



THE FUTURE OF BUSINESS

"Connecting AAPI Entrepreneurs and Business Community with Federal Resources and Opportunities"

Minority Business Development Agency
October 16th, 2pm EDT

For live caption, go to meeting controls and select more options to turn on live caption.

BRIEF WELCOME

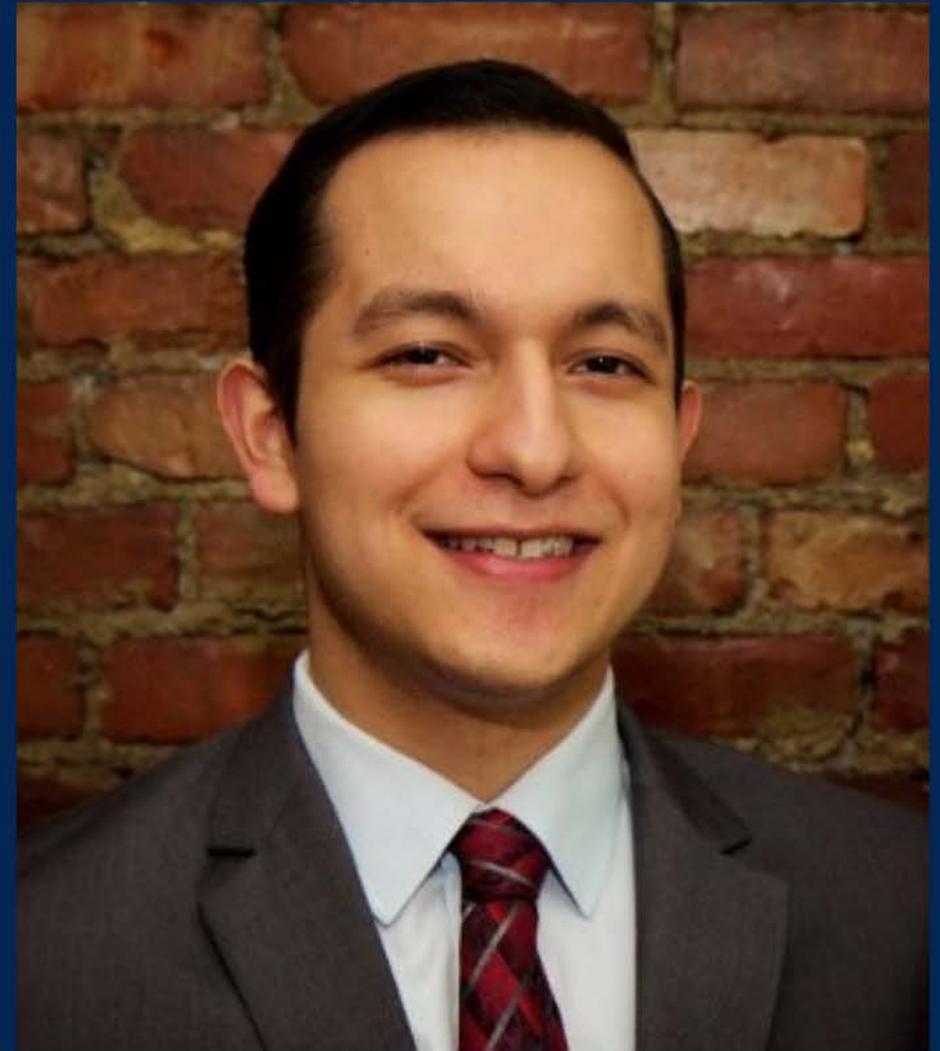


Tina Wei Smith
Executive Director
White House Initiative on AAPIs



White House Initiative on
Asian Americans and Pacific Islanders

SPECIAL GUEST MODERATOR



Marco Cuesta

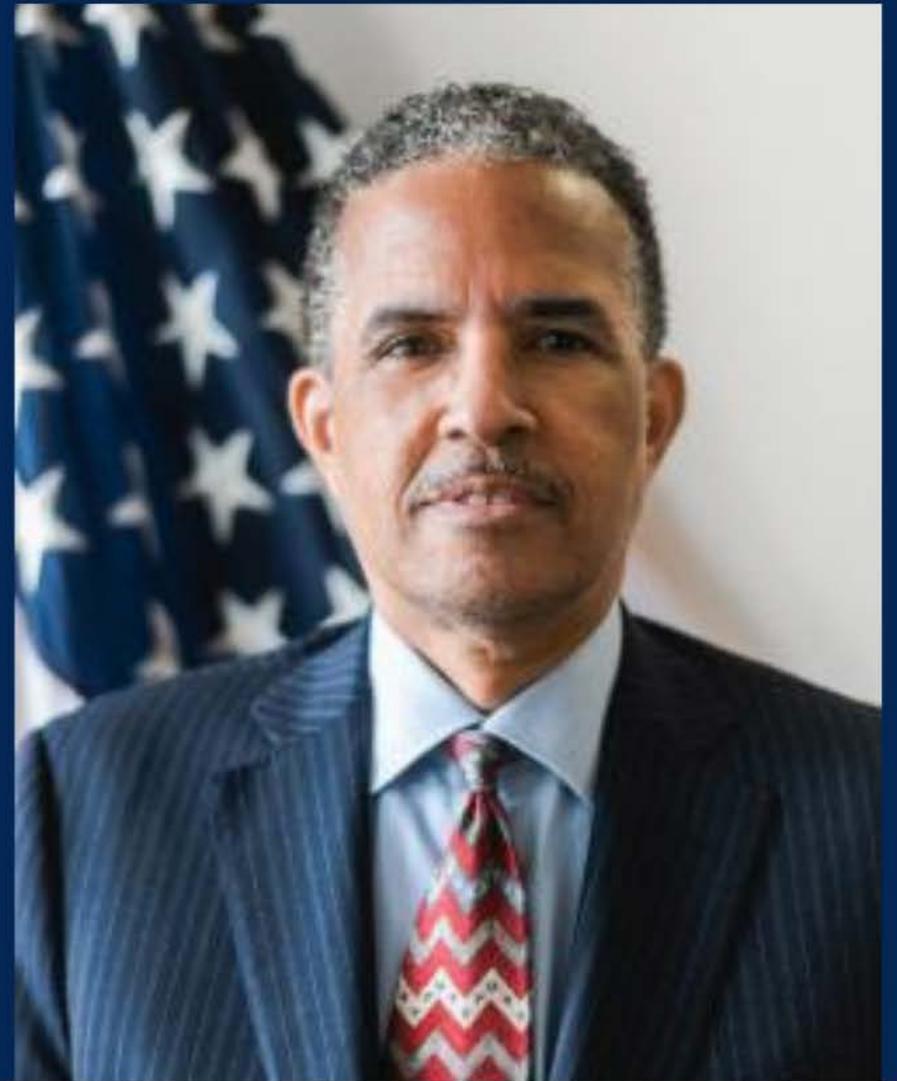
Senior Advisor

Minority Business Development Agency



White House Initiative on
Asian Americans and Pacific Islanders

KEYNOTE REMARKS



David Byrd

National Director

Minority Business Development Agency



White House Initiative on
Asian Americans and Pacific Islanders

MBDA BUSINESS CENTERS



Dana Hauanio

Director

Honolulu MBDA Business Center



White House Initiative on
Asian Americans and Pacific Islanders



The Future of Business: Tools, Resources, and Opportunities for MBEs

Friday, October 16, 2020

Be Entrepreneurial: Plan your Business

❖ Research – Due diligence

- ❖ Past performance

 - ❖ What worked well to build on strengths

- ❖ Who are the other ‘players’

 - ❖ Gap analysis – what DON’T they do

 - ❖ Partners – solid collaboration from reputable resources

- ❖ Market demand in light of COVID-19

 - ❖ Local trends

Forgiveness Calculation Formula

- 1 Determine payroll and non-payroll costs
- 2 Determine salary/wage reductions greater than 25%
- 3 Determine your FTE count for reference and covered period
- 4 Calculate blended wage + FTE reduction
- 5 Calculate potential forgivable amount based on payroll costs (75% payroll)
- 6 Your forgivable amount (lower of 4 and 5)

