

**June 24
2020**



14th Annual Wisconsin Government Opportunities Business Conference (GOBC)



In partnership with Volk Field ANG and Fort McCoy





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HOSTS





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PARTNERS





**U.S. Small Business
Administration**



U.S. Small Business
Administration

Legislative & Regulatory Update

For Small Business Government Contracting
Programs

Eric Ness, Director, SBA Wisconsin

Set-Aside for Certification Programs and Socio-Economic Categories

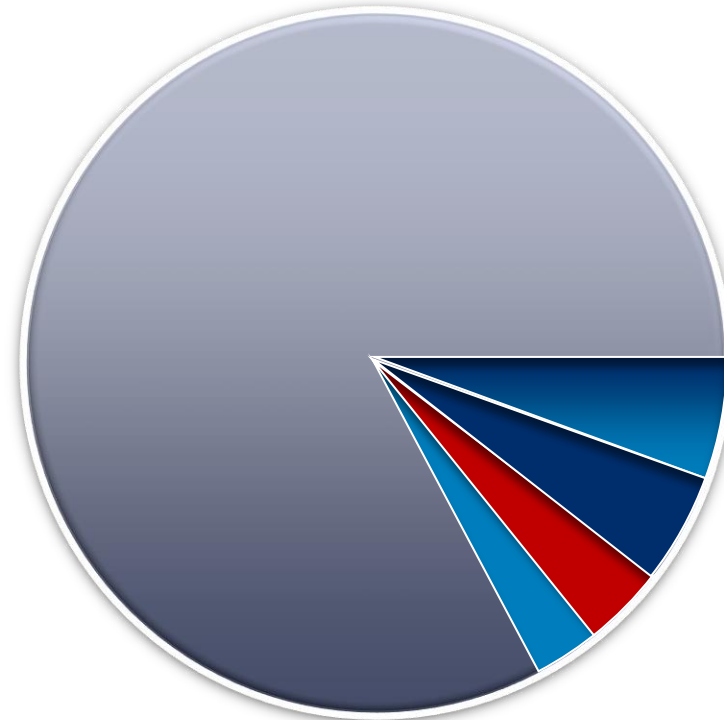
Targeted set-asides and acquisition goals:

**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)

FY2019 Wisconsin Contracting Dollars



Total Contracting Dollars: \$5.87B



Total to Small Business: \$878.94M



Percentage to Small Business: 14.96%

Small Business Certifications in Wisconsin

- WI Located 8(a) Firms: **26**
- Service-Disabled Veteran Owned SB: **181**
- Veteran Owned SB (includes SDVOSB): **403**
- HUBZone: **65**
- Woman Owned SB(includes EDWOSB): **607**
- Economically Disadvantaged Woman Owned SB: **173**

Final Rule: WOSB Certification Program

85 FR 27650

- The final rule was published in the Federal Register on May 11, 2020. This final rule fully details changes to the certification process to the WOSB Program, as put forth in the 2015 National Defense Authorization Act (NDAA), with new WOSB Program regulations intended to enhance program oversight and effectiveness.
- Please note it contains two separate effective dates: July 15 and October 15.

Final Rule: WOSB Certification Program

85 FR 27650

- SBA will provide a new, free online certification process for WOSBs and EDWOSBs.
- SBA will eliminate the current self certification option from certify.sba.gov, effective October 15, 2020.

Will Other Certifications Be Accepted?

Currently, the SBA will accept current 8(a) participants, approved third-party certificates, and certifications from the CVE.

- **Current 8(a) Program Participants**—Upload most recent annual review letter or their 8(a) acceptance letter if the firm is in program year 1
- **Third-Party Certified**—Upload of WOSB and/or EDWOSB certificate
- **CVE**—Upload certificate and supporting documentation

WOSB Certification Program

- The next joint Wisconsin Procurement Institute and U.S. Small Business Administration training webinar addressing the new requirements will be conducted on July 1, 2020.

[ACQUISITION HOUR: ARE YOU READY – BIG CHANGES COMING TO THE U.S. SBA FEDERAL WOMEN-OWNED SMALL BUSINESS PROGRAM](#)

- Or visit wispro.org to register for the webinar

Final Rule: Calculation of Average Annual Receipts

[84 FR 66561](#)

- Implements Small Business Runway Extension Act of 2019
- Calculate annual receipts using average of prior five years, instead of prior three years
- Applies to all industries with receipts-based size standards

Final Rule: Calculation of Average Annual Receipts

[84 FR 66561](#)

- Includes two-year transition period (through Jan. 6, 2022) that allows firms to choose between 3-year average and 5-year average
- Does not apply to SBA business loan or disaster loan programs

Final Rule: HUBZone Comprehensive Review

[84 FR 65222](#)

- HUBZone maps, currently frozen through 2021, will be updated every five years
- Moves to annual recertification that they are an eligible HUBZone

Final Rule: HUBZone Comprehensive Review

[84 FR 65222](#)

- Requires HUBZone status in Dynamic Small Business Search at time of *offer* (not time of award)
- For non-HUBZone multiple-award contract (other than Federal Supply Schedule contract), firm must be certified as a HUBZone at time of offer on a HUBZone set-aside order

Final Rule: HUBZone Comprehensive Review (cont.)

