

RESOURCE GUIDE *for* SMALL BUSINESS

U.S. Small Business Administration • Spring 2015 • National Edition

**Businesses
Poised for
Growth**
page 42

PAGE
6 **Counseling**

PAGE
14 **Capital**

PAGE
30 **Contracting**

***i am
fuerte***

SBA

Being Industrious Builds Construction Business



David Rambhajan has been in the construction business for over 21 years. But his construction firm, Industria, Inc., really didn't begin to grow until he learned about the U.S. Small Business Administration's programs for veterans.

While serving in the Marine Corps Reserve, David suffered an ankle injury which limited some of his mobility, causing his disability. At the urging of his fellow veteran buddies and the SBA Illinois District Office, David applied and received his Service-Disabled Veteran (SDV) status for government contracting. Under the Veterans Benefits Act of 2003, Congress established the procurement program that allows federal agencies to provide set-aside contracts for service-disabled veterans.

David took advantage of several of the SBA training programs to help him grow his business. He is a 2008 Emerging Leaders graduate, for businesses poised to grow, and in October 2013 he graduated from the

SBA 8(a) Business Development program for government contracting in support of socially or economically disadvantaged persons. These training programs have provided Industria with the counseling and training necessary to develop business strategies to successfully compete in the federal procurement and private sector markets.

Today Industria has grown from three employees with annual revenue of \$3 million to over 30 employees with \$20 million in revenues that support a \$40 million bond. Although it has taken Industria a few years to learn how to successfully navigate the federal procurement system, his perseverance has paid off and Mr. Rambhajan was named the SBA's 2015 Illinois Small Business 8(a) Graduate of the Year.

David remains a huge advocate of SBA programs and freely shares his experience with other small business concerns that can benefit from his advice. He is quick to remind them to do the things unsuccessful people hate to do...seek out training; attend meetings and networking events to increase their exposure and develop business opportunities and be a business that brings real value to the marketplace.

Industria, Inc.

David Rambhajan
Chicago, IL 60618
773-697-0190
www.industriainc.com