



U.S. Small Business
Administration



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FY23 Annual Goal

~~23%~~

28.4%

\$178.6

Billion

Am I a Small Business?

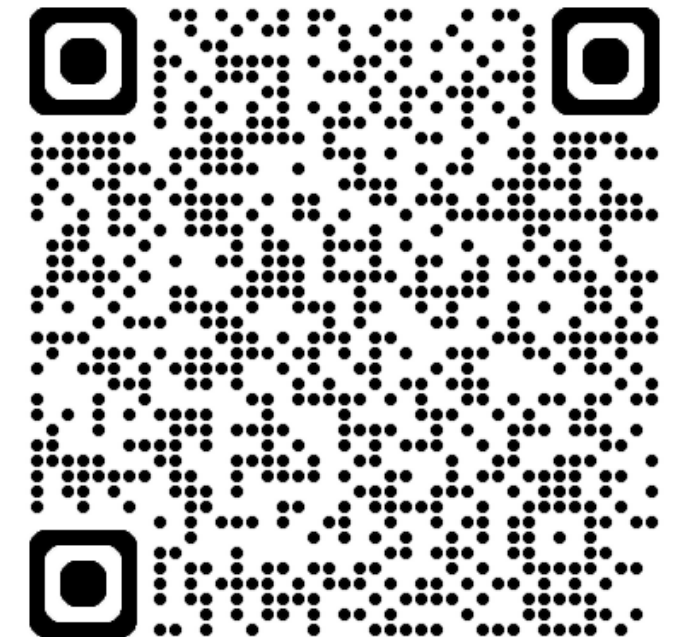
Size Standards

Determined by NAICS Industry Codes

Size Restrictions

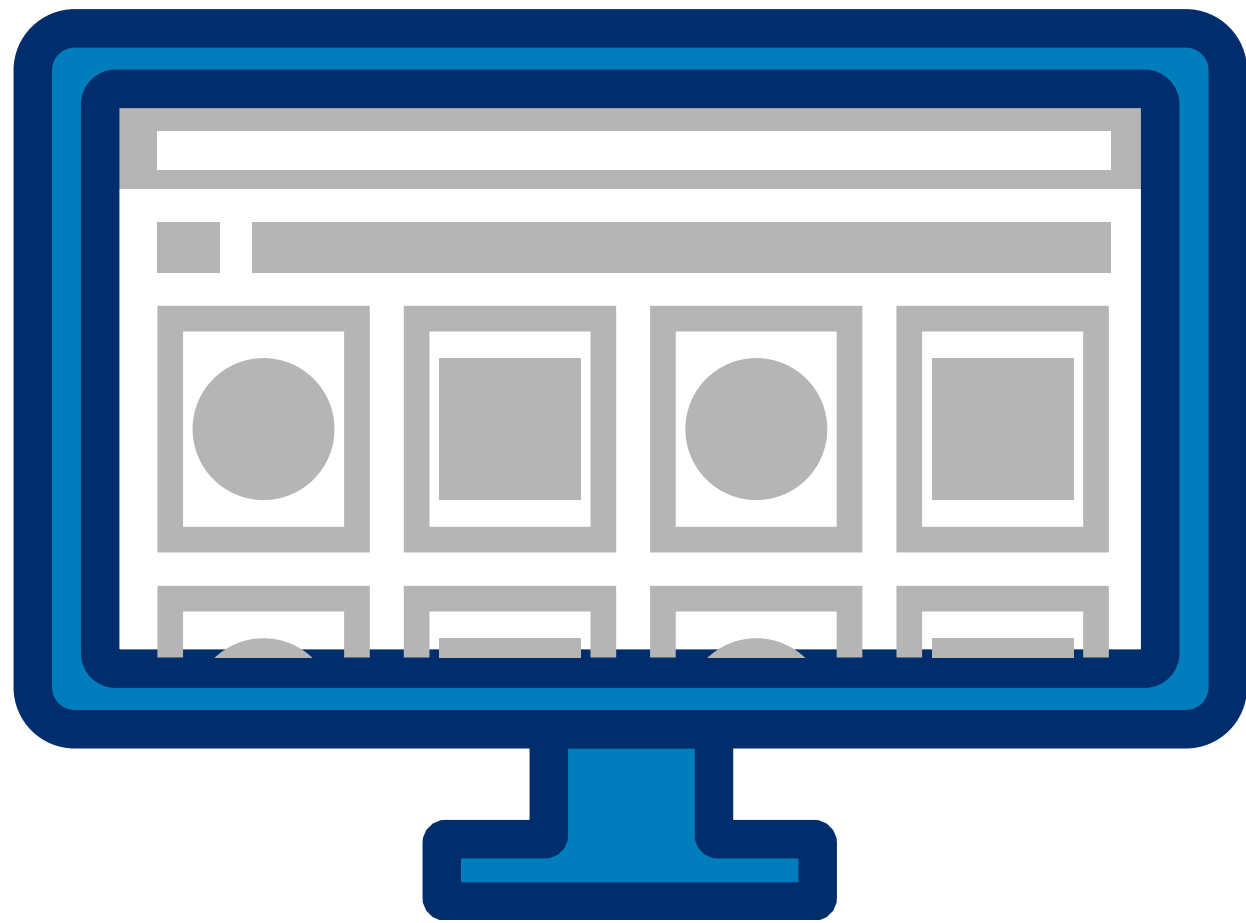
Average number of employees or annual receipts

