

Office of Business Development 2009 Report to Congress

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¹ *Minority Small Business and Capital Ownership Program* herein referenced as the *8(a) Business Development Program*.

This is the report on the U.S. Small Business Administration's (SBA) 8(a) Business Development Program as required by the Business Opportunity Development Reform Act of 1988 [15 U.S.C. 636(j)16(A) & (B)] and section 7(j)(16) (A) requires the following:

(16) (A) The Administrator shall develop and implement a process for the systematic collection of data on the operations of the Program established pursuant to paragraph (10).

(B) Not later than April 30 of each year, the Administrator shall submit a report to the Congress on the Program that shall include the following:

(i) The average personal net worth of individuals who own and control concerns that were initially certified for participation in the Program during the immediately preceding fiscal year. The Administrator shall also indicate the dollar distribution of net worth, at \$50,000 increments, of all such individuals found to be socially and economically disadvantaged. For the first report required pursuant to this paragraph the Administrator shall also provide the data specified in the preceding sentence for all eligible individuals in the Program as of the effective date of this paragraph.

(ii) A description and estimate of the benefits and costs that have accrued to the economy and the Government in the immediately preceding fiscal year due to the operations of those business concerns that were performing contracts awarded pursuant to section 8(a).

(iii) A compilation and evaluation of those business concerns that have exited the Program during the immediately preceding three fiscal years. Such compilation and evaluation shall detail the number of concerns actively engaged in business operations, those that have ceased or substantially curtailed such operations, including the reasons for such actions, and those concerns that have been acquired by other firms or organizations owned and controlled by other than socially and economically disadvantaged individuals. For those businesses that have continued operations after they exited from the Program, the Administrator shall also separately detail the benefits and costs that have accrued to the economy during the immediately preceding fiscal year due to the operations of such concerns.

(iv) A listing of all participants in the Program during the preceding fiscal year identifying, by State and by Region, for each firm: the name of the concern, the race or ethnicity, and gender of the disadvantaged owners, the dollar value of all contracts received in the preceding year, the dollar amount of advance payments received by each concern pursuant to contracts awarded under section 8(a), and a description including (if appropriate) an estimate of the dollar value of all benefits received pursuant to paragraphs (13) and (14) and section 7(a)(20) during such year.

(v) The total dollar value of contracts and options awarded during the preceding fiscal year pursuant to section 8(a) and such amount expressed as a percentage of total sales of (I) all firms participating in the Program during such year; and (II) of firms in each of the nine years of program participation.

(vi) A description of such additional resources or program authorities as may be required to provide the types of services needed over the next two-year period to service the expected portfolio of firms certified pursuant to section 8(a).

(vii) The total dollar value of contracts and options awarded pursuant to section 8(a), at such dollar increments as the Administrator deems appropriate, for each four digit standard industrial classification code under which such contracts and options were classified.

(C) The first report required by subparagraph (B) shall pertain to fiscal year 1990.

Ethnicity Abbreviations

AP	Asian Pacific American
BA	Black American
CA	Caucasian American
HA	Hispanic American
NA	Native American
OT	Other American
SA	Subcontinent Asian American

Special Ownership Abbreviations

When used with an ethnic designation these abbreviations indicate a firm is owned by the following type of organization.

ANC	Owned by an Alaska Native Corporation
CDC	Owned by a Community Development Corporation
TO	Owned by a Tribal Organization
NHO	Owned by a Native Hawaiian Organization

EXECUTIVE SUMMARY

This report is provided annually to determine and quantify the extent to which the Minority Small Business and Capital Ownership Development Program herein referenced as the 8(a) Business Development Program has assisted in the development of firms owned and controlled by socially and economically disadvantaged individuals. The Act requires the Small Business Administration to provide information of participants in the 8(a) Business Development Program during the immediately preceding fiscal year and the status of the business concerns that completed their 8(a) Business Development Program term during the immediately preceding three fiscal years.

Fiscal year 2009 marked the 41st year of the SBA's 8(a) Business Development Program. During fiscal year 2009, a total of 8,827 businesses participated in the 8(a) Business Development Program. These firms made significant contributions to the Federal, state and local tax base and contributed an estimated 199,669 jobs to the Nation's economy. Between October 1, 2008, and September 30, 2009, a total of 802 new firms were certified to participate in the program.

