

HAMA  
April 17, 2026

# Agenda

Alabama SBDC Network  
National APEX Accelerator Program  
Alabama APEX Accelerator

Marc Jacobson  
APEX Accelerator Senior Advisor



*Serving as the bridge between business and government*





The Small Business Development Center (SBDC) is the most **comprehensive** small business assistance network in the United States and its territories with nearly **1,000 local centers**.

*SBDCs are hosted by leading universities, colleges, state economic development agencies, and private partners, and funded in part through a partnership with the U.S. Small Business Administration.*

- No-Cost Business Counseling
- Business Planning
- Accessing Capital
- Free or Low-Cost Training
- Marketing and Branding
- Human Resources
- Market Research
- Financial Analysis
- Search Engine Optimization (SEO)
- Licensing
- Networking Opportunities
- *And More!*



# Alabama SBDC Network Alabama APEX Accelerator



*Growing Alabama's Economy  
One Business at a Time*



# SBDC / APEX



## 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
- Financing/Capital Access
- 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
- International Business Assistance
- 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 Expansion
- Support Critical Technologies

# Alabama SBDC: Capital Access Team

## *Serves as a Technical Assistance Provider*

Alabama SBDC Network does not provide financing, rather we have professionals who can help you prepare a well-organized loan package with complete documentation.

Alabama's SBDC Cap Access Team is a Technical Assistance Resource Partner for Innovate Alabama's debt and equity (Venture Capital) financing programs. (LendAL and InvestAL)

- State Small Business Credit Initiative (SSBCI)
- Innovate Alabama Supplemental Grant Program
- SBA Loans

THE UNIVERSITY OF  
**ALABAMA**

Research &  
Economic Development  
Alabama Small Business Development Center



AMERICA'S  
**SBDC**  
ALABAMA



Alabama International  
Trade Center  
THE UNIVERSITY OF ALABAMA



Assists businesses in making the right decisions by carefully researching aspects relevant to clients' request.

Supplement a client's knowledge and skills by providing research, analysis, and an objective outside perspective to help fill market information gaps.

### One-on-One Trade Advising



### Customized Market Research



### Trade Training



### Export Ready?



The Export Readiness Assessment provides instant feedback. Take the short quiz today.

### Export Research



Where do I start? Which markets are best for my company? Where are the customers?

### Export Finance



ExIm Bank, SBA Export Working Capital, payment terms and options, credit insurance, etc.

### Training Programs



One-on-one custom training modules, workshops, and convenient online options.

