

## Constant Contact Survey Results

**Survey Name:** Annual 8(a) Survey - 2-5-16

**Response Status:** Partial & Completed

**Filter:** None

4/17/2016 5:31 PM EDT





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### TextBlock:

Please take a moment and report your experiences as an 8(a) Federal contractor during calendar year 2015 by answering these several questions. Your responses will be confidential and your identity will not be disclosed to others.




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Were you awarded one or more 8(a) contracts by a Federal agency during calendar 2015?

Answer	0%	100%	Number of Response(s)	Response Ratio
No			110	51.4 %
Several 8(a) awards, both competitive and non-competitive			26	12.1 %
One or more non-competitive 8(a) awards			62	28.9 %
One or more competitive 8(a) awards			14	6.5 %
No Response(s)			2	<1 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

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If yes, was this the first year you were awarded an 8(a) contract?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			37	17.2 %
No, we have had 8(a) success in previous years.			100	46.7 %
No Response(s)			77	35.9 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

Were you awarded any other Federal prime contract during 2015 that was:

Answer	0%	100%	Number of Response(s)	Response Ratio
A Service-Disabled Veteran-Owned small business set-aside			16	16.1 %
A HUBZone small business set-aside			7	7.0 %
A Woman-Owned small business set-aside			10	10.1 %
An Economically-Disadvantaged Woman-Owned small business set-aside			5	5.0 %
A Small Business set-aside			62	62.6 %
A Full and Open opportunity			37	37.3 %
<b>Totals</b>			<b>99</b>	<b>100%</b>

Roughly speaking, what percentage of your calendar year 2015 sales revenue came from Federal prime contracts?

Answer	0%	100%	Number of Response(s)	Response Ratio
0%			72	33.6 %
About a quarter			33	15.4 %
About half			26	12.1 %
About three-quarters			42	19.6 %
100%			36	16.8 %
No Response(s)			5	2.3 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

How many proposals or quotes did you submit to Federal agencies during 2015?

Answer	0%	100%	Number of Response(s)	Response Ratio
None			29	13.5 %
1 - 4			67	31.3 %
5 - 9			47	21.9 %
10 - 24			40	18.6 %
25 or more			25	11.6 %
No Response(s)			6	2.8 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

How many Federal agencies are you selling/marketing to?

Answer	0%	100%	Number of Response(s)	Response Ratio
None			17	7.9 %
1 - 3			88	41.1 %
4 - 9			84	39.2 %
10 or more			20	9.3 %
No Response(s)			5	2.3 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

How would you rate the 8(a) program experience so far, on a scale of 1 (poor) to 10 (excellent)?

1 = 1, 2 = 2, 3 = 3, 4 = 4, 5 = 5, 6 = 6, 7 = 7, 8 = 8, 9 = 9, 10 = 10

	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Rating Score*
											204	5.7

\*The Rating Score is the weighted average calculated by dividing the sum of all weighted ratings by the number of total responses.

What are the advantages of participating in the 8(a) Business Development Program (please rank 1-10, or tell us others in the Comment block)?

1 = Biggest advantage

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Ranking Score*
Access to 8(a) set-asides											172	3.3
Access to 8(a) sole source awards											172	3.2
Access to the 8(a) Mentor-Protege program											172	6.1
Access to teaming opportunities											172	5.0
Access to subcontracting opportunities											172	5.4
Access to financing											172	7.1
Assistance, advice and training from SBA											172	5.9
Networking connections with government agencies											172	5.8
Networking connections with prime contractors											172	6.6
Networking connections with other small businesses											172	6.7

\*The Ranking Score is the weighted average calculated by dividing the sum of all weighted rankings by the number of total responses.

What obstacles have you experienced in the 8(a) Program (please rank 1-10, or tell us others in the Comment block)?

1 = Greatest obstacle

Answer	1	2	3	4	5	6	7	8	9	10	Number of Response(s)	Ranking Score*
Identifying and targeting contract opportunities											171	4.3
Understanding federal contract requirements and terms											171	5.6
Understanding federal bidding processes and procedures											171	5.6
Developing a winning bid package											171	4.7
Limited assistance, advice and training from SBA											171	5.5
Lack of 8(a)-specific opportunities to bid on											171	4.7
Lack of support from agencies, mentors, primes, or teaming partners											171	5.2
Security clearances or access to facilities											171	6.1
Lack of access to capital or lines of credit to fund payroll/materials											171	6.3
Complex invoicing requirements and/or slow pay on receivables											171	7.1

\*The Ranking Score is the weighted average calculated by dividing the sum of all weighted rankings by the number of total responses.

Would you recommend the 8(a) program to other small businesses?

Answer	0%	100%	Number of Response(s)	Response Ratio
Yes			113	52.8 %
No			16	7.4 %
It depends			78	36.4 %
No Response(s)			7	3.2 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

Do you know the name of the SBA specialist assigned to work with you?

Answer	0%	100%	Number of Response(s)	Response Ratio
No			15	7.0 %
Yes, and we met personally at least once this year			131	61.2 %
Yes, we didn't meet but we talked on the phone at least once this year			30	14.0 %
Yes, I've tried but I haven't been able to contact the specialist this year			11	5.1 %
Other			19	8.8 %
No Response(s)			8	3.7 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

When do you graduate from the 8(a) program?

Answer	0%	100%	Number of Response(s)	Response Ratio
We recently graduated			15	7.0 %
2016-2018			38	17.7 %
2019-2021			57	26.6 %
2022 or beyond			87	40.6 %
We are not in the 8(a) program			8	3.7 %
No Response(s)			9	4.2 %
<b>Totals</b>			<b>214</b>	<b>100%</b>

Anything else you would like to say about your 2015 experiences in the 8(a) program?

96 Response(s)

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Your responses are confidential and we will not be share your identity with others. If you would like to receive the summary results of this survey, please enter your contact information:

<b>Answers</b>	<b>Number of Response(s)</b>
First Name	133
Last Name	133
Company Name	133
Email Address	136

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**TextBlock:**

For more information about Set-Aside Alert, the trustworthy information resource for 8(a) and other small businesses selling to Uncle Sam, contact Tom Johnson at 800-845-8420 (tjohnson@setasidealert.com) or visit our website at <http://www.setasidealert.com>.