 years
✓	No prepayment penalty
✓	Funds are available prior to an insurance settlement
✓	No closing costs
✓	May be eligible for refinancing or relocation



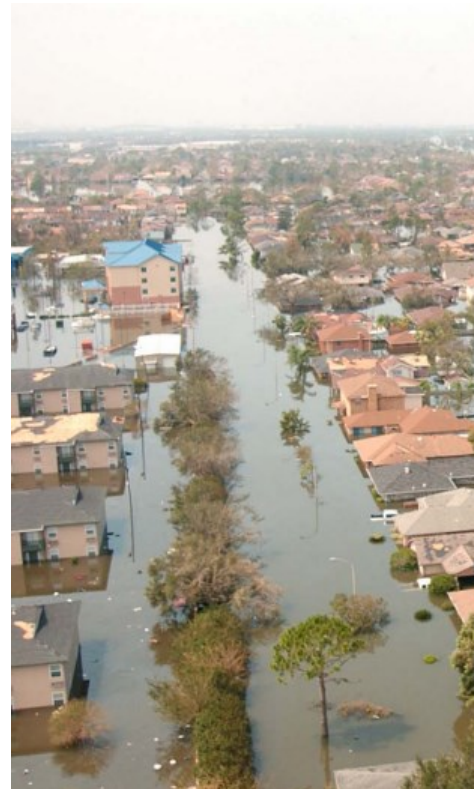
✓	May apply for mitigation funds to protect against future events
✓	12-month deferment with no accrued interest
✓	Don't need damage estimate to apply
✓	Federal/State assistance may stop
✓	Loan can be modified
✓	No obligation to take the loan if approved
	May be eligible for referral to FEMA grant program (home loans)

When disaster survivors need to borrow to for uninsured damages, the low-interest rates and loan terms available from SBA make recovery affordable.

Assessing Damages After a Disaster

After a disaster, the state/Tribal government may request :

- a Preliminary Damage Assessment (PDA) from The Federal Emergency Management Agency (FEMA) and the U.S. Small Business Administration (SBA), or
- A Damage Survey from SBA only



FEMA

Preliminary Damage Assessment (PDA)

- When the state/Tribal government requests a Preliminary Damage Assessment from FEMA, SBA participates with FEMA, state and local agencies to verify the damages the local authorities have assessed.
- May be virtual or onsite depending on state/Tribal government, local agencies and other circumstances).



FEMA

Survey Assessment

- When the state/Tribal Government requests an SBA-only damage survey for an Agency declaration, SBA conducts the survey with state/Tribal and local officials to verify the damages the locals have assessed.
- May be virtual or onsite depending on state, local agencies and other circumstances.
- FEMA does not participate.



FEMA

Types of SBA Disaster Declarations

Declarations for Physical Damages/Natural Disasters

- **Presidential**

Individual Assistance – Includes all SBA loan programs to residents and businesses of all sizes in declared counties/parishes/Tribal nations

Public Assistance – Includes SBA loans to certain private nonprofits that provide services of a governmental nature

- **Administrative (Agency)**

Includes all SBA loan programs to residents and businesses of all sizes in declared counties/parishes/Tribal nations



FEMA

Presidential Disaster Declaration

- In a Presidential Declaration, many Federal agencies provide assistance.
- FEMA is the coordinating agency and delivers assistance designated in the declaration:
 - Individual Assistance (IA) - provides aid for temporary housing, emergency needs & necessary expenses for individuals and households.
 - Public Assistance (PA) - provides aid to state and local governments for infrastructure damage.
 - Each of these declarations trigger an SBA declaration.

SBA Agency Disaster Declaration

- A request for an SBA Agency disaster declaration may be made by the governor/Tribal official within 60 days to activate SBA's disaster loan program available for businesses, private nonprofit organizations, homeowners, and renters with physical damages.
- Economic injury loans are made available for small businesses and most private nonprofit organizations in the declared disaster area. Contiguous counties have the same eligibility under an Agency declaration.

