



U.S. Small Business
Administration



8(a) Program

**First Wednesday Virtual Learning
Series 2021**

Hosts

**Charles Mason, Procurement Center Representative
SBA Office of Government Contracting, Area IV,
Omaha, NE**

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Welcome to “SBA Virtual Learning 2021”

1. Questions answered during the final 10 minutes.
2. Technical problems: Contact your IT admin who manages Teams settings for your organization.
3. Captioning available for this presentation.
4. We cover the “**SBA Quick Reference**” as time allows.
5. For more SBA training visit the SBA Learning Center website <https://www.sba.gov/tools/sba-learning-center/search/training>

Association of Procurement Technical Assistance Centers (APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- APTAC posts past “First Wednesday” programming at this link: <http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting officer resources: “How PTACs partner with federal agencies”: <http://www.aptac-us.org/federal-partners/>
- Find your nearest Procurement Technical Assistance Center at <http://www.aptac-us.org>

FIRST WEDNESDAY VIRTUAL LEARNING SERIES

FY 2021 SCHEDULE

1:00 to 2:00 PM Central Time

FY 2021	Date	Topic
1	October 7, 2020	8(a) Program
2	November 4, 2020	SBIR/STTR Program
3	December 2, 2020	Surety Bonds
4	January 6, 2021	Size and Affiliation
5	February 3, 2021	Consolidation/Bundling
6	March 3, 2021	Women Owned Small Business (WOSB) Program
7	April 7, 2021	All Small Mentor Protégé Program (ASMPP)
8	May 5, 2021	Certificate Of Competency (COC)
9	June 2, 2021	Regulatory Updates
10	July 7, 2021	Subcontracting Program
11	August 4, 2021	TBD

The program schedule is for information only and is subject to change.

One Continuous Learning Point

- Self-service: Using the PowerPoint that was sent with your invitation for this training event, fill in your name on the certificate slide and save. Download the certificate and print for your records. You submit your request for training credit IAW your agency policy, i.e. FAITAS.
- If you listen in groups and you want all attendees to be included on the future mailing list, send email addresses of participants in an excel document to sbalearning@sba.gov.

“SBA 1st Wednesday Virtual Learning 2021”

This Certificate is awarded to

Insert Your Name Here

For completion of

8(a) Program

This training seminar may be credited towards “Continuous Learning Points” as described in OFPP Policy Letter 05-01. Recommendation of One CLP.



Pamela J. Beavers
Director, Area IV
SBA Office of Government Contracting

10/07/2020

DATE

Today's Speakers

Dr. Donna Peebles
Associate Administrator
GCBD - Office of Business Development
U.S. Small Business Administration

Ms. Van Tran
Deputy Associate Administrator
GCBD - Office of Business Development
U.S. Small Business Administration

Mr. Stanley Jones Jr.
Director, Office of Management and Technical Assistance
Acting Director, All Small Mentor Protégé Program
Office of Business Development
U.S. Small Business Administration

Overview of SBA's

8(a) Business Development Program

and

7(j) Management and Technical Assistance Program

Dr. Donna Peebles, SES

Associate Administrator, Office of Business Development (AA/BD)

Ms. Van Tran, Deputy AA/BD

Mr. Stanley Jones, Jr. – Director, Office of Management and Technical Assistance & All Small Mentor Protégé Program

Discussion

- 8(a) Program – Vision and Mission
- Updates on 8(a) Program
 - Pending Final Rule - notable statutory changes
 - Voluntary Suspensions – How it impacts your procurement strategy
- The 7j Program - Management & Technical Assistance
- Reminders

8(a) Program – Vision and Mission

Congress adopted the purposes of the 8(a) program as the following:
to—

- (A) foster business ownership by individuals who are both socially and economically disadvantaged;
- (B) promote the competitive viability of such firms by providing such available contract, financial, technical, and management assistance as may be necessary; and
- (C) clarify and expand the program for the procurement by the United States of articles, equipment, supplies, services, materials, and construction work from small business concerns owned by socially and economically disadvantaged individuals.

8(a) Program – Vision and Mission Cont.