### Import / Supply Chain

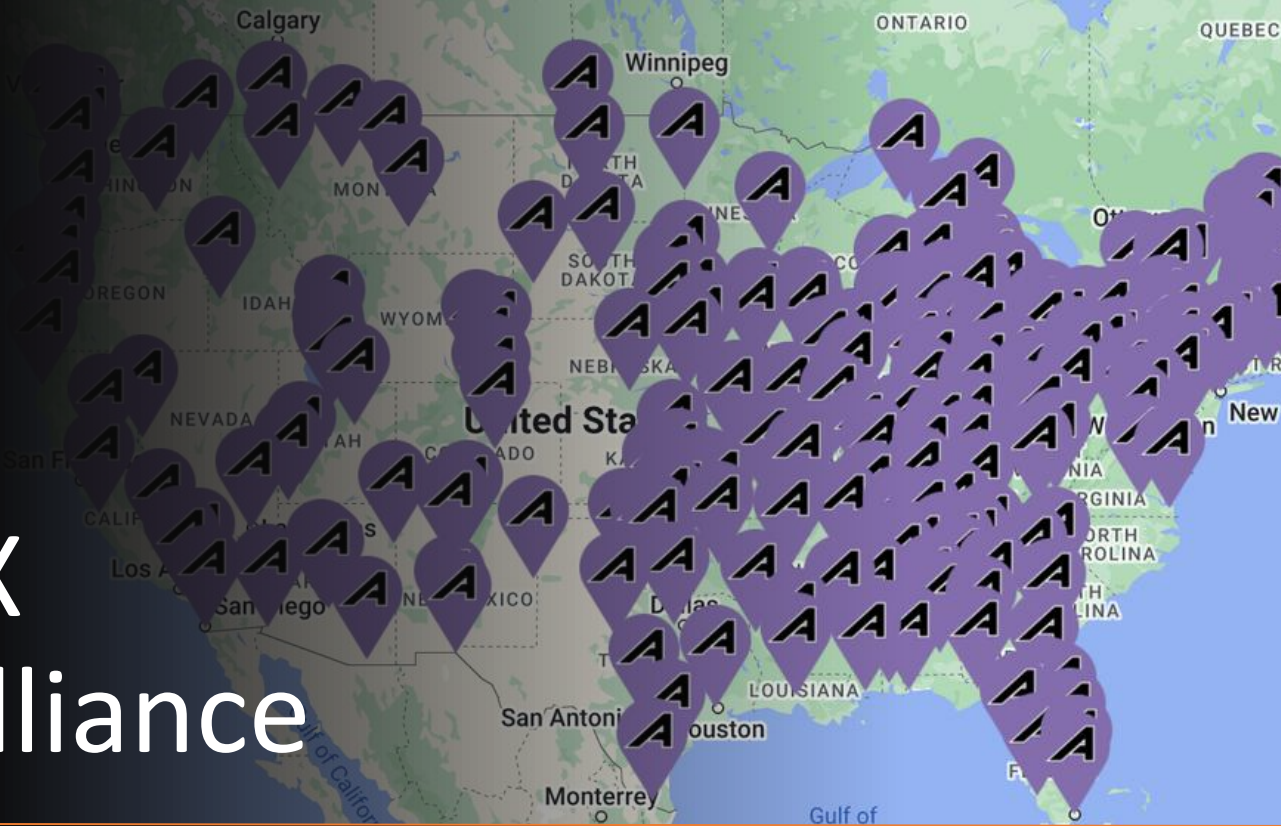


Optimize your supply chain, find new suppliers, get your products through US Customs.

### Website Internationalization



Free site analysis, tips & tricks to improve your site.



# National APEX Accelerator Alliance



Find your APEX Accelerator

# APEX ACCELERATORS

*This APEX Accelerator is funded in part by a cooperative agreement with the US Department of Defense.*

# APEX ACCELERATOR ALABAMA

## Alabama APEX Accelerator Network

APEX Accelerators are hosted by leading universities, colleges, state economic development agencies, chambers of commerce, and private partners, and funded in part by the DoD.

### UAH APEX Accelerator



Located at the UAH College of Business



# Accelerating American Entrepreneurship



October 2022



## APEX Accelerator Mission and Vision

**Mission:** Serve as the axis for existing and new business to strengthen the defense/government industrial base:

- Accelerating innovation
- Fostering ingenuity
- Establishing resilient and diverse supply chains

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

# Accelerate Innovation



- Engage with the Businesses Community
- Provide Access to Resources, Remove Barriers
- Collaborate with Research Institutions and Federal Labs



## Innovation in Critical Technologies

- Advanced and Networked Sensors, Sensing & Signatures
- Advanced Manufacturing
- Advanced Materials
- Artificial Intelligence (AI)
- Biotechnologies
- Communication and Networking Technologies
- Computing and Software (Advanced)
- Cyber and Integrated Sensing
- Directed Energy
- Financial Technologies
- Future Generation Wireless Technology (FutureG)
- Gas Turbine Engine Technologies (Advanced)
- Human-Machine Interfaces
- Hypersonics
- Integrated Network Systems-of-Systems
- Microelectronics and Semiconductors
- Nuclear Energy Technologies (Advanced)
- Quantum Science, including Quantum Information Technologies
- Renewable Energy Generation and Storage
- Robotics and Autonomous Systems
- Space Technologies and Systems

# Foster Ingenuity



- Deliver Training and Resources
- Provide Mentorship and Networking
- Assist with Business Development Strategies to Team and Compete

- Provide professional development and training
- Assist with developing business development strategies
- Assist with Federal/State Market Research
- Provide introductions, networking, and collaboration
- Serve as a bridge between small businesses, primes, and agencies
- Advise and train on the 11 Agencies with SBIR/STTR programs
- Make Federal Lab Referrals
- Work to support the needs of OSBP and SBLO

# Establish Resilient and Diverse Supply Chains



- Strengthen Supply Chain Diversification
- Provide Risk Mitigation
- Protect Supply Chain through Transparency and Efficiencies

