



Dear Senator/Representative,

We, the undersigned organizations, express our strong support for the "Ramp Up Act," a proposed addition to the National Defense Authorization Act for Fiscal Year 2023. The Act will implement a Seven-Year Transitioning Program for advanced small businesses serving the federal sector to help prevent exit from the federal marketplace.

According to a 2019 report published by the US Government Accountability Office (GAO)ⁱ, only 2.5% of small business (SB) federal contractors that outgrow their SB size standard successfully transition to other-than small. This problem has created a perverse incentive for advanced SBs to grow thus leaving a huge Industrial Base gap with very few middle size competitors serving the Federal Government.

In addition to the Federal Government's Industrial Base gap resulting from the "cliff" between small- and other-than-small business, the Small Business Administration (SBA) is facing declining new entrantsⁱⁱ due to high barriers to entry caused by advanced small businesses with a hold on the market. The Transitioning Program detailed by the "Ramp Up Act" endeavors to solve the Federal Government's shrinking Industrial Base problem, the SBA's declining new entrants problem, and the advanced small businesses' transition to other-than-small problem.

The Ramp Up Act details implementing a Seven-Year Transitioning Program that advanced SBs may elect to enter upon outgrowing their applicable NAICS size standard. By encouraging and providing support for advanced SBs to ramp up their participation in the unrestricted market and build the past performance necessary to succeed, the "Ramp Up Act" bridges the gap between small- and other-than-small business.

This Act will positively impact both the Federal Government and the lifecycle of federal contracting businesses across the country. Additionally, the Act requires no changes to the FAR, no changes to the federal procurement buying agencies and minimal workload impact to the SBA.

Today, we urge Congress to incorporate the "Ramp Up Act" as part of the National Defense Authorization Act for Fiscal Year 2023.

Sincerely,

J.R. Gaylor, President

Associated Builders and Contractors Indiana Kentucky

ⁱ GAO Report to the Committee on Small Businesses, House of Representatives, August 2019. Federal Contracting: Awards to Mid-Sized Businesses and Options for Increasing Their Opportunities.

ⁱⁱ Center for Strategic & International Studies, November 2018. New Entrants and Small Business Graduation in the Market for Federal Contracts.



Florida Association of Veteran Owned Businesses, Inc.
P.O. Box 540447 Orlando, FL 32854-0447

June 10, 2022

Caleb Seibert
Sen. Marco Rubio's Office
284 Russell Senate Office Building
Washington, DC 20510

RE: PILOT PROGRAM FOR TRANSITIONING FEDERAL SMALL BUSINESSES

Dear Caleb,

Per your recent discussions with our founder and current State Board of Directors Chairman, Mr. Michael T. Waldrop, Sr. (former US Army IN CPT and Owner of Blue Cord), the Florida Association of Veteran Owned Businesses, Inc. fully supports the efforts behind the Transitioning Federal Small Businesses team. As you were briefed, the TFSB team is made up of small businesses and large alike.

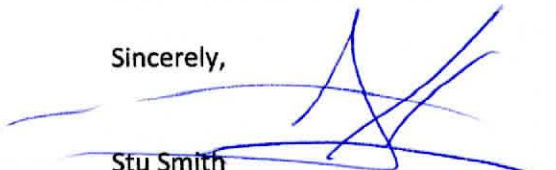
Their efforts in the Proposed Pilot Program will allow small businesses to continue to grow and transition into successful graduates of their Small Business programs. The Pilot Program aims to improve:

- a. The Federal Government's shrinking Industrial Base
- b. The struggles faced by advanced small businesses when transitioning to other-than-small
- c. The SBA's shrinking number of new entrants to the small business program

The Florida Association of Veteran Owned Businesses (FAVOB) is a Florida corporation and 501c6 organization made up of over 350 members statewide with Chapters in Orlando, The Greater Tampa Region, the Space coast Region, and soon Emerald Coast and Jacksonville. We are the leading state-wide organization that works to position the State of Florida as the "Veteran State of Choice" to own and operate a small business.

FAVOB hereby gives their full endorsement and support of the Pilot Program for Transitioning Federal Businesses and requests that our Congressional and Senate leaders support this as an Amendment to the National Defense Authorization Act for Fiscal Year 2023.

