



U.S. Small Business Administration
Washington, D.C. 20416

APR 14 2000

Robert Wallace, President
On-Site Environmental, Inc.
14648 NE 95th Street
Redmond, Washington 98052

Dear Mr. Wallace:

Congratulations! Your firm has been certified as a Participant in the U.S. Small Business Administration's (SBA) 8(a) BD program. Your nine (9) year program term begins on the date of this letter.

Additionally, your firm has been certified as a Small Disadvantaged Business (SDB) in the Federal Government's SDB program. Your term of participation in the SDB program is concurrent with your 8(a) BD certification.

During participation in the 8(a) program, you will receive business development assistance from an assigned Business Opportunity Specialist in the Seattle District Office located at 1200 Sixth Avenue, Suite 1700, Seattle, Washington 98101-1128. The phone number is 206/553-7340. The District office will also be able to provide you with information on the SDB program and its benefits.

Your firm will become eligible to receive 8(a) contracts after you submit a business plan using SBA Form 1010C and receive SBA's approval of the plan. We are sending a copy of this certification letter to the SBA Seattle District Office. That office will send you the business plan form.

SBA requires that the President or Chief Executive Officer sign a Participation Agreement to show that he or she understands the conditions of 8(a) program participation. Please read the Agreement carefully, sign and date one copy and return it to the SBA Seattle District Office at the address shown in the third paragraph above. The second copy is for you.

Even though your firm's approved Primary Standard Industrial Classification (SIC) Code is 8734, your firm may be awarded contracts under other SIC Codes, as long as the firm is qualified to perform. In this regard, please note that contracts awarded under 8(a) BD program authority generally result from the self-marketing efforts of the 8(a) firm. While your firm's acceptance into the 8(a) BD program is not a guarantee of contract support, SBA will make every effort to provide you with assistance in your marketing efforts.

If you have not already done so, we strongly suggest that you acquire access to e-mail to enhance your communication abilities with public and private sector buyers. Also, you should consider setting up a merchant account with a credit card company which will give you the ability to accept credit card orders for your goods and services from over 1,000 Federal buying offices. Finally, please contact your local SBA District Office to update your enrollment in PRO-Net, an SBA online procurement listing of small businesses utilized by public and private sector buyers.

We welcome you as an 8(a) program participant and look forward to working with you.

Sincerely,

Delorice P. Ford
Acting Associate Administrator for
8(a) Business Development

Enclosures



U. S. SMALL BUSINESS ADMINISTRATION

SEATTLE DISTRICT OFFICE
1200 SIXTH AVENUE, SUITE 1700
SEATTLE, WA 98101-1128

August 5, 2004

Onsite Environmental, Inc.
Attn: Robert Wallace
14648 NE 95th Street
Redmond, WA 98052

Re: Annual Review

Dear Mr. Wallace:

A review and analysis of your 8(a) Annual Update and supporting data for program year 04/01/03 through 03/31/04 has been completed. It is our determination that your firm continues to meet the criteria for 8(a) status. As such, we have set your support level at \$2,000,000 for 8(a) and \$2,000,000 for non-8(a) for program Year 04/01/04 through 03/31/05 in an effort to respond to your forecast of contracts to be sought under the 8(a) Program.

Further consideration in establishing your firm's 8(a) support included a review of your firm's current Business Plan to determine if the company's current business operation and plans for market development remain consistent.

Another pertinent factor for considering program support levels includes a review and an analysis of the company's most recent year-end financial statement to evaluate program progress and analyze competitive business mix accomplishments. A firm in the Transitional Stage failing to meet its competitive business mix requirements will have remedial measures imposed.

You may wish to confer with me prior to bidding on 8(a) competitive procurements or any 8(a) procurement in which you intend to joint venture so that you will have a better understanding of your eligibility regarding that procurement.

As you know, the establishment of an 8(a) support level does not guarantee that you will receive 8(a) contracts totaling that amount. Also, please keep in mind that you must meet all eligibility requirements in order to be awarded any 8(a) contract.

Sincerely,

Diana Drake
Assistant District Director
8(a) Business Development