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To: John Morrall@EOP

cc:

Subject: Small Business Concern on obtaining government contracts

To Whom it May Concern:

Please allow me to introduce myself. My name is Larry S. Duran, I am the owner, founder, President / **CEO** of DURA-N-Company Enterprises, Inc., d.b.a. IBC. Please visit our website at: www.intelligentbackground.com. We have been in business since 1991 and we have been in the SBA 8(a) program for approximately seven (7) years and we are HUBZone certified for the past two years.

In addition, I am a Vietnam Veteran. I possess a Masters in Public Administration and my staff are all qualified by education and experience. One would think that with all of this going on and with the fact that we offer a very valued service (I defer you to our website and pronet # P0169020), that we would have numerous government contracts . . . , well the truth of the matter is that we have yet to obtain our first government contract. Now, this is not due to a lack of trying or that we do not know how to market. Our business has grown from a start-up to where we grossed over \$270,000 last year. Not in the millions, but we have grown our business through the private sector to this point.

We are continually striving to seek the opportunities through government agencies and large primes to see if there are contracting opportunities. We strive to obtain the assistance of our local and Washington SBA staff in these endeavors and yet to no avail. With approximately one and a half years left in our 8(a) status, we are now confronted with a new administration that is blocking our efforts by budget cutting the only agency that was set up by congress to help small businesses. The issues are even much more extensive than just budget cuts; government agencies that seem to be indifferent to the small business needs, unfair government bundling, oppressive small business tax structure, and last but not least, SBA staff that work under the cloak of being over taxed in their busyness to truly assist. On each of these points I could write pages of concern and the need of just plain HELP! The bottom line is we aren't looking for just a hand out, we are looking for a hand to help out. As small businesses, we are the contributors to our economy not like the hoe with the one way drag. Please, please let this email not fall on unconcerned, inattentive eyes.

Thank you for any assistance you may render our small business and small businesses in general.

Sincerely,

Larry S. Duran, MPA
President / CEO
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