Size Standards Tool

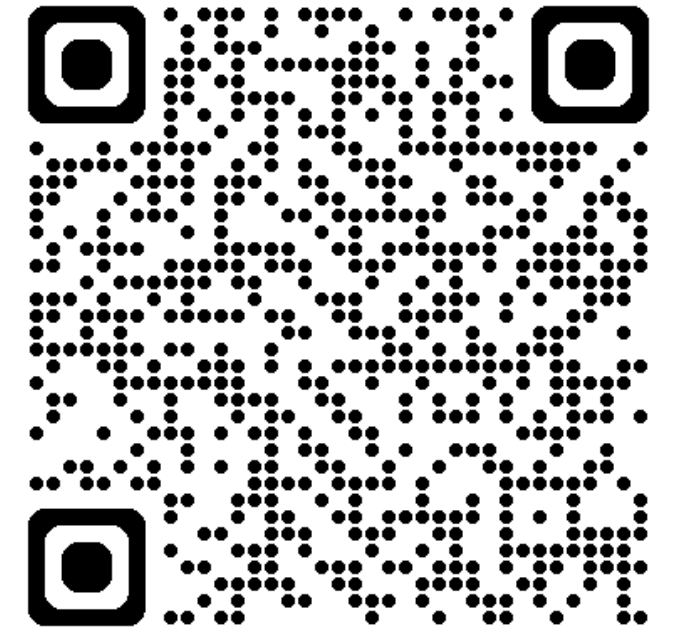


Find my NAICS

North American Industry
Classification System



[Census.gov/NAICS](https://www.census.gov/NAICS)





Would I Qualify?

What's my business?

Business Type

Sole Proprietorship, partnership, corporation, or any other legal form

Other

Nonprofit businesses are not considered



Would I Qualify?

Where's my business?