Year-end financial statements submitted by the 8,827 firms participating in the program authorized by 15 U.S.C. 637(a) during fiscal year 2009 reported total revenues exceeding \$22 billion. Resulting revenue from the program authorized by 15 U.S.C. 637(a) was \$9.8 billion or 44.5 percent of all the firms' total revenue.

In order to assess the current business status of firms that completed the 8(a) Business Development Program in the past 3 years, SBA utilized Dun and Bradstreet (D&B) data to provide the information on the firms that completed the nine year program. Between October 1, 2005, and September 30, 2009 a total of 3,103 firms either exited or completed their program term in the 8(a) Business Development Program. A total of 1,634 exited the program through termination, voluntary withdrawal or graduation. The remaining 1,469 firms completed their 9 year 8(a) Business Development Program term. Of this group, 1,267 remained in business; 28 had substantially curtailed operations; no firms were acquired by other firms, 79 had ceased business operations and no data was available for 95 firms to support the analysis.

According to reports provided by Dun and Bradstreet firms that exited the 8(a) Business Development Program in the last 3 fiscal years posted earnings of more than \$10.4 billion dollars, and provided employment for approximately 50,078 persons as reported by the program participants in the required annual update.

PROGRAM INITIATIVES

- 1. Mission:** The purpose of the 8(a) Business Development Program is to assist eligible small disadvantaged business concerns compete in the American economy through business development. These small disadvantaged businesses are owned and controlled by socially and economically disadvantaged individuals, economically disadvantaged Indian tribes (including Alaska Native Corporations), economically disadvantaged Native Hawaiian Organizations and Community Development Corporations. The 8(a) Business Development Program fulfills this mission by providing a menu of business development resources, such as marketing, managerial, technical, and financial and procurement assistance.
- 2. Business Development:** The 8(a) Business Development Program promotes business development over a 9-year period. Each participant's progress is monitored and measured, and its developmental needs are identified through annual reviews of its business plan. Guidance is provided through the Service Corps of Retired Executives (SCORE), Small Business Development Centers (SBDC), and Women's Business Centers (WBC). In addition, through award of sole source and limited-competition contracts, the 8(a) Business Development Program provides a logical, systematic approach to market access and enterprise growth to small businesses owned and controlled by socially and economically disadvantaged individuals.
- 3. Management and Technical Assistance:** Under Section 7(j) of the Small Business Act, the SBA provides specialized training, professional consultant assistance, and high-level executive development to eligible firms. This authority allows the SBA to provide assistance to 8(a) Business Development Program participants as well as to other small disadvantaged businesses, low-income entrepreneurs, and small businesses in labor-surplus areas or areas with a high proportion of low-income individuals. However, 8(a) Business Development firms also receive assistance through SCORE, SBDCs and the United States Export Assistance Centers (USEAC), as well as the mentor-protégé, joint venture, surety bond guarantee, and loan programs.

NET WORTH OF NEWLY CERTIFIED PROGRAM PARTICIPANTS

15 U.S.C. 636(j)(16)(B)(i)

The average personal net worth of individuals who own and control concerns that were initially certified for participation in the Program during the immediately preceding fiscal year. The Administrator shall also indicate the dollar distribution of net worth, at \$50,000 increments, of all such individuals found to be socially and economically disadvantaged.

- 1. Average Personal Net Worth:** The personal net worth, for program purposes, is the net value of the remaining assets of an individual, after total liabilities are deducted from their total assets. During fiscal year 2009, 903 individuals were initially certified to participate in the 8(a) Business Development Program. Table I presents data on the personal net worth of the 903 individuals who used their eligibility to qualify 802 firms (more than one individual may use his/her social and economic disadvantage status to qualify a single firm). In determining total personal net worth, the equity in the individual's primary residence and business is included. The average personal net worth of these individuals was \$231,907.