Sincerely,



Stu Smith
CEO
FAVOB



Florida Association of Veteran Owned Businesses, Inc.
P.O. Box 540447 Orlando, FL 32854-0447

June 10, 2022

Katie Weissert
Sen. Rick Scott's Office
502 Hart Senate Office Building
Washington, DC 20510

RE: PILOT PROGRAM FOR TRANSITIONING FEDERAL SMALL BUSINESSES

Dear Katie,

Per your recent discussions with our founder and current State Board of Directors Chairman, Mr. Michael T. Waldrop, Sr. (former US Army IN CPT and Owner of Blue Cord), the Florida Association of Veteran Owned Businesses, Inc. fully supports the efforts behind the Transitioning Federal Small Businesses team. As you were briefed, the TFSB team is made up of small businesses and large alike.

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CEO
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P.O. Box 540447 Orlando, FL 32854-0447

June 10, 2022

Joshua Duncan
Rep. Maria Salazar's Office
1616 Longworth House Office Building
Washington, DC 20515

RE: PILOT PROGRAM FOR TRANSITIONING FEDERAL SMALL BUSINESSES

Dear Josh,

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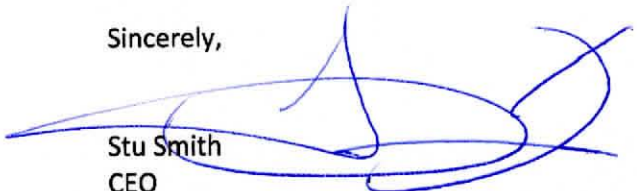
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P.O. Box 540447 Orlando, FL 32854-0447

June 10, 2022

Alex Smith
Rep. Byron Donalds Office
523 Cannon House Office Building
Washington, DC 20515

RE: PILOT PROGRAM FOR TRANSITIONING FEDERAL SMALL BUSINESSES

Dear Alex,

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Stu Smith
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Florida Association of Veteran Owned Businesses, Inc.
P.O. Box 540447 Orlando, FL 32854-0447

June 10, 2022

Kate Brannon
Office of Congressman Scott Franklin (FL-15)
1517 Long Worth House Office Building
Washington , DC 20515

RE: PILOT PROGRAM FOR TRANSITIONING FEDERAL SMALL BUSINESSES

Dear Kate,

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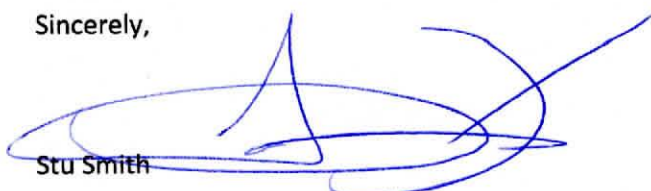
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Sincerely,



Stu Smith



Growing the American economy by empowering Latino entrepreneurship

August 12, 2022

US. Representative Blaine Luetkemeyer, Missouri 3rd District, Ranking Member, U.S. House Small Bus.
2230 Rayburn House Office Building
Washington, D.C. 20515
Meghan.Schmidt@mail.house.gov; Vivian.Ling@mail.house.gov; Robert.Yavor@mail.house.gov
Tel: 202-225-2956

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Luetkemeyer,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

LBAN is committed to fostering the continued growth of Latino-owned businesses in the United States; we do this through the following areas of focus:

- ◇ Extensive annual research on thousands of Latino business owners across the country
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LBAN gives its full endorsement and support of the PILOT and requests your support of this program as part of the Fiscal Year 2023 National Defense Authorization Act.

Sincerely,

A handwritten signature in black ink that reads 'Arturo Cazares'.

Arturo Cazares
CEO, Latino Business Action Network
297 Commercial Street,
San Jose, CA 95112
arturo@lban.us



Growing the American economy by empowering Latino entrepreneurship

August 12, 2022

Senator Todd Young, (R-IN), U.S. Senate Committee on Small Business and Entrepreneurship
Senate Dirksen 185
Washington, D.C. 20510
Burke_Miller@young.senate.gov; Tel: 202-224-5623

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Senator Young,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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Arturo Cazares
CEO, Latino Business Action Network
297 Commercial Street,
San Jose, CA 95112
arturo@lban.us



