



What Are CMRs?

[Excerpts from Small Business Administration (SBA) First Wednesday 1102 Virtual Learning Series 2014]

Commercial Market Representatives (CMRs) are SBA's subcontracting specialists. Their responsibilities include the following:

1. Facilitating the matching of large prime contractors with small business concerns
2. Counseling large prime contractors on their responsibilities to maximize subcontracting opportunities for small business concerns
3. Instructing large prime contractors on identifying small business concerns by means of SAM, SUB-Net, Business Matchmaking events, and other resources and tools
4. Counseling small business concerns on how to market themselves to large prime contractors
5. Maintaining a portfolio of large prime contractors and conducting reviews
6. Conducting periodic reviews, including compliance reviews

Types of SBA Contacts – Offices

- SBA Headquarters - Washington D.C.
District Office
Washington D.C. District Office
409 3rd Street SW, 2nd floor
Washington, DC 20416
United States
Phone: 202-205-8800
- SBA Government Contracting Area Offices - The Office of Government Contracting (GC) works to create an environment for maximum participation by small, disadvantaged, and woman-owned businesses in federal government contract awards and large prime subcontract awards. GC advocates on behalf of small business in the federal procurement world.
- SBA Procurement Center Representatives (PCRs) - SBA employs PCRs to assist small businesses in obtaining federal contracts.
- SBA Commercial Market Representatives (role explained above)
- SBA District Offices - Tennessee District Office; 2 International Plaza Drive Suite 500, Nashville, TN; Phone: 615-736-5881; District Director Walter Perry III



Here are a few tips to help protect your eyes while on the job.

- Always wear the appropriate safety eyewear for your job site or role, even if you are just passing through a hazardous area.
- If working in an area with particles or dust, be sure to wear safety glasses with side shields to protect against flying objects.
- When working with chemicals, always wear safety goggles or face shields to protect against splashing.
- When working around hazardous radiation like welding, lasers, or fiber optics, be sure to use special-purpose safety goggles and helmets designed specifically for the task.

Remember – something as simple as putting on a pair of glasses can prevent serious eye injuries.

Tennessee Small Business Development Center

You want to start or grow a business? The first place you should check out is the Tennessee Small Business Development Center (TSBDC) network – www.tsbdc.org.

The TSBDC provides a myriad of services for you to take advantage of, such as free confidential counseling and public and private training seminars on many business-related topics. The TSBDC office, located in Oak Ridge, offers many events and counseling related to government contracting as well. TTSBDC prides itself on its commitment to quality and confidentiality, in addition to its reputation of producing demonstrable results for the communities we serve.

For 30 years, the TSBDC network has been empowering small business owners, entrepreneurs, and individuals with a business idea to innovate new products and services that compete in the global marketplace. More than 80,000 businesses have received assistance from the Tennessee Small Business Development Network.

Jutta Bangs has been the Senior Business Specialist at the TSBDC office of Roane State Community College since spring of 2007. Before that she started two businesses herself, which she still runs part-time. She has a master's degree in business administration and is a Certified Global Business Professional.

To contact Mrs. Bangs, call 865-483-2668 or email jbangs@tsbdc.org.



Jutta Bangs

Business is never so healthy as when, like a chicken, it must do a certain amount of scratching around for what it gets.

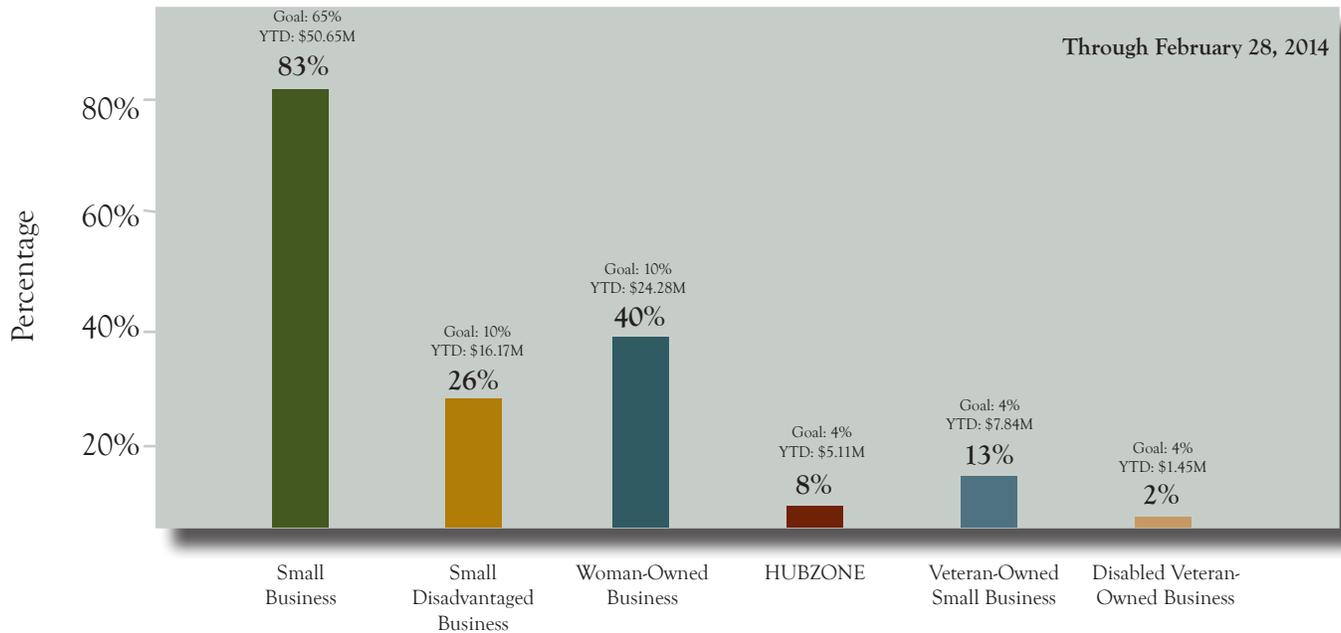
- Henry Ford

Contact Information

We would love to hear from you! Please contact us at (865) 576-5643 (phone), or Karen.reeve@ettp.doe.gov (email).

UCOR Small Business Statistics

Summary FY 2014: Percent of Subcontract Dollars Placed with Socioeconomic Firms



Inception to Date: Percent of Subcontract Dollars Placed with Socioeconomic Firms

