
Navy Week

Doing Business with the Navy and Marine Corps

July 16 | 8:00 am – Noon



Navy Week

Doing Business with the
Navy & Marine Corps
July 16 | 8:00 am – Noon

Agenda

8:00 – 8:10 AM: Welcome presented by Industries for the Blind & Visually Impaired

8:10 – 8:25 AM: Partner & Audience Introductions

8:25 – 8:30 AM: Wisconsin Procurement Institute– Wisconsin APEX Accelerator
Overview

8:30 – 9:00 AM: U.S. Small Business Administration (SBA)

9:00 – 9:15 AM: Break

9:15 – 9:45 AM: Navy SBIR/STTR Overview

9:45 – 11:00 AM: How to Do Business with the Navy & Marine Corps

11:00 – 11:30 AM: Tour of IBVI Facilities

11:30 AM – 12:30 PM: Buyer Meetings



U.S. Small Business
Administration





MILWAUKEE NAVY WEEK

DOING BUSINESS WITH THE NAVY & MARINE CORPS SMALL BUSINESS WORKSHOP

DATE: July 16, 2025 **TIME:** 8 AM - 12 PM
LOCATION: IBVI – 445 S. Curtis Road, West Allis, WI 53214
SPEAKER: Ms. Nicole Perry, Acting Deputy Director / Industry Engagement & Strategy Manager



Ms. Susie Drummond is a DC-based member of the Naval Sea Systems Command (NAVSEA) Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Outreach Team



**NAVY
SBIR / STTR**

*Small Business Innovation Research
Small Business Technology Transfer*



DEPARTMENT OF THE NAVY

OFFICE OF SMALL BUSINESS PROGRAMS

<https://www.secnav.navy.mil/>

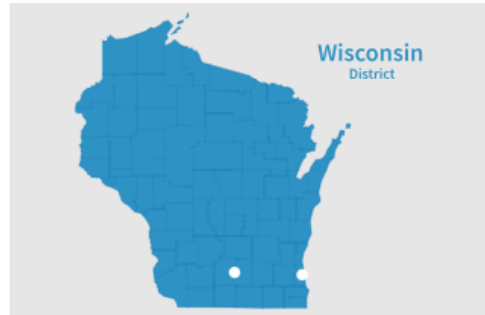


Message from the Director

As we continue to steer the Department of the Navy's Small Business Program towards new horizons of opportunity and collaboration, our focus

Wisconsin District

<https://www.sba.gov/district/wisconsin>



Services we provide

Our office provides help with SBA services including funding programs, counseling, federal contracting certifications, and disaster recovery. We can also connect you to our partner organizations, lenders, and other community groups that help small businesses succeed.

Areas we serve

The Wisconsin District Office services the entire state of Wisconsin. We have offices in Milwaukee and Madison.

Office locations

For help or to set up an appointment

[Send us a message](#)



Milwaukee



310 W. Wisconsin Ave., Suite 580W
Milwaukee, WI 53203
[View Map](#) 
Phone: [414-297-3941](tel:414-297-3941) 

Hours of operation: Monday through Friday, from 8:00 a.m. to 4:30 p.m. Closed on all federal holidays.

Serving all 72 counties in Wisconsin.



Madison

740 Regent St., Suite 100
Madison, WI 53715
[View Map](#) 
Phone: [608-441-5263](tel:608-441-5263) 

Hours of operation: Monday through Friday, from 8:00 a.m. to 4:30 p.m. Closed on all federal holidays.

Serving all 72 counties in Wisconsin.



UPCOMING EVENTS

- JUL 12:30 pm - 1:00 pm
15 Federal Market Insights: Where's the Market Research Data? Proximity, SAM, FPDS, and Other Sources
- JUL 8:00 am - 12:00 pm
16 Navy Week – Doing Business with the Navy and Marine Corps
- JUL 11:00 am - 12:00 pm
17 Acquisition Hour: The 8(a) Business Development Program
- JUL 12:30 pm - 6:30 pm
17 16th Annual NDIA Great Lakes Chapter Meeting – in person (Chicago, IL)
- JUL 12:30 pm - 1:00 pm
22 Federal Market Insights: Joint Certification Program, U.S. and Canada – An overview of the Military TDA and governing directives

[View Calendar](#)

CURRENT OPPORTUNITIES (10)

GET STARTED WITH THE BASICS
Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER
Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.
One of our staff of experts is available to answer your questions.

[GET HELP](#)

<https://www.wispro.org/>

WISCONSIN PROCUREMENT INSTITUTE
10437 INNOVATION DR., SUITE 320
MILWAUKEE, WI 53226

P: 414-270-3800
APEXACCELERATOR@WISPRO.ORG
WISPRO.ORG



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[NEWSLETTER SIGNUP](#)

[PRIVACY POLICY](#)

[LEGAL DISCLAIMER](#)

[SITE BY DOUBLEBERRY INTERACTIVE, LLC](#)



Welcome to your NDIA Great Lakes Chapter

National Defense Industrial Association (NDIA) is a DC-based 501(c)(3) educational nonprofit dedicated to engaging thoughtful and innovative leaders in national defense and security. As an integral part of NDIA, our regional Chapter serves as a vital extension of the Association, fostering collaboration between industry, government, and academia to ensure the best support for our warfighters.

Join Our Chapter



<https://ndiagreatlakes.org/>

Upcoming Events



ON A MISSION. DRIVEN BY
PURPOSE.

SHOP IBVI SUPPLY.COM

OUR SERVICES

CAREER OPPORTUN

Every order you place enables us to provide employment opportunities for the blind and visually impaired.

We manufacture a variety of high-quality SKILCRAFT® products

DOWNLOAD CATALOG

<https://ibvi.org/>



As an authorized AbilityOne® provider, we make compliance easy. You can rely on us for the following services:

Acquisition Hour

The Acquisition Hour webinar series covers a range of topics from market entry, sales growth, small business certifications, compliance, and more. Attendees receive 1 CPE credit for attending.

- **July 23** – Federal Invoicing: PIEE / Wide Area Workflow
- **August 6** – Writing an Effective Capabilities Statement
- **August 20** – End of the Federal Fiscal Year Spending: Are You Ready?

...More information and registrations at wispro.org/events



Cyber Thursday

Cyber Friday is a series of one-hour webinars focusing on critical topics for DOD contractors and subcontractors in cyber security, data security, and CMMC. Attendees receive 1 CPE credit for attending.

- ~~June 26 – FAR 52.204-21: The Forgotten Baseline of Federal Cybersecurity~~
- **July 31** – CMMC 2.0: What Contractors Must Know in 2025
- **August 28** – The Federal Cybersecurity Horizon: Zero Trust, FedRAMP, & Supply Chain Risk

...More information and registrations at wispro.org/events



Federal Market Insights



July 15, 2025 – [Where's the Market Research Data? Proximity, SAM, FPDS, and Other Sources](#) – presented by Marc Violante, Director, Federal Market Strategies, Wisconsin Procurement Institute and Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute

July 22, 2025 – [Joint Certification Program, U.S. and Canada – An overview of the Military TDA and governing directives](#) – presented by Marc Violante, Director, Federal Market Strategies, Wisconsin Procurement Institute and Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute

July 29, 2025 – [Capabilities Statements – Informal observations on what's good, what's bad, and how to use effectively](#) **Special Guest Jack Laufenberg** – presented by Marc Violante, Director, Federal Market Strategies, Wisconsin Procurement Institute and Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute

August 5, 2025 – [Innovation – Artificial Intelligence and its Role in DLA Contracting: What contractors need to know](#) – presented by Marc Violante, Director, Federal Market Strategies, Wisconsin Procurement Institute and Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute

August 12, 2025 – [DLA's QPLs, QMLs, and QBLs AND DLA Warehouse Logistics – what they are and how they apply to your work with DLA](#) – presented by Marc Violante, Director, Federal Market Strategies, Wisconsin Procurement Institute and Mark Dennis, Government Contract Specialist, Wisconsin Procurement Institute

19th Annual Wisconsin Government Opportunities Business Conference (GOBC)

In Partnership with Wisconsin's Military Installations

~~July 16~~

Truax Field

July 30

Fort McCoy

GOBC will provide you the opportunity to gain insights into:

- **COFFEE with the COMMANDER**
- Current operations and priorities at Wisconsin's Federal and State government agencies and military facilities
- Connecting with agency and installation leadership, operational staff and buyers
- Locating and bidding on current and future procurement opportunities
- Resources available to assist your business in winning government prime and subcontracts

REGISTRATION AND UPDATED INFORMATION AT <https://wigobc.org/>

REGISTER TODAY ★ ★ ★ ★

NDIA GREAT LAKES 16TH ANNUAL MEETING 07.17.2025

CHICAGO, IL

HOSTED BY



WPI Wisconsin
Procurement
Institute
An APEX Accelerator

NDIA
Great Lakes



...More information and registrations at <https://ndiagreatlakes.org/events/>



THE GOVERNOR'S CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT

SAVE THE DATES: DEC. 9-11, 2025

SAVE THE DATES FOR THE 2025 MARKETPLACE!

Dec. 9 – Virtual

The Contracting Academy

Dec. 10-11 – In-person

Seminars, Panels and Networking Sessions

Baird Center, Milwaukee, WI

[ADD TO YOUR CALENDAR](#)

<https://www.marketplacewisconsin.com/>

Featured Newsletters

Visit wispro.org to sign up for our monthly newsletters

Acquisition Alert | Cyber Newsletter
Events Newsletter



U.S. Small Business
Administration

Small Business Federal Government Contracting Certifications

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 (5%)



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

MySBA Certifications

MySBA Certifications

Your one-stop destination for SBA's small business certifications.



Should I Apply

See if your business is ready to be certified

[Find Out](#)



Prepare for Application

Get your business ready for certification

[Prepare](#)



HUBZone Calculator

See if your business qualifies for HUBZone

[Launch](#)

Benefits of Certification

- ▶ Access to sole-source and competitive set-aside contracts
- ▶ Assistance from federal procurement experts
- ▶ Business development assistance from dedicated Business Opportunity Specialists
- ▶ Opportunities to create joint ventures with established businesses
- ▶ Priority access to federal surplus property

Our Programs

SBA offers four certifications, and eight total programs, to help you stand out, find contracts, and grow your business.

8(a)

8(a) Business Development

HUBZone

HUBZone

VOSB

Veteran-Owned

WOSB

Women-Owned

8(a) Business Development Program

8(a) Business Development Program



Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

Social Disadvantage

13 CFR 124.103

Socially disadvantaged individuals are those who have been subjected to racial or ethnic prejudice or cultural bias within American society because of their identities as members of groups and without regard to their individual qualities. The social disadvantage must stem from circumstances beyond their control.

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$850,000



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

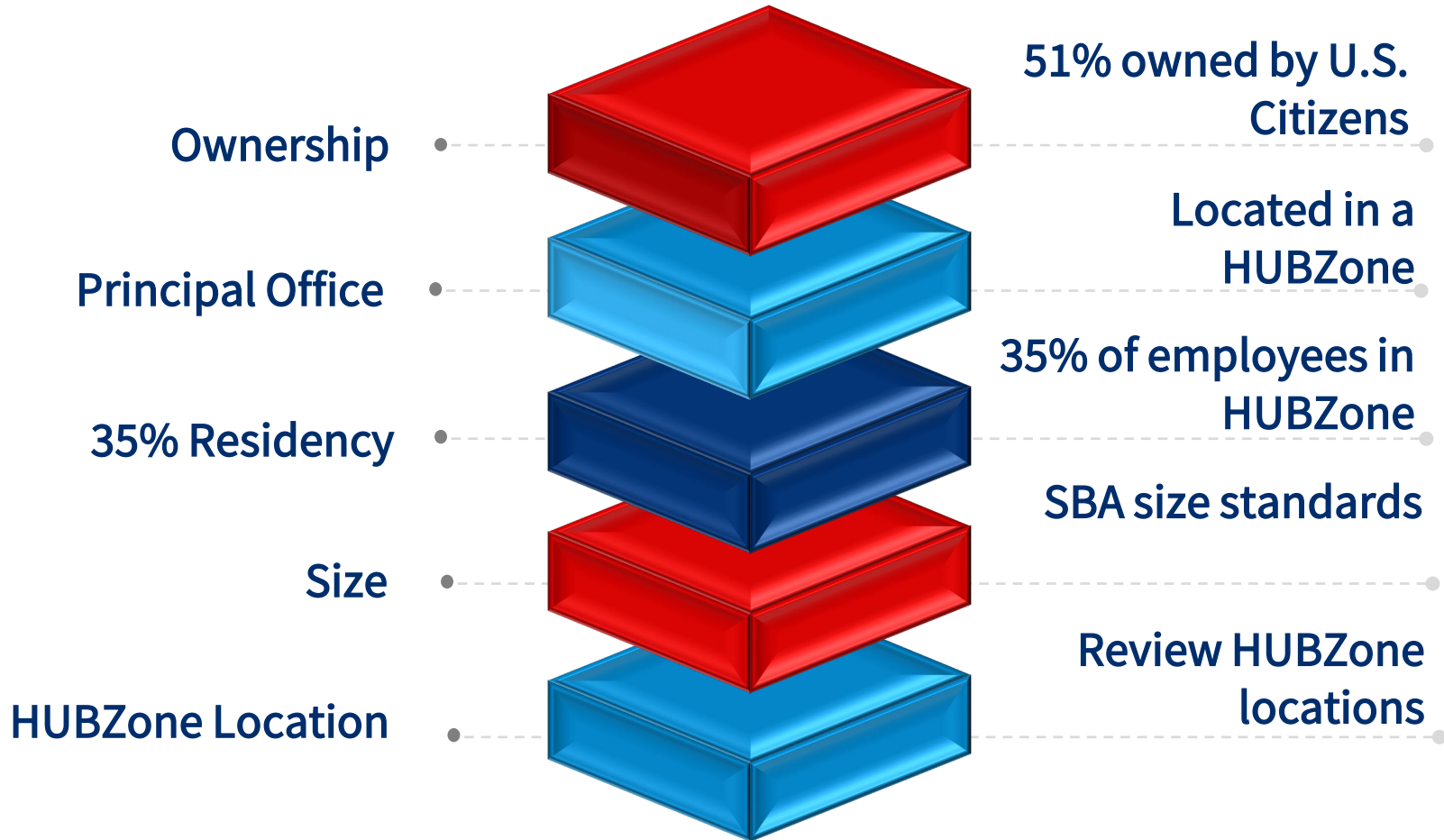


Fair market value of all assets is \$6.5 million or less

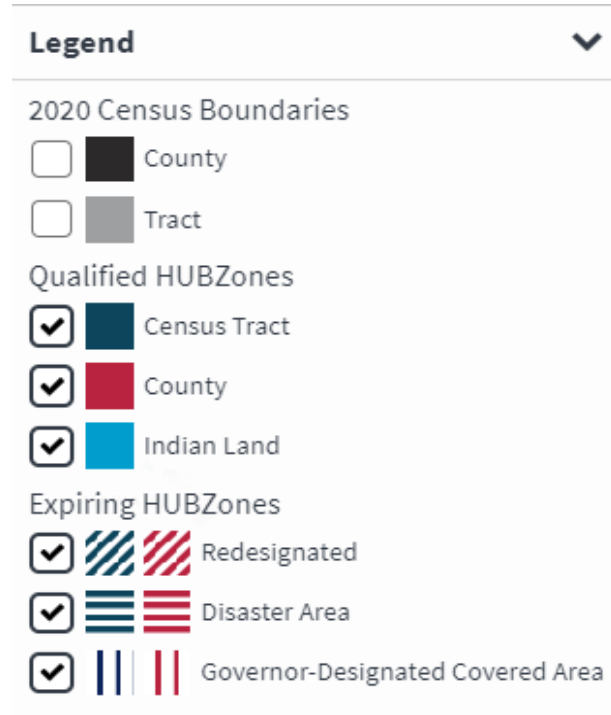
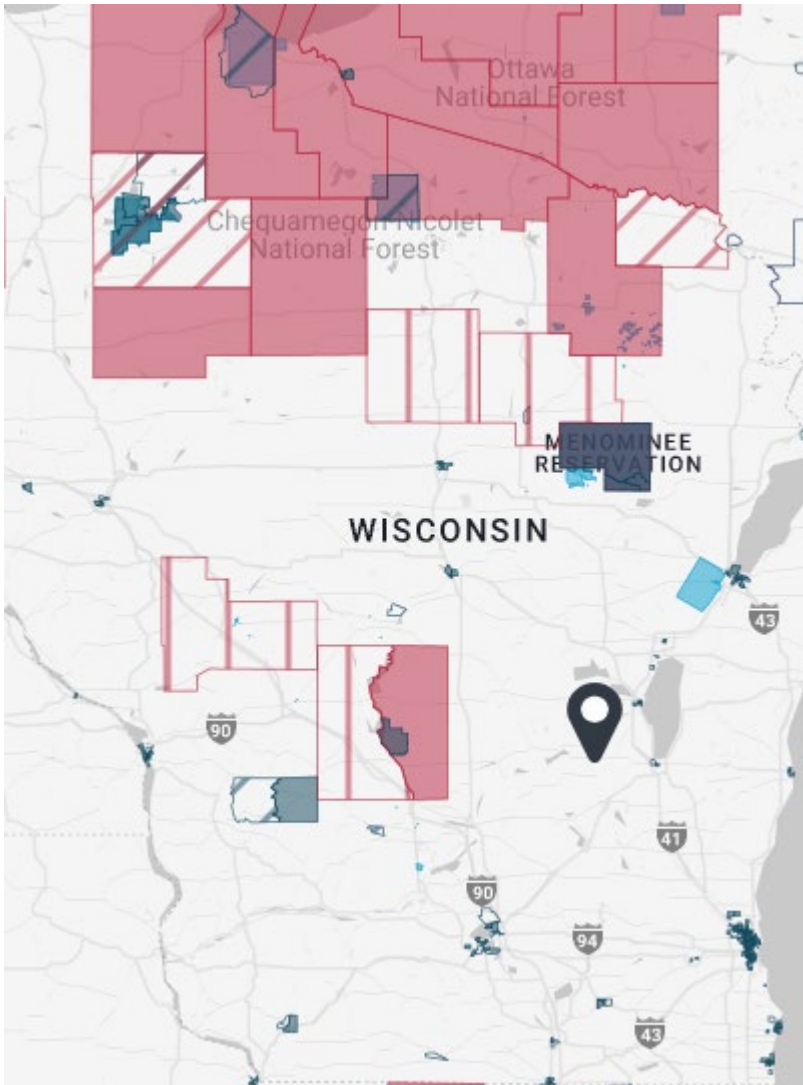
87 FR 69118 Effective December 19, 2022

HUBZone Certification

HUBZone Eligibility and Requirements



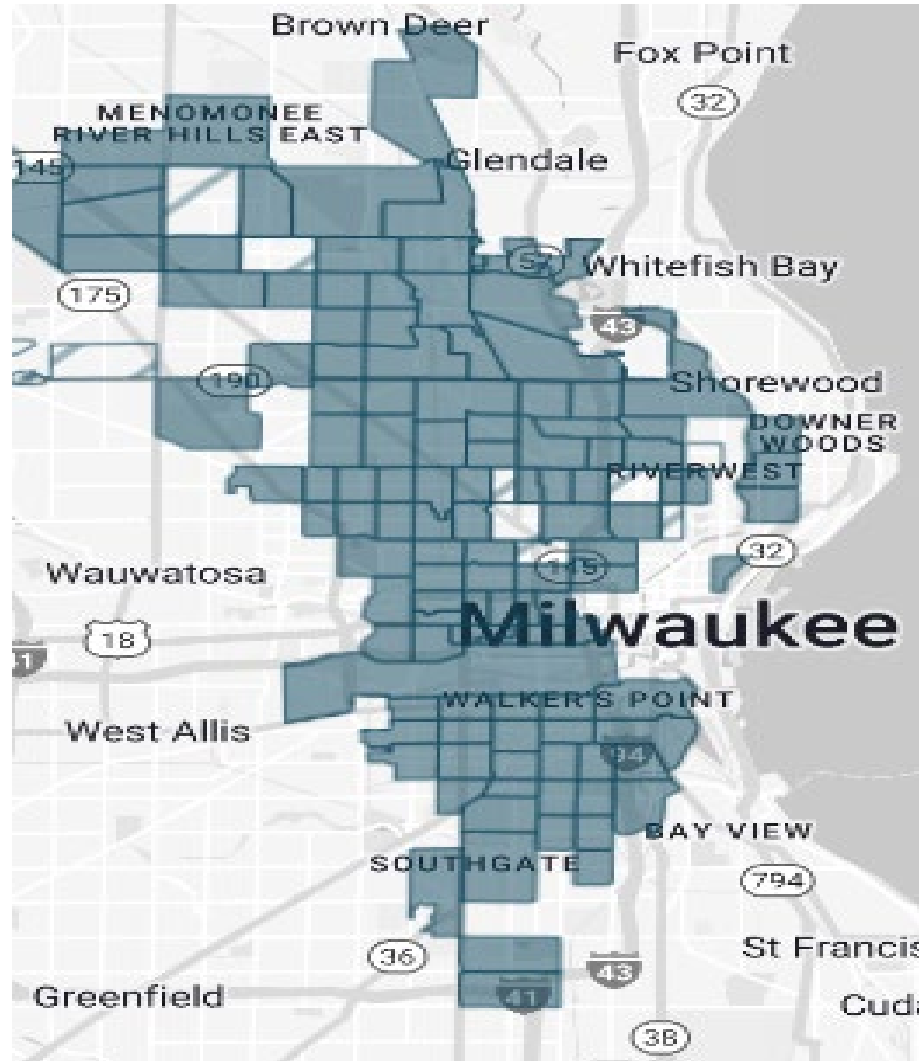
Wisconsin HUBZones



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

[HUBZone Map](#)

Wisconsin HUBZones

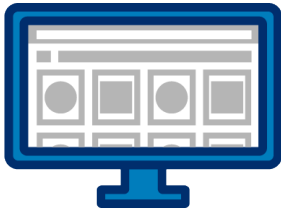


HUBZone Application Process



APPLY FOR CERTIFICATION

- To establish an SBA account and apply for certification, visit: [MySBA Certifications](#)



Through the application portal, you can:

- Access checklists and pre-application guides
- Check your firm's eligibility
- Request information
- Create an account, login and proceed with an application