Location

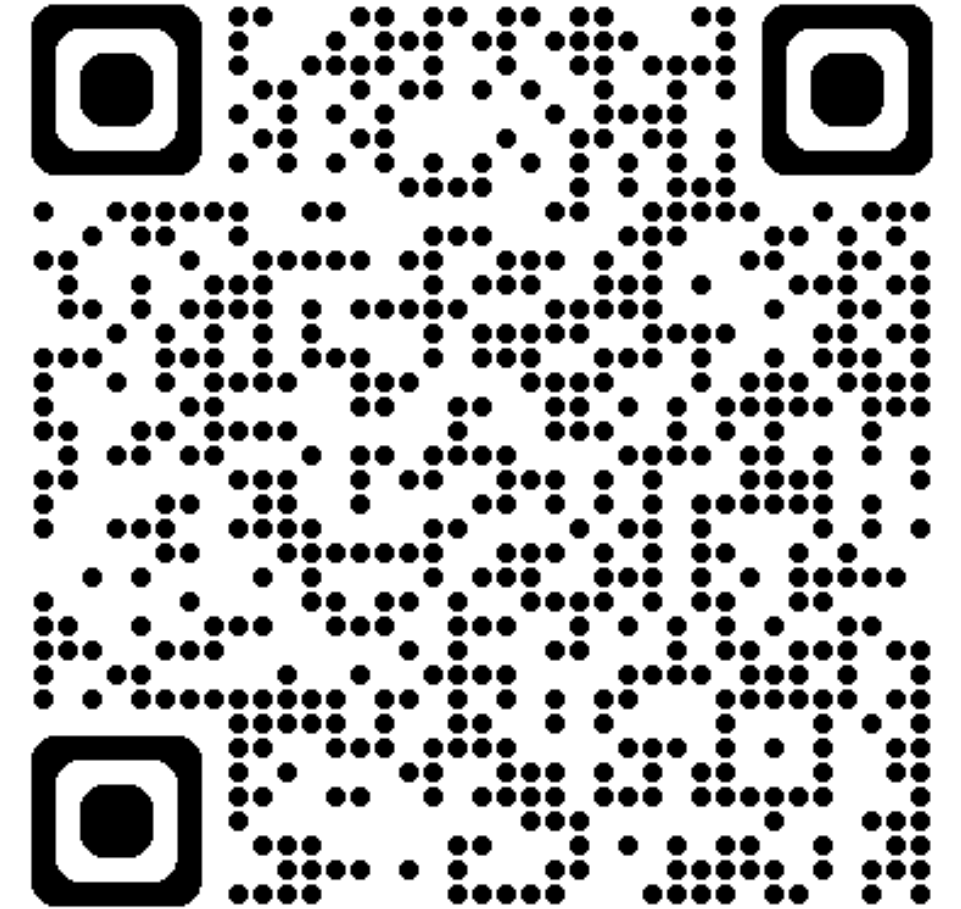
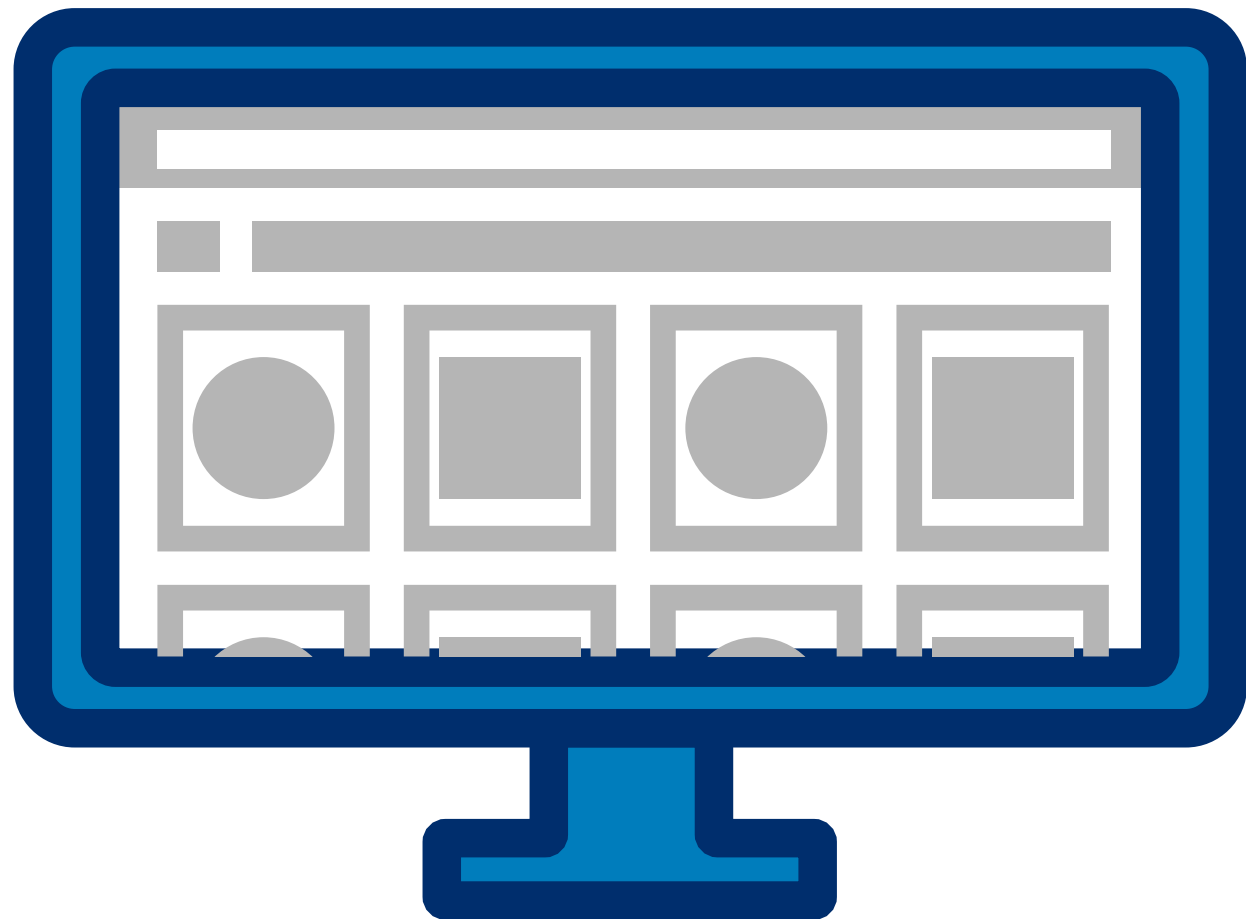
Operates primarily within the U.S.

Non-Eligible

Primary operations outside the U.S.

