



# TRANSITIONING FEDERAL SMALL BUSINESSES

April 21, 2022

# 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



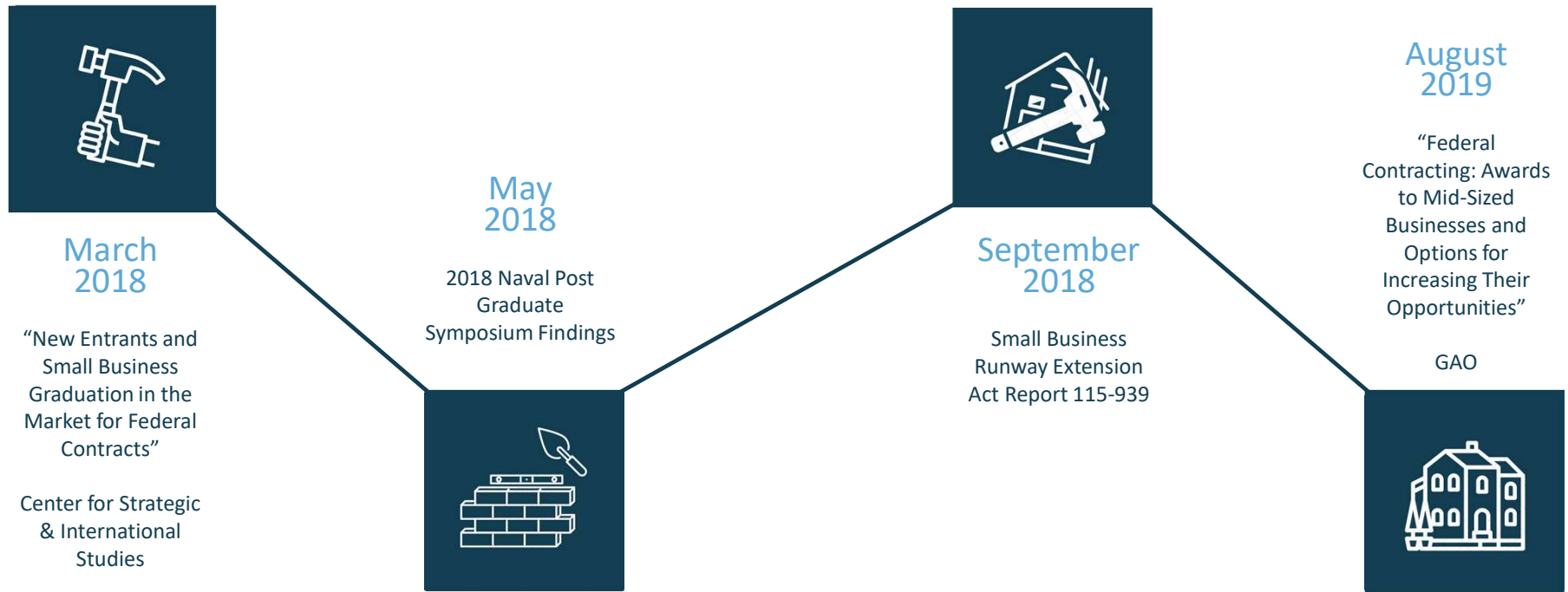
Brandi  
Smith

Wood  
Membership  
Committee Chair

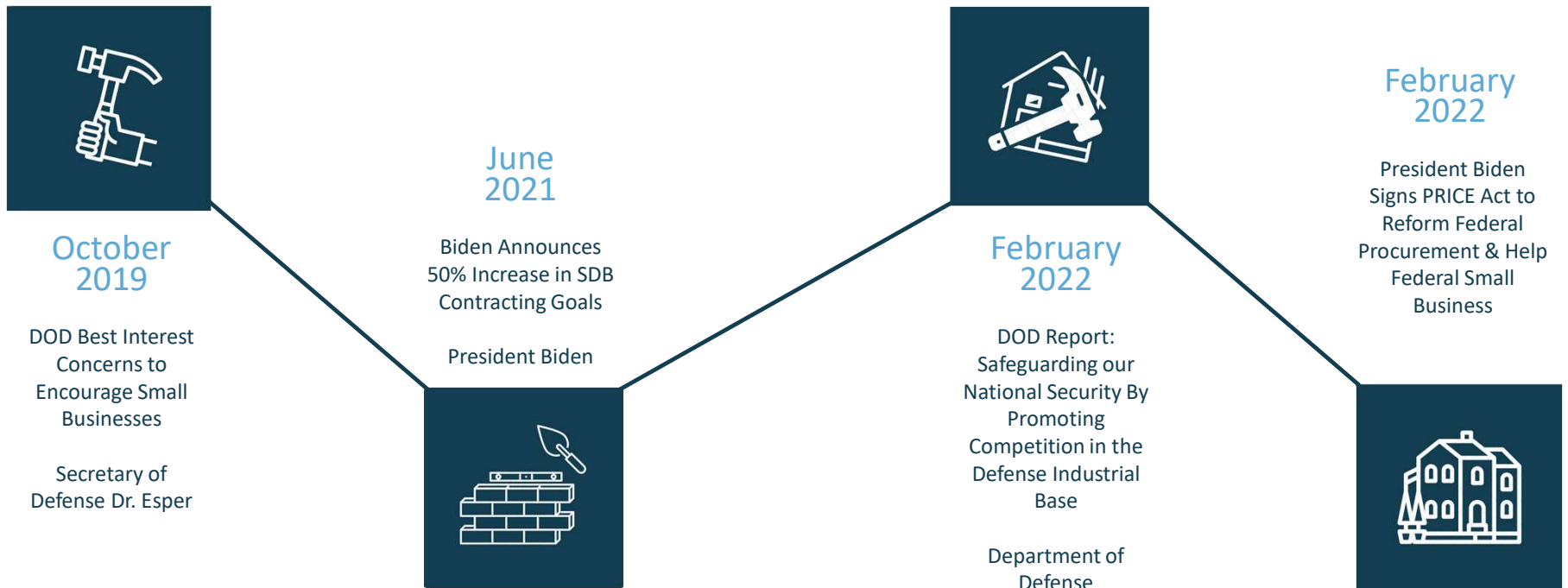


# SUPPORTING STUDIES & ACTS

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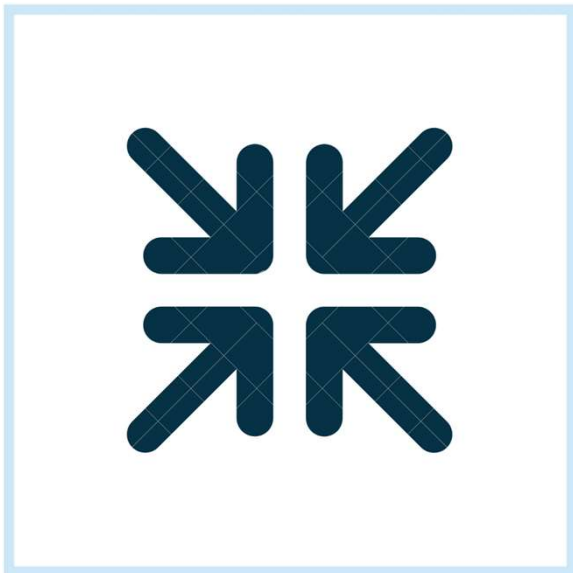




WHO WE ARE

# SAME INDUSTRY-GOVERNMENT ENGAGEMENT (IGE) INITIATIVE

Shrinking Industrial Base



Advancing Small Businesses





# THE RAMP UP ACT



# 7-YEAR TRANSITIONING PROGRAM

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 Reqs and Certs ([www.SAM.gov](http://www.SAM.gov))



## 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 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 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 