



U.S. Small Business
Administration

8(a) Business Development Certification Program

Shane Mahaffy

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 \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

Wisconsin FY21 Small Business Contract Numbers



**Wisconsin Small Businesses
received in excess of \$1.1 Billion
with the U.S. Government**



**Small Disadvantaged Business
received over \$417 Million**

8(a) Business Development Program



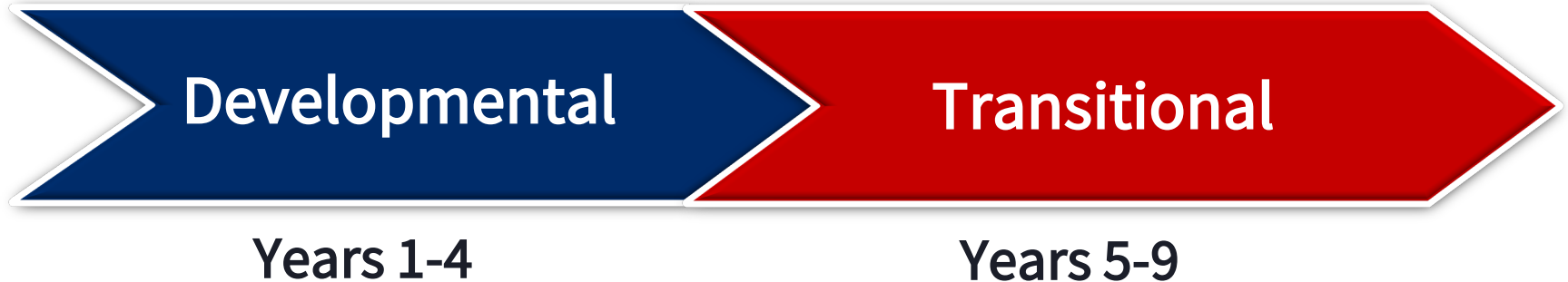
Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

Participation and Continued Eligibility

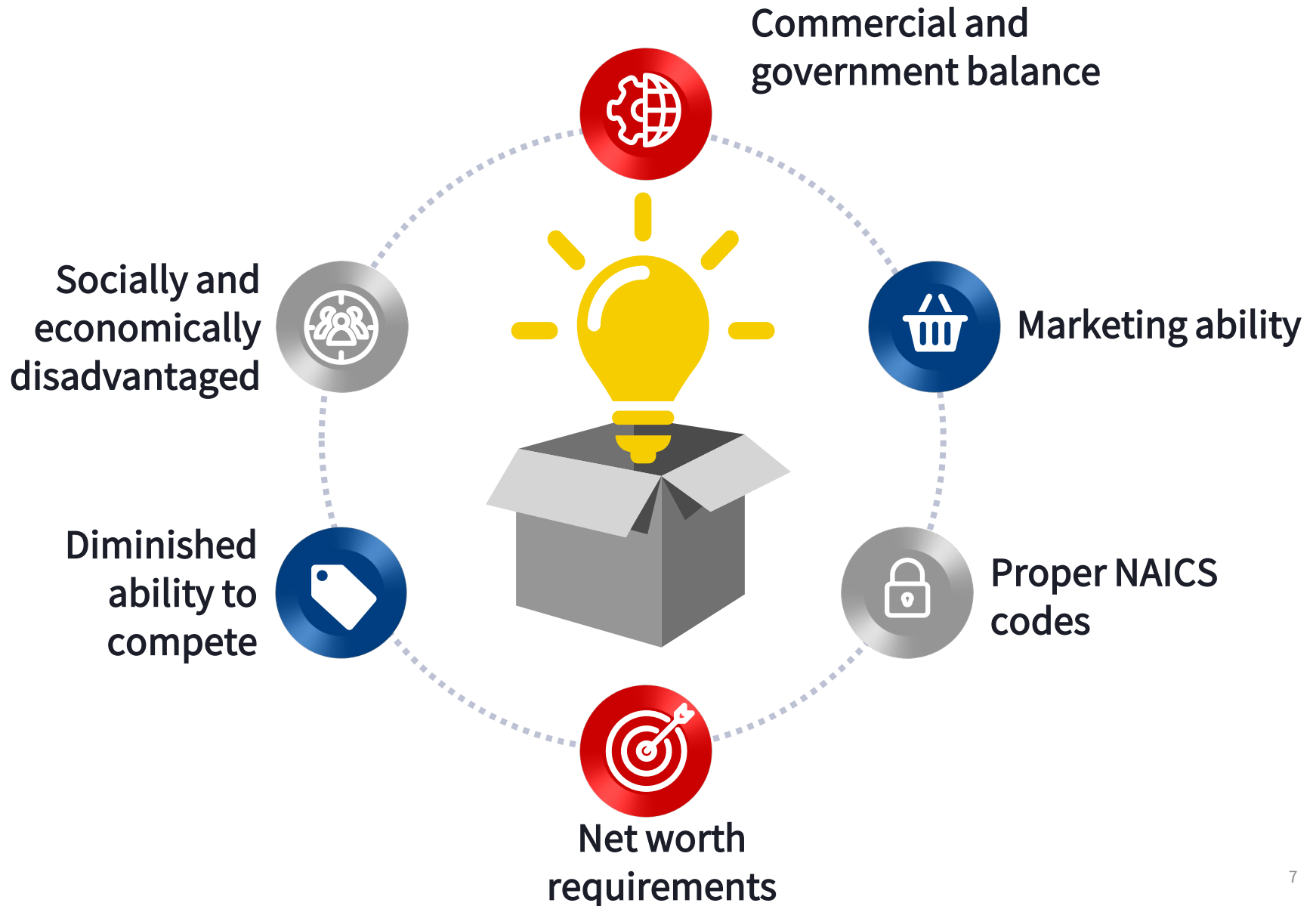
Participation Starts at Date of Approval



To maintain eligibility:

- Submit 8(a) annual update on time
- Inform SBA of all material and business changes (prior approval required)
- Maintain SAM and DSBS profiles

Is the 8(a) Certification Appropriate for You?



