



U.S. Small Business
Administration

Today's Speaker(s)

Charles W. Mason
Procurement Center Representative (PCR),
Area III
Office of Government Contracting
U.S. Small Business Administration

How We Help: **Four areas supporting success**

The SBA for access to capital, valuable resources, business know-how, and the right expertise for **every stage** of a business lifecycle that is backed by the federal government.



Free business counseling



SBA guaranteed business loans



Home & business disaster loans



Federal government contracting



U.S. Small Business
Administration

Small Business Program Office of Government Contracting (GC)

PRIME CONTRACTS PROGRAM

Prime Contracts Program

The SBA's Prime Contracts Program serves to strengthen the economy of the Nation by striving to create maximum practicable opportunities for Small Business (SB) and all other socio-economic concerns while increasing overall competition in the Federal acquisition process.

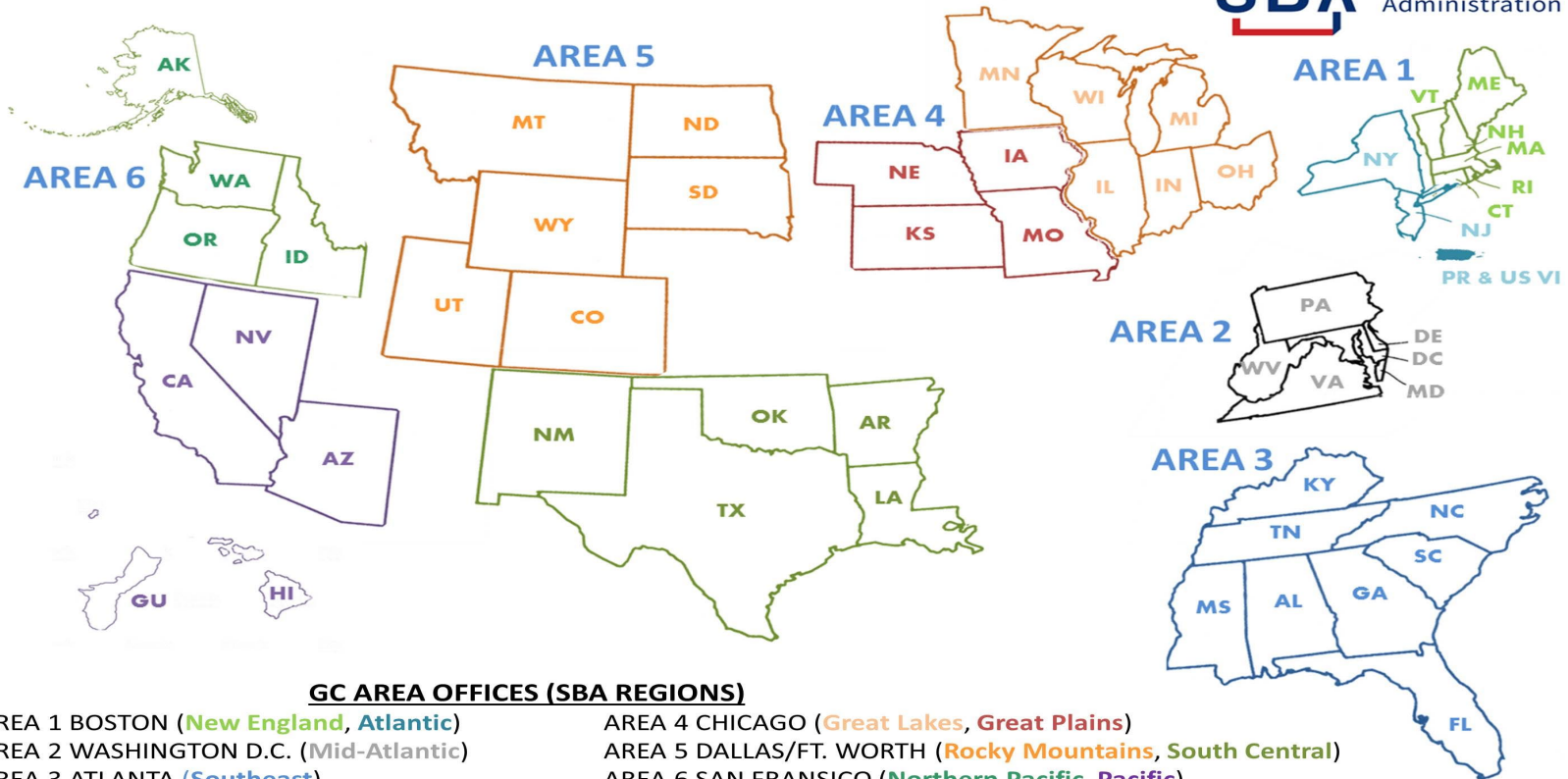
Office of Government Contracting (GC)

