

## Subcontracting Opportunities

Here is an example of a federal agency construction requirement that is competitive and requires subcontractors goals.

All large and small businesses can submit proposals.

The estimate of the Construction project is \$100,000,000.

Agency goals are based on 100% work requirements, expressed in dollars or percentages.

The Department of Veteran Affairs (VA) usually requires the prime contractor to do 30% of the work. The requirement for the prime contractor varies by federal agency.

The specific subcontractor goals for the contract award are as follows:

The Prime contractor subcontractor goals for this project are 58.7%:

Small business subcontracting goals for this project are as follows:

- (a) 28.7% for Small Business (SB)  
(i.e., White, Black, Hispanic, Asian, and Native American Indian);
- (b) 5% Small Disadvantaged Business (SDB);
- (c) 7% Service-Disabled Veteran Owned Small Business (SDVOSB);
- (d) 5% Women-Owned Small Business (WOSB);
- (e) 3% Hub Zone Small Business, and
- (f) 10% Veteran-(Owned Small Business (VOSB).

The prime contract can have the other 11.3% of the work completed by large businesses or small businesses.