

# Small Business Programs

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# Goaling

- 23% of prime contracts for small businesses
- 5 % of prime and subcontracts for Women-Owned Small Business
- 5 % of prime contracts and subcontracts for Small Disadvantaged Business
- 3 % of prime contracts and subcontracts for HUBZone small businesses
- 3 % of prime and subcontracts for Service Disabled small businesses

# Women Owned Small Business Program



Women Owned Small Business (WOSB)

Economically Disadvantaged Woman Owned Small Business (EDWOSB)

# Women Owned Small Business Program

## Eligibility

### WOSB

- 51% owned & controlled by one or more women who are US citizens
- The firm must be “small” in its primary industry in accordance with SBA’s size standards for that industry
- Primarily managed by one or more women

# Women Owned Small Business Program Eligibility

## EDWOSB

- Satisfy all conditions of WOSB
- Personal net worth of less than \$750,000
- Adjusted annual gross income of \$350,000 or less
- Market value of all assets does not exceed \$6 million

# Women Owned Small Business Certification

## Self Certification

- WOSB or EDWOSB may self certify
- NEW portal for certification (<https://certify.sba.gov/> )
- Contracting officer may/will request additional documentation
- If already certified, all documents are transferred to certify.sba.gov, **firm must create as a new user account and update their records**

## Third Party Certification

- May be certified by an authorized Third Party Certifier (not required)
- Existing 8(a) program certification may be eligible

# Women Owned Small Business

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North American Industry Classification System (NAICS) effective February 26, 2016.

Eligible only for NAICS codes in which the SBA has determined the EDWOSB or WOSB concerns are underrepresented in Federal Procurement.

[EDWOSB](#)   [WOSB](#)

# Service Disabled Veteran Owned Small Business - Eligibility

The Service Disabled Veteran (SDV) must have a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense

The SDVOSB must be small under the North American Industry Classification System (NAICS) code assigned to the procurement

# Service Disabled Veteran Owned Small Business - Eligibility

The SDV must unconditionally own 51% of the SDVOSB

The SDV must control the management and daily operations of the SDVOSB

The SDV must hold the highest officer position in the SDVOSB

# Department of Veterans Affairs

## Procurements

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All SDVOSB and VOSB must be VA certified through Center for Verification and Evaluation (CVE)

# HUBZone Program



Historically Underutilized Business Zone

Contracting preference program designed to stimulate economic development and create jobs

# HUBZone Program - Eligibility

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Must be a small business by SBA standards in its primary NAICS.

Must be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe.

# HUBZone Program - Eligibility

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Principal office must be located within a Historically Underutilized Business Zone

At least 35% of employees must reside in a HUBZone.

[Is my location in a HUBZone?](#)

# 8(a) Business Development Program

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The 8(a) Business Development Program is a business assistance program for small disadvantaged businesses.

# 8(a) Business Development Program

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Certified firms may receive sole-source contracts

- up to \$4 million for goods and services
- up to \$7 million for manufacturing

Mentor-Protégé Program

Joint ventures and teaming

# 8(a) Business Development Program

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Unconditionally owned and controlled (at least 51%) by one or more socially AND economically disadvantaged individuals who are US citizens.

Individual claiming disadvantage must manage the firm full time.

# 8(a) Business Development Program

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Net worth must be less than \$250K

Principals must show good character

Meet small business size standards

In business for more than two years

# Small Business Mentor – Protégé Program

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The small business mentor-protégé program is designed to enhance the capabilities of protégé firms by providing business development assistance and improving the protégé firms' ability to successfully compete for federal contracts.

# Small Business Mentor – Protégé Program

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The SBA will begin accepting applications for the All Small Mentor Protégé Program on October 1, 2016

Applications from prospective participants **will only be accepted** using the new online application through [certify.sba.gov](http://certify.sba.gov).

# Mentors

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Any for profit business that demonstrates a commitment and the ability to assist small business concerns may act as a mentor.

# Mentors

- In order to qualify as a mentor, a concern must demonstrate that it:
  - Is capable of carrying out its responsibilities to assist the protégé firm under the proposed mentor-protégé agreement
  - Possesses good character
  - Does not appear on the federal list of debarred or suspended contractors; and
  - Can impart value to a protégé firm due to lessons learned and practical experience gained or through its knowledge of general business operations and government contracting.

# Protégés

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In order to initially qualify as a protégé firm, a concern must qualify as small for the size standard corresponding to its primary NAICS code;

Or identify that it is seeking business development assistance with respect to a secondary NAICS code and qualify as small for the size standard corresponding to that NAICS code.

# Protégés

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A protégé firm may generally have only one mentor at a time.

SBA may approve a second mentor for a particular protégé firm where the second relationship will not compete or otherwise conflict with the assistance set forth in the first mentor-protégé relationship.

# Benefits

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A protégé and mentor may joint venture as a small business for any government prime contract or subcontract, provided the protégé qualifies as small for the procurement

# Written Agreement

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The mentor and protégé firms must enter a written agreement setting forth an assessment of the protégé's needs and providing a detailed description and timeline for the delivery of the assistance the mentor commits to provide to address those needs.

# Written Agreement

The agreement **will not** be approved if SBA determines that the assistance to be provided is not sufficient to promote any real developmental gains to the protégé;

Or if SBA determines that the agreement is merely a vehicle to enable the mentor to receive small business contracts.

# Term

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The term of a mentor-protégé agreement may not exceed three years, but may be extended for a second three years.

# SBA- Wisconsin District Office

For more information on SBA's programs and services  
Please contact:

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Or visit our office web site at [www.sba.gov/wi](http://www.sba.gov/wi)

# SBA - Wisconsin Offices

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## **Wisconsin District Office**

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Milwaukee, WI

Phone: 414-297-3941

## **Wisconsin District Office**

740 Regent Street

Suite 100

Madison, WI

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