



U.S. Small Business
Administration

Our Role in Government Contracting Assistance

Annually over \$150B gets awarded to small businesses from federal government agencies. SBA's job is to set goals and measure results for the federal agencies and try to level the playing field for small businesses for prime and subcontracting opportunities.

- General outreach to small business on selling to the government
 - One-on-one sessions/small business visits
 - Business Roundtables
 - Workshops
 - Matchmakers
- Guaranty loans – general and contract specific
- Surety Bonding program
- Certification programs

Historic level amounts to a **\$178.6 billion investment** in FY23 with FY23 small business contracting goal of 23%, awarding an **all-time high 28.4%** of federal contract dollars to small businesses

SBA – New England is here to help

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Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(including 8(a) certified) (12%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-
Owned Small Businesses (3%)**



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

Is YOUR Business Ready?



Does the government...
buy what you sell?

Do you have...
federal contracting experience, cash, inventory,
working capital?

Are you capable...
of fulfilling a government contract?

Do you know...
where to find contracting opportunities?



8(a) Business Development

The federal government tries to award at least 5% of all federal contracting dollars to small disadvantaged businesses each year. >

[Participate in the 8\(a\) Business Development program](#)



HUBZone

The federal government tries to award at least 3% of all federal prime contracting dollars to HUBZone-certified small businesses each year. >

[Become a HUBZone-certified business](#)



Women-Owned Small Business

The federal government tries to award at least 5% of all federal contracting dollars to women-owned small businesses each year. >

[Get certified as a women-owned small business](#)



Service-Disabled Veteran-Owned

The federal government tries to award at least 3% of annual federal contracting dollars to service-disabled veteran-owned small businesses. >

[Join the disabled veterans' business program](#)



[Contracting guide \(sba.gov\)](https://www.sba.gov/contracting)

[8\(a\) Business Development program \(sba.gov\)](https://www.sba.gov/8(a)-business-development-program)

[HUBZone program \(sba.gov\)](https://www.sba.gov/hubzone-program)

[Small Disadvantaged Business \(sba.gov\)](https://www.sba.gov/small-disadvantaged-business)

[Home · WOSB.Certify.sba.gov](https://www.sba.gov/home/wosb-certify)

[Veteran Small Business Certification \(sba.gov\)](https://www.sba.gov/veteran-small-business-certification)

[7\(j\) Management and Technical Assistance program \(sba.gov\)](https://www.sba.gov/7(j)-management-and-technical-assistance-program)



Managerial experience



51% ownership requirements



Highest office position



Proper NAICS codes



Management of daily operations



Time in business

Why consider 8(a)?

SBA's 8(a) Business Development Program is a Nine-year program created to help socially and economically disadvantaged owned businesses:

- Receive exclusive access to reserved federal contracting opportunities and a unique opportunity for direct contract awards and set-aside projects.
- Take advantage of intense business development from SBA staff and outside paid consultants through SBA funding .
- Create new business paths and jobs through diversifying revenue streams with federal contracting dollars.
- Increase capacity by utilizing teaming, joint ventures and/or SBA's Mentor Protégé Program.



8(a) Eligibility Requirements

- Be a small business (as defined by <https://www.sba.gov/size-standards>).
- Not have previously participated in the 8(a) BD program.
- Be at least 51 percent owned and controlled by U.S. citizens who are socially and economically disadvantaged when considering the following:
 - **Race, ethnicity, gender, physical handicap, long-term environmental issues**
 - **Chronic and substantial social disadvantaged**
 - **Negative impact to business advancement**
 - **Preponderance of evidence**
- Demonstrate good character and the potential for success such as having been in business for two years.

