

Hearing Testimony

Thank you, Chairwoman Velazquez and ranking member Steve Chabot, for holding today's field hearing on "Expanding Opportunities for Small Business at Military bases"

Also, thank you to Congressman Kim for inviting me to be a part of this program as a representative from not only my personal enterprises but as an Officer of both Delran and Riverside Business Associations.

I am Paul Costello, Vice president of Sciacca's Upholstering & Design Center and C&S Marine.

Sciacca's Upholstery & Design Center is a 75-year-old establishment with 3rd generation ownership.

We service residential, commercial and professional clients for all aspects of upholstery, custom built furniture, window covering and On- Site Cleaning services.

C&S Marine is a recent acquisition from November of 2017. We hold the sole international license to produce upholstery for Correct Craft and Nautique boats. We have 8 dealers internationally and private clients worldwide.

Our local small **businesses** can provide ancillary services that government is not prepared nor set up to provide such as specialty services, customized items and larger scale refurbishing /manufacturing. There are hundreds of business in the Burlington County area that can provide their services to Military bases. The key is that they need to know how to connect and become properly registered. The action of cultivating the relationship between a small businessowner and the Military base is a tremendous growth potential for that private business owner. The necessary documents, certifications and credentials must be completed to be considered for available projects.

My suggestion here for expansion is #1 to keep the costs within reach so that a greater number of small business owners can join the program and #2 encourage the proper people to seek out small vendors for specialty services and such.

Lastly, the Base could hold a Registration event for small business owners to attend and learn about the opportunities and requirements.

My personal thoughts and experiences in attaining a SAM registration, CAGE # and having produced a “government friendly” website has been a large financial commitment. In the past year, we have seen only a handful of bidding opportunities related to our services and most have been outside of our immediate service area. As a company, we have devoted our time to cultivating military relationships by attending the quarterly Commander Luncheons hosted by the Burling County Regional Chamber of Commerce.

We also have been Ambassadors for ranking Officers at events such as the Annual Installation Dinner for BCRCC.

In closing, I truly thank you for your time and attention today. I would be happy respond to any additional questions you may have in conjunction with this topic.

Paul R Costello