

Testimony of  
Colonel Charles O’Cain, USAF, Ret.  
Owner  
Owl Business Consulting, LLC  
Before The  
House Small Business Subcommittee on Contracting and Workforce  
*Caught Up In Red Tape: The Impact of Federal Regulations on Small Businesses and  
Contractors*  
June 14, 2012

Large businesses do not have a problem doing business with the government. They simply hire someone like me to run their government business department for them – problem solved. Small businesses can not afford to hire someone like me full time so they try to do it themselves. There is no one place a small business can go to find out what they have to do to be able to do business with the government. They do not know where to start and they have no idea when they are finished. Most will go on line and log on to multiple government web sites looking for that one place that will tell them what they have to do. Of course they never find it because it is not there so they give up in frustration. Everything a company needs to do to conduct business with the government is on line – somewhere. This is a big improvement over the paper submissions that were made when I was a U.S. Air Force second lieutenant. A small business would submit a form to a military base close to them. A clerk would check it until a mistake was found and send to back to the company, all by U.S. mail. A second submission would be made and checked until another error was found – form returned and so on and so forth until that form was correct and then work on the next paper form could be started. Many small businesses just did not have the time it took to be able to do business with the government. Unfortunately the same is true today. Instead of submitting paper forms by mail and receiving them back by mail, a small business has hundreds, maybe thousands, of government web sites to look at to try to navigate their way through the process. Most small businesses understand and agree that a business should be vetted by the government before being allowed to do business so that the U.S. government does not end up doing business with terrorists, convicted felons, companies that provide poor goods and services, etc. The bottom line is that the process for a company to go through to do business with the government is complicated and they simply do not know where to go to find out what is necessary. The end result is that everyone loses. The small businesses end up not doing business with the government and the government loses by not having millions more businesses providing excellent goods and services they need to buy. I can help the government solve these problems!