Helpline Number: 800-833-4488
Web Date: 8/10/2020



U.S. SMALL BUSINESS ADMINISTRATION COVID-19 ECONOMIC INJURY DISASTER LOAN APPLICATION

SBA is collecting the requested information in order to make a loan under SBA's Economic Injury Disaster Loan Program to the qualified entities listed in Question 3-Organization Type below that are impacted by the Coronavirus (COVID-19). The information will be used in determining whether the applicant is eligible for an economic injury loan. If you do not submit all the information requested, your loan cannot be fully processed.

If you have questions about this application or problems providing the required information, please contact our Customer Service Center at 1-800-877-8339 or (TTY: 1-800-877-8339) or DisasterCustomerService@sba.gov.

If more space is needed for any section of this application, please attach additional sheets. SBA will contact you by phone or e-mail to discuss your loan request.

GUIDE TO THE EMPLOYEE RETENTION TAX CREDIT For COVID-19 Impacted Businesses

The Coronavirus Act, Relief, and Economic Security (CARES) Act created a new employee retention tax credit for employers who are closed, partially closed, or experiencing significant revenue losses as a result of COVID-19.

Who is ELIGIBLE?

Small businesses, including nonprofits, carrying on a trade or business in 2020 that:
• had a significant decline in gross receipts, compared to a similar quarter in 2019;
• had a decline in gross receipts for more than 50% when compared to the same quarter in 2019; or
• had a decline in gross receipts for more than 20% when compared to the same quarter in 2020.

WHICH EMPLOYERS are toward eligible?

- An employer with a business that is a qualified small business as defined in Section 1301(b)(1) of the Internal Revenue Code.
- An employer with 500 or fewer employees.
- An employer who had a significant decline in gross receipts, compared to a similar quarter in 2019.
- An employer who had a decline in gross receipts for more than 50% when compared to the same quarter in 2019.
- An employer who had a decline in gross receipts for more than 20% when compared to the same quarter in 2020.

How is the CREDIT PAID?

The credit is paid as a refund of payroll taxes or as an advance on the employer's share of Social Security taxes.



Small Business Relief and Recovery Fund

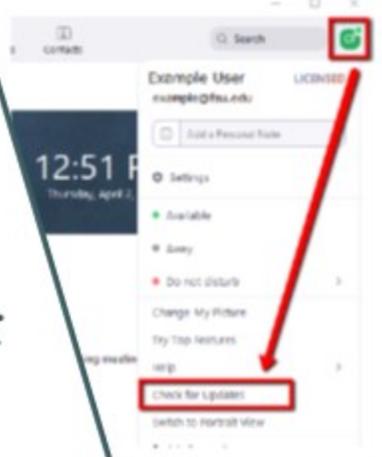


Apply

WEBINAR: COVID-19 and the New Labor Laws



Zoom securely.



Go to <https://hawaii.zoom.us/profile>. Click on your profile picture, then "Check for Updates."

The latest version of Zoom will always be the **safest** version of Zoom.

Version 5.2.3 (45120.0906)



Understanding SEO



Virtual Workshops June 19th to July 30th, 2020

SBA **U.S. DEPARTMENT OF COMMERCE** **MINORITY BUSINESS CENTER**

The Hawai'i Small Business Administration, MIDA Business Center Honolulu, and the Hawai'i DOT Disadvantaged Business Enterprise Program invite you to events which will feature valuable information regarding the CARES Act and government funded contracting opportunities.

