



U.S. Small Business
Administration

Small Business Federal Government Contracting Certifications

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Lead Business Opportunity Specialist

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) (12%)**

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

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Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

Designated Socially Disadvantaged Criteria

Designated Groups

01

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

Non-Designated Group Criteria

02

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

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

HUBZone Certification

Historically Underutilized Business Zone (HUBZone) Certification

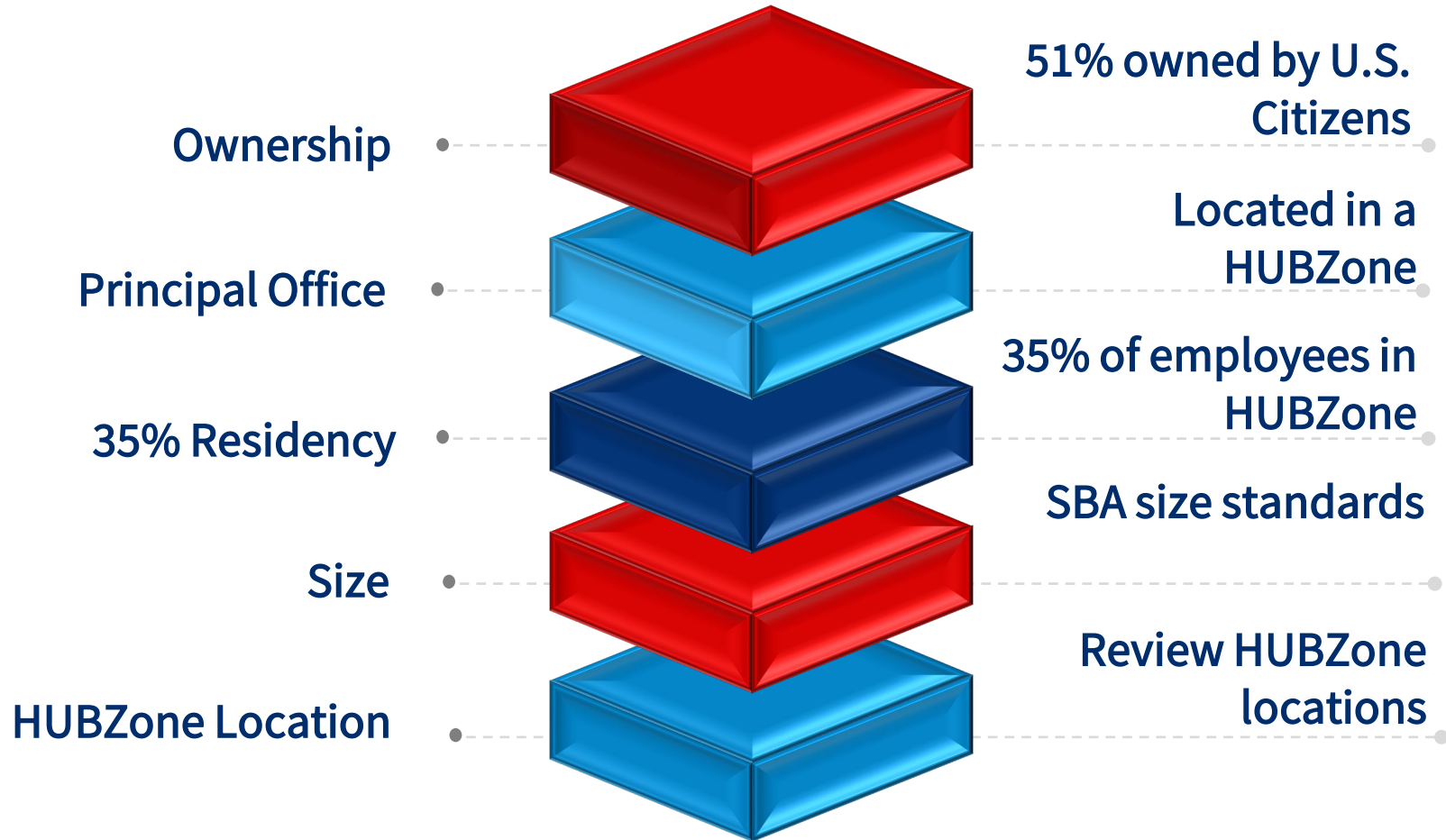


Stimulate capital investment

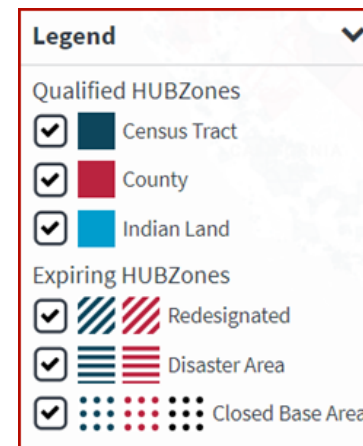
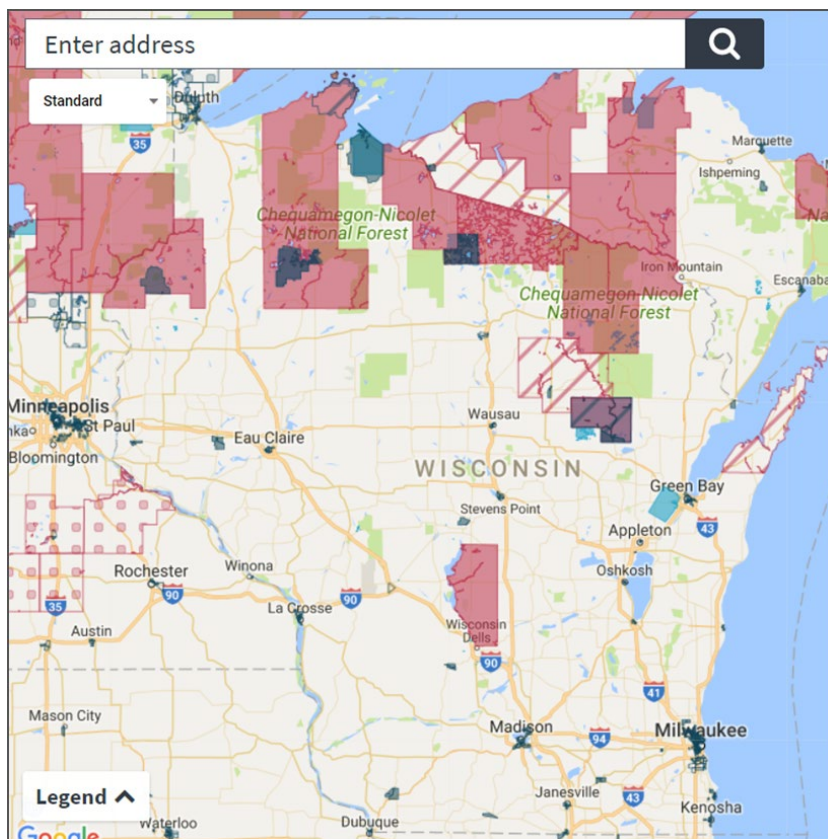
Build capacity and grow

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](#)