Other SBA Disaster Declarations

Declarations for Economic Injury Disaster Loans (EIDL) to Small Nonfarm Businesses and Most Private Nonprofits

- Governor's Certification - for substantial economic impacts to at least five small businesses, which includes a fishery resource disaster under the Interjurisdictional Fisheries Act of 1986, as amended
- Secretary of Agriculture disaster declaration – triggers SBA's declaration for economic injury for droughts or extreme weather
- Military Reservist – for small business economic losses suffered due to loss of an essential employee called for active military duty during a period of military conflict



FEMA

Disaster Assistance for Rural Communities Act

- SBA is authorized to declare a new disaster in a “Rural Area” upon request by the Governor of the State or the Chief Executive of the Indian Tribal government in which the rural area is located if the following conditions are met:
 - (1) the rural area has received a major disaster declaration (Based on Public Assistance Declarations from the President under the Stafford Act)
 - (2) individual assistance (IA) was NOT authorized for the rural area
 - (3) any (ONE) home, small business, private nonprofit organization, or small agricultural cooperative in a rural area has incurred “significant damage” (40% uninsured losses)
 - (4) The “first” property used as the basis of a request is documented to be in a rural (non-urban) area in the request



FEMA

Understanding Declared Counties

Presidential (IA) Declarations

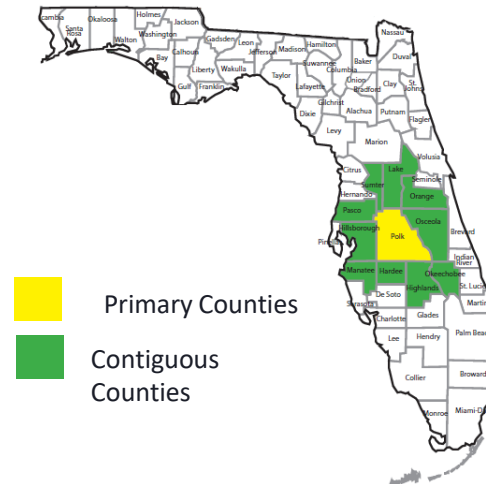
- SBA Disaster Loans for physical and economic injury losses are available in the “Primary” Counties.
- SBA Disaster Loans for economic injury are available in “Contiguous” Counties.

SBA Administrative Declaration

- SBA Disaster Loans for physical and economic injury losses are available in the “Primary” and “Contiguous” Counties.

*New Rural Communities Declaration

- SBA Disaster Loans for physical losses and economic injury are available in the “Primary” County only.



SBA Outreach in Declared Areas

- SBA releases a disaster press release for all SBA disaster declarations to inform the media and the community of available disaster assistance. Additional press releases may be issued indicating declaration changes, milestones, deadlines or other pertinent information.
- SBA distributes flyers for businesses, private nonprofits, homeowners, and renters designed to keep the community abreast of current SBA disaster assistance programs and how to apply.
- For Presidential disaster declarations, the Joint Information Center publishes disaster press releases. SBA issues a press release announcing our declaration. We also distribute Business Recovery Center/Disaster Loan Outreach Center opening, closing, deadline and milestone press releases. We distribute SBA fact sheets outlining disaster assistance available and resource partner flyers.



FEMA

Additional SBA Outreach in Declared Areas

- Television, radio, print and social media
- Congressional offices and other elected officials (federal, state and local)
- SBA local district and branch offices
- Resource Partners: Small Business Development Centers (SBDC), Women's Business Centers (WBC), Veteran Business Outreach Centers (VBOC) & SCORE
- Chambers of commerce, economic development agencies, and local civic/business organizations
- Public and business owners, community leaders and tribal nations

Other Outreach in Declared Areas

- SBA's conducts comprehensive outreach throughout the disaster declared area with emphasis to “equity” and “underserved communities” as defined by Executive Order 13985.
- SBA partners with local, regional, state and national governmental and nongovernmental organizations to identify, inform, explain and enable businesses, residents, and private nonprofit organizations in equity and underserved communities access to SBA disaster assistance.
- This assistance includes help applying for federal low interest disaster loans and free small business disaster counseling to help them plan and recover from the disaster.



FEMA

Disaster Loan Filing Requirements

Homeowners and Renters

- Complete, sign and date SBA home loan application (Form 5C)
- Complete, sign, and date the Tax Information Authorization (IRS Form 4506-C). This income information, obtained from the IRS, will help us determine your repayment ability.

Additional information may be requested after review of the submitted documents.



Disaster Loan Filing Requirements

Businesses

- Complete, sign and date SBA application Form 5
- Complete, sign and date IRS Form 4506-C by each applicant, each principal owning 20 percent or more of the applicant business, each general partner or managing member; and, for any owner who has greater than 50 percent ownership in an affiliate business.
- Complete copies, including all schedules, of the most recent Federal income tax returns for the applicant business
- Personal Financial Statement (SBA Form 413) completed, signed, and dated by the applicant, each principal owning 20 percent or more of the applicant business, and each general partner or managing member
- Schedule of Liabilities listing all fixed debts (SBA Form 2202 may be used)

Note: Additional information may be requested after reviewing the submitted documents.



