



OPENING DOORS

Why have the Federal Government as a Customer?

- The Largest Single Purchaser of Goods and Services in the World
- Over \$411 Billion in Awarded Contracts
- FY 2016, nearly \$100 Billion went to Small Businesses
- FY 2016, Small Business Contracting Percentage was lower, but Overall Dollars were Higher

Is Government Contracting “Right” for Your Business?

- Is Your Company –
 - ✓ In a Position to Research the Government Market
 - ✓ Financially Capable of Maintaining a Contract
 - ✓ Prepared to Learn Federal Acquisition Regulations



First Things First

- Are You a Small Business?
 - SBA Small Business Size Standards
 - Identify Your “Industry Code(s)”
- Registration Required
 - SAM (System of Award Management)
 - Must have an EIN (www.irs.gov/smallbiz), and
 - DUNS (Dun and Bradstreet) Number (www.dnb.com)
 - SBA’s Dynamic Small Business Search (DSBS)

First Things First

Electronic Databases = FREE MARKETING

The Small Business Development Centers (SBDC) and the Kentucky Procurement Assistance Center (KyPTAC) – SBA Resource Partners, are Available to Assist You



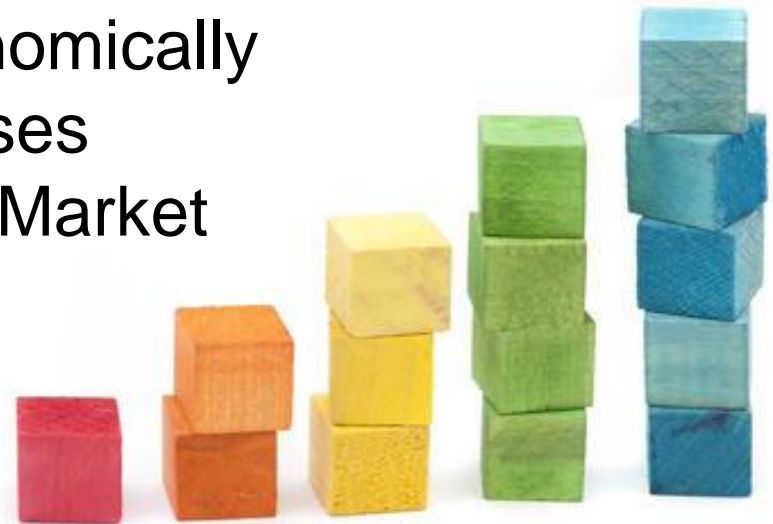
Federally Recognized Certifications

- 8(a) Business Development Program
- HUBZone
- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Woman-Owned Small Business (WOSB)
- Economically Disadvantaged Woman-Owned Small Business (EDWOSB)
- Small Disadvantaged Business (SDB)

SBA Small Business Certifications

8(a) Business Development Program

- 9-year Business Development Program
- Assist Socially and Economically Disadvantaged Businesses Compete in the Federal Market



8(a) Program Eligibility

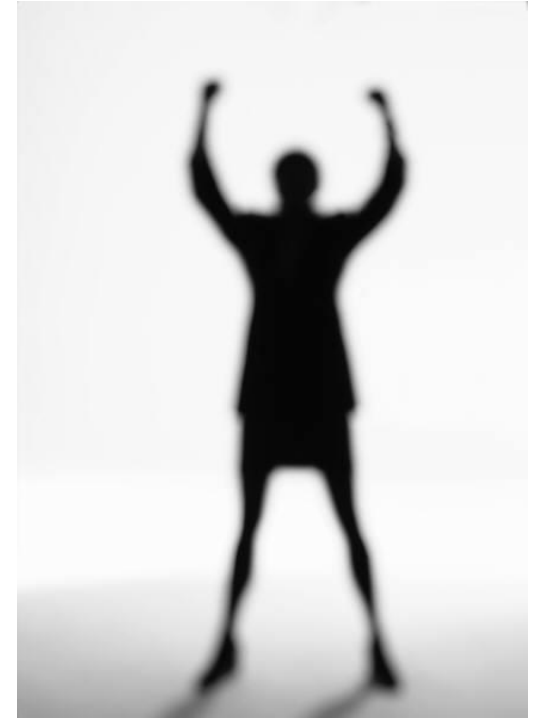
- For Profit, Small Business Concern
- Owner(s) Must be U.S. Citizens
- 51% Owned and Controlled by Socially and Economically Disadvantaged Individuals
- In Business, and Filed Tax Returns, for at Least the Past 2 Years
- Must Show a Potential to Succeed
- Must be of Good Character

8(a) Program Eligibility

- Personal Net Worth is \$250,000 or Less for Initial Eligibility, \$750,000 for Continued Eligibility
- Total Assets are \$4 Million or Less for Initial Eligibility, \$6 Million for Continued Eligibility
- Personal Income is \$250,000 or Less for Initial Eligibility, \$350,000 for Continued Eligibility

8(a) Program Benefits

- Opportunity to Receive Executive Level Development Training
- Marketing Assistance
- Possible Award of “Sole-Source” Federal Contracts



