

July 14, 2022

The Honorable _____
U.S. House of Representatives
Washington, DC 20515

Dear Representative _____:

As a constituent and small business owner in the District, I wanted to reach out on behalf of all our employees regarding the poor to non-existent implementation of the General Services Administration (GSA) temporary policy on price increases is having a devastating impact on our ability to do business with the Federal government.

On March 17, 2022, GSA issued a letter to all Federal Acquisition Service heads of contracting activity establishing temporary flexibility on limitations on price increases. As you know, small businesses have been struggling to rebound from the impacts of COVID-19. To make things worse, we are still battling with supply chain issues, rising inflation, and in the coming months, a recession. GSA's policy is critical to allowing those doing business with the Federal government the ability to cover their new increased costs of doing business.

However, the changes outlined in a memo issued by Jeffrey Koses, senior procurement executive for acquisition policy hasn't fully reached the contract officer level. Small businesses attempting to change their prices are running into challenges with their contract officer, who are either unaware of this temporary policy or simply unwilling to approve the needed price changes. Either way, a policy meant to help me during a challenging time in our economy can't work if the people in charge of implementing the policy are not working with small businesses on price modifications. We can't wait 6 months or more for a modification for a high use product purchased by a federal customer. As a result we have been forced to delete 1,000's of items from our schedule, forcing our customers to buy on the open market, costing them more money and exposing them to other fraud and supply chain scandals. My business cannot afford to keep getting hit with inefficient policy during crisis. We need clear and coherent implementation of policies that are meant to help us remain viable suppliers to the Federal government.

I wanted to ask for your immediate help. Please help us to get GSA to immediately resolve this issue. We cannot continue to lose money by selling products to the government at a loss. We should not have to turn away from the government market because we can no longer sustain our businesses through doing business with GSA. We need your help and need Congress to be there for small businesses during these challenging times and hope you will work with me to ensure this policy is implemented. We've been through enough. Inefficient policy implementation should not be another nail in the coffin of small businesses.

Please let me know if you have any questions. I look forward to your response on how together we can fix this problem immediately. Thank you.

Respectfully,