

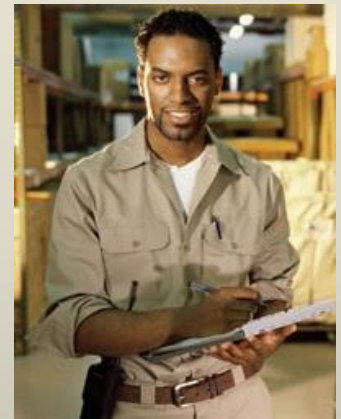


U.S. Small Business Administration

Helping small businesses to start, grow and succeed.



Small Business Certifications



Gloria Armstead





Federal Contracting Facts

- The world's largest buyer of goods and services is the Federal Government, with purchases totaling more than \$500 billion per year.
- Contracts exist for every item imaginable, from paper clips to armored tanks
- Federal agencies are required to establish contracting goals, with at least 23 percent of all government buying targeted to small firms.



Prime Contracting Government-wide Procurement Goals

- Small Business (SB) - 23%
- Small Disadvantaged Business (SDB) - 5%
- Women-Owned Small Business - (WOSB)- 5%
- HUBZone Small Business – 3%
- Service-Disabled Veteran-Owned SB (SDVOSB) - 3%



First Thing To Do – Get Registered

- In order to win federal contracts, your business must be registered in the federal government's database at www.sam.gov (update at least annually).
- To register you must provide:
 - DUNS Number (free to obtain)
 - Taxpayer Identification Number (issued by the IRS for your business)
 - NAICS code (at least one code)
 - Banking information
 - Products and services offered-highlight key words
 - Past Performance
 - Website
 - Email address
- At the end of your SAM Registration, register on the SBA Profile Link which links to the Dynamic Small Business Search (DSBS).



Know the Federal Contract Certifications

- Self-Certification and Representation Categories of Size and Socio-Economic Status)

Small Business

SDB

WOSB

EDWOSB

SDVOSB – Self Certified except for VA Contracts *

VOSB – Self Certified except for VA Contracts*

- SBA's Formal Certification Programs:

8(a) Business Development

HUBZone Empowerment Contracting

- www.vetbiz.gov



Eligibility for 8(a) Program

- A small business
- US Citizen
- 51% owned and controlled by socially & economically disadvantaged individuals who are of good character
- In business at least 2 years (to demonstrate potential for success)

Personal Eligibility Criteria

U.S. Citizen -and-

Black American

Asian Pacific American

Hispanic American, Native American

or Subcontinent Asian American

Individuals who are not members of a designated a group must:



- Establish their case by a preponderance of the evidence; Preponderance is evidence of a quality and quantity which leads the decision maker to objectively conclude that the existence or truth of the facts asserted is more probable than not.
- The disadvantage may stem from race, ethnic origin, gender, physical handicap, long term environmental isolation, or other similar causes;
- The applicant must have personally suffered disadvantage in the United States;
- The disadvantage must be chronic & substantial;
- The discrimination must have negatively impacted on business advancement.



Economic Disadvantage

Personal Net Worth

- equity in primary residence
- equity in business

Adjusted net worth

- less than \$250,00

Income

- less than \$250,000 (3 yr. avg)

Assets

- less than \$4M

- E-Application
www.sba.gov/8abd

HUBZone Requirements



Historically Underutilized Business Zone, or HUBZone

- Requirements:
- Must be a small business by SBA size standards
- Concern must be 51% owned and controlled by US Citizens, Community Development Corporation or Indian Tribes
- The principal office must be located in a HUBZone (high-unemployment, low-income areas in economically distressed communities, referred to as, to promote job growth, capital investment and economic development in these areas, including Indian reservations.
- At least 35% of the concerns employees must reside in any HUBZone
- To find out if your location is in a HUBZone, go to <http://www.sba.gov/hubzone>



Are we in a HUBZone right now?

<http://map.sba.gov/hubzone/maps>



Print Page | Accessible Version | Help | About HUBZone Maps | HUBZone Home

Start Here: Is my location in a HUBZone?

