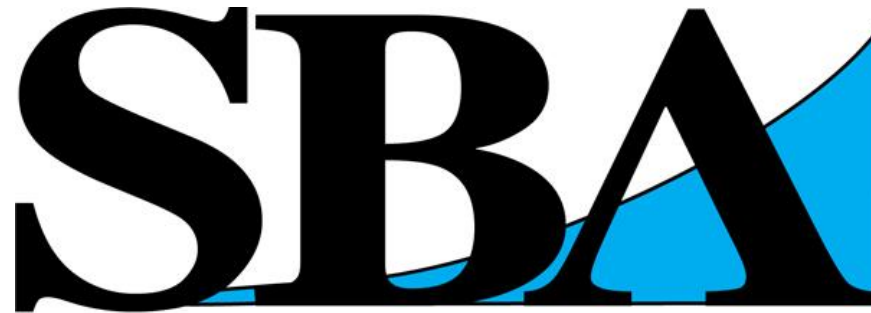


Small Business Federal Government Contracting and Certifications



U.S. Small Business Administration

Fresno District Office

559-487-5791

What We Will Talk About

- Things to do first
- Small business size standards
- Where you need to register
- Finding contracting opportunities
- Certification programs
- Where to go for assistance



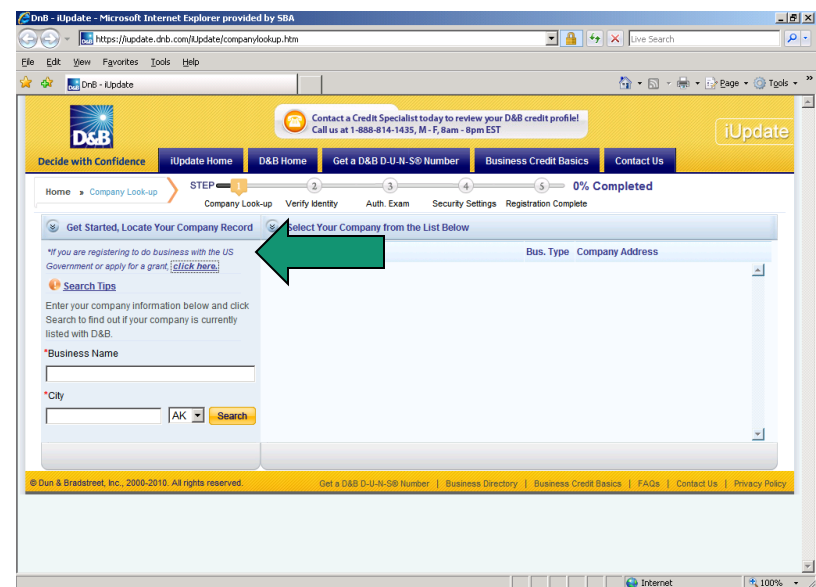
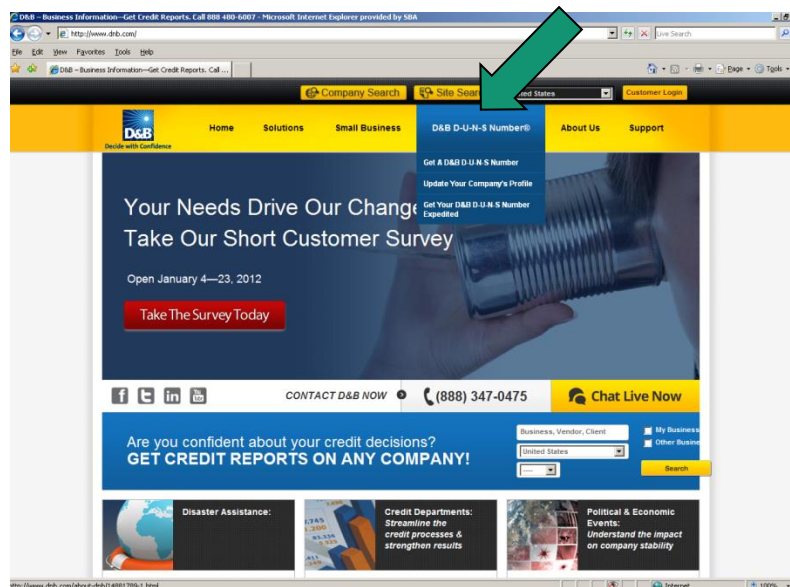
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Your Small Business Resource