[84 FR 65222](#)

- Requires 35% employee HUBZone residency at time of certification and recertification; “attempt to maintain” during contract performance
- Defines “attempt to maintain” HUBZone status during HUBZone contract performance as having at least 20% HUBZone employees (must be 35% at application and recertification) and recruiting HUBZone employees

Final Rule: HUBZone Comprehensive Review (cont.)

[84 FR 65222](#)

- An employee who resides in a HUBZone for at least 6 months before and after time of certification continues to count as HUBZone employee as long as an employee of the firm—even if employee moves or residence no longer qualifies
- Employees temporarily living overseas in connection with performance of a contract will be considered to reside at their U.S. residence

Final Rule: HUBZone Comprehensive Review (cont.)

84 FR 65222

- Firms that invest in HUBZones by purchasing building or entering into long-term lease are deemed to meet principal office requirement for 10 years—even if office location no longer qualifies as a HUBZone
- Includes affiliate employees in 35% and principal office calculations if no clear line of fracture between firms
- Starting January 1, applications for HUBZone certification will be processed within 60 days of a complete submission

Direct Final Rule: HUBZone Program Provisions for Governor-Designated Covered Areas

84 FR 62447

- Starting 2020, Governors may petition SBA to designate covered areas as HUBZones.
- “Covered area” means—
 - located outside of an urbanized area;
 - population of 50,000 or less; and
 - average unemployment rate is at least 120% of the average unemployment rate for US/state.
- The Governor shall, at least annually, submit data to the Administrator certifying that each Governor-designated covered area continues to meet the definition of a covered area.

Direct Final Rule: HUBZone Program Provisions for Governor-Designated Covered Areas

84 FR 62447

The Wisconsin state point of contact for the Governor Designated area is:

Kelliann Blazek
Director, Office of Rural Prosperity
Wisconsin Economic Development Corporation
201 W. Washington Ave
Madison, WI 53703
kelliann.blazek@wedc.org
Ph: 608.210.6720



U.S. Small Business
Administration

Small Business Economic Relief

Small Business Economic Relief

Tools Made Available in Response to Coronavirus (COVID-19)

CARES Act



Paycheck Protection Program



Economic Injury Disaster Loan Advance (up to \$10,000)



SBA Debt Relief

SBA Base Programs Expanded



Economic Injury Disaster Loans
Includes deferment through 2020



Traditional SBA-backed Lending
Includes new Express Bridge Loan Pilot



No-Cost Business Advising
Additional funding via partners

Payment Protection Program

- Uses: Payroll, Interest, Rent and Utilities
- First Round – WI: \$8.3 billion; 43,395 loans
- Second Round Reactivated April 27th
 - Authorized another \$310 billion, \$60 billion set aside for CDFIs, smaller and medium lenders
 - Funds still available
- PPP Flexibility Act passed June 5th
 - 60/40 ratio of payroll vs. non-payroll spending
 - Lengthened loan term from 2 to 5 years
- As of June 12th: \$9.7 billion loaned to 81,000+ WI small businesses and nonprofits
- More than \$129 billion left to lend
- Loan must be approved by June 30th, 2020

Economic Injury Disaster Loan

- Wisconsin: 15,000+ EIDL loans; \$961 million
 - Average Wisconsin EIDL loan is \$62,700
- Re-opened to all borrowers June 15th
- EIDL Advance
 - Wisconsin: 42,000+ advances for over \$147 million

SBA Debt Relief

- Includes 7(a), 504 and Microloans
- For loans not on deferment, SBA will begin making payments with the next payment due on the loan, and will make six monthly payments
- For loans currently on deferment, SBA will begin making payments with the next payment due, after the deferment period has ended, and will make six monthly payments
- For loans approved and closed by September 27th, 2020, SBA will make payments for six months

SBA - Wisconsin Offices

Wisconsin District Office

310 West Wisconsin Ave.
Suite 580W
Milwaukee, WI

Wisconsin District Office

740 Regent Street
Suite 100
Madison, WI

www.sba.gov/wi

@SBA_Wisconsin

For Questions, Email:
Wisconsin@sba.gov



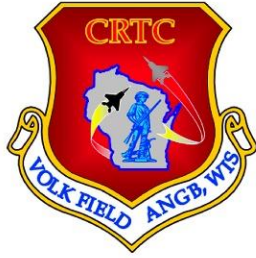
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AGENDA

8:00 am	Briefings from Volk Field ANG, Ft. McCoy, and Wisconsin National Guard
9:30 am	Legal Update for Federal Contractors and Subcontractors
11:00 am	Where is the Money – Priorities, Opportunities and Strategy
11:40 am	Update for Federal Contractors from the US Small Business Administration
Noon	Lunch
12:30 pm	U.S. Navy Shipbuilding Outlook presented by Leonardo DRS & Update from Fincantieri Marinette Marine
1:30 pm	Briefing from Fort McCoy, the 88th Readiness Division (29 states), and the 84th Training Division
2:30 pm	DOD Contract Management Update
3:30 pm	Business Development, The New Normal
4:00 pm	Emergency and Disaster Contracting

UP NEXT...

U.S. Navy Shipbuilding Outlook

Presented by...

Richard Deschauer & Daryl Zahn;
DRS Naval Power Systems

Kevin Van De Ven;
Fincantieri Marinette Marine

- SAVE THE DATE -



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October 15, 2020

In-person at Volk Field in Camp Douglas, WI