Reqs and Certs ([www.SAM.gov](http://www.SAM.gov))



## 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 Enters Developmental Stage: Years 1-2

- **SB Contracts > \$5M**
- SB Multiple Award Contracts
- No SB SBA programs assistance except as SBA ASMPP Protégé



## Business Becomes Other-Than-Small

- Exits after Yr 7 participation or if it fails targets



## BENEFITS & SUPPORTERS

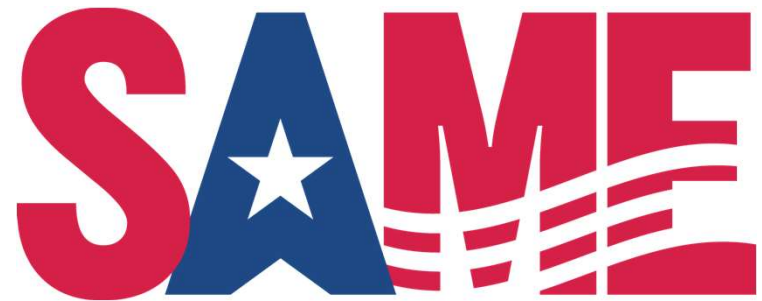
# BENEFITS

To the Federal Government



U.S. Small Business  
Administration

To Advancing Small Businesses



Small, Medium & Large

# SUPPORTERS

Federal Industrial Base  
Leaders Nationwide

&





## TIMELINE & TEAM

# TIMELINE



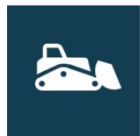
Team exhibits with SAME at JETC and Mercedes Presents to SAME Executive Leaders



