Small Business Administration (SBA)

Powering the American Dream

- Start
- Grow
- Expand
- Recover
SBA Core Service Areas –
The Right Tools at the Right Time

CAPITAL
- Start or expand your business with SBA-guaranteed loans
- Use Lender Match to find lenders and capital

CONTRACTING
- Provide goods & services to the government
- Register as a government contractor for opportunities

EXPORTING
- Export goods to increase your profits & expand your markets
- Start with SBA’s Office of International Trade
Recover

• Each year SBA provides billions of dollars in low-interests, long-term disaster loans directly to small business, homeowners and renters located in disasters areas.

• Loan terms are established by the borrowers ability to repay and funds can be used to help cover physical damage and economic injury.
Start
Resource Partner Network

SBA

SCORE

Small Business Development Centers (SBDCs)

Women’s Business Center’s (WBC’s)

Veteran Business Outreach Centers (VBOCs)
<table>
<thead>
<tr>
<th>FY 18 SBA-Backed Loans</th>
<th>FY 18 SBA Surety Bond Guarantees</th>
</tr>
</thead>
<tbody>
<tr>
<td>• 50,000+ loans to small businesses</td>
<td>• $1.3 Billion of contract awards</td>
</tr>
<tr>
<td>• $24 Billion in lending</td>
<td>• 40% higher than last year</td>
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<tr>
<td>• Will be a record year</td>
<td>• Low defaults/$100 million in reserves</td>
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</table>
EXPAND
SBA Government Contracting and Business Development Programs

8(a)  HUBZone
SDVOSB  WOSB - EDWOSB

All Small Mentor Protégé Program
SBA Certification Programs and Socio-Economic Categories

- Small Businesses (23%)
- Women-Owned Small Businesses (5%)
- Small disadvantaged businesses (8a) (5%)
- HUBZone businesses (3%)
- Service disabled veteran-owned small businesses (3%)

These percentages are meant to be subsets of the overall small business goal of 23%.

Set-asides are reserved for small business between $3,500/$10,000 (Micropurchase Thresholds) to $250,000 (Simplified Acquisition Threshold)
Why Use SBA’s Small Business Programs?

1. Helps Agency Meet/Exceed its Small Business Goals
2. Costs Less – Small Business Concerns (SBCs) have less overhead and General & Administrative Expenses
3. Reduces Procurement Action Lead Time
4. Reduces Contracting Resources Required – Fewer offers/bidders
5. Increases/Enhances the U.S. industrial base – Drives lower prices
6. Get More Innovative Solution(s) – May lower cost
7. Helps Stimulate the U.S. Economy – Federal Contracts to SBCs Provide Real Stimulus and Job Growth
The purpose of the 8(a) Business Development program:

• Assist eligible small disadvantaged business concerns compete in the American economy through business development.
8(a) Program Impact

• Number of Participants: 4,849

• No Federal Procurement Goal for 8(a) — There is a Goal for SDB

• By definition, 8(a) firms are subset of SDB

• Annual Contracting Levels:
  • FY 2017 8(a) Achievement: 3.7% ($16.2 Billion)
  • FY 2016 8(a) Achievement: 4.1% ($17.0 Billion)
The purpose of the HUBZone program

• Provide federal contracting assistance for qualified SBCs located in historically underutilized business zones in an effort to increase employment opportunities, investment, and economic development in such areas.
HUBZone Impact

• Number of Participants: 5,306 as of 6/30/18

• Annual Contracting Levels: $7.3 Billion (FY 2017)

• Annual Goal: 3.0%
  - FY 2017 HUBZone Achievement: 1.65%
  - FY 2016 HUBZone Achievement: 1.67%
The purpose of the Service-Disabled Veteran-Owned Small Business Concern (SDVOSBC)

• Contracting program is to provide agencies with the authority to set acquisitions aside for exclusive competition among SDVOSB concerns, as well as the authority to make sole source awards to SDVOSB concerns if certain conditions are met.
SDVOSB Program Impact

• Annual Contracting Levels: $17.9 Billion (FY 2017)

• Annual Goal: 3.0%
  • FY 2017 SDVOSB Achievement: 4.05%
  • FY 2016 SDVOSB Achievement: 3.98%
WOSB Program Purpose

The purpose of the WOSB contracting program

• Ensure women-owned small business concerns have an equal opportunity to participate in Federal contracting and to assist agencies in achieving their women-owned small business participation goal.
WOSB Program Impact

• Number of Participants: 58,149

• Annual Contracting Levels: $20.8 Billion (FY2017)

• Overall WOSB Goal: 5%
  • FY2017 WOSB Achievement: 4.7%
  • FY2016 WOSB Achievement: 4.7%
# Small Business Certifications

