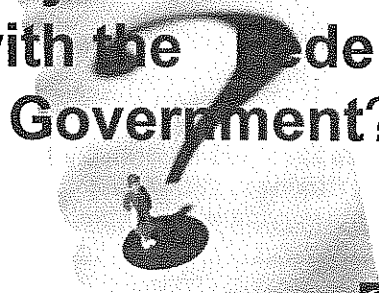


# SBA Programs to Aid Small Business

Thomas J. Linnertz (Tom)  
Business Development Specialist  
U.S. Small Business Administration

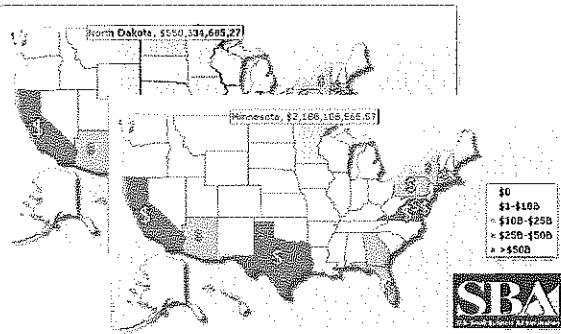


# Why Do Business with the Federal Government?



Source: Federal Procurement Data System - Next Generation

## 2010



## Federal Spending Chart

|  | FY 2000          | FY 2001          | FY 2002          | FY 2003          | FY 2004          | FY 2005          | FY 2006          | FY 2007          | FY 2008*         | FY 2009** (partial year) | FY 2010** (partial year) |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------------|--------------------------|
| Contracts                              | \$206.8          | \$219.8          | \$259.6          | \$298.5          | \$341.9          | \$382.1          | \$419.9          | \$457.8          | \$527.5          | \$146.8                  | \$146.8                  |
| Grants                                 | \$294.5          | \$300.7          | \$406.2          | \$493.3          | \$449.8          | \$441.1          | \$483.9          | \$516.8          | \$219.0          |                          |                          |
| Loans                                  | \$108.0          | \$141.8          | \$216.8          | \$210.8          | \$154.8          | \$118.8          | \$93.4           | \$102.3          | \$83.2           |                          |                          |
| Insurance                              | \$411.1          | \$492.2          | \$556.6          | \$567.2          | \$603.9          | \$633.2          | \$771.3          | \$856.6          | \$439.6          |                          |                          |
| Direct Payments (e.g. Social Security) | \$768.3          | \$839.6          | \$841.5          | \$947.9          | \$965.5          | \$1,004.1        | \$1,092.7        | \$810.5          | \$600.5          |                          |                          |
| Other                                  | \$2.8            | \$2.7            | \$0.2            | \$0.7            | \$0.4            | \$0.3            | \$3.8            | \$0.1            | \$0.1            |                          |                          |
| <b>Total</b>                           | <b>\$1,813.7</b> | <b>\$2,026.9</b> | <b>\$2,280.8</b> | <b>\$2,519.5</b> | <b>\$2,516.2</b> | <b>\$2,599.6</b> | <b>\$2,872.0</b> | <b>\$2,744.1</b> | <b>\$1,870.1</b> | <b>\$146.8</b>           |                          |

Source: [www.fedspending.org](http://www.fedspending.org)

In billions



## Programs we will discuss

- > HUBZone
- > 8(a)
- > Veteran Owned (VOSB)
- > Service Disabled Veteran Owned Small Business (SDVOSB)
- > Woman Owned Small Business (WOB)



<https://eweb1sp.sba.gov/hubzone/internet/index.cfm>

### > Parts of this Session

- Overview of the HUBZone Program
- Are you in a HUBZone
- Eligibility Requirements
- Application & Certification
- Contract Benefits
- Federal Agencies Involved
- Additional Contact Information



## Are you in a HUBZone?

- > Computer mapping software on SBA's website allows firms to search & determine whether or not their location or selected location is in a designated HUBZone location.
- > To search go to the the HUBZone Website at:
  - <https://eweb1.sba.gov/hubzone/internet/>



## HUBZone Eligibility Requirements



**Size:** Small, by relevant SBA standards;

**Ownership and Control:** At least 51% by U.S. citizen(s), or Community Development Corporation, or Agriculture Cooperative, or Alaska Native Corporation, or Indian tribe;

**Location:** "Principal Office" located in a HUBZone (where greatest number of employees perform their work)); and

**Employment:** At least 35% of employees must reside in a HUBZone.

- (NOTE: Location and Employment criteria for tribally-owned concerns differ.)