www.sba.gov

First Thing to Do

- Obtain a DUNS Number
www.dnb.com



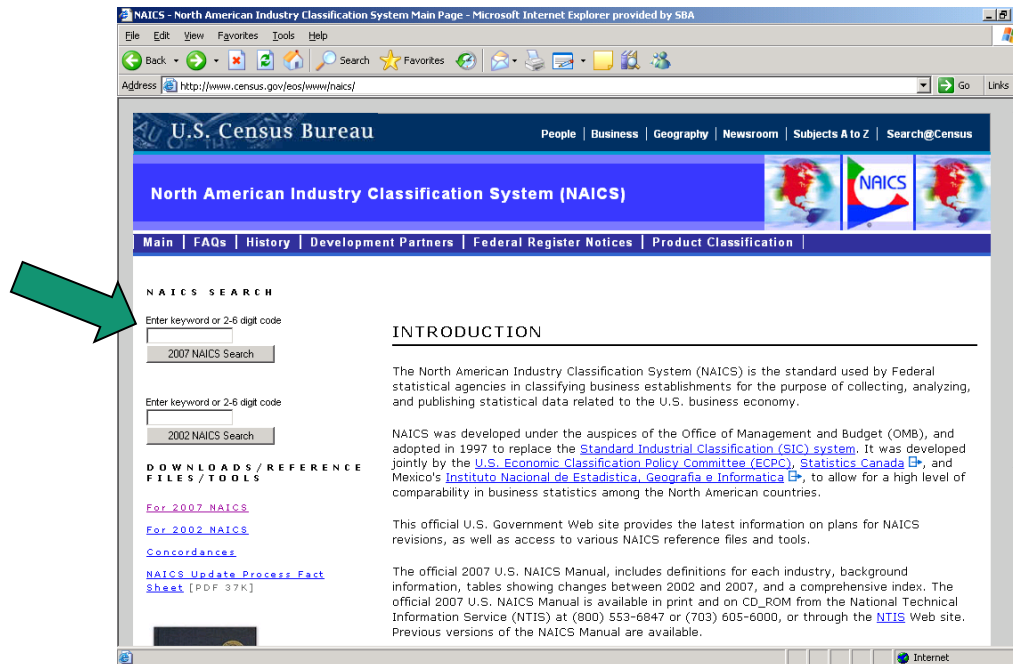
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First Thing to Do

- Identify Your NAICS Code(s)
- www.census.gov/eos/www/naics



U.S. Small Business Administration

www.sba.gov

Your Small Business Resource

Small Business Size Standards

- Manufacturers and Wholesalers - Number of Employees
- All Other Industries - Millions of Dollars

<http://www.sba.gov/content/table-small-business-size-standardssize/index.html>

Sector 23 – Construction		
Subsector 236 – Construction of Buildings		
236115	New Single-family Housing Construction (Except For-Sale Builders)	\$ 36.5
236116	New Multifamily Housing Construction (except For-Sale Builders)	\$ 36.5
236117	New Housing For-Sale Builders	\$ 36.5
236118	Residential Remodelers	\$ 36.5
236210	Industrial Building Construction	\$ 36.5
236220	Commercial and Institutional Building Construction	\$ 36.5
Subsector 237 – Heavy and Civil Engineering Construction		
237110	Water and Sewer Line and Related Structures Construction	\$ 36.5
237120	Oil and Gas Pipeline and Related Structures Construction	\$ 36.5
237130	Power and Communication Line and Related Structures Construction	\$ 36.5
237210	Land Subdivision	\$ 27.5
237310	Highway, Street, and Bridge Construction	\$ 36.5
237990	Other Heavy and Civil Engineering Construction	\$ 36.5
237990_Except	Dredging and Surface Cleanup Activities ²	\$ 27.5



