

8(a) Business Development

One-time certification; 9 year program term with annual reviews
www.sba.gov/8abd

HUBZone

Must recertify every 3 years; can be certified indefinitely
www.sba.gov/hubzone

- Benefits**
- \$ Obtain management & technical assistance through the 7(j) Management and Technical Assistance Services Program.
 - \$ May be able to receive 8(a) set-aside and sole source contracts
 - \$ Assigned a Business Opportunity Specialist to assist you with your business’s growth and contracting needs
 - \$ Form joint ventures & teams via Mentor-Protégé Program
 - \$ 5% government-wide contracting goal as a small disadvantaged business

- \$ Be eligible for HUBZone set-aside and sole source contracts
- \$ 10% price evaluation preference under full and open competition
- \$ 3% government-wide contracting goal

- Eligibility** The business (except entity-owned firms*) must:
1. be small by SBA standards at time of application and throughout the 9 year program term
 2. be at least 51% unconditionally and directly owned and **controlled** by one or more **socially disadvantaged individuals** who are US citizens and are **economically disadvantaged**
 3. show potential for success (generally by being in business for two years) and have the necessary financial capacity to successfully perform on federal contracts.
 4. have all its principals demonstrate good character including not owning any outstanding federal financial obligations.

*Requirements are different for firms that are owned by Entities such as: Alaska Native Corporations (ANCs), Indian tribes, Native Hawaiian Organizations (NHOs), and Community Development Corporations (CDCs).

All firms that are current Participants in the SBA’s 8(a) BD program are automatically deemed to be certified Disadvantaged Business.

- The business* must:
1. be small by SBA standards
 2. be owned and **controlled** at least 51% by U.S. citizens; wholly owned or owned in part by one or more Indian Tribal Governments or by a corporation that is wholly owned by one or more Indian Tribal Governments; an ANC owned and controlled by Natives or a direct or indirect subsidiary corporation, joint venture, or partnership of an ANC; wholly owned or owned in part by a CDC; or a small agricultural cooperative or a small business concern wholly owned or owned in part by one or more small agricultural cooperatives
 3. have a principal office located in a qualified HUBZone (except for certain concerns owned by Indian Tribal Governments)*
 4. must have at least 35% of its employees reside in a HUBZone. Reside means to live in a primary residence at a place for at least 180 days, or as a currently registered voter, and with intent to live there indefinitely.

*Requirements are different for firms that are owned in whole or in part by Indian Tribal Governments or corporations wholly owned by Indian tribal Governments. See the website for more details.

Self-Certifications: Self Certify at SAM.gov.

Evidence of status will be reviewed if a vendor protests.

Woman Owned Small Business

Must submit eligibility documents to WOSB Repository
www.sba.gov/wosb

Benefits \$ 5% government-wide contracting goal
 \$ Eligible for set-aside contracts in certain very underrepresented industries

Eligibility The business must be:
 1. small by SBA standards
 2. not less than 51% unconditionally and directly owned and **controlled** by one or more **women** who are US citizens

Economically Disadvantaged Woman Owned Small Business

Must submit eligibility documents to WOSB Repository
www.sba.gov/wosb

Benefits \$ 5% government-wide contracting goal
 \$ Eligible for set-aside contracts in certain very underrepresented industries
 \$ Eligible for set-aside contracts in certain additional underrepresented industries

Eligibility The business must be:
 1. small by SBA standards
 2. not less than 51% unconditionally and directly owned and **controlled** by one or more **women** who are US citizens and are **economically disadvantaged**

Small

www.sba.gov

Small Disadvantaged

www.sba.gov/sdb

Benefits \$ 23% government-wide contracting goal
 \$ Be eligible for small business set-aside contracts

Eligibility The business must be small according to the SBA standard for its industry (NAICS code)

Eligibility The business must be:
 1. small by SBA standards, in its primary industry (NAICS code)
 2. not less than 51% unconditionally and directly owned and controlled by one or more socially disadvantaged individuals who are US citizens and are economically disadvantaged

Self-Certifications: Self Certify at SAM.gov.

