

SBA's Social Economic Programs

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www.sba.gov/nc

■ Self-Certifications

- Small Business (13cfr121)
- Small Disadvantage Business (13cfr124.1000)
- Service Disabled Veteran-Owned Small Business (13cfr125.8)
- Woman-Owned Small Business (13cfr127)

■ Formal Certification Programs

- 8(a) Business Development (13cfr124)
- HUBZone (13cfr126)

- Are you small?
- Know your NAICS Codes –
www.sba.gov/size
- Obtain a free Data Universal Number System (DUNS) Number
www.dnb.com/us



- Register with government
 - www.sba.gov
 - “Register your Business”,
 - “Register with the State”
 - www.blnc.gov
 - “Register for Gov’t Contracting”
 - www.ccr.gov
 - <https://orca.bpn.gov/>
 - Review in Dynamic Small Business Search
 - <http://dsbs.sba.gov/dsbs>

- **8(a)** –
 - Socially/economically disadvantaged firms
 - Special Ownership (Indian Tribes, ANC, Native Hawaiian Org. and CDCs)
13cfr124.105/109-111
 - 9-year program.
- **HUBZone** –
 - Located in Historically Underutilized Business Zones
 - 35% of employees living in a HUBZones.

- Applies to all purchases
- SBA certified
- 9-year term - no renewals
- All 8(a) firms are SDBs
- Sole Source and Competitive procurements
- Award must be made at fair market price
- 13cfr124; FAR 19.8
- New rules: F/R 11 Feb. 2011

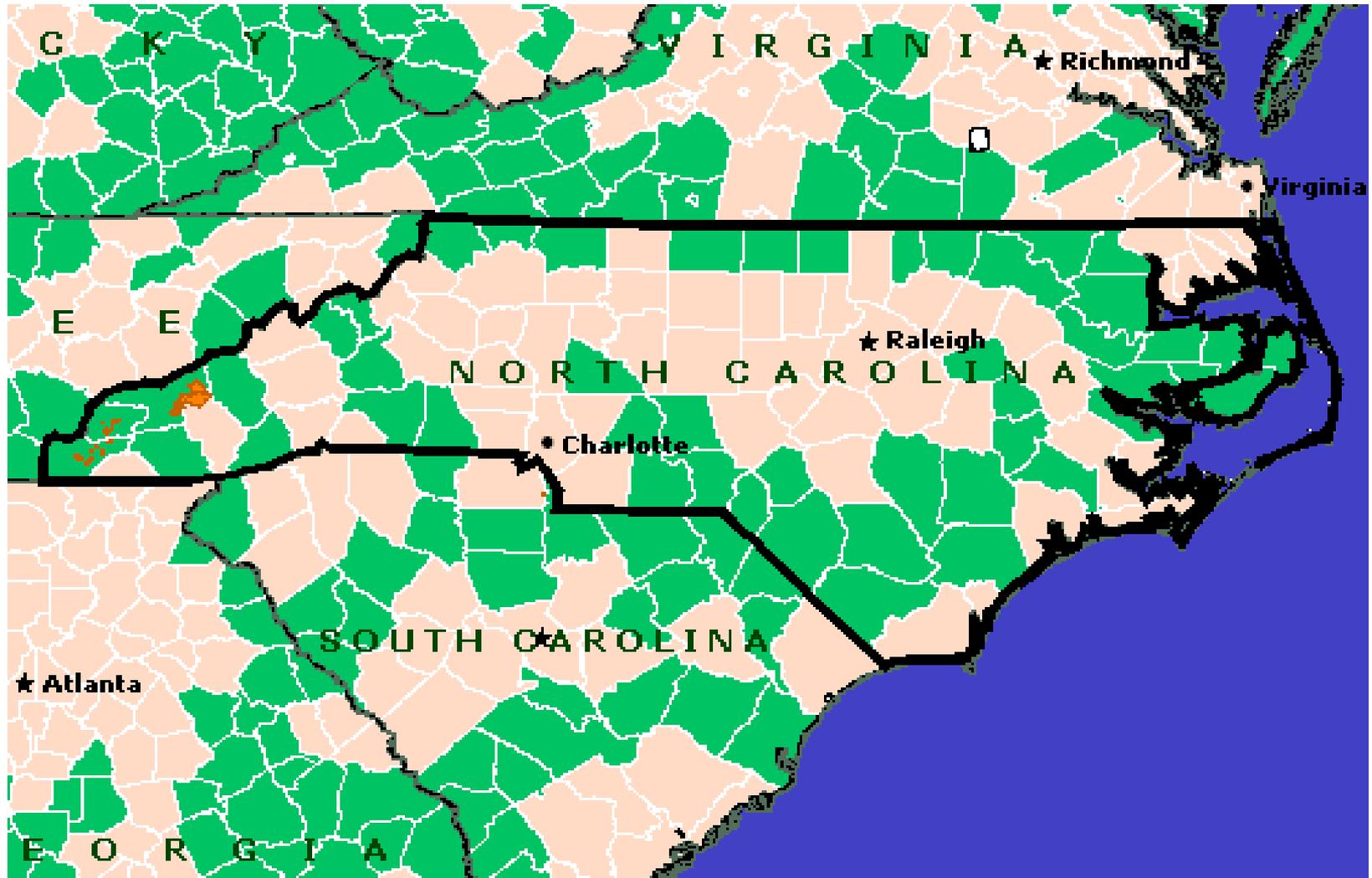
- Applies to purchases over \$3,000;
- SBA certified - no term limits;
- Recertification required every 3 years;
- Sole-source / Competitive procurements
- 10% price evaluation preference
- Principal office: in a HUBZone
- 35% of employees live in a HUBZone
- FAR 19.13; 13cfr126