<table>
<thead>
<tr>
<th>Business Type</th>
<th>Certification Vehicle</th>
<th>Contracting Actions Available</th>
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</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>Self-Certify</td>
<td>Set-aside authority</td>
</tr>
<tr>
<td>WOSB</td>
<td>Self-Certify or 3rd Party</td>
<td>Set-aside and limited sole source authority (NAICS Code Specific Industries)</td>
</tr>
<tr>
<td>SDB</td>
<td>Self-Certify</td>
<td>No set-aside authority</td>
</tr>
<tr>
<td>8(a)</td>
<td>SBA Certify</td>
<td>Set-aside and sole source authority</td>
</tr>
<tr>
<td>HUBZone</td>
<td>SBA Certify</td>
<td>Set-aside and limited sole source authority (10% PEP in unrestricted procurements)</td>
</tr>
<tr>
<td>SDVOSB – Fed Gov-wide</td>
<td>Self-Certify</td>
<td>Set-aside and limited sole source authority</td>
</tr>
<tr>
<td>SDVSOB – VA only</td>
<td>VA Certify (Vetbiz.gov)</td>
<td>Set-aside and limited sole source authority</td>
</tr>
<tr>
<td>VOSB – Fed Gov-wide</td>
<td>Self-Certify</td>
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The Mentor Protégé Concept

Goals and Benefits

- Streamline access for Small firms to federal marketplace
- Enhance business capabilities and growth potential through mentoring with large (or small) experienced businesses
- Increase Protégé wealth and create jobs through gov’t contracts
- Assist large mentor firms develop and increase supply chain through capable small business subcontractors
- Assist contracting officers meet Congressionally mandated set-aside goals
Key Program Elements

- Centralized at SBA HQ
- Online Application through Certify.SBA.gov
- 8-10 day average turnaround time
- Participants must be for-profit
- Protégés – maximum of two MPAs in lifetime
- Self-certifying small firms in primary NAICS
- A tutorial requirement
- Certification (SDVBO, WOSB, HUBZone, 8a) follows Protégé firm
- This is not a match-making program
- JV good for two years (up to 3 in 2)
- Federal Agency MPPs currently offer prime/sub MPA relationships
- SBA MPAs [8(a) and ASMPP offer additional step

Joint Venture Capability with exclusion from affiliation
Applying To The All Small Mentor Protégé Program

Eligibility: For-profit business or an agricultural cooperative - small for the NAICS code in which it is requesting a Mentor-Protégé relationship. Additional requirements include:

- Applicants must register in the System for Award Management (SAM) prior to submitting their Mentor/Protégé application
- Protégé must have a Mentor before submitting Mentor/Protégé application
- Previous experience working in the NAICS code in which assistance is sought
- Mentor must be organized for-profit and cannot own more than 40% equity in the business
- The SBA has not made a determination of affiliation between the Protégé and Mentor
- The Protégé may generally have only one Mentor at a time and cannot have more than two mentors across both SBA-administered Mentor-Protégé programs. Two Mentor Protégé Applications over the life of the Protégé.
- Mentors limited to three protégés. The SBA may authorize a small business to be both a Mentor and a Protégé, but only if it can demonstrate that the second relationship will not compete or conflict with the first Mentor-Protégé relationship
How To Apply

• Evaluate and select your Mentor prior to applying. This is not a matching program. SBA will not find a Mentor for Protégés.

• Applicants are required to register in the System for Award Management (SAM) database prior to submitting their Mentor/Protégé application.

• Protégés and Mentors must complete the online tutorial and have certificate of completion ready for upload.

• Have required documents ready for upload.

• Complete your business profile in Certify.SBA.gov

• Begin the ASMPP application process.
Contact Information

ASMPP

For questions, please contact the ASMPP team at:

allsmallmpp@sba.gov

Annual Evaluation Questions
asmppannualreporting@sba.gov

Joint Venture Compliance
asmppjvreporting@sba.gov

Visit our website at:
https://www.sba.gov/allsmallmpp
## District Office & Local Resources

### Contact the Business Opportunity Specialist (BOS) 
At your Local SBA office

<table>
<thead>
<tr>
<th>Cleveland District</th>
<th>Columbus District</th>
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<tbody>
<tr>
<td><strong>John Renner</strong> 216-522-4167</td>
<td><strong>Shanda Harris</strong> 614-469-6860 x236</td>
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<tr>
<td><strong>Sonya Wagasky</strong> 216-522-4168</td>
<td><strong>Jill Nagy-Reynolds</strong> 614-469-6860 x276</td>
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<tr>
<td><strong>Vanessa Behrend</strong> 216-522-4171</td>
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### Procurement Center Representatives (PCR)

- [www.sba.gov/federal-contracting](http://www.sba.gov/federal-contracting)