



NEWS RELEASE

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SBA APPOINTS NEW PROGRAM CHIEF TO HEAD ITS 8(a) BUSINESS DEVELOPMENT PROGRAM

WASHINGTON –Delorice “Della” Price Ford, a veteran of 10 years in the U.S. Small Business Administration’s (SBA) small business contracting programs, has been named the new associate administrator for the 8(a) Business Development program, SBA Administrator Aida Alvarez announced today.

As the associate administrator, Ms. Ford will oversee a program that promotes the development of small businesses that are owned by socially and economically disadvantaged individuals to ensure that they are able to compete on an equal basis in the U.S. economy. She has held the position on an acting basis since October 1999.

“I’m delighted to have someone as adept as Della at the head of our 8(a) program,” said SBA Administrator Alvarez. **“Della is equipped with a solid contracting background and she knows this program from top to bottom. I’m sure that she will continue with the same zeal in her new position that she has always demonstrated in her 10 years of service at the SBA.”**

Before Ms. Ford’s appointment as the associate administrator, she served as the deputy associate administrator for the 8(a) program. As the deputy associate administrator, Ms. Ford developed program policy and made recommendations for eligibility of small business concerns seeking contract assistance under the program. She was responsible for managing national programs that provide marketing, managerial, technical, and procurement assistance to help eligible businesses achieve their full competitive potential.

Ms. Ford has been instrumental in developing innovative contracting vehicles to increase procurement opportunities. During fiscal year 1999, the business development program was successful in marketing and closing approximately \$1 billion in new business for the program.

Ms. Ford has served in several capacities during her 10 years at the SBA and she has career experience in senior management positions in both the public and private sector. She has held various positions in the public sector including: assistant administrator for industrial assistance; assistant administrator for program development, and chief for the division of program certification and eligibility. Her positions in the private sector include: director of marketing, Micro Computer Systems, Inc.; director of human resources, Systemhouse, Inc.; and project/program manager for numerous multi million-dollar projects.

Her numerous accomplishments and extensive contracting expertise earned her Vice President Gore’s prestigious “Hammer Award” for her role in assisting the U.S. Department of Transportation to develop a unique procurement strategy for the Information Technology Omnibus Procurement (ITOP).

During the Clinton-Gore Administration, the 8(a) program has awarded more than \$40 billion in 8(a) federal contracts, mostly to minority-owned businesses.

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Ms. Ford is active in community projects. She holds a law degree from the University of Maryland and a bachelor of arts degree in Political Science from Earlham College.

Additional information about SBA's programs and services is available at SBA's Web site: <http://www.sba.gov> or by calling the SBA's Answer Desk at 1-800 U ASK SBA.

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