

SBA

# Santa Ana District Office

8(a)BD/HUBZone/WOSB Requirements



# 8(a) BD Program

- What is it?
  - Named after a section of the Small Business Act, the 8(a) BD Program is a business assistance program for small disadvantaged businesses.
  - The program offers a broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals.
  - The program helps aspiring entrepreneurs to gain a foothold in government contracting.



## Government-wide Prime Contracting Procurement Goals

- Small Business (SB) - 23%
- Small Disadvantaged Business (SDB) - 5%
- Women-Owned Small Business - (WOSB)- 5%
- HUBZone Small Business – 3%
- Service-Disabled Veteran-Owned SB (SDVOSB) - 3%

# 8(a) Certification

- Requirements
  - Must be a small business by SBA standards
  - In Business for 2 years
  - Owner/s must be U.S. Citizen
  - Socially & Economically Disadvantaged Status
    - Designated Groups
    - Personal N/W of \$250,000 or <
    - Assets \$4million
  - <http://www.sba.gov/content/8a-business-development-o>
  - Product/Service Federal Govt. buys



# HUBZone Program

- Must be a small business by SBA standards
- Historically Underutilized Business Zone
- Based on geographic location
  - <http://www.sba.gov/content/applying-hubzone-program>
- Owned 51% by U.S. Citizens or a Community Development Corporation, or an agricultural cooperative or an Indian tribe
- 35% of employees must reside in a HUBZone
- On-line application



# HUBZone Certification

## **BENEFITS**

- Access Set-aside Contracts
- 10% Price Preference in open competition
- 3 year term, Continued with Re-certification
- Help meet 3% Government Contracting goal
- \$8.1B in federal contracts awarded in FY12



# WOSB Contracting Program

- Must be a small business by SBA standards
- At least 51% unconditionally and directly owned by women who are U.S. citizens
- Control & manage daily operations
- Hold highest officer position
- Must work at business full time during normal working hours



# WOSB Contracting Program

- Economically Disadvantaged WOSB (EDWOSB)
  - N/W < \$750,000
  - Income not exceeding \$350,000 (average over 3 yrs)
  - Assets not exceeding \$6 million





# WOSB Contracting Program

- Certifications
  - Self Certification
    - Free
    - With supporting documents
    - Upload documents in SBA's WOSB Program Repository
    - <http://www.sba.gov/content/women-owned-small-business-federal-contract-program>
    - Represent status in SAM
  - 3<sup>rd</sup> Party Certifiers
    - El Paso Hispanic Chamber of Commerce
    - National Women Business Owners Corp.
    - U.S. Women's Chamber of Commerce
    - Women's Business Enterprise National Council



# WOSB Contracting Program

## BENEFITS

- EDWOSB
  - Contracting officers may set aside contracts for EDWOSB in underrepresented industries (45 four-digit NAICS codes).
- WOSB
  - SBA Administrator has waived the requirement for Economic Disadvantage in industries where WOSB are substantially underrepresented (38 four-digit NAICS); contracting officers may set aside contracts for the broad category of WOSB in these industries.

