



# *Massachusetts District Office*



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## Is Your Small Business Ready for Government Contracting

- The U.S. Government is the world's largest customer spending billions of dollars in goods and services purchases from private firms.
- It buys all types of products and services in both large and small quantities.
- It is required by law to provide opportunities for small businesses.



## SBA's Role in Government Contracting

- Small Business Administration (SBA) has an Office of Government Contracting & Business Development that works with federal agencies to award at least 23 percent of all prime government contract dollars to small businesses.
- Overall goals includes:
  - 5% for Women-Owned Small Businesses (WOSB)
  - 3% for Service Disabled Veterans
  - 5% for Small Disadvantaged Businesses
  - 3 % for HUBZone firms



## How to Get Started

- **Make sure the business is financially sound**
- Identify the Data Universal Numbering System (DUNS) number
- Identify the Employer Identification Number (EIN).
- Identify the North American Industry Classification System (NAICS) codes
- Register with System for Award Management (SAM)
  - SAM is an online government-maintained database of companies wanting to do business with the federal government
  - SBA supplemental page will be displayed in Dynamic Small Business Search (DSBS) engine



# Getting Started

- **Federal Business Opportunities (FedBizOpps)**
  - Announces available business opportunities
- **Marketing Your Business**
  - Ultimately the small business owner is responsible for their own successes and will need to market to attract federal agencies and available contracting opportunities
- **General Services Administration (GSA Schedule and Federal Supply Schedule)**
  - Increases your opportunities for contracts all across government



# Programs Of Assistance

- **8(a) Business Development Program**
  - A business assistance program for small disadvantaged businesses and firms that are at least 51% owned and controlled by socially and economically disadvantaged individuals
  - Designated minorities: Black, Hispanic, Asian, or Native American or anyone who has been discriminated
  - Participation in the program is for nine years: a four-year developmental stage and a five-year transition stage
  - The program helps thousands of aspiring entrepreneurs to gain a foothold in government contracting
  - Program participants are certified by the SBA



# Mentor-Protégé Programs

- **8(a) BD Mentor-Protégé Program** is designed for successful firms to provide various forms of business development assistance to 8(a) BD Program Participants.
  - Assist the protégé with meeting the goals established in its SBA-approved business plan.
  - Improve the protégé's ability to successfully compete for contracts.
  
- **All Small Mentor-Protégé Program**
  - New as of 10/1/2016 and requires an SBA approved agreement
  
  - Apply online at [certify.sba.gov](http://certify.sba.gov) as of 11/1/2016
  
  - Management and Technical Assistance
  
  - Financial Assistance
  
  - Contracting Assistance
  
  - Trade Education
  
  - Business Development Assistance
  
  - General and/or Administrative Assistance

# Programs Of Assistance

## ■ Women-Owned Small Businesses (WOSB) Federal Contracting Program

- This program enables Economically Disadvantaged WOSBs (EDWOSBs) to compete for federal contracts that are set-aside for EDWOSBs in industries where women-owned small businesses are underrepresented
- Contracting officers now have access to the WOSB portal available at <https://certify.sba.gov>



## ■ Service-Disabled Veteran-Owned Small Business Concern Program( SDVOSBC)

- This program provides that federal contracting officers may restrict competition to SDVOSBCs and award a sole source or set-aside contract where certain criteria are met



# Programs Of Assistance

## ■ Small Disadvantaged Businesses

- To self certify as an SDB, register your business in the [System for Award Management](#)
- SBA eligibility criteria for SDBs.
- The firm must be 51% or more owned and control by one or more disadvantaged persons
- The disadvantaged person or persons must be socially disadvantaged and economically disadvantaged.
- The firm must be small, according to SBA's size standards

## ■ HubZone

- The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities.
- Must be 51% ownership by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe
- Principal office must be located within the HUBZone
- At least 35% of its employees must reside in a HUBZone



## Emerging Leaders or E200 Initiative

- Seven-month intensive, executive entrepreneurship education series now available in 53 Cities and Communities Across the United States.
  - approximately 100 hours of classroom time
  - business owners to work with experienced mentors,
  - attend workshops and develop connections with their peers, city leaders and financial communities
  
- “The initiative has trained more than 3,000 promising small business owners in underserved communities since its inception in 2008, and its impact continues to expand said former SBA Administrator Maria Contreras-Sweet continued.”
  
- **NOW ACCEPTING APPLICATIONS for the 2017 Emerging Leaders/E200 Program**



## Massachusetts District Office

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

*Thank you!!*

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