impede the concern from receiving and performing non-8(a) contracts;
(5) Specific targets, objectives, and goals for the business development of
the concern during the next two years;
(6) Estimates of both 8(a) and non-
8(a) contract awards that will be need-
ed to meet its targets, objectives and
goals; and
(7) Such other information as SBA
may require.
§ 124.403 How is a business plan up-
dated and modified?
(a) Annual review. Each Participant
must annually review its business plan
with its assigned Business Opportunity
Specialist (BOS), and modify the plan
as appropriate. The Participant must
submit a modified plan and updated in-
formation to its BOS within thirty (30)
days after the close of each program
year. It also must submit a capability
statement describing its current con-
tact performance capabilities as part
of its updated business plan.
(b) Contract forecast. As part of the
annual review of its business plan, each
Participant must annually forecast in
writing its needs for contract awards
for the next program year. The forecast
must include:
(1) The aggregate dollar value of 8(a)
contracts to be sought, broken down by
sole source and competitive opportuni-
ties where possible;
(2) The aggregate dollar value of non-
8(a) contracts to be sought;
(3) The types of contract opportuni-
ties to be sought, identified by product
or service; and
(4) Such other information as SBA
may request to aid in providing effec-
tive business development assistance
to the Participant.
(c) Transition management strategy.
Beginning in the first year of the tran-
sitional stage of program participation,
each Participant must annually sub-
mit a transition management strat-
ogy to be incorporated into its business
plan. The transition management
strategy must describe:
(1) How the Participant intends to
meet the applicable non-8(a) business
activity target imposed by §124.507
during the transitional stage of participa-
tion; and
(2) The specific steps the Participant
intends to take to continue its business
growth and promote profitable business
operations after the expiration of its
program term.
(d) Benchmark achievement. Where ac-
tual participation by disadvantaged
businesses in a particular SIC Major
Group exceeds the benchmark limita-
tions established by the Department of
Commerce for that Major Group, SBA
may adjust the targets, objectives and
goals contained in the business plans of
Participants whose primary industry
classification falls within that Major
Group. Any adjustment will take into
account projected decreases in 8(a) and
SDB contracting opportunities.
[63 FR 35739, 35772, June 30, 1998]
§ 124.404 What business development
assistance is available to Partici-
pants during the two stages of par-
ticipation in the 8(a) BD program?
(a) General. Participation in the 8(a)
BD program is divided into two stages,
a developmental stage and a transi-
tional stage. The developmental stage
will last four years, and the transi-
tional stage will last five years, unless
the concern has exited the program by
one of the means set forth in §124.301
prior to the expiration of its program
term.
(b) Developmental stage of program par-
ticipation. A Participant, if otherwise
eligible, may receive the following as-
stance during the developmental stage of program participation:
(1) Sole source and competitive 8(a)
contract support;
(2) Financial assistance pursuant to
§120.375 of this title;
(3) The transfer of technology or sur-
plus property owned by the United
States pursuant to §124.405; and
(4) Training to aid in developing busi-
ness principles and strategies to en-
hance their ability to compete success-
fully for both 8(a) and non-8(a) con-
tracts.
(c) Transitional stage of program par-
ticipation. A Participant, if otherwise
eligible, may receive the following as-
stance during the transitional stage of
program participation:
(1) The same assistance as that pro-
vided to Participants in the develop-
mental stage;