



U.S. Small Business  
Administration



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# Small Business Federal Government Contracting Certifications

# Set-Aside for Certification Programs and Socio-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 \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

# **8(a) Business Development Program**

# 8(a) Business Development Program



**Access to business  
development support**

**Build capacity and grow  
through contracts**

**Nine-year program available  
once per lifetime**

# 8(a) Business Development Program Objectives



## 01 Assistance

Management and technical assistance to help companies compete for business opportunities



## 02 Government Contracting

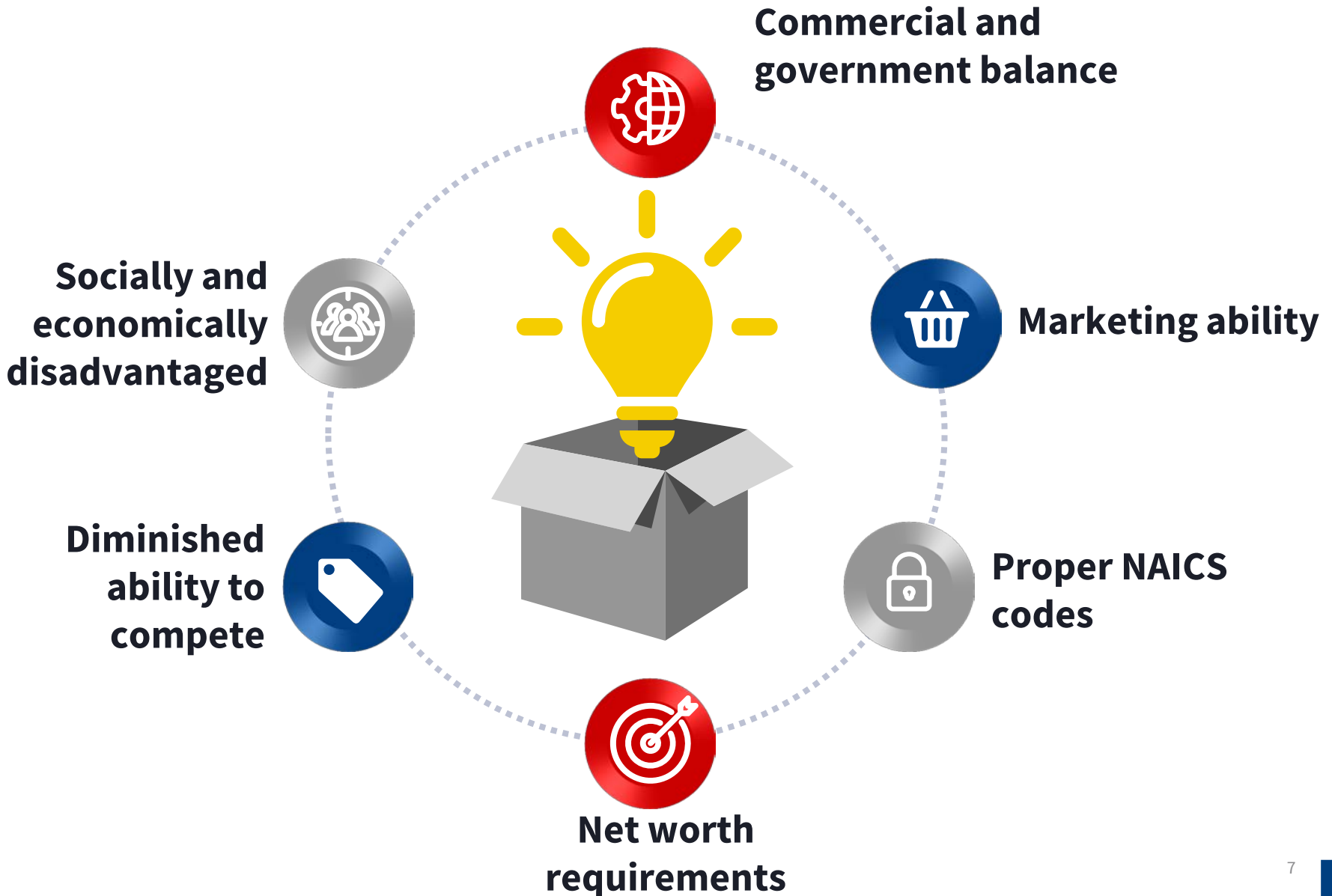
Helps thousands of entrepreneurs understand and succeed in government contracting