Individuals with a personal net worth ranging from less than zero dollars to \$50,000 constituted 20.5 percent of owners controlling firms that were certified; individuals with a personal net worth of \$50,001 to \$100,000 constituted 13.6 percent; and individuals with a personal net worth of \$100,001 to \$150,000 constituted 13.5 percent. Approximately 47 percent of the individuals owning and controlling firms that were certified had a personal net worth ranging from less than zero dollars to \$150,000. (See Table I)

- 2. Adjusted Average Personal Net Worth:** The adjusted personal net worth is defined as total personal net worth less the individual's equity in his or her primary residence and the individual's ownership interest in the applicant concern. Please note: the Small Business Act directs the SBA to use adjusted personal net worth, which excludes the net value of the personal residence and the business. For the purpose of determining whether an individual may be considered economically disadvantaged, the average adjusted personal net worth of the individuals owning and controlling the firms initially certified during fiscal year 2009 was \$69,894.

Individuals with an adjusted personal net worth ranging from less than zero dollars to \$50,000 constituted 47 percent of owners controlling firms that were certified; individuals with an adjusted personal net worth of \$50,001 to \$100,000 constituted 17.8 percent; and individuals with an adjusted personal net worth of \$100,001 to \$150,000 constituted 14.2 percent. Approximately 79 percent of the individuals owning and controlling firms that were certified had an adjusted personal net worth ranging from less than zero dollars to \$150,000. (See Table II)

TABLE I
Total Personal Net Worth
(October 1, 2008 through September 30, 2009)
Individual/entity Unadjusted Net Worth expressed in \$50,000 increments

Dollar Range	Number in Range	Cumulative Total	Cumulative Percentage
(\$350,000) - (\$300,001)	1	1	0.11%
(\$300,000) - (\$250,001)	1	2	0.22%
(\$250,000) - (\$200,001)	1	3	0.33%
(\$200,000) - (\$150,001)	1	4	0.44%
(\$150,000) - (\$100,001)	7	11	1.22%
(\$100,000) - (\$50,001)	3	14	1.55%
(\$50,000) - (\$1)	23	37	4.10%
\$0 - \$0	50	87	9.63%
\$1 - \$50,000	98	185	20.49%
\$50,001 - \$100,000	123	308	34.11%
\$100,001 - \$150,000	122	430	47.62%
\$150,001 - \$200,000	102	532	58.91%
\$200,001 - \$250,000	98	630	69.77%
\$250,001 - \$300,000	47	677	74.97%
\$300,001 - \$350,000	47	724	80.18%
\$350,001 - \$400,000	39	763	84.50%
\$400,001 - \$450,000	32	795	88.04%
\$450,001 - \$500,000	28	823	91.14%
\$500,001 - \$550,000	12	835	92.47%
\$550,001 - \$600,000	11	846	93.69%
\$600,001 - \$650,000	13	859	95.13%
\$650,001 - \$700,000	7	866	95.90%
\$700,001 - \$750,000	3	869	96.23%
\$750,001 - \$800,000	3	872	96.57%
\$800,001 - \$850,000	2	874	96.79%
\$850,001 - \$900,000	2	876	97.01%
\$900,001 - \$950,000	2	878	97.23%
\$950,001 - \$1,000,000	1	879	97.34%
\$1,000,001 - \$1,050,000	2	881	97.56%
\$1,050,001 - \$1,100,000	2	883	97.79%
\$1,100,001 - \$1,150,000	0	883	97.79%
\$1,150,001 - \$1,200,000	2	885	98.01%
\$1,200,001 - \$1,250,000	2	887	98.23%
\$1,250,001 - \$1,300,000	2	889	98.45%
\$1,300,001 - \$1,350,000	1	890	98.56%
\$1,350,001 - \$1,400,000	1	891	98.67%

TABLE I (Continued)
Total Personal Net Worth

(October 1, 2008 through September 30, 2009)

Individual/entity Unadjusted Net Worth expressed in \$50,000 increments

Dollar Range	Number in Range	Cumulative Total	Cumulative Percentage
\$1,400,001 - \$1,450,000	1	892	98.78%
\$1,450,001 - \$1500,000	1	893	98.89%
\$1,500,001 - \$1,550,000	0	893	98.89%
\$1,550,000 - \$1,600,000	3	896	99.22%
\$1,600,001 - \$1,650,000	0	896	99.22%
\$1,650,001 - \$1,700,000	1	897	99.34%
\$1,700,001 - \$1,750,000	2	899	99.56%
\$1,750,001 - \$1,800,000	1	900	99.67%
More than \$2,300,000	3	903	100.00%

Range of Personal Net Worth	(\$307,000) - \$4,235,434
Median Personal Net Worth	\$173,537
Average Personal Net Worth	231,907

Note: In Tables I and II where the number of applicants in the range is zero, no range is stated.