FEMA

Filing Requirements

Nonprofit Organizations

- This application (SBA Form 5), completed and signed
- A complete copy of the organization's most recent tax return OR a copy of the organization's IRS tax-exempt certification and complete copies of the organization's three most recent years' "Statement of Activities"
- Schedule of Liabilities
- Request for Transcript of Tax Returns (IRS Form 4506C), completed and signed by each applicant and for any affiliated entity.

Note: Additional information may be requested after review of the submitted documents.



FEMA

Loan and Insurance Requirements

Requirements for loan approval:



Eligibility

- Damaged property must be in a



Credit History

- Applicants must have a credit history acceptable



Repayment

- Applicants must show the ability to repay all loans.

Borrowers must obtain and maintain appropriate insurance as a condition of most loans.



Hazard Insurance

- Is required on all



Flood insurance

- Is required **BY LAW** for properties located in a Special Flood Hazard Area (SFHA).

Collateral Requirements

- **Physical loans** over \$25,000 require collateral.*
- **Economic injury loans** over \$25,000 require collateral.
 - (Up to \$50,000 unsecured disaster business loans - combined physical and economic injury loan funds).
- SBA will not decline a loan for lack of collateral, but requires collateral that is available.



* Loans over \$14,000 require collateral in Agency declarations.



FEMA

Application Filing Deadline

- Filing Deadline for Physical Damage:
 - **60 days** from the declaration date.
- Filing Deadline for Economic Injury:
 - **9 months** from the declaration date.

April 2024						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

In Presidential Declarations, FEMA may extend the filing deadline for all Federal programs, including SBA.



Protect Your Property From Future Disasters

Disaster mitigation is the effort to reduce loss of life and property by lessening the impact of disasters. Disasters can happen at any time and any place, not preparing can have dire consequences. Disaster survivors may qualify for additional funds for mitigation projects.



Flood Mitigation

- Seal your roof deck
- Elevate structures
- Add a sump pump
- Relocate outside of a flood plain
- Landscape your property to improve water runoff and drainage



Wildfire Mitigation

- Install a Class A fire-rated roof
- Remove roof and gutter debris that can be ignited by airborne embers



Wind/Tornadoes Mitigation

- Brace/upgrade to wind-rated garage doors
- Install hurricane roof straps
- Upgrade to pressure-rated windows
- Install safe rooms or storm shelters



Earthquake Mitigation

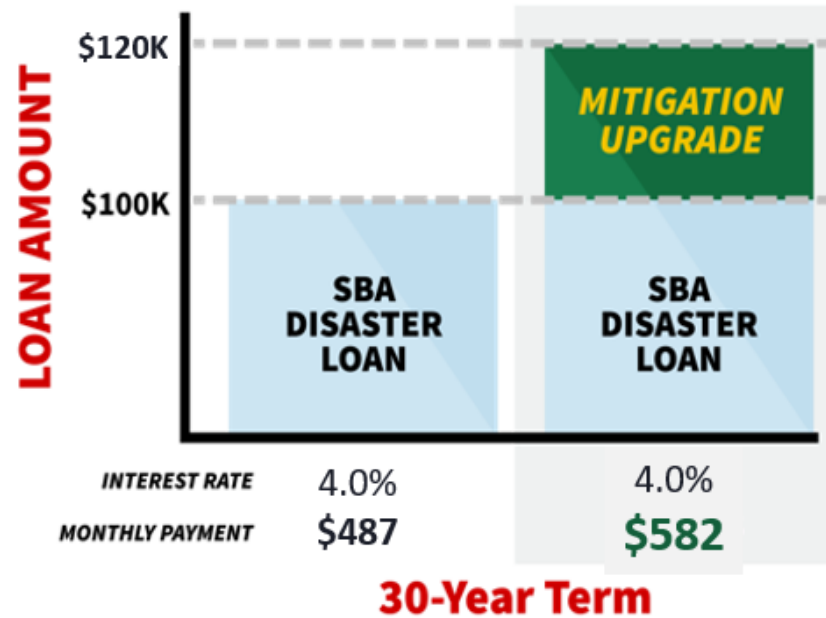
- Install window film to prevent shattered glass injuries
- Anchor roof-top mounted equipment



