



U.S. Small Business
Administration



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Small Business Federal Government Contracting Certifications

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Course Objectives

- **8(a) Business Development Program**
- **HUBZone Certification**
- **Woman-Owned Small Business (WOSB) Certification**
- **Other Programs**
- **[SBA.gov - Wisconsin District Office](#)**

Set-Aside for Certification Programs and Socio-Economic Categories

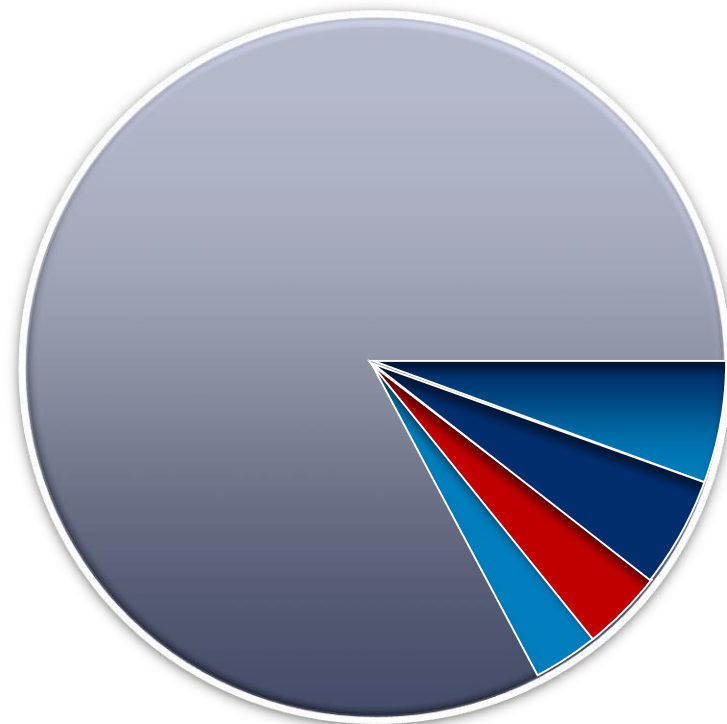
Targeted set-asides and acquisition goals:

Women-Owned Small Businesses (5%)

Small Disadvantaged Businesses (including 8(a) certified) (5%)

HUBZone Businesses (3%)

Service-Disabled Veteran-Owned Small Businesses (3%)



Set-asides are reserved for small business between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

8(a) Business Development Program



Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

When Should You Apply?

Are You Ready... 8(a) Is One-time Only

01

Do you have the CAPACITY to deliver on federal contracts?

02

Do you have sufficient CASH FLOW?

03

Do you have demonstrated CAPABILITY (past performance)?

04

Can you demonstrate successful PAST PERFORMANCE?

05

Are you open to ADVICE on growing your business?

Yes
 No
 Don't know



Designated Socially Disadvantaged Criteria

Designated Groups

01

- Black American
- Asian Pacific American
- Hispanic American
- Native American
- Subcontinent Asian American

Non-Designated Group Criteria

- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement

02

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$250,000



Three year average income is \$250,000 or less



Fair market value of all assets is \$4 million or less

SBA Requirements for 8(a)

1

**Small Business
Size Standard**

4

**Business
Requirements**

2

Ownership

5

Character

3

**Control and
Management**

6

**Ineligibility
Criteria**

Waiver of the Two-Year Rule

SBA requires a business to be operating for 2 years in order to qualify for the 8(a) program.

