



U.S. Small Business
Administration

The US Small Business Administration

What we do...

**The SBA works to ignite change and spark action
so small businesses can confidently**



START • GROW • EXPAND • RECOVER

SBA Priorities

- **Through the lens of Diversity, Equity, and Inclusion focus on underserved communities**
 - **Access to Capital**
 - **Business Technical Assistance**
 - **Federal Contracting**
 - **Disaster Assistance**

SBA, AHANA, city of Spokane partner to address needs of multicultural businesses

Fri., Sept. 16, 2022



From left, AHANA Executive Director Marvo Reguindin, AHANA Vice President Joni Wynecoop, Small Business Administration Spokane Branch Manager Joel Nania, SBA District Director Kerri Hurd, SBA Regional Administrator Mike Fong and Spokane Mayor Nadine Woodward, gather at the Spokane Central Library to outline support multicultural businesses in the Spokane area. (DAN PELLE/THE SPOKESMAN-REVIEW)

8(a) Business Development Program

How Did We Get Here?

Statutes for Small Business Set-Asides

Statutes that guide federal agencies with procurement guidelines for Small Businesses

The Small Business Act (15 U.S.C. 631)

Aid, counsel, assistance, etc., to small business concerns (SBA established 1953)

Applicable sections of the Armed Services Procurement Act (41 U.S.C. 3104)

... fair proportion of the total purchases and contracts for property and services for the Federal Government shall be placed with small business concerns.

Section 8(a) of the Small Business Act (15 U.S.C. 637(a))

Procurement contracts; subcontracts to disadvantaged small business concerns;

OMB Memorandum: Advancing Equity in Procurement

[M-22-03](#), Dec. 2, 2021 – implementing [Executive Order 13985](#)

1. Raises governmentwide SDB contracting goal to 11% for FY22, on the way to 15% by 2025.
2. Implements major changes to Category Management.
 - A. automatic Tier 2 credit for socioeconomic small businesses (SDB, WOSB, HUBZone, SDVOSB)
 - B. reinforced importance of small-business goal achievements
 - C. making SBA and Dept. of Commerce voting members on the Category Management Leadership Council.
3. Seeks to increase new entrants and reverse the decline in the small business supplier base.
4. Makes Federal senior managers accountable for small business contracting goals.
5. Ensures OSDBUGs have access to senior leadership

Program qualifications

To qualify for the 8(a) Business Development program, businesses must meet the following eligibility criteria:

- **Be a [small business](#)**
- **Not have previously participated in the 8(a) program**
- **Be at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged**
- **Have a personal net worth of \$750 thousand or less, adjusted gross income of \$350 thousand or less, and assets totaling \$6 million or less**
- **Demonstrate good character**
- **Demonstrate the potential for success such as having been in business for two years**