Woman-Owned Small Business (WOSB) Certification

Women-Owned Small Business (WOSB) Program

Economically Disadvantaged Women-Owned Small Business (EDWOSB) Program

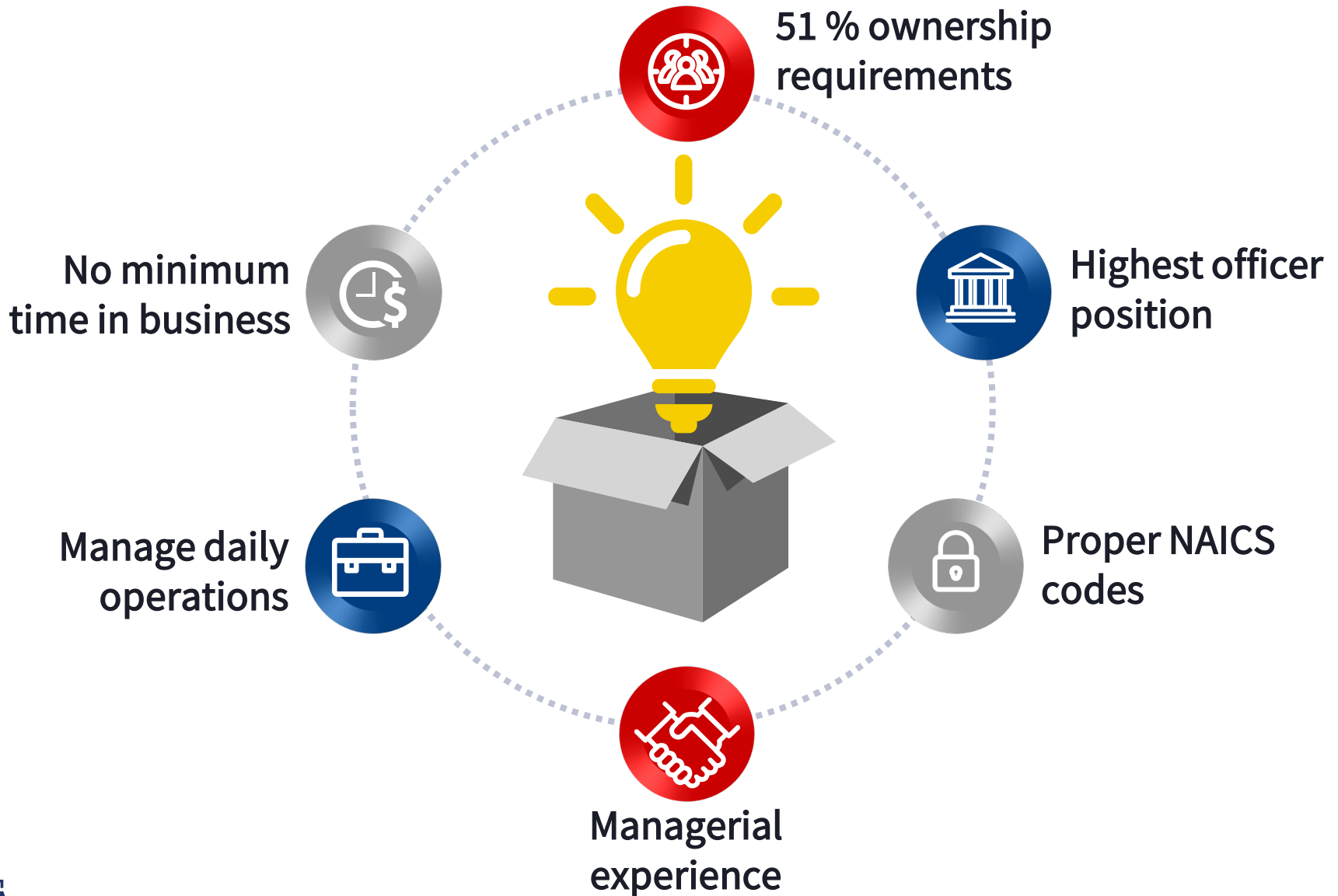


Take advantage of annual prime contracting goals

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 \$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

Third-Party Certification

There are four organizations approved by the SBA to provide third-party certification. Contact them to find out about their certification process.

- [El Paso Hispanic Chamber of Commerce](#)
- [National Women Business Owners Corporation](#)
- [US Women's Chamber of Commerce](#)
- [Women's Business Enterprise National Council](#)

*Service-Disabled Veteran-
Owned Small Business*

Veteran-Owned Small Business (VOSB) & Service-Disabled Veteran Owned Small Business (SDVOSB)

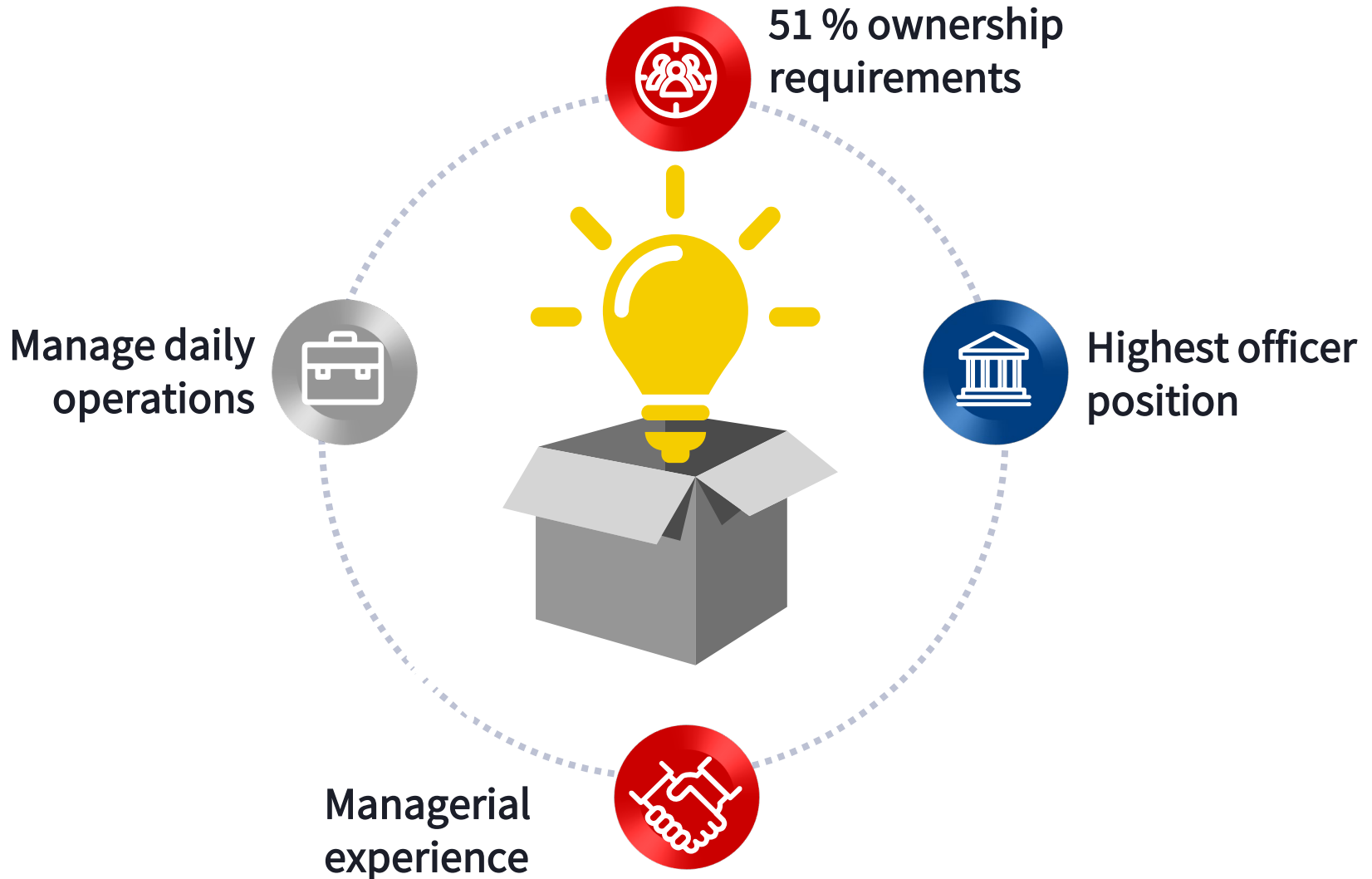


Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Is the SDVOSB Certification Appropriate for You?



Surplus Personal Property for Veteran-Owned Small Business Programs

- SASP manages surplus property disbursement, including:
 - Verification of eligibility
 - Program compliance
 - Fee collection
 - Recordkeeping
 - Dispute resolution (in accordance with respective states' operating plans)

Formal Verification Required for Federal VOSB and SDVOSB Opportunities

January 2023

The SBA is the certifying agency for both VOSB and SDVOSB certifications

Certification with SBA allows service-disabled veteran-owned small businesses (SDVOSBs) to compete for federal sole-source and set-aside contracts across the federal government.

Certified veteran-owned small businesses (VOSBs) have additional opportunities to pursue sole-source and set-aside contracts at the Veterans Administration (VA) under the VA's Vets First program.

SBA Mentor-Protégé Program

Program Purpose



Enhance the capabilities of the protégé

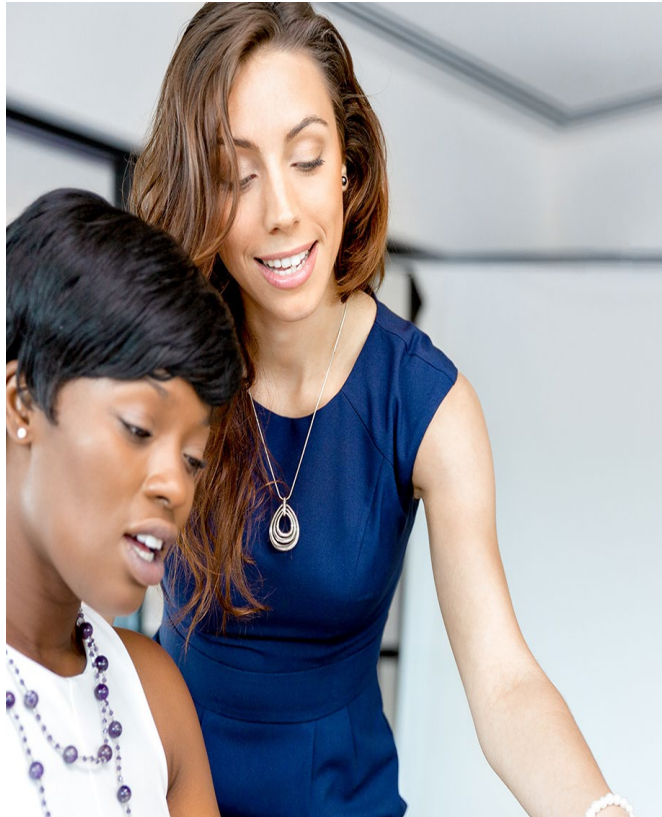


Help the protégé meet its business development and contracting goals



Improve the protégé's ability to compete for contracts

Program Benefits for Protégés and Mentors



A **protégé** can get valuable assistance from a mentor in several areas, including:

- Technical and/or management assistance
- Financing in the form of equity investments and/or loans
- International trade
- Government contracting

A **mentor** benefits in several areas, including:

- Forming a joint venture with its protegee, provided the protégé qualifies as small for that particular federal contract or subcontract
- Contract evaluation preferences where the mentor will subcontract significant work to its protégé, if authorized by the agency

SBA recently updated its regulations to allow small business partners to a JV to use past performance ratings for work previously completed under a JV (and for work performed as a 1st-tier subcontractor)

Learn More

This is **not a matchmaking program**.
The mentor and protégé should already have found each other before applying.

You must be approved by the SBA to participate in the MPP.

Visit our website:

www.sba.gov/mpp

Email for general questions:

sbampp@sba.gov

Closing Remarks

SBA Wisconsin District Office
(www.sba.gov/wi)

Shane Mahaffy

Shane.Mahaffy@sba.gov

Lead Business Opportunity
Specialist

James Strube

James.Strube@sba.gov

Business Development Specialist

Wisconsin District Office
Newsletter: [GET EMAIL UPDATES](#)



@SBA_Wisconsin

Office of the Secretary of the Navy

Small Business Programs



Navigating Success: Charting Your Course to Doing Business with the DON!

July 16, 2025

Ms. Nicole Perry

Acting Deputy Director / Industry Engagement
& Strategy Manager

Department of the Navy Office of Small Business Programs

“Small Business -
The *First* Option”

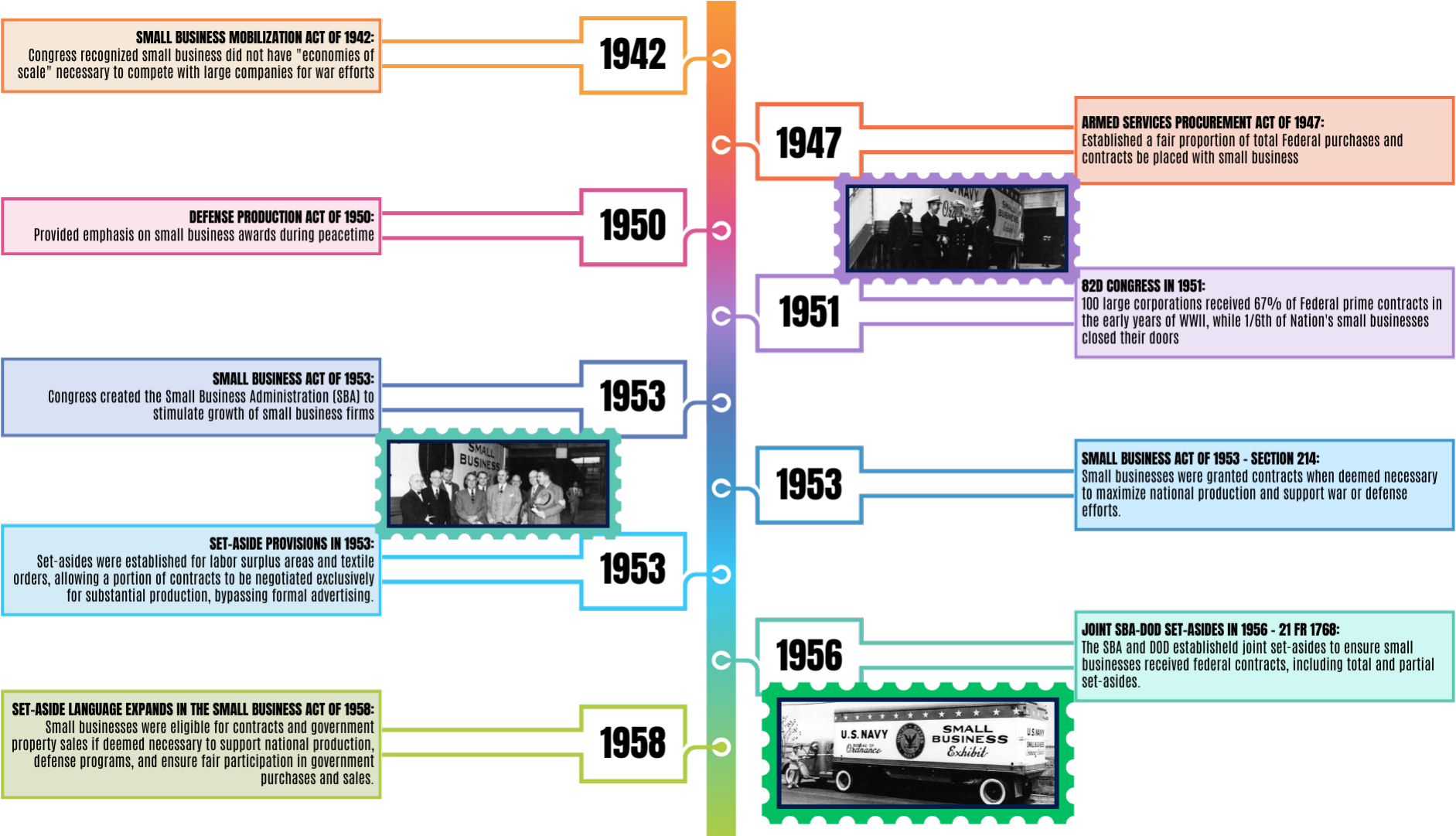


- **History of the Small Business Program**
- Doing Business with the Department of the Navy
- Getting Procurement Ready
- Small Business Performance and Spend
- Resources and Assistance



History of the Small Business Program

Office of the Secretary of the Navy Small Business Programs



Strategic Alignment

Office of the Secretary of the Navy Small Business Programs



Department of the Navy Office of Small Business Programs



DON OSBP



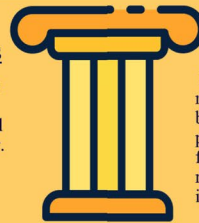
Strategic Alignment

SECDEF Priorities



REVIVE the WARRIOR ETHOS

and restore trust in our military. We are American warriors. We will defend our country. Our standards will be high, uncompromising, and clear. The strength of our military is our unity and our shared purpose.



REBUILD OUR MILITARY

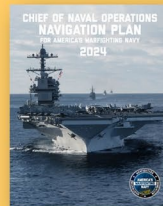
By matching threats to capabilities. This means reviving our defense industrial base, reforming our acquisition process, passing a financial audit, and rapidly fielding emerging technologies. We will remain the strongest and most lethal force in the world.



REESTABLISH DETERRENCE

by defending our homeland - on the ground and in the sky. We will work with allies and partners to deter aggression in the Indo-Pacific by Communist China, as well as supporting the President's priority to end wars responsibly and reorient to key threats. We will stand by our allies - and our enemies are on notice.

One Navy Marine - Corps TEAM!



Navy Navigation Plan (2024) articulates the Chief of Naval Operations unified vision and strategic guidance to include Project 33 targets. The plan lays out five key capabilities and four key enablers to field the people and capabilities needed to fight and win today, in 2027, and beyond.



Marine Corps Force Design 2030 Annual Update (2023) describes progress to date and directs follow-on actions for the next 12-24 months. Force Design 2030 is a strategic overhaul aimed at transforming the Marine Corps into a more agile, technologically advanced force, prioritizing stand-in forces, littoral operations, modernization, force sizing and composition, training, and international cooperation.

Breaking Down Barriers - Bringing Access to **PEOPLE, RESOURCES, & CONTRACTS**

Small Business Professionals - Your Entry

Requirement Owners are Small Business Advocates

Contracting Community Authority and Legal Compliance

APEX Accelerator Education & Support

Small Business Roundtables

Subcontract Monitoring & Compliance

Long Range Acquisition Estimates

Outreach & Communication

Encourage Technological Innovation

Maximize Use of SBIR / STTR

Small Business Goals & Socio-Economic

Small Business Champions

Mentor Protégé Program

Lethality



Readiness



Accountability

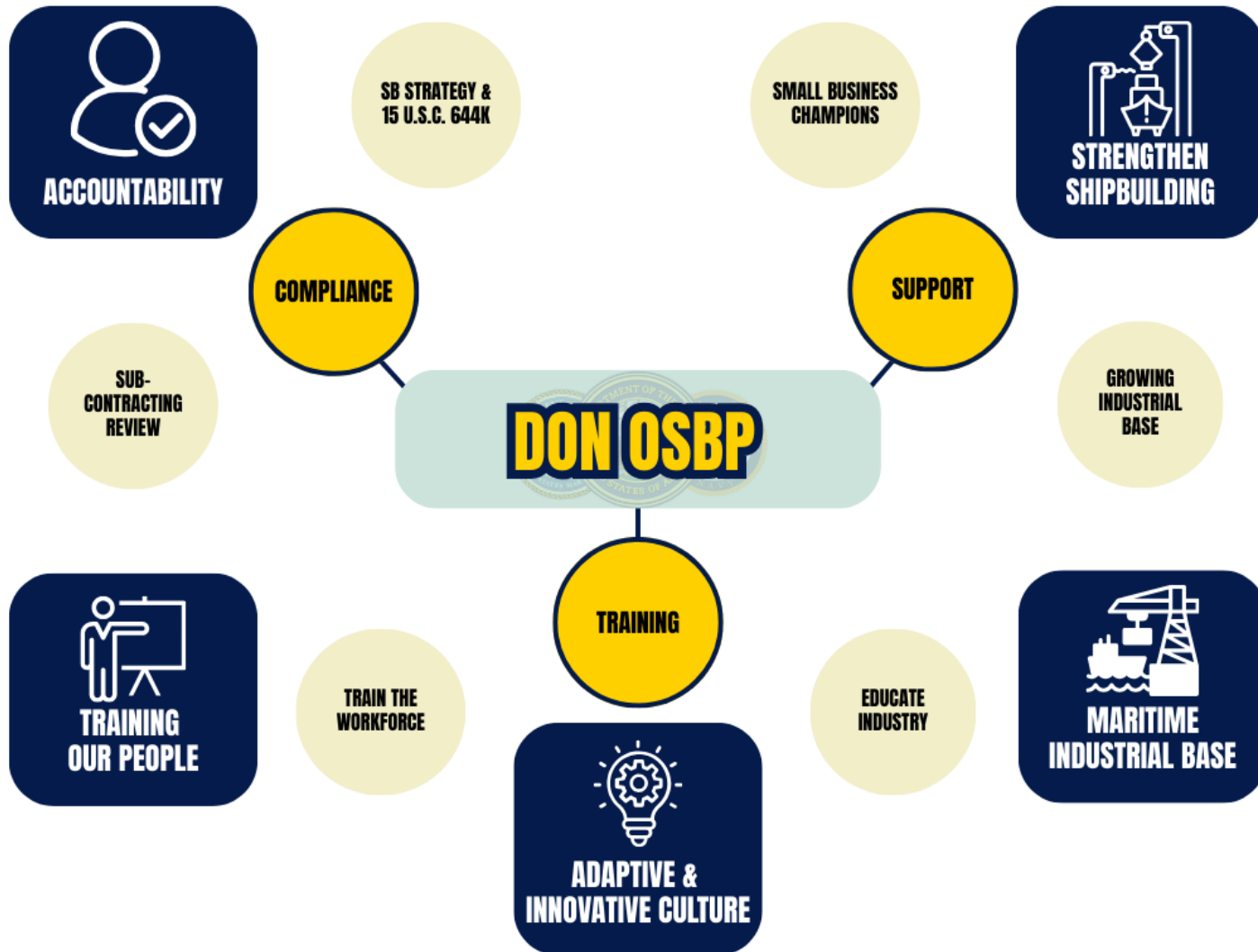


Small Business Professionals – A Valued Part of the Team



Who We Are – What We Do

Office of the Secretary of the Navy Small Business Programs



Small Business Goals

Office of the Secretary of the Navy Small Business Programs



Goals Set by Law

Statutory Goals	FY25
Small Business	23.00%
SDB	5.00%
WOSB	5.00%
SDVOSB	5.00%
HUBZone	3.00%



U.S. Small Business Administration

SBA
Negotiates
Targets with
DoD



DoD Targets	FY25
Small Business	23.17%
SDB	5.00%
WOSB	5.00%
SDVOSB	5.00%
HUBZone	3.00%



DON Targets	FY25
Small Business	15.8%
SDB	5.00%
WOSB	2.35%
SDVOSB	2.25%
HUBZone	1.65%



Agenda

Office of the Secretary of the Navy
Small Business Programs



- History of the Small Business Program
- **Doing Business with the Department of the Navy**
- Getting Procurement Ready
- Small Business Performance and Spend
- Resources and Assistance





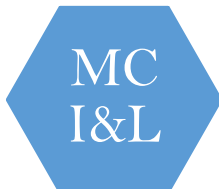
DON's 10 Major Buying Activities Overview

 <p>USMC Installations and Logistics Command</p>	 <p>Marine Corps Systems Command</p>	 <p>Military Sealift Command</p>	 <p>Naval Air Systems Command</p>	 <p>Naval Facilities Engineering Command</p>
 <p>Naval Information Warfare Systems Command</p>	 <p>Office of Naval Research</p>	 <p>Naval Sea Systems Command</p>	 <p>Naval Supply Systems Command</p>	 <p>Strategic Systems Programs</p>



10 Buying Activities

Office of the Secretary of the Navy Small Business Programs



U.S. Marine Corps Installations and Logistics Command (MC I&L)

Drives logistics plans, policies, and initiatives to increase the capability, endurance and reach of the Marine Air Ground Task Force.