FEMA

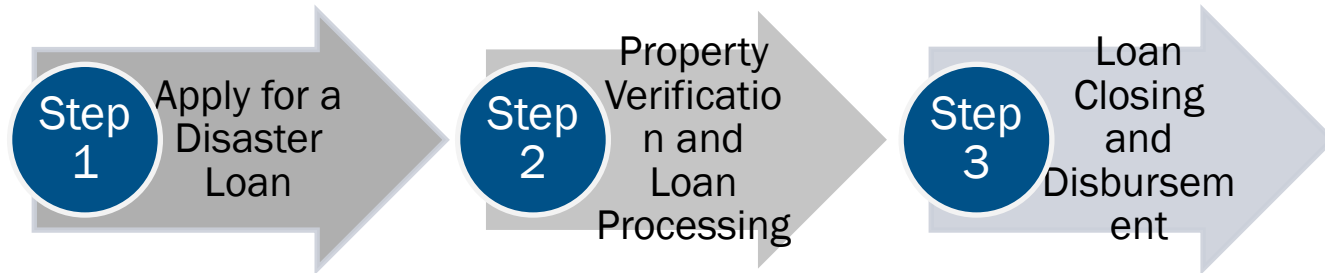
Protect Your Property From Future Disaster

Mitigation Affordability



FEMA

The Application Process



In Presidential declarations, survivors should first register with FEMA at www.disasterassistance.gov or 800-621-3362 (FEMA)

- Apply online at SBA's secure website <https://disasterloanassistance.sba.gov/ela> or the new MySBA Loan Portal <https://lending.sba.gov>
- Apply in person with SBA representative at recovery centers in the declared counties
- Apply by mail



FEMA

Property Verification and Loan Processing



- An SBA representative will contact the applicant to verify damage and schedule a site visit, if necessary.
- The SBA will process the file to a decision as soon as possible, generally 7-10 days for home applications and to 2-3 weeks for business applications.
- Applicants may check status by logging into their MySBA Loan Portal or call SBA Customer Service Center at **1 (800) 659-2955**.
- If approved, loan documents are forwarded to borrower. If declined, the applicant is advised of their appeal rights.

Loan Closing and Disbursement



- An initial disbursement is generally made within 5 days after the applicant signs and returns the required loan closing documents.
 - Up to \$25,000 for physical damages*
 - Up to \$25,000 for economic injury
- Subsequent disbursements are generally made in installments to match the pace of construction.

*** Up to \$14,000 for physical loans in Agency declarations due to collateral threshold.**

Resource Partners Role in the Whole of Community Support for Business Recovery

Consulting provided by SBA's Resource Partners is a vital form of disaster assistance and helps businesses:

- Successfully stay in operation.
- Develop operational, financial and marketing plans.
- Consider alternative sources of revenue.
- Identify ways to reduce costs.
- Update management and technical services.



**Women's
Business Centers**



U.S. SMALL BUSINESS ADMINISTRATION



VETERANS BUSINESS OUTREACH CENTERS



SBA Office of Disaster Assistance Contacts for the Public

Additional Information

SBA Website

www.sba.gov/disaster

SBA Customer Service Center

1-800-659-2955

For people who are deaf, hard of hearing, or have a speech disability, please dial 7-1-1 to access telecommunications relay services.

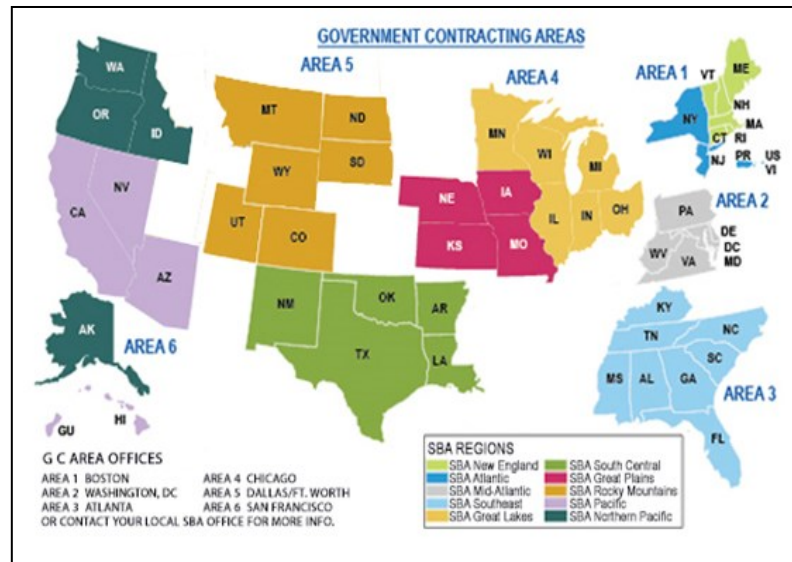
Email

disastercustomerservice@sba.gov

Office of Government Contracting (GC)