Address City State ZIP Code [Coordinate Input](#)

YES, this location is HUBZone Qualified.

The address "330 10th Avenue North, Nashville, TN " is in Qualified Census Tract 47037019500.

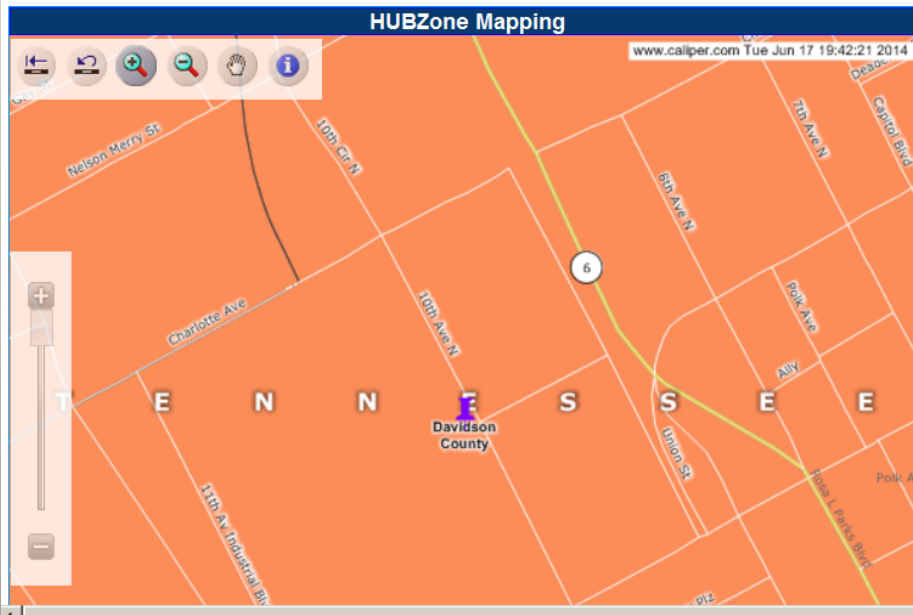
(For other possible HUBZone designations at this location, please review the Map Layer Information below.)

👉 To continue the process of applying, click [here](#).

Are there other qualified census tracts, or other HUBZone qualified areas in Davidson County?

(Search County or All Counties)

State County



Map Layer Information	
County	Tract
Map Layer: Tract	
Tract FIPS Code	47037019500
Nearest City	Nashville
County	Davidson
2012 QCT?	
2013 QCT?	Yes
Current HUBZone Status	Qualified

Legend

Counties

- Non-Qualified County
- Qualified Non-Metro County
- Redesignated County

Other Qualified Areas

- Base Closure Area
- Indian Land

0 100 200
Miles

Service-Disabled Veteran-Owned Small Businesses



Business must meet the following criteria:

- Service Disabled Veteran (SDV) must have a service-connected disability determined by the Department of Veterans Affairs or Department of Defense
- SDVOSB must be small under NAICS code assigned to the procurement
- SDV must unconditionally own 51 percent of the SDVOSB
- SDV must control the management and daily operations of the SDVOSB
- SDV must hold the highest officer position in the SDVOSB



Service-Disabled Veteran-Owned Small Businesses



Additional Points to Remember:

- Unique contracting opportunities with the VA
 - VetFirst
 - SDVOSB
 - VOSB
 - PARITY
- VA determines Service Disability - SBA determines size, if protested;
- No term limits – no need to apply or reapply;
- Competitive and sole-source program benefits;
- Subcontracting and Prime Contracting goals;

www.vetbiz.gov

WOSB Contracting Program



- **WOSB**
 - 51% Woman/Women Directly Own, Control & Manage Daily Operations
 - Woman/Women must be U.S. Citizens

- **Economically Disadvantaged WOSB**
 - Plus
 - Net Worth \$750,000
 - Income not exceeding \$350,000
 - Assets not exceeding \$6.0 Million

<http://www.sba.gov/wosb>



WOSB and EDWOSB Certification?