SAM.gov

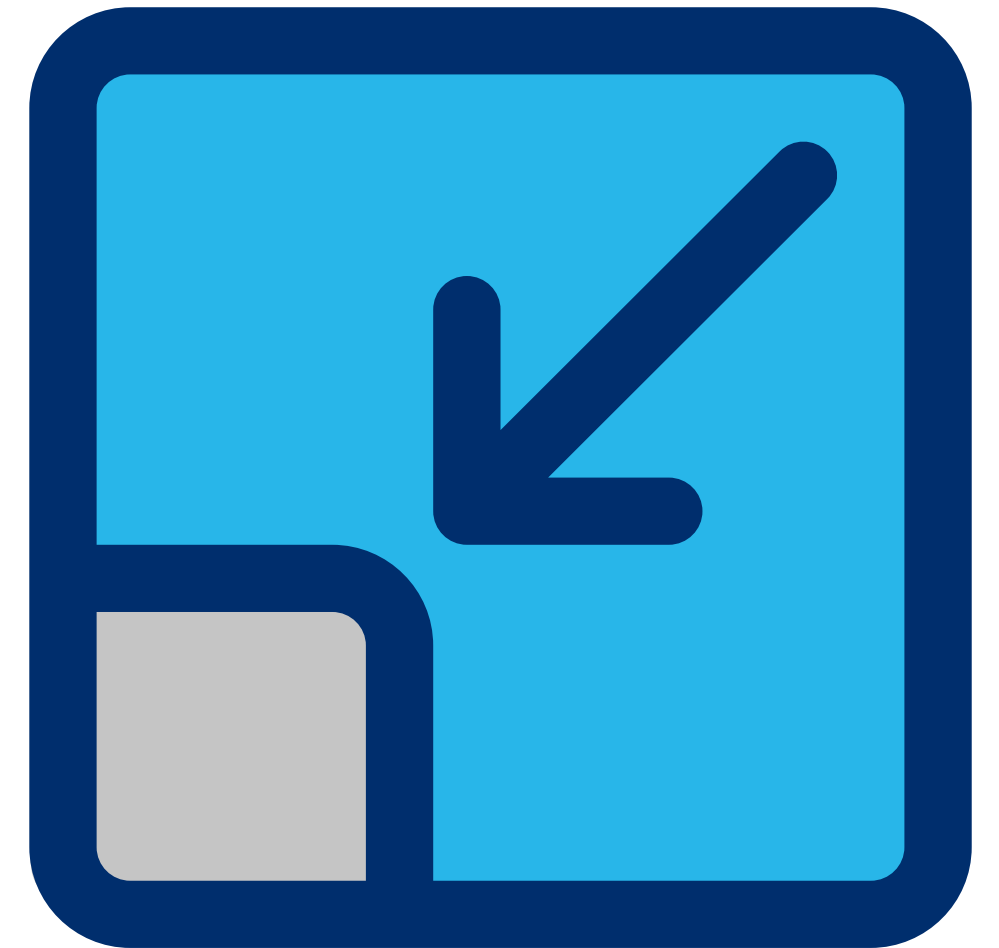
System for Award
Management



What Type of Small Business Am I?

...why?

**Set
Asides**



Certifications

Set-Aside Certification Programs
and Socio-Economic Categories

Targeted Set Asides and Acquisition Goals



Women
Owned
5%

8A
5%

HUBZone
3%

Veteran
Owned
3%

Women
Owned
50%



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WOSB

Women Owned Small Business

EDWOSB

Economically Disadvantaged
Women Owned Small Business

WOSB Certification Requirements

1

Be a small business according to SBA Size Standards

2

Be at least 51% owned and controlled by women who are U.S. Citizens

3

Have women manage day-to-day operations who also make long-term decisions

EDWOSB Certification Requirements

All WOSB requirements PLUS:

1

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

2

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

3

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



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Nine-year program created to help socially and economically disadvantaged entrepreneurs gain access to - and succeed in - the federal marketplace

Build Capacity and grow through contracts

Access to business development support

8A

50%

8(a) Certification Requirements

- 1 Be a small business (as defined by SBA Size Standards)
- 2 Not have previously participated in the 8(a) BD program
- 3 Be at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged;
- 4 Have a personal net worth of less than \$850K, adjusted gross income of \$400K or less, and assets totaling \$6.5M or less ..&
- 5 Demonstrate good character and potential for success such as **having been in business for two years**



Designated Socially Disadvantaged Criteria

The definition of social disadvantage means that an individual has been subjected to racial, ethnic, or cultural bias within American society because of their identities as members of groups and without regard to their individual qualities.

Race, Religion, Ethnic Origin, Gender, Sexual Orientation, Identifiable Disability, Isolation from American Society, and others have formed the basis of successful social disadvantage submissions.

Economically Disadvantaged Requirements to Qualify

1

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

2

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

3

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

Two Years in Business?

SBA may WAIVE the two -year rule *with...*

- 1 Business management experience
- 2 Technical expertise
- 3 Adequate capital
- 4 Successful past performance
- 5 Ability to meet requirements

HUBZone

3%



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The HUBZone certification was launched in the late 90's to fuel growth of Small Businesses in **historically underutilized business zones**.

This certification is used to stimulate economic opportunities and growth in those areas.

Benefits

HUBZone

30%



Eligible to compete for set-aside contracts



10% price evaluation preference in full and open contract competitions



Can STILL compete for contract awards under other socio-economic programs they qualify for

