



U.S. Small Business
Administration



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Office of Government Contracting

Amy Kim, Area Director
Area II Office of Government Contracting
June 23, 2022

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](#)

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

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](#)

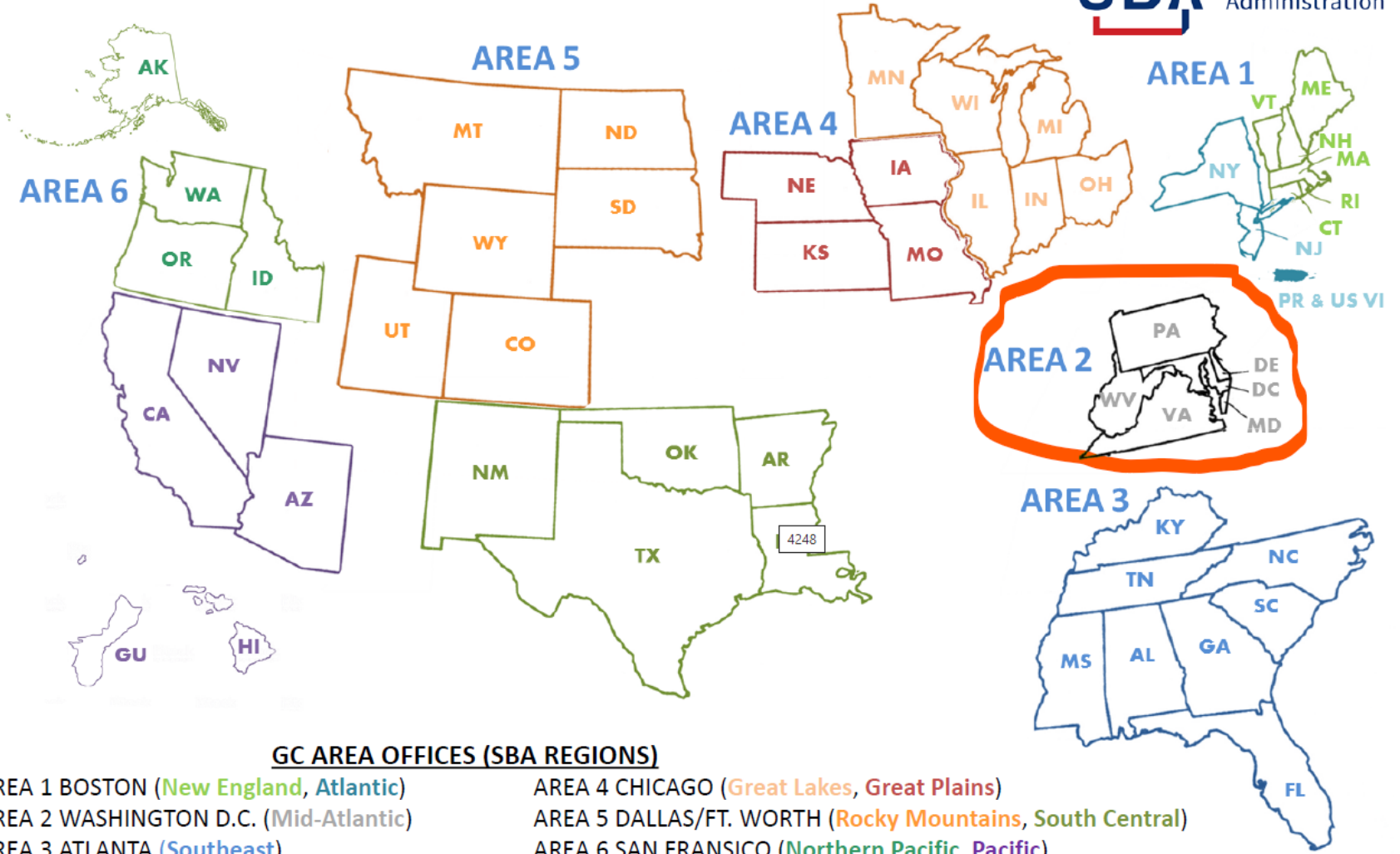
SPA@SBA.gov

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



GC AREA OFFICES (SBA REGIONS)

AREA 1 BOSTON (New England, Atlantic)

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

AREA 3 ATLANTA (Southeast)

OR CONTACT YOUR LOCAL SBA OFFICE FOR MORE INFO.