TABLE II
Total Adjusted Personal Net Worth

(October 1, 2008 through September 30, 2009)
 Individual/entity Adjusted Net Worth expressed in \$50,000 increments.

Dollar Range	Number in Range	Cumulative Total	Cumulative Percentage
(\$850,000) - (\$800,000)	2	2	0.22%
(\$500,000) - (\$450,001)	1	3	0.33%
(\$400,000) - (\$350,001)	1	4	0.44%
(\$350,000) - (\$300,001)	1	5	0.55%
(\$300,000) - (\$250,001)	0	5	0.55%
(\$250,000) - (\$200,001)	1	6	0.66%
(\$200,000) - (\$150,001)	8	14	1.55%
(\$150,000) - (\$100,001)	10	24	2.66%
(\$100,000) - (\$50,001)	25	49	5.43%
(\$50,000) - (\$1)	82	131	14.51%
\$0 - \$0	52	183	20.27%
\$1 - \$50,000	238	421	46.62%
\$50,001 - \$100,000	161	582	64.45%
\$100,001 - \$150,000	128	710	78.63%
\$150,001 - \$200,000	112	822	91.03%
\$200,001 - \$250,000	81	903	100.00%

Range of Adjusted Personal Net Worth (\$844,351) - \$249,999
Median Adjusted Personal Net Worth \$65,914
Average Adjusted Personal Net Worth \$69,894

Note: In Tables I and II where the number of applicants in the range is zero, no range is stated.

BENEFITS AND COSTS OF THE 8(a) PROGRAM TO THE ECONOMY

15 U.S.C. 636(j)(16)(B)(ii)

A description and estimate of the benefits and costs that have accrued to the economy and the Government in the immediately preceding fiscal year due to the operations of those business concerns that were performing contracts awarded pursuant to section 8(a).

During fiscal year 2009, a total of 8,827 concerns participated in the 8(a) Business Development Program. This figure includes all firms that entered and exited the program throughout the year. These firms provided employment for more than 199,669 people.

According to year-end financial statements submitted by participants in the program during the fiscal year ending September 30, 2009, total revenue exceeded \$21.9 billion. Total revenue resulting from the program authorized by 15 U.S.C. 637(a) for all firms reporting was approximately \$9.8 billion, or 45 percent, of firms' total revenue. The balance of revenue for program participants, 55 percent, was earned from non-program sources. This is consistent with business development purpose of the program and enhances post program viability.

1. Benefits to the Economy and the Government

In principle, the benefit to the economy represents the incremental gain to disadvantaged groups from employment and income supported by 8(a) business development assistance as well as incremental gains in business sustainability. The following are areas in which 8(a) business development certified businesses are contributing to the gross domestic product, the Nation's tax base, employment, and the individual wealth and well-being of all Americans.

- a. Long-term Business Development Efforts:** Since the inception of the 8(a) program (1968) which was subsequently enhanced by P.L. 95-507 in 1978 and P.L.100-656 in 1988, there have been more than 1,067,871 8(a) contract actions, worth approximately \$151.0 billion. While these figures represent a very small percentage of total federal procurement awards and dollars, they still signal significant success in including targeted businesses in the federal market.
- b. Employment:** The 8,827 8(a) business development firms provided employment for an estimated 199,669 people during fiscal year 2009, an average of 22.62 employees per company. The 8(a) Business Development Program is a source of employment in all states, the District of Columbia, Guam, Puerto Rico and the U.S. Virgin Islands.

