



U. S. SMALL BUSINESS ADMINISTRATION
 GEORGIA DISTRICT OFFICE
 233 Peachtree Street N.E. Suite 1900
 Atlanta, Georgia 30303

January 30, 2008

Mr. Victor Gomez, President
 Technology for Tomorrow
 122 Clifford Court
 Canton, GA 30155

Dear Mr. Gomez:

Our office congratulates you upon your acceptance in the Section 8(a) Program. *Your firm's term of 8(a) program participation will be for nine (9) years ending January 2, 2017. Your first Program Year begins February 1, 2008 and ends December 31, 2008.* Reporting requirements while in the program will be based on program years.

The Business Development Specialist (BDS) assigned the responsibility for development of your firm is:

Lillian Martin
 (404) 331-0100 x703

As a newly approved 8(a) participant your first action must be to contact your BDS to schedule an orientation, on the 8(a) program procedures, benefits, and requirements. It is very important that newly certified 8(a) concerns have a thorough understanding of program procedures and policies.

The above named Business Development Specialist is your primary contact for SBA assistance and promotion of your firm with other Government agencies for 8(a) contract opportunities.

This office is always marketing for 8(a) contract support from Government facilities. However, we have limited personnel and time so it is important that you to self-market your firm's capabilities by pursuing both sole source and competitive Government contracts. By bidding competitively your name is at least made known to the contracting people at the Government facilities which help when later they receive a request for an 8(a) set-aside on your behalf.

As of May 6, 1998, the Department of Defense (DOD) and the Small Business Administration (SBA) negotiated an agreement to amend the Defense Federal Acquisition Regulations (DFAR) allowing the agencies to take a direct 8(a) contracting authority while SBA acts as the intermediary. The purpose for this change is to streamline the contracting process/procedure for expediting the award of requirements pursuant to section 8(a) of the Small Business Act, as amended (15U.S.C.637(a) (hereinafter the Act). It is mandatory that you regularly update your PRO-NET Profile. Our office will be using PRO-NET "Firm Profile" when marketing to Federal Agencies on behalf of all 8(a) contractors.

As a newly certified 8(a) concern you will be required to prepare, submit and obtain SBA's approval of your business plan before being eligible to receive any 8(a) contracts. (See SBA Form 1010c enclosed).

Program participation is divided into two stages: The developmental stage and the transitional stage. The developmental stage shall be 4 years and the transitional stage shall be 5 years. The developmental stage is designed to assist Participants in overcoming their economical disadvantaged status by providing such assistance as may be necessary and appropriate to enable them to access relevant markets and strengthen their financial and managerial skills. The transitional stage of program participation is designed to assist Participants to overcoming, insofar as possible, the remaining elements of economically disadvantaged and to prepare Participants for exiting the 8(a) Program.

While there is no specific non-8(a) business activity target required of a firm in the developmental stage of Program Participation, such concern must make substantial and sustained efforts to attain the targeted dollar levels of non-8(a) sales established in its approved business plan. During the transitional stage of the program, the Program Participant is required to achieve a certain percentage of revenue from sources outside the 8(a) program. The required percentage is called the non-8(a) business activity target.

A program participant may voluntarily withdraw from the 8(a) program at any time during its Program Term. Also, SBA may terminate or graduate a participant for good cause.

The dollar amount for 8(a) support will be established in your business plan. While this dollar value will be projected, there is no guarantee that this goal or any contract support can be obtained for you since we are completely dependent upon other Federal agencies to supply our contract requirements. An 8(a) contract will be provided only when it is consistent with a concern's business development needs and within its capabilities for the approved/acknowledged North American Industrial Classification (NAICS) Codes.

When marketing for and awarding 8(a) contracts, SBA must certify to the competency and capability of the 8(a) contractor selected. This includes the areas of management, financial, technical, size, and ability to perform. The contractor must be able to perform the required percentage of work with its own labor force, must be able to obtain the necessary bonding, when applicable always must have submitted required financial data to SBA.

The SBA Rules and Regulations state that, "An 8(a) concern which has not submitted required financial statements to SBA will be deemed not responsible to receive 8(a) subcontracts." Therefore, no 8(a) contract shall be awarded to any concern not furnishing updated annual financial statements from which a determination can be made regarding the growth of the concern and its ability to perform contracts.

Please send any financial data due from you at this time to bring your file current. Contact your BOS if you have questions. Any statements sent to us must be addressed to the attention of your BOS and the 8(a) BD division. Financial data must always be signed and dated by the C.E.O., President or sole owner.

Any contractor in the area that requires bonding must keep SBA updated on bonding levels and the ability to obtain them. This should be done quarterly so that we can properly match jobs with 8(a) contractors who have the necessary bonding to be able to perform. Generally the procuring agencies' contracting officers require a 100% performance bond.

Each 8(a) contractor is required to perform work equivalent to the following percentages of the total dollar amount of each 8(a) contract, exclusive of material costs, with its own labor force:

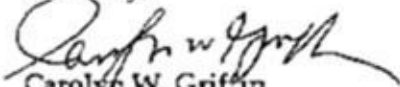
1. Manufacturing - 50%
2. Construction:
 - General Construction - 15%
 - Special Trades - 25%
3. Services - 50%

The above percentages may not be waived. The 8(a) concern is required to include in its proposal to perform a given contract, a statement that it agrees to perform the required percentage of work with its own labor force. Refusal of the concern to provide such a statement will result in the contract not being awarded.

SBA can possibly provide your company with management and technical assistance through our Business Development Division or SCORE. Discuss any needed assistance with your BOS.

We are looking forward to working with your company and wish you the best during the development of your firm.

Sincerely,



Carolyn W. Griffin
Assistant District Director
8(a) Business Development