Mr. Terry Whitaker, HQMC I&L Small Business Director (Acting),

703-604-3656

www.iandl.marines.mil



FY24 Top 5 Small Business Execution	
NAICS	FY24 SB Awards
541330: ENGINEERING SERVICES	\$67.8M
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$65.6M
541519: OTHER COMPUTER RELATED SERVICES	\$34.6M
493190: OTHER WAREHOUSING AND STORAGE	\$23.9M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$17.6M



Marine Corps Systems Command (MCSC)

Serves as the Department of the Navy's systems command for Marine Corps ground weapon and information technology systems programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

Ms. Naydeen Christian, MCSC Small Business Director (Acting),

703-432-3944

www.marcorsyscom.marines.mil



FY24 Top 5 Small Business Execution	
NAICS	FY24 SB Awards
541330: ENGINEERING SERVICES	\$223.1M
517410: SATELLITE TELECOMMUNICATIONS	\$106.4M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$84.5M
541519: OTHER COMPUTER RELATED SERVICES	\$79.6M
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$27M



10 Buying Activities

Office of the Secretary of the Navy Small Business Programs



Military Sealift Command (MSC)

Operates, supplies, and maintains the ships that provide logistics support, conducts special missions, moves military equipment, supply's combat forces, provides humanitarian relief, and strategically positions combat cargo around the world.

Ms. Leah Baker, MSC Small Business Director,

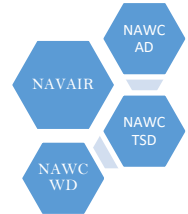
757-443-2717

www.msc.usff.navy.mil



FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
483111: DEEP SEA FREIGHT TRANSPORTATION	\$573.9M
336611: SHIP BUILDING AND REPAIRING	\$348.8M
481212: NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION	\$51.9M
541330: ENGINEERING SERVICES	\$46.9M
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$45.4M



Naval Air Systems Command (NAVAIR)

Provides full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines, including research, design, engineering, acquisition, test and evaluation, and logistics support.

Ms. Irma Alvarez-Alexander, NAVAIR Small Business Director (Acting),

703-757-9044

www.navair.navy.mil



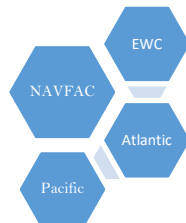
FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
541330: ENGINEERING SERVICES	\$956.4M
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$687.6M
336411: AIRCRAFT MANUFACTURING	\$267.9M
488190: OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$155.9M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$89.9M



10 Buying Activities

Office of the Secretary of the Navy Small Business Programs



Naval Facilities Engineering Command (NAVFAC)

Plans, builds, maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

Ms. Bianca Henderson, NAVFAC Small Business Director,

202-685-9129

www.navfac.navy.mil



FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
236220: COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2.4B
561210: FACILITIES SUPPORT SERVICES	\$442.8M
541330: ENGINEERING SERVICES	\$436M
238220: PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$225.7M
237130: POWER AND COMMUNICATION LINE CONSTRUCTION	\$217.9M



Naval Sea Systems Command (NAVSEA)

Design, build, deliver, and maintain ships and systems on time and on cost for the United States Navy.

Ms. Anne Bannister, NAVSEA Small Business Director,

202-781-2061

www.navsea.navy.mil



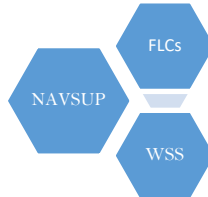
FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
541330: ENGINEERING SERVICES	\$1.6B
336611: SHIP BUILDING AND REPAIRING	\$1.2B
541715: RESEARCH AND DEVELOPMENT	\$249.1M
334511: SEARCH, DETECTION, AND NAVIGATION SYSTEMS	\$179.1M
336612: BOAT BUILDING	\$110.4M



10 Buying Activities

Office of the Secretary of the Navy Small Business Programs



Naval Supply Systems Command (NAVSUP)

Provides supplies, services, and quality-of-life support to the Navy and Joint Warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems.

Mr. Chris Espenshade, NAVSUP Small Business Director,

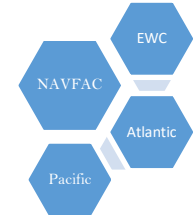
717-605-1663

www.navsupsup.navy.mil



FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
541330: ENGINEERING SERVICES	\$539.5M
541519: OTHER COMPUTER RELATED SERVICES	\$142.4M
561210: FACILITIES SUPPORT SERVICES	\$123.1M
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$121.4M
332919: OTHER METAL VALVE AND PIPE FITTING MANUFACTURING	\$74.5M



Naval Information Warfare Systems Command (NAVWAR)

Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

Ms. Kimberly Reidy, NAVWAR Small Business Director,

858-537-0314

www.navwar.navy.mil



FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
541330: ENGINEERING SERVICES	\$1.1B
541519: OTHER COMPUTER RELATED SERVICES	\$397.7M
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$149.9M
541715: RESEARCH AND DEVELOPMENT IN PHYSICAL, ENGINEERING, AND LIFE SCIENCES	\$147.2M
334290: OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$67.7M



10 Buying Activities

Office of the Secretary of the Navy Small Business Programs



Office of Naval Research (ONR)

Plans, fosters, and encourages scientific research to the maintenance of future naval power.

Mr. Andrew Chappell, ONR Small Business Director (Acting),

703-696-6994

www.onr.navy.mil



FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$698M
541330: ENGINEERING SERVICES	\$103M
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$18.2M
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$13.3M
541519: OTHER COMPUTER RELATED SERVICES	\$12M



Strategic Systems Programs (SSP)

Direct the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

Ms. Marita Thompson, SSP Small Business Director,

202-685-9129

www.ssp.navy.mil



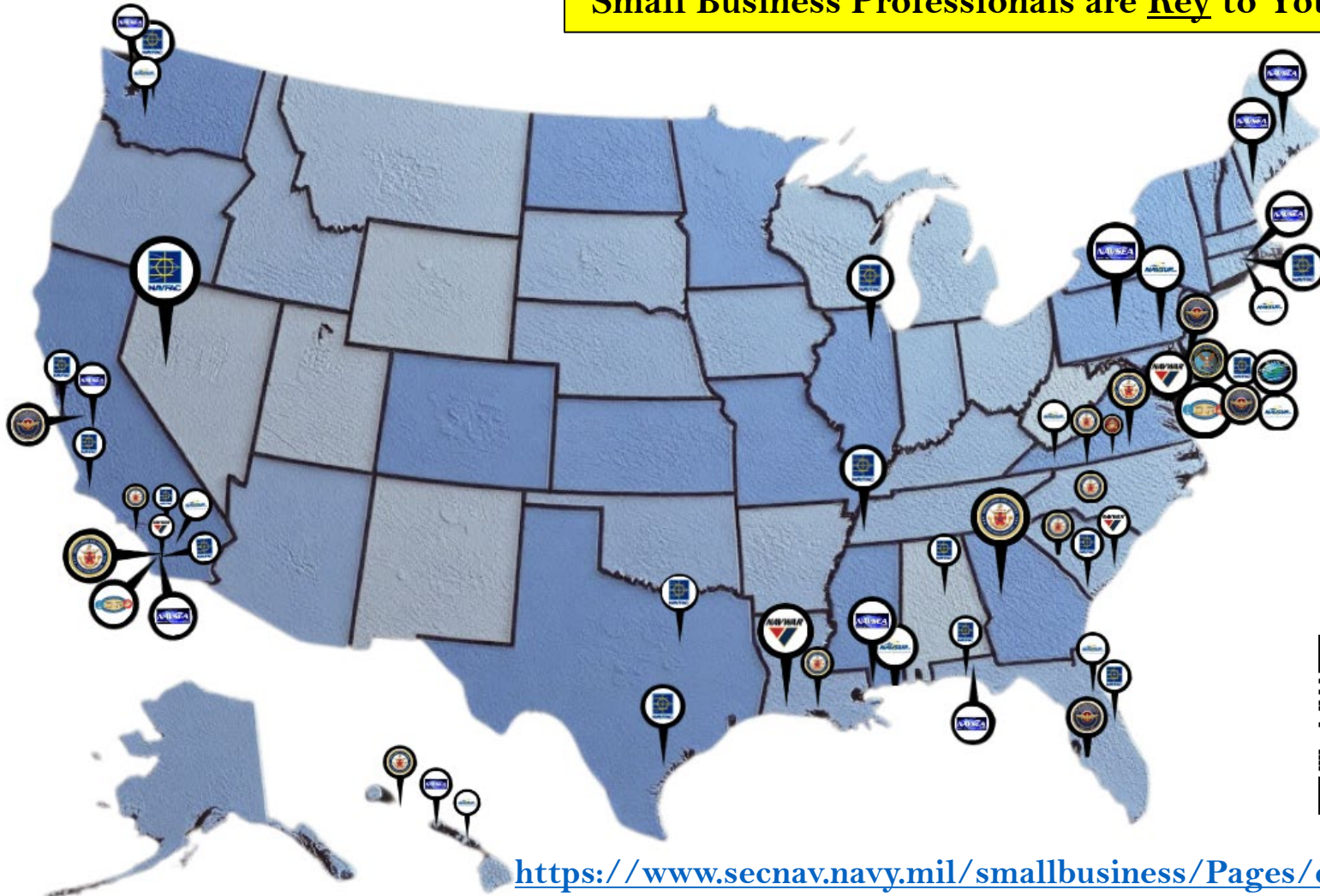
FY24 Top 5 Small Business Execution

NAICS	FY24 SB Awards
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$52M
541330: ENGINEERING SERVICES	\$31.2M
541519: OTHER COMPUTER RELATED SERVICES	\$15.5M
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$9.2M
541612: HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)	\$7.8M





Small Business Professionals are Key to Your Success!



<https://www.secnav.navy.mil/smallbusiness/Pages/default.aspx/>





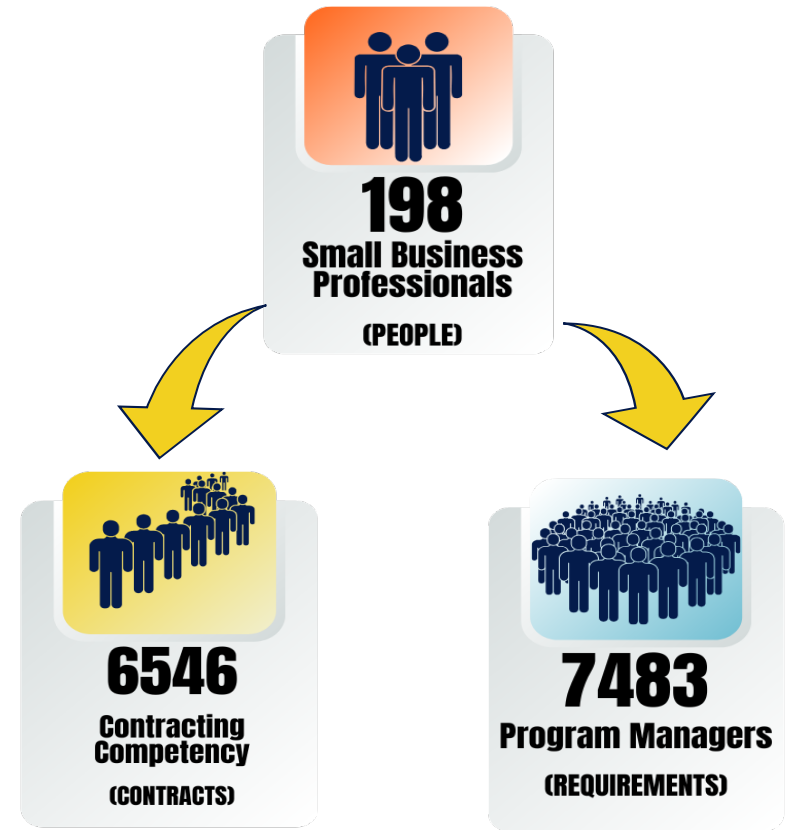
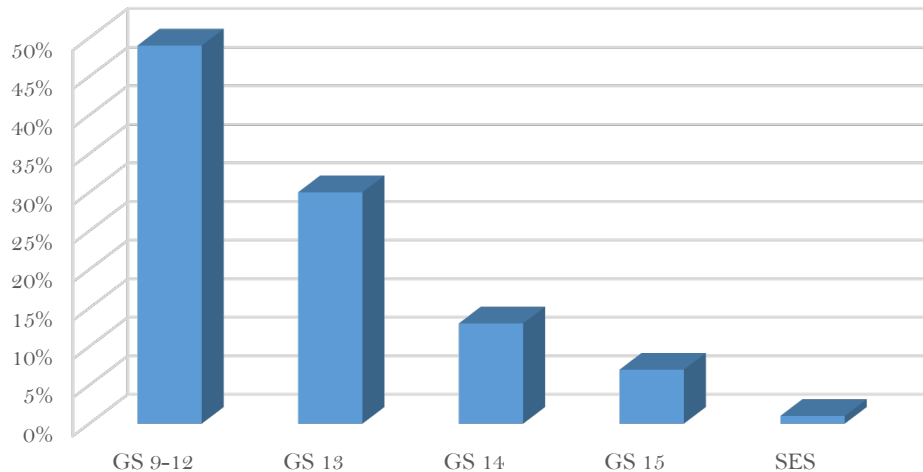
Workforce by the Numbers

Office of the Secretary of the Navy
Small Business Programs



The DON Processes
Nearly **195,000** Contract
Actions Annually -
SBP's Review Nearly **50%**

SBP Workforce Demographics





Primary Program Goals:

- Use small business to develop innovative technology to meet the broad range of DON needs
- Insert SBIR/STTR technologies and products in platforms and systems that help DON achieve its mission

About the Program:

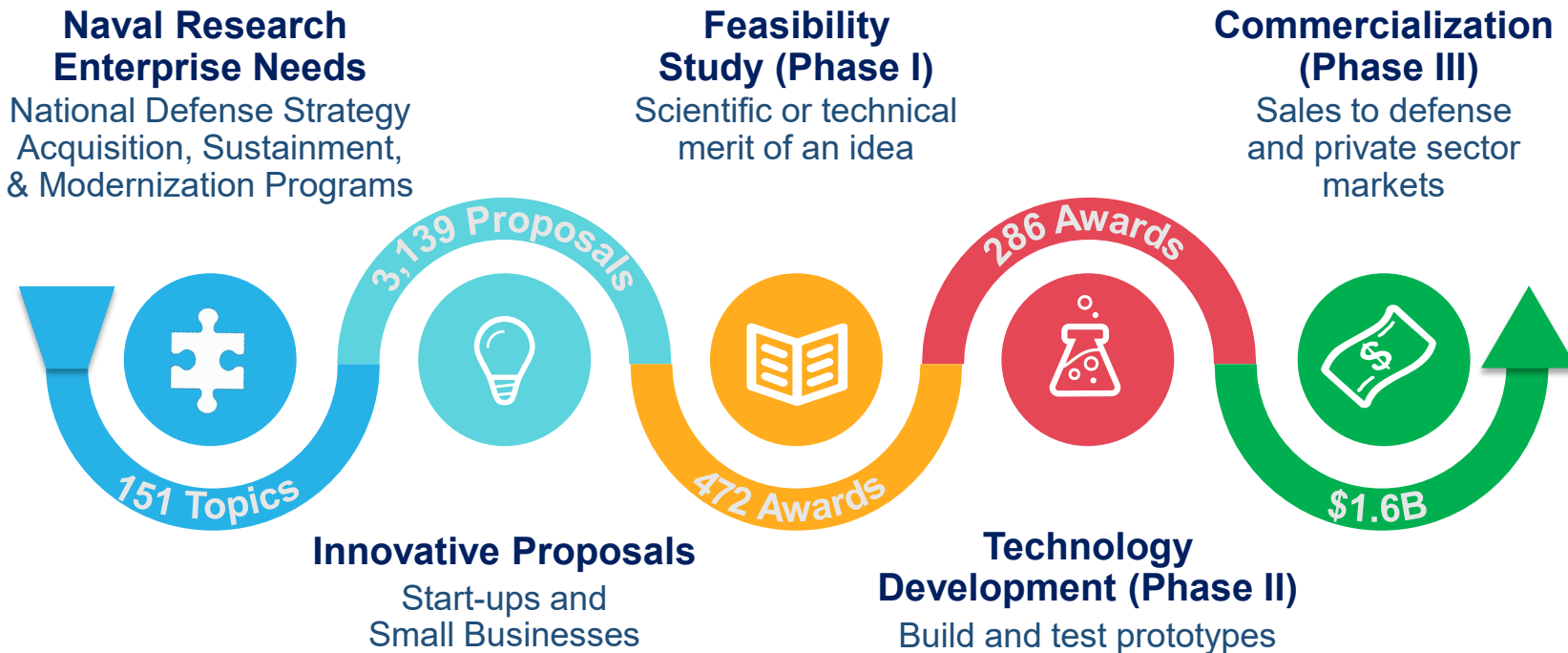
- Acquisition-driven process with strong technology pull
- \$300M in annual funding to support small business technology innovation
- Wide range of SBIR/STTR topics driven by the requirements holders
- Attracts significant non-SBIR program (mission) funds investment
- New BAA topics posted the 1st Wed of every month
- Navy is the only branch that provides support between phases

www.navysbir.com





Delivering Innovation to Our Warfighters – FY24



DON topics derive from Warfighter-driven needs and identify a transition end state



Agenda

Office of the Secretary of the Navy
Small Business Programs



- History of the Small Business Program
- Doing Business with the Department of the Navy
- **Getting Procurement Ready**
- Small Business Performance and Spend
- Resources and Assistance





- SBA offers and teams with local partners to counsel, mentor, and train small businesses, entrepreneurs, and innovative suppliers



Free business counseling



SBA guaranteed business loans

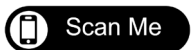


Home & business disaster loans



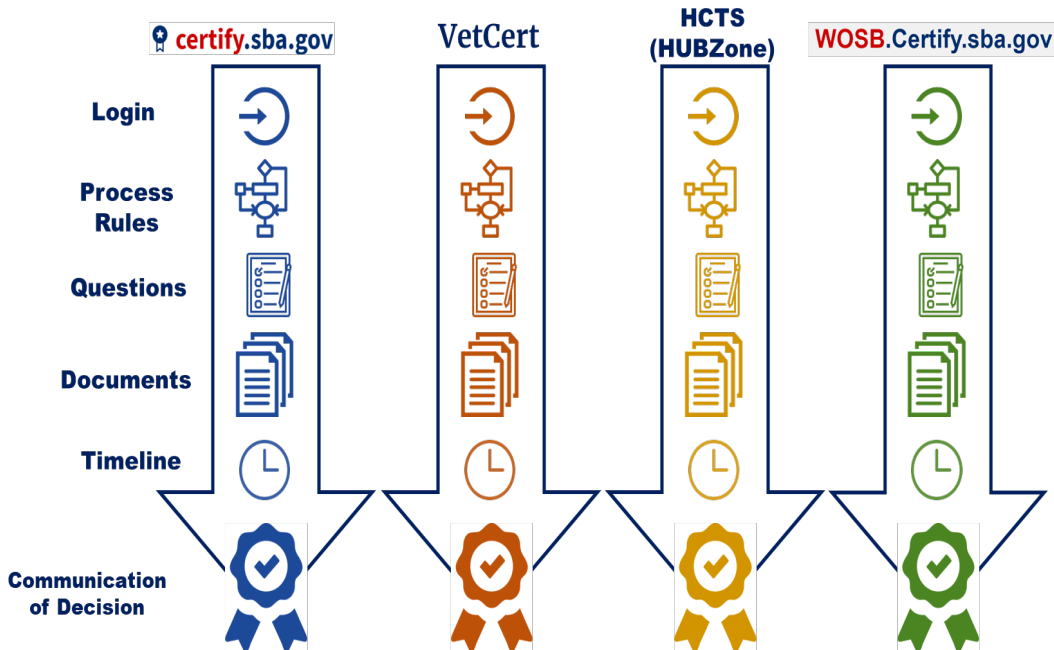
Federal government contracting

- Website has links to District and Regional Offices as well as local resources
 - Mentorship by Service Corps of Retired Executives (SCORE)
 - Small Business Development Centers (SBDC)
 - Women's Business Centers (WBCs)
 - U.S. Export Assistance Centers
 - Veterans Business Outreach Centers (VBOCs)



SBA Previous Certifications

Office of the Secretary of the Navy
Small Business Programs



Previous Customer Experience

- Four different systems
- Four different logins
- Four processes with varying rules
- Four sets of the same questions
- Four sets of the same documents to upload
- Four different processes and approval cycle times
- Four different notification methods
- Four different leadership teams for reviews/decisions

....and this is just for first application, it doesn't address re-certification or changes to the business



SBA Certification Today

Office of the Secretary of the Navy
Small Business Programs



Vision
Eligible small businesses will more effectively compete in the federal marketplace by quickly accessing multiple set-aside program certifications through a simple unified system

- ### SBA Certification Customer Experience
- ✓ One log-in
 - ✓ One common application
 - ✓ One document repository
 - ✓ Common terminology
 - ✓ Common processing business rules
 - ✓ Common decision timeline
 - ✓ Streamlined, timely review process
 - ✓ Single portal customer service support
 - ✓ Same team processing all 4 certifications





➤ System for Award Management (SAM)

- To be eligible for traditional contract awards, businesses must be registered in SAM.gov
- Research contracting data to understand needs of the government



Scan Me

The screenshot shows the SAM.gov homepage. At the top, there are fields for Username and Password, with links for 'Forgot Username?', 'Forgot Password?', 'Log In', and 'Create an Account'. Below this is a navigation bar with links for HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A red alert message states: 'ALERT: If you are registering a new entity in SAM.gov, you must provide an original, signed notarized letter stating that you are the authorized Entity Administrator before your registration will be activated. Read our FAQs to learn more about this process change.' Below the alert, a text block explains that SAM is an official website of the U.S. government with no cost to use. A list of actions includes: Register to do business with the U.S. government, Update or renew your entity registration, Check status of an entity registration, and Search for entity registration and exclusion records. The 'Getting Started' section features three main actions: 'Create A User Account' (with a person icon), 'Register Entity' (with a folder icon), and 'Search Records' (with a magnifying glass icon). Each action includes a brief description of the next steps.

