

# GROWING OUR OWN



U.S. Small Business  
Administration



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KY APEX  
ACCELERATOR

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SBDC  
KENTUCKY

UK University of  
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# **PRESENTERS & RESOURCES**





## RESOURCES:

1. Confidential, no-cost business assistance to Kentucky's aspiring and current entrepreneurial community
2. Business coaching and training/education to help Kentucky businesses start, grow, and succeed

## WHO TO CONTACT:



**KRISTINA JOYCE**  
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**SCARLETT CONSALVI**  
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## **RESOURCES:**

1. Access Loan Program: since 2001, the Access Loan Program has facilitated nearly \$25 million in approved loans for small businesses, start-ups, and expansions.
2. Minority Business Accelerator: accelerates the development of sizable minority business enterprises producing over \$50 million in new contracts and procurement.
3. Networking & Financial Literacy: provides small and minority-owned businesses with financial literacy classes to enhance the financial business acumen of the small business owners.

## **WHO TO CONTACT:**



**FALON MCFARLAND**

**FMCFARLAND@COMMERCELEXINGTON.COM**



**TYRONE TYRA**

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## RESOURCES:

1. One-on-one coaching and support provided to clients across the state by our team of regional procurement consultants.
2. Virtual and in-person training events hosted every month on a wide range of government contracting topics.
3. Tools such as market research, capability statement development and our Bid Match service equip clients to successfully compete in the government marketplace. All resources are offered at no cost to Kentucky companies!

## WHO TO CONTACT:



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# Economic Development Collaborative

## **RESOURCES:**

1. The Office of Business Engagement: UK's front door to business partnerships. The Office of Business Engagement specializes in connecting businesses and organizations with our exceptional students, distinguished faculty, and broad research and service capabilities
2. Access to the wide reach of the University of Kentucky's resources through EDC leaders and subcommittees.

## **WHO TO CONTACT:**



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**GEORGE WARD**

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# Procurement Services

## RESOURCES:

1. Central Procurement, Hospital Procurement, Construction Procurement, Procurement Automation, UK Supply Center, Surplus Property and Economic Inclusion.
2. Expenditure categories include academics, agriculture, athletics, construction, healthcare, maintenance, repair and operations, and research and development.
3. In the next 5-7 years, UK will spend over \$6 Billion in campus renovations and new construction projects.

## WHO TO CONTACT:



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**BARRY SWANSON**

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# Cooperative Extension Service

## RESOURCES:

1. County-level support: With offices statewide, we offer financial literacy, agribusiness training, and youth entrepreneurship resources tailored to local needs.
2. County data profiles: Our assessments provide workforce, housing, retail, and infrastructure insights through clear, customized data snapshots at state, regional, and county levels.
3. Business Roadmap: A guide that simplifies starting a business by consolidating key federal, state, and local regulations, empowering entrepreneurs to move forward with confidence.

## WHO TO CONTACT:



**Scan the QR code to find your county  
Extension agent to get started**





U.S. Small Business  
Administration

## RESOURCES:

1. Provides services including funding programs, counseling, federal contracting, certifications, and disaster recovery
2. Connects businesses to funding programs like 7(a) loans, 504 loans, microloans, lender match and surety bonds.
3. Partner organizations include the SBDC, KY APEX Accelerator, SCORE, Women's Business Centers, and Veterans Business Outreach Centers (VBOC)

## WHO TO CONTACT:



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**PAMELA PEARSON**

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# **HOW TO DO BUSINESS WITH UK**

**PRESENTED BY: MARILYN CLARK, COREY LESLIE,  
DAVID STEFANIC & BARRY SWANSON**

# PRESENTERS



## MARILYN CLARK

Marilyn Clark is the Economic Engagement Manager for the University of Kentucky where she works across the enterprise to increase spending with Kentucky-located suppliers. She works closely with the procurement team, project managers, and departments to connect suppliers to opportunities at UK.

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## COREY LESLIE

Corey Leslie leads a procurement team managing over 350 projects worth \$5 billion by 2031, including capital projects, facility renovations, and infrastructure upgrades. Actively involved in contractor outreach and development, he is pursuing a Master of Public Administration.

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## DAVID STEFANIC

David Stefanic is the Procurement Manager at the University of Kentucky. David is a procurement professional with a demonstrated history of success in the higher education procurement industry. He handles the training & development of new acquisitions in procurement.

