



U.S. Small Business
Administration

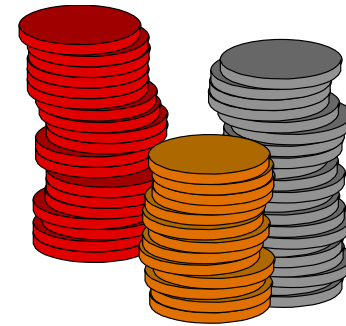
SBA's Mission and Purpose

- **Aid**
- **Counsel**
- **Assist**
- **Protect the interests of small business concerns**
- **Support**
- **Champion small businesses**



Programs Of Assistance

- **Financial Assistance Programs**
- **Non-Financial Assistance**

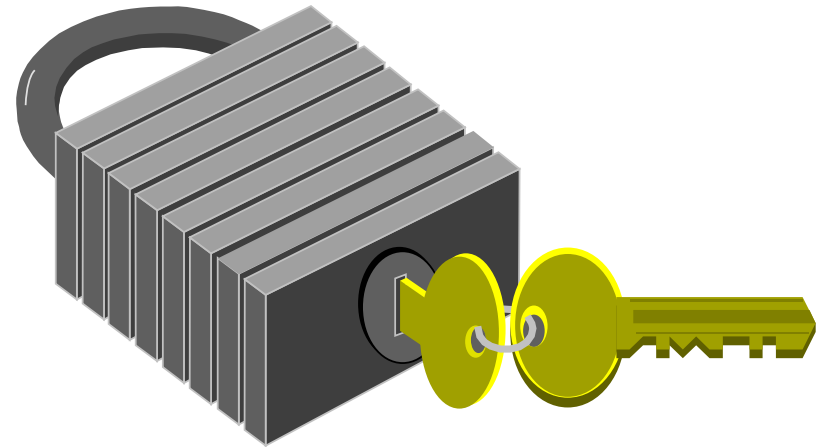


Non-Financial Assistance Programs

- ◆ **Government Contracting Assistance (\$500B Market Place)**
 - **Prime Contracts**
 - **Subcontracting Assistance**
 - **Certificate of Competency (COC)**
 - **Size Determination**
 - **All Small Mentor Protégé Prog.**
- ◆ **Surety Bond Program**
- ◆ **Procurement Network (DSBS) and SUB-Net**
- ◆ **Small Business Innovation Research Program (SBIR)**
- ◆ **Hubzone Empowerment Contracting**
- ◆ **Women's Business Resource Centers**
- ◆ **Small Business Development Centers (SBDCs)**
- ◆ **SCORE Mentors**
- ◆ **Veterans Business Opportunity Centers**
- ◆ **Section 8(a) Business Development Program**
- ◆ **Woman-owned Small Business Program**
- ◆ **Section 7(j) Management and Technical Assistance**
- ◆ **SBA Small Business Classroom**

8(a) BUSINESS DEVELOPMENT PROGRAM

- 13 CFR 124





U.S. Small Business
Administration

HUBZone Program

**Fueling Small Business Growth and Community
Development through Federal Procurement**



U.S. Small Business
Administration

**Women-Owned Small
Business (WOSB)
Federal
Contracting Program
beta.certify.sba.gov**

ACCESS TO CAPITAL

Sources of Financing



Financial Assistance Programs

■ 7(a) Loan Program

- ◆ SBA *Express*
- ◆ Caplines
- ◆ Community Advantage



- Export Working Capital Program (EWCP)
- International Trade Loans
- 504 Loans
- Small Business Investment Company (SBIC) Program
- Microloan Program
- Disaster Assistance Program

Surety Bond Guaranty Program

- **SBA provides –**
 - Bid Bond**
 - Payment Bond**
 - Performance Bond**
- **Gives sureties an incentive to provide bonding**
- **Strengthens contractor's ability**
- **Increases access to contracting opportunities**
- **SBA assumes percentage of loss**
 - **Reimburses surety for a percentage of losses incurred**

Surety Bond Guaranty Program

- **Guarantee bonds for contracts up to \$6.5 Million**
- **With justification from contracting officer, may guarantee bonds for Federal contracts up to \$10.0 Million**
- **Quick Apps for bonds up to \$400,000**
- **Prior Approval Program – SBA Guarantees 90% of losses on bonds up to \$100,000 on bonds to certified 8(a) and SDB firms; 80% on all other bonds**
- **Preferred Surety Bond (PSB) – 70% Guarantee**

