

DyNet East 2015

**U. S. Small Business Administration
West Virginia District Office**

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DyNet – built on “MPO” . . .

*It is the policy of the Government to provide **maximum practicable opportunities** in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business. Such concerns must also have the **maximum practicable opportunity** to participate as subcontractors.*

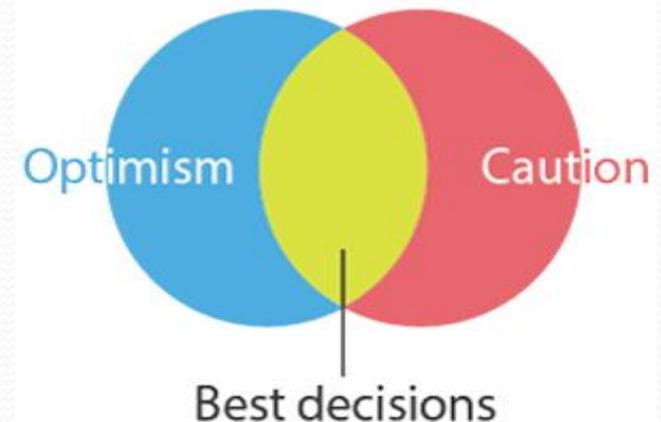
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Why SBA Supports Small Business

- **Over 21 million companies represent 90% of all U. S.**
- **They represent 50% of the Gross National Product.**
- **They are excellent at innovation and exporting.**
- **They fare very well with strong advocacy.**
- **They deserve it -- they're agile, smart, and productive, passionate, and **optimistic**.**

That Optimism is reflected in . . .

- **Plans to increase employment – 11%**
- **Plans to make capital purchases – 27%**
- **Plans to increase inventories – 4%**
- **Plans to expand – 10%**
- **Expectation of an increase in sales – 10%**



SBA Office of Government Contracting

CMR

- **Provides assistance to small businesses in obtaining subcontracts and to large businesses in helping meet their goals**
- **Performs reviews of large business to ensure they meet small business subcontracting goals**

PCR

- **Represent SBA at federal agencies and train on small business requirements.**
- **Assist in identifying small business set-asides**
- **Perform reviews of agency small business programs**
- **With District Office staffs, advocate for small businesses**

Small Business Goals

%	Small Business	8(a)	SDB	HBZ	WO SB	SD Vets
Minimum Statutory Goals	23.0	3.0	5.0	3.0	5.0	3.0
Actual	23.39	1.2	6.8	2.04	4.4	2.9

Note: Agency goals are negotiated annually with SBA.

Business Parity

8 (a)

HZSB

SDVOSB

WOSB

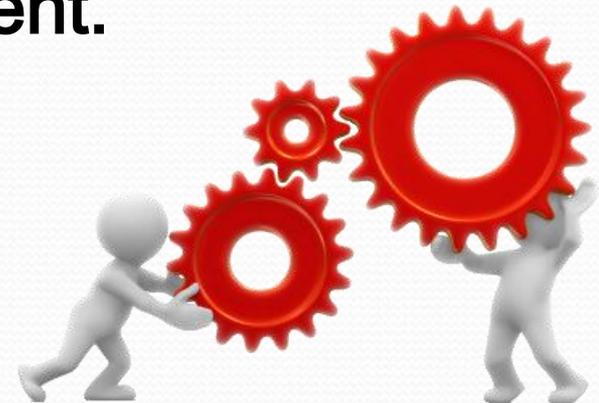
Parity exists among:

**8(a), HUBZone, Service Disabled Vet, and
Woman-Owned Small Businesses**

**The Contracting Officer has the latitude to
select set-aside type. These four categories
have priority over a small business set-aside**

Subcontracting Requirements

- **Large Prime Contracts valued over \$650,000 [\$1.5 M – construction] must include a small business subcontracting plan .**
- **Periodic reporting thru eSRS is mandatory.**
- **eSRS is used by government agencies and SBA to monitor goal attainment.**



Trends going forward . . .

- More reviews
- Increased pressure by agencies to ensure their prime contractors meet their small business goals and pay contractors timely
- Goal attainment and good faith operations will be positively considered during future contractor selections

A Little Advice for DyNet . . .

Small Businesses

- **Optimistically** present your company to primes and contractors
- Provide a capability statement
- Follow-up within 7-10 days
- Continue to learn about target companies and agencies
- Include them in your development plans

Primes and Agencies

- **Sincerely** search among the small business gems for a perfect fit with your organization
- Consider ways you can strengthen selected small businesses – mentor-protégé arrangements and joint ventures
- Make small business part of your organization's success story

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