Growing the American economy by empowering Latino entrepreneurship

August 12, 2022

US. Representative Nydia Velázquez (D-NY-07), Chair, U.S. House Small Business
2302 Rayburn House Office Building
Washington, D.C. 20515
irene.rivera@mail.house.gov; Tel: 202-225-2361

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Velázquez,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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Growing the American economy by empowering Latino entrepreneurship

August 12, 2022

Senator Ben Cardin, (D-MD), Chair U.S. Senate Committee on Small Business and Entrepreneurship

509 Hart, Senate Office Building

Washington, DC 20510

Stephen_Ham@cardin.senate.gov; Ron_Storhaug@sbc.senate.gov; DeMarcus_Walker@sbc.senate.gov

Tel. 202-224-5175

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Senator Cardin,

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Growing the American economy by empowering Latino entrepreneurship

August 12, 2022

Senator Rand Paul (R-KY), Ranking Member, U.S. Senate Committee on Small Business and Entrepreneurship
167 Russell Senate Office Building
Washington, DC 20510
Aaron_Gottesman@sbc.senate.gov Tel. 202-228-6415

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Senator Paul,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

Senator Jack Reed (D-RI), Chair, U.S. Senate Armed Services Committee

1000 Chapel View Blvd # 290

Cranston, RI 02920

Maxwell_Cavas@reed.senate.gov; Kevin_Gates@armed-services.senate.gov;

Tel. 202-224-3871

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Senator Jack Reed,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

Senator James Inhofe (R-OK), Ranking Member, U.S. Senate Armed Services Committee

Russell Senate Office Building, 205

Washington, DC 20510

Alex_Webber@inhofe.senate.gov; Esther_Salters@inhofe.senate.gov; JP_Cooper@inhofe.senate.gov;

Don_Archer@inhofe.senate.gov; Tel. 202-224-4721

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Senator James Inhofe,

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August 15, 2022

US. Representative Adam Smith (D-WA-09), Chair, U.S. House Armed Services Committee
2264 Rayburn Office Building
Washington, DC 20515
thomas.mayo@mail.house.gov; connor.stubbs@mail.house.gov; karen.thornton@mail.house.gov
Tel. 202-224-3871

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Adam Smith,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

US. Representative Mike Rogers (R-AL-03), Chair, U.S. House Armed Services Committee
2469 Rayburn HOB
Washington, DC 20515
ethan.pelissier@mail.house.gov; Tel. 202-225-3261

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Mike Rogers,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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August 15, 2022

US. Representative Raul Ruiz, (D-CA-36), Chair, Congressional Hispanic Caucus

2342 Rayburn HOB

Washington, DC 20515

andrew.geibel@mail.house.gov

Tel. 202-225-5330

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Raul Ruiz,

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LBAN gives its full endorsement and support of the PILOT and requests your support of this program as part of the Fiscal Year 2023 National Defense Authorization Act.

Sincerely,

A handwritten signature in black ink that reads 'Arturo Cazares'.

Arturo Cazares

CEO, Latino Business Action Network

297 Commercial Street,

San Jose, CA 95112

arturo@lban.us



Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

US. Representative Darren Soto, (D-FL-09), Vice Chair of Policy, Congressional Hispanic Caucus
2353 Rayburn HOB
Washington, DC 20515
raymel.quinones@mail.house.gov
Tel. 202-225-9889

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Darren Soto,

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August 15, 2022

U.S. Representative Mario Diaz-Balart (R-FL-25), Co-Chair, Congressional Hispanic Conference
374 Cannon House Office Building
Washington, DC 20515
elizabeth.dossantos@mail.house.gov
Tel. 202-225-4211

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Mario Diaz-Balart,

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Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

U.S. Representative Tony Gonzales (R-TX-23), Co-Chair, Congressional Hispanic Conference
1009 Longworth House Office Building
Washington, DC 20515
cesar.prieto@mail.house.gov
Tel. 202-225-4511

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Tony Gonzales,

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CEO, Latino Business Action Network
297 Commercial Street,
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arturo@lban.us



Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

US. Representative Kweisi Mfume (D-MD-7) Chairman, House Small Business Subcommittee on Contracting and Infrastructure
1009 Longworth House Office Building
Washington, DC 20515
abigail.cipparone@mail.house.gov Tel. 202-225-5330

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Kweisi Mfume,

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Arturo Cazares
CEO, Latino Business Action Network
297 Commercial Street,
San Jose, CA 95112
arturo@lban.us



