



***Small Business Administration  
Guam Industry Forum***

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# SBA Programs



- **Small Business Act**
  - Implements Congressional Policy to aid, counsel, assist & protect the interests of small business concerns
  - Goal of this policy is to ensure that a maximum proportion of purchases, contracts & subcontracts are placed with small businesses

*<http://www.sba.gov/library/lawroom.html>*

# Procurement Programs



- **Small business**
- **Small disadvantaged business (SDB)**
- **Women-owned small business (WOSB)**
- **HUBZone small business**
- **Veteran-owned small business (VOSB)**
- **Service-disabled VOSB (SDVOSB)**

*FAR Part 19, Public Laws, Code of Federal Regulations*

# Other SBA Programs



- **SBA Loans**
- **Surety Bond Guarantees**
- **Business Development Assistance- SBA Resource Partners**
- **Point of Contact on Guam is Ken Lujan or Jack Corbett, of the local SBA Branch Office**
- **671-472-7436**

# Small Business Contract Assistance Programs



- **Prime Contract Assistance**
  - Small business set-aside program
  - Procurement Preference Goaling
  - Size Determination Program
  - Waivers to the Non-Manufacturer Rule
  - Natural Resources Program
  - Certificate of Competency (COC)
- **Subcontracting Assistance**

*<http://www.sba.gov/GC/>*



## SBA's Role in Subcontracting Types of Reviews

- **Pre-Award Subcontracting Plan Reviews**
  - SBA's PCRs review subcontracting plans prior to contract award (in an advisory role)
- **Post-Award Compliance Reviews**
  - SBA's CMRs monitor goal achievement after contract award



## Determining the Need for a Subcontracting Plan

- **Dollar Threshold:**
  - contract or contract mod is expected to exceed \$550,000 (\$1,000,000 for construction)
    - Note: \$500,000 was just bumped to \$550,000
- **Subcontracting possibilities:**
  - contract appears to offer subcontracting possibilities



## Elements of a Subcontracting Plan

- A subcontracting plan must contain goals expressed in both dollars and percentages.
- Other required elements are set forth in the FAR at subpart 19.704 and in the clause at 52.219-9.

## When subcontracting plans are not required

- **Subcontracting plans are not required:**
  - From small business concerns
  - For personal services contracts
  - For contracts or mods that will be performed entirely outside of the U.S.
  - For contracts that do not contain 52.219-8 (e.g., contracts awarded prior to PL 95-507)



## What SBA Can and Cannot do

- **SBA Can:**
  - Conduct compliance reviews and SOARS (Subcontracting Orientation and Assistance Reviews)
- **SBA Cannot:**
  - Prescribe the amount of subcontracting % or \$\$ amounts
  - Require the prime contractor to use a particular small business

# What PCRs Do



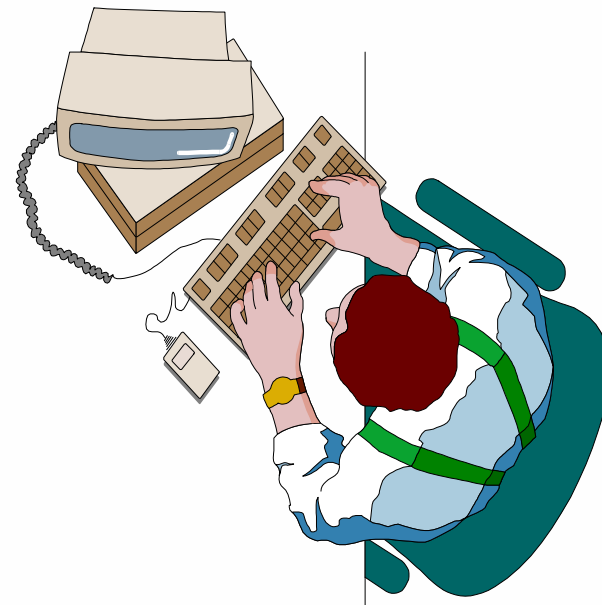
- **Help ensure a maximum portion of purchases go to Small Businesses of all types**
  - represent SBA at major buying activities
  - review proposed acquisitions, including bundled procurements
  - recommend requirements to be set aside for HUBZone, 8(a) & SB firms
  - advise agencies & SBs on SBA programs
  - initiate secretarial appeals, Form 70

*FAR Part 19.402*

# What PCRs See



- Review Small Business Coordination DD2579
- Government Estimate
- Sole Source Justifications (J&A)
- Statement of Work
- Acquisition Plan
- Market Survey



# PCRs and Appeals



- **An appeal is a 3 step appellant process:**
  - PCR issues a Form 70, “SBA Recommendation” to contracting officer (CO)
  - If CO does not agree, PCR writes a letter of appeal to the Head of the Contracting Activity (HCA)
  - If HCA denies appeal, PCR forwards to SBA HQ
  - SBA Administrator appeals to the Agency Secretary or Administrator

*FAR Part 19.505*

# Important Websites



- <http://www.sba.gov/>
- <http://www.sba.gov/aboutsba/sbaprograms/gc/index.html>  
**GC website also has links to the HUBZone and CCR cites.**
- <http://www.fbo.gov/>  
**Federal contracting opportunities.**
- <http://www.census.gov/epcd/www/naics.html>  
**NAICS code data**



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*An Advocate for all types  
of small businesses.*

*A resource for  
information and advice.*