Our mission is to assist small businesses in obtaining a fair share of Federal Government contracts, subcontracts and property sales.

GOVERNMENT CONTRACTING AREAS



U.S. Small Business Administration



GC AREA OFFICES (SBA REGIONS)

AREA 1 BOSTON (New England, Atlantic)

AREA 2 WASHINGTON D.C. (Mid-Atlantic)

AREA 3 ATLANTA (Southeast)

AREA 4 CHICAGO (Great Lakes, Great Plains)

AREA 5 DALLAS/FT. WORTH (Rocky Mountains, South Central)

AREA 6 SAN FRANCISCO (Northern Pacific, Pacific)

OR CONTACT YOUR LOCAL SBA OFFICE FOR MORE INFO.

Area Offices

What Do We Do:

- **Certificate of Competency Program**
- **Natural Resources Assistance Program**
- **Small Business Size Determinations**
- **Waivers of the Nonmanufacturer Rule**
- **Surveillance Reviews**
- **Natural Resources and Sales Assistance Program (Timber)**
- **GC also plays a major role in the formulation of federal procurement policies that affect small businesses**

Who Are We:

- **GC headquarters staff and field staff positions**
- **Procurement Center Representatives (PCRs)**
- **Commercial Market Representatives (CMRs)**
- **Certificate of Competency (COC) Specialists**
- **Size Determination Specialists**
- **Industrial Specialists (IS)**
- **To locate an SBA Area Office, go to <https://www.sba.gov/federal-contracting/counseling-help/contracting-area-directors>**

PCR Responsibilities

- Assigned to a contracting activity to carry out SBA policies and programs
- Recommend the set-aside of selected acquisitions
- Recommend new qualified small business sources
- Appeal Contracting Officers' decisions which they deem adverse to small businesses
- Provide advice to large businesses concerns to facilitate subcontracting opportunities for small businesses
- Investigate issues upon the request of a SB, the activity, or SBA office

How do I find a PCR?

- PCR's are located at various SBA offices and major federal contracting activities around the country.
- <https://www.sba.gov/contracting/resources-small-businesses/procurement-center-representatives>

SUBCONTRACTING ASSISTANCE PROGRAM

Subcontracting Assistance Program Mission

The mission of the Subcontracting Assistance Program is to ensure that domestic small businesses receive a fair and equitable opportunity to compete for and receive subcontracts resulting from Federal prime contracts.

Commercial Market Representatives

- Facilitate the matching of large prime contractors with small business concerns
- Counsel large prime contractors on their responsibilities to maximize subcontracting opportunities for small business concerns
- Counsel small businesses on how to market themselves to large businesses
- Conduct periodic compliance reviews.

CERTIFICATE OF COMPETENCY PROGRAM

What is the Certificate of Competency (COC) Program?

A small business's second chance at winning a contract. The small business must:

- be in line for contract award:
 - Only one firm can be in line for award at a time
- be found responsive, but not responsible to perform on the contract for reasons of:
 - Capability, Competency, Capacity, Credit, Integrity, Perseverance, Tenacity, & Limitations on Subcontracting

What is the Certificate of Competency (COC) Program?

- The small business must be referred to the SBA for a COC by the Contracting Officer;
- The small business must apply for the COC;
- SBA performs its own independent analysis of the Small Business's responsibility;
- If SBA agrees with the Contracting Officer's assessment of the firm, a COC will not be issued, and the Contracting Officer can move forward with the procurement.

What is the Certificate of Competency (COC) Program?

- If SBA's analysis finds the firm to be responsible, SBA will issue a COC to the Contracting Officer and the Contracting Officer must award the contract to the small business (with some exceptions).
- Each COC is specific to the contract for which it was referred.