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

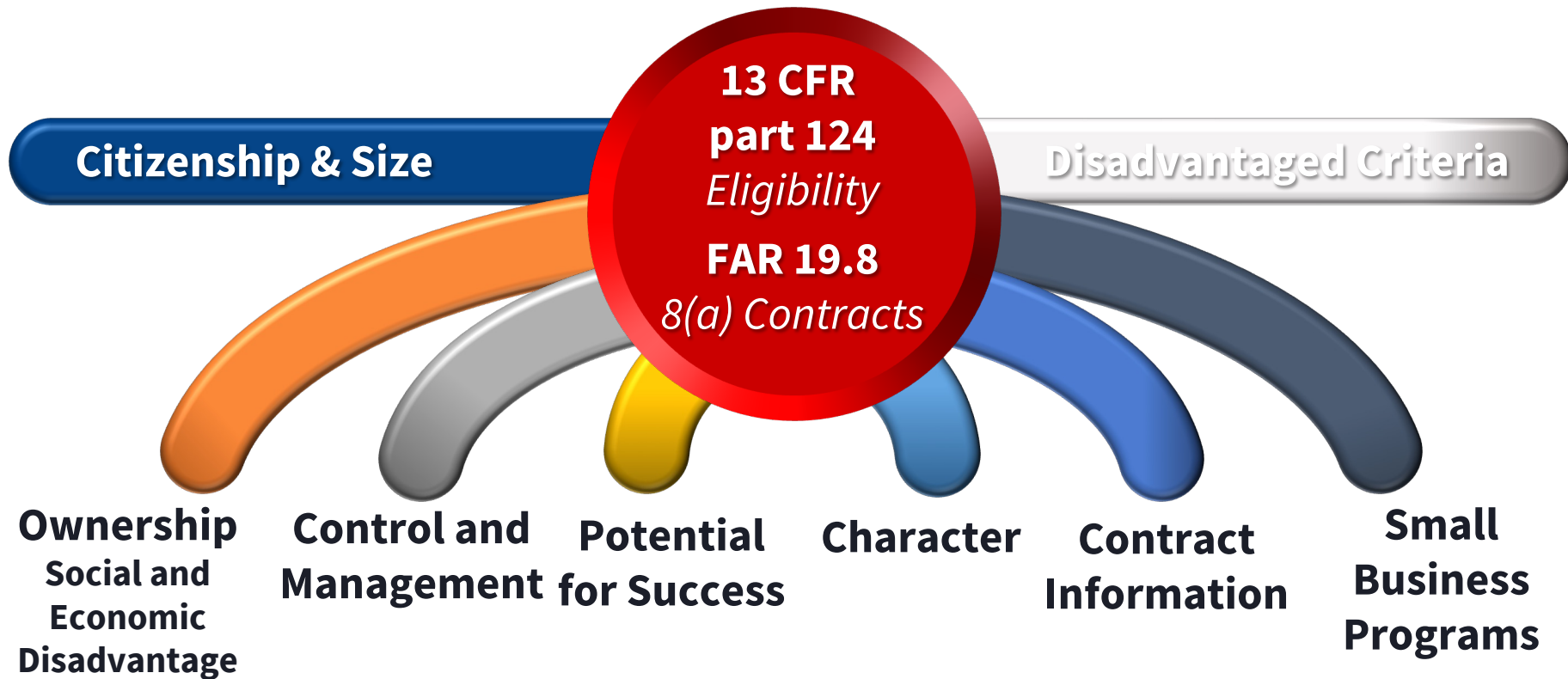
Assist and graduate firms to allow them to thrive competitively

Benefits

- Compete for [set-aside and sole-source contracts](#) in the program.
- Connect directly with a BOS to help navigate federal contracting.
- Form joint ventures with established businesses through the SBA's Mentor-Protégé Program.
- Receive management and technical assistance, including business training, counseling, marketing assistance, and high-level executive development.



SBA Rules for 8(a) Certification



Designated Socially Disadvantaged Criteria

Designated Groups

01

- Black American
- Asian Pacific American
- Hispanic American
- Native American
- Subcontinent Asian American