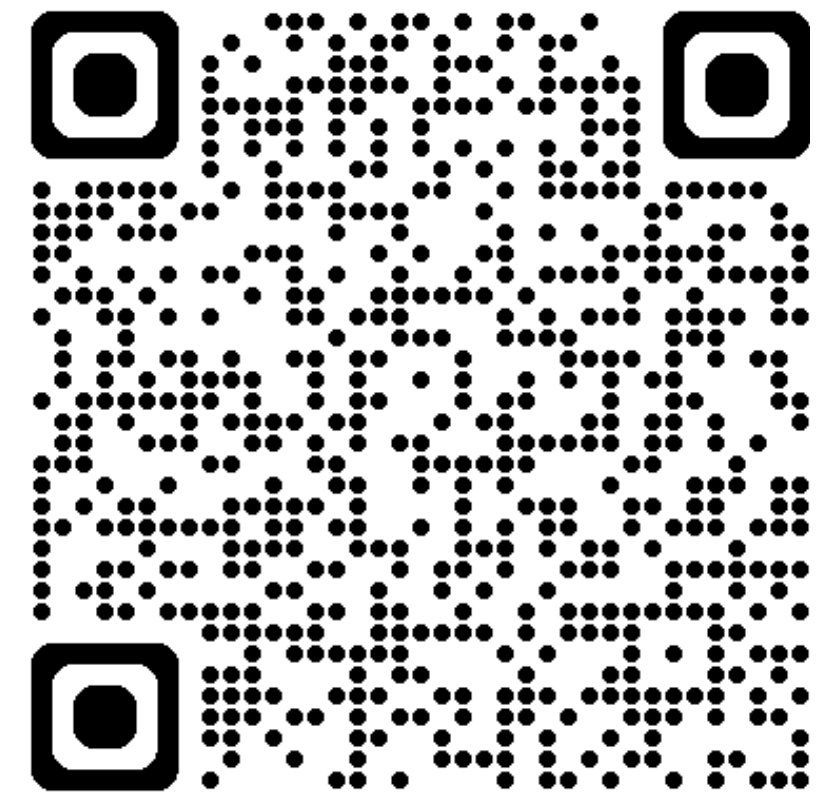
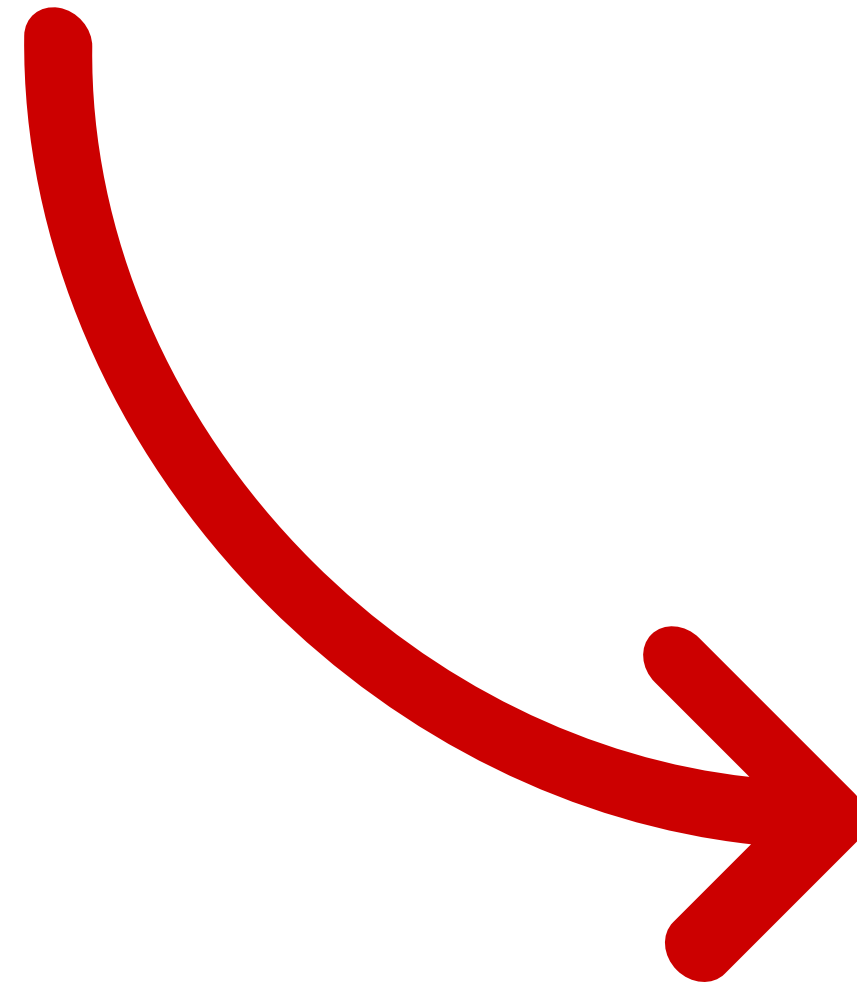
HUBZone Certification Requirements

- 1** Be a small business (as defined by SBA Size Standards)
- 2** Be at least 51% owned and controlled by U.S. citizens, a Community Development Corporation, an agricultural cooperative, an Alaska Native corporation, a Native Hawaiian organization, or an Indian tribe
- 3** Have its principal office located in a HUBZone
- 4** Have at least 35% of its employees living in a HUBZone