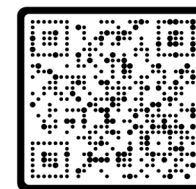
The screenshot shows the 'Contract Data' page on SAM.gov. It features a header with the SAM.GOV logo and navigation links for Home, Search, Data Bank, Data Services, and Help. A 'Sign In' button is in the top right. The main content area is titled 'Contract Data' and includes a 'Legacy Website FPDS' link. A text block explains the transition from FPDS to the DataBank, stating that the DataBank is the only place to go to create and run contract data reports. Below this, there are three expandable sections: 'Full class on contract data reports', 'Ad hoc reports topics', and 'Intermediate and advanced topics'. At the bottom, there are three columns for 'Standard Reports', 'Ad Hoc Reports', and 'Administrative Reports', each with a brief description and links to reference guides and lists of available reports.





www.neco.navy.mil

NECO is the centerpiece of the Navy's paperless process strategy. Navy Electronic Commerce Online Vendors should register with NECO to Submit Bids and receive Daily Procurement Opportunities. NECO Registration requires a valid CAGE Code, which can be obtained from the SAM System.



Scan Me



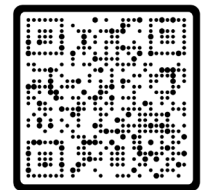
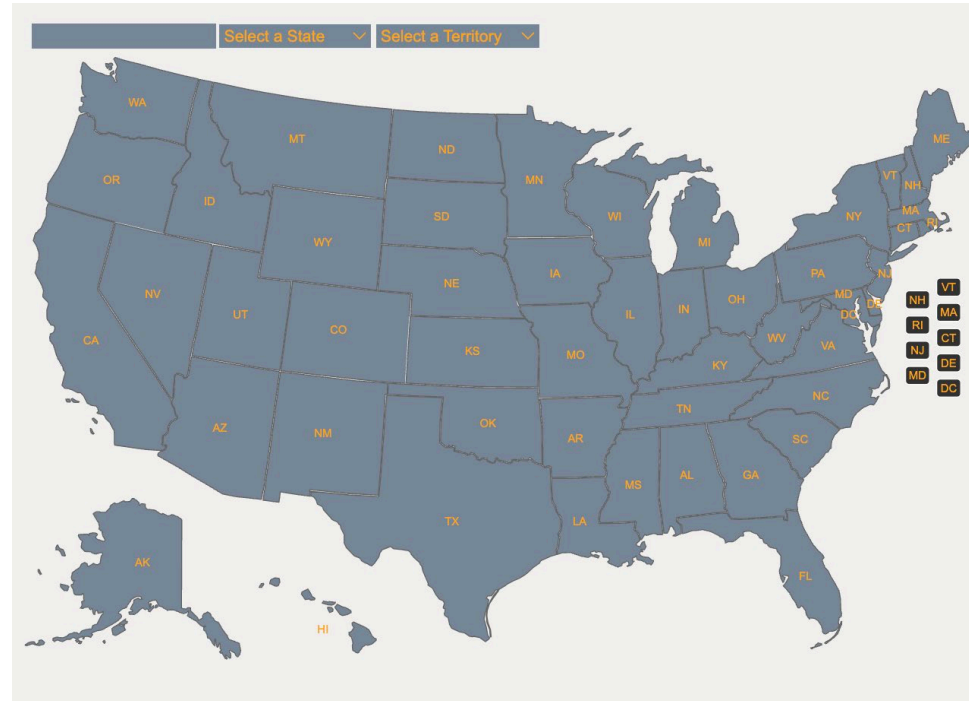


subnet.sba.gov/client/dsp_Landing.cfm

SubNet is the SBA's Subcontracting Network System for federal government subcontracting opportunities. It is a free database for small businesses seeking opportunities and large businesses desiring to post small business subcontracting opportunities (e.g., solicitations, sources sought, outreach events).

1. Identify concrete, tangible opportunities.
2. Identify key business markets.
3. One Stop Shop to advertise.

There is no registration or fees required to search for opportunities.



Scan Me



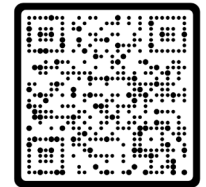
APEX Accelerators

Office of the Secretary of the Navy
Small Business Programs

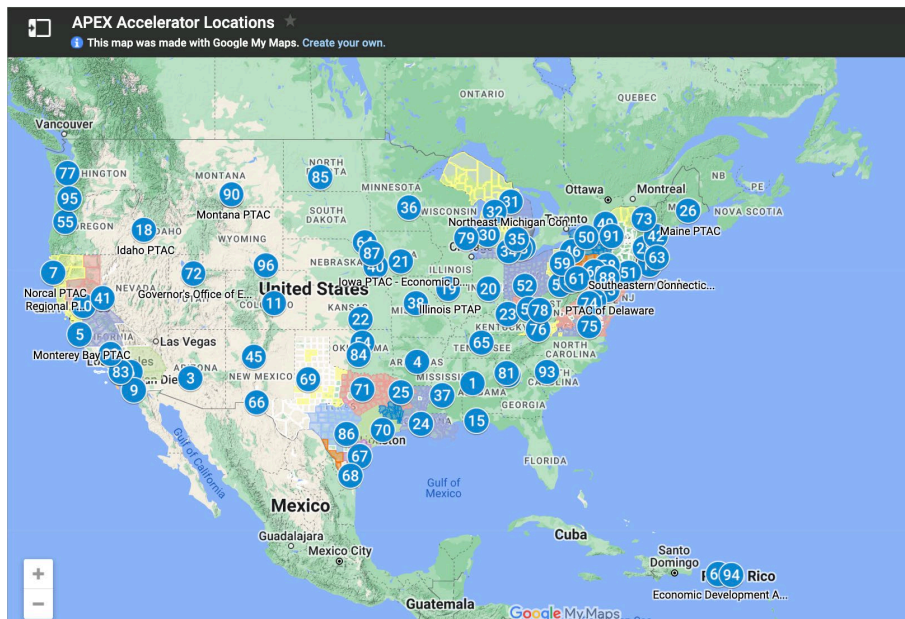


www.apexaccelerators.us

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.



Scan Me



APEX ACCELERATORS



<https://www.secnav.navy.mil/smallbusiness>

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"Small Business -
The *First* Option"

Agenda

Office of the Secretary of the Navy
Small Business Programs



- History of the Small Business Program
- Doing Business with the Department of the Navy
- Getting Procurement Ready
- **Small Business Performance and Spend**
- Resources and Assistance

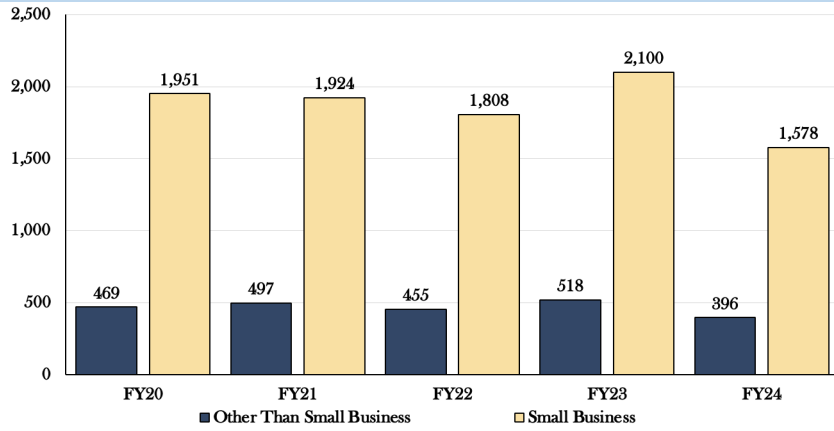


Growing the Industry

Office of the Secretary of the Navy Small Business Programs



DON Industrial Base New Entrants



FY24 DON Industrial Base (IB)

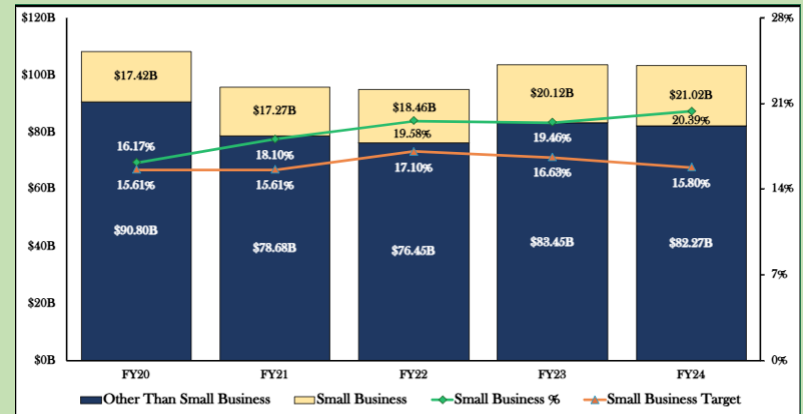
Snapshot

+ 1,974 Businesses *ENTERED* IB
\$2.07B awards for “new” Vendors

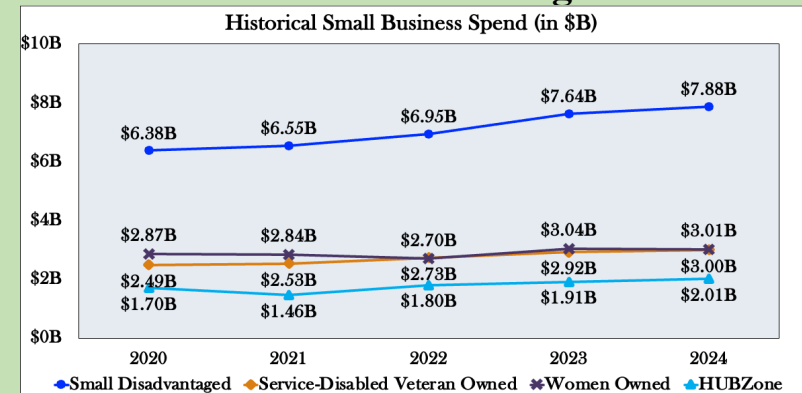
Notes: FY24 data validated as of 20 October 2025

*Entered - Min. \$10K prime awards in FY24 and \$0 between FY19 & FY23

Since FY 2020, the DON has **INCREASED** Small Business execution by **20%**. From \$17.4B in 2020 to \$21.02B in 2024.



Record Setting Increases Year Over Year in Socio Economic Categories

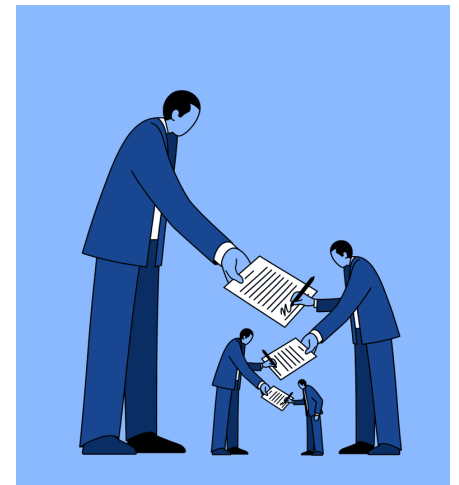




- Large Business engagements to discuss sub-contracting supplier base
- Contractor Performance Assessment Reporting System (CPARS) tracking
- Engaging with the SBA to assist with sub-contract monitoring

Coming Soon

- Training for industry and government acquisition personnel
- Updating contract wording to promote sub-contracting
- Piloting the Small Business Participation Commitment Document (SBPCD) to hold primes accountable to their sub-contracting plans
 - Current pilot tests have seen \$276M committed to sub-contracting



Navy Overall YTD – FY24

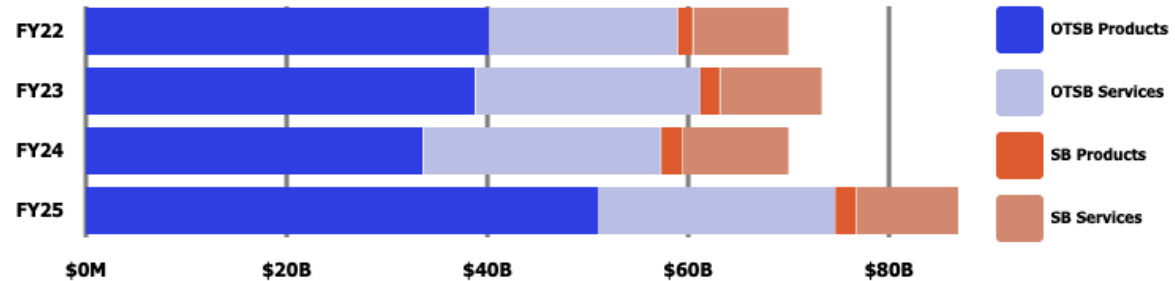
Office of the Secretary of the Navy Small Business Programs



Department of the Navy

Fiscal Year 2025 FPDS-NG Data as of 06 July 2025

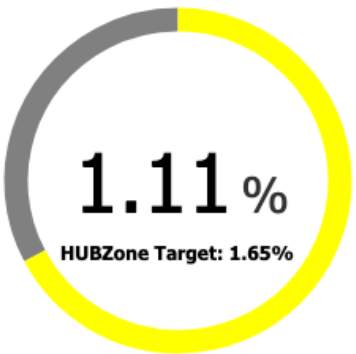
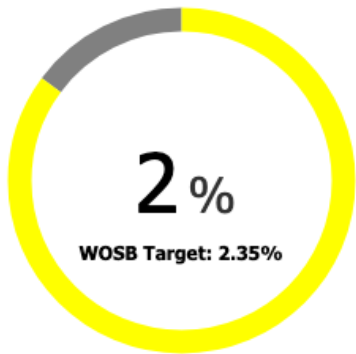
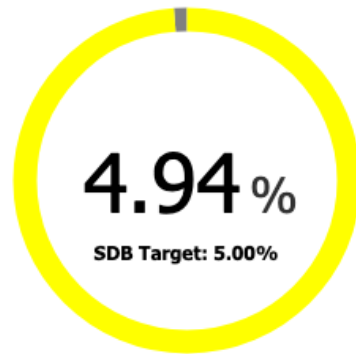
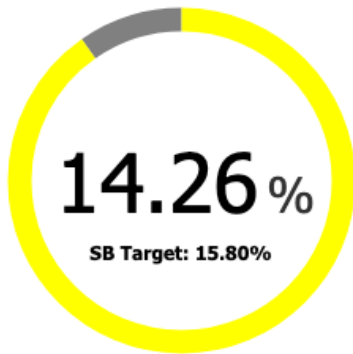
Fiscal Year 2022, 2023, 2024 and 2025 Year-to-Date Prime Contract Awards through 06 July 2025



Total: \$86.895B

\$74.666B | **\$12.388B**
Other Than SB | Small Business

Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for \$158.41M in additional FY25 SB awards.



\$12,387,857,781

Small Business

\$4,294,091,660

Small Disadvantaged

\$1,790,302,991

Service-Disabled

\$1,734,431,765

Women Owned

\$961,748,849

HUBZone



Navy Overall FY24

Office of the Secretary of the Navy Small Business Programs



Department of the Navy

Validated Fiscal Year 2024 FPDS-NG/SAM.gov Awarding Data as of 20 February 2025



Total: \$103.103B

\$82.273B

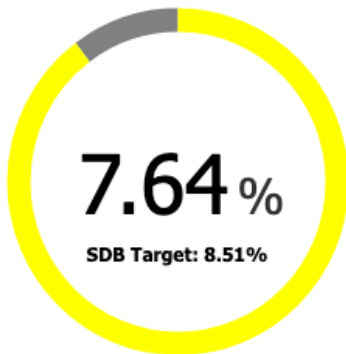
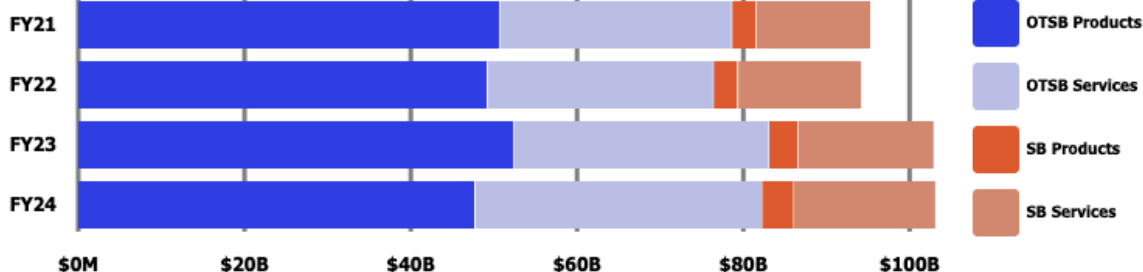
Other Than SB

\$21.024B

Small Business

Per NDAA 2019 Small Business Local Area Set Aside Awards were "double credited" and accounted for \$194.63M in additional FY24 SB awards.

Validated Full Fiscal Year 2021, 2022, 2023 and 2024 Prime Contract Awards as of 20 February 2025



\$21,023,846,268
Small Business

\$7,875,831,534
Small Disadvantaged

\$3,001,430,911
Service-Disabled

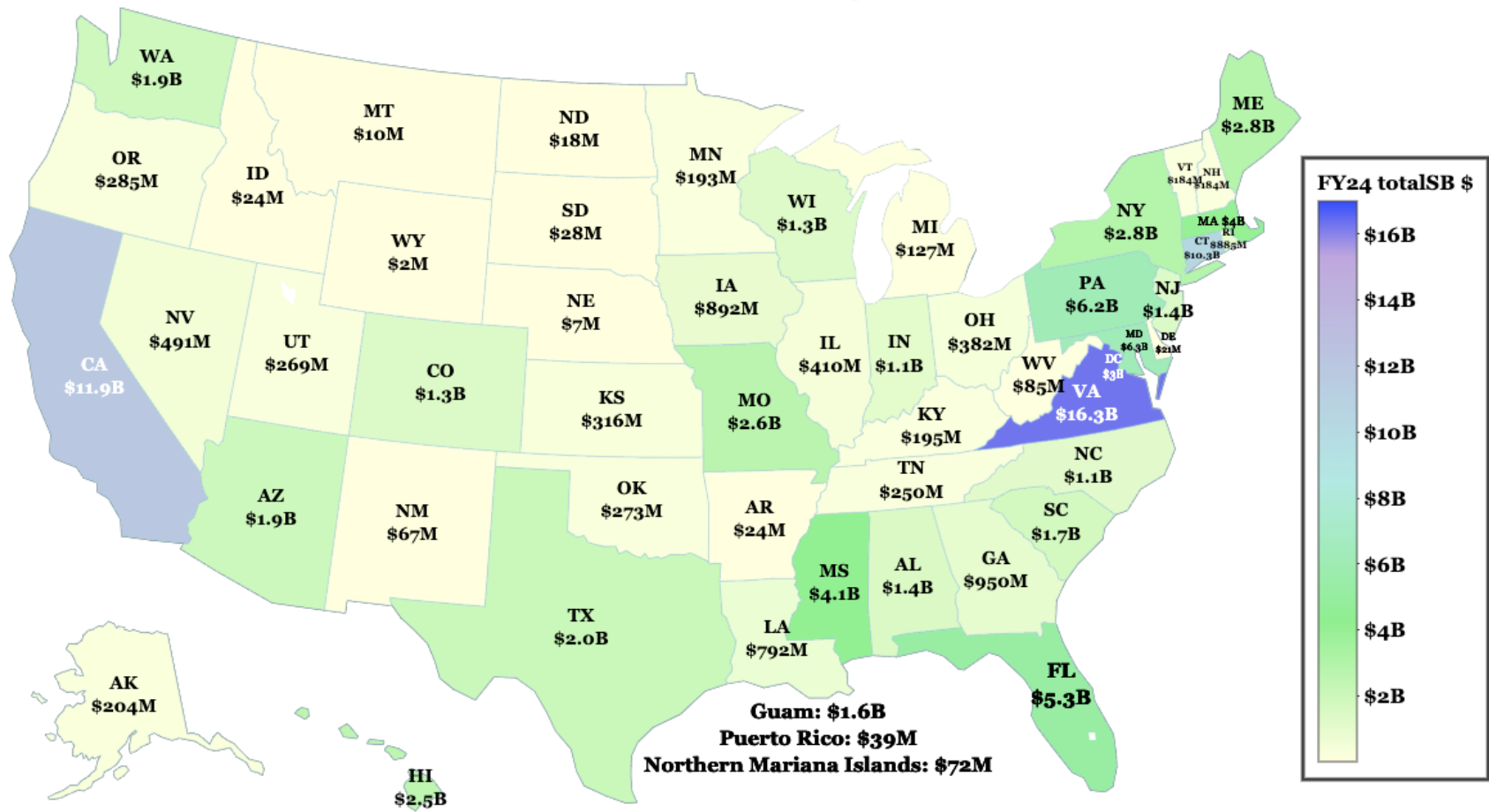
\$3,007,433,340
Women Owned

\$2,013,923,138
HUBZone





Validated FY24 Department of the Navy - Place of Performance Total Prime Awards (\$103B)

