



## Frequently Asked Questions

### Q. What is the Business Enterprise Academy® (BEA)?

A business incubator, the BEA is a small business development program for minority- and women-owned businesses with a purpose of training business owners on business fundamentals and the most common requirements of contracting entities. It is an innovative training program with accountability checkpoints covering the topics of business development, financial management, infrastructure management, marketing, communications, and project management. BEA will culminate with a real-life RFP submission capstone project and a graduation ceremony.

### Q. When does it begin?

November 2009 through April 2010.

### Q. Where will it be held?

BEA will be held at various sponsored locations, announced in advance of each class.

### Q. What is the fee?

- \$395
- 20% discount for TBA members

### Q. What does the fee include?

- Class materials
- One year TBA membership
- Professional head/shoulder shot
- Continental breakfast and lunch
- Graduation luncheon and certificate

### Q. What is the registration process?

1. Complete and submit the application (Company Assessment Form)
2. If selected, payment may be made online or by check

### Q. Where may I obtain an application?

You may print an application from the TBA Web site at [www.texasbusinessalliance.com](http://www.texasbusinessalliance.com); see the "Programs page," click Business Enterprise Academy®. Applications may be returned by fax or mail.

**Q. What are the qualifications?**

BEA applicants must meet these criteria: a) in business six months to three years, b) 51 percent minority- or woman-owned, c) in an underrepresented industry, and d) in an industry representing known contractual opportunities coming to Texas over the next several months.

**Q. When will selections be made?**

Selection notifications will be made on Friday, October 23, 2009.

**Q. Where do I find the BEA class schedule?**

The BEA class schedule is on the TBA Web site, under the application.

**Q. Why should I participate in the BEA?**

Participants successfully completing the BEA and meeting additional criteria may be included among TBA's "BEA Qualified Supplier" pool and receive the organization's recommendation for contractual opportunities. Participants also are more likely to succeed as 87 percent of small business incubator program graduates stay in business.

**Q. If I have additional questions, who should I contact?**

For more information, contact Texas Business Alliance at 281.213.9554 or 713.738.7578.