Our mission is to assist small businesses in obtaining a fair share of Federal Government contracts, subcontracts and property sales.

Contacts for the Public



Office of Government Contracting (GC)

- What Do We Do:
- Certificate of Competency Program
- Natural Resources Assistance Program
- Small Business Size Determinations
- Waivers of the Nonmanufacturer Rule
- Surveillance Reviews
- Natural Resources and Sales Assistance Program (Timber)
- GC also plays a major role in the formulation of federal procurement policies that affect small businesses
- Area Offices
- GC headquarters staff and field staff positions
- Procurement Center Representatives (PCRs)
- Commercial Market Representatives (CMRs)
- Certificate of Competency (COC) Specialists
- Size Determination Specialists
- Industrial Specialists (IS)
- To locate an SBA Area office go to <https://www.sba.gov/contracting/resources-small-businesses/pcr-directory>



FEMA



REGION IX - HOW TO DO BUSINESS WITH
FEMA

ARIZONA HISPANIC
CHAMBER OF COMMERCE / A FUNEDED
MBDA EQUITY PARTNER

February 13, 2024

Special Thank You...



**MINORITY BUSINESS
DEVELOPMENT AGENCY**
U.S. DEPARTMENT OF COMMERCE
Funding Partner

Washington, DC - Headquarters



ARIZONA HISPANIC
CHAMBER *of* COMMERCE

EST • 1948

Program Operator & Administrator

Special Thank You (continued) ...

Ms. Mahalia Jackson

Ms. Stacie Eldridge



& Staff from the United States Department of Homeland Security -
Federal Emergency Management Agency



...and to YOU!

WITH YOU TODAY



**KAAREN-LYN
GRAVES**

EXECUTIVE DIRECTOR –
CAPITAL READINESS PROGRAM



**CHRISTINA
MERCADO-GONZALEZ**

EXECUTIVE DIRECTOR –
AIANNH PROJECT NABEDC



**TAHDA
AHTONE, J.D.**
BUSINESS CONSULTANT
& OUTREACH SPECIALIST
*AIANNH Project NABEDC for
Rural Communities*

ABOUT THE AZHCC

We offer 75 years of success serving Arizona's business communities. Our mission "...promoting the success of Hispanic and minority owned businesses by facilitating business relationships, economic development, and sharing of knowledge for the benefit of the State of Arizona and the growth and success of the members of our Chamber" – is further enhanced through our pillars of excellence.





UNITED STATES DEPARTMENT OF COMMERCE – MINORITY BUSINESS DEVELOPMENT AGENCY (MBDA)

The Minority Business Development Agency (MBDA) was originally established as the Office of Minority Business Enterprise by President Richard M. Nixon on March 5, 1969. By establishing a federal agency dedicated exclusively to minority business enterprise, President Nixon recognized the impact of minority businesses on the nation's economy and on the general welfare of the country.



Washington, DC - Headquarters

The Arizona Hispanic Chamber of Commerce Operates programs/projects funded by the United States Department of Commerce - Minority Business Development Agency



EST • 1948



Powered by the Minority Business Development Agency



Pillars of Excellence

- Economic Development
- Market Intelligence
- Thought Leadership
- Professional Development
- Advocacy
- Education Services

United States Department of Commerce -
Minority Business Development Agency



Powered by the **Minority Business Development Agency**

VICE PRESIDENT KAMALA HARRIS
ANNOUNCES THE COMPETITION WINNERS FOR
**MBDA'S CAPITAL READINESS
PROGRAM**



CAPITAL READNESS STAFF & CONTRACTORS

CAPITAL READNESS STAFF



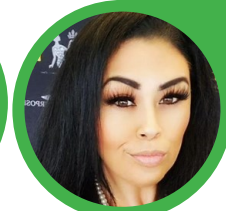
KAAREN-LYN GRAVES



RITA SKINNER



DARRYL JOHNSON



THERESA HERNANDEZ



JOHN GUTIERREZ



TANA THAMMAGNO



ANDREW "DREW" JACKSON



CONTRACTORS



Insurance Partner
Office: 602-995-8888 / Cell: 602-810-0327
Email: robert@branscombassociates.com
Web: www.branscombassociates.com