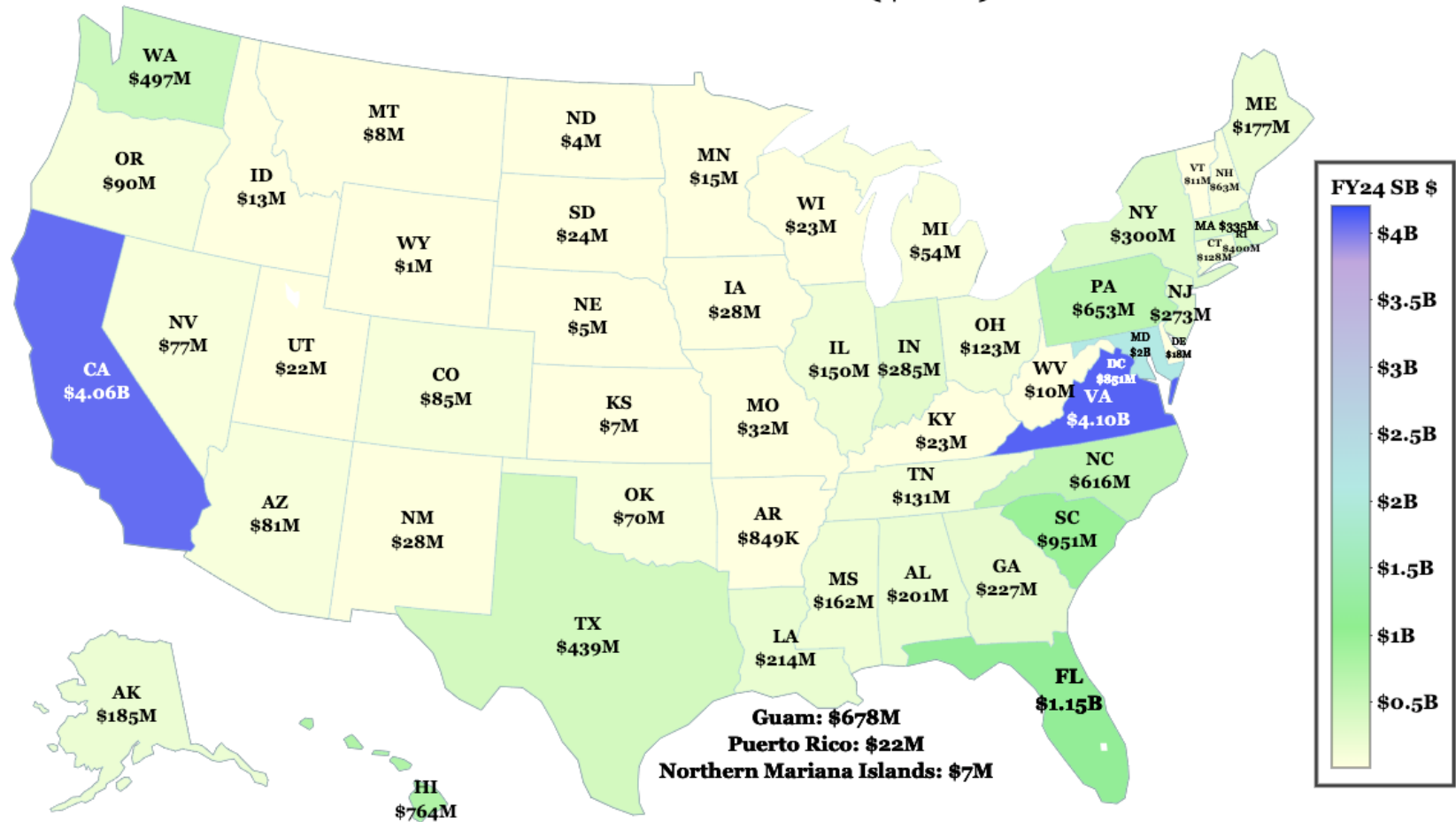


Data Source: Validated Full Fiscal Year 2024 prime awarding data from the FPDS-NG/SAM.gov 'Small Business Achievements by Awarding Organization' Report as of 20 February 2025.





Validated FY24 Department of the Navy - Place of Performance Prime Small Business Awards (\$21B)

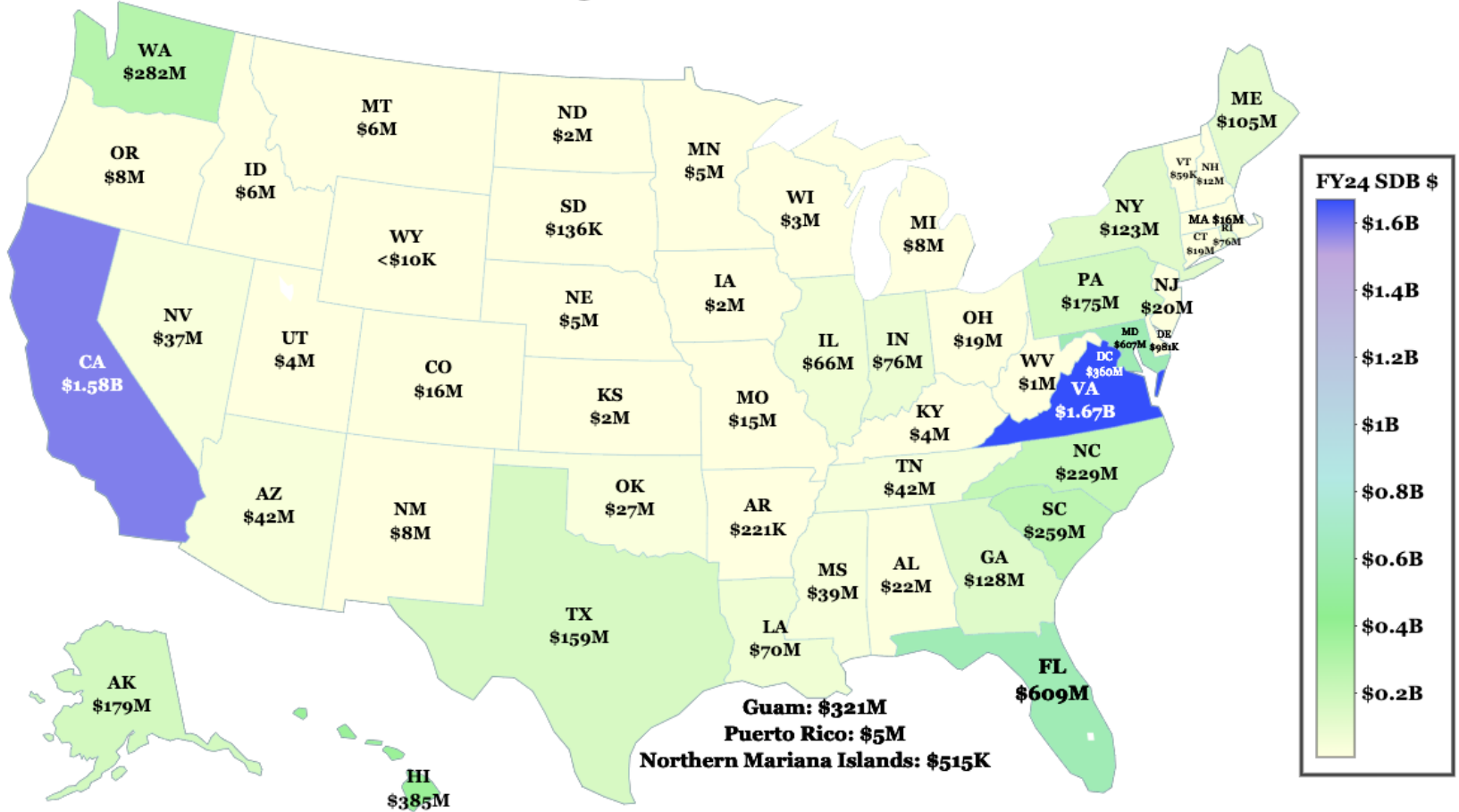


Data Source: Validated Full Fiscal Year 2024 prime awarding data from the FPDS-NG/SAM.gov 'Small Business Achievements by Awarding Organization' Report as of 20 February 2025.





**Validated FY24 Department of the Navy - Place of Performance
Prime Small Disadvantaged Business Awards (\$7.8B)**

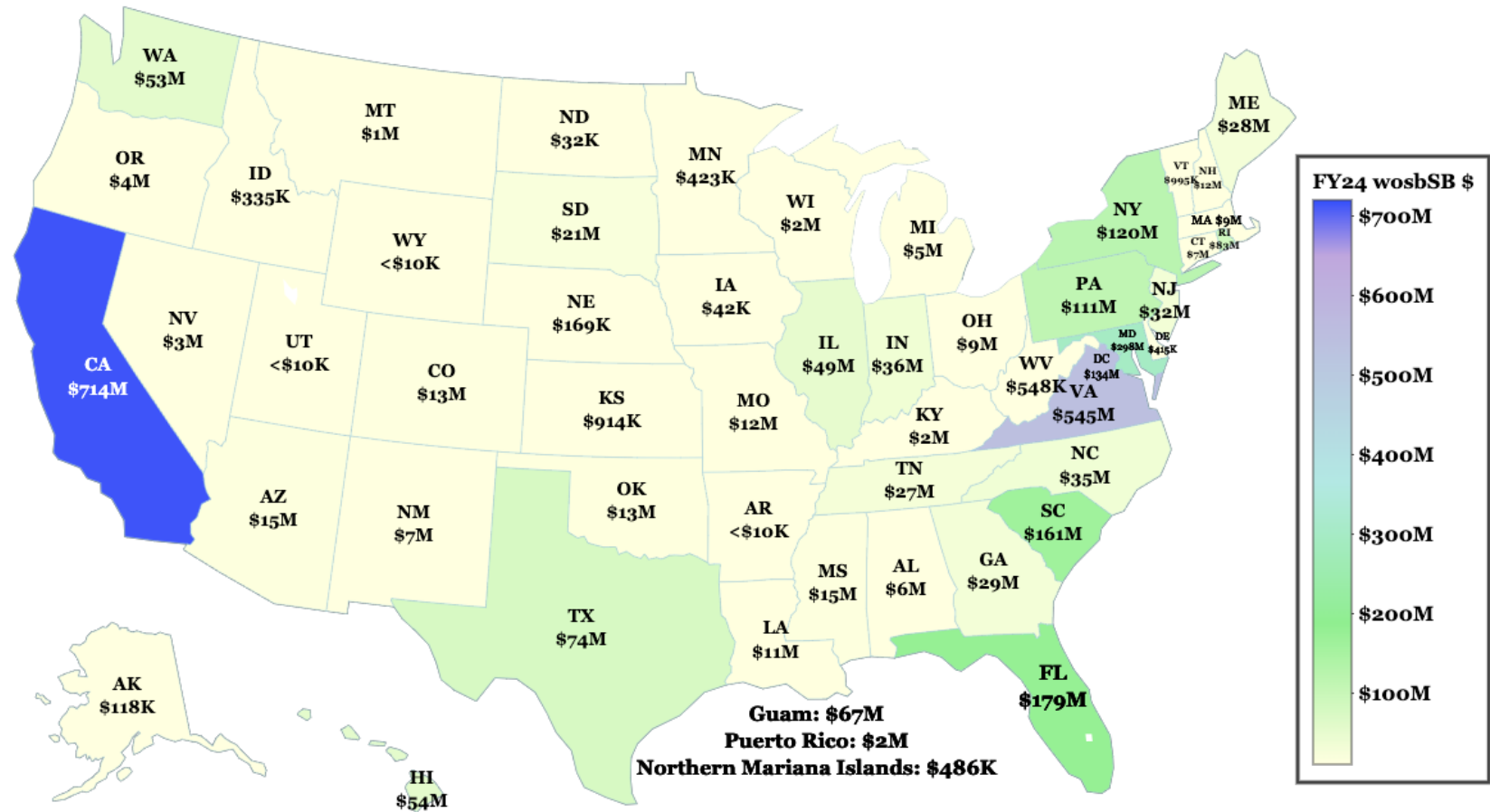


Data Source: Validated Full Fiscal Year 2024 prime awarding data from the FPDS-NG/SAM.gov 'Small Business Achievements by Awarding Organization' Report as of 20 February 2025.





**Validated FY24 Department of the Navy - Place of Performance
Prime Women Owned Small Business Awards (\$3B)**



Data Source: Validated Full Fiscal Year 2024 prime awarding data from the FPDS-NG/SAM.gov 'Small Business Achievements by Awarding Organization' Report as of 20 February 2025.

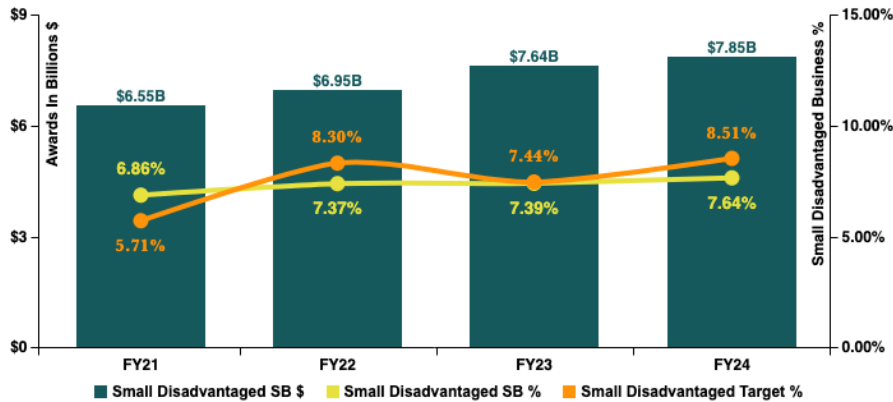


FY 21-24 Socioeconomic Trends

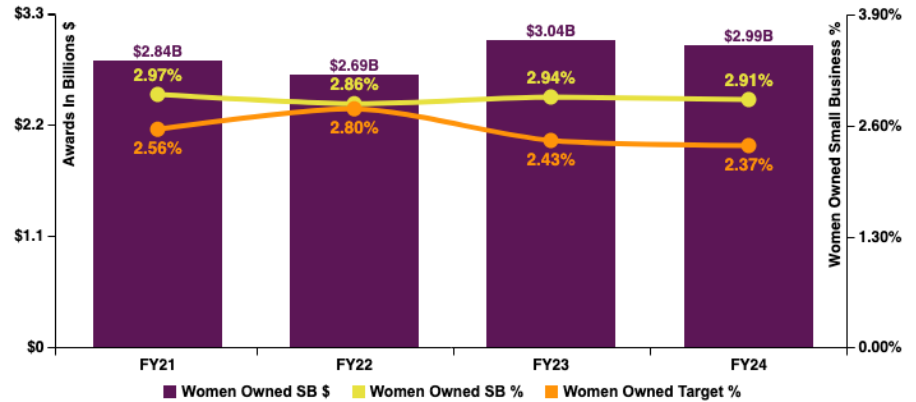
Office of the Secretary of the Navy Small Business Programs



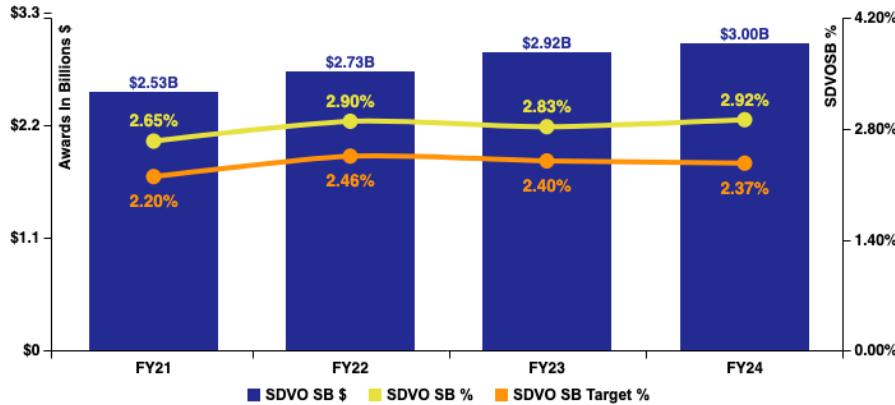
Small Disadvantaged Business



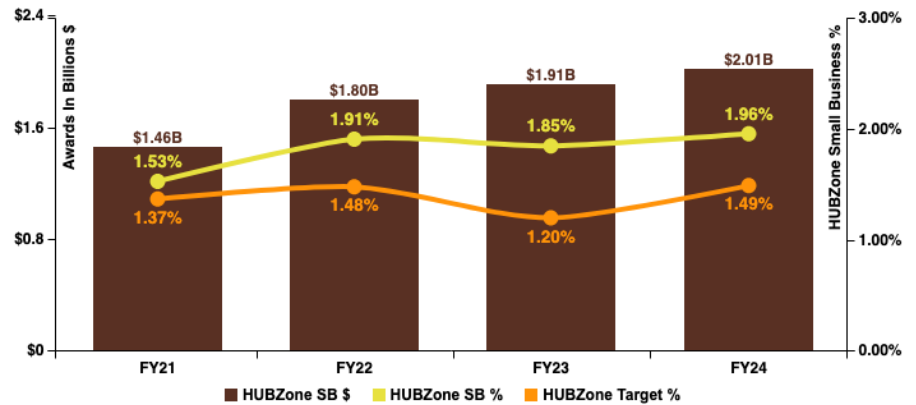
Women Owned Small Business



Service-Disabled Veteran Owned SB



HUBZone Small Business

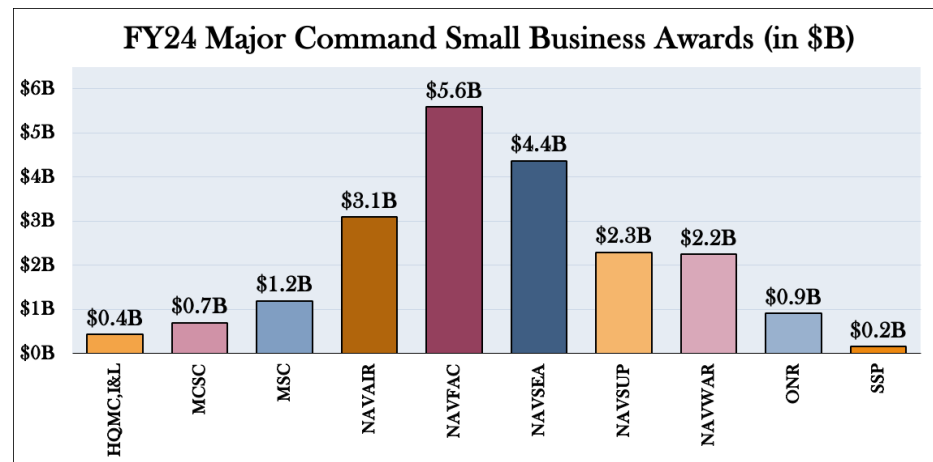
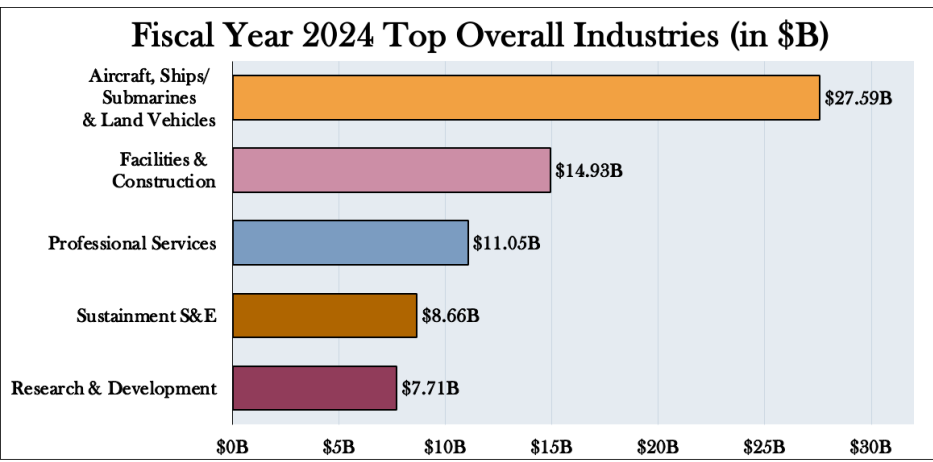
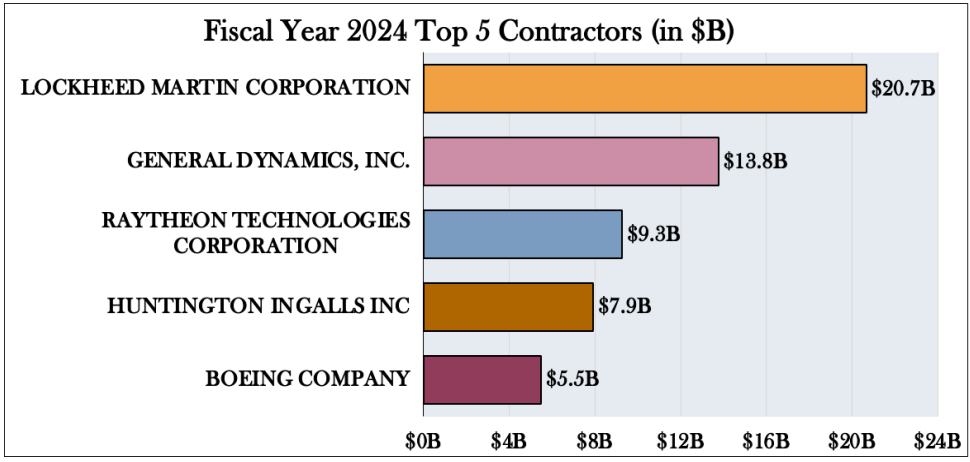
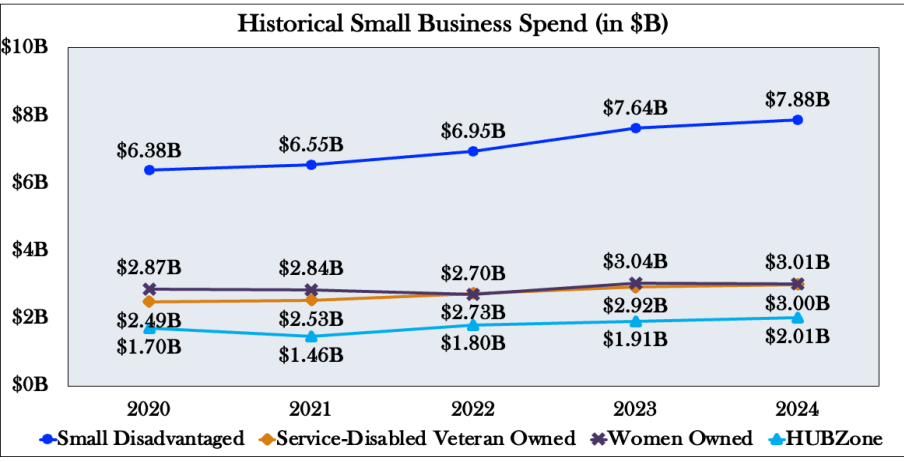


Data Source: Validated full fiscal year data for FY21, FY22, FY23, and FY24 as of 20 February 2025 from SAM.gov using the "Small Business Achievement by Awarding Agency" report. All data have the SBA Small Business Goaling Exclusions applied.