Growing the American economy by empowering Latino entrepreneurship

August 15, 2022

U.S. Representative Maria Elvira Salazar (R-FL-27), Ranking Member, House Small Business Subcommittee on Contracting and Infrastructure
1616 Longworth House Office Building
Washington, DC 20515
joshua.duncan@mail.house.gov Tel. 202-225-3931

*Subject: PILOT Program for Transitioning Federal Small Businesses –
Legislative Initiative*

Dear Representative Maria Elvira Salazar,

Latino Business Action Network (LBAN) is a Silicon Valley-based nonprofit with a mission to strengthen the U.S. economy by empowering Latino entrepreneurship across the country. There are estimated to be over 5 million Latino-owned businesses, they are younger and consequently smaller than the average business, but they are growing.

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Arturo Cazares
CEO, Latino Business Action Network
297 Commercial Street,
San Jose, CA 95112
arturo@lban.us



August 18, 2022

The Honorable Todd Young
United States Senate
SD-185, Dirksen Senate Office Building
Washington, D.C. 20510

Re: PILOT Program for Transitioning Federal Small Businesses in Construction or Engineering

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Nelson Reyneri

Christine Rice

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Raul Salinas

Yammel Sánchez-Ocaña

Rosa Santana

Ramiro A. Cavazos
President & CEO

Dear Sen. Young,

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Thank you for your service and partnership in supporting America's Hispanic and minority owned businesses as well as the more than 63.5 million Latinos/as living in America. If you have any questions, please do not hesitate to reach out to C. LeRoy Cavazos-Reyna, Vice President of Government and International Affairs via phone at 956-844-9628 or email at LCavazos@ushcc.com. We commend you for your leadership in the United States Congress and look forward to a positive outcome on this important matter.

Respectfully,

Ramiro A. Cavazos
President & CEO
U.S. Hispanic Chamber of Commerce



August 15, 2022

The Honorable Blaine Luetkemeyer
United States House of Representatives
2230, Rayburn House Office Building
Washington, D.C. 20515

Re: PILOT Program for Transitioning Federal Small Businesses in Construction or Engineering

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August 18, 2022

The Honorable Nydia Velázquez
United States House of Representatives
2302, Rayburn House Office Building
Washington, D.C. 20515

Re: PILOT Program for Transitioning Federal Small Businesses in Construction or Engineering

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Ramiro A. Cavazos
President & CEO
U.S. Hispanic Chamber of Commerce



August 18, 2022

The Honorable Ben Cardin
United States Senate
SH-509, Hart Senate Office Building
Washington, D.C. 20510

Re: PILOT Program for Transitioning Federal Small Businesses in Construction or Engineering

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August 18, 2022

The Honorable Rand Paul
United States Senate
SR-167, Russell Senate Office Building
Washington, D.C. 20510

Re: PILOT Program for Transitioning Federal Small Businesses in Construction or Engineering

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August 31, 2022

Senator Todd Young, (R-IN), U.S. Senate Committee on Small Business and Entrepreneurship
Senate Dirksen 185
Washington, D.C. 20510
Burke_Miller@young.senate.gov; Tel: 202-224-5623

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Senator Young,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Mid-States MSDC's mission is to accelerate economic growth by driving opportunities between corporations and MBEs. Many of these MBEs are also federal contractors. The PILOT is in line with the economic growth we promote. Mid-States certified MBEs have an economic impact of \$19.1 billion with more than 33,000 jobs held by persons who find themselves directly employed by Mid-States MSDC certified MBEs. These jobs support individuals and contribute to the economic wellbeing of their families, communities and the three (3) state region as a whole.

Mid-States MSDC gives its full endorsement and support of the PILOT legislation and requests your support of this program as an Amendment to the National Defense Authorization Act for Fiscal Year 2023.

Sincerely,

A handwritten signature in dark ink, appearing to read "Daryle", followed by a long, sweeping horizontal line that extends to the right.

