

Congressional Oversight Panel Testimony

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Sonoran Technology and Professional Services is an SBA certified, 8(a) and Service Disabled Veteran Owned Small Business that provides professional services in the federal market arena. We specialize in a variety of services that include, but are not limited to, military operations training, leadership training, IT help desk services, call center support, facility management, logistics support, accounting, and office administration services. Our strength lies in our ability to deliver low risk, best value, and transformational service solutions. Moreover, Sonoran has a unique ability to recruit and retain highly qualified and experienced professionals that have government security clearances. Since 2007, Sonoran has grown by 700%, expanded operations to six states, and maintained a steady 96% employment retention rate.

Although it was not publicly acknowledged until December 2008 that the United States was in the midst of the worst recession since 1932, Sonoran Technology has not only managed to survive, but has grown by 700% since winning their first Government contract in July 2007. Like a majority of small businesses, the major obstacle we faced then, and to a certain degree today, is access to working capital to support new employee payroll. It is my opinion that due to the financial crisis, increased regulatory oversight, and to a large degree, banks painting small businesses with the same "broad-brush", those of us with a proven business track record of success and whose financials are strong still have a difficult time obtaining capital to grow their business and put Americans back to work. This broad brush approach fails to recognize small businesses like Sonoran Technology which operate in a market with monthly receivables that are consistent and guaranteed by the federal government. Moreover, as an SBA certified 8(a) small business, program certification requirements and oversight are far more stringent than any bank would require. If in fact more banks understood how federal

contracting works, I believe we would see an upsurge in small business lending, and companies like Sonoran Technology would have not been rejected by five banks. There is however, a good news story. In July 2008, I was able to prove to Ms. Candace Wiest, CEO at West Valley National Bank, that our company was credit-worthy and low risk.

In July 2009, after winning a \$3M dollar contract with the Air Force, Ms. Lisa McCarthy, Vice President at Arizona Business Bank, took the time to understand our business model and we were able to obtain a Patriot Express line of credit to hire twenty (20) new employees and compete for several multi-million dollar contracts. Without the cooperation and understanding of Ms. Weist and Ms. McCarthy, Sonoran Technology may not be in business today. I am convinced that during the past two years, there could have been a lot more small business success stories if they had access to capital.

In conclusion, as a small business owner, the greatest joy I have is putting people back to work. Americans want to work; they want to provide the very best for their families, and being part of that experience is priceless. Any small business owner worth their salt will tell you it's a heavy responsibility knowing that the decisions you make day in and day out, could be the difference between your employees having a job or not. Conversely, it is the responsibility of our elected and Government officials to ensure the rules of commerce and access to capital are applied fairly across all businesses large and small.