Woman-Owned Small Business (WOSB) Certification

Women-Owned Small Business (WOSB) Program

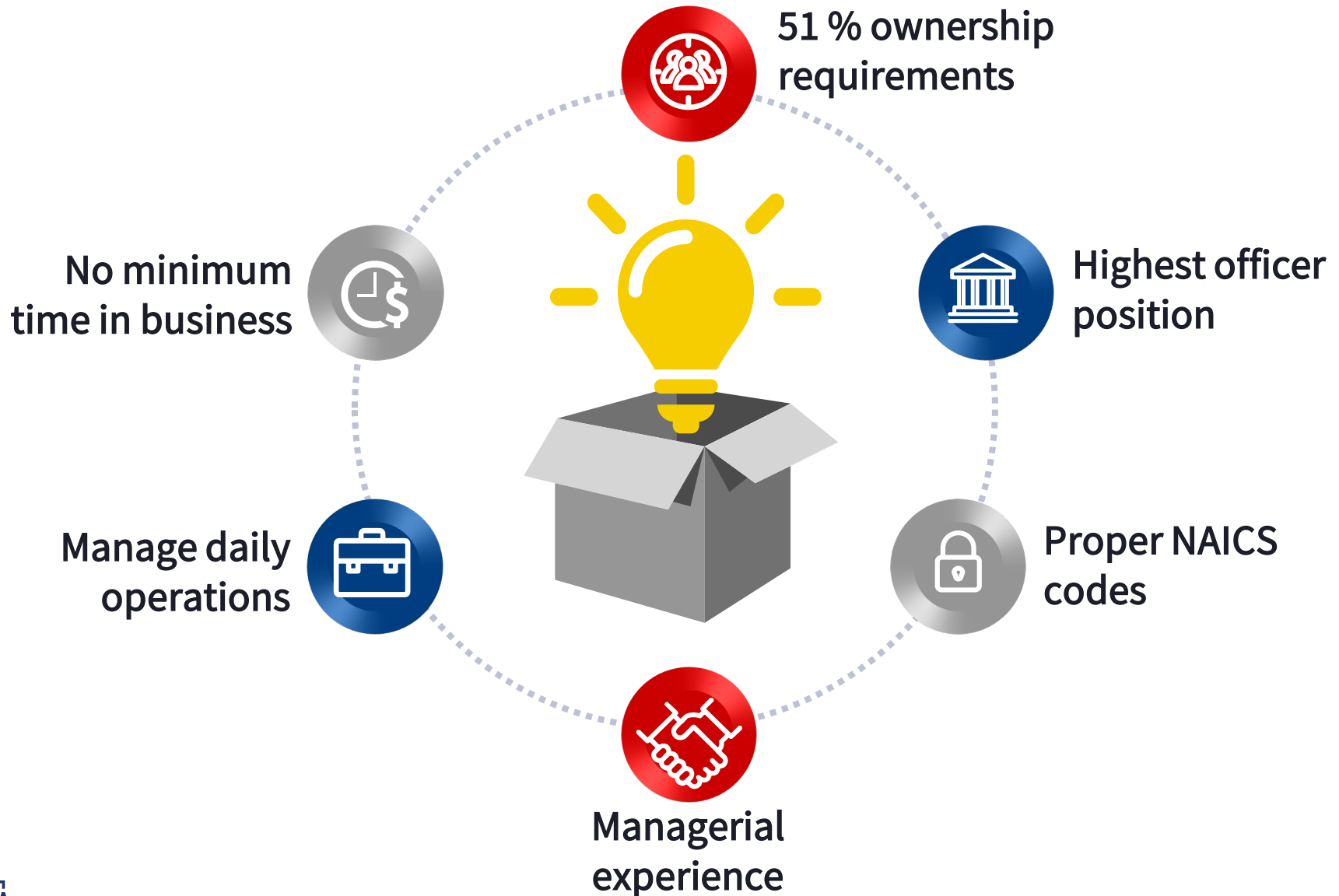


Take advantage of annual
prime contracting goals

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

Service-Disabled Veteran- Owned Small Business

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

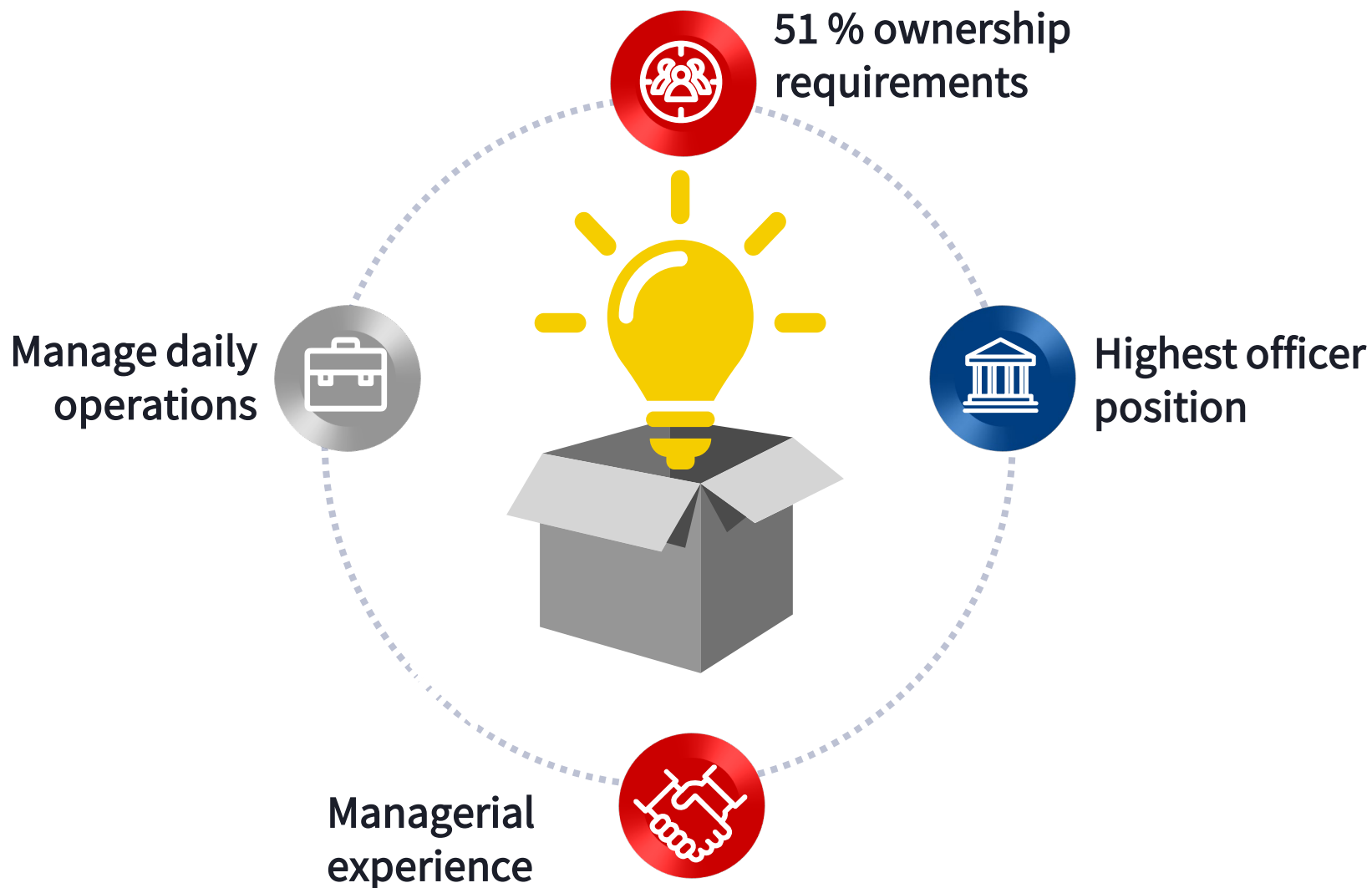


Qualify for set-aside opportunities

Build capacity and grow

Surplus Personal Property

Is the SDVOSB Certification Appropriate for You?



Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The Department of Veterans Affairs awards a large amount of contracts to veterans
- Their program is not the same as the SBA's program. To get access to set-aside Veterans Affairs contracts, your business must be verified through the [Vets First Verification Program](#)



2023 **NATIONAL SMALL BUSINESS WEEK** **AWARDS**

Now Accepting Nominations!

sba.gov/nsbw

Nominate a Business!

- Small Businessperson of the Year
 - Small Business Exporter
 - 8(a) Graduate of the Year
- Emerging Small Businessperson of the Year
 - Minority Small Business Champion
 - Veterans Small Business Champion

Visit www.sba.gov/nsbw for guidelines

Wisconsin POC: PAS Shirah Apple, Rachel.apple@sba.gov

SUBMIT at www.sba.gov/nsbw by **DECEMBER 8**

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