SBA MAY WAIVE THE TWO-YEAR RULE IF:



Business management experience



Technical expertise



Adequate capital



Successful past performance



Ability to meet requirements

8(a) Application Process



BEFORE APPLICATION

- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation certify.SBA.gov
- Apply online at



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact certify.SBA.gov

certify.SBA.gov

SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms



Historically Underutilized Business Zone (HUBZone) Certification

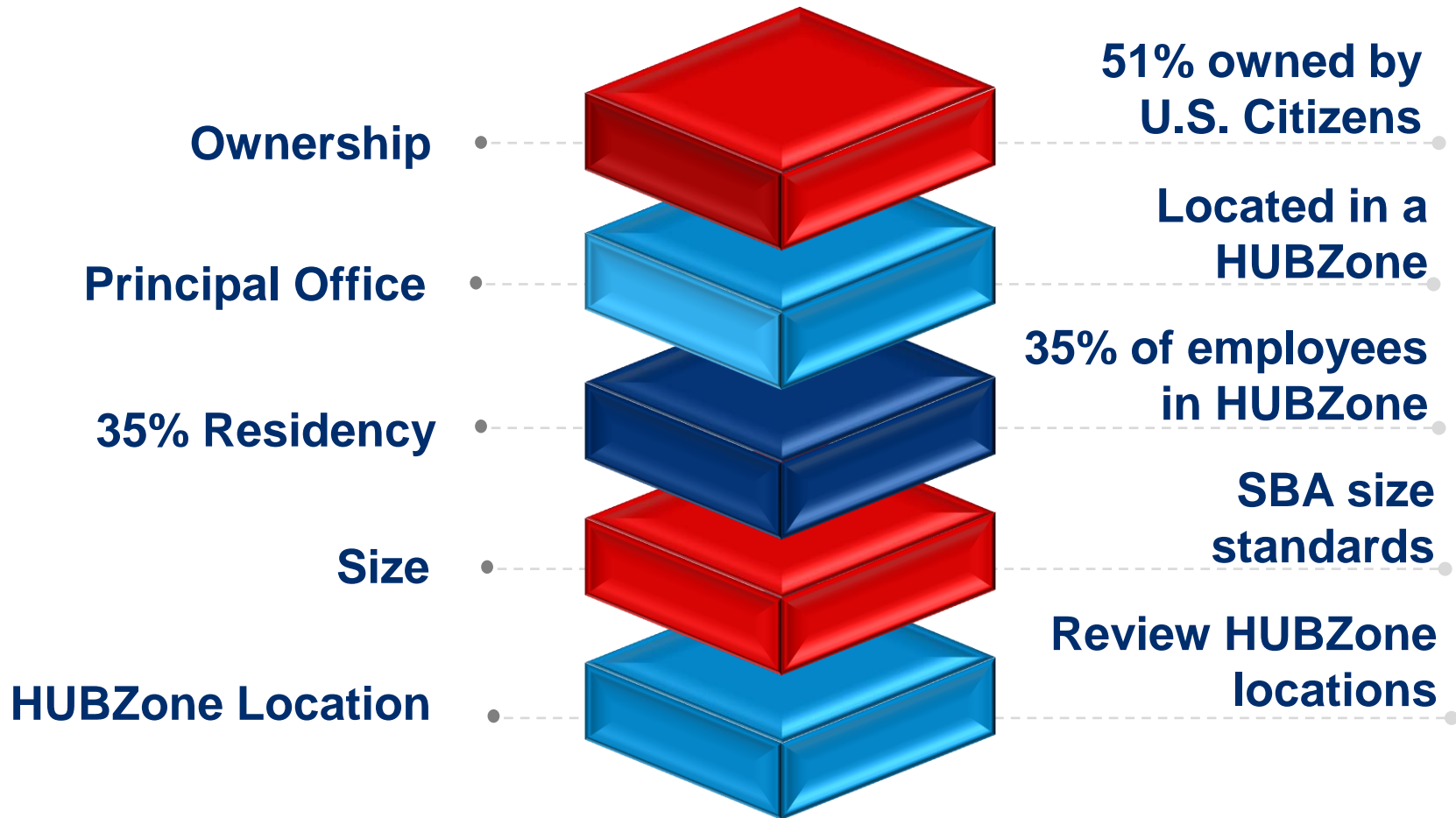


Stimulate capital investment

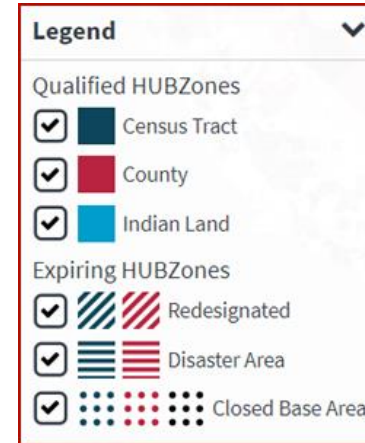
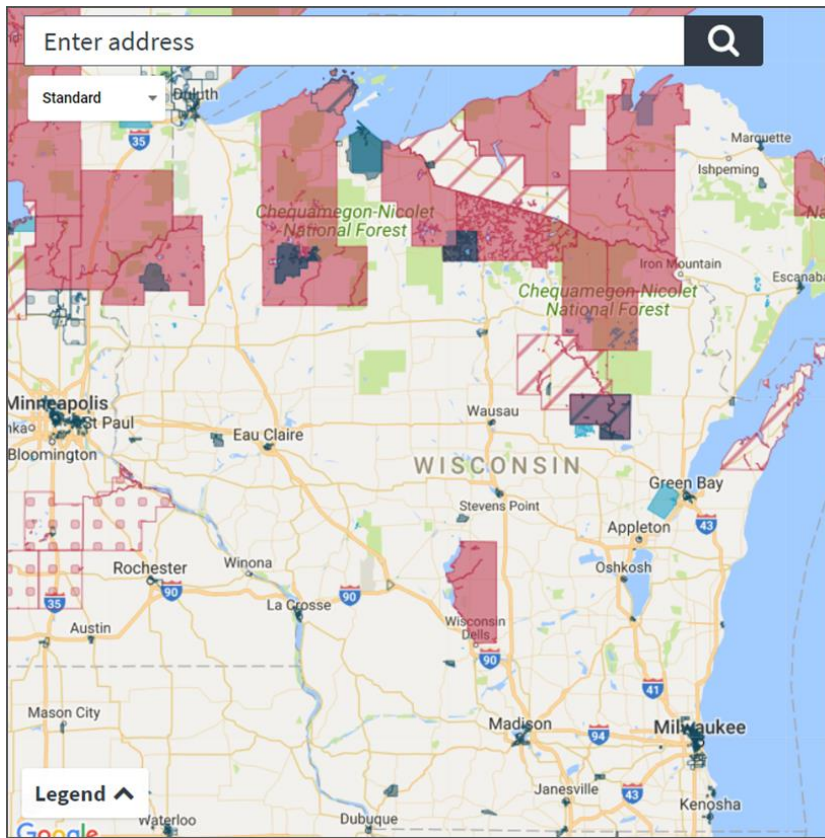
Build capacity and grow

Access HUBZone set-aside contract dollars

HUBZone Eligibility and Requirements



Wisconsin HUBZones



Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

[HUBZone Map](#)

SBA HUBZone Responsibilities

**Implements and
Regulates
Program**



**Streamlines
Certification
Process**



**Determines and
Adjudicates
Eligibility**



**Maintains
Certification
Listing**

HUBZone Application Process



BEFORE APPLICATION

- View the HUBZone Primer
- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply using the General Login System



DOCUMENTATION

- Verify requested information
- Submit supporting documentation
- Update SAM profile once approved

HUBZone Site Visits and Re-certification



- Participate in site visits
- Meet HUBZone criteria
- Maintain SBA standards
- Recertify every 3 years

