



# *SUCCESS STORY*

## *WEST VIRGINIA DISTRICT OFFICE*

---

**Contact:** Rick Haney (304) 623-5631

**Email:** [Richard.haney@sba.gov](mailto:Richard.haney@sba.gov)

**Internet:** [www.sba.gov/wv](http://www.sba.gov/wv)

### ***West Virginia Small Business Awarded Federal Contract***

**MORGANTOWN** - Performance Results Corporation (PRC), an 8(a) certified small business, signed its first federal contract recently with NASA. PRC president, Kathy Clinton, NASA director Nelson Keeler, and the U.S. Small Business Administration's West Virginia district director Michael Murray recently held a signing ceremony at NASA's Independent Verification and Validation (IV&V) Facility in Fairmont to mark the event.

The contract requires PRC to perform monthly analysis on information contained in the IV &V Facility's financial system for adherence to reporting requirements. PRC will then generate standardized reports based on the analysis, detailing areas of financial strength and weakness and identify corrective actions. They will also recommend earned value management techniques and thresholds to be used by the IV&V Facility.

"PRC will help the IV&V Facility produce results and demonstrate that it is providing value to the organization through improved management reporting and accountability," said Keeler.

Clinton, along with business partner Jeff Eanes, started PRC in May of 2000 with 1 employee. In just two years, they have increased to 16 employees and are still growing. PRC provides services that focus on innovative solutions in the areas of project management, information technology, and management support solutions. They currently have offices in Fairmont, Morgantown, Clarksburg and Hinton, West Virginia.

The 8(a) program is a business development program created by the federal government to help small disadvantaged businesses compete in the American economy and provide access to the federal procurement market. In order for a small business to be certified 8(a), they first must be classified a small business, be unconditionally owned and controlled by one or more socially and economically disadvantaged individuals who are of good character and citizens of the U.S., and must demonstrate potential for success. The 8(a) program provides PRC the advantage it needs to secure federal contracts and create jobs in North Central West Virginia.

The Fairmont IV&V Facility was established in 1993 as part of NASA's strategy to provide the highest achievable levels of safety and cost-effectiveness for mission critical software. The IV&V Facility was founded under the NASA Office of Safety and Mission Assurance as a direct result of recommendations made by the

National Research Council (NRC) and the report of the Presidential Commission on the space shuttle Challenger accident.

“The NASA IV&V Facility is committed to integrating West Virginia small, small disadvantaged, and women owned small businesses into the base of contractors from which it regularly purchases goods and services,” added Keeler.

“Being such a micro business, it is very difficult to have to compete with small and large businesses,” said Clinton. “It’s also difficult to have all the resources necessary to respond to government solicitations.”

Since its inception, PRC has been committed to customer service. “Our commitment permeates everything we do, including the people we hire and train to provide value-added support to all of our clients,” added Clinton. “Our values as a company are to provide the highest level of technical and management excellence for every customer we serve.”

Michael Murray, SBA District Director stated, “The 8 (a) portfolio is filled with success stories thanks to the wonderful work, dedication and price conscious efforts of the member firms. Most federal agencies that have used our 8(a) set-aside program have been delighted with the services performed by the 8(a) contractors. In fact, I was at the completion of a project for the National Park Service last week and they were very complimentary about that job. Kathy Clinton and the folks at PRC are representative of the excellence that we seek in our 8(a) business development program.”

To learn more about the 8(a) program and additional programs offered by the SBA, the Small Business Development Centers, and SCORE, contact the West Virginia District Office at 304-623-5631 or 1-800-767-8052 ext. 8, via email at [wvinfo@sba.gov](mailto:wvinfo@sba.gov) or visit their website at [www.sba.gov/wv](http://www.sba.gov/wv). All SBA programs are extended to the public on a non-discriminatory basis.

###