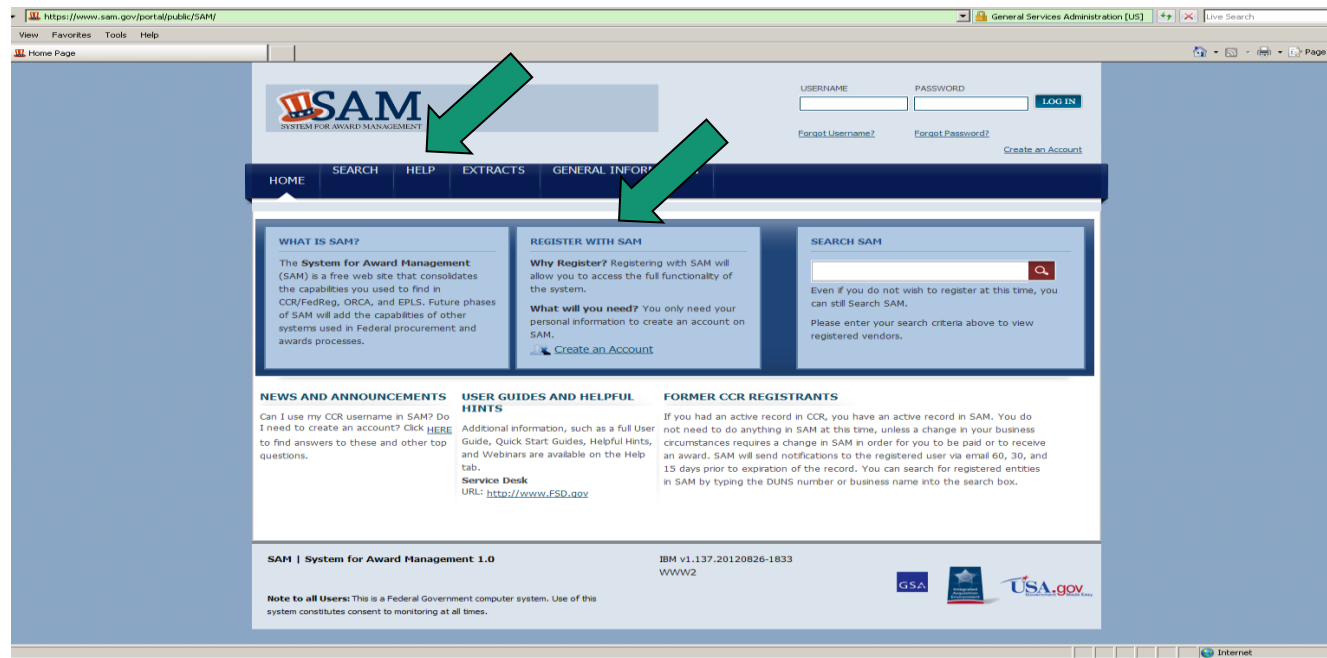
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Register Your Business

- System for Award Management (SAM)
www.sam.gov



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www.sba.gov

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Veterans Register Your Business

- U.S. Department of Veterans Affairs
www.vetbiz.gov



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Your Small Business Resource

Finding Contracting Opportunities

- Fed Biz Opps

www.fbo.gov

Home - Federal Business Opportunities: Home - Microsoft Internet Explorer provided by SBA

https://www.fbo.gov/index?cd=1&au=8&cl=

File Edit View Favorites Tools Help

Home - Federal Business Opportunities: Home

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than 29,000* active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

[Important information for Federal contractors and subcontractors regarding the Association of Community Organizations for Reform Now \(ACORN\)](#)

Buyers / Engineers
Government users may post, manage, and award opportunities.

Username: Password:

[View Opportunities](#)
No login is required to view opportunities.
[Register Now](#)

Vendors / Citizens
Vendors and citizens may search, monitor, and retrieve opportunities.

Username: Password:

[Find Opportunities](#)
No login is required to view opportunities.
[Register Now](#)

RECOVERY
FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)
[SEARCH RECOVERY AWARDS](#)

FBO RECOVERY REPORTS
[Click here for Opportunities](#)
[Click here for Awards](#)
Click [here](#) to learn more.

USER GUIDES
[Buyer](#)
[Vendor](#)
[Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

DEMONSTRATION VIDEOS
Watch demonstration videos designed to familiarize you with the



U.S. Small Business Administration

www.sba.gov

Your Small Business Resource

Small Business Federal Government Contracting Programs

Business Program	Cert?	Set-asides?	SBA Goal
Small Business	No	Yes	23%
8(a) Program	Yes	Yes	5% Included in SDB Goal
HUBZone	Yes	Yes	3%
Service Disabled Veteran	No	Yes	3%
Women Owned	No Must Submit Documentation	Yes	5%

SDB – Small Disadvantaged Business



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Small Business

- Self Representation
- SBA Publishes Size Standards
 - www.sba.gov/size
- Based on:
 - Employees – Manufactures or Wholesalers
 - Dollars – All Other Industries



Small Business Certifications

The screenshot shows the SBA website's navigation and content structure. At the top, the SBA logo is accompanied by links for TRANSLATE, LOGIN, REGISTER, CONTACT US, FOR LENDERS, NEWSROOM, and SBA EN ESPAÑOL. A search icon is also present. Below the logo, a horizontal menu lists: Starting & Managing, Loans & Grants, Contracting, Learning Center, Local Assistance, and About SBA. A large blue banner features the text "Obtaining a D-U-N-S Number" with a right-pointing arrow and a row of nine asterisks in boxes. Below this, a "Contracting" section header is followed by three sub-sections: "Video: Sell to the Government", "Qualify for Government Contracts", and "Government Contracting Blogs". A sidebar on the left lists various contracting topics. The main content area is titled "Government Contracting Programs" and includes four columns of information: "What is a Small Business Set Aside?", "Women-Owned Small Businesses", "8(a) Business Development Program", "HUBZone Program", "Service-Disabled Veteran-Owned Businesses", and "Small Disadvantaged Businesses".