## Expand Contract Ready Industrial Base (GIB and DIB) by assisting with:

- Registering in the System for Award Management (SAM)
- Developing a compelling Capability Statement
- Establishing Competitive Business Development Strategy
- Passing a Self-check for Contractor Responsibility
- Reviewing Cybersecurity Requirements
- Reviewing Federal Certification options (VOSB, HubZone, VOSB, 8(a))
- Reviewing FAR/State/Local Regulations
- Registering in State/Local Contracting Systems



# Alabama APEX Accelerator

Identify, Compete For, and Win Government Contracts

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

The Alabama APEX Accelerator is a statewide program, that has served Alabama for 40 years in growing the state's economy by connecting corporate buyers and government agencies with reliable, diverse, agile, and efficient small business suppliers.



 [apexal.org](https://apexal.org)



# APEX Technical Services

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

- Determining suitability – Contract Readiness (DIB/GIB)
- Registrations & Socio-Economic certifications
- Procurement/buyer research
- Networking/connections/collaboration
- Identifying opportunities (Bid Match)
- Pricing strategies
- Category management
- Federal market research/strategy
- Buying agencies/primes
- Developing Capability Statements
- Marketing to the Government
- Understanding federal regulations, navigating solicitations
- Matchmaking
- Business development strategy
- GSA Schedules
- Assist with audits/protests preparation
- MPP, Teaming, JV
- SBIR/STTR

# Professional and Business Development

REGISTER AT  
[WWW.UAH.EDU/SBDC/EVENTS](http://WWW.UAH.EDU/SBDC/EVENTS)

**APEX**  
ACCELERATOR  
ALABAMA



**Introduction to Government Contracting**

April 23, 2026  
9:30 AM - 11:00 AM  
Register: [www.uah.edu/sbdc/events](http://www.uah.edu/sbdc/events)

**APEX** **SBDC**

In-Person Event

A graphic showing a person's hands holding a tablet displaying the words "GOVERNMENT CONTRACTING" with a small icon of a building.

**How to Start a Business & Write a Business Plan**  
A Road Map to Success

May 5, 2026  
6:00PM - 8:30PM WEBINAR  
Register today at [www.uah.edu/sbdc/events](http://www.uah.edu/sbdc/events)

**APEX** **SBDC** **ASU**

A graphic featuring the logos for APEX, SBDC, and ASU.


Rainsville, Alabama

**SBA for a Day:**  
Office Hours in your Neighborhood

Friday, April 3, 2026  
10:00am to 3:00pm CT

LOCATION:  
The NCC Entrepreneurial Center  
246 Curdley Ave N.  
Rainsville, AL 35966

**SBA** **AMERICAN SBDC** **APEX** **ACCELERATOR** **ALABAMA**


A graphic showing a person working at a desk and another person talking on a phone.

**Redstone Arsenal 101**

June 16, 2026  
9:30 AM - 11:00 AM  
Register: [www.uah.edu/sbdc/events](http://www.uah.edu/sbdc/events)

**APEX** **SBDC**

In-Person Event

A graphic showing an aerial view of a large industrial or military facility.

**GSA**

Doing Business with GSA  
Three-Part Series - Part 1

April 22, 2026  
10:30 AM - 12:00 PM  
Register today at [www.uah.edu/sbdc/events](http://www.uah.edu/sbdc/events)

**APEX** **SBDC**

LIVE WEBINAR

A graphic with a blue background and white text, featuring a play button icon.

**Starting a Food Truck or Catering Business**

May 18, 2026, 10 AM - 2 PM  
(optional field trip to My Kitchen HSV after)

*In Person Event*  
UAH College of Business  
800 Ben Graves Drive  
Huntsville, Alabama 35816  
Register at [uah.edu/sbdc/events](http://uah.edu/sbdc/events)

**APEX** **SBDC**

A graphic showing a food truck and a person working behind a counter.

**Business Development 101**

September 16, 2026  
9:30 AM - 11:00 AM  
Register: [www.uah.edu/sbdc/events](http://www.uah.edu/sbdc/events)

**APEX** **SBDC**

In-Person Event

A graphic with a dark background and various business-related icons like a bar chart and a gear.