Daryle L. Johnson
Interim President/CEO



August 31, 2022

Senator James Inhofe (R-OK), Ranking Member, U.S. Senate Armed Services Committee
Russell Senate Office Building, 205
Washington, DC 20510

Alex_Webber@inhofe.senate.gov; Esther_Salters@inhofe.senate.gov; JP_Cooper@inhofe.senate.gov;
Don_Archer@inhofe.senate.gov Tel. 202-224-4721

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

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Daryle L. Johnson
Interim President/CEO



August 31, 2022

U.S. Representative Mario Diaz-Balart (R-FL-25), Co-Chair, Congressional Hispanic Conference
374 Cannon House Office Building
Washington, DC 20515
elizabeth.dossantos@mail.house.gov
Tel. 202-225-4211

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

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August 31, 2022

U.S. Representative Tony Gonzales (R-TX-23), Co-Chair, Congressional Hispanic Conference
1009 Longworth House Office Building
Washington, DC 20515
cesar.prieto@mail.house.gov
Tel. 202-225-4511

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Gonzales,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

Their efforts in the proposed PILOT legislation will allow small businesses to continue to scale and transition into successful graduates of their federal small business programs. Additionally, it will allow smaller minority-owned and other small business contractors to enter and succeed in the federal marketplace.

This PILOT aims to improve:

- a. the Federal Government's shrinking industrial base
- b. the success rate of advanced small businesses when transitioning to other-than-small
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Mid-States MSDC gives its full endorsement and support of the PILOT legislation and requests your support of this program as an Amendment to the National Defense Authorization Act for Fiscal Year 2023.

Sincerely,

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Daryle L. Johnson
Interim President/CEO



August 31, 2022

US. Representative Blaine Luetkemeyer, Missouri 3rd District, Ranking Member, U.S. House Small Bus.
2230 Rayburn House Office Building
Washington, D.C. 20515

Meghan.Schmidt@mail.house.gov; Vivian.Ling@mail.house.gov; Robert.Yavor@mail.house.gov

Tel: 202-225-2956

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Luetkemeyer,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Daryle L. Johnson
Interim President/CEO



August 31, 2022

US. Representative Kweisi Mfume (D-MD-7) Chairman, House Small Business Subcommittee on Contracting and Infrastructure
1009 Longworth House Office Building
Washington, DC 20515
abigail.cipparone@mail.house.gov Tel. 202-225-5330

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Mfume,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Daryle L. Johnson
Interim President/CEO



August 31, 2022

US. Representative Mike Rogers (R-AL-03), Chair, U.S. House Armed Services Committee
2469 Rayburn HOB
Washington, DC 20515
ethan.pelissier@mail.house.gov; Tel. 202-225-3261

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Rogers,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Daryle Johnson
Interim President/CEO



August 31, 2022

U.S. Representative Maria Elvira Salazar (R-FL-27), Ranking Member, House Small Business Subcommittee on Contracting and Infrastructure
1616 Longworth House Office Building
Washington, DC 20515
joshua.duncan@mail.house.gov Tel. 202-225-3931

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Salazar,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.


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Sincerely,

Daryle L. Johnson
Interim President/CEO



August 31, 2022

US. Representative Raul Ruiz, (D-CA-36), Chair, Congressional Hispanic Caucus
2342 Rayburn HOB
Washington, DC 20515
andrew.geibel@mail.house.gov
Tel. 202-225-5330

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Ruiz,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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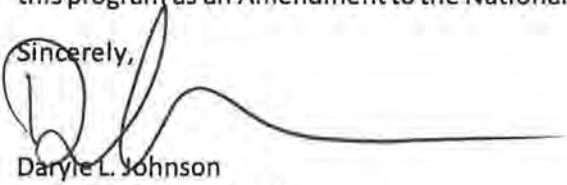
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Daryle L. Johnson
Interim President/CEO



August 31, 2022

Senator Marco Rubio (R-FL), U.S. Senate Committee on Small Business and Entrepreneurship
284 Russell Senate Office Building
Washington, DC 20510
Seibert, Caleb (Rubio) Caleb_Seibert@rubio.senate.gov; Sarah_Persichetti@rubio.senate.gov

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Senator Rubio,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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August 31, 2022

US. Representative Adam Smith (D-WA-09), Chair, U.S. House Armed Services Committee
2264 Rayburn Office Building
Washington, DC 20515
thomas.mayo@mail.house.gov; connor.stubbs@mail.house.gov; karen.thornton@mail.house.gov
Tel. 202-224-3871

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Smith,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Daryle L. Johnson
Interim President/CEO