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## BARRY SWANSON

Barry Swanson currently serves as Chief Procurement Officer (CPO) at the University of Kentucky. Barry joined UK in 2017 and leads a division that includes a Central Unit, Healthcare Unit, Construction Unit, Economic Inclusion, Supply Center, and Surplus Property. Barry serves on several university committees including the Presidents Sustainability Advisory Committee, the UK Economic Development Collaborative and the Equitable Engagement committee.

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# SUMMARY

Are you a Kentucky located business looking to secure contracts with the University of Kentucky? Join this informative workshop and learn how to tap into contracting opportunities at the university. Led by experts from UK Procurement Services and Economic Engagement, this workshop will cover essential topics, including: understanding the procurement process, economic engagement initiatives, navigating construction and MRO opportunities and building relationships. The workshop will end with a Q&A session so please bring your questions.



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# **KNOWING YOUR KY ENTREPRENEUR & SMALL BUSINESS RESOURCES**

**PRESENTED BY: ROBERT COFFEY, LYNN LOUIS  
FALON MCFARLAND & JC PHELPS**



# PRESENTERS



## ROBERT COFFEY

US Small Business Administration. He has been with this agency for over 25 years, holding various positions within the District. Robert is a graduate of Central High School in Louisville and has a BSBA with a major in Accountancy from the University of Louisville.

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## LYNN LOUIS

Lynn Louis, Regional Procurement Consultant for the KY APEX Accelerator, coaches, trains and equips small business owners for local, state and federal government contract opportunities. Prior to KY APEX, Ms. Louis coached and educated small and diverse businesses as the Director of Financial Coaching and Director of MBE Services for community and non-profit organizations.

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## FALON MCFARLAND

Falon McFarland, Project Manager at Commerce Lexington, supports the Economic Development team, oversees the Full Stride Capital Campaign, coordinates community and minority business development, offers technical assistance to small business owners, and helps market efforts of the Community and Minority Business Development programs across social media platforms and website.

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## JC PHELPS

JC Phelps is the Statewide Training Coordinator for the Kentucky SBDC. He currently resides in Russell County, KY and Louisville, KY. He holds a BS in Economics and Finance from Centre College, an MBA from Western Kentucky University, and is currently a PhD Candidate.

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# SUMMARY

As a small business owner in Kentucky, you have access to services available through Kentucky's vibrant small business ecosystem. You will be amazed to learn about the free services specifically designed to help you grow your business. Presenters include business professionals from the Kentucky Small Business Development Center (SBDC), Commerce Lexington, the Kentucky APEX Accelerator and the SBA. This workshop will cover essential topics, including: understanding the ecosystem, accessing support services, networking and collaboration, and success stories. The workshop will end with a Q&A session so please bring your questions.

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# **BUSINESS CERTIFICATIONS**

**PRESENTED BY: SINGER BUCHANAN, PAMELA  
PEARSON, JC PHELPS & HOLLY WILSON**



# PRESENTERS



## SINGER BUCHANAN

Singer Buchanan is the Executive Director of the Office of EEO and Contract Compliance in the Finance and Administration Cabinet. Singer began this position in June of 2023. In total, he has over 30 years' experience with state government. In his current position, his Office oversees the Minority and Women Business Enterprise and the Service-Disabled Veteran Owned Small Business certification programs.

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## PAMELA PEARSON

Pam Pearson works with the U.S. Small Business Administration (SBA) Kentucky District Office, serving as the Business Development Specialist. Her primary responsibility includes working with 8(a) participants in developing their businesses and identifying resources and trainings that will assist them in being successful business owners upon graduating from the program. She promotes the following SBA certification programs: 8(a), WOSB, EDWOSB, HUBZone, VOSB, and SDVOSB

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## JC PHELPS

JC Phelps is the Statewide Training Coordinator for the Kentucky SBDC. He currently resides in Russell County, KY and Louisville, KY. He holds a BS in Economics and Finance from Centre College, an MBA from Western Kentucky University, and is currently a PhD Candidate.

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## HOLLY WILSON

Holly Wilson is a Program Investigator III with the Kentucky Transportation Disadvantaged Business Enterprise (DBE) Program. In this role Holly assesses and certifies minority and women owned firms throughout Kentucky. Holly provides help removing barriers to the participation of DBEs in DOT-assisted contracts and ensures that only firms that fully meet eligibility standards are permitted to participate as DBEs creating a level playing field on which disadvantaged business owners can compete fairly in these areas

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# SUMMARY

Have you considered certification for your business but feel unsure of where to start? There are local, regional, state, public, private and federal certifications! Learn how to choose the right certification for your business, explore the benefits of certifications, and how certification can open doors to new opportunities.

# NOTES

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