Diversified Financial Services
Personal & Business Credit Services & Educator Partner
Direct: (480) 982-5124 / (602) 689-1052
Website: www.eserviceinc.com/contact



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Email: builder@jackrabbitdevelopment.com



Project Management & Process Tracking Partner
Direct: (480) 463-0904 / (480) 527-0205
Email: www.oysllc.com



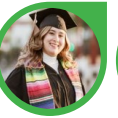
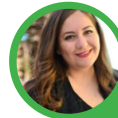
Lead Organization
Arizona, Southern California, Nevada

Kaaren-Lyn Graves, Executive Director
AZHCC's Capital Readiness Program
Direct: (480) 343-2799 |
KaarenG@azhcc.com



Southern California Business Development Partner
Direct: (909) 315-3339
Email: tana@scsgp.org

PROGRAM SUPPORT TEAM



GOALS

- Technical Assistance
- "Capital Readiness"
- Financial Education



AWARDED GRANT

- \$3,000,000 OVER 4 YEARS

Personnel & Contractors

Travel

Seed Funding (limited)

Administrative & Operator



About the Capital Readiness Program

- Services are offered for those who meet the MBDA definition of Socially and/or Economically Disadvantaged Individuals, Business Owners, & Entrepreneurs
- Services are provided throughout Arizona, Nevada, Southern California, the Navajo Nation, & beyond
- Business development services include:
 - One-on-one Coaching
 - Access to Capital (\$\$\$) - education, grants, loans, investors, etc.
 - All Forms of Business Insurances
 - Credit Repair Services
 - eCommerce Services (ex. Amazon)
 - Legal Education
 - Marketing & Branding
 - Global Exporting Assistance
 - Workforce Resources
 - Complimentary Membership to the AZHCC



Powered by the **Minority Business Development Agency**

Get Started

www.crp-azhcc.com

The logo for the Capital Readiness Program (CRP) is displayed in white on a dark blue background. It consists of the letters 'CRP' in a large, bold font, with a green triangle pointing upwards and to the right. Below 'CRP', the words 'Capital Readiness Program' are stacked vertically in a smaller font. At the bottom, the text 'Powered by the Minority Business Development Agency' is written in a very small font. Below the logo, the text 'Arizona | California | Nevada | Navajo Nation | & Beyond' is written in white.

Arizona | California | Nevada | Navajo Nation | & Beyond

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The Arizona Hispanic Chamber of Commerce Operates programs/projects funded by the United States Department of Commerce - Minority Business Development Agency



Pillars of Excellence

- Economic Development
- Market Intelligence
- Thought Leadership
- Professional Development
- Advocacy
- Education Services

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Funding Partners



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American Indian, Native American Tribal Communities, Alaska Native Corporations, & Native Hawaiian Business Owners & Entrepreneurs

- How to start a business
- Assistance with locating & bidding on procurement opportunities (Tribal, Public, & Private Industries)
- Marketing Resources (i.e. website, marketing communications, etc.)
- Manufacturing resources
- Bonding
- Enhanced Business Development & Technical Assistance Workshops (i.e. capabilities briefing & document preparation)
- Certification Assistance

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Building Tribal Capacities and Capabilities to Improve Readiness and Resilience Information & Request

Program Snapshot & Our Role

Emergency Management Planning

Events

9th Annual Tribal Nations Training Week

Register for March 9 - March 16

Request

Participate in our survey - please emails Christina

(Christina@NABEDC.com) or (Tahda @ TahdaA@NABEDC.com)



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9th Annual Tribal Nations Training Week

Register Now: March 9-16, 2024

The Center for Domestic Preparedness (CDP) will host the *9th Annual Tribal Nations Training Week* the week of **March 9 - 16, 2024** on the CDP campus in Anniston, AL. CDP training is completely funded for state, local, tribal, and territorial emergency responders to include roundtrip airfare, meals, lodging, training, and any equipment required during training. The list of classes and additional information for this training week are listed below.

Goal: Conduct a focused training week to strengthen emergency preparedness capabilities and foster relationships amongst Tribal Nations and partners.