Women-Owned Small Business (WOSB) Program

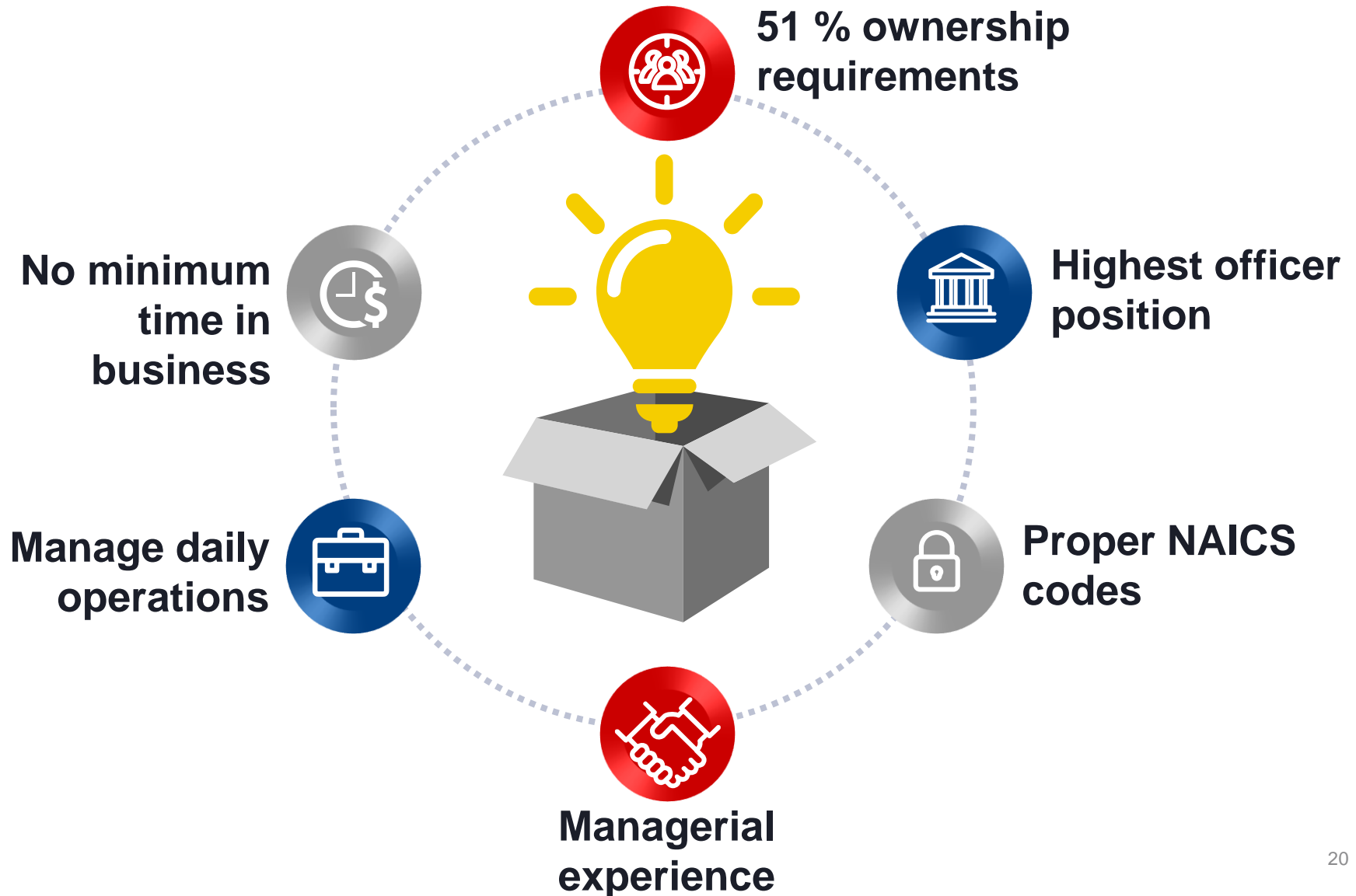


Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

Is the WOSB Certification Appropriate for You?



Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000

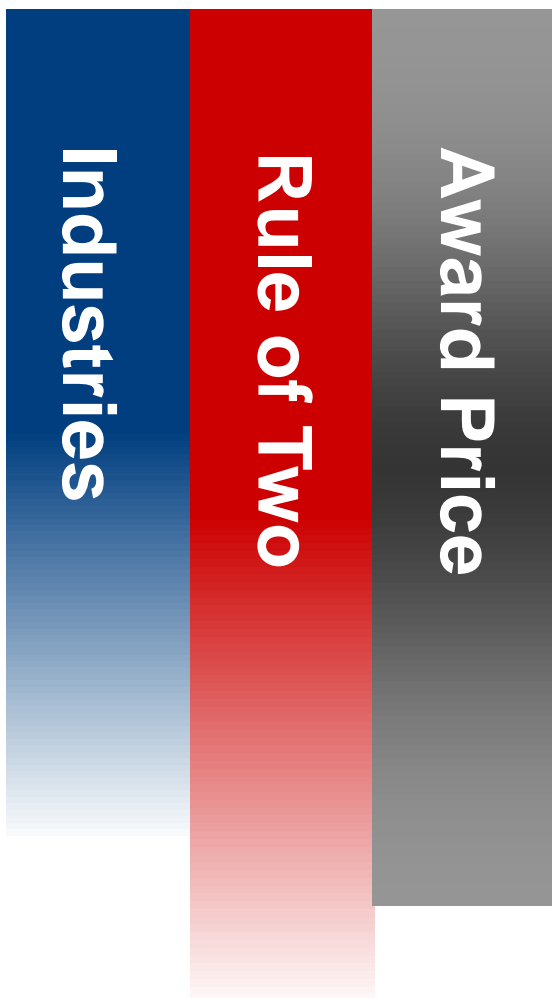


Three year average income is \$350,000 or less



Fair market value of all assets is \$6 million or less

WOSB and EDWOSB Set-Aside Contracts



Industry

WOSB

NAICS code assigned to contract is in an industry where WOSBs are **substantially underrepresented**

EDWOSB

NAICS code assigned to contract is in an industry where WOSBs are **underrepresented**

Rule of Two

Contracting officer has reasonable expectation that 2 or more WOSBs will submit an offer

Award Price

Contract must be awarded at fair market price

WOSB and EDWOSB Sole-Source Contracts

1



Eligible NAICS Code

WOSB and EDWOSB
eligible NAICS code

2



Fair and Reasonable Price

Awarded at a fair and
reasonable price

3



Contract Value

\$6.5M for
manufacturing or \$4M
for all others

4



Sole Source

Only (1)
WOSB/EDWOSB that
can perform

WOSB Eligibility Process



- Register in SAM
- Update [certify.SBA.gov](https://certify.sba.gov)
- Represent status
- Provide documentation

certify.SBA.gov

SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

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Service-Disabled Veteran-Owned Small Business Program (SDVOSB)