**BEST PRACTICES
IN OBTAINING GOVERNMENT
CONTRACTS**

**Micro Purchases
Total Small Business Set
Asides
Simplified Acquisition
Purchases
Certifications**

Credit Card Opportunities

How the Government Buys

- Individual government purchases under \$10,000
 - Exception: Contracts subject to Service Contract Act and/or Davis Bacon Act
- Competition not required
- Government credit cards are often used
- Micro-purchases are not reserved for small businesses
- **70% of all government procurement transactions** are facilitated with a credit card

FAR 13.301

Guide for Small Business

Small Business Set-asides

Prime Contract Assistance

- Influenced by:
 - Rule of Two
 - Non-manufacture Rule
 - Subcontracting Limitations
- Can apply to:
 - 8(a) Business Development Program
 - HUBZone Program
 - Woman Owned Small Business Program
 - Service-Disabled Veteran Owned Small Business Program

Guide for Small Business

Rule of Two

Set-asides – Prime Contract Assistance

- Acquisitions over \$250,000 are to be set-aside for small businesses when there is a reasonable expectation that offers will be obtained from at least two responsible small businesses

FAR 19.502-2



Simplified Acquisition Procedures

How the Government Buys

- Federal law streamlines government purchasing for buys under \$250,000
- Simplified acquisition procedures can be used
- Government purchases above \$10,000, but under \$250,000 are reserved for small businesses
 - Exception: Contracts above \$2,000 subject to Service Contract Act and/or Davis Bacon Act

FAR 13.000-13.501

Guide for Small Business

Government Purchases – Pre-Solicitation Requirements

- **\$10,000 - \$15,000**
 - No public announcement required
 - Obtain three quotes
- **\$15,000 - \$25,000**
 - Public announcement for 10 days

Government Purchases – Pre-Solicitation Requirements Cont'd

- **\$25,000 - \$250,000**
 - FEDBIZOPPS
 - <https://fbohome.sam.gov/>
 - Reserved for small business
- **Over \$250,000**
 - Synopsis required (Information on solicitation or Sources Sought Notice)
 - At least 15 days before solicitation is issued
 - May be reserved for small business

BEST PRACTICES IN OBTAINING FEDERAL GOVERNMENT CONTRACTS

Formal Certifications:

8(a)

HubZone

WOSB/EDWOSB

SDVOSB/VOSB

FY 2019 CONTRACT AWARDS NATIONALLY

As of 09/30/19

- **Small Business:** \$132.90 - 26.50%
- **SDB:** \$51.60 - 10.29%
- **WOSB:** \$26.00 - 5.19%
- **HubZone:** \$11.40 – 2.28%
- **SDVOSB:** \$22.00 - 4.29%

FY 2019 CONTRACT AWARDS In LA as of 09/30/19

Total Awards To LA

Firms: \$2,571,195,484

- **Small Business:** \$1,343,333,413 - 52%
- **SDB:** \$359,248,879 - 14%
- **WOSB:** \$182,389,052 - 7%
- **HubZone:** \$286,788,911 – 11%
- **VOSB:** \$180,436,797 - 7%
- **SDVOSB:** \$152,825,118 - 6%
- **8(a):** \$202,488,541 - 7.9%



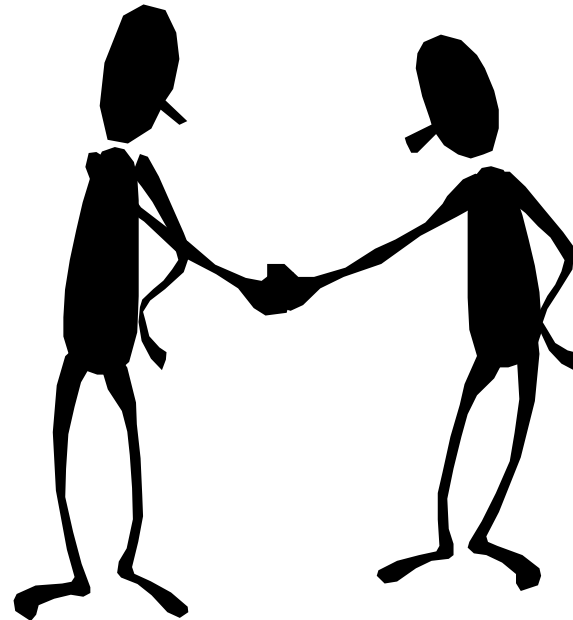
PUTTING THE PIECES TOGETHER

How can we help you?

Louisiana District Office

*“Supporting the Formation,
Growth, Prosperity, and Viability
of Louisiana’s small businesses.”*

Thank you!!



**Louisiana District Office
One Canal Place
365 Canal Street, Suite 2820
New Orleans, LA 70130
Telephone: (504) 589-6685
Fax: (504) 589-2339**

JO ANN LAWRENCE

jo.lawrence3@sba.gov

504-589-2879

504-256-5293