**BOOTS to BUSINESS REBOOT**

from the U.S. Small Business Administration  
May 13 and 14, 2026  
8:30 AM - 4:00 PM  
Register: [uah.edu/sbdc/events](http://uah.edu/sbdc/events)

**SBDC** **SBA** **MISSISSIPPI STATE UNIVERSITY**  
BOOTS TO BUSINESS

Redstone Arsenal  
One STOP Honest John Rd Bldg 3494

A graphic featuring a boot icon and the text "BOOTS to BUSINESS REBOOT".



# Bid Match

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

- No Cost Benefit for Alabama APEX Clients
- Finds bids that you would not otherwise know about.
- Delivers relevant bid opportunities right to your desktop - an essential tool for any company seeking to win government or local contracts.
- Focused results from database search of federal, state, local, and foreign bid opportunities that are most relevant to YOUR business.
- Email notifications of highly selective opportunities and store your bid leads on a private website for subsequent access.

# 18<sup>th</sup> Annual B2B Govcon Matchmaker

## August 27, 2026



# 18<sup>th</sup> Annual B2B GovCon Matchmaker

## August 27, 2026

### 2025 List of Participating Buyers

- Accenture Federal Services
- Army Contracting Command (ACC)
- Amentum (formerly Jacobs)
- Boeing
- Booz Allen Hamilton
- COLSA
- DOD SBIR/STTR
- Electric Power Board Chattanooga
- Federal Bureau of Investigation (FBI)
- Fluor Federal Petroleum Operations (FFPO)
- GSA
- Huntsville Utilities
- Missile Defense Agency (MDA)
- NASA Marshall Space Flight Center (MSFC)
- Northrop Grumman
- Southern Company / Alabama Power
- Teledyne Brown Engineering
- Tennessee Valley Authority (TVA)
- US Army Space and Missile Defense Command (SMDC)
- USACE – Corps of Engineers
- SAIC
- State of Alabama – Division of Procurement



**REGISTER  
NOW**



*Growing Alabama's Economy, One Small Business at a Time*

# Alabama's APEX Accelerator Economic Impact

## Statewide Network

"The UAH Team is genuine and extremely qualified helping us achieve our business goals and objectives."

"Our UAH Advisors provide the foundation and tactical expertise leading to results-oriented strategies for success."

Clients' success by the numbers: UAH APEX clients have been awarded over \$1.05 Billion in government contracts in 2025!



THE UNIVERSITY OF ALABAMA | Research & Economic Development



APEX Accelerator of Alabama

2025 **ECONOMIC IMPACT**

	→ 2025	→ 5 YEAR
 One-on-one assistance <b>Clients Served</b>	<b>909</b>	<b>3,638</b>
 Technical Assistance to <b>Event Participants</b>	<b>1,762</b>	<b>9,075</b>
 Acquire <b>Prime Contracts</b>	<b>\$1,623 B</b>	<b>\$4,072 B</b>
 Acquire <b>Subcontracts</b>	<b>\$375 M</b>	<b>\$1,168 M</b>
 One-on-One <b>Advising Hours</b>	<b>2,510</b>	<b>15,942</b>

### 5 Year Statewide Impact

#### *Growing Alabama's Economy*

There are 98 APEX Accelerator programs – with over 300 local offices – which form a nationwide network of dedicated procurement professionals working to help local businesses compete for contract awards. APEX is the bridge between buyer and supplier, bringing to bear their knowledge of both contracting in the public & private sectors and the capabilities of contractors to maximize fast, reliable service with better quality and at lower costs.



**APEXAL.org**



<https://uah.edu/sbdc>

# Contact Information

**Small Business Development Center (SBDC)**  
[www.uah.edu/sbdc](http://www.uah.edu/sbdc)

**Michelle Kloske**

Director and Senior Business SBDC Advisor  
Michelle.Kloske@uah.edu

## APEX Accelerator

**Marc Jacobson – Senior APEX Advisor**  
Marc.Jacobson@uah.edu

**Kris McBride – Senior APEX Advisor**  
Kristen.McBride@uah.edu

**Dan Farmer – Senior APEX Advisor**  
Dan.Farmer@uah.edu

**Todd Steigerwald – Senior APEX Advisor**  
Todd.Steigerwald@uah.edu

# Questions?