AREA 4 CHICAGO (Great Lakes, Great Plains)

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

AREA 6 SAN FRANCISCO (Northern Pacific, Pacific)



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

PCR Review

Recommendations

**13 CFR
part 125.2(b)
FAR 19.402**

**Set
Asides**

**New qualified
small business
sources**

**Breakout of
components for
competitive
acquisitions**

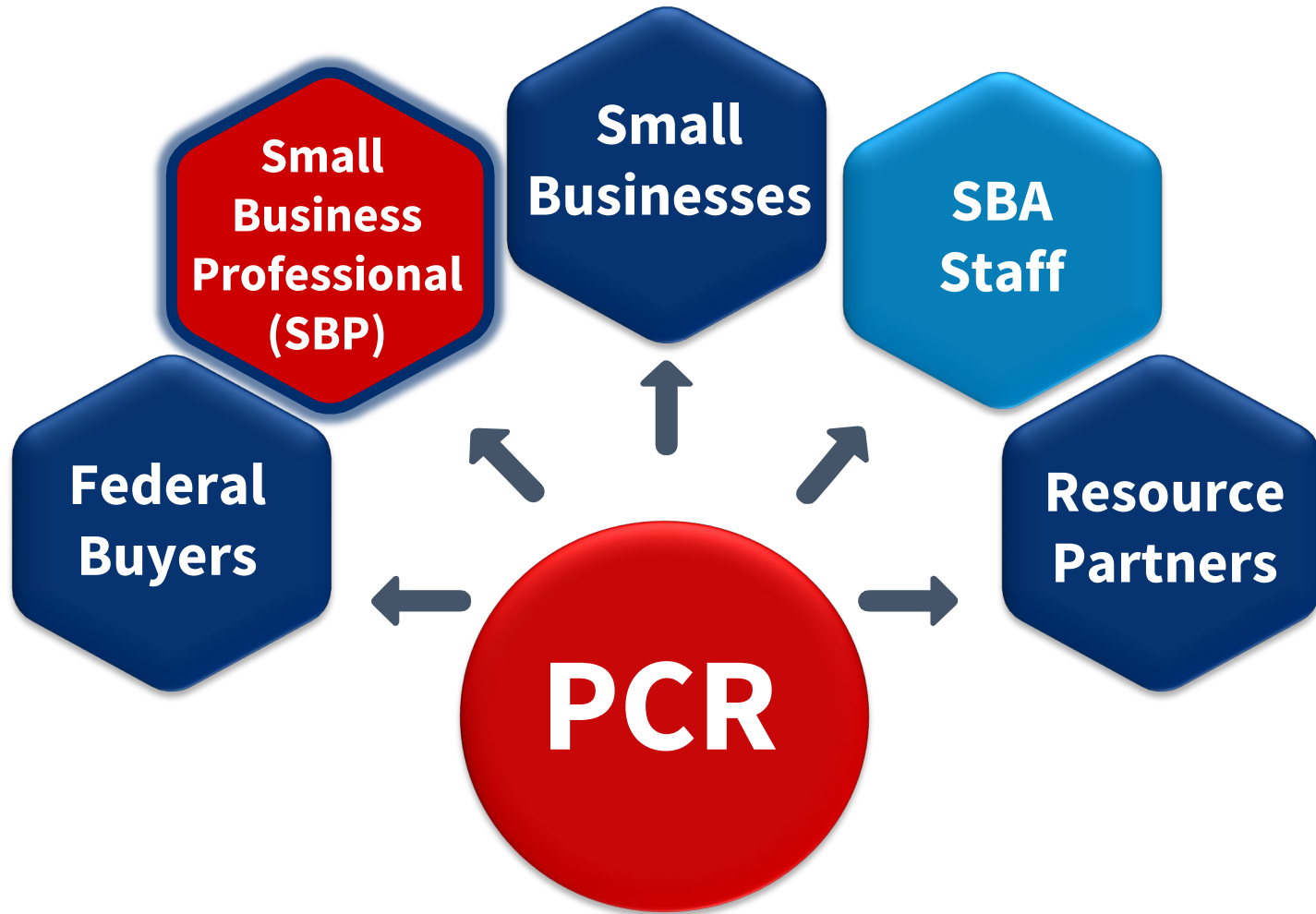
**Alternate contracting
method that the
representative
reasonably believes will
increase small business
prime contracting
opportunities**