- Passion for the program – attitude for service
- Strategic Initiatives:
 - Increase # of 8(a) firms with contracts
 - How you can help?
- Stats:
 - 8(a) Portfolio: 4,500
 - Oct 2019 – August 2020: received over 5,500+ 8(a) applications compared to previous years of 2,000 to 3,000
 - MPA (8(a) + ASMPP): 1,497

Updates on the 8(a) Program

- Pending Final Rule - Notable Statutory Changes
- Voluntary Suspensions – COVID-19 and How It Impacts Your Procurement Strategy

Impact of Pending Final Rule

- Merger of the 8(a) and All Small Mentor Protégé Programs to reduce duplicative programs
 - MPAs may be terminated within 18 months
 - NDAA 2019 provisions for MPAs limits for proteges from Puerto Rico (First 2 don't count for the mentor)
 - Eliminate reconsideration process
 - MPAs are valid for up to 6 years
- SBA will only review 8(a) Sole Source Joint Ventures
 - Amend Rule of 3 in 2. Firms can receive as many contracts in the 2-year period from date of first award

Impact of Pending Final Rule *Cont.*

- What triggers release from the 8(a) Program
 - SBA's concurrence to release any follow-on procurement from the 8(a) BD program
- Definition of FOLLOW-ON requirement vs. NEW requirement
 - Changes in scope, magnitude and end user
 - 25% is a guide
 - Procuring activity must notify SBA if the work was in the 8(a) program

Impact of Pending Final Rule *Cont.*

- Bona Fide place of business is required for 8(a) competitive and sole source requirements
- Competition before acceptance
 - Procuring agency **clearly identified** a requirement as a **competitive 8(a)** procurement
 - Public fully understood it to be restricted only to eligible 8(a) Participants,
 - SBA should be able to accept that requirement regardless of when the offering occurred

Impact of Pending Final Rule *Cont.*

- 8(a) Program – Eligibility Requirements:
 - Economic Disadvantaged Threshold (Part of WOSB Rule, 7/15/2020):
 - Net Worth - \$750K
 - Adjusted Gross Income - \$350K
 - Total Assets - \$6M
 - Eliminates 8(a) Application Reconsideration Process
 - Firm that has been declined for 8(a) BD program participation can submit a new application 90 days after the date of the Agency's final decision to decline
 - If firm has been declined three times within 18 months from final agency decision date, firm cannot submit a new 8(a) application until 12 months from date of third final Agency decline decision.

Voluntary Suspensions – COVID-19 and How It Impacts Your Procurement Strategy

- 8(a) firms may voluntarily suspend their 8(a) program participation due to COVID-19
- Not Eligible for new 8(a) contracts unless lift their voluntary suspension
- 8(a) Sole Source vs. 8(a) Competitive
 - 8(a) Sole – Firm must lift their voluntary suspension to be eligible at time of award.
 - 8(a) Competitive – If firm's initial offer is submitted before voluntary suspension, then firm is eligible to receive award even if they are voluntarily suspended.

The 7j Program - Management & Technical Assistance

Business Development Assistance

The 7(j) Training Program

- Section 7(j) of the Small Business Act authorizes SBA to provide management and technical assistance to eligible firm
- 7(j) Training is free and not only for 8(a) firms.
- Enrollment facilitated by SBA's District Offices or directly with the 7(j) vendors
- Benefits of the program:
 - Firms can consult with SBA's Business Opportunity Specialist (BOS)
 - Firms learn to grow their business with confidence and business smarts
 - Firms are successful in competing for federal, state and local contracting opportunities
 - Firms learn how to stay in business to ensure long-term sustainability

The Goal: Develop Small Disadvantaged Businesses through Technical Assistance

Eligibility Population – Who Qualifies for 7j Training?

- Not just 8(a) certified firms, other disadvantaged firms
 - Firms in low income areas
 - Firms owned by low income individuals
 - Economically disadvantaged women-owned firms
 - HUBZone firms
- The Tribal firms from “Native American, Alaska Native and Native Hawaii”
 - Office of native American affairs - tie in the tribal firms that qualify

7j Training Offered

- 9 vendors through the Office of Business Development and 6 vendors through the Office of Native American Affairs
- 73 course offerings, types of courses offered:
 - How to Market to the Federal Government
 - Cybersecurity Awareness
 - Pursing and Winning Federal Contracts
 - Market Research/Proposal Strategies
 - Financial Management
 - Construction Contracting
- It's **FREE**

