



U.S. Small Business  
Administration



# SBA Contracting & Certifications



**JD Vance**  
**U.S. Vice President**



**Donald J. Trump**  
**U.S. President**



**Kelly Loeffler**  
**SBA Administrator**

# South Florida Local Leadership



**J. Malcolm Richards**  
South Florida  
District Director



**Tyler C. Teresa**  
Region 4  
Administrator



**Althea A. Harris**  
South Florida  
Deputy District Director



## **Presenter:**

**Dieulanie Claude**

**Outreach & Marketing Specialist**

**South Florida District Office**

**U.S. Small Business Administration**

# Government-Wide Contracting Goals

## COMPETITION TYPES TO WIN GOVERNMENT CONTRACTS

WORLD'S  
**LARGEST**  
BUYER



- \$1 Trillion/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 Economic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses  
(5%)**

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

**HUBZone Businesses (3%)**

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



Set-asides are reserved for small business between \$15,000 (Micro-purchase Threshold) to \$350,000 (Simplified Acquisition Threshold)

# Getting Started

# To Get Started...



**1**

**Register in the  
System for Award  
Management  
(SAM)**

**[Click Here](#)**



**2**

**Obtain a Unique  
Entity ID (UEI)  
and Commercial  
and Government  
Entity  
(CAGE) Code**

**[Click Here](#)**

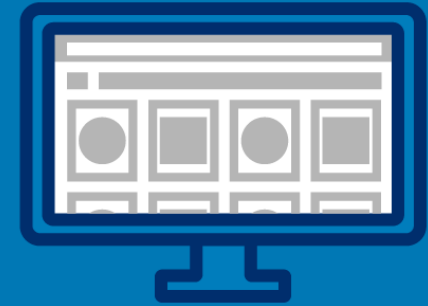
# Do You Know Your NAICS Codes and Size Standards for Your Industry?



**NAICS codes define establishments and are used for administrative, contracting, and tax purposes**



**SBA size standards using NAICS as their basis apply to all Federal government programs, including procurement**



**Visit the [United States Census Bureau NAICS website](#) to identify your NAICS code(s)**

# **Marketing Your Business & Identifying Federal Opportunities**

# Research Your Market

FPDS.gov and USASpending.gov



Know what agencies buy your **products and services**



**Find your niche,**  
competition is fierce



Understand areas of **government spending**



Know your **competition** and their contracts

# Competition Types to Win Government Contracts



## Full & Open

- Level playing field with full visibility
- Any responsible



## Set-Asides

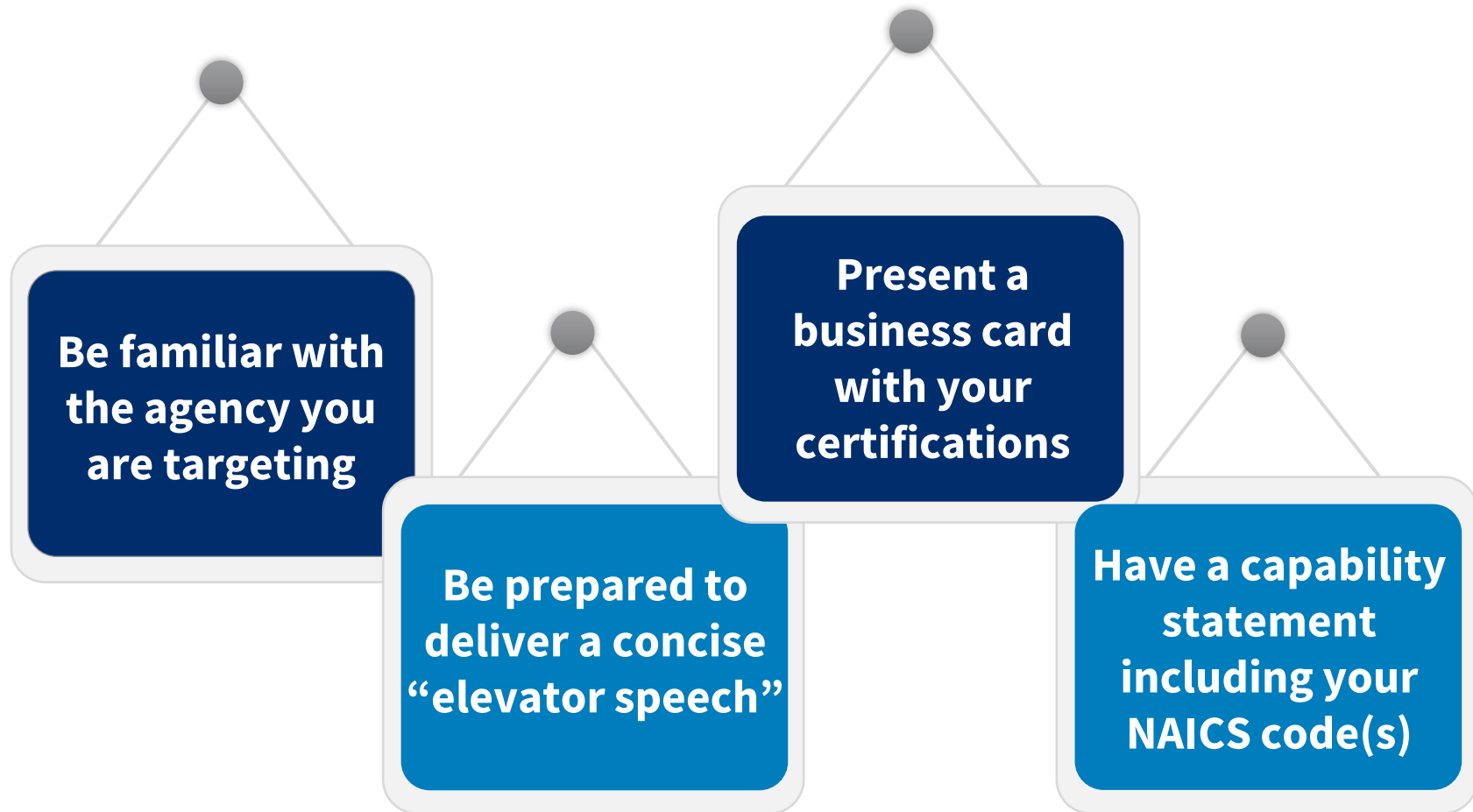
- Rule of Two
- Subcontracting limitations



