MEET THE LEADERSHIP TEAM

Mercedes Enrique, F.SAME
CMS Corporation
Project Manager & Chair

Patrick Broderick
Valiant Construction
Legislative Committee Chair

Lexi Lessaris
CMS Corporation
Communications Committee Chair

Brandi Smith
Wood Membership Committee Chair
SUPPORTING STUDIES & ACTS
SUPPORTING STUDIES & ACTS

March 2018
“New Entrants and Small Business Graduation in the Market for Federal Contracts”
Center for Strategic & International Studies

May 2018
2018 Naval Post Graduate Symposium Findings

September 2018
Small Business Runway Extension Act Report 115-939

August 2019
“Federal Contracting: Awards to Mid-Sized Businesses and Options for Increasing Their Opportunities”
GAO
SUPPORTING STUDIES & ACTS

October 2019
DOD Best Interest Concerns to Encourage Small Businesses
Secretary of Defense Dr. Esper

June 2021
Biden Announces 50% Increase in SDB Contracting Goals
President Biden

February 2022
DOD Report: Safeguarding our National Security By Promoting Competition in the Defense Industrial Base
Department of Defense

February 2022
President Biden Signs PRICE Act to Reform Federal Procurement & Help Federal Small Business

7/19/2022 Transitioning Federal Small Businesses
WHO WE ARE
SAME INDUSTRY-GOVERNMENT ENGAGEMENT (IGE) INITIATIVE

Shrinking Industrial Base

Advancing Small Businesses

ONLY 2.5%
SUCCEED AFTER GRADUATING FROM THE SMALL BUSINESS PROGRAM
THE RAMP UP ACT
a seven-year transitioning program that businesses may elect to enter upon outgrowing their applicable NAICS size standard
7-YEAR TRANSITIONING PROGRAM

Business Outgrows Size Standard
- Self Certification as Small Business (SB) in Reps and Certs (www.SAM.gov)

Business Enters Developmental Stage: Years 1-2
- SB Contracts > dollar band at 90%
- SB Multiple Award Contracts
- No SB SBA programs assistance except as SBA ASMPP Protégé

Business Enters Transitional Stage: Years 3-7
- Same as Years 1-2
- No SBA Program participation as SB
- Non-SB revenue activity targets / Yr

Business Becomes Other-Than-Small
- Exits after Yr 7 participation or if it fails targets
7-YEAR TRANSITIONING PROGRAM – Construction NAICS 236220

**Business Outgrows Size Standard**
- Self Certification as Small Business (SB) in Reps and Certs (www.SAM.gov)

**Business Enters Developmental Stage: Years 1-2**
- **SB Contracts > $5M**
- SB Multiple Award Contracts
- No SB SBA programs assistance except as SBA ASMPP Protégé

**Business Enters Transitional Stage: Years 3-7**
- Same as Years 1-2
- No SBA Program participation as SB
- Non-SB revenue activity targets / Yr

**Business Becomes Other-Than-Small**
- Exits after Yr 7 participation or if it fails targets
BENEFITS & SUPPORTERS
BENEFITS

To the Federal Government

To Advancing Small Businesses

Small, Medium & Large

U.S. Small Business Administration

7/19/2022
SUPPORTERS

Federal Industrial Base Leaders Nationwide

&

SAME
**TIMELINE**

- Team exhibits with SAME at JETC and Mercedes Presents to SAME Executive Leaders
- Grassroots Lobbying Effort by Committee
- Bill Introduced as part of the NDAA ’23 by SASC
- NDAA ‘23 Goes Through Congress

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<th>U.S. Senate Armed Services Committee (SASC)</th>
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<th>Senate and House Key Leaders</th>
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ORGANIZATION CHART

IGE Initiative - Challenges Facing Transitioning Federal Small Business: A Proposed Framework and Solution

Executive Committee
Mercedes Enrique, MBA, FSAME
IGE PM and XC Chair

SAME National
Rob Biederman
Director, IGE and Programs
Sally Clark, CPSM
XE Project Champion

Legislative Committee
Patrick Broderick
Valiant Construction
LC Chair

Communications Committee
Lexi Lessaris, MBA
CMS Corporation
CC Chair

Membership Committee
Brandi Smith
Shewsbury USA
CC Chair

Coalition Support
Jim Schaefer
RELYANT Global
Richard Witt
AE Works

Government Committee
TBD
TBD
XC Chair

Future Positions

Acronyms:
CC = Communications Committee
GC = Government Committee
IGE = Industry - Government Engagement
LC = Legislative Committee
MC = Membership Committee
SAME = Society of American Military Engineers
XC = Executive Committee

7/19/2022
WE NEED YOU!
Join the Coalition
@Transitioning Federal Small Businesses