



# Federal Procurement Goals

Federal procurement goals provide agencies with a strong incentive to look for qualified small businesses when awarding contracts.

Explore:

- SBA Certification Programs
- Self-certification Programs

# *Self-Certifications*

- Set-aside or restricted procurements for:
  - Small business
  - Service disabled veteran owned businesses
- No set-aside program for women-owned or veteran-owned but federal agencies and prime contractors have goals

# SBA Certification Programs

SBA programs assist specific groups in securing federal contracts:

- 8(a) Business Development Program
- Historically Underutilized Business Zone Program (HUBZone)



## *What is the SBA 8(a) program?*

- 9-year business development program for eligible small disadvantaged businesses
- Assists companies through training, counseling, access to capital and contracting assistance
- Certified firms are eligible to received “sole source” and 8(a) set-aside contracts



# *Qualifying for the 8(a) Program*

- Application must demonstrate that the company is:
  - Small business
  - 51% owned and controlled by socially and economically disadvantaged individual(s) – Must be U.S. Citizen and have net worth under \$250,000 (excluding business and residence)
  - Established for a minimum of 2 years
  - Potential for Success in Government Contracting
- For more information, visit [www.sba.gov/8abd](http://www.sba.gov/8abd)
- For access to the on-line application and guide, visit <https://sba8a.symlicity.com/applicants/guide>



## *HUBZone Program*

- Provide Federal contracting assistance to qualified small business concerns located in historically underutilized business zones (HUBZones) to:
  - Increase employment opportunities
  - Stimulate capital investment in those areas
  - Empower communities through economic leveraging and the “multiplier effect.”
- Certified firms are eligible to receive HUBZone set-aside contracts and 10% price preferences on non set-aside contracts

## *Qualifying for HUBZone*

- Must be a small business
- Primary business location must be located in an identified census tract or county
- 35% of employees must reside in an identified HUBZone area
- Business must be owned at least 51% by US Citizens, or a Community Dev Corp, or Agricultural cooperative or an Indian Tribe
- For more information or to apply online, visit [www.sba.gov/hubzone](http://www.sba.gov/hubzone)

# *Hubzone Areas in Vermont*

*Caledonia, Essex, Lamoille and  
Orleans Counties*

*Census Tracts are located in  
Chittenden, Franklin and Rutland  
Counties*

## *What is a small business?*

- **SBA has established a size standard for most industries in the U.S. economy. These standards represent the largest size that a business may be to be classified as a small business for SBA and Federal contracting programs. The most common size standards are as follow:**
  - ⑩ **500 employees for most manufacturing and mining industries**
  - ⑩ **100 employees for all wholesale trade industries**
  - ⑩ **\$7 million for most retail and service industries**
  - ⑩ **\$33.5 million for most general & heavy construction industries**
  - ⑩ **\$14 million for all special trade contractors**
- **Use your NAICS (North America Industry Classification System) code to determine your size standard at:**  
[www.sba.gov/contractingopportunities/officials/size/index.html](http://www.sba.gov/contractingopportunities/officials/size/index.html)

# *Prime Contracting Program*

- **SBA procurement center representatives (PCRs)**
  - **Review contracting actions from assigned federal agencies for possible set-asides**
  - **Review subcontracting plans**
  - **Recommend small business contractors**
  - **Counsel small businesses**
  - **For a list of PCRs nationwide visit:**

[http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc\\_pcrd1.html](http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_pcrd1.html)

# *Subcontracting Assistance Program*

- SBA commercial market representatives (CMRs)
  - Identify opportunities for small business with large prime contractors
  - Conduct program reviews of assigned primes
  - Counsel small businesses
  - For a list of CMRs nationwide visit:  
[http://www.sba.gov/aboutsba/sbaprograms/gc/contact\\_s/gc\\_subcontracts\\_opportunities.html](http://www.sba.gov/aboutsba/sbaprograms/gc/contact_s/gc_subcontracts_opportunities.html)

# *Certificate of Competency*

- **Appeal process for small business on a specific contract when the contracting officer find the small business “non-responsible” (unable to successfully complete the contract due to technical or financial reasons)**
- **Usually happens when small business lacks past performance**
- **SBA conducts independent review and makes determines if company can perform successfully**
- **Contracting Officer must accept decision**

## *What is the SBA Service-Disabled Veteran-Owned Small Business Program?*

- No formal certification program
- Firm “self-certifies” that it meets the requirements in the CCR (central contractor registration)
- Eligible to receive set-aside contracts restricted to SDVs
- Requirements:
  - 0-100% disabled with honorable discharge
  - Must be able to supply contracting officer with documentation from VA or DOD
  - [http://www.sba.gov/aboutsba/sbaprograms/gc/programs/gc\\_service\\_disabled.html](http://www.sba.gov/aboutsba/sbaprograms/gc/programs/gc_service_disabled.html)

# Training and Counseling Programs

- Small Business Training Network – a virtual campus
- Free, online “how-to” courses on federal procurement procedures
- <http://www.sba.gov/training/courses.html>