**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.



PCR and BOS Differences

Key differences between PCRs and BOSs

PCR

P

- 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



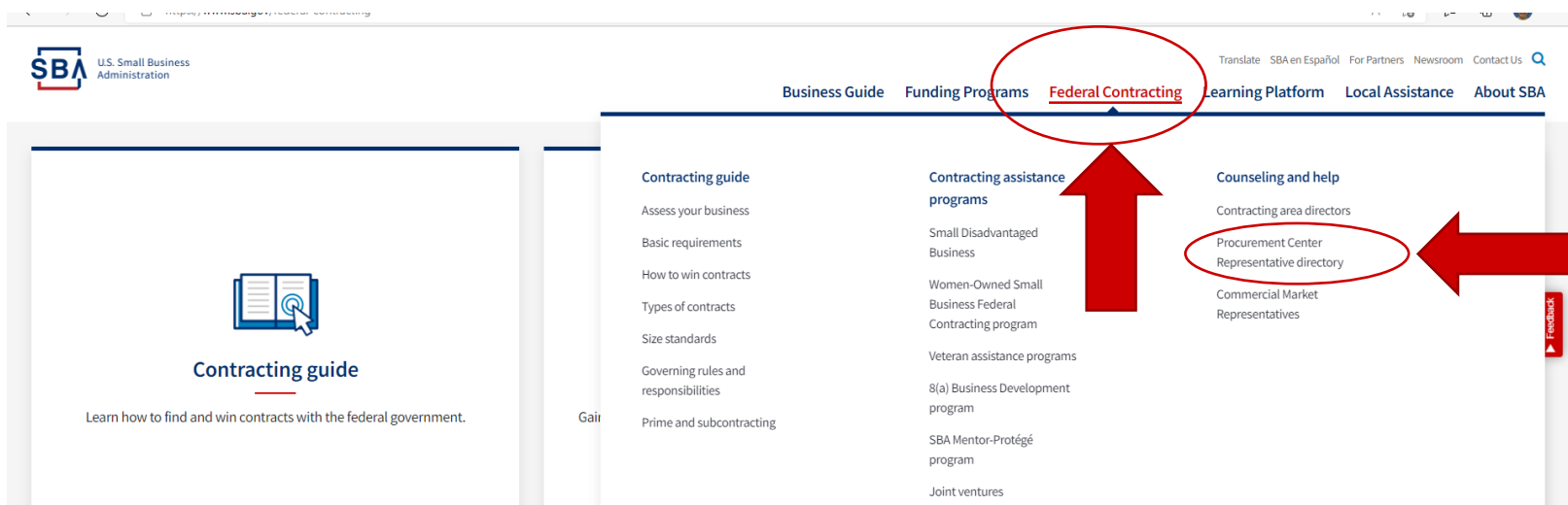
BOS

B

- 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/federal-contracting/counseling-help/procurement-center-representative-directory>
- <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



Small Business SubK Program

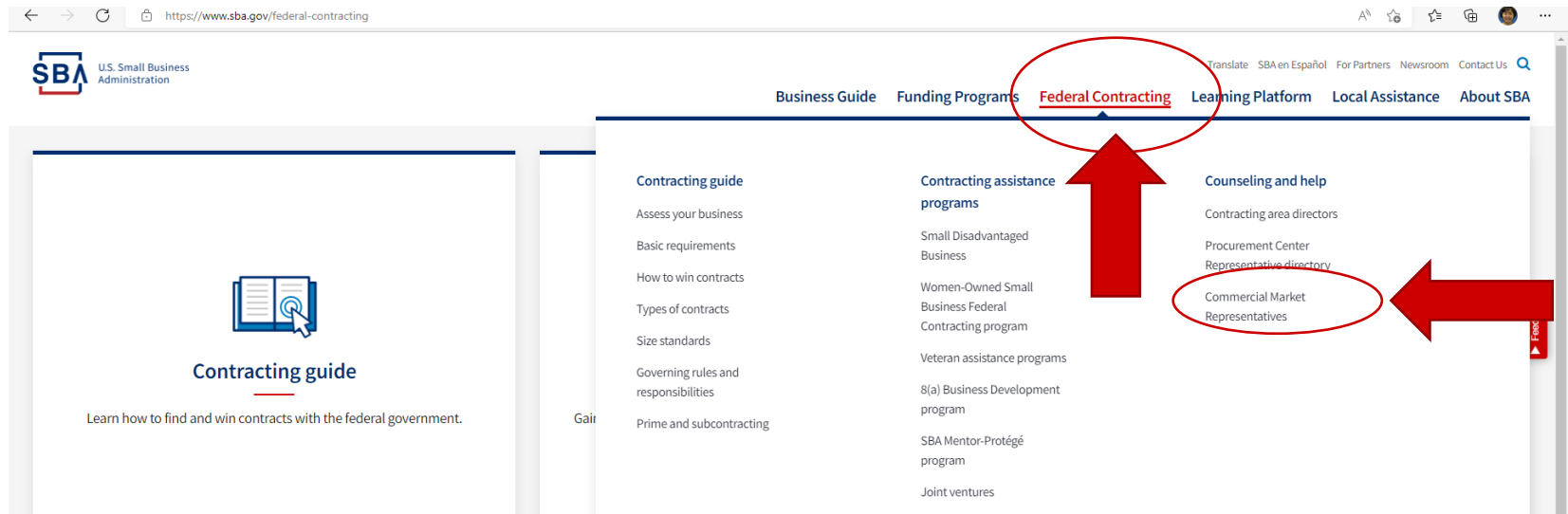
- Federal Contracts > SAT – FAR 52.219-8
 - Must provide “maximum practicable opportunity” for small business
 - Must establish timely payment procedures pursuant to terms of subcontracts with small business
- Federal Contracts > \$750,000 (or \$1.5 million for construction) – FAR 52.219-9
 - Must accompany 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/federal-contracting/counseling-help/commercial-market-representatives>



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