



U.S. Small Business
Administration



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Doing Business with the Federal Government

Oreste Varela
Springfield Branch Manager
Massachusetts

Government-Wide Contracting Goals

Competition Types to win government contracts

WORLD'S
LARGEST
BUYER



- \$560 billion/year
- 23% federal contract dollars are intended for small businesses

01

Full and Open
Competition

02

Small Business
Set-Asides

03

Sole Source

Set-Aside for Certification Programs and Socio-Economic Categories

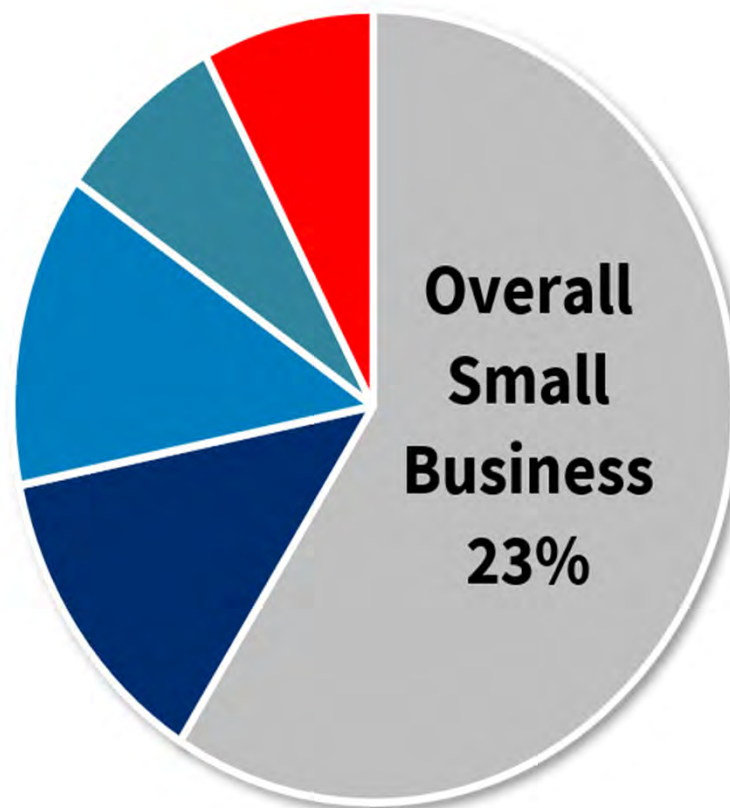
- Targeted acquisition goals (set-asides):

Women-Owned Small Businesses (including EDWOSB) (5%)

Small Disadvantaged Businesses (including 8(a)) (5%)

HUBZone Businesses (3%)

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



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

Designated Socially Disadvantaged Criteria

Designated Groups

01

- Black American
- Asian Pacific American
- Hispanic American
- Native American
- Subcontinent Asian American

