SBA's Role in Government Contracting

- Small Business Set Asides are offered through:
  - 8(a) Business Development Program (8a/BDC)
  - Women-Owned Small Business (WOSB)
  - Business Located in Historically Underutilized Business Zones (HUBZone)
  - Service-Disabled Veteran-owned Small Businesses (SDVOSB)
Your Business and Government – A Contracting Partnership

Federal government goal is to award 23% of federal government contracts to small business:

- 23% Small Business
- 5% Small Disadvantaged Business
- 5% Woman Owned Small Business
- 3% HUB zone
- 3% Service Disabled Veteran Owned Small Business

2017: 24.34% awarded to small business!
Principal Certification Programs:

◉ 8(a) Business Development Program
  (Socially and Economically Disadvantaged)

◉ Woman Owned Small Business
  (EDWOSB/WOSB)

◉ HUB Zone
  (Site-based, 35% employee requirement)
Basic Requirements

Eligibility:
- Must be a U.S. Citizen
- Ownership – 51%
- Management and Control – Full Time
- Size – Small Based on NAICS code – NAICS.gov
- Potential for Success – 8(a) break even
- Good Character – Not Bankrupt, Not Felon, Not Owe Federal Taxes
How to Get Started

3 Basic Steps to get Certified:

• Get a DUNS Number: fedgov.dnb.com

• Get a System for Award Management profile (SAM.gov)

• Go to Certify.sba.gov to apply (SBA website for certification applications and All Small Mentor Protégé)
Contracting Resources Now

- FedBizOpps: Federal Business Opportunities
  https://www.fbo.gov/
- Federal Procurement Data System  https://www.fpds-ng.gov/
- Track government spending:  www.USASpending.gov
- GSA Schedules: Contact the U.S. General Services Administration
- Dynamic Small Business Search
  http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- Dynamic Small Business Sub Net
- SAM.gov: System for Award Management
  https://www.sam.gov

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Federal Contracting Tab

- Contracting guide
- Assess your business
- Basic requirements
- How to win contracts
- Types of contracts
- Size standards
- Governing rules and responsibilities
- Prime and subcontracting
- Contracting assistance programs
- Women-Owned Small Business Federal

- Service-disabled Veteran-Owned Small Business program
- 8(a) Business Development program
- All Small Mentor-Protégé program
- HUBZone program
- Natural Resource Sales Assistance program
- Counseling and help
- Commercial market representative directory
- Contracting area directors
- Procurement center representative directory
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