Are you in a HubZone?

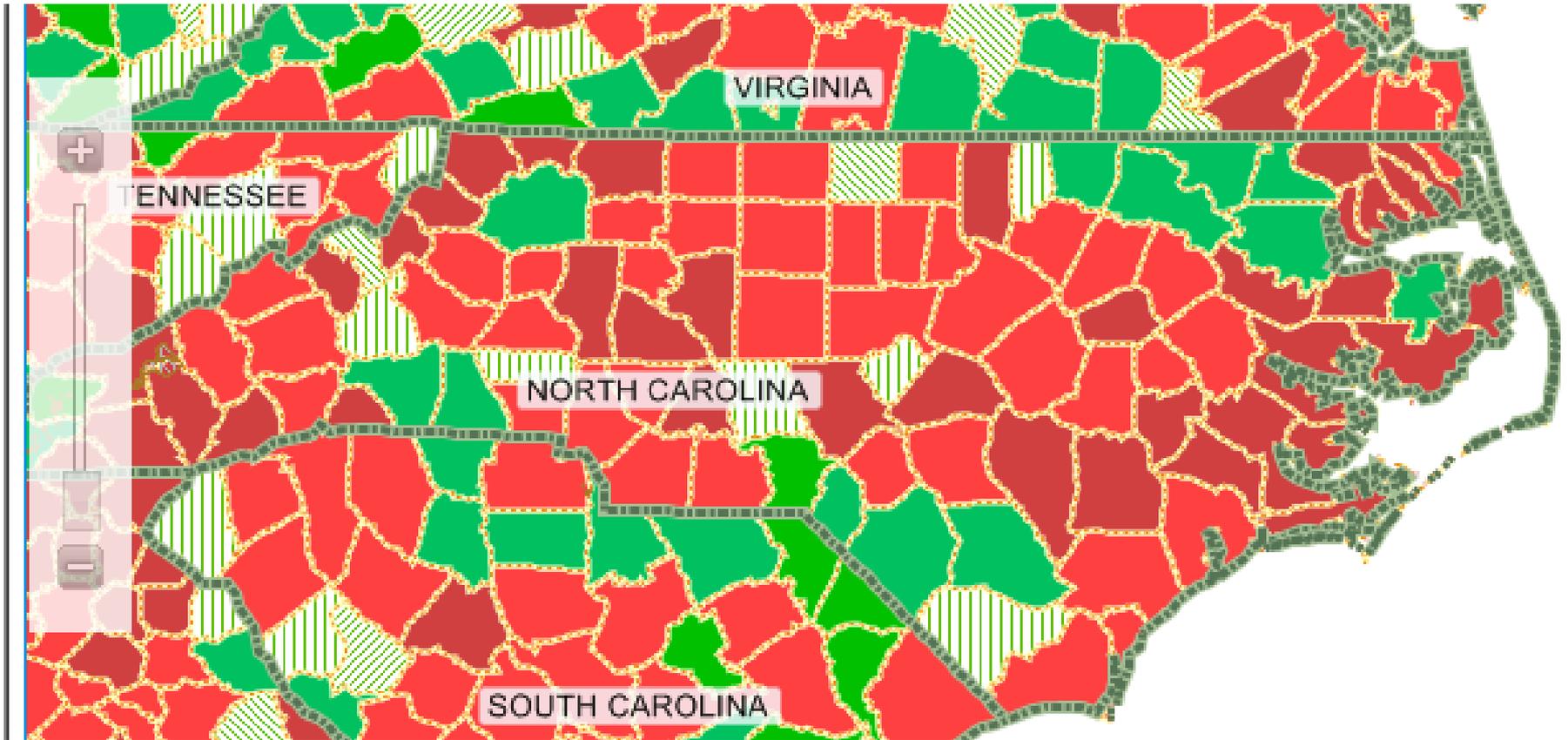
www.sba.gov/hubzone



2011



2012





Service Disabled Veteran Owned Small Business

- Applies to purchases over \$3,000
- VA determines Service Disability
- Self Certified (www.vetbiz.gov)
- No term limits
- Sole-source and competitive procurements
- Subcontracting and Prime Contracting goals
- FAR 19.14; 13cfr125.9-29
- www.sba.gov (sdvosb)

