



YOUR CERTIFICATION EXPERTS

Genesis Preferred
Solutions

**WE'RE
CERTIFIED**
MINORITY-OWNED BUSINESS
WOMAN-OWNED BUSINESS



**GET YOUR
BUSINESS
IN RANGE FOR
OPPORTUNITIES**

WHY CHOOSE US?



Proud of our 99% success rate, we've serviced thousands of small business owners become Certified M/WBE.



Being Certified M/WBE opens doors of opportunities to doing business with governments and Fortune 500 Companies.



We have 3 programs to choose from (1). We'll do it for you, (2). online course, or (3). DIY classroom.



WHO WE ARE

Genesis Preferred Solutions is a leader in small business consulting, strategic opportunity management, and certification process experts with an exemplary success rating. We provide business services, tools, mentoring and consulting for small, minority, woman, veteran, and disadvantaged businesses. Our certified business consultants and collegiate partners are knowledgeable in business development, growth, and success management with an impressive portfolio and references from around the world.



CERTIFICATION TYPES

Minority Business Enterprise (MBE) --

Is a for-profit enterprise, regardless of size, physically located in the United States or its trust territories, which is owned, operated and controlled by minority group members. "Minority group members" are United States citizens who are Asian, Black, Hispanic and Native American.

Ownership by minority individuals means the business is at least 51% owned by such individuals or, in the case of a publicly-owned business, at least 51% of the stock is owned by one or more such individuals. Further, the management and daily operations are controlled by those minority group members

Disadvantaged Business Enterprises (DBE) --

Business must be owned and controlled by one or more socially and economically disadvantaged persons and prove:

- Minimum 51% ownership, control, and expertise of the individual(s) and Control of the daily management and operations of the individual(s)
- The business' size as measured by average annual gross receipts over the most recent three years.
- All applicants to complete a Personal Financial Statement. All eligible owners must affirm that they are members of a disadvantaged group (for example, an eligible ethnic minority or female). In addition, the personal net worth of each eligible owner applicant must be less than \$750,000.

Women Business Enterprise (WBE)--

Is a for-profit enterprise, regardless of size, physically located in the United States or its trust territories, which is owned, operated and controlled by female group members.

Ownership by woman individuals means the business is at least 51% owned by such individuals or, in the case of a publicly-owned business, at least 51% of the stock is owned by one or more such individuals. A U.S. citizen who was born a woman and proven via birth certificate or U.S. passport.

Veteran Business Enterprise (VBE)--a

United States military, naval or air service veteran with a service

- It is a sole proprietorship or partnership at least 51 percent owned by one or more veterans or, in the case of a publicly owned business, with at least 51 percent of its stock owned by one or more veterans; a subsidiary which is wholly owned by a corporation in which at least 51 percent of the parent company's voting stock is owned by one or more veterans; or a joint venture in which at least 51 percent of the joint venture's management, control and earnings are held by one or more disabled veterans.
- DD214 is required.
- **Service Disabled:** service-related disability of at least 10 percent



CERTIFICATION TYPES *continued*

HISTORICALLY UNDERUTILIZED BUSINESS (HUB) –(Texas only) Is a for-profit enterprise, regardless of size, physically located in Texas, owned, operated and controlled by small, minority- and women-owned businesses. Companies interested in doing business with the state are encouraged to become HUB certified.

Statewide Procurement Division connects vendors with state purchasers and contract opportunities and help state and local government entities procure non-IT goods and services through easily accessible contracts that meet their needs.



HUB Certified





Architect
Electrical
Excavation
Real Estate
Agricultural
Dump Truck
Construction
Graphic Artist
Medical/Health
Sports/Athletics
Speakers/Trainer
Financial Advisor
Consultants & Experts
Social Media Marketing
Teachers and Educators
Information Technology
Transportation & Freight
Automotive Repair/Service
T-Shirts/Apparel/Uniforms
Financial and Business Services
Insurance and Insurance Related

WIN CONTRACTS!

Want to win contracts whether you bid on them or not? Become a client and we will show you strategies on how to prepare yourself to do business with the government, Super Bowl, and Fortune 500 Companies around the world-such as AT&T, Toyota, BNSF Railway, Walmart, Wells Fargo Bank and so many more! We can also **provide strategic outlooks** on how to go after **contract without bidding at all!**



CHECKLIST ITEMS



Being CERTIFIED as an MBE/WBE/HUB, the opportunities are endless! It's not only governmental entities that are seeking out small companies like yours, but publicly and privately traded companies too, such as Walmart, Omni Hotel, American Airlines, and so many more. For further information about this program, please review the Federal Acquisition Regulations (FAR) as well as the Texas State Comptroller's websites for further information.