HUBZone Map

Enter Your Address



Veteran
Owned
30%



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VOSB

Veteran Owned Small Business

SDVOSB

Service Disabled
Veteran Owned Small Business

VOSB/SDVOSB Certification Requirements

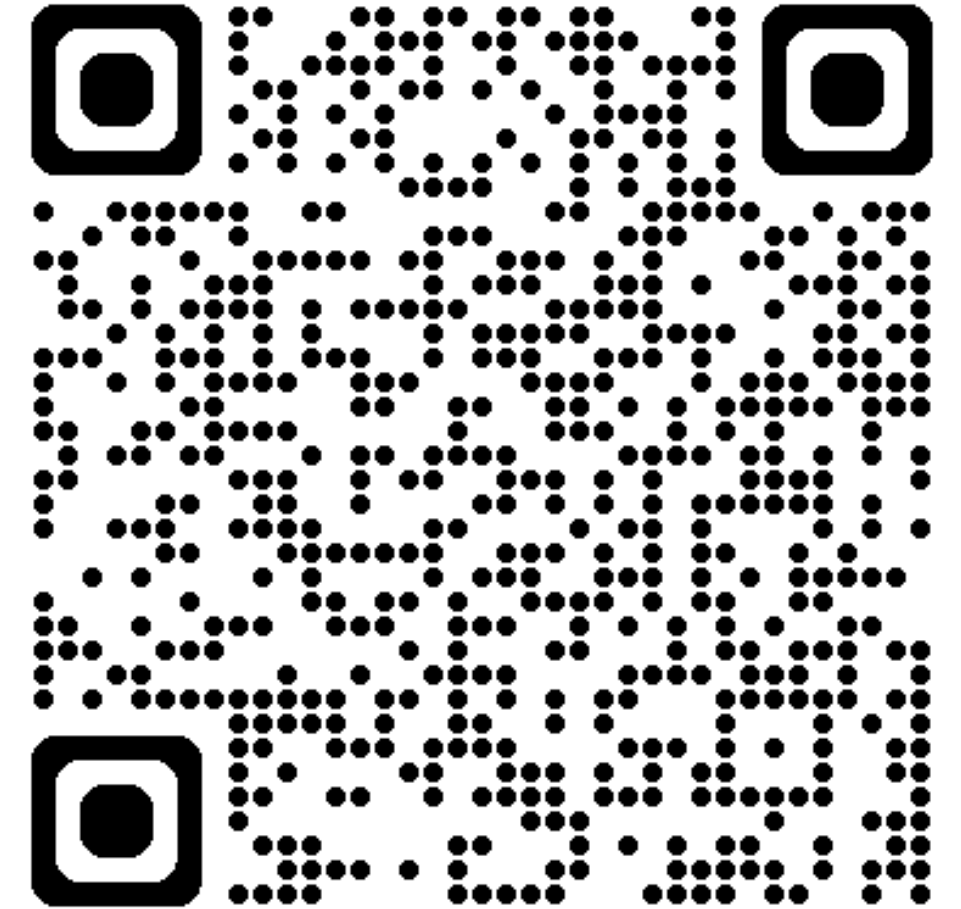
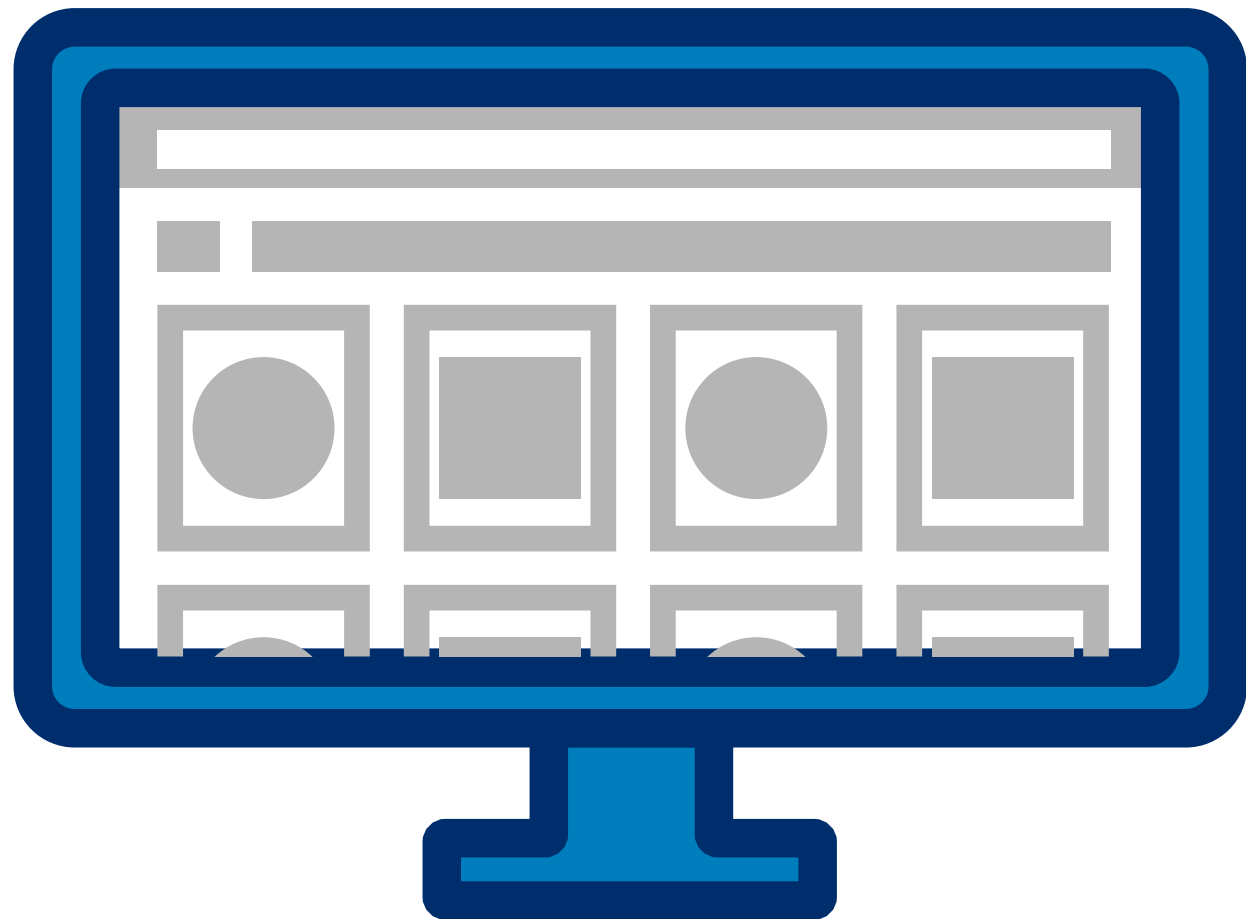
- 1 Be a small business according to SBA Size Standards
- 2 Be at least 51% owned and controlled by one or more veterans
- 3 For certification as a **SDVOSB**, no less than 51% of the business must be owned or controlled by one or more veterans rated as service-disabled by VA