FY24 Metrics

Office of the Secretary of the Navy Small Business Programs

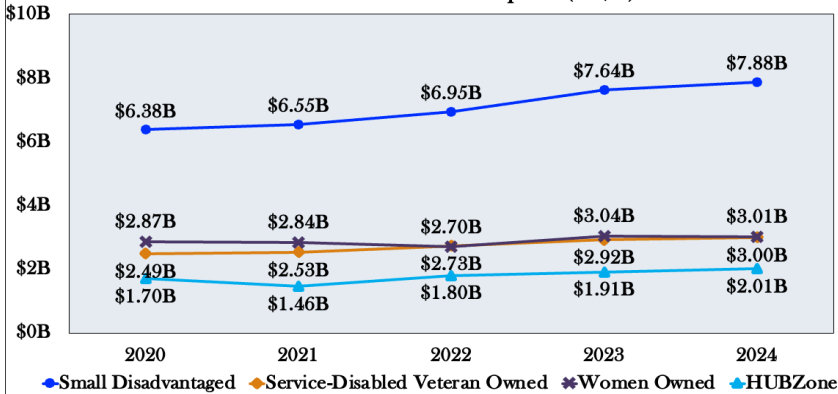


Data Source: Validated Fiscal Year 2024 SAM.gov Awarding Data on 20 February 2025

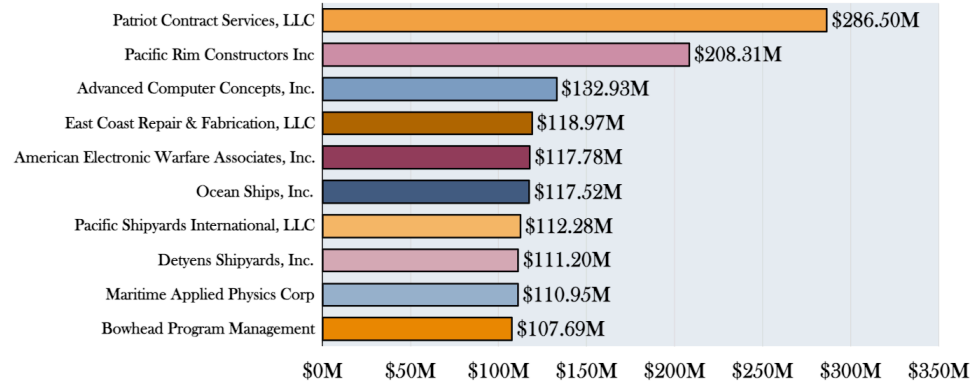




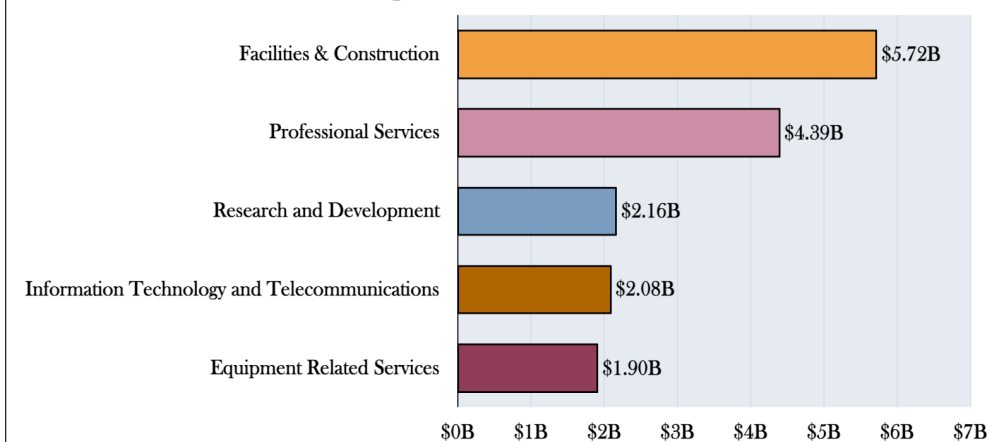
Historical Small Business Spend (in \$B)



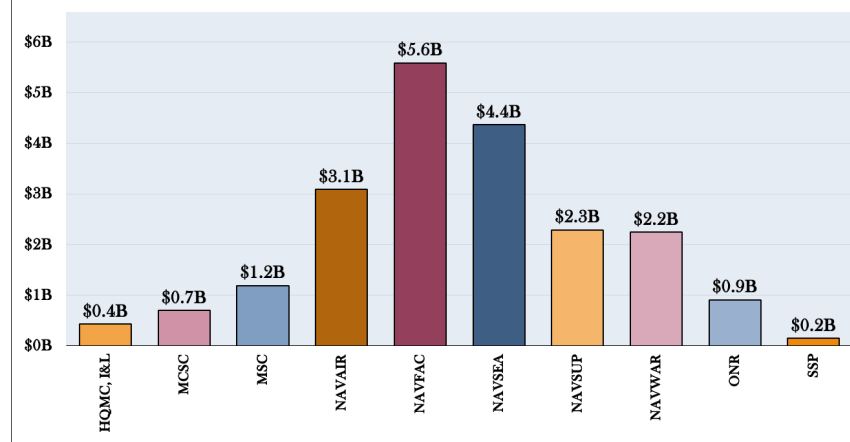
Fiscal Year 2024 Top 10 Small Business Contractors (in \$M)



Fiscal Year 2024 Top 5 Small Business Industries (in \$B)



FY24 Major Command Small Business Awards (in \$B)



Data Source: Validated Fiscal Year 2024 SAM.gov Awarding Data on 20 February 2025

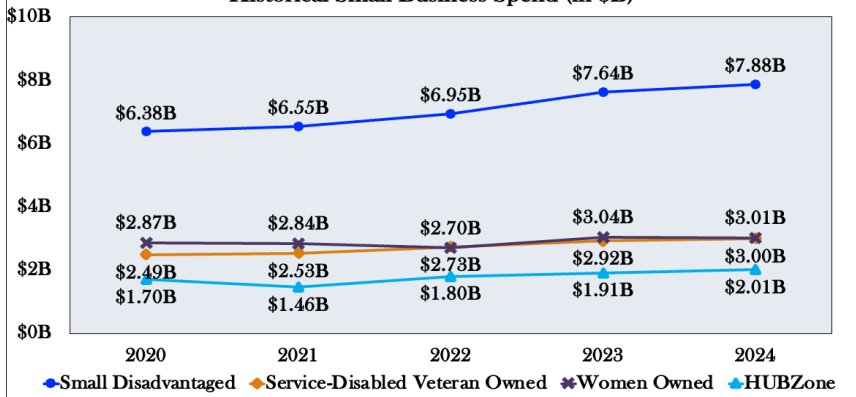


FY24 Small Business Metrics

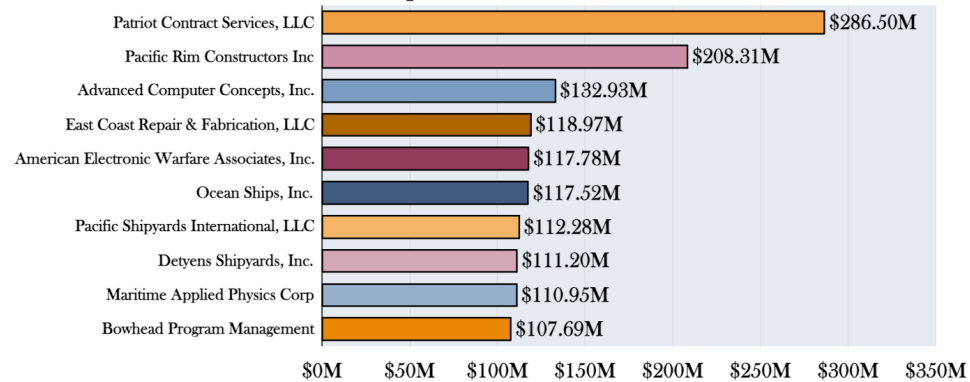
Office of the Secretary of the Navy Small Business Programs



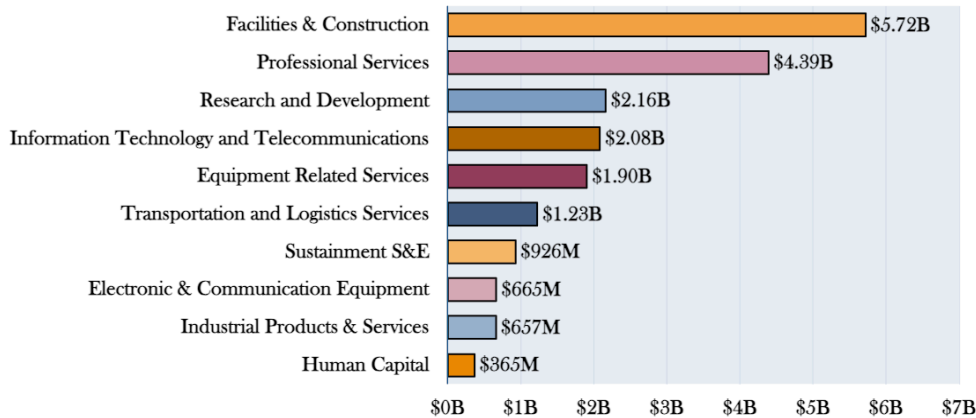
Historical Small Business Spend (in \$B)



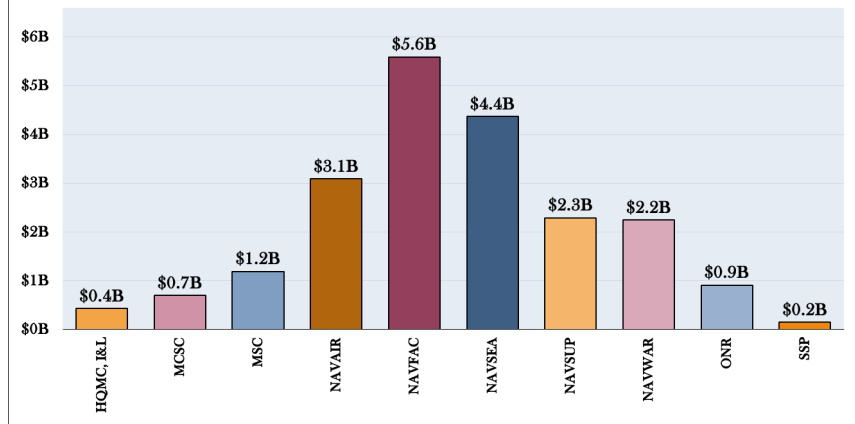
Fiscal Year 2024 Top 10 Small Business Contractors (in \$M)



Fiscal Year 2024 Top 10 Small Business Industries (in \$B)



FY24 Major Command Small Business Awards (in \$B)



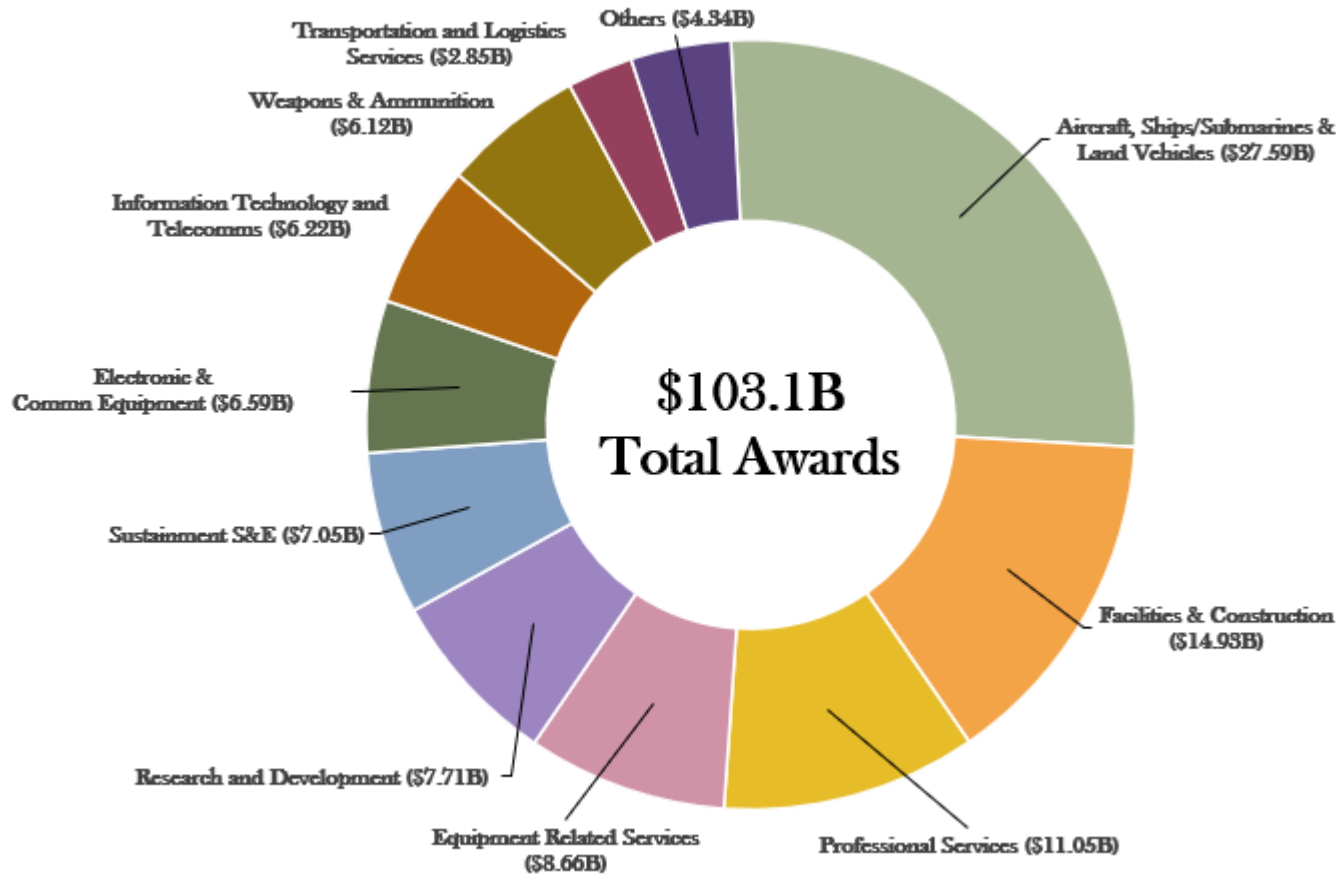
Data Source: Validated Fiscal Year 2024 SAM.gov Awarding Data on 20 February 2025





DON Acquires a Variety of Goods & Services

Fiscal Year 2024 Validated Portfolio Groups - Total



Data Source: Validated Fiscal Year 2024 SAM.gov Awarding Data on 20 February 2025

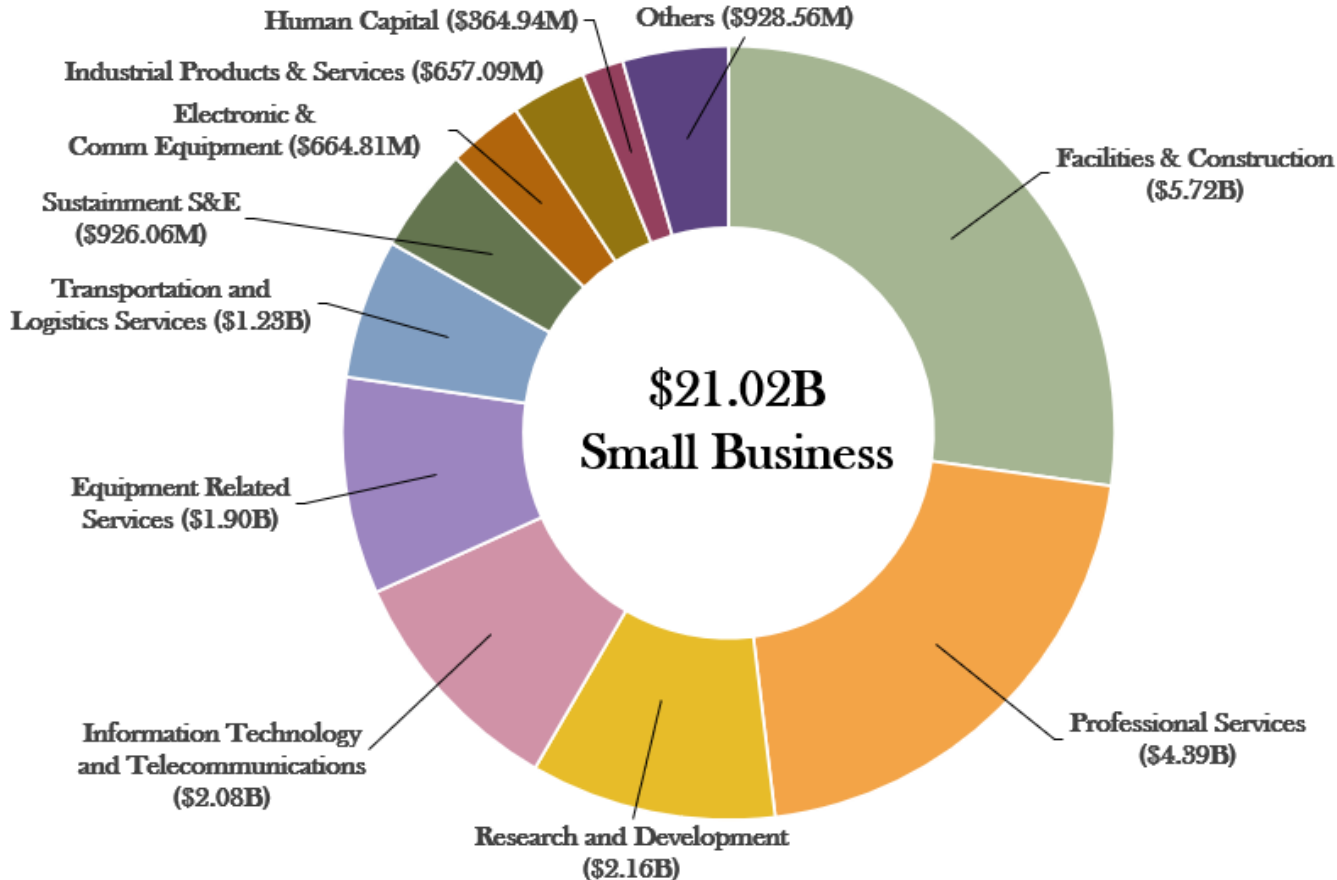


FY24 SB Spend by Portfolio Groups

Office of the Secretary of the Navy
Small Business Programs



Fiscal Year 2024 Validated Portfolio Groups - Small Business



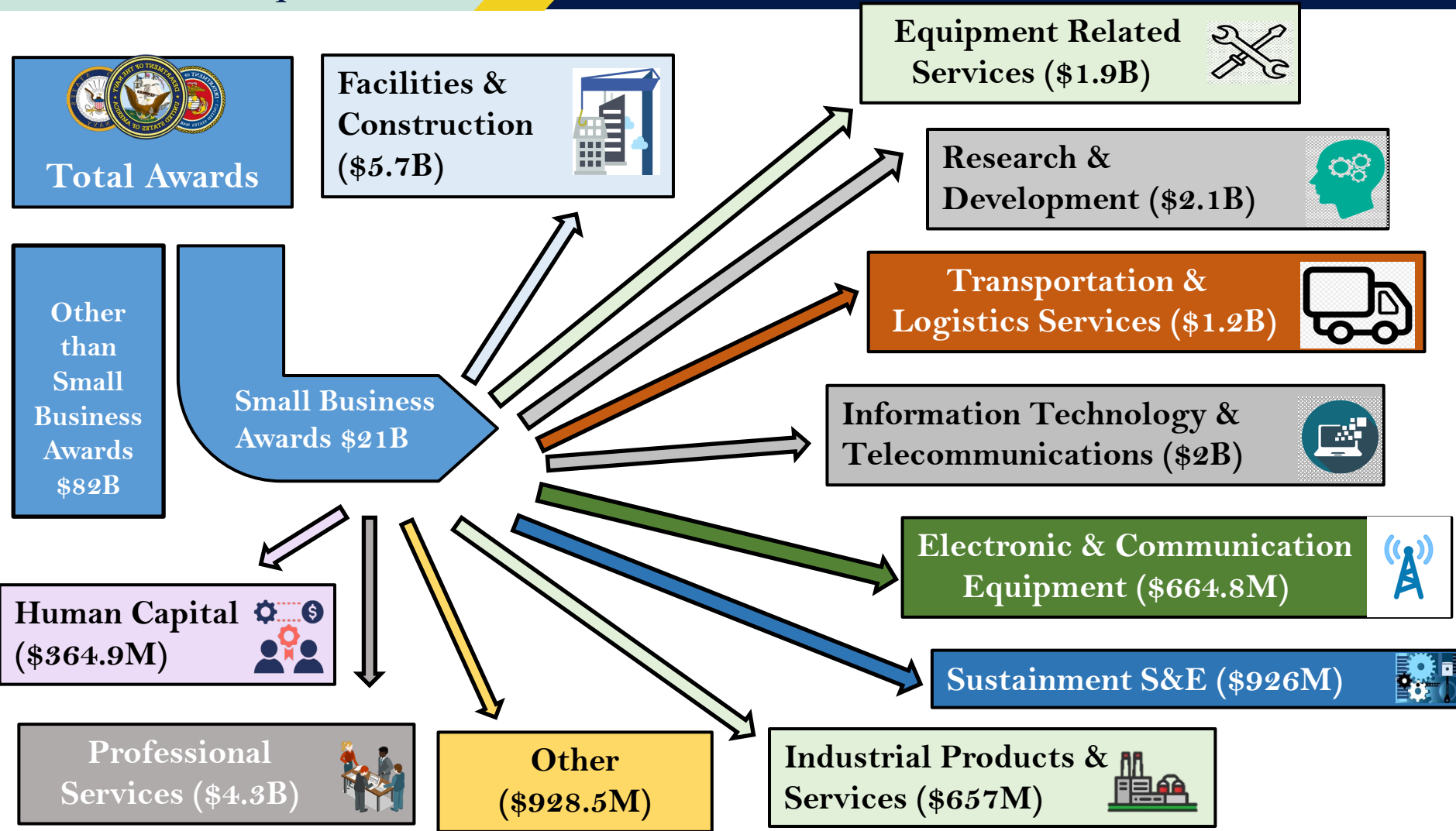
Data Source: Validated Fiscal Year 2024 SAM.gov Awarding Data on 20 February 2025

The Navy & Marine Corps Acquire a Variety of Goods & Services



FY24 Small Business Spend by Portfolio Group

Office of the Secretary of the Navy
Small Business Programs



Data Source: Validated Fiscal Year 2024 SAM.gov Awarding Data on 20 February 2025

<https://www.secnav.navy.mil/smallbusiness>

DISTRIBUTION STATEMENT A. Approved for public release; distribution is unlimited.

