



**U.S. Small Business Administration,
Office of Government Contracting**

An Advocate, A Resource

Guam Industry Forum II

**Presented by Larry Orr, Procurement Center
Representative for Hawaii-Guam**



Procurement Center Representative

PCR role:

- Federal procurement advocate for all U.S. small business concerns conducting business with the Federal Govt. in Guam, Hawaii and the Pacific Insular Areas.
- Advocacy provided regardless of geographical home of business.
- SBA's policy is parity amongst all small business programs.



Our Goal at a minimum:

Meet or Exceed Statutory Federal Agency Goals

- Small Business (SB) - 23%
- Small Disadvantaged Business (SDB) - 5%
- Women-Owned Small Business (WOSB) - 5%
- HUBZone Small Business - 3%
- Service-Disabled Veteran-Owned SB - 3%



Market Surveys

Why do contracting officers use market surveys?

1. Market surveys inform the contracting officer of a contractor's capability, past performance and likelihood they will receive a proposal on future solicitations.
2. Assist the contracting officer in making a decision on whether to set aside work for small business or conduct full and open competition
3. Importance of participating in market surveys, it's like voting.



Small Business Challenges

- Largest repositioning of troops since WWII, timeline and scope will create significant challenges for small business prime contract awards.
- Construction Dates 2010-2014 (small window)
- Bonding limitations for construction
- Logistics, Labor Shortages, Mobilization Costs



Adaptability-Creativity- Innovation

- Adaptability: Be able to adapt to changing conditions and requirements.
- Creativity: Teaming, joint venture, identify your market and go after it.
- Innovation: New ideas; New methods of doing business – Think outside the box!



Feedback from Industry

- Your small business representatives are seeking innovative ideas for the advancement of small business during the Guam build up.
- Utilize your small business team: NAVFAC – SBR, SBA, SCORE, SBDC



**Your SBA Procurement Center
Representative for Hawaii and Guam is
Larry Orr**

808-474-7317 PH

Laurence.orr@navy.mil

Laurence.orr@sba.gov

*An Advocate for all types
of small businesses.*

*A resource for
information and advice.*