

SBA 8(a) Application

Length of Time in Business Waiver Request Kit

SAMPLE - 3 of 38 pages

Expert guidance and real-life example Length of Time in Business Waiver Requests specifically written for the Small Business Administration's 8(a) program.

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About this Kit

The eligibility rules for the United States Small Business Association 8(a) Business Development program mandate that participating firms must have been in business for 2 or more years to be admitted into this special federal contracting program.

There is only one method to bypass this two-years-in-business rule: submit a Length of Time in Business Waiver Request to the SBA to request early admission into the 8(a) program.

This kit—produced by Government Certification Specialists Inc. of Leesburg, Virginia—is the first guide of its kind and is designed to provide 8(a) applicants with detailed guidance on how to prepare a successful Length of Time in Business Waiver Request.

The Length of Time in Business Waiver Request is a substantial multi-page document that must prove to the Small Business Administration that your company possesses the management skills, technical expertise, successful past performance on contracts, credit, capital, and resources required to successfully operate your business over the next 9 years in the 8(a) program.

This kit is divided into the following sections to help you write your own convincing waiver request that will persuade the SBA to admit your company into the 8(a) program early:

- Explanation of the SBA's "Potential for Success" requirement for the 8(a) program
- Length of Time in Business Waiver Request Requirements from the SBA
- Guidance and tips for writing your own waiver request
- Three real-life example Length of Time in Business Waiver Requests that have been successfully approved by the Small Business Administration

For more information about Length of Time in Business Waiver Requests—or to work with a government certification specialist who can help write your waiver request for you—please contact GCS Inc. of Leesburg, Virginia, at 703-350-8381 or online at <http://www.get8acertified.com>. You can also email questions or ask us about our current 8(a) program-related services and fees by emailing us at info@get8acertified.com.

GCS Inc. welcomes your feedback and comments on how future versions of this kit can be expanded or improved. Please contact us if you need more help with your waiver request after using this kit or if you have opinions on how we can improve the kit.

The Small Business Administration's "Potential for Success" Requirement

SBA 8(a) Business Development Program regulations state that "an applicant concern"—a business applying for 8(a) status—must possess reasonable prospects for success competing in the private sector before it can be admitted into the 8(a) federal contracting program.

In order to demonstrate that the company possesses the required "potential for success," an applicant firm must meet several basic criteria:

- a. **Two-Year Rule.** The SBA uses an applicant's length of time in business as one means of measuring its potential for success. Because many young businesses fail before they reach 2 years of age, the SBA uses the "2 or more years in business" metric as an indicator that an 8(a) applicant firm will continue to survive and succeed within the 8(a) program if they have already survived 2 years in business.
- b. **Revenues over past two years.** A firm must show it has been conducting business *within its primary industry* for at least two full years. An applicant firm can satisfy this requirement by submitting copies of federal tax returns to prove it generated revenues within its primary industry during the two most recent years prior to the date of its 8(a) application. If you only possess one year of business tax returns, you must submit a waiver request.
- c. **Contracts within primary industry.** A firm must prove to the SBA that it has generated revenues through (Waiver instructions and example waivers continue for 35 more pages)