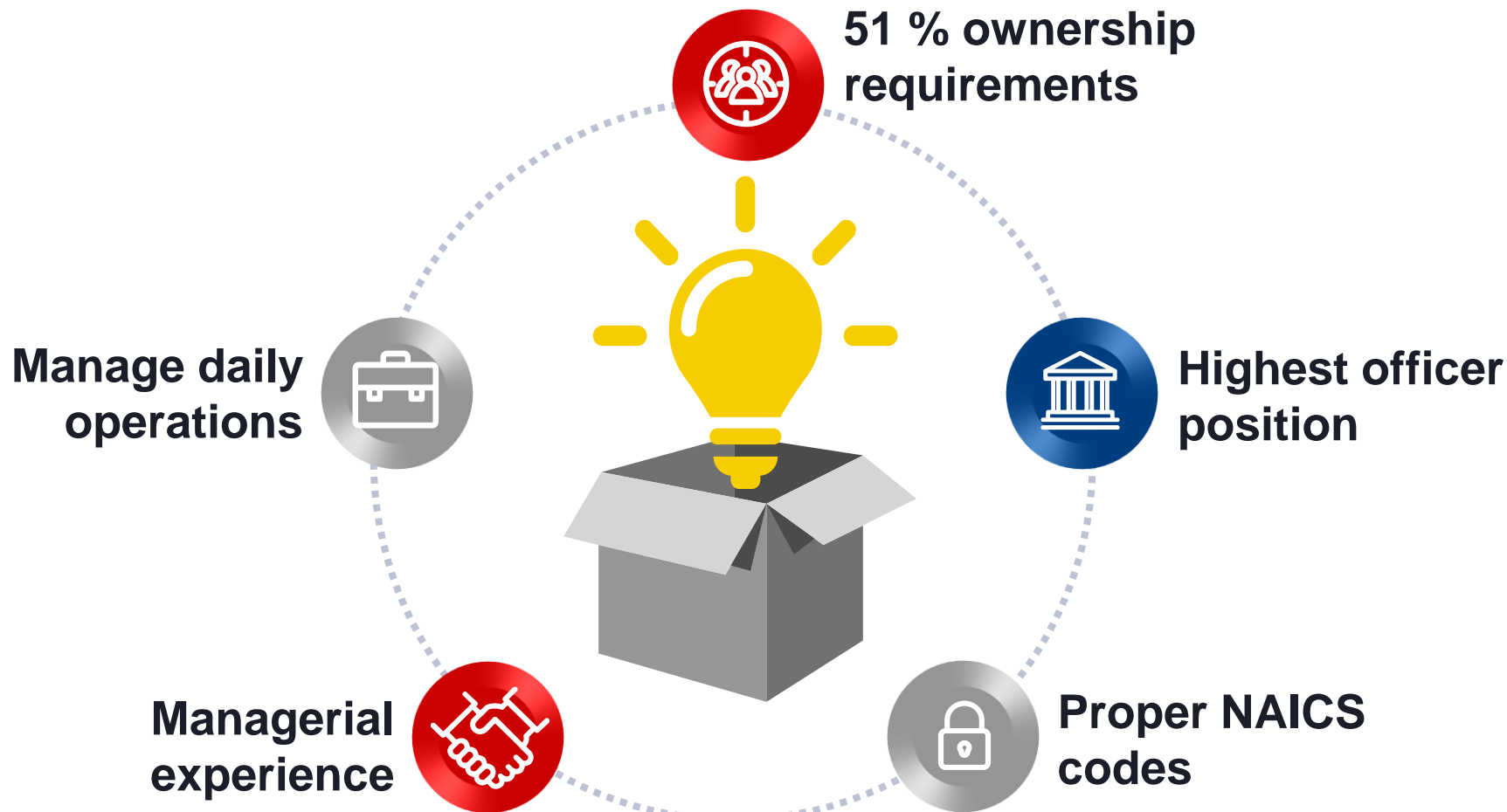


Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Is the SDVOSB Certification Appropriate for You?



Getting the Most Out of the SDVOSB Program



Enables firms to qualify for set-aside or sole source contract awards – helping agencies to meet their SDVOSB goals



Facilitates development opportunities and increases growth potential by establishing Joint Ventures or a Mentor-Protégé agreement



More prime and subcontracting opportunities through registration at Vetbiz.gov

All Small Mentor-Protégé Program (ASMPP)

