



U.S. Small Business
Administration

The SBA's Elevator Pitch

Powering the American Dream

The U.S. Small Business Administration makes the American dream of business ownership a reality.

We empower entrepreneurs and small business owners with the resources and support they need to start and grow their businesses.

And, the SBA is the only go-to resource and voice for small businesses that is backed by the strength of the federal government.

How We Help Small Businesses

Contracting with the Federal Government

The statutory goals:

- 23% of all prime and subcontracts for small businesses (SB)
- 12% of prime and subcontracts for small disadvantaged businesses (SDB) including 8(a)
- 5% of prime and subcontracts for woman owned small businesses (WOSB/EDWOSB)
- 3% of prime and subcontracts for Historically Underutilized Zone small businesses (HUBZone SB)
- 3% of prime and subcontracts for service-disabled veteran-owned small businesses (SDVOSB)



How We Help Small Businesses

Are You a **Small** Business?

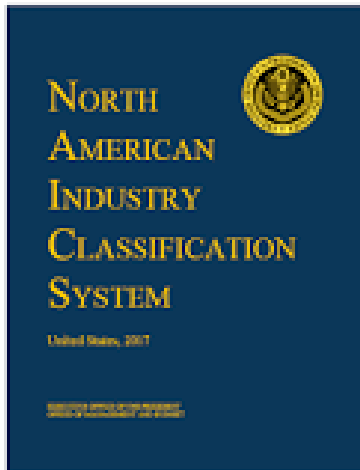
- For your small business to serve as a prime contractor or subcontractor, you'll need to legally qualify as a **small business** and register as a government contractor
- What Determines “**small**”? (First Criteria)
 - Only SBA determines size
 - A business entity organized for profit, located in the United States, and which operates primarily within the U.S
 - Or which makes a significant contribution to the U. S. economy through the payment of taxes or use of American products, material or labor (13 CFR Part 121)



How We Help Small Businesses

Are You a *Small* Business?

- What Determines “small” ? (Second Criteria)
 - **North American Industry Classification System Code (NAICS Code)**
 - <http://www.sba.gov/size/>
 - Manufacturer or Wholesaler = Number of Employees
 - Services = Annual Gross Sales



How We Help Small Businesses

“Get Your Foot in the Door”

System for Award Management (SAM) -

www.sam.gov

- An integrated database of businesses that want to do business with the government.
- SAM profile is an important marketing tool



How We Help Small Businesses

Federal Contract Opportunities

- Government procurement search engine
- Vendor notification service
- [SAM.gov | Home](#)
- GSA Schedule information: [Sell to Government | GSA](#)
- [SBA SubNet](#)
- [Federal Procurement Data System - Next Generation](#)
[\(fpds.gov\)](#)
- [Government Spending Open Data | USAspending](#)



How We Help Small Businesses

Set Aside Programs

There are five set aside categories

- Small Business set asides (SBSA)
- SBA 8(a) set asides
- SBA Hubzone set asides
- SDVOSB set asides
- WOSB/EDWOSB set asides



How We Help Small Businesses

Small and Disadvantaged Businesses Certifications

Self Certifications and pre certifications

- Women-owned small businesses (pre certify)
- Economically disadvantaged woman owned (pre certify)
- Small disadvantaged business (self certify)
- Service-disabled veteran-owned small businesses (pre certify)
- HUBZone program participants (pre certify)
- 8(a) Business Development Program (pre certify)



How We Help Small Businesses

SBA 8(a) Business Development Program

What? The SBA's 8(a) Business Development program helps eligible **socially and economically disadvantaged individuals** **grow their businesses** through one-on-one counseling, training workshops, matchmaking opportunities with federal buyers, and other management and technical guidance.

Why? To help provide a level playing field for small businesses owned by **socially and economically disadvantaged people or entities**, the government limits competition for certain contracts to businesses that participate in the 8(a) Business Development program.