Objectives:

- Establish collaborative partnerships.
- Provide hands on training opportunities that enhance capabilities of Tribal Nation Responders.
- Strengthen students' knowledge to administer Tribal proficiency in health care, environmental, disaster response, and leadership.

Theme: Developing Generational Resiliency Through Training

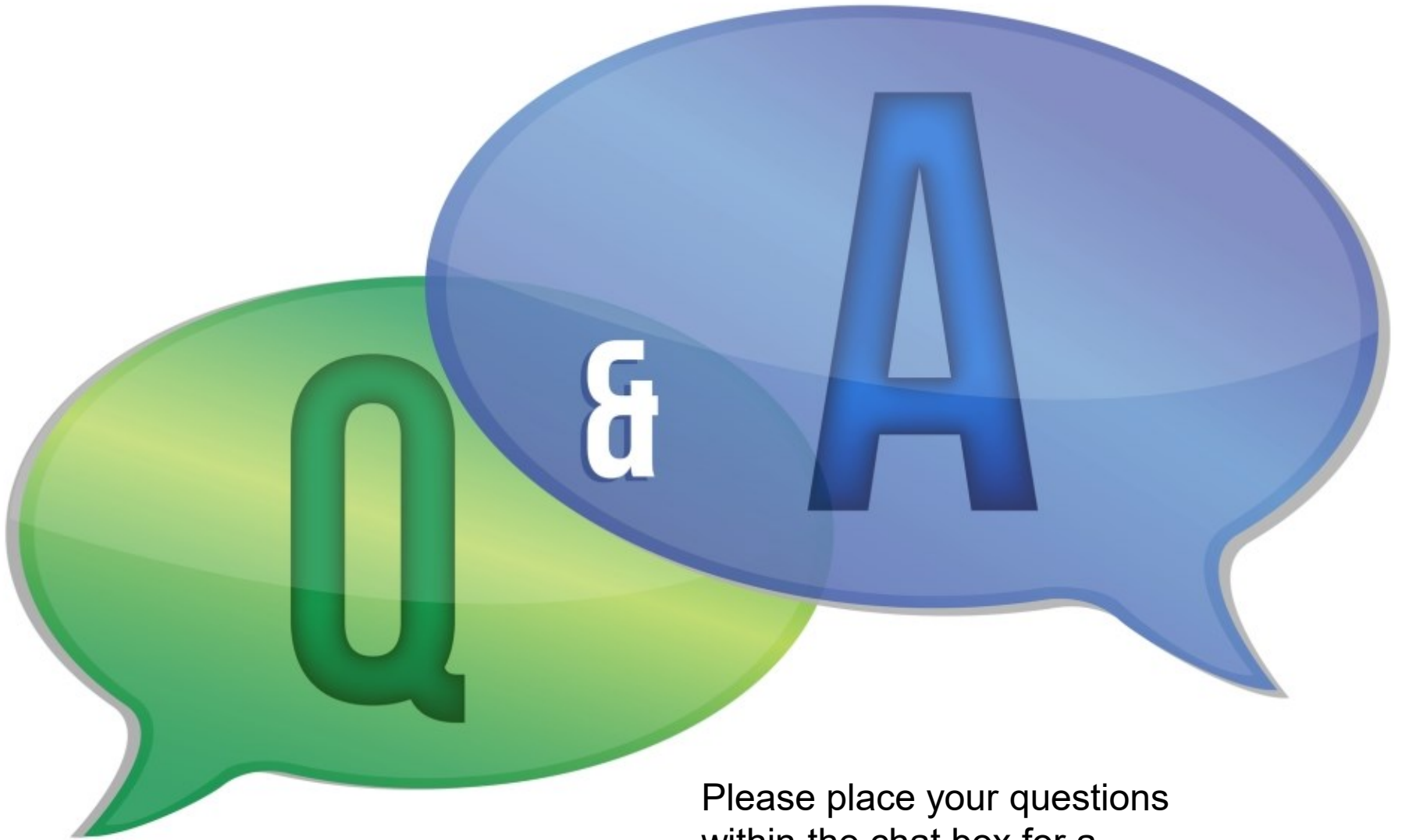


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**THANK
YOU!**



Please place your questions
within the chat box for a
response by our Guest
Panelist...thank you!

Closing Remarks



Please complete the "Survey"
Have a great day and be safe!

Federal Emergency Management Agency (FEMA) Industry
Liaison Program



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