



U.S. Small Business Administration

Contracting Programs

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U.S. Small Business Administration

Contracting

What are the Government-wide Small Business Contracting Goals and Achievement?

Category	Goal	2011	2012	2013
Small Business	23%	21.65%	22.25%	23.39%
SDB (8(a))	5%	7.6%	8%	8.61%
HUBzone	3%	2.35%	2.01%	1.76%
Women	5%	3.98%	4%	4.32%
SD Vets	3%	2.65%	3.03%	3.38%



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**Government-wide Small Business Contracting
Goals are a floor—not a ceiling!**

In 2013:

\$83 Billion to Small Business

\$48 Billion from DoD alone



Mentor Protege

Formal relationship between larger firm and protégé firm to leverage federal contracting opportunities. Began in the 8 (a) program; recently expanded.

Benefits:

- **Technical and management assistance for protégé**
- **Prime contracting**--Mentors can enter into joint-venture arrangements with protégés to compete for government contracts.
- **Financial assistance-equity or loans**--Mentors can own equity interest up to 40% in protégé
- **Qualification for other SBA programs**--A protégé can obtain other forms of SBA assistance as the result of its good standing in the Mentor-Protégé program.



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WOSB Program-eligibility

- At least 51% directly owned by women who are U.S. citizens
- No limits on ownership
- Women manage day to day operations

EDWOSB-above plus:

- Personal net worth less than \$750,000
- AGI \$350,000 or less
- Market value of assets less than \$6 million



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WOSB Program-certification

- **NEW—SBA or 3rd party certification**
 - **WBDC Chicago (wbdc.org)**
- **NEW-authorized for sole source contracts**
 - **Study underway to ID industries**
- Registration in SAM required
- 8 (a) certification may be eligible



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Training

Over 100 free online courses at SBA.gov

- Business planning
- Finance
- Marketing
- **Government contracting-14 courses with multiple sessions**

Free webinars and call in sessions

Entrepreneurial education classes (targeted audiences)

- V-Wise (women veterans)
- Boots to Business: Reboot—includes all veterans; locations TBD for 2015
- Emerging Leaders (Urban CEOs)-in progress now

Business Accelerators Funded by SBA in WI: Vetransfer, Milwaukee; Launchbox, Racine



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