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## Small Business Statistics

Small businesses account for the majority of employers in Rhode Island - it's a fact. Companies employing less than 20 people represent 90.2% of all Rhode Island employers and they employ 24.8% of the workforce. To narrow that down further, 49.7% of employers employ only 1-4 employees, making up 7.7% of the workforce.

As a small business you have a number of resources available to you, often times at no or low-cost. A good place to start exploring the number of resources available is the [Rhode Island Commerce Corporation website](#). From business planning to relocation to financing, you can find information for whatever stage your business is in.

To see the above statistics [click here](#). To see a breakdown of employment per industry [click here](#).

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## Opportunities in Government Subcontracting Workshop

Come to our workshop on Opportunities in Government Subcontracting on **February 7th, 2018**.

- Find out how to identify large government contractors that need your product or service. How do they find your small business; how do you find them?
- Learn how to successfully compete and participate as a federal government subcontractor.

We will define the role of the subcontractor relationship in government contracting and identify resources and strategies for marketing as a subcontractor.

[Register](#) for this workshop now!

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## Society of American Military Engineers Event

The Society of American Military Engineers (S.A.M.E.) Boston Post, Small Business Committee is hosting a Contract Opportunities & Small Business Showcase on Thursday, February 8, 2018 at 2:00 p.m. at the Westin Hotel, Waltham, MA for those in the Architect/Engineer, Professional Service and Construction/Construction related business fields.

The event will begin with an overview of upcoming contract opportunities from Federal agencies. A brief question and answer period will follow the presentations. The showcase will conclude with a networking event that will provide an opportunity for small businesses to meet other potential small business and large business partners.

Register for this event at the [SAME website](#).

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## Cyber Clauses in Contracts

Have you created your System Security Plan (SSP) and Plan of Action with Milestones (POA&M) for your company yet? Despite rumors, the Government did not push back the December 31st deadline to be Cybersecurity Compliant however, if you have a SSP and POA&M you are in good shape.

DFARS Clause 252.204-7017 is now included in all new DOD solicitations. This clause requires contractors to provide "adequate security" for covered defense information that is processed, stored, or transmitted on the contractor's internal information system or network. Complying with this clause is not only required but it also gives a contractor a competitive advantage over other contractors who may not be in compliance.

According to a [Memorandum](#) from the Director of Defense Pricing/Defense Procurement and Acquisition Policy (DPAP), Mr. Shay D. Assad, "complying with DFARS Clause 252.204-7017 may be used as a separate technical evaluation factor when responding to Request for Proposals (RFPs)." This is in line with Chapter 3 of NIST SP 800-171 which states, "Federal agencies may consider the contractor's security plan and plans of action as critical inputs to an overall risk management decision...and whether or not it is advisable to pursue an agreement or contract with the non-federal organization."

For more information on Cybersecurity and for a listing of local cybersecurity resource providers, visit the [Cyber Resources](#) section of our website.

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## NDAAs Changes

The 2018 National Defense Authorization Act (NDAA) was signed into law by the President on December 12, 2017. This new law has created a number of changes in the government contracting world. Although many of the changes will not be implemented right away, they will allow for critical updates that will give small businesses an advantage when competing for government contracts. Some major changes include:

- An increase in the micro-purchase threshold from \$3,500 to \$10,000 (except for DoD)
- An increase in the Simplified Acquisition threshold from \$150,000 to \$250,000
- Enhanced DoD Post-Award Debriefings, debriefings will be required for contracts worth \$10 million or more
- Prohibition of Lowest Price, Technically Acceptable source selection process for major DoD engineering and manufacturing contracts
- Improvements to the HUBZone program including a 60 day maximum window for the SBA to verify the eligibility of a HUBZone small business concern,

[Click to read more.](#)

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## DLA TKO Training

The Defense Logistics Agency (DLA) regularly holds Training, Knowledge and Opportunities (TKO) sessions at their Land and Maritime Office in Columbus, OH. These training sessions are free two day seminars that teach you "How to Do Business with DLA". The scheduled seminars for 2018 are as follows:

- March 20-21
- May 15-16
- September 11-12
- November 6-7

For more information and registration, please visit [www.tko.dla.mil](http://www.tko.dla.mil) and select "Land and Maritime" from the drop-down.

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## VA Proposed Rule: Elimination of SDVOSB Ownership & Control

The 2017 NDAA directed the Department of Veterans Affairs (VA) to use the Small Business Administration's (SBA) regulatory definitions regarding small business status, ownership, and control. The VA and SBA were to work together to develop one set of streamlined rules and definitions. This has to yet to happen; however the VA recently published a proposed rule in the Federal Register that states "regulations relating to and clarifying ownership and control are no longer the responsibility of the VA." With this proposed rule, the VA would refer all questions on eligibility requirements to the SBA.

As of now, VA eligibility requirements differ slightly from SBA requirements and it is unclear how those companies currently verified under the VA rules would be affected if the proposed rule were to be finalized.

This proposed rule is currently open for public comment until March 12, 2018. If you would like to submit a comment, you may do so at [www.regulations.gov](http://www.regulations.gov).

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## Upcoming Events and Workshops

**Opportunities in Government Subcontracting - February 7, 2018**

Register at : <https://riptac.ecenterdirect.com/events>

[Contact Us](#)