- The SBA does not certify companies into the program like it does for the 8(a)BD and HUBZone programs.
- A WOSB or EDWOSB must:
 - Register in SAM.
 - Self-certify with documentation or certification through an SBA Approved Third-Party Certifier.
 - Provide documents supporting its status to an online document repository, called the new WOSB Portal (certify.sba.gov). You can find more information on the repository at www.sba.gov/wosb.
 - Upload required documents in the new WOSB Repository prior to submitting an offer on a requirement.
 - To participate in the WOSB program, you must establish an account, go to: <https://certify.sba.gov>

WOSB Contracting Program

Set-Asides



- EDWOSB
 - In Underrepresented NAICS Codes (80 NAICS Codes)
- WOSB
 - In Substantially Underrepresented NAICS Codes (365 NAICS Codes)
- Codes are available at: www.sba.gov/wosb

“SBA Quick Reference”

Get to Know the Resources...

FedBizOpps

<https://www.fbo.gov/>

The screenshot shows the FedBizOpps.gov website. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below this is a search bar with a magnifying glass icon and the text "Search more than 35,200* active federal opportunities." The search bar includes several dropdown menus: "Posted Date" (set to "Last 90 Days"), "Set-Aside Code" (set to "Any"), "Place of Performance" (set to "Any State or Territory"), and "Type" (set to "Any"). There are also input fields for "Keyword / Solicitation #" and "Agency:" with a search icon. A "Search" button is located below the input fields. To the right of the search bar, there is a "RECOVERY" section with a search button for "RECOVERY OPPORTUNITIES" and another for "RECOVERY AWARDS". Below this, there are links for "FBO RECOVERY REPORTS" and "USER GUIDES". The main content area is divided into two columns: "Buyers / Engineers" and "Vendors / Citizens". Each column has a description of the user's role and a login form with fields for "Username" and "Password", and a "Login" button. The "Buyers / Engineers" section also includes links for "View Opportunities", "Register How", "Password Reminder", and "Recovery FAQs". The "Vendors / Citizens" section includes links for "Find Opportunities", "Register How", "Password Reminder", and "Recovery FAQs". At the bottom, there is a "Location / Agency Administrators" section and an "ADDITIONAL RESOURCES" section with links for "FAQs" and "Federal Agency Business Forecasts".



DSBS

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.

NEW NEW FEATURES FOR MOBILE USERS:
 Phone number hotlinks can be used to dial the number on mobile phones.
 Address hotlinks can be used to show the address in Google Maps.

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States:

- MA - Massachusetts
- ME - Maine
- MD - Maryland
- MS - Mississippi
- MI - Michigan
- MN - Minnesota
- MO - Missouri
- MT - Montana
- NE - Nebraska**
- NV - Nevada

Dynamic Small Business Search is alive and well

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

[\(How to make multiple selections.\)](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

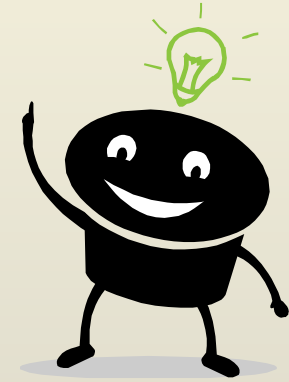
SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

[8\(a\) Certified or 8\(a\) Joint Venture:](#) [Small Disadvantaged Business:](#)

Suggestions



- Contracting Opportunities –
 - www.fbo.gov
- Subcontracting Opportunities -
 - www.sba.gov/subnet
- Dynamic Small Business Search –
 - www.dsbs.sba.gov/dsbs/search/dsp_dsbs/cfm
- USA Spending (Obtain information regarding Federal government contracts awarded) –
 - www.usaspending.gov
- Federal Procurement Database Systems – (FPDS-NG)
 - www.fpds.gov/fpdsng_cms/

QUESTIONS!!!!!!!

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