Evidence of status will be reviewed if a vendor protests.

Service-Disabled Veteran Owned Small Business

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-contracting-assistance-programs>

| | | |
|----------|----|--|
| Benefits | \$ | Preference for VA contracts over all other types of business* |
| | \$ | 3% government-wide contracting goal |
| | \$ | Be eligible for service disabled veteran set aside contracts from any agency |

*firms that wish to contract with VA and/or FAA must apply for certification through the VA website:

| | |
|-------------|--|
| Eligibility | The business must be: |
| | 1. small by SBA standards, at time of offer |
| | 2. not less than 51% owned and controlled by a service-disabled Veteran(s) who has a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense |

Glossary

The following individuals are presumed Socially Disadvantaged for 8(a) :

- Black Americans
 - Hispanic Americans
 - Native Americans
 - Asian Pacific Americans
 - Subcontinent Asian-Americans
- Individuals who establish Social Disadvantage by a preponderance of the evidence (13 CFR 124.103)

Economic Disadvantage thresholds for 8(a), SDB, and EDWOSB:

| | 8(a) Initial Eligibility (Applicants) | 8(a) Continuing Eligibility (Participants), WOSB and SDB |
|----------------------|---------------------------------------|--|
| Net worth | < \$250,000 | < \$750,000 |
| Assets | < \$4 million | < \$6 million |
| Average Gross Income | < \$250,000 | < \$350,000 |

OWNERSHIP & CONTROL ARE DIFFERENT.

Control for 8(a), HUBZone, WOSB, SDB, & SDV

Means both the long-term decision making and the day-to-day management and administration of the business operations.

Additional Control element for 8(a), WOSB, SDB, SDV

The individual upon whom eligibility is based must hold the highest officer position and have managerial experience of the extent and complexity needed to run the firm.

Additional Control element for 8(a), WOSB

The individual, upon whom eligibility is based, must devote full-time to the business; outside employment may be permissible only after obtaining prior written approval from SBA.

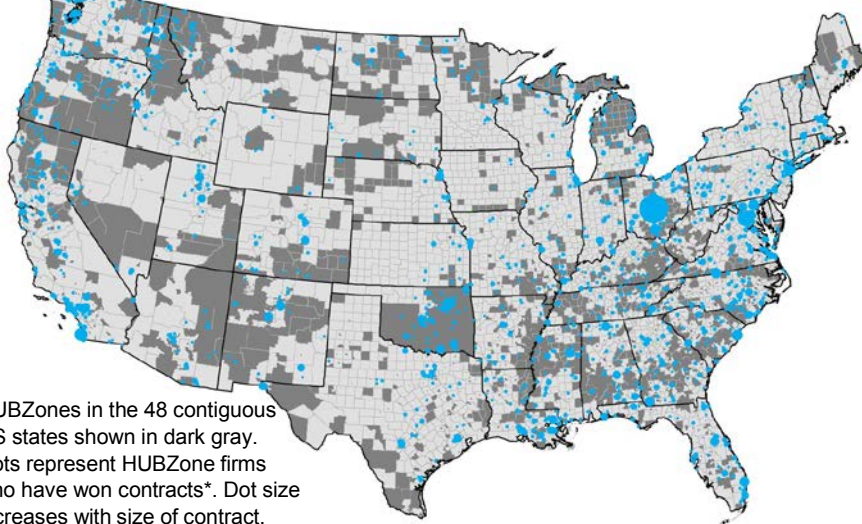
HUBZone Quick Facts

The Historically Underutilized Business Zones (HUBZone) Contracting program was enacted into law as part of the Small Business Reauthorization Act of 1997. The program falls under the auspices of the U.S. Small Business Administration. The program encourages economic development in historically underutilized business zones - "HUBZones" - through the establishment of preferences:

The federal government is required by statute to award 3% of all dollars for federal prime contracts to HUBZone-certified small business concerns.

SBA's HUBZone program is in line with the efforts of both the Administration and Congress to promote economic development and employment growth in distressed areas by providing access to more federal contracting opportunities.