Applying for the 8(a) BD Program

- There is No Fee for Applying
- Applications Available On-Line:
<https://sba8a.symplicity.com/applicants/guide>
- Must also Register and Upload ALL Documents:
<https://certify.sba.gov/>

HUBZone Certification



Historically Underutilized Business Zone

- Provide Federal Contracting Assistance to Qualified Small Businesses within a HUBZone
- Increase Employment Opportunities
- Stimulate Capital Investment in Those Areas
- FY 2016 - \$6.9B in Contract Awards
 - Goal 3%; Awarded 1.67%

HUBZone Certification

1. Must be a Small Business by SBA Standards
2. Must be Owned and Controlled by U.S. Citizens, Community Development Corporations or Indian Tribe
3. Principle Office Must be in a HUBZone
4. At Least 35% of Employees Must Reside in a HUBZone

HUBZone Areas

- Qualified Census Tract
- Difficult Development Areas
- Qualified County
- Qualified Indian Reservation
- Former Military Based Closed by the Base Realignment and Closure Act (BRAC)
- <https://maps.certify.sba.gov/hubzone/map#center>

HUBZone Designations Change

- Urban Areas – Changes every 10 Years (Census)
- Rural – Depends on the Employment Levels Annually
- Native American – No Fixed Time



Applying for HUBZone Certification

- There is no Fee for Applying
- Processing Time – 60 to 100 Days
- Decision is Issued in Writing Sent via Email

<https://www.sba.gov/HUBZone>

Veteran-Owned Small Business

- Self-Certification
- Veterans Administration (VA) is the Only Agency Authorized to Issue VOSB Set-Asides (Public Law 109-461)



Service-Disabled Veteran-Owned Small Business

The Service-Disabled Veteran-Owned Small Business (SDVOSB) Program Provides Agencies the Authority to –

- Issued Set-Asides for SDVOSB concerns
- Authority to Make Sole Source Awards to SDVOSB Concerns if Certain Conditions are Met

SDVOSB Eligibility

- Service Disabled Veteran (SDV) Must have a Service-Connected Disability, as Determined by the VA or Department of Defense (DOD)
- SDVOSB Must be a Small Business under Their Primary NAICS Code
- SDV Must Unconditionally Own 51% of the SDVOSB
- SDV Must Control the Management and Daily Operations
- SDV Must Hold the Highest Officer Position

SDVOSB Certification

- Self-Certify
- VA will Certify



For Additional Information Visit –

<https://www.sba.gov/sdvosb>

WOSB Certification

Women-Owned Small Business Federal Contract Program Authorizes the Set-Aside of Certain Federal Contracts for Eligible –

- Women-Owned Small Business (WOSB)
- Economically Disadvantaged Women-Owned Small Businesses (EDWOSB)

NAICS Eligible for Federal Contracting Program

SBA has designated 113 NAICS Industry Groups eligible for Federal contracting under the WOSB Program

- Ninety-two (92) NAICS Codes in which WOSBs are Substantially Underrepresented
- Twenty-one (21) NAICS Codes in which WOSBs are Underrepresented (EDWOSB)

WOSB Eligibility Requirements

- Must be at Least 51% Owned and Controlled by One or More Women, and Primarily Managed by One or More Women
- Must be U.S. Citizen(s)
- Must be “Small” in its Primary Industry in Accordance with SBA’s Size Standards for that Industry.
- “Economically disadvantaged” – Must Demonstrate Economic Disadvantage in Accordance with the Requirements Set Forth in the Final Rule.

Third-Party Certifications

- Third Party Certifiers Approved by SBA under the WOSB Program are:
 - El Paso Hispanic Chamber of Commerce
 - National Women Business Owners Corporation
 - US Women’s Chamber of Commerce
 - Women’s Business Enterprise National Council
- Self-Certify

WOSB Certification

For Additional Information Visit –

<https://www.sba.gov/content/women-owned-small-business-program>



Small Disadvantaged Business (SDB)

- No Longer Required to Submit Application to SBA
- Must Meet SBA Eligibility Criteria –
 - Must be 51% or More Owned and Controlled by One or More Disadvantaged Persons
 - The Disadvantaged Person(s) Must be Socially and Economically Disadvantaged
 - Must be a Small Business under SBA's Standards

SDB Certification

- Self-Certify

For Additional Information Visit –

<https://www.sba.gov/content/disadvantaged-businesses>

Government Contracting Goals

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



For Additional Information

Visit www.sba.gov/contracting

Visit www.sba.gov/sba-direct

Small Business Development Center

<http://www.ksbdc.org>



Service Corps of Retired Executives

<https://www.score.org>



Ky Procurement Technical Assistance Center

<http://www.kyptac.com>



Questions



Cherie Guilford
Business Opportunity Specialist

Kentucky District Office
U.S. Small Business Administration
600 Dr. Martin Luther King, Jr., Place – Room 188
Louisville KY 40202

Phone: 502 582-5971, Ext 261

Email: Cherie.Guilford@sba.gov