



April, 2013

## **ORCA Communications achieves SBA 8(a) status** *Designation opens opportunities for federal contracting*

North Bend, Ore. – ORCA Communications received notice that it has been certified as an 8(a) “Socially Disadvantaged Business” by the U.S. Small Business Administration.

The SBA 8(a) program exists to assist businesses that are owned by individuals who historically have been subject to racial or ethnic prejudice or cultural bias. ORCA Communications is wholly owned by the Coquille Indian Tribe.

According to Karl Kennedy, president of ORCA Communications, the designation opens opportunities and access to federal contracts that are available specifically to 8(a) businesses.

“For ORCA, this means that we now have an opportunity to enter the federal market and seek out government contracts that match our business expertise,” Kennedy said. “This is a great chance for ORCA to expand its markets and its operations beyond our region.”

Under the SBA’s 8(a) Business Development program, Native American-owned small businesses that achieve 8(a) certification are eligible for federal sole-source contracts. These contracts do not go through the normal bidding process. Terms are negotiated between the business and the federal agency.

“This doesn’t mean that these contracts are simply given to 8(a) businesses,” Kennedy said. “You still have to meet all of the requirements of the contract and complete the job at the negotiated rate.”

Firms participating in the 8(a) program also may form joint ventures and teams to bid on contracts. This improves access to larger prime contracts and helps individual companies overcome the effects of contract bundling where two or more contracts are combined into one.

Kennedy added that this was a lengthy process that involved many hours of work by ORCA and CEDCO staff members.

“We had our first discussions on this idea in August of 2010 and began actual work on the project a few months later,” Kennedy said. “Now, more than two years later, we can begin the real work of turning this opportunity into profitable projects for the ORCA team and make a greater contribution to the Tribe and the local economy.”

**About ORCA Communications:** ORCA Communications is the business name for Tribal One Broadband Technologies, LLC, an SBA Certified 8(a) Information and Communications Technology Company owned by the Coquille Indian Tribe. ORCA provides comprehensive IT, telecom and fiber optic network solutions and services for businesses and governments

throughout the U.S. To learn more about ORCA Communications, visit the company website at [www.orcacom.com](http://www.orcacom.com).

**About CEDCO:** As the business arm of the Coquille Indian Tribe, the Coquille Economic Development Corporation is committed to securing the financial health of the Tribe and to making a proactive, positive contribution to the economy of Oregon's South Coast. CEDCO manages The Mill Casino • Hotel & RV Park along with business ventures in high-speed telecommunications and renewable energy.

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