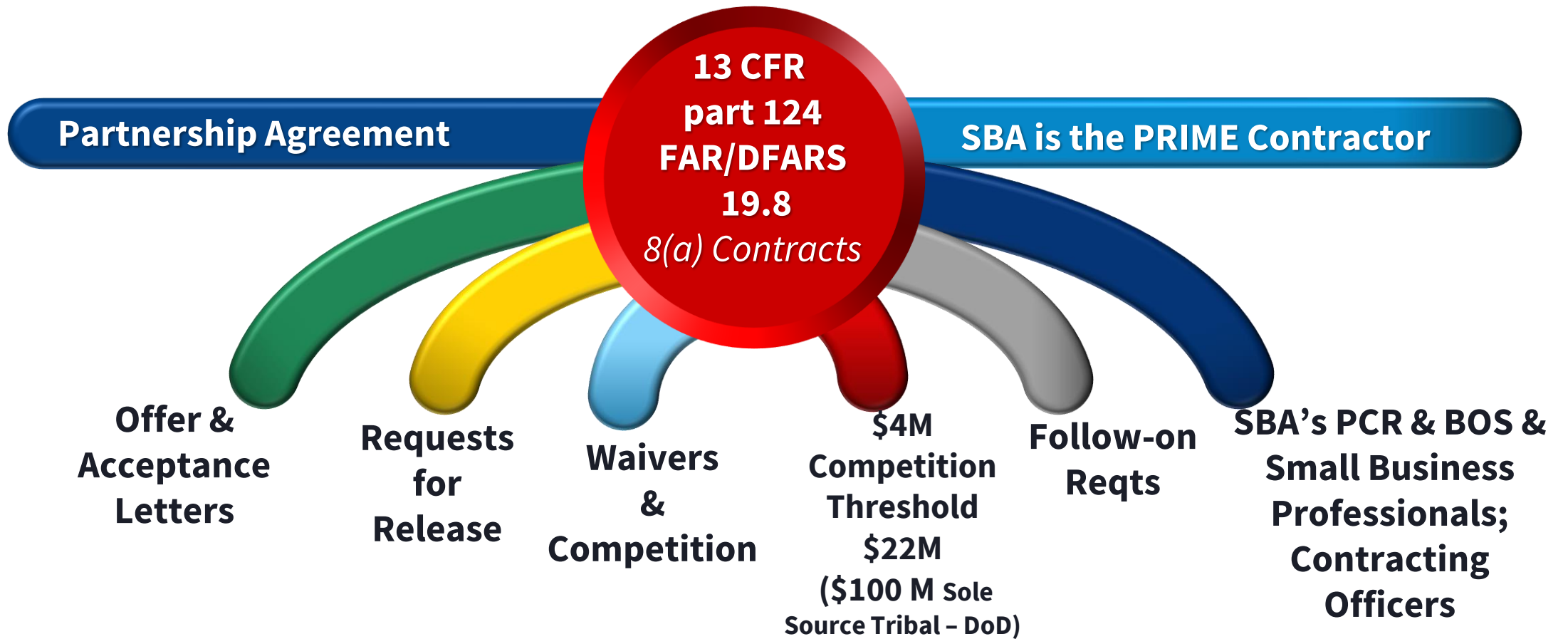
Success rate

- Evaluation of the 7(j) program revealed the following for firms taking the 7(j) training:
 - 12% higher probability of receiving an initial federal contract
 - Increases the likelihood of obtaining federal contracts for 8(a) businesses from 47% to 59%
 - Firms obtained their first contract 77 days faster than businesses that did not

How Can You Help

- Counsel firms they meet with
- Encourage them to enroll in SBA's free training courses
- Collaborate with your local SBA District Office and PCR
- Firms can enroll directly with the SBA District Office or the vendor

8(a) Program Reminders



Market research is the foundation for procurement decisions

Online Information

For small businesses impacted by the pandemic

[SBA.gov/Coronavirus](https://www.sba.gov/coronavirus)

For information on SBA's **Economic Injury Disaster Loans (EIDL)**

[SBA.gov/Disaster](https://www.sba.gov/disaster)

Current CDC business guidance on planning for and responding to the Coronavirus pandemic

[Coronavirus.gov](https://www.cdc.gov/coronavirus)

For Federal Contractors

[Acquisition.gov/Coronavirus](https://www.acquisition.gov/coronavirus)

Webinar Leaders

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QUESTIONS