## Sole Source

- One firm can provide
- Compelling urgency
- International agreement
- National security or public interest
- Authorized or required by law
- Allowed under certain small business contracting and business development programs, such as 8(a)

# Ingredients to Making a Favorable Impression



# **SBA Certification Programs**

# MySBA Certifications



## MySBA Certifications

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



### Should I Apply

See if your business is ready to be certified

[Find Out](#)



### Prepare for Application

Get your business ready for certification

[Prepare](#)



### HUBZone Calculator

See if your business qualifies for HUBZone

[Launch](#)

## Benefits of Certification

- ▶ Access to sole-source and competitive set-aside contracts
- ▶ Assistance from federal procurement experts
- ▶ Business development assistance from dedicated Business Opportunity Specialists
- ▶ Opportunities to create joint ventures with established businesses
- ▶ Priority access to federal surplus property

## Our Programs

SBA offers four certifications, and eight total programs, to help you stand out, find contracts, and grow your business.

8(a)  
**8(a) Business Development**

HUBZone  
**HUBZone**

VOSB  
**Veteran-Owned**

WOSB  
**Women-Owned**

**Stand out from the crowd.**

Get Certified!

<https://certifications.sba.gov/>



## 8(a) Overview

- 9-year business development program
- For economically disadvantage small businesses
- Years 1-4: development stage
- Years 5-9 transitional stage
- Access to Mentor-protégé & joint venture programs
- 8(a) only competitive set-aside
- Sole source contracts up to \$4.5M goods and services, and \$7M manufacturing

## Eligibility

- 51% owned and controlled by economically disadvantage U.S. citizens
- At least 2 years in business
- Meet small business size standard (500 employees or \$7.5M)
- Economic thresholds (personal net worth of \$850K or less, adjust gross income \$400K or less, assets totaling \$6.5M or less)
- Ownership and control are heavily scrutinized
- Requirements: annual review, business plan updates, reporting compliance

## Recent Developments

- The program is active. The standards are tighter.
- Increased scrutiny of social disadvantage eligibility criteria
- Court decision affecting how disadvantage is evaluated
- Enhance document requirements
- Closer review of ownership and control structures
- Heightened oversight of joint ventures
- Stronger compliance enforcement during annual reviews
- Continued emphasis on Small Disadvantage Businesses contracting goals

# Who Can Help

# Procurement Assistance

## SBA Resources

- [SBA Resource Partners](#)
- Procurement Center Representative



## Florida APEX Accelerator

- Government contract assistance
- Consulting and workshops
- Information and resources



## Marketing Resources

- [Federal Procurement Data System](#)
- [System for Award Management](#)
- [Small Business Search System](#)
- [Subcontracting Networking System \(SubNet\)](#)



## Other Resources

- [USASpending](#)
- [GSA Subcontracting Directory](#)
- DoD Prime Contracting Directory



# Stay connected with SBA South Florida

[www.sba.gov/SouthFlorida](http://www.sba.gov/SouthFlorida)

	(305) 536-5521
	Southflorida_do@sba.gov
	<a href="http://www.linkedin.com/sbasouthflorida">www.linkedin.com/sbasouthflorida</a>
	@SBA_SouthFL



Follow on LinkedIn



*Follow Us on X*



SBA SFDO Online



*Upcoming Events*