8(a) Business Development Program



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



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



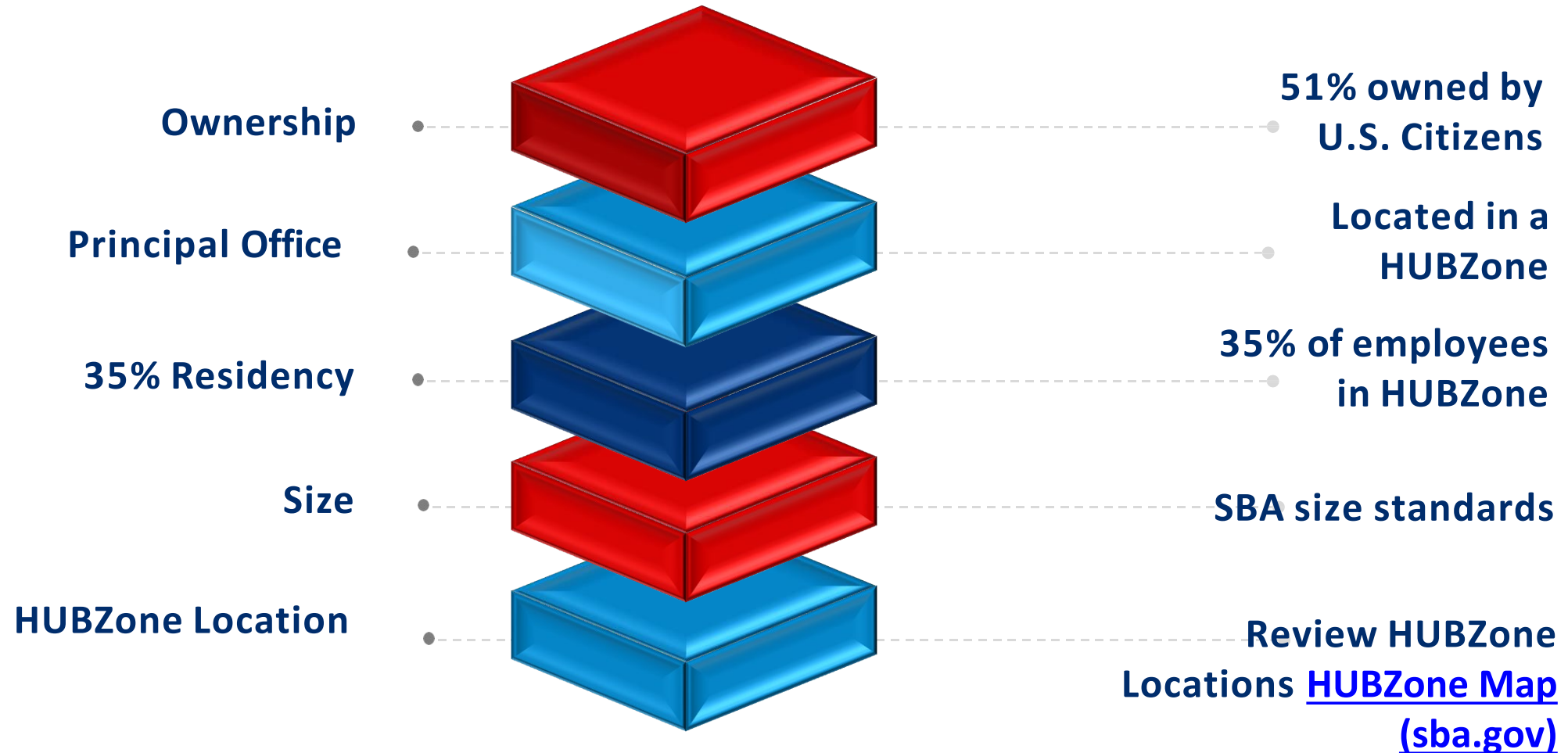
Fair market value of all assets is **\$6.5 million** or less

Why Consider HUBZone Certification?

- Established in 1997, launched in 1999
- Fuels growth of small businesses in historically underutilized business zones (HUBZone) by providing certification for preferential access to federal government contracts.
 - **Federal agencies** set aside contracts for HUBZone-certified small businesses
 - **Large prime contractors** seek out qualified HUBZone firms as strategic partners on large government contracts
 - **Undercapitalized communities** benefit from job opportunities and investment



HUBZone Eligibility and Requirements



Is the WOSB Certification Appropriate for You?



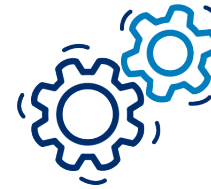
Managerial experience



Highest office position



Proper NAICS codes



51% ownership
requirements



Management of daily
operations



No minimum time in
business

WOSB **READY**

Getting the Most Out of the WOSB Federal Contracting Program



Ability to qualify for set-aside or sole-source contract awards—increasing prime and subcontracting opportunities



Opportunity to build capacity and grow by establishing joint ventures and participating in the All Small Mentor-Protégé Program



Access to training, management, and technical assistance programs, as well as guaranteed loans and bonding assistance

WOSB READY

Economic Disadvantaged Woman Owned Small Business Certification



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

Veteran Owned Small Business Certification



Be considered a small business as defined by the size standards corresponding to at least one NAICS code listed in the business's SAM.GOV profile



No less than 51% of the business must be owned and controlled by one or more veterans



For certification as an SDVOSB, no less than 51% of the business must be owned and controlled by one or more veterans rated as service-disabled by the VA

Getting the Most Out of Your Certification



Qualify for set-aside or sole source contract awards – helping agencies achieve success



Opportunity to build capacity and grow by establishing Joint Ventures and participating in the Mentor-Protégé Program



Access to management and technical assistance programs, guaranteed loans and bonding assistance

Looks like my firm qualifies , Now what? “Am I Eligible” tool on the [SBA’s Certify website](https://certify.sba.gov)

SBA Certification Portals

[8\(a\) Certification - Certify](https://certify.sba.gov)

[HUBZone - SBA Connect](https://certify.sba.gov)

[WOSB.Certify.sba.gov](https://wosb.certify.sba.gov)

[Veteran Small Business Certification](https://certify.sba.gov)

Other Certification Programs

[NH Department of Transportation – Disadvantage Business Enterprise Certification](https://certify.sba.gov)

[WBENC \(Woman Owned Small Business\) Certification](https://certify.sba.gov)

[Greater New England Minority Supplier Development Council Certification](https://certify.sba.gov)



IMPORTANT: All SBA Certification Programs require SAM registration. Creating your account is your FIRST STEP. [SAM.gov](https://sam.gov) | Home

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

The SBA Resource Partner Network

Access the right tools at the right time – wherever you are

Approved and Funded by SBA:

SCORE: Mentors throughout the states
<https://www.score.org/>

Small Business Development Centers (SBDCs)
located throughout the states
[SBDC](#)

Veteran's Business Outreach Center
<https://www.cweonline.org/About-CWE/Veterans-Business-Outreach-Center>

Women's Business Center
[Center for Women & Enterprise](#)



Helpful Resources for Small Businesses

- [Federal Contracting](#)
- [Federal Contracting “Am I Eligible?” Tool](#)
- [SBA Loans](#)
- [SBA Surety Bonds](#)
- [SBA Resource Guide](#)
- [SBA Procurement Scorecard](#)
- [APEX Accelerators](#)





U.S. Small Business
Administration

How are we doing?

Please take a minute to let us know

www.sba.gov/feedback

