SBA Office of Government Contracting (GC)

**SB Goals**

**Size Determination**
Formally determine the size of contractor whose size is being challenged

*SBA GC Area Directors*

**Subcontracting Assistance**
Provides limited subcontracting assistance and the Subcontracting Program Assistance (SPA) can help you with subcontracting questions after a contract is awarded. SPA can help you with tools to match prime contractors and subcontractors, help small businesses market their services to prime contractors, and more.

*SBA CMR Contact List*
SPA@SBA.gov

**SB Programs**

**Certificates of Competency**
Responsibility questions about the small business’ ability to fulfill the contract is referred to the SBA.

*SBA COC Referrals Contact List*

**SB Set-Asides**

**Prime Contracting Assistance**
Helps small businesses win federal contracts. PCRs review many federal acquisition and procurement strategies, influence opportunities to be set aside for small businesses, conduct market research, assist small businesses with payment issues, provide counseling on the contracting process, and more.

*SBA PCR Directory*
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 FRANISCO (Northern Pacific, Pacific)

OR CONTACT YOUR LOCAL SBA OFFICE FOR MORE INFO.
Prime Contracting Assistance Program

Procurement Center Representatives (PCRs)
Procurement Center Representatives

- **Review and Analyze Acquisitions**
  Assures SBs are given fair consideration and opportunity in federal procurements; review SB coordination records

- **Inform**
  Informs agencies on updates to SB regulations and changes in SBA certification programs

- **Counsel**
  Receives copies of Cure/Show Cause notices of SB firms headquartered in the PCRs territory; contacts firm to offer assistance if needed

- **Assist**
  Assists agencies in meeting their SB goals through training, counseling and technical assistance; participates in outreach events

- **Review**
  Review Subcontracting Plans for compliance prior to award
PCR Reviewing Proposed Acquisitions to Make Recommendations

13 CFR part 125.2(b)
FAR 19.402

Set Asides
New qualified small business sources

Breakout of components for competitive acquisitions

Alternate contracting method that the representative reasonably believes will increase small business prime contracting opportunities

Concerns for inclusion on a list of concerns

Appealing to the chief of the contracting office when no small business is being solicited
PCR’s Customers

PCRs interact with an array of customers on multiple levels to achieve a variety of outcomes when performing compliance and advocacy.

- Small Business Professional (SBP)
- Federal Buyers
- Small Businesses
- SBA Staff
- Resource Partners
PCR and BOS Differences
Key differences between PCRs and BOSs

**PCR**

- Focus on Federal procuring agencies, their use of SB programs and goal attainment
- Does outreach and helps small businesses, usually on particular issues (size questions, set aside concerns, disputes)
- Provides technical assistance to procuring agencies on Limitations on Subcontracting, Non-Manufacturer Rule, set aside strategies, market research, etc.
- Assigned to specific agencies in a geographic area

**BOS**

- Focus on local 8(a) firms, managing their 8(a) program requirements
- Processes 8(a) offer/acceptance letters and conducts 8(a) annual reviews on firms to ensure their continued eligibility
- Provides general outreach and assistance to SB’s who are considering or wanting to increase business with the government (fed, state & local)
- Serves all firms in the SBA District Office’s territory
How to Contact a PCR

- [https://www.sba.gov/tools/local-assistance](https://www.sba.gov/tools/local-assistance)

NOAA PCR: Patrick Mayle
E-mail: patrick.mayle@sba.gov
Phone: (202) 941-8014
Subcontracting Assistance Program

Commercial Market Representatives (CMRs)
SBA’s Role in Implementing SubK Program

- Pre-Award Plan Review
- PCR
- Award
- Large Biz
- Post-Award Compliance Monitoring
- CMR
Small Business SubK Program

• Federal Contracts > SAT – FAR 52.219-8
  • Must provide “maximum practicable opportunity” for small business
  • Must establish timely payment procedures pursuant to terms of subcontracts with small business

• Federal Contracts > $750,000 (or $1.5 million for construction) – FAR 52.219-9
  ▪ Must accompany a small business subcontracting plan with separate goals for each socio-economic group
  ▪ Applies only to other-than-small (or large) businesses
Roles and Responsibilities of CMRs

• Ensure all subcontracting progress reports are submitted on time and are accurate
• Conduct compliance reviews
• Provide counseling and marketing assistance to small businesses
How to Contact a CMR

- [https://www.sba.gov/tools/local-assistance](https://www.sba.gov/tools/local-assistance)
- [https://www.sba.gov/federal-contracting/counseling-help/commercial-market-representatives](https://www.sba.gov/federal-contracting/counseling-help/commercial-market-representatives)

**Area II CMR: Rahel Molaligne**
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