Area of Jurisdiction

If the headquarters of a protested concern is located in:

[Area 1 – CT, ME, MA, NH, NJ, NY, RI, VT, PR, USVI](#)

[Area 2 – DE, MD, PA, VA, WV, DC](#)

[Area 3 – AL, FL, GA, KY, MS, NC, SC, TN](#)

[Area 4 – IL, IN, IA, KS, MI, MN, MO, NE, OH, WI](#)

[Area 5 – AR, CO, LA, MT, NM, ND, OK, SD, TX, UT, WY](#)

[Area 6 – AK, AZ, CA, HI, ID, NV, OR, WA, GU](#)

Forward the protest to the SBA Office of Government Contracting:

10 Causeway Street, Room 265
Boston, MA 02222-1093
Janette Fasano (617) 565-5622
Janette.Fasano@sba.gov

409 3rd St. SW
Washington, DC 20416
Rosetta Rodwell (202) 941-8067
Rosetta.Rodwell@sba.gov

233 Peachtree Street NE, Suite 225
Atlanta, GA 30303
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Chicago, IL 60604
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Euless, TX 76040
Tanika Pierce (817) 684-5302
Tanika.Pierce@sba.gov

811 Wilshire Blvd., Suite 400
Los Angeles, CA 90017
Nicholas Manalisay (213) 634-3804
Nicholas.Manalisay@sba.gov

NATURAL RESOURCE & SALES ASSISTANCE

SBA's Natural Resource & Sales Assistance Program

- Aid and assist small business concerns in obtaining a fair share of Federal property offered for sale or lease.
- These efforts are concentrated primarily on sales of Federal Timber

SBA Timber Program

Industrial Specialist(s) – Forestry

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PCR Contact Information

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How the Government Buys Goods and Services

Government-Wide Contracting Goals

COMPETITION TYPES TO WIN GOVERNMENT CONTRACTS

WORLD'S
LARGEST
BUYER



- \$600 billion/year
- 23% federal contract dollars are intended for small businesses

01

Full and Open
Competition

02

Small Business
Set-Asides

03

Sole Source

Set-Aside for Certification Programs and Socio-Economic Categories

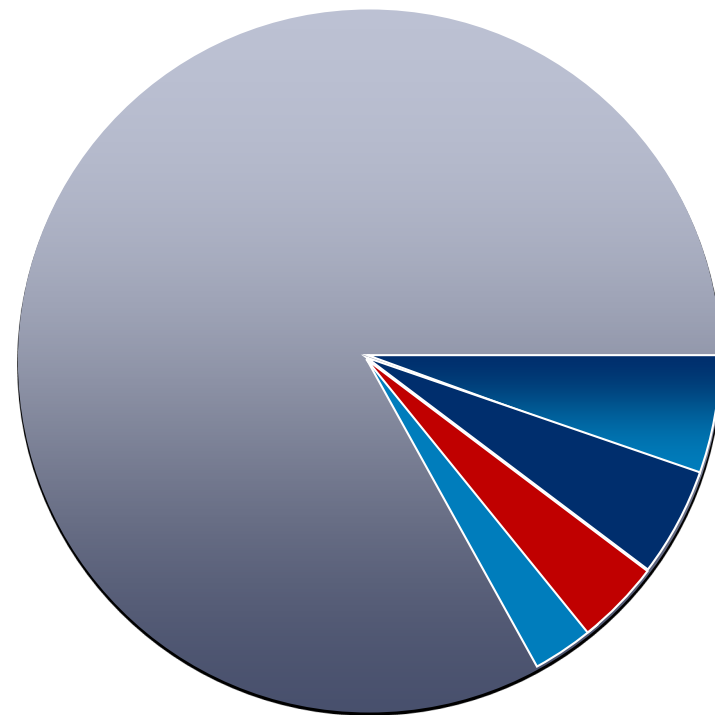
Targeted set-asides and acquisition goals:

Women-Owned Small Businesses (5%)

Small Disadvantaged Businesses (including 8(a) certified) (13%)

HUBZone Businesses (3%)

Service-Disabled Veteran-Owned Small Businesses (5%)



Set-asides are reserved for small business between \$10K (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)



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Questions?

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