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Update on the 8(a) Program

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Mission

The Office of Business Development executes activities authorized under **Sections 8(a) and 7(j)** of the Small Business Act to provide business development assistance to firms that are owned and controlled by socially and economically disadvantaged individuals. The office fulfills its mission by **certifying the eligibility of prospective 8(a) participants**, and managing a national program that provides marketing, managerial, technical, and **procurement assistance** to help 8(a) participants achieve their full competitive potential.

Office of BD's **NEW** Priorities

- Increase 8(a) contracting opportunities
 - Rebuild the trust of federal agencies....
 - Reverse the steady annual decline in 8(a) contract dollars
- Grow the 8(a) Program by 1,000 new 8(a) certified firms
- Reduce the Administrative burdens on 8(a) applicants and participants
- Eliminate the unnecessary terminations (annual reviews)
- Re-engineer the 7j Program (Share the Opportunity)
- Build the morale, open communication, and grow/develop Staff (**#1 in customer service**)

Focus on the Elements of Eligibility

- US Citizen
- Size (by NAICS)
- Social Disadvantage
- Economic Disadvantage
- Ownership
- Control
- Potential for Success
- Other eligibility criteria (character)



**Back to Basics.....
for 8(a) Applications.**



**We want your
business!**

Fast Track Contracting using the 8(a) Sole Source Contracting Authority

- Contract price, including options, is \$6.5 million or less for manufacturing NAICS codes.
- Contract price, including options, \$4.0 or less million for all other contracts.
- Participants owned by Indian Tribes, ANCs, and NHOs (DoD only) are exempt from the competitive thresholds.
- Agency must complete Justification and Approval (J&A) for sole source contracts over \$20M.

Commitment of Funds to Contract in 15 days or less.

Release of Requirements in the 8(a) BD Program : 13 CFR § 124.504

(d) A follow-on procurement to an 8(a) contract remains in the 8(a) BD program unless the AA/BD agrees with an agency written request to release it from the 8(a) BD program.

(1) In determining whether to release, the Associate Administrator of Business Development (AA/BD) will consider:

- (i) Whether agency met SDB goal.
- (ii) Where in agency is in achieving other SB goals.
- (iii) Whether requirement is critical to 8(a) participant currently performing it.

(3) SBA will only release requirement where procuring activity agrees to procure as SB, HUBZone, SDVOSB or WOSB set-aside.

(4) Requirement that a follow-on requirement be released does not apply to task orders and delivery orders **under multiple award contracts**.



7(j) Training Program

7(j) training, provided to SDBs and their employees, includes training in the areas of federal contracting. The training is provided in an online format with live instructors with the ability for students to participate and ask questions, in classroom settings, or one-on-one in your small business office. Topics include:

- DCAA cost accounting standards
- Strategizing for a winning price
- How RFP elements influence strategy
- Developing the tech proposal
- The difference Experience versus Past Performance
- How the winner is selected
- The proposal review process
- Assistance with writing competitive proposals



**Free
Training!**

SBA Mentor-Protégé Program

Mentors can
have up to 3
Protégés.

- 8(a) firms submit the written MP Agreement to the local SBA District Office. The Mentor agrees to provide specific assistance to 8(a) protégé. The package is forwarded to the AA/BD.
- The agreements must enhance the capabilities of the Protégé; it's not just for winning contracts. Compliance with M/P agreement is evaluated as part of 8(a) annual review.
- Large Business Mentors may form a joint venture with 8(a) Protégé and the **JV entity is considered small** for **any** Federal procurement (*exclusion from affiliation*).
- JV must perform 51% of the work; 8(a) Protégé performs 40% of the 51%.

Can you help me?

- **Grow the number of 8(a) contracts** in your program.
- Host an **annual 8(a) open house**.
- Attend **SBA hosted 8(a) events**.
- **Encourage eligible small firms** to seek 8(a) certification.



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