



U. S. Small Business Administration

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Contracting Officer & Business Development Specialist

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A vertical banner on the left side of the box. It contains the text 'federal government contracting' and 'small business opportunities' stacked vertically. Below that, the words 'OPENING DOORS' are written in large, bold, black letters. At the bottom of the banner is the 'SBA' logo.

8(a) Business Development Staff

- Mary Alice Blanco – Lead Business Dev Specialist
- Theresa Scott – Business Dev Specialist
- Lucy Salinas – Business Dev Specialist
- Linda Olinick – Admin Officer/BDS
- Stephanie Rapp - Program Assistant
- Aixa Leath - Program Assistant

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TEAMING AGREEMENTS

- Contractor team arrangement means an arrangement in which two or more companies form a partnership or joint venture to act as a potential prime contractor or
- A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under specified contract or acquisition

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Ostensible Sub Contractor Rule

- A sub contractor that performs primary and vital requirements of a contract or where the prime contractor is unusually reliant on the subcontractor.
- This relationship will be treated as a joint venture and therefore will be affiliated for size determination purposes.

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JOINT VENTURES

- Size: A JV of two or more businesses concerns may submit an offer/bid as a small business for a procurement so long as each concern is small under the size standard corresponding to the NAICS code assigned to the contract.

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JOINT VENTURE

- PROVIDED:
- The procurement qualifies as a “bundled” requirement within the meaning of 125.2(d)(1)(i)
- The Procurement is other than a “bundled” requirement and:
- The procurement with a revenue base size standard assigned exceeds half the size standard to the corresponding NAICS code
- For procurement with an employee base size standard, the procurement exceeds \$10 million

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JOINT VENTURE

- Notwithstanding these provisions, a JV between a protégé and a approved mentor will be deemed small under the SBA Mentor Protégé Program.

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LIMITATIONS OF SUBCONTRACTING

- IAW 13 CFR 125.6 in order to be awarded a full or partial small business or an 8(a) contract or an unrestricted procurement where a concern claimed 10% SDB price evaluation preference, a small business concern must agree that:

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LIMITATIONS ON SUBCONTRACTING

- In the case of a contract for general construction, the concern will perform at least 15% of the cost of the contract with its own employees (not including the cost of materials)

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LIMITATIONS ON SUBCONTRACTING


- In the case of a contract for construction by a special trade contractors, the concern will perform at least 25% of the cost of the contract with its own employees (not including the cost of materials)

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Size

- SBA's size standards define whether a business entity is small and eligible for Government programs. (reference Title 13 CFR 121.101)
- Size standards have been establish for types of economic activity or industry, generally under the North American Industry Classification System (NAICS).
- SBA considers economic characteristic comprising the structure of an industry, including degree of competition, average size...


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Affiliation

- General Principles – Concerns and entities are affiliated of each other when one controls or has the power the other or a third party or parties has the power to control both.

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Affiliation

- Stock ownership
- Stock options
- Identity of interest
- Newly organized concern
- Joint Ventures
- Franchise Agreement