3. Costs to the Government

The SBA's Office of Business Development (BD), located in the Office of Government Contracting and Business Development, is responsible for the administration of the Business Development Program. The following is a summary of the administrative and management and technical assistance costs of the 8(a) Business Development program during fiscal year 2009:

a. Program Administrative Costs

SBA program administrative costs consist of personnel, travel, supplies, training and similar expenses. In fiscal year 2009, the 8(a) Business Development Program had actual costs of \$52.5 million, including \$18.2 million attributable to Headquarters, and \$33.6 million attributable to Field Operations (district offices).

b. Management and Technical Assistance

Section 7(j) mandates that the SBA obtain and maintain a cadre of qualified individuals and organizations that provide assistance to socially and economically disadvantaged individuals. For fiscal year 2009, Section 7(j) assistance had actual costs of \$4,880,000.

c. Advance Payments

There was no advance payments made during FY 2009.

EVALUATION OF FIRMS THAT EXITED THE 8(a) PROGRAM

15 U.S.C. 636(j)(16)(B)(iii)

A compilation and evaluation of those business concerns that have exited the Program during the immediately preceding three fiscal years. Such compilation and evaluation shall detail the number of concerns actively engaged in business operations, those that have ceased or substantially curtailed such operations, including the reasons for such actions, and those concerns that have been acquired by other firms or organizations owned and controlled by other than socially and economically disadvantaged individuals. For those businesses that have continued operations after they exited from the Program, the Administrator shall also separately detail the benefits and costs that have accrued to the economy during the immediately preceding fiscal year due to the operations of such concern.

The SBA utilized data provided by Dun & Bradstreet (D&B) to analyze the 1,469 firms that completed their 8(a) Business Development Program term between October 1, 2006, and September 30, 2008. Of the 1,374 firms for which data was available, 1,267 remained in business, 28 substantially curtailed operations. No firms were acquired by other firms owned and controlled by non-disadvantaged individuals, and 79 had ceased business operations. Data were not available for 95 firms (See Table III). The total annual revenue of all exited firms reporting was approximately \$10.4 billion. Firms exiting over the immediately preceding 3 fiscal years provided employment for approximately 50,078 persons.

During fiscal year 2009, 347 firms were terminated from participation in the 8(a) Business Development Program. There are numerous reasons for termination; however, most were terminated due to their failure to comply with basic program reporting requirements. These termination actions ensured that only firms eligible for the program received program benefits. In addition, companies that ceased operations and failed to withdraw voluntarily were terminated. During fiscal year 2009, 194 firms elected to withdraw voluntarily and 4 firms were graduated early from 8(a) Business Development Program participation.

The reasons that caused former program participants to cease operations, like the reasons that cause any category of business to cease operations, are numerous. The reasons included: economic conditions; retirement, illness or death of the owner; reduced federal contracting opportunities; a decision to sell the business or start a new business venture; or the pursuit of other professional interests. According to a new census data which stated that 69 percent of new employer establishments survive at least two years, and 51 percent survive five years or more.² It appears that program participants have a greater survivability rate than other small business within the first five years.

² U.S. Small Business Administration Office of Advocacy, U.S. Department of Commerce, Bureau of the Census, Business Dynamic Statistics. Note that the figures could be skewed slightly by the rare occurrence of new firms opening multiple establishments in their first few years, September 2009.

Please note that the statutory language cited above requests detailed information for firms that have exited the 8(a) Program for each of the three preceding fiscal years. To determine whether a firm had substantially curtailed business operations, SBA based this data on the number of employees at the time of program completion and compared that number to the current number of employees. If there was a significant decrease greater than fifty percent, it was determined that the firm may have curtailed business operations.

TABLE III
Status of Program Participants That Exited The Program
(October 1, 2006 through September 30, 2009)

Status of Exited Participants ³	FY 2007	FY 2008	FY 2009	Totals
Terminated From Program	199	484	347	1030
Voluntarily Withdrew From Program	165	220	194	579
Graduated	11	12	2	25
Totals	375	716	543	1634

Status of 8(a) Business Development Participants That Completed Their Program Term
(October 1, 2005 through September 30, 2008)

Status of Participants Completing Term ³	FY 2006	FY 2007	FY 2008	Totals	Percent
Completed 9 Year Program Term ³	367	410	692	1469	
Dun & Bradstreet Data Available	348	367	659	1374	
Independently Operational	308	338	621	1267	86.2%
Substantially Curtailed Operations	12	9	7	28	1.9%
Ceased Business Operations	28	20	31	79	5.4%
Acquired By Other Firm	0	0	0	0	.00%
Dun & Bradstreet Data Not Available	19	43	33	95	6.5%
					100%

Note ³ - Adjustments due to status change date and status history reconciliation.