Non-Designated Group Criteria

02

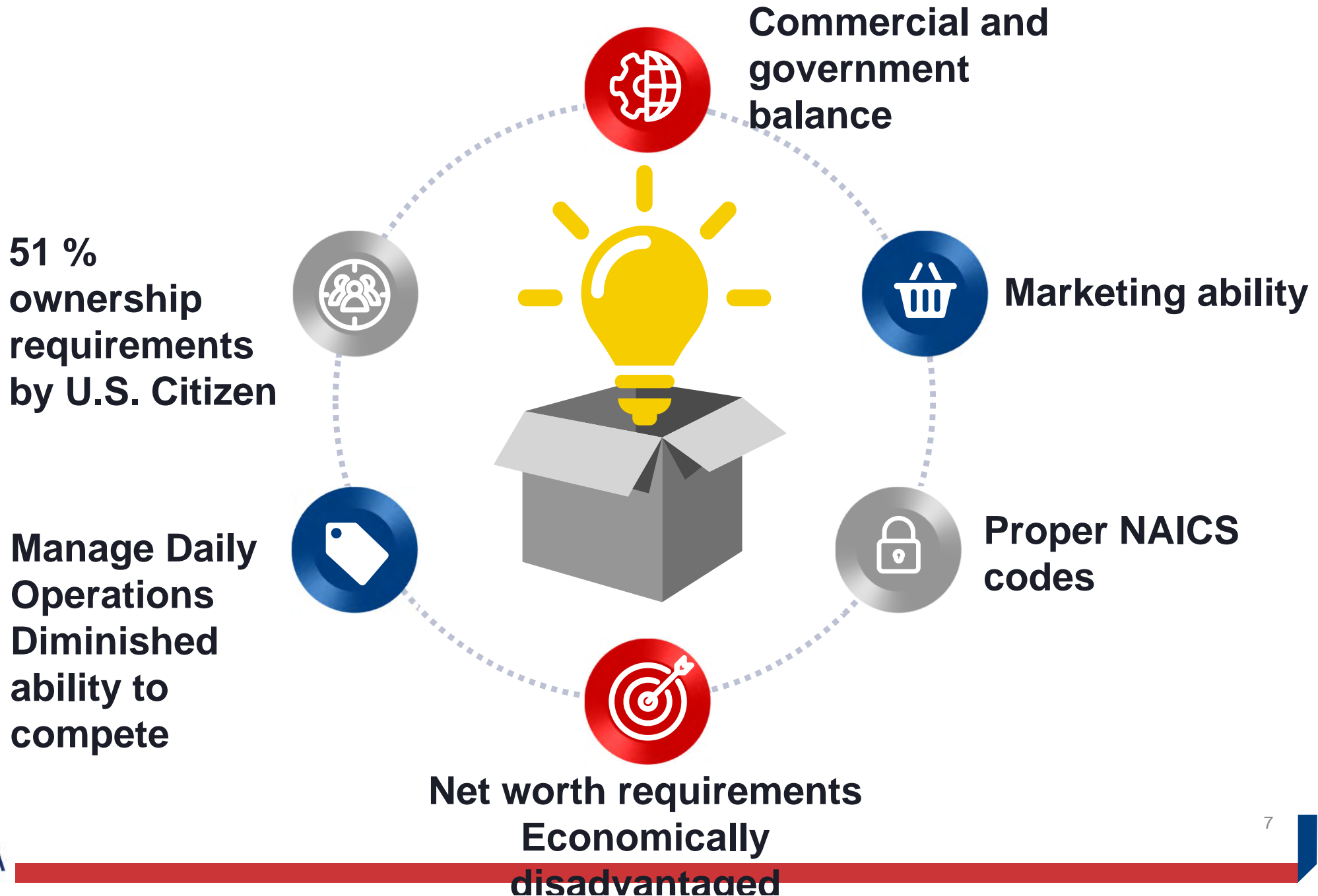
- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement



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8(a) Business Development Program

Is the 8(a) Certification Appropriate for You?



Economically Disadvantaged (8a/EDWOSB)

Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$750,000*



Three-year average income (AGI) is \$350,000 or less



Fair market value of all assets is \$6 million or less

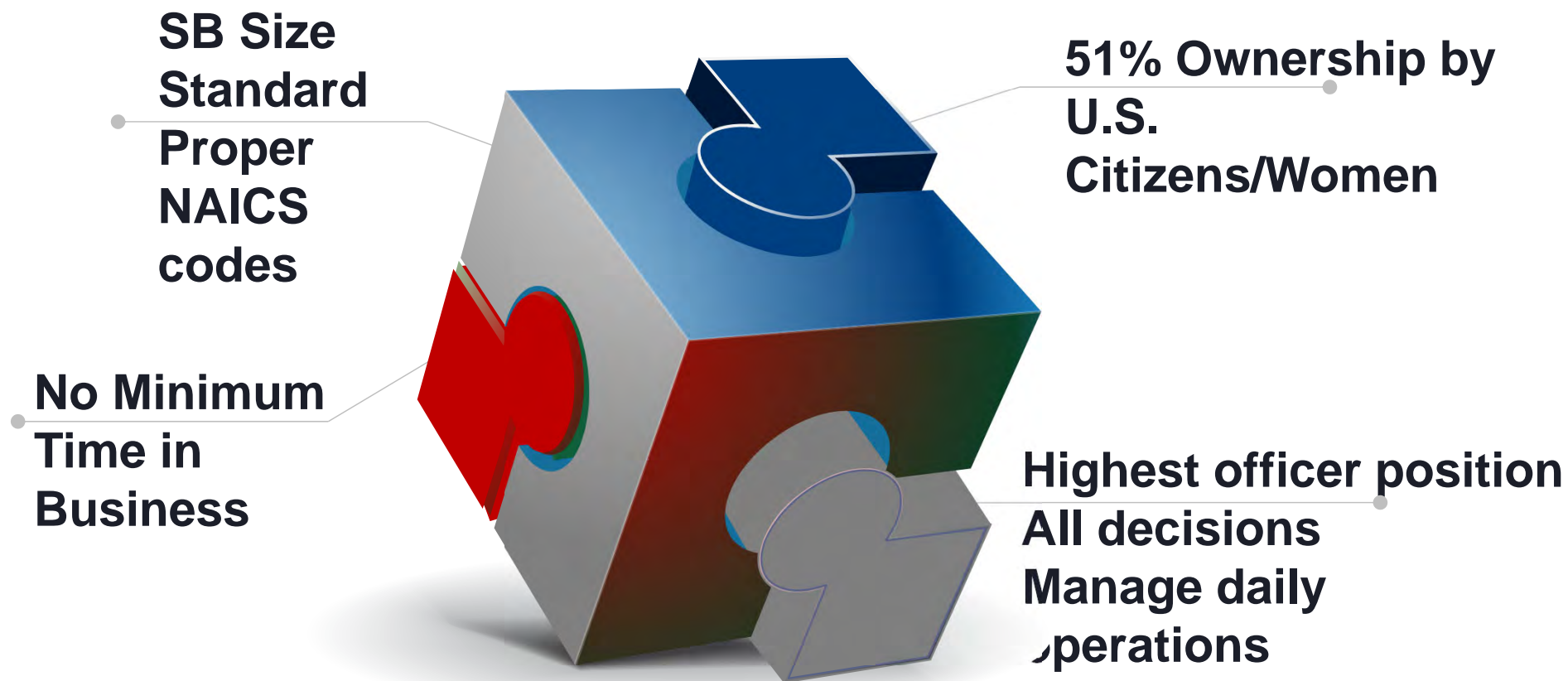
*Personal net worth excludes equity in business, personal primary residence, funds reinvested in IRA or other *legitimate* retirement accounts



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WOSB and EDWOSB Certification

