



Montgomery County Chamber of Commerce
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January 13, 2022

The Honorable Patrick Leahy
Chair, Senate Committee on Appropriations
Room S-128, The Capitol
Washington, D.C. 20510

The Honorable Rosa DeLauro
Chair, House Committee on Appropriations
H-307 The Capitol
Washington, DC 20515

The Honorable Richard Shelby
Ranking Member, Senate Committee on
Appropriations
Room S-128, The Capitol
Washington, D.C. 20510

The Honorable Kay Granger
Ranking Member, House Committee on
Appropriations
H-307 The Capitol
Washington, DC 20515

Re: Adopt FY2022 Appropriations, not Continuing Resolution

Dear Chair Leahy, Chair DeLauro, Ranking Member Shelby and Ranking Member Granger,

On behalf of Montgomery Chamber of Commerce's GovConNet Council and the CEO Group, consisting of government contracting industry experts and CEOs of government contractors, we are writing to request that the House and Senate Appropriations Committees collaborate to reach an agreement and pass all twelve FY2022 Appropriations bills in a timely and fiscally responsible manner.

Montgomery County has the second highest total number of small businesses engaged in federal contracting in the country, creating tens of thousands of local, high paying federal contracting jobs. A champion of federal procurement policy initiatives, MCCC's GovConNet Council promotes policies beneficial to federal contractors with an emphasis on small and midsize companies. Comprised of government contracting industry experts, the Council has worked extensively to move forward sound legislation and policies that are crucial to the success of the government contracting community. We believe that a year-long or significantly extended continuing resolution (CR) will be detrimental to the government contracting community, particularly to small business contractors.

2021 was an exceedingly challenging year for government contractors. As our economy began to recover from the COVID-19 pandemic, government contractors continued to maintain contracts while adapting to new regulations, restrictions, and mandates. Lack of clear program funding and Congressional directives with respect to the funding, creates a hardship for these contractors, especially construction and multiyear projects. According to Bloomberg Government, the procurement acquisition lead time from release of a solicitation to award has increased 72% in the

last five years. Given the long lead time for awards and the uncertainty of operating under a CR, small and midsize contractors are left to bear the brunt of this unpredictability.

In addition, a CR prevents important changes to agency funding. Fiscal appropriations reflect the changing needs, goals, and activities of an agency. Put plainly by General David H. Berger, Commandant of the United States Marine Corps, “Continuing Resolutions are backward looking, destabilizing and decelerating.”¹ Without appropriate resources, a federal agency cannot fully meet its mission and “is the last thing a force seeking to accelerate modernization needs.”² One such example is a request we submitted for an appropriations request of \$20 million for the Small Business Administration’s (SBA) General Salaries Fund to fund 18 Commercial Market Representatives (CMRs) and 180 procurement Center Representatives (PCRs). PCRs play an important part in ensuring that small businesses get a fair shot at competing for contracts and currently, there are not nearly enough to monitor and act on behalf of small business inclusion. An extended CR prevents this directive, and many others which would be helpful to federal contractors, from being put into action.

In conclusion, we encourage you to consider the impact of an extended CR on the government contracting community and urge you to fund the rest of FY2022 through an omnibus bill. Thank you for your efforts in resolving this important issue. Please contact Barbara Ashe at bashe@mcccmd.com with any questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Barbara Ashe".

Barbara Ashe
Executive Vice President, Montgomery County Chamber of Commerce
President, Montgomery County Chamber Community Foundation
National Director, Veteran Institute for Procurement (VIP)

¹ *Impact of Continuing Resolutions on the Department of Defense and Services: Hearing Before the H. Comm. on Appropriations*, 117th Cong. (2022) (statement of General David H. Berger, Commandant of the United States Marine Corps).

² *Id.*