COMPILATION OF FISCAL YEAR 2009 PROGRAM PARTICIPANTS

15 U.S.C. 636(j) (16) (B) (iv)

A listing of all participants in the Program during the preceding fiscal year identifying, by State and by Region, for each firm: the name of the concern, the race or ethnicity, and gender of the disadvantaged owners, the dollar value of all contracts received in the preceding year, the dollar amount of advance payments received by each concern pursuant to contracts awarded under section 637(a) of this title, and a description including (if appropriate) an estimate of the dollar value of all benefits received pursuant to paragraphs (13) and (14) and section 7(a) (20) during such year.

The ethnic heritage of the owners of the 8,827 firms participating in the 8(a) Business Development Program during fiscal year 2009 is as follows: Black American - 3142 (35.6 percent); Hispanic American – 1967 (22.3 percent); Asian Pacific American -1,154 (13.1 percent); Subcontinent Asian American - 762 (8.6 percent); Native American - 633 (7.2 percent); Native Hawaiian American - 14 (0.2 percent); Caucasian American - 628 (7.1 percent) and Other American – 285 (3.2 percent). Entities represented in the 8(a) Program include: Alaskan Native Corporations (ANCs) 203 (2.3 percent), Tribally Owned 31 (.4 percent), Native Hawaiian Organizations 5 (.05 percent) and Community Development Corporations 3 (.03 percent). Men own 60.1 percent of the firms and 36.5 percent are owned by women. Of the active 8(a) firms in 2009, 3.4% of the population did not report a specific gender.⁴

⁴ See Appendix B for detail of the region, state and contracts awarded.

**TOTAL VALUE OF CONTRACTS AND OPTIONS AWARDED DURING
FISCAL YEAR 2009**

15 U.S.C. 636(j)(16)(B)(v)

The total dollar value of contracts and options awarded during the preceding fiscal year pursuant to section 637(a) of this title and such amount expressed as a percentage of total sales of (I) all firms participating in the Program during such year, and (II) of firms in each of the nine years of program participation.

In fiscal year 2009, current 8(a) Participants reported total revenue of \$21.9 billion. Active participants derived 45 percent of their total revenue from 8(a) contracts. It should be noted that the full contract or modification award amounts might not be received during the fiscal year in which they are awarded. Also, the total award amount may differ from the revenue resulting from the contract. Therefore, the firms' revenue figures may not reflect the total contract and modification award amounts. (See Table IV for contract and modification dollars expressed as a percentage of firms' total revenue in each of the nine years of program participation.)

Table IV

**Contract and Modification Dollars Expressed as a Percentage of Firms' Total Revenue
In Each of the Nine Years of Program Participation**

Program Year	8(a) Revenue	Total Revenue	8(a) as Percent of Total Revenue
1	399,382,925	1,845,720,870	21.64%
2	765,170,161	1,688,816,008	45.31%
3	1,507,368,800	2,534,388,413	59.48%
4	1,661,798,809	3,178,039,020	52.29%
5	1,841,361,409	4,251,744,049	43.31%
6	1,465,609,814	3,493,344,275	41.95%
7	1,635,339,260	3,644,668,272	44.87%
8	263,459,319	823,164,672	32.01%
9	233,633,736	498,900,459	46.83%
Totals	9,773,124,232	21,958,986,037	44.51%

REQUESTED RESOURCES AND PROGRAM AUTHORITIES

15 U.S.C. 636(j) (16) (B) (vi)

A description of such additional resources or program authorities as may be required to provide the types of services needed over the next two year period to service the expected portfolio of firms certified pursuant to section 637(a) of this title.

At this time, no additional resources or program authorities are being requested.

VALUE OF CONTRACTS AND MODIFICATIONS BY SIC CODE

15 U.S.C. 636(j)(16)(B)(vii)

The total dollar value of contracts and options awarded pursuant to section 637(a) of this title, at such dollar increments as the Administrator deems appropriate, for each four digit standard industrial classification code under which such contracts and options are classified.

See Appendix A. The action column includes both contracts and options.

APPENDIX- D

APPENDIX- A

APPENDIX- B

APPENDIX- C