- 51% owned/controlled/managed by one or more women (WOSB or EDWOSB)
- 83 NAICS
- No term limits
- Statutory thresholds: \$6.5M for manufacturing or \$4M for other contracts
- Parity with other set asides
- Joint Ventures
- No Sole Source
- Limitations on subcontracting

- Registration
 - Self or 3rd Party Certified
 - Gov't registration; SBA repository
 - Limits for EDWOSB:
 - Personal Net Worth (\$750K)
 - Adjusted Gross Income (\$350K per 3 yrs)
 - Total Assets (\$6M)
 - www.sba.gov/wosb 13cfr127

- Federal Acquisition Regulations (FAR)
<https://www.acquisition.gov/far/>
- Subpart 8.4 – Federal Supply Schedules
- Part 13 – Simplified Acquisitions
- Part 14 – Sealed Bidding
- Part 15 – Contracting by Negotiation
- Part 19 – Small Business Programs
- SBA SOP 60 02 7 Prime Contracting
- SBA SOP 60 03 6 Subcontracting
- Regulations.gov



- **Current Procurement Opportunities**
 - Federal Business Opportunities (FBO)
www.fbo.gov; www.neco.navy.mil
- **Past Purchases**
 - GSA Federal Procurement Data Center
www.FPDS.gov; www.usaspending.gov
- **Resource:** Prime Contracting 13cfr125.2

- SUB-Net
www.sba.gov/subnet
- USASpending.gov
- FPDS.gov
- Resources: FAR 19.7; 13cfr125.4

JV- Two or more business concerns to establish a new legal entity solely for the purpose of performing a specific contract.

- Limited to 3 awards over 2 yr period
 - 13cfr121.103

Teaming: formal partnership

“DoD Guide to Facilitate Small Business Teaming Arrangements”

SBA Inst. 8000-596 (Joint Ventures)

- **Purpose:**
 - Business Development program to enhance SB's capabilities
- **Mentor:** Provides Protégé assistance with:
 - Technical and management
 - Finance, including equity investments/ loans
 - Subcontracting
 - Joint Venture arrangements.

SBA Mentor/Protégé Application Form

- Present Capability Statement to SBS of federal activities and large prime contractors
- See “A Guide to Collection & Use of Past Performance Information”
- ID Small Business Specialist: Google: small business office: (federal dept.)
- Attend procurement conferences and business expos
- Attend Business Matchmaking events

- Procurement Technical Assistance Center (PTACs): www.dla.mil/smallbusiness
- NC SBA District Office : www.sba.gov/nc
- Small Business and Technology Development Centers: www.sbtfdc.org
- SCORE: www.score.org
- Veterans Business Outreach Centers
- Women's Business Centers : www.sba.gov



U.S. Small Business Administration

Seek Additional Assistance

- North Carolina PTACs

www.sbtcdc.org/ptac

919-715-7272 or 800-258-0862

- North Carolina Military Business Center

www.ncmbc.us

www.matchforce.org

(877) 245-5520

- Federal Agency Contract Goal Program:
www.sba.gov/goaling
- Procurement Marketing (FBO & SUB-Net):
www.sba.gov/contracting
- Certificate of Competency Program (COC)
www.sba.gov/ search: coc
- Size Program – NAICS Information
www.sba.gov/size
- SBA Small Business Training: www.sba.gov

- Small & Disadvantaged Business Utilization Office: www.osdbu.gov/
- Procurement and Technical Assistance Centers : www.aptac-us.org
- www.business.usa.gov; sba.gov/direct
- sba.gov/news; sba.gov/sbpra; data.gov;
- usa.gov; gao.gov; selectusa.gov; blnc.gov;
- Fdsys.gov

2012 Small Business Contracting Reform Initiative

- Gov't Efficiency Thru SB Contracting Act
- SB Advocate Act
- Subcontracting Transparency & Reliability Act
- SB Opportunity Act
- SB Protection Act
- Building Better Business Partnership Act

- 7a
 - 504 Loan
 - Disaster Loans
 - SBICs, SBIR/SBTTTP
 - Surety Bond Program
 - MicroLoans
- *SBAExpress*
- Patriot *Express*
- CAPLines
- Advantage
- *Export Financing*
- **Resource:** NC Small Business Resource Guide
pg 21; www.sba.gov/nc;
www.sba.gov/ “Loans & Grants”
“Small Business Jobs Act”



Federal Grant Programs

- www.grants.gov

Thank you!!

Questions??

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