How We Help Small Businesses

8(a) Program Qualifications

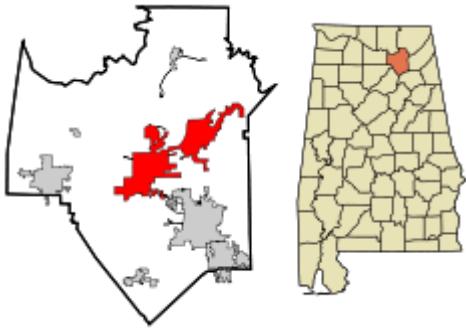
- Be a small business
- Not already have participated in the 8(a) program
- Be at least 51 percent owned and controlled by U.S. citizens who are economically and socially disadvantaged
- Be owned by someone whose average adjusted gross net worth of \$850,000 or less
- Be owned by someone with \$4 million or less in assets
- Have the owner manage day-to-day operations and also make long-term decisions
- Have all its principals demonstrate good character
- Show potential for success and be able to perform successfully on contracts

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HUBZone Program

Historically Underutilized Business Zone Eligibility

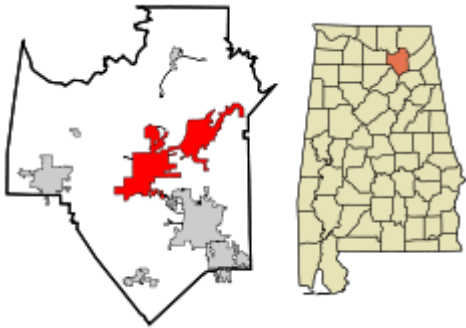
- Small business (principal office) located in a HUBZone
- www.sba.gov/hubzone
- At least 51% owned & controlled by U.S. citizen/s
- At least 35% employees reside in a HUBZone
- Verified in www.sam.gov and Dynamic Small Business Search



How We Help Small Businesses

Benefits of the HUBZone Program

- Sole source contracts if the contract is under \$4.0M for service businesses and under \$6.5M for manufacturing businesses
- Restricted competition - Any dollar amount and if there are two or more bids
- 10% price evaluation preference in free and open competition



How We Help Small Businesses

Women-Owned Small Business Federal Contract Program

The Women-Owned Small Business (WOSB) program authorizes contracting officers to set aside certain federal contracts for eligible:

- Women-owned small businesses (WOSBs)
or
- Economically disadvantaged women-owned small businesses (EDWOSBs)

Requirements for WOSB and EDWOSB Set Asides

Contracting officers may set aside contracts for WOSBs and EDWOSBs if they meet the following requirements

	WOSB Set Aside	EDWOSB Set Aside
Industries	<ul style="list-style-type: none">• NAICS code assigned to solicitation, IFB or quote is in an industry in which WOSBs are substantially underrepresented	<ul style="list-style-type: none">• NAICS code assigned to solicitation, IFB or quote is in an industry in which WOSBs are underrepresented
Rule of two	<ul style="list-style-type: none">• Contracting officer has reasonable expectation that 2 or more WOSBs will submit an offer <p><i>* Note: All EDWOSBs are WOSBs</i></p>	<ul style="list-style-type: none">• Contracting officer has reasonable expectation that 2 or more EDWOSBs will submit an offer <p><i>* Note: Not all WOSBs are EDWOSBs</i></p>
Award price	<ul style="list-style-type: none">• Contract can be awarded at fair market price	

A complete list of applicable NAICS codes can be found at www.sba.gov/wosb

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Eligibility Requirements for WOSBs

- Meet small business size standard for primary NAICS code and contract
- At least 51% unconditionally and directly owned by women who are U.S. citizens*
- The woman must manage the day-to-day operations
- The woman must make the long-term decisions for the business
- A woman must hold highest officer position
- The woman must work at the business full-time during normal working hours
- No minimum amount of time the business has been operational

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Eligibility Requirements for EDWOSBs

Same requirements as WOSBs plus:

- Personal net worth is less than \$850,000 excluding:
 - Ownership in business and primary personal residence
 - Income reinvested or used to pay taxes of business
 - Funds reinvested in IRA or other retirement account*
 - Transferred assets within two years if to or on behalf of immediate family member for select purposes
- Adjusted gross income average over three years is \$450,000 or less excluding income reinvested or used to pay taxes of business
- Fair market value of assets is \$6.5 million or less excluding funds reinvested in IRA or other official retirement account

How We Help Small Businesses

WOSB program certification

- There are two ways to certify for the WOSB program
 - **Pre-Certify with SBA** with supporting documents
 - Free, no cost
 - Register in SAM as WOSB or EDWOSB
 - Compile and upload all required documents to the repository
 - [WOSB.Certify.sba.gov](https://www.sba.gov/wosb-certify)
 - **Third-Party Certification** with supporting documents
 - Register in SAM as WOSB or EDWOSB
 - Obtain certification from an SBA-approved Third-Party Certifier
 - Compile and upload all required documents to the repository
 - Represent status in [SAM.gov](https://sam.gov)

Contact us

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Questions?