- _ Proof of U.S. Citizenship/Permanent Resident & Ethnicity (Birth Certificate, U.S. Passport,)
- _ Work experience resumes, for all owners and officers of your firm
- _ Personal tax returns for the past three years, for each owner ****SIGNED****
- _ Firm's tax returns (gross receipts) and all related schedules three years ****SIGNED****
- _ Documented proof of contributions used to acquire ownership for each owner
- _ Firm's signed loan agreements, security agreements, and bonding forms
- _ Descriptions of all real estate (including office/storage space) owned/leased by your firm
- _ List of equipment leased and signed lease agreements. **Include ****Vehicle Registrations******
- _ List of construction equipment and/or vehicles owned and titles/proof of ownership
- _ Assumed name certificate with stamp approval date
- _ Documented proof of transfers of assets to/from your owners over the past two year's
- _ Year-end balance sheets and income statements for the past three years
- _ All relevant licenses, license renewal forms, permits, and haul authority forms
- _ DBE and SBA 8(a) or SDB certifications, denials, and/or de-certifications, if applicable
- _ Bank authorization and signatory cards
- _ Schedule of salaries (or other compensation) paid to all officers/Managers/owners
- _ Trust agreements held by any owner claiming disadvantaged status, if any
- _ Driver's License (enlarged to 125%)
- _ Three (3) References (name, telephone, How much \$\$ in business with them)
- _ Vehicle Registration (**on all vehicles listed in List of Equipment**)
- _ EIN Number (letter from IRS)

PARTNERSHIP OR JOINT VENTURE

- _____ Original and any amended Partnership or Joint Venture Agreements

CORPORATION OR LLC

- _____ Official Articles of Incorporation - signed and sealed by a state official
- _____ Stock transfer ledger and both sides-of all corporate stock certificates
- _____ Shareholders' Agreement/ Corporate by-laws and any amendments
- _____ Minutes/Board Meetings. **First year's and current year's**
- _____ LLC - Official Certificate of Formation and Operating Agreement with amendments

TRUCKING COMPANIES

- _____ Documented proof of ownership of the company
- _____ Insurance agreements for each truck owned or operated by your firm
- _____ Title(s) and registration certificate(s) for each truck owned or operated by your firm
- _____ List of U.S. DOT numbers for each truck owned or operated by your firm

Additional documents maybe necessary based on numerous variables such as

- Veteran Status
- Whether any Owner, Manager or Officer works for another employer
- Trusts and Irrevocable Trusts
- Franchise Ownerships
- Any Officer/Manager part owner or owner of another business
- Schedule of Salaries
- 1099 reporting and



CERTIFICATION PRICING



Becoming **CERTIFIED is not a “one-size-fits-all” process**. There are different variables and different certifications that meet your company’s identity, needs and futuristic goals. At Genesis Preferred Solutions, we have a 99% success rate. **Schedule a consultation** today with one of our experts to see which certifications is best for your organization.

CERTIFICATION PRICES	
CONSULTATION <i>Includes business overview</i> \$100.00 per hour	SINGLE CERTIFICATION <i>Process any one Certification (MBE, DBE, HUB, or WBE).</i> \$425.00
VETERAN BUSINESS CERTIFICATION <i>Includes business overview and all ancillary registrations (VBE and Service-Disabled Veterans).</i> \$995.00	CERTIFICATION COMPLETE <i>Our experts complete all documentation on your behalf. Fee includes two (2) applications (MBE, DBE, HUB or WBE).</i> \$625.00
CONTRACT ATTRACTION <i>DIY self-study course that includes DBE processing, different contracting strategies, NAICS, NIGP, SIC codes and so much more!</i> http://bit.ly/contractattraction2 \$895.00	CERTIFICATION RENEWALS <i>Renewal processing of non-expired certification (excluding VBE/SDVBE).</i> \$250.00
CONTRACT/RFP LISTING <i>Receive notifications about contract or RFP opportunities from around the U.S. right in your email inbox.</i> \$1800.00 per year	TARGET MARKET LISTING <i>Business registration with at least 10 governmental agencies + 10 F500 companies, Capability Statements for target opportunities.</i> \$475.00



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