HUBZones and HUBZone Contracts, FY22



HUBZones in the 48 contiguous US states shown in dark gray. Dots represent HUBZone firms who have won contracts*. Dot size increases with size of contract.

Benefits



10% price evaluation preference in full and open contract competitions



Eligibility for HUBZone set aside and sole source contracts



Help create jobs where they are needed most!

The Eligibility Requirements



The business must be small by SBA standards according to the firm's North American Industry Code System (NAICS code)



It must maintain a principal office in a HUBZone. The firm's principal office is the one where the greatest number of employees work (unless the firm is in services or construction).



It must be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe



At least 35%, rounded up, of all of its employees must reside in a HUBZone.

For More Information

Find out if you are in a HUBZone at www.sba.gov/hubzone

The HUBZone Program Office holds virtual Office Hours every week. Check out the HUBZone website for details: www.sba.gov/hubzone

Meet with your local SBA District Office to discuss opportunities for contracting. Find your District Office:

<http://www.sba.gov>

For more information about Government Contracting, visit <http://www.sba.gov/contracting>

The HUBZone Helpdesk can be reached at: hubzone@sba.gov

*Source: FPDS-NG, December 4, 2022



U.S. Small Business Administration

Top 10 Lists for contracting.

Top 10 agencies that buy small business.

| Agency | Total |
|---|------------------|
| DEPT OF THE ARMY | \$21,877,091,413 |
| DEPT OF THE NAVY | \$9,776,050,696 |
| DEFENSE LOGISTICS AGENCY | \$8,229,748,321 |
| DEPT OF THE AIR FORCE | \$7,782,572,333 |
| VETERANS AFFAIRS, DEPARTMENT OF | \$7,176,731,073 |
| NATIONAL AERONAUTICS AND SPACE ADMINISTRATION | \$5104,196,982 |
| UNITED STATES MINT | \$4,963,070,878 |
| FEDERAL ACQUISITION SERVICE | \$4,146,679,219 |
| STATE, DEPARTMENT OF | \$4,114,532,963 |
| FEDERAL AVIATION ADMINISTRATION | \$1,925,475,249 |

Top 10 industries for small business contractors.

| NAICS Code | NAICS Description | Total Small Business |
|------------|---|----------------------|
| 236220 | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION | \$11,349,132,885 |
| 541712 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) | \$9,022,658,559 |
| 541519 | OTHER COMPUTER RELATED SERVICES | \$8,843,769,388 |
| 541330 | ENGINEERING SERVICES | \$8,764,866,894 |
| 541512 | COMPUTER SYSTEMS DESIGN SERVICES | \$8,658,906,763 |
| 541611 | ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES | \$8,234,128,149 |
| 561210 | FACILITIES SUPPORT SERVICES | \$8,207,913,239 |
| 423940 | JEWELRY, WATCH, PRECIOUS STONE, AND PRECIOUS METAL MERCHANT WHOLESALERS | \$7,848,477,849 |
| 541511 | CUSTOM COMPUTER PROGRAMMING SERVICES | \$7,630,079,521 |
| 562910 | REMEDIATION SERVICES | \$7,270,695,253 |

Top 10 industries for HUBZone contractors.

| NAICS Code | NAICS Description | Total HUBZone |
|------------|---|-----------------|
| 236220 | COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION | \$5,268,259,049 |
| 237990 | OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION | \$916,914,401 |
| 541519 | OTHER COMPUTER RELATED SERVICES | \$890,526,378 |
| 237310 | HIGHWAY, STREET, AND BRIDGE CONSTRUCTION | \$878,841,840 |
| 561210 | FACILITIES SUPPORT SERVICES | \$702,230,884 |
| 541330 | ENGINEERING SERVICES | \$446,740,265 |
| 561612 | SECURITY GUARDS AND PATROL SERVICES | \$312,619,554 |
| 541712 | RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY) | \$203,246,340 |
| 541611 | ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES | \$115,259,608 |
| 315211 | MEN'S AND BOYS' C T AND SEW APPAREL CONTRACTORS | \$95,707,542 |