DATE AND TIME	TITLE	PARTICIPATION OF THE FOLLOWING FEDERAL, STATE AND LOCAL GOVERNMENT AGENCIES
Friday, June 19, 2020 9:00am - 2:00pm	Women's Small Business Program	US DODDER Office
Tuesday, June 23, 2020 10:00am - 11:00am	SMB.gov and SBA's 8(a) Program	State of Hawaii US SBA Deputy District Director, Hawai'i Waiyale
Thursday, June 25, 2020 10:00am - 11:00am	PPP & EDA Loans Explained	State of Hawaii US SBA Economic Development Specialist, Hawai'i Michael Torres Lead Business Opportunity Specialist, US SBA Ola Torres Business Opportunity Specialist, 8(a) Program, US SBA Cynthia May Business Opportunity Specialist, 8(a) Program, US SBA
Monday, June 29, 2020 10:00am - 11:00am	Capability Statement Explained	State of Hawaii US SBA Economic Development Specialist, Hawai'i Michael Torres Lead Business Opportunity Specialist, US SBA Ola Torres Business Opportunity Specialist, 8(a) Program, US SBA Cynthia May Business Opportunity Specialist, 8(a) Program, US SBA
Thursday, July 2, 2020 10:00am - 11:00am	Buy Certification Explained	State of Hawaii US SBA Economic Development Specialist, Hawai'i Michael Torres Lead Business Opportunity Specialist, US SBA Ola Torres Business Opportunity Specialist, 8(a) Program, US SBA Cynthia May Business Opportunity Specialist, 8(a) Program, US SBA

Dana, Alan & Associates, LLC
President Dana Hauanio, PE, CGC
Woman Owned 8(a) Certified
A&E General Construction Firm

CAGE: 50H29
DUNS Number: 228173321
NAICS Codes: 236220 541310 541330 541350

A&E Capability Statement

569 Alan Road
Fort Collins, CO 80445
Gov't POC: Jo Ann Kealoha
Office (970) 123-4567
Fax (970) 890-1234
Website: www.dana.com

100% owned by Dana, Alan & Associates, LLC (DAA) brings a history of expertise in preparing all phases of the building process including cost-effective and practical design, engineering, construction management, and construction administration services for the U.S. government. There is no cost to use our services.

SAMPLE Construction Management and Construction Administration

SAM SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

ALERT: Due to normal CASE maintenance, CASE will be unavailable from Friday October 4, 2020 @ 12:00 PM - Monday October 12, 2020 @ 12:00 PM. Please plan accordingly.

ALERT: CASE.gov will be down for scheduled maintenance between 08:00 hours from 08:00 AM to 09:00 PM.



SBA's PPP Loan Forgiveness Application

2020

Building your store

4 Platform - Shopify, Commerce, Others

PACE THE PACIFIC ASIAN CENTER FOR ENTREPRENEURSHIP

FOR STUDENTS FOR FACULTY FOR COMMUNITY PACE PROGRAMS CONNECT

PROFESSIONAL-IN-RESIDENCE
Get Free Startup Advice
Receive guidance from experts in private appointments via Zoom video chat.
Make an Appointment

UPCOMING EVENTS

PACE IN THE NEWS

SAM.GOV

Contract Opportunities

Search Results

Showing 1 - 10 of 1,000 results

Sort by Relevance

Source Sought - FDI National Staffing Contract (NSC)

This is a Small Business Services Search notice. This is not a solicitation for proposals, proposal abstracts, or questions. The purpose of this notice is to:

- Identify potential small business sources for the contract.
- Provide information on the contract.
- Provide information on the contract.

Department Agency: FDI National Staffing Contract (NSC)

NAICS Code: 561210

Contract Opportunity: FDI National Staffing Contract (NSC)

Financial Support Services

Example Search of Contract Opportunities by NAICS code.

The results are ordered by Relevance as a default.

Note: that the initial search term is displayed in "Keywords" below. It is now one of the "filters" for the search results.

