



### **Alpha International Transport LLC**

#### **Situation**

Alpha International Transport LLC (AI Transport) is a cutting-edge, non-asset-based, eco-friendly third-party logistics service provider. They work closely with their shippers and carriers to facilitate their transportation needs. AI Transport is a family-owned firm founded in 2021 to support the going green logistics industry in providing our carrier and shipping partners with a safe, fast, accurate, and reliable nationwide cargo delivery service.

AI Transport offers a full line of logistical services throughout the contiguous United States, with a specialization in dry and temperature-controlled shipments. They pride themselves on eco-friendly freight transport solutions, competitive pricing, professionalism, and understanding the importance of round-the-clock communication.

#### **Solution**

AI Transport's founder, Felton Brown, came to the Miami-Dade Chamber of Commerce through the Miami-Dade Business Navigator Program (MDBN) in January 2022 seeking assistance with developing a business management plan, financing, and seeking information on international trade and domestic logistics contracts in the 3pl capacity.

MDCC consultant Matthew Pigatt worked with Mr. Brown on better describing the services his company provides. They also set up specific financial objectives for the business. Mr. Brown also received assistance in July 2022 from MDCC Consultant, Gina Ortela, on the process of becoming a Minority, Disabled Enterprise and on 8a Certification.

Mr. Brown was referred to several local business resources in Miami-Dade as well and received technical assistance from local community organizations including MDBN spokes StartUp FIU and Branches, and the Logistic committee of Miami-Dade's Economic Development organization Beacon Council. Finally, Mr. Brown was highly encouraged to apply for several local grants, including the Miami Dade County's [Bizup grant](#), a \$1 million Business Innovation Start-Up Grant for local small businesses by Miami-Dade County Mayor Daniella Levine Cava and Dade County Commissioner Jean Monestime.

### **Impact**

Access to capital has been a turning point for Alpha International Transport. The bizup grant is giving the company a major boost in the direction of growth. With the funding, AIT will be able to contract a Logistics Business Development Manager to help support their growth with corporate contracts in hauling cargo. AIT will also use funds to support their agents with back-office software and programs to create better efficiency and create a greater marketing push to give the company more visibility in the industry. They will invest in technology by contracting an app developer to create a digital freight-booking app so that their agents can have ease of coordination with shippers and carriers with greater visibility in tracking transports and transparency for customers' peace of mind.

### **From the Business Owner**

*"The Miami-Dade Small Business Navigator Program has been a great tool in our small business development from connecting to resources to creating a clear picture of where we see ourselves and our business going. The navigator program has assisted us in seeing our vision manifest."*

**Business Owner Name:** Felton Brown

**Company Name:** Alpha International Transport LLC

**Location:** Miami, FL

**Phone Number:** (786) 571-6296

**Email:** [info@aitransport.us](mailto:info@aitransport.us)

**Website:** <https://aitransport.us/>