8(a) Program Expectations

Setting Expectations



Progress measurement



Is a business development program



Not suited for all firms



Limited total dollar value of contracts

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

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 \$850,000



Three-year average income is \$400,000 or less



Fair market value of all assets is \$6.5 million or less

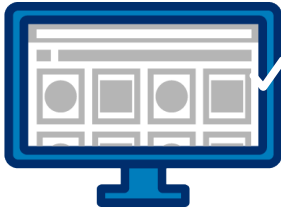
87 FR 69118 Effective December 19, 2022

8(a) Application Process



BEFORE APPLICATION

- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at [certify.SBA.gov](https://certify.sba.gov)



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact [certify.SBA.gov](https://certify.sba.gov)

certify.SBA.gov



SBA Certification Portal

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

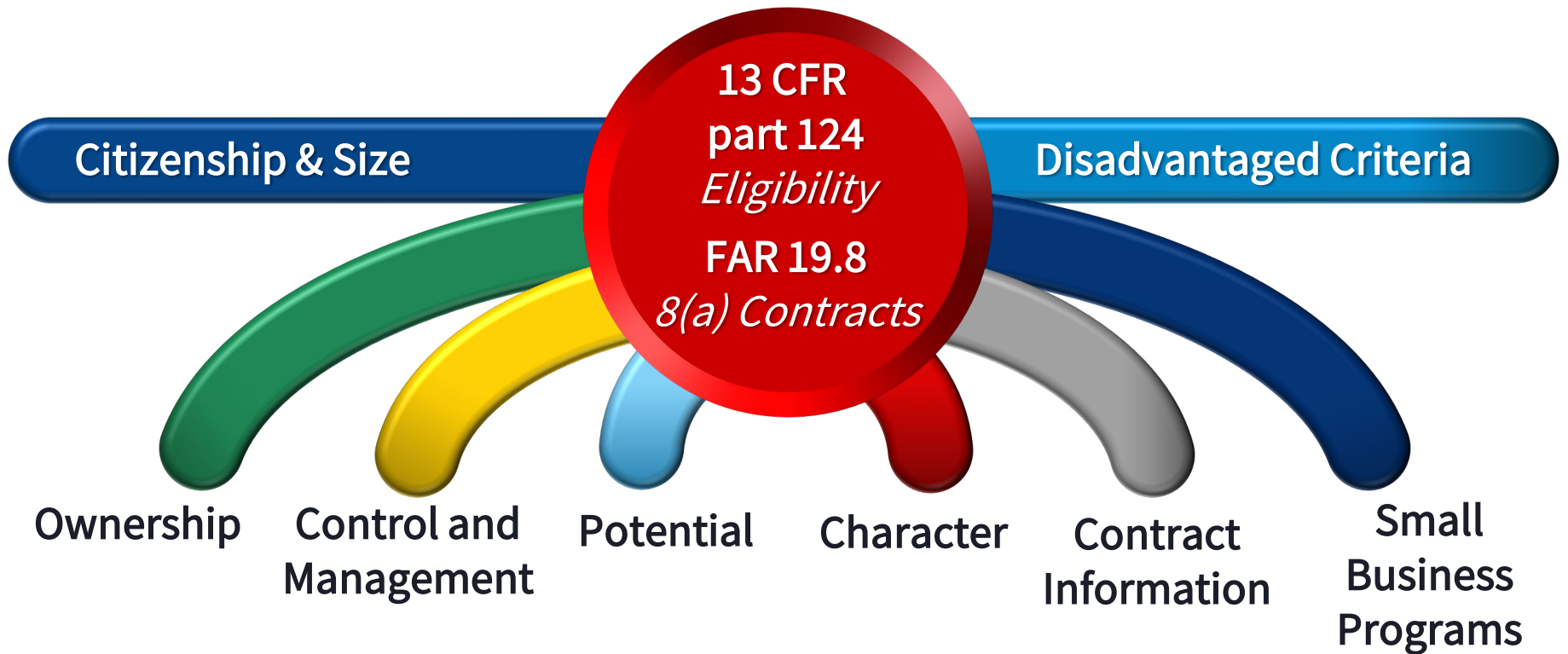
Automatic Migration

Pulls business information from SAM.gov

Online Forms

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

Know the Rules for 8(a) Certification





U.S. Small Business
Administration

How are we doing?

Please take a minute to let us know

www.sba.gov/feedback



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

Wisconsin District Office Newsletter:

[GET EMAIL UPDATES](#)

Twitter: @SBA_Wisconsin

For Questions, Email:

Wisconsin@sba.gov