August 31, 2022

US. Representative Darren Soto, (D-FL-09), Vice Chair of Policy, Congressional Hispanic Caucus
2353 Rayburn HOB
Washington, DC 20515
raymel.guirones@mail.house.gov
Tel. 202-225-9889

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Soto,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Interim President/CEO



August 31, 2022

US. Representative Nydia Velázquez (D-NY-07), Chair, U.S. House Small Business
2302 Rayburn House Office Building
Washington, D.C. 20515
irene.rivera@mail.house.gov; Tel: 202-225-2361

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Representative Velázquez,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Interim President/CEO



August 31, 2022

Senator Ben Cardin, (D-MD), Chair U.S. Senate Committee on Small Business and Entrepreneurship
509 Hart, Senate Office Building
Washington, DC 20510
Stephen_Ham@cardin.senate.gov; Ron_Storhaug@sbc.senate.gov; DeMarcus_Walker@sbc.senate.gov
Tel. 202-224-5175

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Senator Cardin,

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Daryle L. Johnson
Interim President/CEO



August 31, 2022

Senator Rand Paul (R-KY), Ranking Member, U.S. Senate Committee on Small Business and Entrepreneurship
167 Russell Senate Office Building
Washington, DC 20510
Aaron.Gottlesman@sbc.senate.gov Tel. 202-228-6415

Subject: PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative

Dear Senator Paul,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Interim President/CEO



August 31, 2022

Senator Jack Reed (D-RI), Chair, U.S. Senate Armed Services Committee
1000 Chapel View Blvd # 290
Cranston, RI 02920

Maxwell_Cavas@reed.senate.gov; Kevin_Gates@armed-services.senate.gov Tel. 202-224-3871

Subject: *PILOT Program for Transitioning Federal Small Businesses – Legislative Initiative*

Dear Senator Reed,

Mid-States Minority Supplier Development Council (MSDC) is one of 23 regional affiliates of the National MSDC. Our network is the nation's most dynamic force in developing successful relationships between America's top corporations and minority business enterprises (MBEs). We are a 501(c) 3 not-for-profit organization and our regional affiliate footprint includes Central Illinois, Indiana and Eastern Missouri. I have spoken to Mercedes Enrique, President, CMS Corporation about the Transitioning Small Business (SB) legislative initiative. Mid-States MSDC supports this **SB Transitioning Pilot Program for Construction or Engineering (PILOT)** initiative.

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Daryle L. Johnson
Interim President/CEO

National Veteran Small Business Coalition



“Let’s Grow Together”

Board of Directors and Officers

Edward Tuorinsky, President

Cynthia Miracle, Vice President

Norris Middleton, Treasurer

William Dunn, Secretary

William Belknap

Robert Betters

Marc Goldschmitt

Nancy Langer

Phil Panzarella

Antonio Moscatelli

James Quilty

Al Sowers

Scott Jensen, Executive Director

Zack Armstrong, Deputy Executive Director

Headquarters

712 H St N.E. Suite

PMB 95408

Washington, DC 20005

703-282-4140

www.nvsbc.org

August 12, 2022

Senator Todd Young, Indiana
U.S. Senate
185 Dirksen Senate Office Building
Washington, D.C. 20510

Re: PILOT Program for Transitioning Federal Small Businesses

Dear Senator Young,

Per my recent discussions with three of the coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your office was briefed, the PILOT coalition is made up of small and large businesses.

The legislation in the proposed PILOT will allow small businesses to continue to grow and transition into successful graduates of their Federal Small Business Programs. Additionally, it will allow for smaller disabled veteran-owned small businesses to enter and succeed in the federal marketplace. The PILOT aims to:

- a. revert the Federal Government’s shrinking industrial base
- b. improve the success rate of advanced small businesses when transitioning to other-than-small
- c. raise the success rate of small business entrants to small business federal programs

NVSBC provides nationally recognized training, networking, and advocacy for Veteran small business entrepreneurs in the federal market to ensure they are procurement ready and have enhanced access to opportunities to start, operate, sustain, and grow competitive and strong businesses serving Federal agencies and other government contractors.

NVSBC gives our full endorsement of this PILOT and requests your support for this program in the Fiscal Year 2023 National Defense Authorization Act.