MBDA BUSINESS CENTERS



Maye Saephanh
Director
MBDA Export Center



White House Initiative on
Asian Americans and Pacific Islanders



MINORITY BUSINESS DEVELOPMENT AGENCY
EXPORTCENTER
U.S. DEPARTMENT OF COMMERCE

Sacramento MBDA, Operated by California Asian Pacific Chamber of Commerce

Sacramento MBDA Export Center



Maye Saephanh

Director

Maye brings over a decade of experience in implementing programs for government and international development agencies in Africa, Asia, the Caribbean, and the Middle East. She has worked for organizations like World Vision, Food for the Hungry, and the U.S. Agency for International Development in support of developing communities. One of her career highlights include working with U.S. federal agencies to launch the first international trade export out of Kandahar, Afghanistan in 30 years since the onset of conflict. Maye holds a B.A. from University of California, at Santa Barbara and a M.A. from Columbia University.

Sacramento MBDA Export Center



The Sacramento MBDA Export Center is operated by the CalAsian Chamber of Commerce. We provide Minority Business Enterprises with the resources and assistance to expand through exporting with a focus on the Asia Pacific Rim region.

Export Assistance includes Global Business Development, Business Match-Making, Access to Capital, and Access to Contracts.

COVID-19 Response

Small Business Triage Center

- Rapid Response Business Triage Hotline
- Loan Packaging Assistance with the SBA's PPP and EIDL Loan
- Human Resources Assistance

Small Business Administration Webinar

- Interactive Webinar with SBA leaders
- Pushing latest PPP and EIDL information available



Coronavirus (COVID-19) Small Business Resources

The Chamber recognizes the impact this outbreak has on small businesses in our region. The following are helpful resources we believe will be beneficial to our small business community. We will continue to update these as we receive more information.

Employer and Employee Resources

- The Governor's Office of Business and Economic Development has compiled resources for employers, employees and all Californians for updates on public health, and loan assistance: <https://business.ca.gov/coronavirus2019/>
- Labor & Workforce Development Agency compiled information for support services, entitlement, guidelines, and more for employers and employees: <https://www.labor.ca.gov/coronavirus2019/>
- SBA Guidance for Businesses and Employers to Plan and Respond to Coronavirus Disease 2019 (COVID-19), such as access to capital, SBA products and resources, exporting assistance, government contracting, and local assistance: <https://www.sba.gov/spe/guidance-businesses-employers-plan-respond-coronavirus-disease-2019-covid-19>
- SBA Disaster Loan Assistance Program available for small businesses and non-profits: <https://disasterloan.sba.gov/elo/>
- For businesses in the San Jose area, the City of San Jose Office of Economic Development has put together some suggestions to help lessen how the pandemic affects your business and your employees.

COVID-19 Response

Global Virtual Trade Shows

- Launch of first trade show in June
- Focused on Medical Supplies and PPE
- Networking Opportunities for MBEs

"I'd like to thank MBDA and CalAsian Chamber of Commerce for organizing this great event during COVID-19. This event not only facilitates business collaboration but also shared valuable business resources to business owners. The event is well organized, and we look forward to joining and supporting the future event."

- Jeff Weng, USAREG Inc.

The screenshot displays the website for the COVID-19 Medical Supplies & PPE Virtual Global Trade Show Directory. The header features the event title and a background image of blue medical supplies. The main content area is divided into several sections:

- PRODUCT GUIDE:** A list of product categories including 3-Ply Disposable Masks, KN95 Masks, N95 Respiratory Masks, Face Shields, Gloves, Hand Sanitizer, Gowns, Thermometer, Goggles, Wipes, Coveralls, and Other.
- SUPPLIER BREAKDOWN:** A table showing the percentage of suppliers by ownership type:

Ownership Type	Percentage
Minority-Owned Business	65%
WOSB Certified	35%
WOSB Certified	20%
HUBZONE Certified	10%
- UPCOMING ROUNDTABLES:** A list of scheduled discussions, including a Supplier Diversity Roundtable on July 30 and a Digital Marketing and Branding Roundtable on July 31.
- Virtual Global Trade Show Catalog:** A promotional banner for the Virtual Global Trade Show, featuring a virtual trade show scene and the dates July 29-31, 2020.
- Video Player:** A vertical stack of video thumbnails for various roundtable discussions, such as 'Virtual Global Trade Show', 'Supplier Diversity Roundtable', and 'Digital Marketing and Branding Roundtable'.