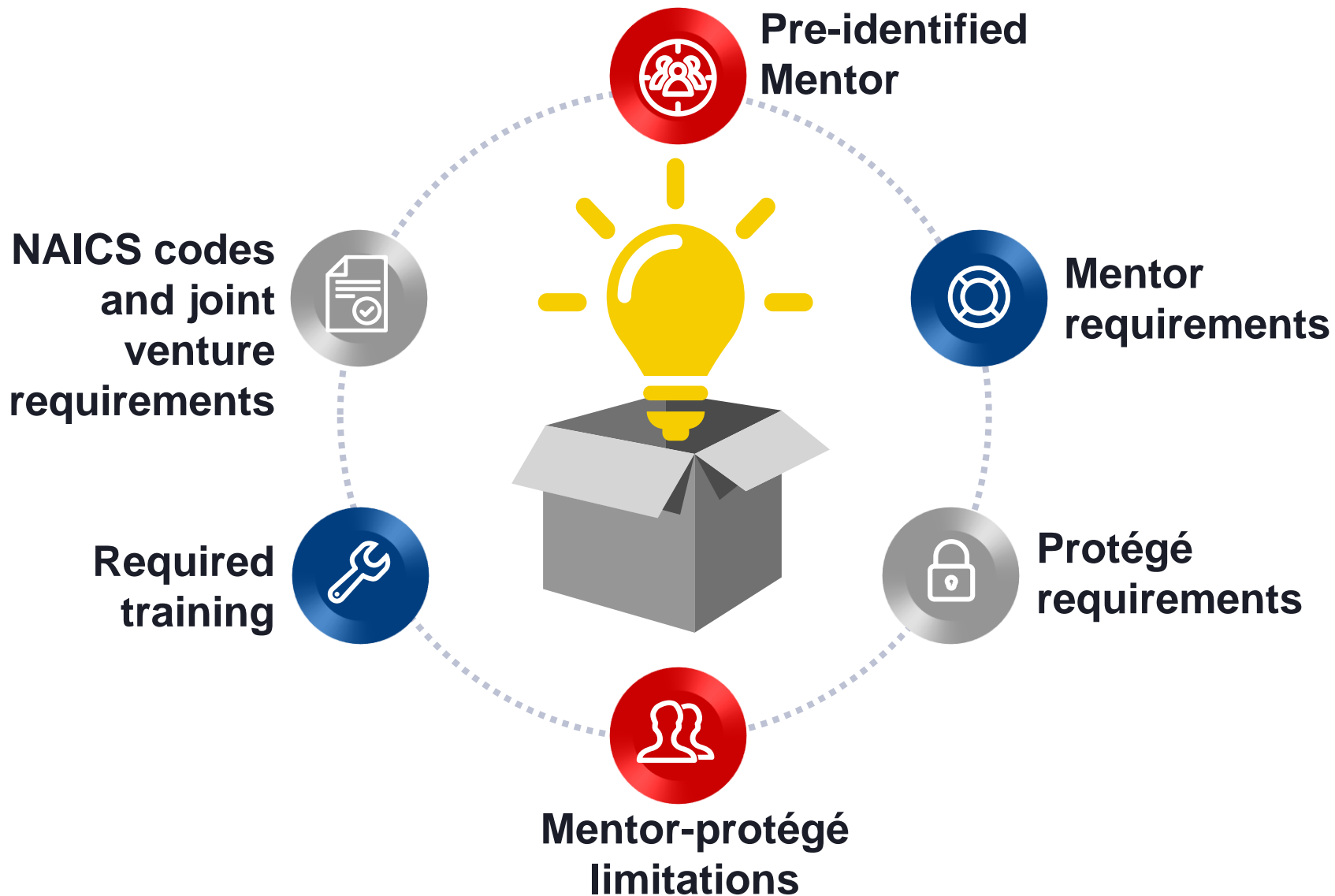


**Access business
development assistance**

Build capacity and grow

Establish joint ventures

Is the All Small Mentor-Protégé Program Appropriate for You?