## 03 Ability to Thrive

Assist and graduate firms to allow them to thrive competitively

# Is the 8(a) Certification Appropriate for You?



# 8(a) Program Expectations

## *Setting Expectations*

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**Progress measurement**



**Is a business development program**



**Not suited for all firms**



**Limited total dollar value of contracts**



# Proactive Self-Marketing



Identify federal **buyers** and get to know them



Identify the agency contracting **procedures** and those who make buying decisions



Focus on areas in your **niche** and prioritize



Make **contacts** through small business events and network your business

# When Should You Apply?

*Are You Ready...*

## 8(a) Is One-time Only

01

Do you have the **CAPACITY** to deliver on federal contracts?

02

Do you have sufficient **CASH FLOW?**

03

Do you have demonstrated **CAPABILITY** (past performance)?

04

Can you demonstrate successful **PAST PERFORMANCE?**

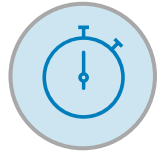
05

Are you open to **ADVICE** on growing your business?

Yes  
 No  
 Don't know



# 8(a) Business Development Program Benefits



  
**SBA  
Assistance**



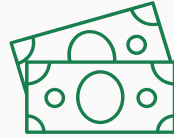
**Mentor-Protégé  
Agreement**



**Effective  
Strategy**



  
**Proven  
ROI**

  
**Joint  
Ventures**

# 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

# Economically Disadvantaged Requirements to Qualify



**Personal net worth (assets minus liabilities) less than \$250,000**

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**Three year average income is \$250,000 or less**

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**Fair market value of all assets is \$4 million or less**

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# SBA Requirements for 8(a)

**1**

**Small Business  
Size Standard**

**4**

**Business  
Requirements**

**2**

**Ownership**

**5**

**Character**

**3**

**Control and  
Management**

**6**

**Ineligibility  
Criteria**

# Waiver of the Two-Year Rule

*SBA requires a business to be operating for 2 years in order to qualify for the 8(a) program.*

## SBA MAY **WAIVE** THE TWO-YEAR RULE IF:



**Business management experience**

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**Technical expertise**

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**Adequate capital**

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**Successful past performance**

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**Ability to meet requirements**

# 8(a) Application Process



## **BEFORE APPLICATION**

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- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM



## **APPLY FOR CERTIFICATION**

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- Review application guide
- Gather supporting documentation
- Apply online at [certify.SBA.gov](https://certify.SBA.gov)



## **RESOURCES**

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- Access resources on the Knowledge Base
- For assistance, contact [certify.SBA.gov](https://certify.SBA.gov)



# certify.SBA.gov



## SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

## Automatic Migration

Pulls business information from SAM.gov

## Online Forms

Forms are completed online. No longer required to upload certain SBA forms

# Business Development Assistance Available to Program Participants

## Orientation

8(a) orientation upon approval into the program

## Referrals and Training

- Resource Partner referrals
- 7(j) Program with one-on-one counseling

## Marketing

Invitations to 8(a) business development events and other marketing assistance

## Surety Bonds

Increased contract value eligibility and assistance

# Getting the Most Out of Your 8(a) Certification



**Qualify for set-aside or sole source contract awards – helping agencies achieve success**

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**Opportunity to build capacity and grow by establishing Joint Ventures and participating in the Mentor-Protégé Program**

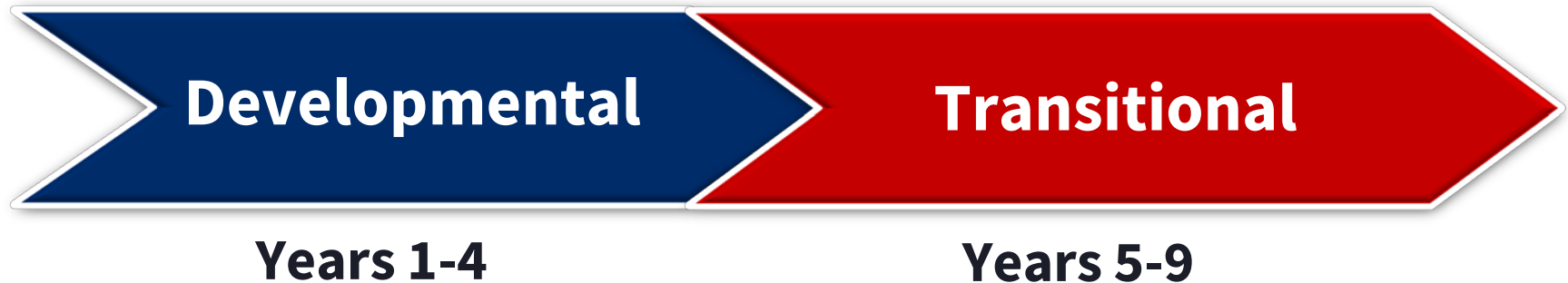
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**Access to management and technical assistance programs, guaranteed loans and bonding assistance**