COVID-19 Response

Transition to eCommerce

- Amazon Platform
- Alibaba Platform
- Online Branding
- Access to Chinese E-Commerce Market



Alibaba.com Digital Build Up

May 20, 2020
Co-hosted by:

BAYAREA COUNCIL
MINORITY BUSINESS DEVELOPMENT AGENCY
EXPORTCENTER
U.S. DEPARTMENT OF COMMERCE

CALASIAN
chamber of commerce



WHO IS OUR PARTNER – **MEBO** ?

Alex Fourn

- > A transnational biotech cooperation founded in 1987
- > Headquartered in China and US
- > Specializing in researching, developing, manufacturing and marketing branded botanic pharmaceuticals, healthcare food, cosmetics, and medical devices across the globe
- > Executive Committee Member of the Bay Area Council

MEDICATION	SKINCARE	HEALTHCARE	MEDICAL DEVICES	COSMETICS
 Moist Exposed Burn Ointment	 Anti-Scar Anti-Itch	 GI Capsules Sugar Balance	 Wound Dressing Cooling Patch	 Skin Rejuvenation



HOW TO ACCESS THE CHINESE E-COMMERCE MARKET WEBINAR

OCTOBER 5, 2020 // 11:00AM - 12:00PM PST

Welcome!
All participants are muted upon entry.

MBDA BUSINESS CENTERS



White House Initiative on
Asian Americans and Pacific Islanders

Tony Tang
Program Director
San Jose MBDA Business Center



For assistance please reach out to :

www.asianinc.org

or

For assistance in English and Cantonese- ttang@sanjosembdcenter.com and mzheng@asianinc.org

For assistance in Mandarin - pwong@asianinc.org

For assistance in Vietnamese - ptran@sanjosembdcenter.com

For assistance in Spanish- rmolina@sanjosembdcenter.com

My cell phone number is 415-866-9898

INNOVATION HUB



White House Initiative on
Asian Americans and Pacific Islanders

Donna M. Ennis, C.P.F.

Project Director

SE MBDA Inner City Innovation Hub

SE MBDA INNER CITY INNOVATION HUB

- Three organizations



- Two-year pilot project
 - September 1, 2020 to August 31, 2022
- 8 states – Alabama, Florida, Georgia, Kentucky, Mississippi North Carolina, South Carolina, Tennessee



SE MBDA INNER CITY INNOVATION HUB

Vision

- Develop a prototype for a ***regional, blended network*** of innovation and entrepreneurship spaces, education pathways and engagement programs that will foster MBE participation to ***accelerate their innovative products and services toward the market.***
- This initiative is designed to overcome the limited participation of minority entrepreneurs in local innovation ecosystems while giving them access to a broader regional network of connections and experiences.

THE TEAM



Georgia Tech Enterprise Innovation Institute

- Atlanta MBDA Centers – Program Management
- ATDC – MBDA@ATDC Startup Catalyst

Morehouse Innovation and Entrepreneurship Center

- Minority Serving Institutions Connections
 - Historically Black Colleges and Universities (HBCUs)
 - MSIs

Preneurology Global

- Innovation and Entrepreneurship Pathways
 - Connection Pathways Development

INNOVATION HUB



White House Initiative on
Asian Americans and Pacific Islanders

Dr. Christine Galib

Senior Program Director
Rice University Innovation Hub



Dr. Christine Galib

Lover of apologetics, outer space, creativity, innovation, mindfulness, running, bad puns, epigenetics, being outside, fairy tales, reading, writing, Texas, and tacos

ionhouston.com

Vision The Ion. Accelerating Innovation, Connecting Communities.

Mission The Ion anchors, activates, and accelerates the innovation ecosystem through partnerships, pathways, and programs that create opportunities to advance and sustain resilient economic growth in Houston.

COMING SOON: AEROSPACE INNOVATION HUB!

QUESTION & ANSWER



White House Initiative on
Asian Americans and Pacific Islanders

THANK YOU!



@WhiteHouseAAPI

#WHAAPI



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