Five Key Factors to Preparing for Certification Success

- 1 Evaluate Business Strategy Compatibility
- 2 Be Financially Prepared
- 3 Determine Eligibility
- 4 Gather Required Documentation - **FIRST**
- 5 Register At **SAM.gov**

SAM.gov

System for Award
Management





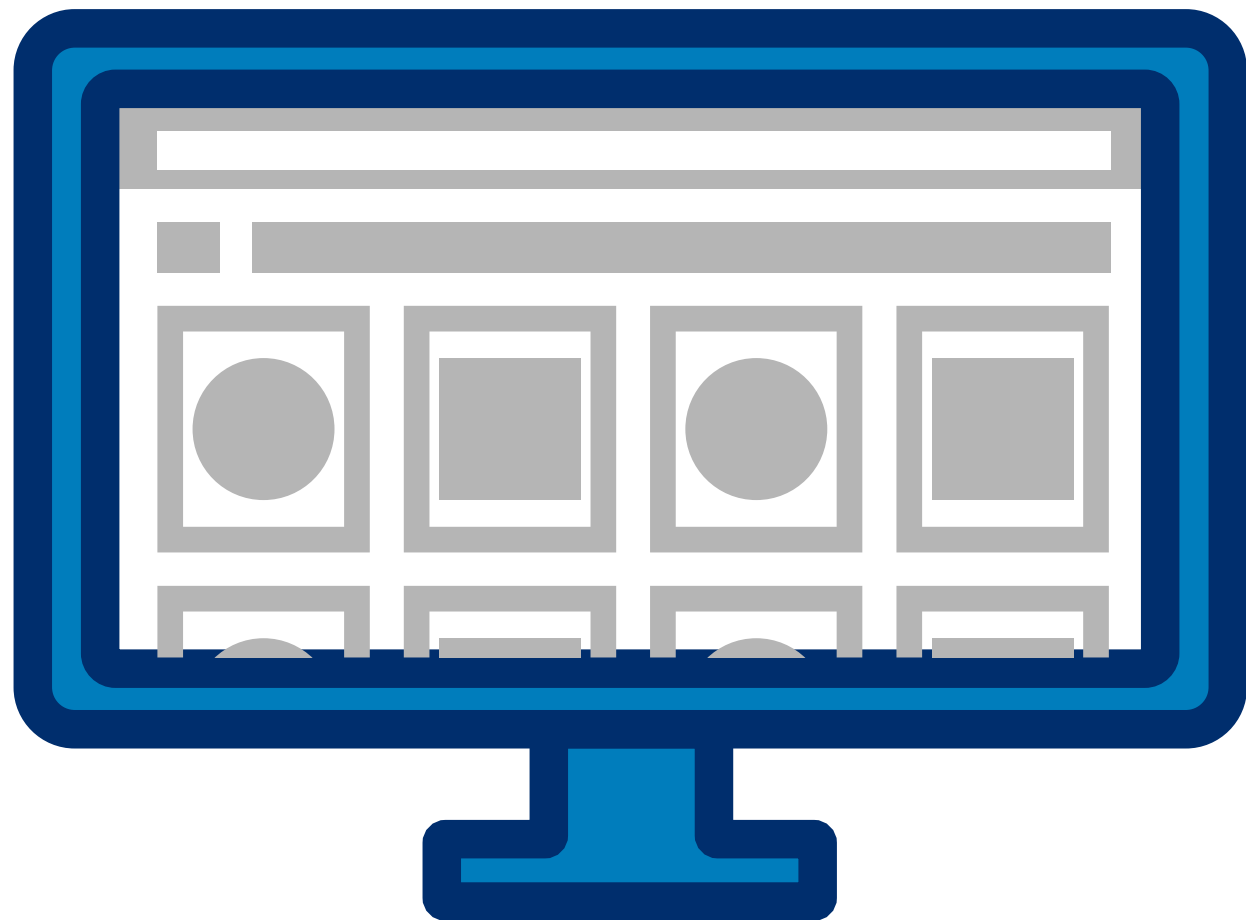
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The SBA has unified how customers apply for, and manage their federal contracting certifications!