# Participation and Continued Eligibility

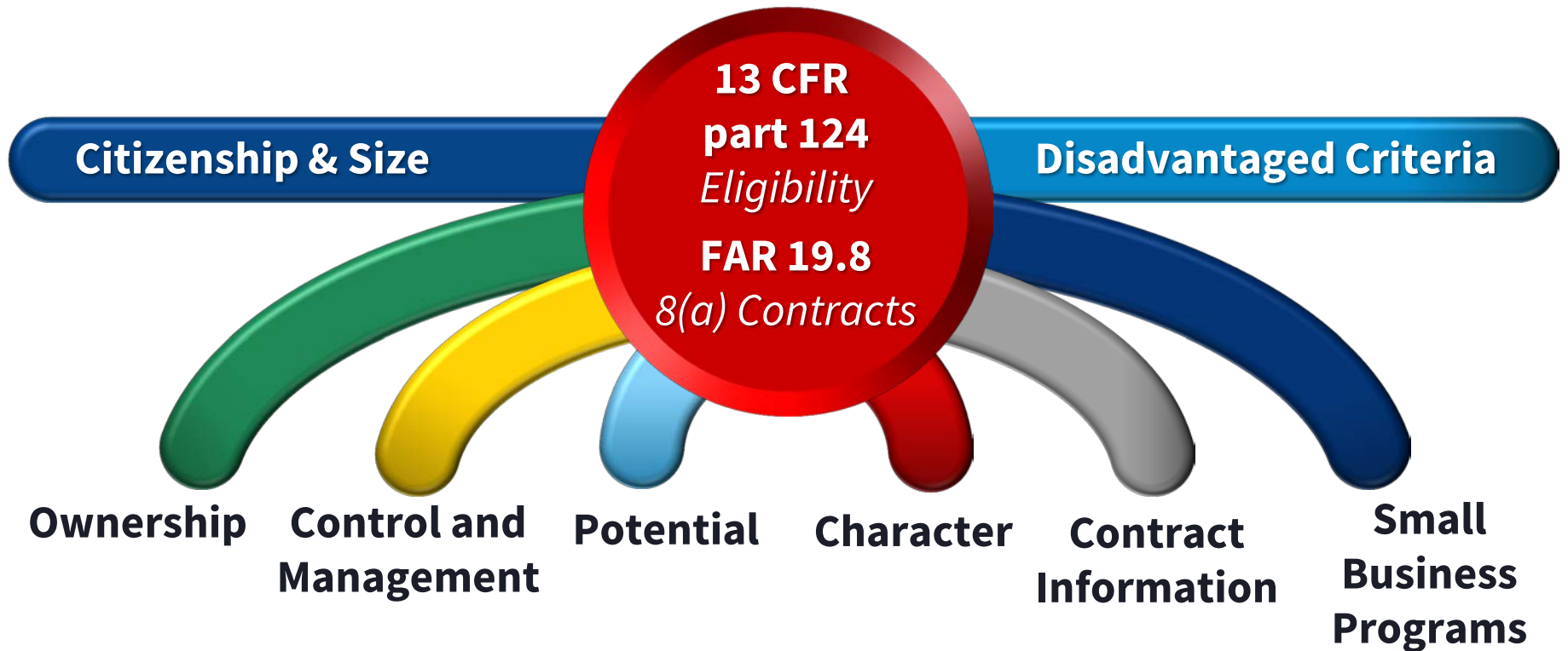
**Participation Starts at Date of Approval**



## **To maintain eligibility:**

- Submit 8(a) annual update on time
- Inform SBA of all material and business changes (prior approval required)
- Maintain SAM and DSBS profiles

# Know the Rules for 8(a) Certification



# Questions

## Alaska District Office

420 L Street, Suite 300  
Anchorage, AK 99501

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