Getting the Most Out of the All Small Mentor-Protégé Program



Enables firms to form joint venture—helping agencies compete for government contracts

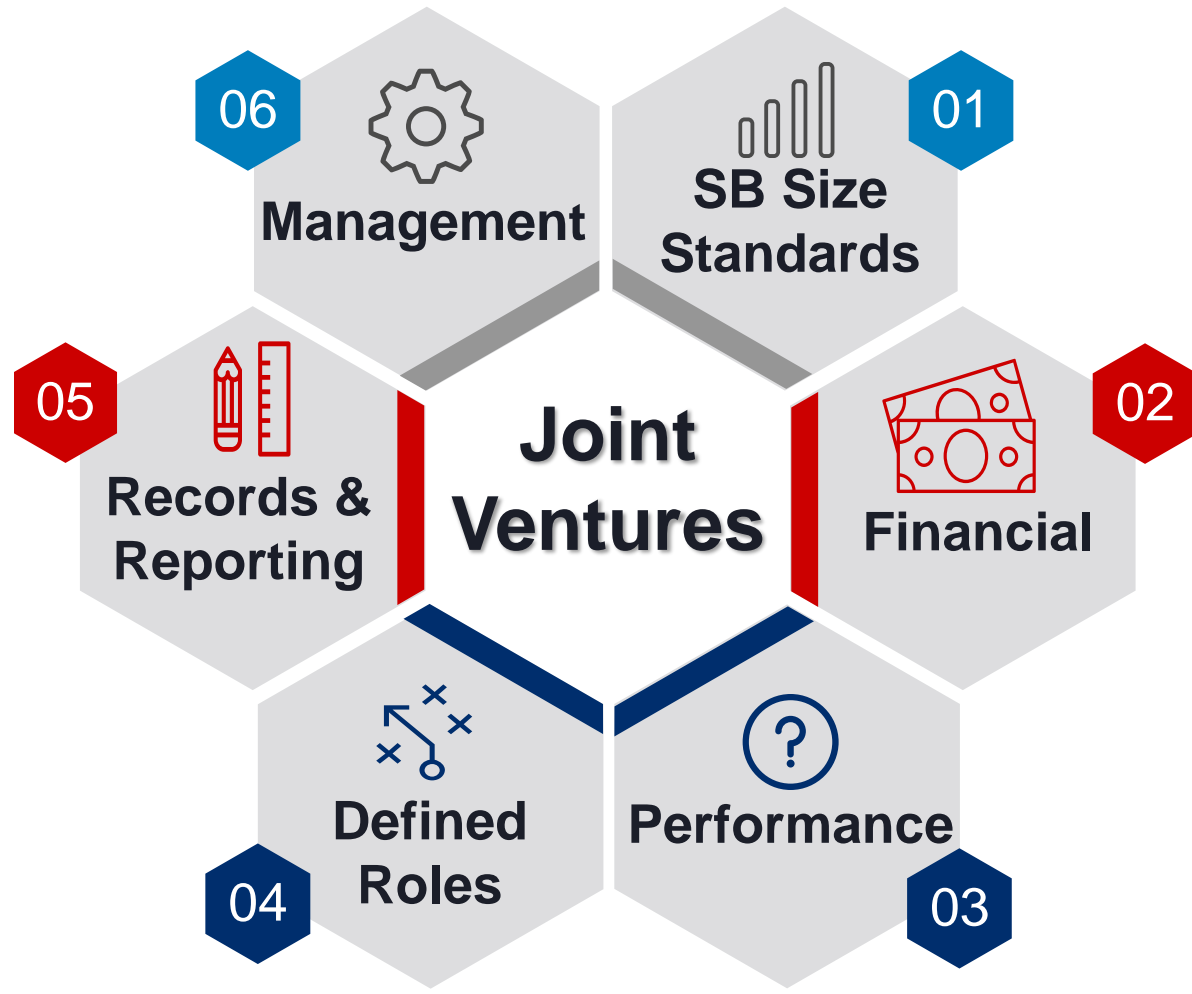


Facilitates development opportunities, training, assistance and additional financial support



Creates the opportunity to increase networks for future business growth

Eligibility Requirements for Joint Ventures



Surety Bonds

Some contracts require surety bonds that cover specific situations. The SBA guarantees surety bonds that cover several major categories of work.



SBA - Wisconsin Offices

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Wisconsin District Office

740 Regent Street

Suite 100

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