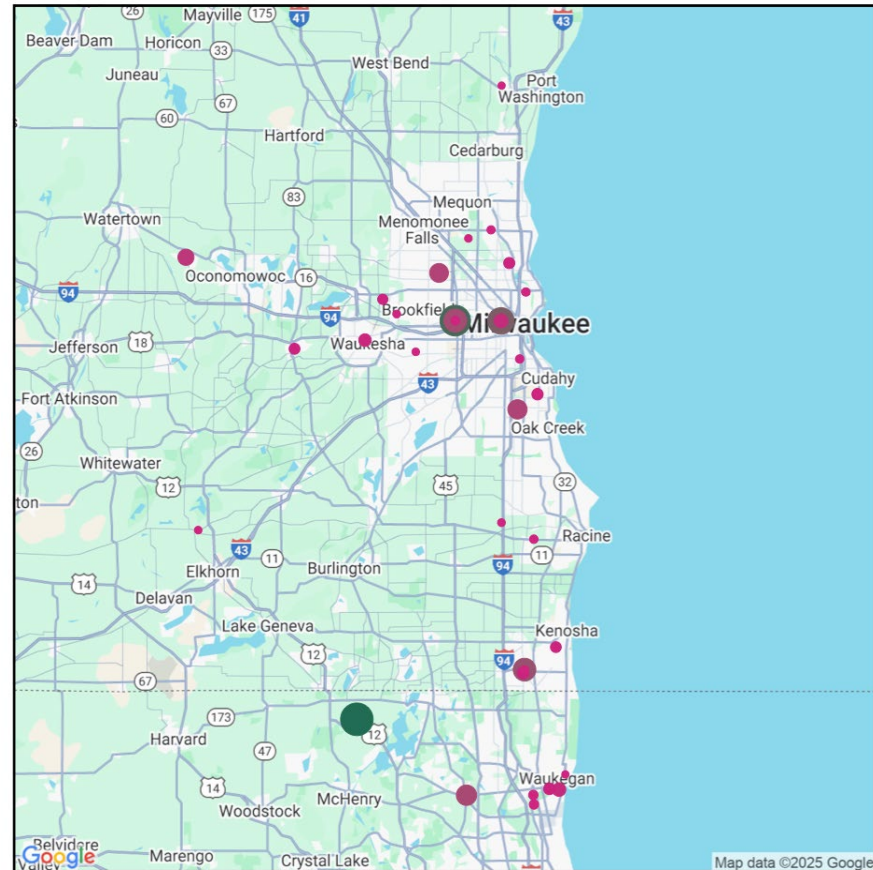


"Small Business -
The **First** Option"



Validated Fiscal Year 2024 Department of the Navy Prime Small Business: \$31M

Small Business Vendors Headquartered within 50 miles of Milwaukee, Wisconsin



Data Source: Validated Full Fiscal Year 2024 SAM.gov Prime Awarding Data for the Department of the Navy as of 20 February 2025.

FY24 Milwaukee Headquartered Vendor

Awards

Total: \$101.7M

Small Business: \$31.1M (30.5% SB%)

Small Disadvantaged Business: \$17.0M (16.7% SDB%)

Service-Disabled Veteran Owned Small Business: \$38K (<0.01% SDVOSB%)

Women Owned Small Business: \$4.1M (4.0% WOSB%)

HUBZone Small Business: \$4.2M (4.1% HUBZone%)

FY24 Wisconsin Headquartered Vendor

Awards

Total: \$1.4B

Small Business: \$40.2M (2.9% SB%)

Small Disadvantaged Business: \$16.6M (1.2% SDB%)

Service-Disabled Veteran Owned Small Business: \$247K (<0.01% SDVOSB%)

Women Owned Small Business: \$1.9M (0.1% WOSB%)

HUBZone Small Business: \$9.8M (0.7% HUBZone%)



FY24 Overall NAICS

Office of the Secretary of the Navy Small Business Programs



Fiscal Year 2024 – Milwaukee, Wisconsin Headquartered Top 10 Overall NAICS

NAICS	Description	FY24 Spend	% of Milwaukee, WI Spend
332216	SAW BLADE AND HANDTOOL MANUFACTURING	\$13,980,811	13.74%
561210	FACILITIES SUPPORT SERVICES	\$12,658,780	12.44%
541330	ENGINEERING SERVICES	\$10,077,069	9.90%
562910	REMEDATION SERVICES	\$6,934,832	6.82%
335311	POWER, DISTRIBUTION, AND SPECIALTY TRANSFORMER MANUFACTURING	\$6,476,606	6.37%
332112	NONFERROUS FORGING	\$6,126,668	6.02%
333923	OVERHEAD TRAVELING CRANE, HOIST, AND MONORAIL SYSTEM MANUFACTURING	\$5,796,357	5.70%
238910	SITE PREPARATION CONTRACTORS	\$3,621,327	3.56%
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$3,615,872	3.55%
335312	MOTOR AND GENERATOR MANUFACTURING	\$3,271,373	3.22%

Data source: Validated Fiscal Year 2024 Awarding data for the Department of the Navy as of 20 February 2025 for vendors headquartered within 50 miles of Milwaukee, WI.



FY24 Small Business NAICS

Office of the Secretary of the Navy Small Business Programs



Fiscal Year 2024 – Milwaukee, Wisconsin Headquartered Top Small Business NAICS

NAICS	Description	FY24 SB Spend	% of Milwaukee, WI SB Spend
562910	REMEDATION SERVICES	\$6,934,832	22.31%
332112	NONFERROUS FORGING	\$6,126,668	19.71%
238910	SITE PREPARATION CONTRACTORS	\$3,621,327	11.65%
541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$2,935,489	9.45%
339113	SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING	\$2,488,108	8.01%
238220	PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$1,640,389	5.28%
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$1,334,533	4.29%
611310	COLLEGES, UNIVERSITIES, AND PROFESSIONAL SCHOOLS	\$1,067,117	3.43%
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$948,256	3.05%
532289	ALL OTHER CONSUMER GOODS RENTAL	\$726,000	2.34%

Indicates also a Top 10 Overall NAICS for Milwaukee, Wisconsin Headquartered Vendors

Data source: Validated Fiscal Year 2024 Awarding data for the Department of the Navy as of 20 February 2025 for vendors headquartered within 50 miles of Milwaukee, WI.





Fiscal Year 2024 – Milwaukee, Wisconsin Headquartered Top 10 Overall PSCs

PSC	Description	FY24 Spend	% of Milwaukee, WI Spend
R499	SUPPORT- PROFESSIONAL: OTHER	\$20,171,499	19.82%
5140	TOOL AND HARDWARE BOXES	\$12,385,104	12.17%
1905	COMBAT SHIPS AND LANDING VESSELS	\$6,211,960	6.11%
3445	PUNCHING AND SHEARING MACHINES	\$6,126,668	6.02%
3950	WINCHES, HOISTS, CRANES, AND DERRICKS	\$5,506,107	5.41%
F108	ENVIRONMENTAL SYSTEMS PROTECTION- ENVIRONMENTAL REMEDIATION	\$4,767,448	4.69%
1680	MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS	\$3,896,215	3.83%
P400	SALVAGE- DEMOLITION OF BUILDINGS	\$3,621,327	3.56%
6110	ELECTRICAL CONTROL EQUIPMENT	\$2,787,276	2.74%
Z1DA	MAINTENANCE OF HOSPITALS AND INFIRMARIES	\$2,698,702	2.65%

Data source: Validated Fiscal Year 2024 Awarding data for the Department of the Navy as of 20 February 2025 for vendors headquartered within 50 miles of Milwaukee, WI.



FY24 Small Business PSCs

Office of the Secretary of the Navy Small Business Programs



Fiscal Year 2024 – Milwaukee, Wisconsin Headquartered Top Small Business PSCs

PSC	Description	FY24 SB Spend	% of Milwaukee, WI SB Spend
3445	PUNCHING AND SHEARING MACHINES	\$6,126,668	19.71%
F108	ENVIRONMENTAL SYSTEMS PROTECTION- ENVIRONMENTAL REMEDIATION	\$4,767,448	15.34%
P400	SALVAGE- DEMOLITION OF BUILDINGS	\$3,621,327	11.65%
AC12	NATIONAL DEFENSE R&D SERVICES; DEPARTMENT OF DEFENSE - MILITARY; APPLIED RESEARCH	\$2,696,702	8.68%
4240	SAFETY AND RESCUE EQUIPMENT	\$2,395,560	7.71%
R426	SUPPORT- PROFESSIONAL: COMMUNICATIONS	\$1,991,256	6.41%
5820	RADIO AND TELEVISION COMMUNICATION EQUIPMENT, EXCEPT AIRBORNE	\$1,711,034	5.51%
Z2JZ	REPAIR OR ALTERATION OF MISCELLANEOUS BUILDINGS	\$1,640,389	5.28%
F110	ENVIRON SYS PROTECT- DEVELOPMENT OF ENVIRON IMPACT STMTS/ASSESSMENTS, TECH ANALYSIS/ENVIRON AUDITS	\$877,875	2.82%
R699	SUPPORT- ADMINISTRATIVE: OTHER	\$834,566	2.69%

Indicates also a Top 10 Overall PSC for Milwaukee, Wisconsin Headquartered Vendors

Data source: Validated Fiscal Year 2024 Awarding data for the Department of the Navy as of 20 February 2025 for vendors headquartered within 50 miles of Milwaukee, WI.



FY24 Overall Vendors

Office of the Secretary of the Navy Small Business Programs



Fiscal Year 2024 – Milwaukee, Wisconsin Headquartered Top Vendors

SAM UEI	Vendor	Total Milwaukee, WI Awards	% of Milwaukee, WI Awards
RXNUR4G46NG3	JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC	\$19,416,148	19.08%
GXPBJRVG9MR7	DRS POWER & CONTROL TECHNOLOGIES, INC.	\$14,603,594	14.35%
SJL9Q452QBL5	IDSC HOLDINGS LLC	\$14,088,282	13.85%
N1PJDANWUJ61	SCOT FORGE CO	\$6,126,668	6.02%
CE8MGXAS9KJ6	JOHNSON CONTROLS, INC.	\$5,494,596	5.40%
SSHKFEPCWP31	KONECRANES NUCLEAR EQUIPMENT & SERVICES, LLC	\$5,375,883	5.28%
JJM5BPY5NUK1	SUSTAINMENT & RESTORATION SERVICES, LLC	\$5,232,374	5.14%
J1S8AD8GJ1D1	ASTRONAUTICS CORPORATION OF AMERICA	\$3,941,215	3.87%
XUZFRKEKPF3	POTAWATOMI DEFENSE OPERATIONS LLC	\$3,621,327	3.56%
J9ZFB951H93	SRS-ERRG JV	\$2,515,577	2.47%

Data source: Validated Fiscal Year 2024 Awarding data for the Department of the Navy as of 20 February 2025 for vendors headquartered within 50 miles of Milwaukee, WI.



FY24 Small Business Vendors

Office of the Secretary of the Navy Small Business Programs



Fiscal Year 2024 – Milwaukee, Wisconsin Headquartered Top Small Business Vendors

SAM UEI	Vendor	SB Milwaukee, WI Awards	% of Milwaukee, WI SB Awards
N1PJ DANWUJ61	SCOT FORGE CO	\$6,126,668	19.71%
JJM5BPY5NUK1	SUSTAINMENT & RESTORATION SERVICES, LLC	\$5,232,374	16.84%
XUZFRKEKPF3	POTAWATOMI DEFENSE OPERATIONS LLC	\$3,621,327	11.65%
J9ZFB951H93	SRS-ERRG JV	\$2,515,577	8.09%
T99DCLB5NRH7	OCENCO INC	\$2,395,560	7.71%
JTB2RKDBMBV1	SRS BATTELLE JV, LLC	\$2,246,872	7.23%
ZMS1ZNDY2XV6	MISSION SUPPORT SERVICES, LLC	\$1,931,367	6.21%
QNM9J87U6PW4	AEG GROUP INC	\$1,768,287	5.69%
E4MEBS4ZKU39	LUMIMOVE, INC.	\$1,519,367	4.89%
GHTWNG7LQJK1	EXO-ATMOSPHERIC TECHNOLOGIES LLC	\$1,416,122	4.56%

Indicates also a Top Overall Milwaukee, Wisconsin Headquartered Vendor

Data source: Validated Fiscal Year 2024 Awarding data for the Department of the Navy as of 20 February 2025 for vendors headquartered within 50 miles of Milwaukee, WI.



Agenda

Office of the Secretary of the Navy
Small Business Programs



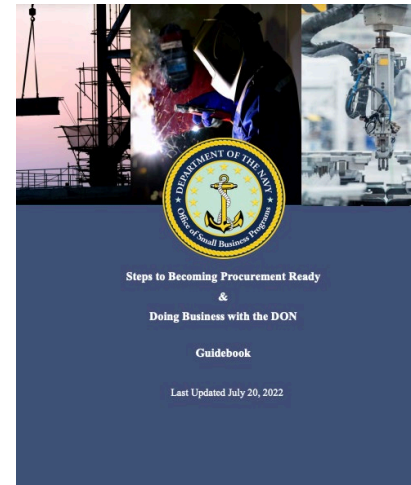
- History of the Small Business Program
- Doing Business with the Department of the Navy
- Getting Procurement Ready
- Small Business Performance and Spend
- **Resources and Assistance**





www.secnav.navy.mil/SmallBusiness

8 Steps to Becoming Procurement Ready



Visit our YouTube Channel to watch the video



Procurement Readiness Video On Our DON OSBP Website & YouTube Channel!





“Market research is a continuous process for gathering data on product characteristics, suppliers’ capabilities, and the business practices/trends that surround them — plus the analysis of that data to make smart acquisition decisions.” (FAR 2.1)





Command	Anticipated NAICS	Requirement Title	Anticipated Acquisition Strategy	Anticipated Total Value	Anticipated QTR & Year - Solicit/RFP	Anticipated Qtr & Year - Award
ONR	541330	NaSEABEE POCKET EMBROIDERYvalX Contractor Support for SBIR/STTR	SDVOSB Set-Aside	> \$7.5M - < \$50M	FY2026/ QTR 4	FY2027/ QTR 4
NAVWAR	TBD	PEO Digital Strategic Communications (C)	Women-Owned Small Business Set-Aside	\$2M - \$7.5M	TBD	FY2026/ QTR 1
MC I&L	541690	Insider Threat Program Support	8(a)	> \$10M - < \$20M	FY2026/QTR 2	FY2026/ QTR 3
NAVFAC	TBD	PW5 MDP 2 Refurbishment to Include Motor, Pump, New Check Valve, and New Discharge Valve DD5, PSNS	Small Business Set-Aside	> \$2M - < \$7.5M	FY2026/QTR 1	FY2026/QTR 1



Scan to view
Long Range
Acquisition
Estimates
(LRAE)

*View LRAE's on the Activities Website
for Upcoming Procurements*

www.secnav.navy.mil/SmallBusiness/pages/LRAE.aspx

<https://www.secnav.navy.mil/smallbusiness>





In August 2024, the Navy established a Direct Reporting Program Manager for Maritime Industrial Base. The MIB is split between:

- Submarine Industrial Base (SIB)
- Surface Combatant Industrial Base (SCIB)



The DRPM-MIB has secured over \$40B in investments for submarine and ship building imperatives.

This initiative will help the Department of the Navy to grow and best utilize the surface and sub-surface industrial base.



Submarine Industrial Base

Office of the Secretary of the Navy
Small Business Programs



- AUKUS deal for three Virginia class submarines
- Navy's Submarine Industrial Base (SIB) Program
 - Talent pipeline
 - Training and Recruitment
 - Transition Assistance Programs
 - National Trades Training Center
- Awarded \$951M to support supply chain capability and capacity, workforce development.
- Talent Pipeline program
 - Regional centers in Philadelphia, Virginia, Pittsburgh, New York and New England
 - 2024 had 1,200 new hires
- SIB will need to hire 100,000 skilled employees to meet Navy's submarine construction plan through 2040



Surface Combatant Industrial Base

Office of the Secretary of the Navy Small Business Programs



- Goal to have 85 mission capable ship
- Support industry to help build capacity to meet the needs of the Navy in the years to come
 - Continued funding through at least FY2029
- Talent Pipeline program
 - Continue to recruit nationwide for workers to meet increasing demand
 - Educating young people of the possible skills and careers available.
 - Advancing the use of robotics and automation to expand capability and efficiency
- Increasing Shipbuilding Capacity
 - Work on modular pieces to utilize all possible shipyards for construction



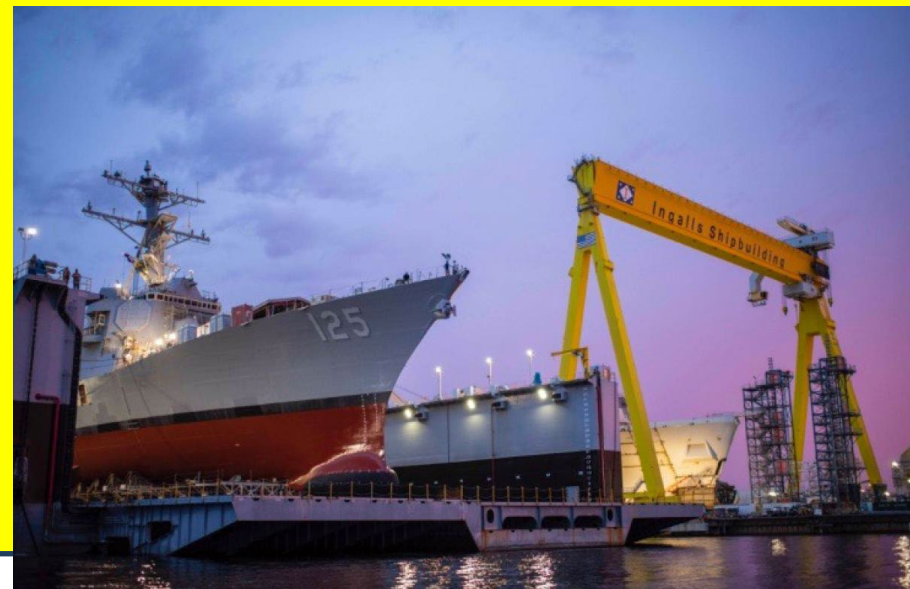


Michigan Maritime Manufacturing Initiative

The Department of the Navy announced the Michigan Maritime Manufacturing Initiative. A partnership between the DoD, federal, state, and local to help bring resources, jobs, and training back to Michigan.

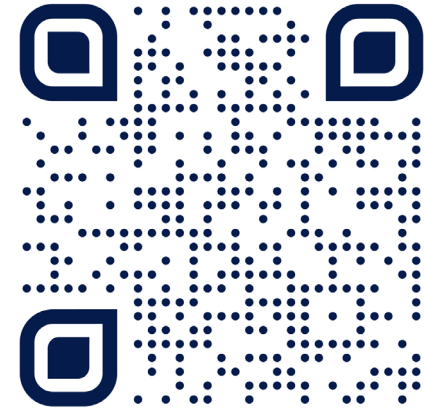
- Building STEM and manufacturing education pathways
- Utilizing the DoDs Skillbridge program to draw in veterans
- Michigan has a history of manufacturing and assembly

Federal support comes from DOE, DOL, and DOL Veterans Employment and Training Services





- **SeaPort Next Generation (NxG) Characteristics**
 - 2.5-year Base ordering period w/ 5-Year Option
 - Single NAICS (541330) with military exception (\$41.5M)
 - Fair Opportunity IAW FAR 16 provided to all Vendors Nationwide
 - Removal of Zone Presence Requirements
 - Grouping of functional areas into 2 functional areas with 23 subcategories
 - Leverages Vendor experience providing direct support to the DON, as either prime or sub
 - Cost and Fixed priced task orders permitted
 - Socioeconomic status as of TO proposal
 - Size status determined at MAC award
 - **SB subcontracting goals - 20% of obligated dollar to LBs will be subcontracting to SBs**
 - 85% of MAC awardees are small business.



**SCAN QR CODE TO
VIEW WEBINAR**

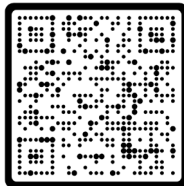
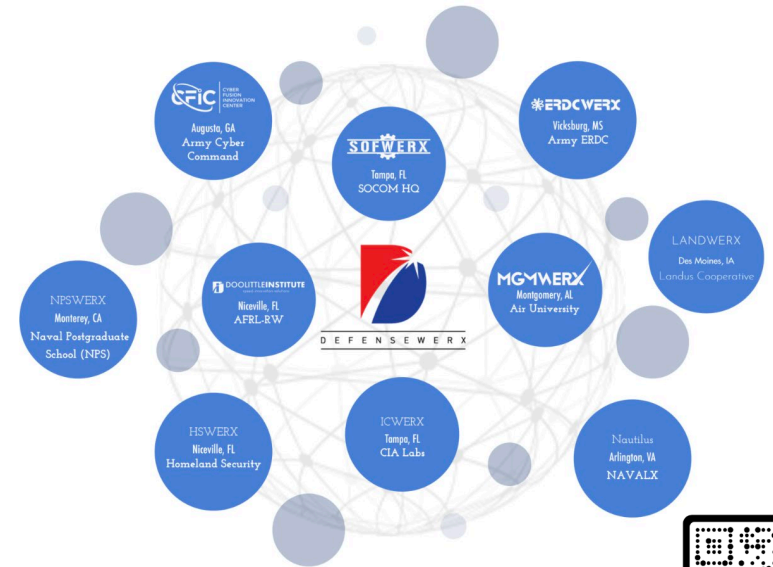




www.defensewerx.org

DEFENSEWERX is a neutral facilitator and trusted counselor, connecting a national network of individuals, businesses, academia, and government organizations to enable creative and integrated solutions for our DOD customers. We are dedicated to expanding the capabilities and strategic supremacy of today's warfighters.