Grassroots Lobbying Effort by Committee



Bill Introduced as part of the NDAA '23 by SASC



NDAA '23 Goes Through Congress

U.S. Senate Armed Services Committee (SASC)			
Rhode Island (RI)	Jack Reed	Chair	Democrat
Oklahoma (OK)	James Inhofe	Ranking Member	Republican

U.S. House Armed Services Committee (HASC)			
Washington (WA)	Adam Smith	Chair	Democrat
Alabama (AL)	Mike Rogers	Ranking Member	Republican

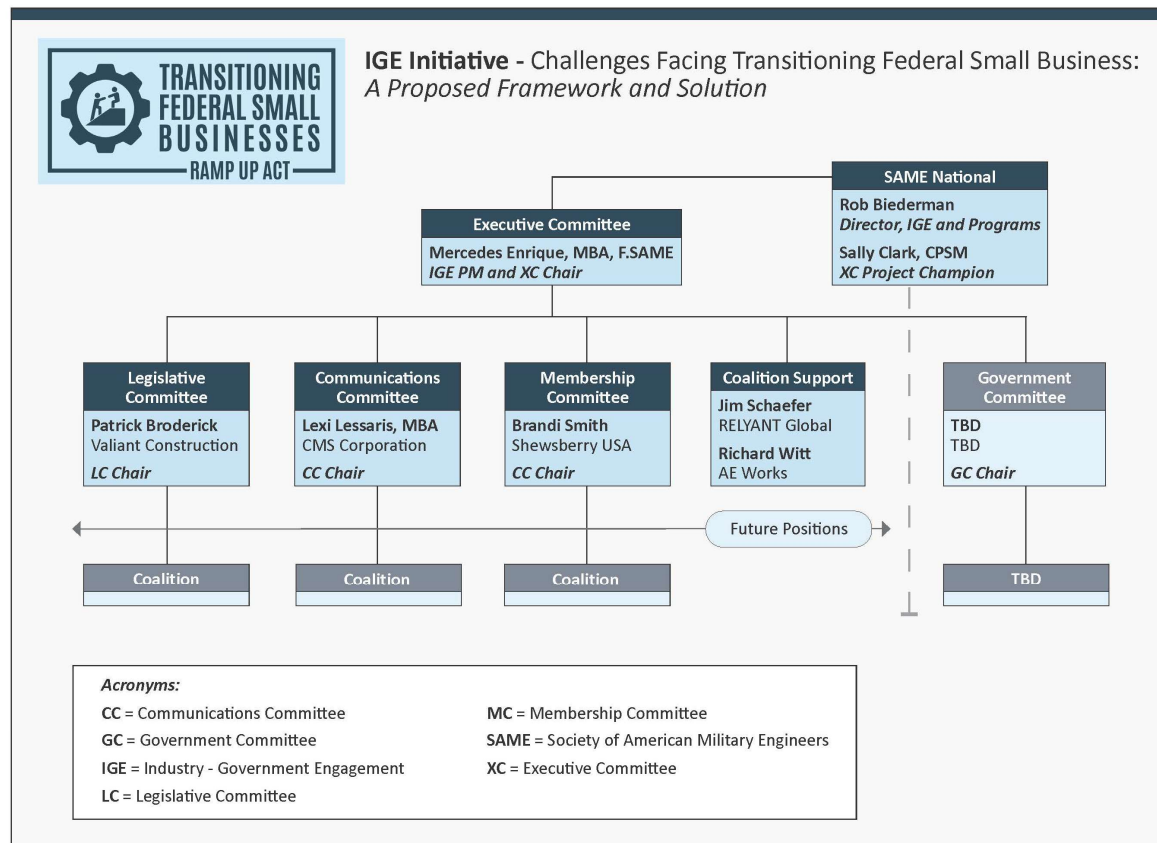
U.S. Senate Committee on Small Business and Entrepreneurship			
Maryland (MD)	Ben Cardin	Chair	Democrat
Kentucky (KY)	Rand Paul	Ranking Member	Republican

U.S. House Committee on Small Business			
New York (NY)	Nydia Velazquez	Chair	Democrat
Missouri (MO)	Blaine Luetkemeyer	Ranking Member	Republican

Senate and House Key Leaders			
New York (NY)	Chuck Schumer	Senate Majority Leader	Democrat
Kentucky (KY)	Mitch McConnell	Senate Minority Leader	Republican
California (CA)	Nancy Pelosi	Speaker of the House	Democrat
California (CA)	Kevin McCarthy	Minority Leader of the House	Republican



# ORGANIZATION CHART





**WE NEED YOU!**

Join the Coalition



@Transitioning Federal Small Businesses