

2019 U.S. American Small Business Chamber of Commerce Legislative and Regulatory Priorities

The American Small Business Chamber of Commerce® (ASBCC) is the nation's leading independent force supporting America's proud small businesses. Working with our members, we open the doors to opportunity and protect these opportunities.

ASBCC with its Supplier Council, The National Association of Small Business Contractors (NASBC), connects the dots for small businesses and small business contractors, delivering timely news and information, resources and opportunities, connections and empowerment.

ASBCC / NASBC regularly publishes important reports exposing the real status of small business suppliers and advocates for greater opportunities, transparency and accountability in government contracting.

The Status of America's Small Businesses and Small Business Suppliers

- Small businesses are driving employment growth; over 50 percent of America's non-farm workforce is employed by small businesses.
- The *SBA June 2015 Market Update* reports that firms with 1-499 employees are adding more net new jobs than large businesses. Through the first three quarters of 2014, small businesses added 1.4 million net new jobs.
- The establishment of new businesses is outpacing closings.
- The number of small business suppliers to the federal government is in decline. Over the last ten years, there has been a decline of 12.26% in the total number of small business vendors to the federal government. There are 15,178 less small business vendors today than there were in 2005 (as of FY 2014).
- Only 41.4% of the small businesses registered in the federal database seeking access to federal contracts secured contracts in FY 2014.
- Small business awards dropped nearly \$20B between FY 2014 and FY 2015. Small business awards have now dropped to FY 2005 levels.
- While awards and small business suppliers are dropping, the overall size of awards are increasing significantly – making it harder and harder for small firms to get a foot hold, ramp up and compete.
- Small Businesses entering federal market as primes remains low since 2013 despite the implementation of QuickPay, which cut the time for the government to pay small companies for contracted services, and the Defense Innovation Unit Experimental, or DIUx, which makes it easier for small firms to do business with the Defense Department. (OVER)

Congress, Federal Leaders Can Support Small Business Federal Suppliers

- Raise the Goal for purchasing with small businesses from 23% to 35%, which more accurately reflects the make-up of U.S. business ownership.
- Hold the Small Business Administration accountable to expediently end unwarranted, unjustified exclusions from small business goaling. These exclusions are simply unfair carve-outs that rob small businesses of billions of dollars in lost opportunity every year.
- Bring Transparency. Mandate the federal government publish timely and detailed reporting of federal contracting with small businesses to include all details broken down by agency and purchasing group.
- Stop unwarranted Bundling and Consolidation. Ensure small business access to Category Management / Best in Class contracting vehicles.
- Hold the SBA accountable to provide small business verification oversight and provide transparent and detailed small business goaling reports that do not include inappropriately counted contracts awarded to firms that are not small and/or do not meet socio-economic set-aside requirements. A GAO study is needed to find why and how so many false reports are included in SBA goaling each year.
- Hold the SBA accountable to forcefully fight for small business including reaching the federal required “maximum practical opportunity” in their negotiations for small business goaling rather than just seeking 23% [per 15 U.S.C. 644 §15(g)(1)].
- Hold the SBA accountable to hire and train more qualified Procurement Center Representatives (PCRs) and empower the PCRs to act strongly to protect opportunities for small business suppliers.
- Hold the SBA accountable to implement Congressional actions that require regulatory changes that enhance small business participation in the federal marketplace.
- Protect and advance budgets and support for the national networks of Procurement Technical Assistance Centers and Manufacturing Extension Partnership centers.
- Preserve consumer protection oversight through the Consumer Financial Protection Bureau that supports transparency and integrity in small business lending and other financial services.

The American Small Business Chamber of Commerce® (ASBCC) is a not-for-profit 501(c)6 Trade Association headquartered in Washington, D.C., and works to create opportunities and drive progress to support the economic growth of small businesses across America.