- DWX is a non profit partner with multiple federal agencies
- Mission is to reduce or eliminate barriers for small businesses
- Fully funded by the govt so free for small businesses
- Go to DEFENSEWERX.ORG to join the ecosystem



Scan Me





www.nautilus22.org

Nautilus is a platform established under a Partnership Intermediary Agreement between NavalX and DEFENSEWERX to assist the Navy and Marine Corps with solving challenging Warfighter problems. We are a public facing emissary that facilitates collaboration, innovation, prototyping, and exploration with Industry, Labs, Academia, and Government Stakeholders.

Nautilus is a Title 15 Partnership Intermediary Agreement (PIA) that connects organizations such as the DoD, Industry Partners/Fellows, Partner Organizations and Inter Agency Partners. Nautilus offers flexible, non-FAR options to support DoD and government needs.



NAUTILUS
DEFENSEWERX + NAVALX





www.sba.gov/about-sba/oversight-advocacy/office-national-ombudsman

Small Business Regulatory Enforcement Fairness Act (SBREFA) of 1996 Overview:

- In accordance with SBREFA, the Small Business Administration (SBA) established a **National Small Business Ombudsman** to receive comments from small businesses about federal agency enforcement actions. If your company qualifies as a small business under SBA guidelines, you can file a comment with the Ombudsman.

Purpose of SBREFA:

- Ensures small businesses are heard during federal regulatory compliance and enforcement processes.

Ombudsman Reports to Congress on:

- **Timeliness** in responding to small business comments
- **Quality of response** to small business concerns
- **Non-retaliation policies**
- **Compliance assistance**
- **SBREFA notification** to small entities



U.S. Small Business Administration

Contact Information:

- **Website:** www.sba.gov/ombudsman
- **Phone:** 1-888-734-3247
- **Mail:**

Office of the National Ombudsman
U.S. Small Business Administration
409 3rd St NW, MC2120
Washington, DC 20416-0005



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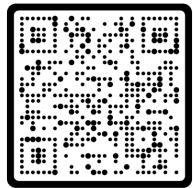




<https://www.nrl.navy.mil/Doing-Business/Technology-Transfer/Cooperative-Research-and-Development-Agreement-CRADA/>

➤ Overview:

- Authority: Title 15 U.S.C. §3710a - Allows R&D collaboration between Navy and one or more non-federal partners, including industry, academia, local and state governments, and other federal agencies with mutual research interest, to speed the commercialization of federally developed technologies
- Provides the means to offer intellectual property (IP) rights and other federal resources that would otherwise not be available to a non-federal partner
- NOT a procurement contract or grant



SCAN ME





➤ **Overview:**

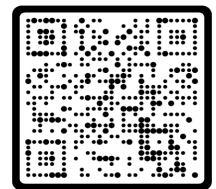
- Facility Security Clearance Level (FCL) Process
Orientation DCSA Knowledge Center 888-282-7682
(option 3) with any FCL related questions
- Personnel Security Clearance Information
- Facility Clearance Checklist
- Facility Clearance Process FAQs
- FCL Orientation Handbook
- National Industrial Security Program Operating Manual
(NISPOM)
- Facility and Personnel Security Clearance Guide -- Tri-
Fold

www.dcsa.mil



**Visit DCSA Center for Development of Security
Excellence (CDSE) at: www.CDSE.edu for FREE
training and resources**

- Facility Security Officer toolkit
- Training videos



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Get Connected! Join Our Mailing List

Office of the Secretary of the Navy
Small Business Programs



Stay up to date on all things happening in DON OSBP!





The **DON OSBP Connector** is a powerful, mobile-friendly tool designed to help small businesses navigate the Department of the Navy's small business programs. Whether you're new to federal contracting or looking to grow your footprint, the Connector puts key resources at your fingertips, including:

- Procurement readiness checklists
- Forecasted contracting opportunities
- Mentor-Protégé program details
- Upcoming events and outreach opportunities

Access it anytime, anywhere—right from your home screen.

iPhone/iPad (Safari):

1. Open the Connector link
2. Tap **Share** → **Add to Home Screen**

Android (Chrome):

1. Open the link
2. Tap **: Menu** → **Add to Home Screen**



Navy Week Procurement Readiness Workshops

Office of the Secretary of the Navy Small Business Programs



www.outreach.navy.mil/Navy-Weeks

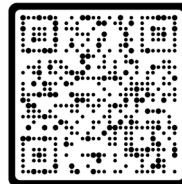


Navy Office of Community Outreach (NAVCO)

2025 Schedule

Tucson, AZ- 20 FEB	Sacramento, CA 17-23 MAR	American Samoa 14-20 APR	Huntsville, AL 21-27 APR	Richmond, VA- 12-18 MAY
Anchorage, AK 16-22 JUNE	Duluth, MN- 30 JUN- 6 JUL	Milwaukee, WI 16 JUL	Sioux Falls, SD 7 AUG	Columbus, OH 18-24 AUG
Springfield/ B ranson, MO 27 AUG	Wichita Falls, TX 16 SEPT	Hartford, CT / Springfield, MA 22-28 SEPT	Lake Charles, LA 20-26 OCT	Santa Fe, NM 10-16 NOV

Check out our Upcoming Events on the DON OSBP website for more information about our Small Business Workshops during Navy Weeks in your area!



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<https://www.secnav.navy.mil/smallbusiness>

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"Small Business -
The *First* Option"



37th Annual Gold Coast AUGUST 18 – 21, 2025

2000+ Registrants Every Year



The Premier Department of the Navy Procurement Event Bringing Together Government and Industry to Educate, Guide, and Assist American Businesses in Contracting with the Department.



Historical Attendance Included **the Military, Multiple Federal Agencies, Small and Large Businesses, and Industry Associations.**



www.navygoldcoast.org



We Need You!

Office of the Secretary of the Navy Small Business Programs



The Department of the Navy offers more than just jobs—it provides extraordinary opportunities to serve, lead, and create lasting impact across the globe. Whether you choose the Navy, Marine Corps, or become a Navy Civilian, you'll join a proud tradition of service, dedication, and excellence.



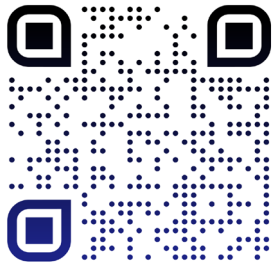
As part of this legacy, you will acquire unmatched skills, forge strong bonds, and be part of a mission greater than yourself—making a difference that extends far beyond the horizon. Step up, join the ranks of the bold, and shape the future.



U.S. Marine Corps



Naval Civilian



U.S. Navy



Merchant Marines



Contact Information

Office of the Secretary of the Navy
Small Business Programs



The Department of the Navy Office of Small Business Programs

Email: osbp.pao@navy.mil

Phone: 202-685-6485

Website: <https://www.secnav.navy.mil/smallbusiness>

YouTube: <https://www.youtube.com/c/donosbp>



Questions

Office of the Secretary of the Navy Small Business Programs





DEPARTMENT OF THE NAVY
Small Business Innovation Research (SBIR)
Small Business Technology Transfer (STTR)

Susie Drummond
NAVSEA SBIR/STTR Outreach
susan.e.drummond3.ctr@us.navy.mil

The DON SBIR/STTR programs provide opportunities for domestic small businesses and start-ups to deliver solutions to meet naval needs through Federal Research/Research and Development (R/R&D). These competitive awards-based programs advance innovations through three phases with an aim toward transitioning the resulting technologies to the Fleet and Force and commercialization in private markets.



SBIR/STTR Authorities

United States Code

15 U.S. Code § 638. Research and development

<https://www.govinfo.gov/content/pkg/USCODE-2011-title15/pdf/USCODE-2011-title15-chap14A-sec638.pdf>

SBIR/STTR Policy Directive

Provides guidance from SBA to the participating Federal agencies for the general operation of the SBIR and STTR programs

<https://www.sbir.gov/about/policies>

Program Goals



- Stimulate technological innovation.
- Use small business to meet Federal R/R&D needs.
- Foster and encourage participation in innovation and entrepreneurship by socially/economically disadvantaged firms.
- Increase private-sector commercialization of innovations derived from Federal R&D funding.
- Foster technology transfer through cooperative R&D between small businesses and research institutions (STTR).

SBIR/STTR Overview



Small Business Innovation Research – est. 1982

- Funds Research & Development (R&D) by US-based small businesses
- Organized for profit
 - ≤ 500 employees
 - > 50% US ownership
- Small Business Administration manages the SBIR Program
- Increases small business participation in federally funded R&D
- Stimulates technological innovation and increases private sector commercialization of federal R&D



Small Business Technology Transfer – est. 1992

- Funds cooperative R&D between small businesses and research institutions
 - Nonprofit college or university
 - Domestic nonprofit scientific/research organization
 - Federally Funded R&D Centers (FFRDC)
- Creates vehicles for moving ideas from research institutions to market
- Enables researchers to pursue commercial application of technologies

11 Participating Federal Agencies



12 DoD Components



8 DoN Systems Commands



SBIR/STTR Phases



Phase I
Concept Development & Feasibility Demonstration

- \$240K FFP Contract
- 6-12 month PoP
- **SBIR/STTR funding (R&D)**
- Awarded through SBIR PMO

Phase II
Technology Development & Prototype Experimentation

- Up to \$2M CPFF contract
- 24-36 month PoP
- **SBIR/STTR funding (R&D)**
- Awarded through SBIR PMO
- Additional Phase II Authorities

Phase III
Any award that ***derives*** from, ***extends***, or ***completes*** a prior SBIR funded effort

- Right to sole source contracts
- Exempt from SBA size standards
- No limit on the number or value of awards
- Phase III mandate – Award must go to the SBIR performer to the greatest extent practicable
- **Non-SBIR/STTR funding (any appropriation)**
- Awarded through Sponsoring Program Office



Innovation Delivered – FY24

FY24 Results

Naval Research Enterprise Needs National Defense Strategy, Acquisition, Sustainment, Modernization	▶	151 Topics
Innovative Proposals Start-ups and Small Businesses	▶	3,139 Proposals
Feasibility Study (Phase I) Scientific or technical merit of an idea	▶	472 Phase I Awards
Technology Development (Phase II) Build and test prototypes	▶	286 Phase II Awards
Commercialization (Phase III) Sales to defense and private sector markets	▶	\$1.6B

DON topics derive from Warfighter-driven needs and identify a transition end state



Navy SBIR Differentiators



Transition-driven topics tied to acquisition, modernization, and sustainment programs



Topics connect solutions to Naval customers



Accept proposals from firms who are majority-owned by venture capital operating companies, hedge funds or private equity firms



Navy-funded SBIR/STTR Transition Programs

Navy Funded Transition Programs



SBIR/STTR Transition Program (STP)

- Annual 11-month Navy-funded Program for Phase II awardees
- Services to assist with transition of technologies through business mentoring, education, and networking

DON SBIR/STTR Experimentation Cell

- Connects SBIR innovators with the DON experimentation community to test innovative solutions
- Full spectrum of end-to-end facilitation, mentoring, and training in all aspects of experimentation

NAVY Launch

- 10-month program to Educate + Accelerate + Scale beyond traditional defense markets
- Prioritize markets, explore private funding, customer discovery, and engage for new growth

Private Capital Education

- Deeper understanding of private capital and the strategies and knowledge needed to leverage private capital effectively
- Bootcamp in a 3-part series, delivered in a hybrid format, and virtual office hours

For more information, visit www.navysbir.com/programs



How to Participate

1. Determine Eligibility @ www.sbir.gov
2. Research Topics Consistent with your Business Strategies
 - www.dodsbirsttr.mil/topics-app/
 - www.navysbir.com
3. Read DoD and Navy-specific Instructions
 - www.dodsbirsttr.mil/subissions/login
 - www.navysbir.com
4. Use Templates and Submit Proposal that Meets Topic Need
 - www.navysbir.com/links_forms.htm
 - www.dodsbirsttr.mil/subissions/login

Everything you need to know is in the BAA!

Stay in Touch



Email

navy-sbir-sttr@navy.mil



Website

www.navysbir.com



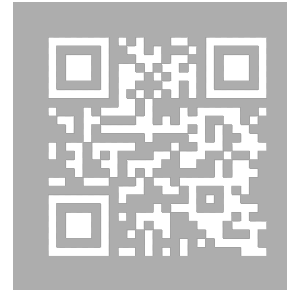
X / Twitter

[@donsbir](https://twitter.com/donsbir)



LinkedIn

www.linkedin.com/company/donsbir



SBIR Soundings

Subscribe to ***SBIR SOUNDINGS*** and receive updates delivered to your inbox every quarter! Use the QR code to the left or the link below

<http://eepurl.com/hv0ARX>



SBIR/SSTR Transitions

Read ***Transitions*** using the QR code to the left or the link below

<https://navystp.com/transitions-newsletters/>



NAVSEA Connect

Connect with NAVSEA SBIR to learn about the programs or get connected to subject matter experts using the QR code to the left



U.S. Small Business
Administration

Need Access to Capital? The SBA Can Help

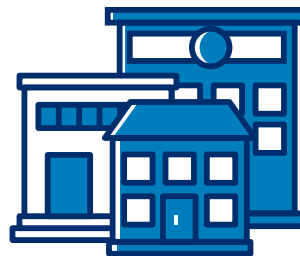
The SBA works with approved lenders to offer **SBA-backed loans** and **microloans** with:

- Competitive terms
- Lower down payments
- Flexible overhead requirements
- Counseling and education

These are 3 main SBA sources of small business loans:



7(a) Loan Program



504 Loan Program



Microloans

Capital: SBA 7(a) loans

Overview

SBA's primary loan program

Maximum loan: \$5 million

Guaranties

85% < \$150,000 & 75% > \$150,000

Maturities

5 – 10 years: working capital, machinery, equipment

Up to 25 years for real estate, construction

Fees based on loan amount

Can be used with other financing such as SBA 504 or conventional loans

Businesses need to meet SBA size standards or \$15 million tangible net worth;
\$5 million net income



Capital: 7(a) loans

Express Loans

50% Guaranty to Lender

Up to \$500,000

Includes Lines of Credit

Lender makes credit decision



Veterans –No Guaranty fees up to \$500,000 (permanent)

- Veteran-owned small business is owned and controlled (51%+) by one or more of the following groups:
Service-Disabled Veterans; Active Duty military service member participating in the military's Transition Assistance Program (TAP); or spouse of a Veteran, Active Duty service member, or widowed spouse of a service member who died while in service or of a service-connected disability.

Capital: 7(a) Loans

Int'l Trade/Export Financing

Develop/Expand Export Activities - Up To 90% Guaranty

International Trade Loan

Maximum \$5 million loan and 90% guaranty
Long term fixed asset/working capital/Refi.

Export Working Capital

Maximum \$5 million loan and 90% guaranty
Transaction or asset-based, short-term financing needs

Export Express

Simplest program; Up to \$500,000 term loan or line of credit
Maximum 90% for loans \leq \$350,000
Maximum 75% for loans $>$ \$350,000



Capital: 7(a) Loans

Community Advantage Program

Lender Requirements: Community-based, mission-focused lenders must maintain 60% of portfolio in underserved markets

- Maximum Loan Size - \$350,000
- Maximum SBA Guarantee Percentage – 85% for loans up to \$150,000; 75% for loans greater than \$150,000; and 90% for International Trade loans
- Removed restrictions that can keep individuals with criminal backgrounds from accessing the program
- No Collateral required for loans up to \$50,000
- Wisconsin lenders:
 - Wisconsin Women’s Business Initiative Corp. (statewide)
 - First American Capital Corp. (Statewide)
 - Milwaukee Economic Development Corp. (Milwaukee)
 - Legacy Redevelopment Corp. (Statewide)
 - SomerCor (Kenosha & Rock Counties)
 - Northwest Side Community Dev’t Corp. (Milwaukee)



Capital: 7(a) Loans

Working Capital Pilot (WCP) Program

Designed to serve as the SBA's premier working capital program, which can support significant increases in working capital needs

- Provides a 75% guaranteed line of credit up to \$5 million that can support both domestic and international transactions
- SBA guaranty fee is assessed in annual increments, allowing Lenders the ability to tailor the loan to the specific need of the manufacturer or small business
- Revolving line of credit with the flexibility to structure both transaction-based or asset-based facilities
 - Transaction-Based Loan:
 - Monitored pre-shipment financing allows a business to purchase materials, components, or other related expenses necessary to start a project based off a P.O. or contract
 - Advance Rate is the lesser of:
 - 85% of the purchase order/contract/receivable; or
 - Borrower's direct costs (direct labor and/or direct materials)
 - Asset Based Loan (ABL):
 - Lines of credit supported by a Borrowing Base Certificate (BBC) which measures the collateral position (accounts receivable and inventory) of the loan
 - The SBA guaranty on the WCP helps lenders support enhanced advance rates:
 - Accounts Receivable: 70-90%, depending if foreign, uninsured, domestic or insured
 - Inventory: 60%

Capital: 504 Loans

Long Term Financing for Equipment and Real Estate
with focus on economic development and job creation.

- Maximum: \$5 MM (\$5.5 MM for manufacturing, energy savings)

- Financing:

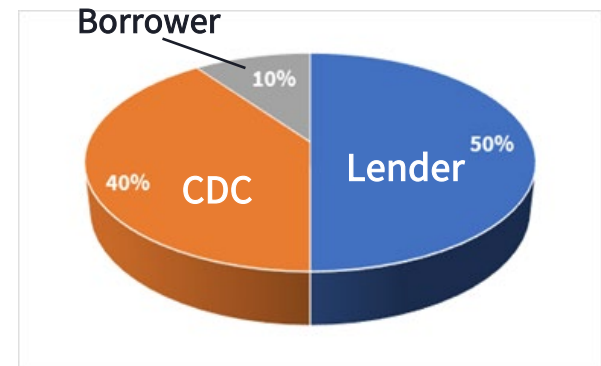
 - Local CDC (w/SBA guaranty) finances 40%

 - Lender (bank) finances 50%

 - Equity (borrower) finances 10%

- Maturity: 10-25 years

- Benefits include low down payment and long-term fixed interest rates



Capital: Microloans

SBA's Microloan Program relies on community-based organizations to provide small loans to people who want to start or grow their small businesses.

- Maximum loan size is \$50,000
- Maturity 7 years; no guaranty
- Loan funds can be used for working capital, inventory, supplies, equipment, and furniture
- Loan requirements vary from lender to lender
- Microlenders also provide help to borrowers with business basics and any challenges that come up after the loan is made

Wisconsin Microlenders

Advocap, Fond du Lac and Oshkosh

First American Capital Corp., statewide

Entrepreneur Fund, Serving Douglas County

WI Women's Business Initiative Corp., Milwaukee, Racine, Kenosha, Madison, Appleton/Green Bay, La Crosse

CAP Services, Stevens Point, serving 5 counties

Northwest Regional Planning Commission, Spooner

Wisconsin FY24 SBA Lending



TOTAL: 1342 loans/\$714,220,727

- SBA 7(a) loans: 1099 loans/\$524.9MM
- SBA 504 loans: 173 loans/\$188.3MM
- SBA microloans : 70 loans/\$1,009,327

Loans to startups (7a & 504 only): 27%/440/\$194.7MM
Under \$150K: 590/\$37.6MM



Reported loans to native/tribes: 14/\$3.5MM
Reported loans to women >50%: 269/\$85.5MM
Reported loans to veterans: 63/\$25.3MM
Reported loans to minorities: 256/\$158.5MM
Loans w/no reported demographics: 264/\$177.4MM

FY25 YTD Wisconsin SBA Lending

TOTAL loans: 1054 loans/\$537,749,287

- SBA 7(a) loans: 870 loans/\$406.1MM
- SBA 504 loans: 129 loans/\$130.5MM
- SBA microloans : 55 loans/\$1,085,887



SBA Resource Partners

Contact by email or phone to set up an appointment.

Get local assistance | <https://www.sba.gov/local-assistance>

ORGANIZATION	LOCATIONS	PHONE	EMAIL/WEBSITE
SBA (WI field offices)	Milwaukee & Madison	414-297-3941	Wisconsin@sba.gov
SBDC Network	13 offices statewide	Answer Line 800-940-7232	Find local contacts & loan assistance Website: Wisconsinsbdc.org En Espanol: Jesus Nunez
WI Women's Business Initiative Corp. (WWBIC)	Milwaukee, Madison, Racine, Kenosha, Appleton, Green Bay, La Crosse, Hayward		Website: WWBIC.com Contact: WWBIC.com/contact En Espanol: Lily Alvarado, Lily.alvarado@wwbic.com
Western WI Women's Business Center	Eau Claire, Independence	715-836-7511	Website: successfulbusiness.org Email: jacob.haupt@wdeoc.org
SCORE Find a mentor, go to website: SCORE.org	Milwaukee Madison West Central WI & UP Michigan Northeast Wisconsin	414-297-3942 920-841-4199	Counseling28@scorevolunteer.org madison.Score@scorevolunteer.org ch.admin0535@scorevolunteer.org ch.admin0508@scorevolunteer.org
Veterans Business Outreach Center	Wisconsin, Illinois, Minnesota	414-395-4556	Website: WWBIC.com/veterans General email: vboc@wwbic.com

Stay in Touch with SBA in Wisconsin

- **Website** www.sba.gov/wi e-news sign-up, press releases, calendar of events, loan and program information, WI lender list, office staff and responsibilities, online Resource Guide
- **National Resource Guide**
[SBA Small Business Resource Guide: 2024 National Edition](#)
[Spanish version](#)
- **Wisconsin Lender List** – [Lender List](#)
- **Social media**
 - X (Twitter): @SBA_Wisconsin--Follow us!
 - Facebook: U.S. Small Business Administration
 - Instagram: @SBAgov
 - [LinkedIn](#) : U.S. Small Business Administration Wisconsin District Office
- **Email Wisconsin office** – Wisconsin@sba.gov
- **Tammie Clendenning** – tammie.clendenning@sba.gov
- **Cindy Gardner** – cynthia.gardner@sba.gov

