

104TH CONGRESS  
2D SESSION

# H. R. 4071

To amend the Small Business Act to assist the development of small business concerns owned and controlled by women, and for other purposes.

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## IN THE HOUSE OF REPRESENTATIVES

SEPTEMBER 12, 1996

Mrs. JOHNSON of Connecticut introduced the following bill; which was referred to the Committee on Small Business

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## A BILL

To amend the Small Business Act to assist the development of small business concerns owned and controlled by women, and for other purposes.

1 *Be it enacted by the Senate and House of Representa-*  
2 *tives of the United States of America in Congress assembled,*

3 **SECTION 1. SHORT TITLE.**

4 This Act may be cited as the “Women’s Business  
5 Training Centers Act of 1996”.

6 **SEC. 2. WOMEN’S BUSINESS TRAINING CENTERS.**

7 Section 29 of the Small Business Act (15 U.S.C. 656)  
8 is amended to read as follows:

9 “SEC. 29. (a) The Administration may provide finan-  
10 cial assistance to private organizations to conduct five-

1 year projects for the benefit of small business concerns  
2 owned and controlled by women. The projects shall pro-  
3 vide—

4           “(1) financial assistance, including training and  
5           counseling in how to apply for and secure business  
6           credit and investment capital, preparing and pre-  
7           senting financial statements, and managing cashflow  
8           and other financial operations of a business concern;

9           “(2) management assistance, including training  
10          and counseling in how to plan, organize, staff, direct  
11          and control each major activity and function of a  
12          small business concern; and

13          “(3) marketing assistance, including training  
14          and counseling in identifying and segmenting domes-  
15          tic and international market opportunities, preparing  
16          and executing marketing plans, developing pricing  
17          strategies, locating contract opportunities, negotiat-  
18          ing contracts, and utilizing varying public relations  
19          and advertising techniques.

20          “(b)(1) As a condition of receiving financial assist-  
21          ance authorized by this section, the recipient organization  
22          shall agree to obtain, after its application has been ap-  
23          proved and notice of award has been issued, cash contribu-  
24          tions from non-Federal sources as follows:

1           “(A) in the first and second years, 1 non-Fed-  
2           eral dollar for each 2 Federal dollars;

3           “(B) in the third year, 1 non-Federal dollar for  
4           each Federal dollar; and

5           “(C) in the fourth and fifth years, 2 non-Fed-  
6           eral dollars for each Federal dollar.

7           “(2) Up to one-half of the non-Federal sector match-  
8           ing assistance may be in the form of in-kind contributions  
9           which are budget line items only, including but not limited  
10          to office equipment and office space.

11          “(3) The financial assistance authorized pursuant to  
12          this section may be made by grant, contract, or coopera-  
13          tive agreement and may contain such provision, as nec-  
14          essary, to provide for payments in lump sum or install-  
15          ments, and in advance or by way of reimbursement. The  
16          Administration may disburse up to 25 percent of each  
17          year’s Federal share awarded to a recipient organization  
18          after notice of the award has been issued and before the  
19          non-Federal sector matching funds are obtained.

20          “(4) If any recipient of assistance fails to obtain the  
21          required non-Federal contribution during any project, it  
22          shall not be eligible thereafter for advance disbursements  
23          pursuant to paragraph (3) during the remainder of that  
24          project, or for any other project for which it is or may  
25          be funded. In addition, prior to approving assistance to

1 such organization for any other projects, the Administra-  
2 tion shall specifically determine whether the Administra-  
3 tion believes that the recipient will be able to obtain the  
4 requisite non-Federal funding and enter a written finding  
5 setting forth the reasons for making such determination.

6       “(c) Each applicant organization initially shall sub-  
7 mit a five-year plan on proposed fundraising and training  
8 activities, and a recipient organization may receive finan-  
9 cial assistance under this program for a maximum of five  
10 years per site. The Administration shall evaluate and rank  
11 applicants in accordance with predetermined selection cri-  
12 teria that shall be stated in terms of relative importance.  
13 Such criteria and their relative importance shall be made  
14 publicly available and stated in each solicitation for appli-  
15 cations made by the Administration. The criteria shall in-  
16 clude—

17               “(1) the experience of the applicant in conduct-  
18 ing programs or on-going efforts designed to impart  
19 or upgrade the business skills of women business  
20 owners or potential owners;

21               “(2) the present ability of the applicant to com-  
22 mence a project within a minimum amount of time;  
23 and

24               “(3) the ability of the applicant to provide  
25 training and services to a representative number of

1 women who are both socially and economically dis-  
2 advantaged.

3 “(d) For the purposes of this section, the term small  
4 business concern, either ‘start-up’ or existing, owned and  
5 controlled by women includes any small business con-  
6 cern—

7 “(1) which is at least 51 percent owned by one  
8 or more women; and

9 “(2) the management and daily business oper-  
10 ations are controlled by one or more women.

11 “(e) There are authorized to be appropriated  
12 \$8,000,000 per year to carry out the projects authorized  
13 by this section. Notwithstanding any other provision of  
14 law, the Administration may use such expedited acquisi-  
15 tion methods as it deems appropriate to achieve the pur-  
16 poses of this section, except that it shall ensure that all  
17 eligible sources are provided a reasonable opportunity to  
18 submit proposals.

19 “(f) The Administration shall prepare and transmit  
20 a biennial report to the Committees on Small Business  
21 of the Senate and House of Representatives on the effec-  
22 tiveness of all projects conducted under the authority of  
23 this section. Such report shall provide information con-  
24 cerning—

1           “(1) the number of individuals receiving assist-  
2           ance;

3           “(2) the number of start-up business concerns  
4           formed;

5           “(3) the gross receipts of assisted concerns;

6           “(4) increases or decreases in profits of assisted  
7           concerns; and

8           “(5) the employment increases or decreases of  
9           assisted concerns.

10          “(g) OFFICE OF WOMEN’S BUSINESS OWNERSHIP.—

11 There is hereby established within the Administration an  
12 Office of Women’s Business Ownership, which shall be re-  
13 sponsible for the administration of the Administration’s  
14 programs for the development of women’s business enter-  
15 prises, as such term is defined in section 408 of the Wom-  
16 en’s Business Ownership Act of 1988. The Office of Wom-  
17 en’s Business Ownership shall be administered by an As-  
18 sistant Administrator, who shall be appointed by the Ad-  
19 ministrator.”.

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