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## How do You Apply for HUBZone Certification

➤ Use the Electronic Application on the HUBZone Website:

- <https://eweb1.sba.gov/hubzone/internet/>



## Types of HUBZone Benefits

- Full and Open competitive contracts can be awarded with a price evaluation preference.
  - The offer of the HUBZone small business can be up to 10 % higher than non HUBZone large businesses
- Solicitation can be set aside for HubZones only.



## What is the Purpose of the 8(a) Program?

- To Assist Socially and Economically Disadvantaged persons in the market place



## Benefits of the Program

- Participants can receive sole-source contracts, up to a ceiling of \$3.5 million for goods and services and \$5.5 million for manufacturing.
- joint ventures and teaming agreements allow 8(a) firms to bid on larger contracts. This enhances the ability of 8(a) firms to perform larger prime contracts.
- Offers a broad scope of assistance to socially and economically disadvantaged firms.



## Eligibility Requirements

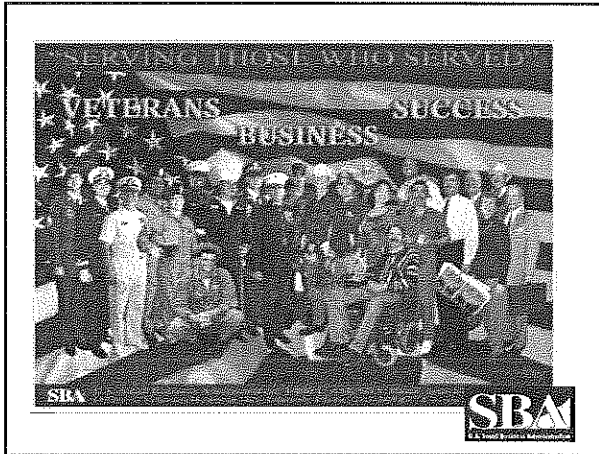
- A small business must be owned and controlled by a socially and economically disadvantaged individual. Under the Small Business Act, certain presumed groups include African Americans, Hispanic Americans, Asian Pacific Americans, Native Americans, and Subcontinent Asian Americans.
- Other individuals can be admitted to the program if they show through a "preponderance of the evidence" that they are disadvantaged because of race, ethnicity, gender, physical handicap, or residence in an environment isolated from the mainstream of American society.



## Eligibility Cont'd

- All individuals must have a net worth of less than \$250,000, excluding the value of the business and personnel residence.
- Successful applicants must also meet applicable size standards for small business concerns;
- Be in business for at least two years; display reasonable success potential;
- display good character.
- Firms must continue to comply with various requirements while in the program.





## Veterans Programs

- Effective 12/16/2003 President Bush signed into law HR 2297 enacting public law 108-183, Veterans Benefits Act of 2003
- In summary
  - Contracts may be awarded sole source to any business owned and controlled by a small business controlled by a service disabled veteran.



## Veterans Program (Cont'd)

- Circumstances which must be met
- SOLE SOURCE:
  - SB owner is a responsible contractor based on his/her past performance
  - There is no expectation that two or more Service Disabled Veterans Small Business Owners (SDVSBO) will submit offers
  - The offer does not exceed \$5 million for Manufacturing
  - The offer does not exceed \$3 million for construction



## Veterans Program (Cont'd)

- RESTRICTED COMPETITION:
  - If no less than 2 SDVSBO are expected to bid
  - The award can be made at a fair & reasonable price.



## Women Owned Business



## What is there for Women

- Woman-Owned Business  
Goal - 5% (\$10 Billion)



## *Watch The Legislation!*

- SBA has submitted a new proposal to Congress for their review.
- The proposal now identifies 45 NAICS codes where women are under represented



## *Watch The Legislation!*

Use this site to keep up on Womens Programs:  
<http://www.sba.gov/financing/special/women.html>



## SBA Websites

- SBA Headquarters Washington D C National Office
  - <http://www.sba.gov/>
- North Dakota District Office Website:
  - <http://www.sba.gov/nd/>
    - Pay particular attention to the "Opportunities" button:



## To Apply for 8a/SDB

- [www.sba.gov/nd](http://www.sba.gov/nd)
- Opportunities
- SBA programs



► If you have questions or need more information  
Please call:

- Thomas J. Linnertz (Tom)
- Senior Business Development Specialist
- 657 2<sup>nd</sup> Ave N, PO Box 3086
- Fargo, North Dakota 58108
- Ph 701-239-5131
- Fax 701-239-5645
- Email [Thomas.Linnertz@sba.gov](mailto:Thomas.Linnertz@sba.gov)