Eligibility Requirements for WOSBs





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HUBZone Certification

Historically Underutilized Business Zone (HUBZone) Certification

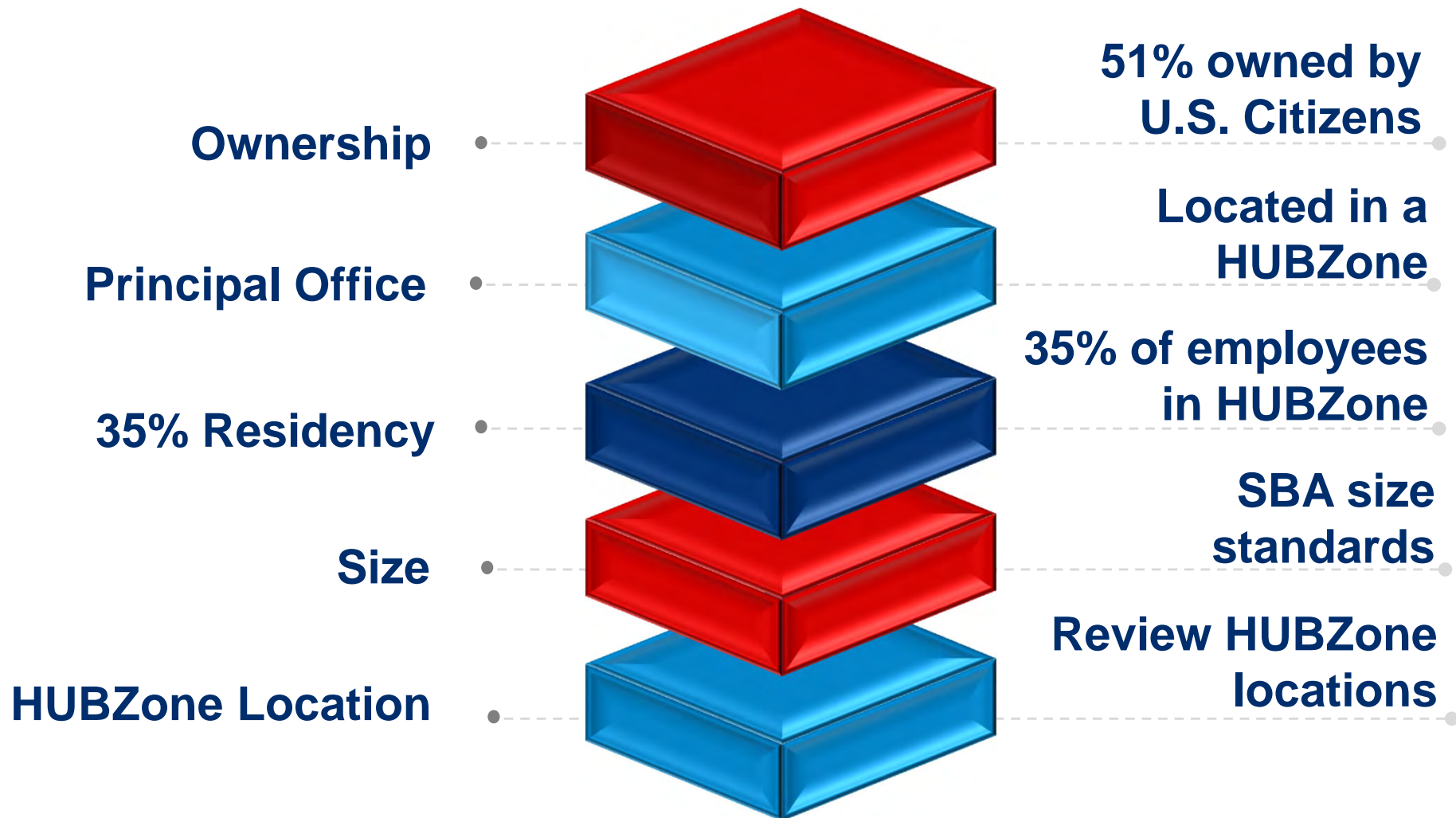


Stimulate capital investment

Build capacity and grow

Access HUBZone set-aside contract dollars

HUBZone Eligibility and Requirements

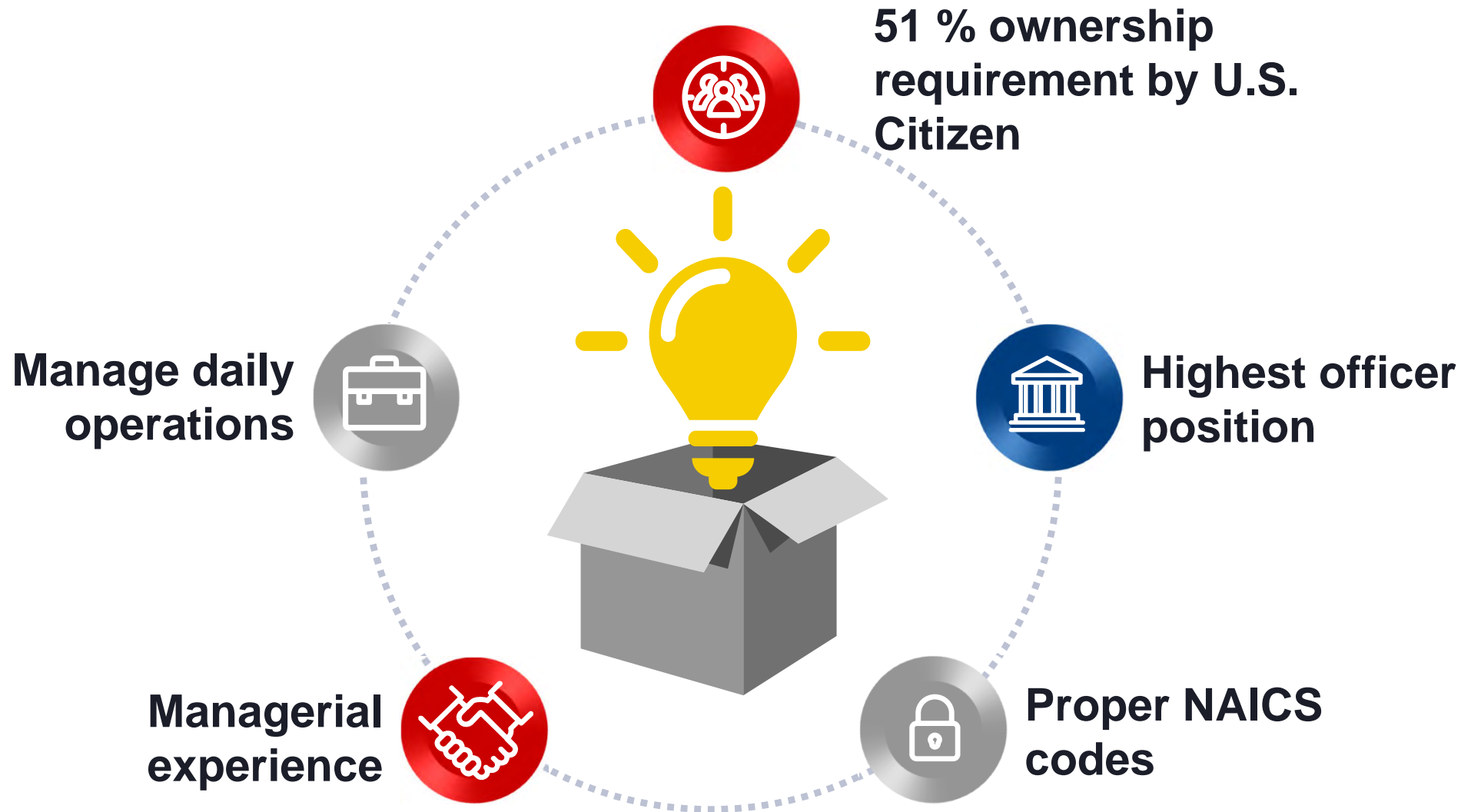




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SDVOSB Certification

Is the SDVOSB Certification Appropriate for You?



All Small Mentor-Protégé Program (ASMPP)

**Specific Sector Mentoring
and Training**

**Build and Expand
capabilities**

Establish joint ventures

Benefits of Subcontracting



**Starting point for
Federal contracting**

Builds capacity

**Creates Past
Performance**

**Access to the Federal
Government indirectly**

**Faster way to enter the
Federal Marketplace**

The 7j Training Program

Eligibility Population – Who Qualifies for 7j Training?

Not just certified firms, other disadvantaged firms:

- Firms in low-income areas
- Firms owned by low-income individuals
- Economically disadvantaged owned firms
- Socially disadvantaged owned firms
- The Tribal firms from “Native American, Alaska Native and Native Hawaii”

7j Training Offered

74+ courses offered; including:

