North Carolina Central University

March 2016
How HBCU infrastructure works under contracts and not grants.

- **Must work from the President of the University down thru HR and other offices, from the management of payroll to invoicing to accounting**

- **Full time engineers to support contracts rather than only student or summer time faculty members**

- **Meeting the Prime’s customer expectations for requirements**

- **Audit agencies expectation of a Prime “monitoring” a subcontractor’s accounting practices**
How to Find a Large Business to Work With

• **Attend events to meet large prime contractors**
  – Small business organizations
  – Professional organizations
  – Government liaisons

• **Request that a large prime you work with to become a mentor under a formal mentor-protégé agreement or informally.**
Importance of HBCU/MSI and SBIR Advocates

• A school should have an “advocate” as well as the company

• **The benefits of subcontracting are:**
  – Job opportunities for graduates, students and faculty
  – Adjunct part time faculty that could be a full time employee of the large business
  – More income for scholarships, laboratories, materials