Sincerely,

Scott Jensen
Executive Director, National Veteran Small Business Coalition
Scott.Jensen@nvsbc.org, Tel. (703) 889-5742

National Veteran Small Business Coalition



"Let's Grow Together"

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Cynthia Miracle, Vice President

Norris Middleton, Treasurer

William Dunn, Secretary

William Belknap

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Scott Jensen, Executive Director

Zack Armstrong, Deputy Executive Director

Headquarters

712 H St N.E. Suite
PMB 95408
Washington, DC 20005

703-282-4140

www.nvsbc.org

August 12, 2022

Representative Nydia Velázquez
Chairwoman, House Small Business Committee
U.S. House of Representatives
2302 Rayburn House Office Building
Washington, D.C. 20515

Subject: *PILOT Program for Transitioning Federal Small Businesses Legislative Initiative*

Dear Representative Velázquez,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a ***Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)***. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

The legislation in the proposed PILOT will allow small businesses to continue to grow and transition into successful graduates of their Federal Small Business Programs.

Additionally, it will allow for smaller disabled veteran-owned small businesses to enter and succeed in the federal marketplace. The PILOT aims to:

- a. revert the Federal Government's shrinking industrial base
- b. improve the success rate of advanced small businesses when transitioning to other-than-small
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NVSBC gives our full endorsement of the PILOT and requests your support of this program as part of the Fiscal Year 2023 National Defense Authorization Act.

Sincerely,

Scott Jensen
Executive Director, National Veteran Small Business Coalition
Scott.Jensen@nvsbc.org, Tel. (703) 889-5742

National Veteran Small Business Coalition



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August 12, 2022

Representative Blaine Luetkemeyer
Ranking Member, House Small Business Committee
House of Representative
2230 Rayburn House Office Building
Washington, D.C. 20515

Subject: Program for Transitioning Federal Small Businesses Legislative Initiative (PILOT)

Dear Representative Luetkemeyer,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek, and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Senator Ben Cardin
Chairman, Small Business and Entrepreneurship Committee
U.S. Senate
509 Hart, Senate Office Building
Washington, D.C. 20510

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Chairman Cardin,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Senator Rand Paul
Ranking Member, Small Business and Entrepreneurship Committee
U.S. Senate
167 Russell Senate Office Building
Washington, D.C. 20510

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Ranking Member Paul,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Senator Jack Reed
Chairman, Senate Armed Services Committee
U.S. Senate
728 Hart Senate Office Building
Washington, D.C. 20510

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Chairman Reed,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Senator James Inhofe
Ranking Member, Senate Armed Services Committee
U.S. Senate
205 Russell Senate Office Building
Washington, D.C. 20510

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Ranking Member Inhofe,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Adam Smith
Chairman, House Armed Services Committee
U.S. House of Representatives
2264 Rayburn House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Chairman Smith,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Mike Rogers
Ranking Member, House Armed Services Committee
U.S. House of Representatives
2469 Rayburn House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Ranking Member Rogers,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Raul Ruiz
U.S. House of Representatives
2342 Rayburn House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Representative Ruiz,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Darren Soto
U.S. House of Representatives
2353 Rayburn House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Representative Soto,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Mario Diaz-Balart
U.S. House of Representatives
374 Cannon House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Representative Diaz-Balart,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Tony Gonzales
U.S. House of Representatives
1009 Longworth House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Representative Gonzales,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Kweisi Mfume
Chair, House Small Business Subcommittee on Contracting and Infrastructure
U.S. House of Representatives
2263 Rayburn House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Chairman Mfume,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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August 15, 2022

Representative Maria Elvira Salazar
Ranking Member, House Small Business Subcommittee on Contracting and Infrastructure
U.S. House of Representatives
1616 Longworth House Office Building
Washington, D.C. 20515

Subject: Pilot Program for Transitioning Federal Small Businesses Legislative Initiative

Dear Ranking Member Salazar,

Per my recent discussions with three of the subject coalition leaders Mercedes Enrique, President, CMS Corporation; Scott Matheny, President, Semper Tek; and Tony Price, VP, Apogee Consulting Group, the National Veteran Small Business Coalition (NVSBC) fully supports the efforts behind the legislative initiative to implement a **Pilot Program for Transitioning Federal Small Businesses in Construction or Engineering (PILOT)**. As your staff was briefed, the PILOT coalition is made up of small and large businesses.

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