- Business and Financial Plans
- Accounting
- Marketing
- Strategic and Operational Planning
- Financial Analysis
- Contract Management
- Understanding RFP's and RFQ's
- Preparing Quotes
- Federal Acquisition Regulations
- Micro Purchases
- Subcontracting
- E-Commerce
- Pursing and Winning Federal Contracts

Procurement Assistance

Procurement Technical Assistance Centers (PTACs)

- Government prime and subcontract assistance
- Consulting and workshops
- Information and resources



SBA Resources

- SBA's Learning Center, *1400 resource partners*
- Website, newsletter, & updates
- Information sessions, webinars, & MORE



• [SBA.gov/local-assistance](https://www.sba.gov/local-assistance) Other Resources

- GSA Acquisition Gateway
- Beta.SAM.gov
- Federal Agencies websites
- DOD Prime Contracting Directory



Which Resource Partners are Right for You?



Western Massachusetts Chapter 228
www.westernmassachusetts.score.org
www.score.org



Berkshire Regional Office
www.msbdc.org/berkshire
Western Regional Office
www.msbdc.org/wmass
www.msbdc.org



Center for Women & Enterprise

www.cweonline.org

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Questions?

Oreste Varela

Springfield Branch Manager

(413) 222-4286 | oreste.varela@sba.gov

www.sba.gov/ma

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