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10/30/14 – Fort McCoy Small Business Conference

11/11/14- Federal Contractor Briefing - Winning Strategies - Milwaukee

11/13/14 – Ins and Outs of Responding to Federal Solicitations - Milwaukee

11/18/14 – Gaining Access to Government Prime Contractors - Milwaukee

## News Stories

DHS to Launch Acquisition Improvement Project

DOD Kicks Off Fiscal Year With Streamlined Export Rules

Hagel Devises New Mission For Army: Coastal Defense Force

## Important Websites

<https://www.sam.gov>  
**The System for Award Management**

<https://www.sba.gov/content/federal-contracting-resources-small-businesses>

## Marketplace 2014, October 22<sup>nd</sup> and 23<sup>rd</sup>

We have had a great response this year in support of Marketplace 2014 from federal state and local agencies as well as prime contractors. Small businesses will have a valuable opportunity to meet with representatives individually. Over 30 have committed to participating, including a U.S. AID representative from Washington, DC.

Come prepared by having your elevator pitch, capability statement, and business cards ready for this event! There will be opportunities for construction, manufacturing and service firms to explore new prospects as well as reconnect with past partners.

## DBE Program Final Rule Announced 2014

The Department of Transportation has issued a final rule amending its disadvantaged business enterprise (DBE) program at 49 CFR Part 26. The final rule improves DBE program implementation in three major areas.

First, the rule revises the uniform certification application and reporting forms, creates a uniform personal net worth form for use by applicant owners, and collects data required by the Department's surface transportation re-authorization, Moving Ahead for Progress in the 21st Century Act (MAP-21).

Second, the rule strengthens the certification-related program provisions, which includes adding a new section authorizing summary suspensions under specified circumstances.

Third, the rule modifies several other program provisions concerning such subjects as: overall goal setting, good faith efforts, transit vehicle manufacturers, and counting for trucking companies.

Additional information including the final rule and fact sheet can be found at <https://cms.dot.gov/small-business/disadvantaged-business-enterprise/disadvantaged-business-enterprise-dbe-program-fino>.

## New Rule Regarding SAM Ownership

Businesses and individuals registering or updating their profile in the System for Award Management (SAM) are being asked if their entity has an

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“immediate owner” or a “higher-level owner.” This question has caused confusion among some SAM registrants. This question is NOT asking which individual owns the business. Rather, it stems from a recent amendment to the Federal Acquisition Rules (FAR), which requires all SAM registrants, if owned by another entity, to identify that entity’s CAGE code, legal name, and type of ownership. The amendment to the FAR can be accessed here: <http://www.gpo.gov/fdsys/pkg/FR-2014-05-30/html/2014-12387.htm>

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## **Congratulations to the Chequamegon Bay Group**

William Kurtz and the Chequamegon Bay Group were named “Veteran – Owned Business of the Year” by the Daily Reporter. Celebration of the 2014 Newsmakers of the Year: the construction industry's leaders from across the state, from every level of construction, design and development was held on October 16, 2014 in Milwaukee.

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## **How Does the SBA Define “Business Concern or Concern”?**

*§121.105 How does SBA define “business concern or concern”?*

*(a)(1) Except for small agricultural cooperatives, a business concern eligible for assistance from SBA as a small business is a business entity organized for profit, with a place of business located in the United States, and which operates primarily within the United States or which makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor.*

*(2) A small agricultural cooperative is an association (corporate or otherwise) acting pursuant to the provisions of the Agricultural Marketing Act (12 U.S.C.A. 1141j) whose size does not exceed the size standard established by SBA for other similar agricultural small business concerns. A small agricultural cooperative's member shareholders are not considered to be affiliates of the cooperative by virtue of their membership in the cooperative. However, a business concern or cooperative that does not qualify as small under this part may not be a member of a small agricultural cooperative.*

*(b) A business concern may be in the legal form of an individual proprietorship, partnership, limited liability company, corporation, joint venture, association, trust or cooperative, except that where the form is a joint venture there can be no more than 49 percent participation by foreign business entities in the joint venture.*

*(c) A firm will not be treated as a separate business concern if a substantial portion of its assets and/or liabilities are the same as those of a predecessor entity. In such a case, the annual receipts and employees of the predecessor will be taken into account in determining size.*

Small Agricultural Cooperatives can qualify for the HUBZone program. Find additional information at <http://www.sba.gov/content/hubzone->



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