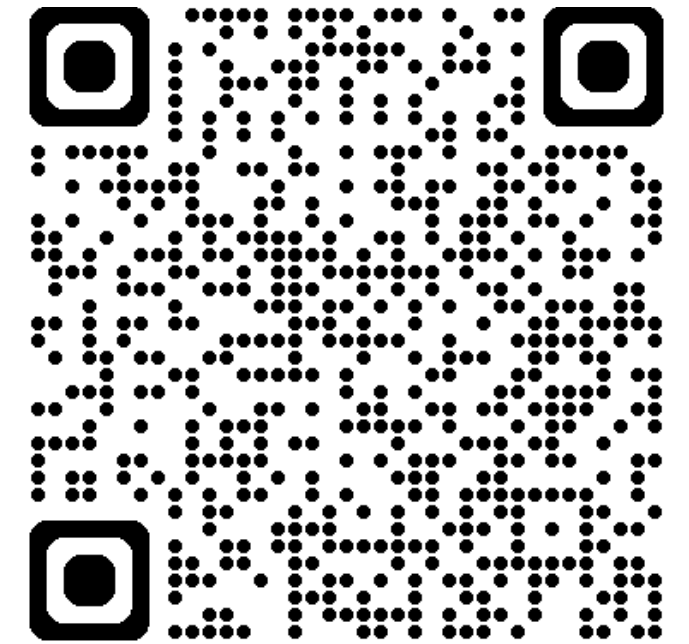
MySBA Certifications replaces several legacy certification websites with a unified and consolidated software solution.

MySBA Certifications

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



certifications.sba.gov/





MySBA Certifications Help

SBA Call Center

1-202-205-6459

1-866-443-4110

Email

certifications@sba.gov



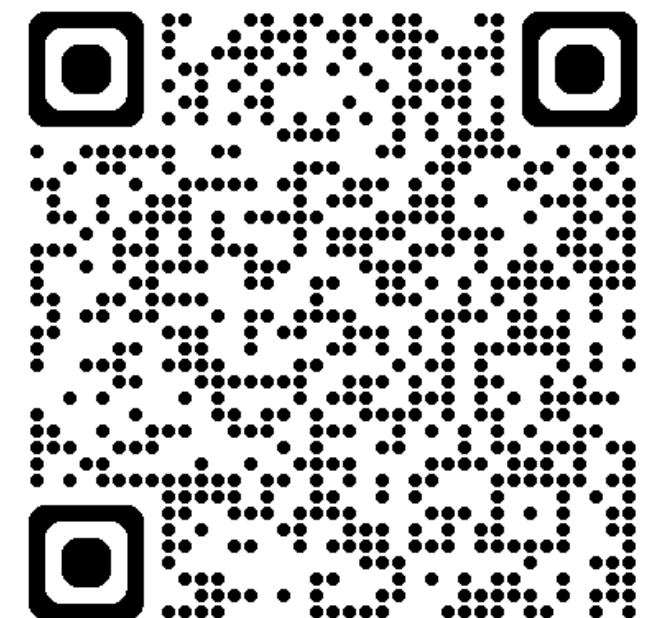
Need Help?

Ask a resource partner!



1,400+ partner
offices nationwide

- SBDCs
- SCORE Business Mentors
- Veteran's Business Outreach
- Women's Business Centers

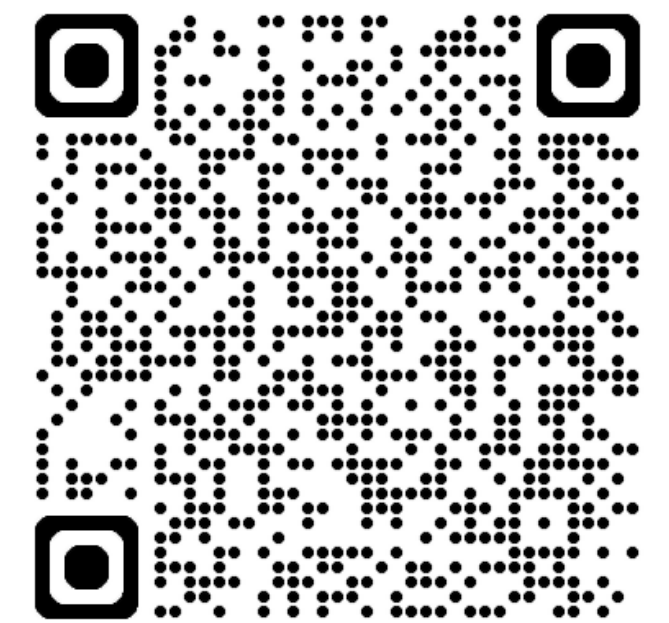




Procurement Assistance

Formerly known as PTACs

- Determine if you're ready for federal contracting
- Help you register in the proper places
- See if you're eligible for small business certifications
- Assist you in researching past contract opportunities





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