TRANSLATE LOGIN REGISTER CONTACT US FOR LENDERS NEWSROOM SBA EN ESPAÑOL

SBA
U.S. Small Business Administration

Starting & Managing Loans & Grants Contracting Learning Center Local Assistance About SBA

Obtaining a D-U-N-S Number

Contracting

Video: Sell to the Government Qualify for Government Contracts Government Contracting Blogs

SBA.gov > Contracting > Government Contracting Programs

Contracting

- What is Government Contracting?
- Getting Started as a Contractor
- Finding Government Customers
- Resources for Small Businesses
- Government Contracting Programs
- For Contracting Officials

Government Contracting Programs

What is a Small Business Set Aside?
Small business set-asides are a powerful tool for helping small businesses compete for and win federal contracts.

Women-Owned Small Businesses
The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to set aside certain federal contracts for eligible women-owned small businesses.

8(a) Business Development Program
Learn how SBA's 8(a) Business Development Program helps small, disadvantaged businesses compete in the marketplace.

HUBZone Program
The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities.

Service-Disabled Veteran-Owned Businesses
This program provides procuring agencies with the authority to set acquisitions aside for exclusive competition among service-disabled veteran-owned small business concerns.

Small Disadvantaged Businesses
Firms that are considered to be small disadvantaged businesses can compete for certain federal contracting opportunities.



U.S. Small Business Administration

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Your Small Business Resource

Small Business

- Qualifications
 - Meet the size standard
 - U.S. Citizen
 - Self-certify
- Benefits
 - Set-a-sides
 - Goals
 - Prime Contracts – 23%
 - Sub-contracts with Large Business



Woman Owned Small Business and Economically Disadvantaged WOSB

- Benefits
 - Set-a-sides in designated NAICS codes
 - Goals
 - Prime Contracts – 5%
 - Sub-contracts with Large Business



Woman Owned Small Business

- Self Representation
- Must Submit Data to On-Line Repository
- Small Business
- 51% Owned and Controlled by One or More Women
- U.S. Citizen



Economically Disadvantaged Woman Owned Small Business

- Must Meet All Woman Owned Small Business Requirements
- Personal Net Worth Less than \$750,000
- Gross Yearly Income Less than \$350,000
- Assets Less than \$6 million



U.S. Small Business Administration

Your Small Business Resource

www.sba.gov

Service Disabled Veteran Owned Small Business

- Self Representation
- Small Business
- 51% Owned and Controlled by Service Disabled Veteran or Veterans
- U.S. Citizen



8(a) Business Development Program

- Benefits
 - Nine Year Program
 - Business Development Training
 - Surplus Federal Property
 - Contracting Preferences
 - Goals
 - Prime Contracts – 5%
 - Sub-contracts with Large Business
 - Sole Source – below \$4 million
 - Competitive Set-a-sides – above \$4 million



8(a) Business Development Program

- Small Business
- Socially Disadvantaged
- Economically Disadvantaged
- U.S. Citizen
- Good Character
- Potential for Success



8(a) Business Development Program

- Application Available
 - On-line - www.sba.gov
 - Email - BDMIS@sba.gov
 - Must Register - www.sam.gov
- Application Processed
 - San Francisco Certification Center
 - 30 – 120 Days



HUBZone Program

- Benefits
 - Set-a-sides
 - Goals
 - Prime Contracts – 3%
 - Sub-contracts with Large Business
 - Higher Surety Bond Guaranties



HUBZone Program

- Small Business
- Principal Office in HUBZone
- 35% of Employees Must Reside in a HUBZone
- Owned 51% by U.S. Citizens



HUBZone Program

- Application Available
 - On-line - www.sba.gov
 - Must Register - www.sam.gov
- Processing Time
 - Washington DC
 - About 90 Days



Other SBA Programs and Partners

- **SCORE**
www.score.org/index.html
- **Small Business Development Centers**
www.sba.gov/content/small-business-development-centers-sbdcs
- **PTAC**
www.montereybayptac.com, Teri Williams., 831-216-3019
- **Surety Bond Guarantee**
www.sba.gov/aboutsba/sbaprograms/osg/index.html
- **Financial Assistance**
www.sba.gov/financialassistance/



Wishing You Success!



Thank you for letting me be part of your day



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