

From: South Carolina SBDC
Sent: 7/15/2015 12:27:46 PM
To: Haley, Nikki
Cc:
Subject: Rock Hill Area SBDC wins SBA Region IV award

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From the Director

This has already been an amazing year for our network. Two of our clients were honored with SBA awards in our state. Our Rock Hill Area SBDC also won a prestigious SBA Innovation and Excellence award for both the state and the entire southeast region. Read about these accolades below.

Our ongoing efforts to expand and improve the services we offer to established companies are helping these businesses recover from the recession, grow and prosper. Assistance with government contracting, exporting, marketing and strategic growth strategies continue to grow in response to demand. We are seeing an increase in new venture start-ups as well.

We recently had our annual internal training meeting, which was sponsored by TD Bank, Celtic Bank and Constant Contact. Partners like these support our service to small businesses and we thank them for their continued interest in our mission.

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"The SC SBDC is one of the greatest resources that this state offers small businesses. I am extremely grateful for the hard work and dedication of the SC SBDC and how they provided the guidance to turn our dream into a reality."

James Jordan

Owner

Jordon Construction Company

Greenville

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Sherry Pittinger
Business Consultant
Greenville Area SBDC

Meet Sherry

Sherry Pittinger is the Government Procurement Specialist for the Clemson Region SBDC, where she works out of the Greenville area center. Her clients are interested in opportunities with government agencies such as city, county and state government, as well as the federal sector. Pittinger works with clients to develop an acquisition strategy to market products or services to various agencies.

Several certification programs provide a small company with a competitive advantage. Pittinger works with clients to prepare certification applications for SCDOT, SC State minority/woman-owned, SBA woman-owned, and SBA 8(a) business development programs. Pittinger knows all the ins and outs of the lengthy processes required in order to do business with the government. She helps guide clients through the acquisition process including reviewing their proposals to make sure they are fully compliant with all parts of a solicitation.

Pittinger is a cum laude graduate of Regis University with a Bachelor of Science in business administration. She also holds a Masters in business from Webster University. She came to the SC SBDC with professional experience that uniquely qualifies her to help with government procurement. An Air Force veteran and retired from the United States Air Force Academy in Colorado, Pittinger has a logistics background and was a warranted contracting officer for several years. As director of small business, Pittinger met with small businesses and worked with various SBA set-aside programs such as 8(a), HUBzone, service-disabled veteran-owned and other programs in coordination with the Undersecretary of the Air Force at the Pentagon.

[Read More <http://r20.rs6.net/tn.jsp?f=001INaR4bykfcQPrkOAog17dREmhYsguO3Emomv6dFEUSI1tZpmQR-siBIsViZSAmMKXbqzzhjKcyCkKBhLcY-LpDrSayChvzDSyWe64iW4hgPxQjthsCWwVSsD8FBbkE39icSvh84py692WWiw7ksJPFUO_xaSdJGFFC0AzDoBnc2eE-jiGqc8](http://r20.rs6.net/tn.jsp?f=001INaR4bykfcQPrkOAog17dREmhYsguO3Emomv6dFEUSI1tZpmQR-siBIsViZSAmMKXbqzzhjKcyCkKBhLcY-LpDrSayChvzDSyWe64iW4hgPxQjthsCWwVSsD8FBbkE39icSvh84py692WWiw7ksJPFUO_xaSdJGFFC0AzDoBnc2eE-jiGqc8)

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Michele Abraham
SC SBDC State Director

First six months of 2015 results:

- 788 Jobs created and retained
- >\$94 Million in government contracts
- >\$21.6 Million in financing obtained
- 88 New businesses started
- 2,891 Clients served

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James Jordon, Owner
JCC General Contractors

**Greenville entrepreneur makes inroads
into federal contracting opportunities**

When James Jordon decided to relocate his business, he looked at several areas in the Southeast and ultimately chose Greenville, South Carolina. He felt the city's quality of life and potential for growth and opportunities were a good fit for Jordon Construction Company (JCC General Contractors).