



# Smarter Buildings. Smarter People. Connected Real Estate.

## SBA 8(A) SOLE SOURCE PROCESS

The Small Business Administration (SBA) 8(a) business development program enables Federal Government agencies to contract directly with certified 8(a) contractors. The Building People, LLC (The Building People) is a certified SBA 8(a) program participant through March 3, 2025.

### BENEFITS

The 8(a) sole source vehicle provides agencies a simplified and shortened acquisition procedure which offers the following benefits:

1. Reduced decision cycle: the time required to award an 8(a) sole source contract is usually within weeks
2. Lowered administrative costs: procurement process and time is reduced to a minimum
3. Best value pricing: agencies negotiate with the firm directly to get the best value
4. Best value services: agencies can evaluate the capability and qualifications of an 8(a) firm before making award
5. Credit for promoting small business participation within agency
6. A contract can be initiated with a simple high level statement of work

## Simple Steps to Establish 8(a) Sole Source Contract with The Building People

1. The Government program manager or interested party develops a statement of work, prepares a government estimate, and obtains the necessary funding.
2. The Government program manager or interested party chooses The Building People to perform the work and submits a procurement request to their agency contracting officer.
3. The agency contracting officer prepares and submits an "Offering Letter" directly to the SBA office in Washington DC (contract information below). If the SBA accepts the contract (technically, the SBA is the "prime" contractor and The Building People is a "subcontractor" to the SBA), the agency can proceed with developing a contract with The Building People.

### Shanetta L. Kemple

Business Opportunity Specialist (BOS)  
Small Business Administration  
Washington Metro Area District Office  
409 3rd Street, SW, 2nd Floor  
Washington, DC 20416  
202-205-6602



### TECHNOLOGY

Integration and  
Innovation



### BUILDINGS

Operations and  
Services



### PEOPLE

Strategy and  
Program Support

4. The Building People submits the proposal which is then evaluated and negotiated (if necessary) by the agency.
5. A contract is awarded to The Building People.

These steps can be accomplished quickly based on the schedule established by the agency. The Building People has a great working relationship with the SBA-assigned Business Development Specialist (BDS) who is willing to help clarify any issues related to 8(a) program and facilitate any contract award.

## Portfolio Overview

**30+**

State Locations

**17**

Client Agencies

**70+**

Project Locations

**230+**

Employees

**\$1.2B**

Assets Managed

**1,976**

Facilities Managed

**\$26M**

2019 Revenue

**52M**

Square Feet Managed

**107%**

Average Annual Growth

**\$140M**

Total Awards



## Delivering Smarter Solutions.

### Company Highlights

- 8(a) SBA Certified Small Business
- HUBZone, Small Disadvantaged Business (DBE)
- Minority Owned Business (MBE)
- ISO 9001 & ISO 14001 Certified
- Experienced Management Team
- Senior-Level Subject Matter Experts
- Expertise in Government Acquisition
- Delivering Solutions Internationally
- Hold FCL Top Secret
- Exceptional Benefits
- Inc. 500 #1 Fastest Growing Real Estate Company in Virginia and Washington DC

### Company Profile

Primary NAICS 561210

Facilities Support Services

CAGE Code 6ZNL0 DUNS # 078428718

Point of Contact: Lawrence Melton, President & CEO  
(o) 703.669.2222

lawrence.melton@thebuildingpeople.com



215 Depot Court SE • 3rd Floor  
Leesburg, Virginia 20175  
703-669-2222

**TheBuildingPeople.com**



**ISO 9001:2015 Certified**  
**ISO 14001:2015 Certified**



**\$10,000,000**  
**Bonding Capacity**