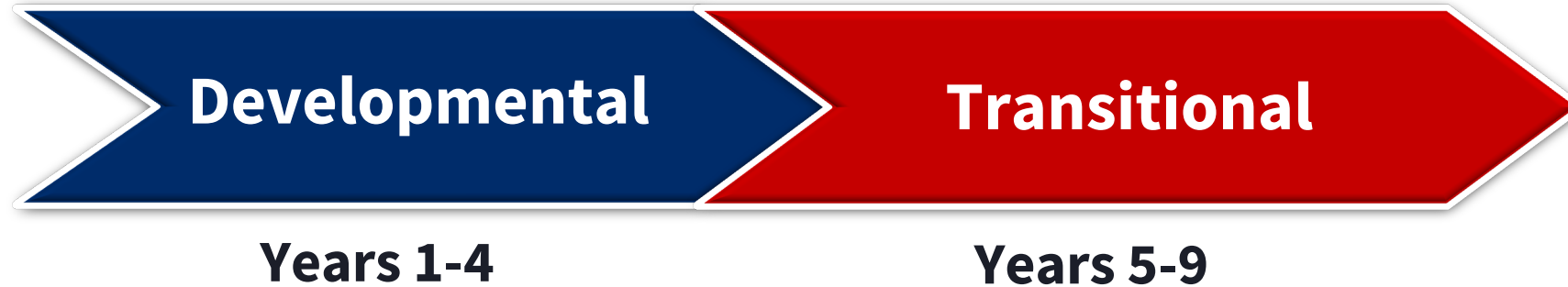
Non-Designated Group Criteria

02

- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement

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

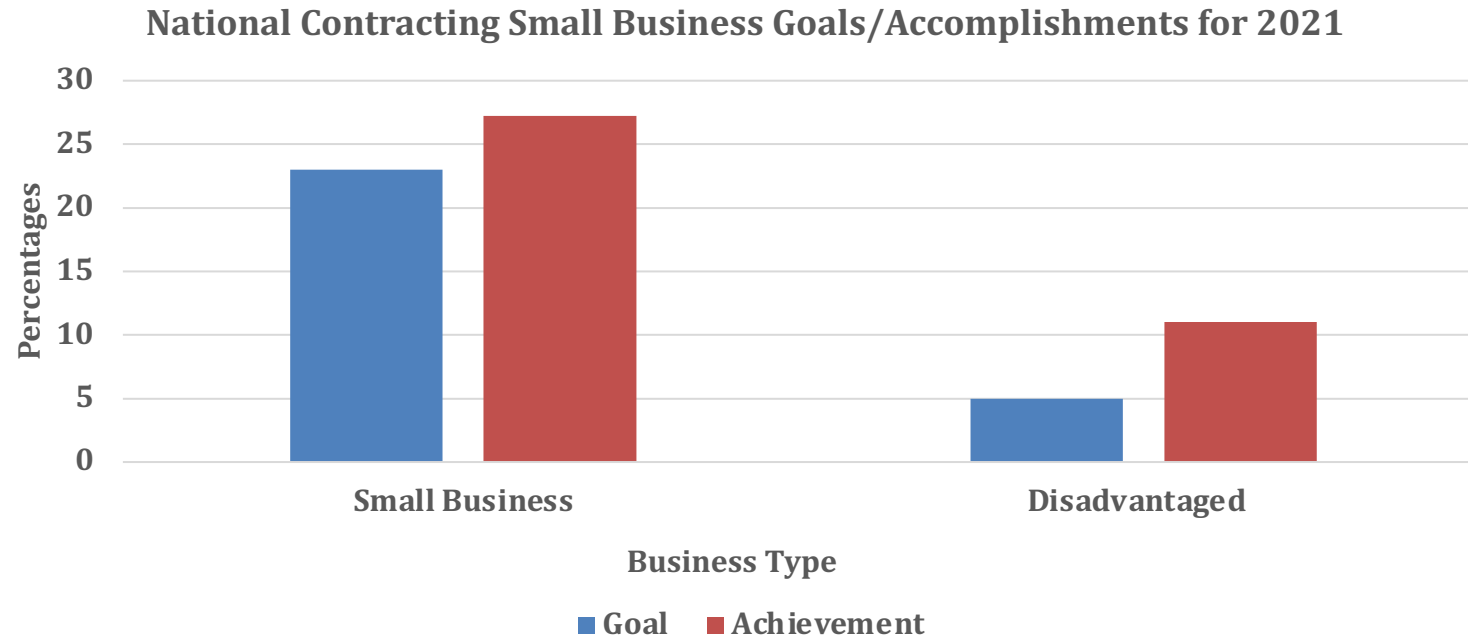
A man wearing a white hard hat and a dark jacket is smiling and looking towards the camera. He is holding a large stack of white sheets of paper, likely blueprints, in front of him. The background is a wall made of large, rectangular stone blocks. The text is overlaid on the right side of the image, within a white rectangular area with a blue border.

Newton Building & Development LLC

Bremerton, Washington

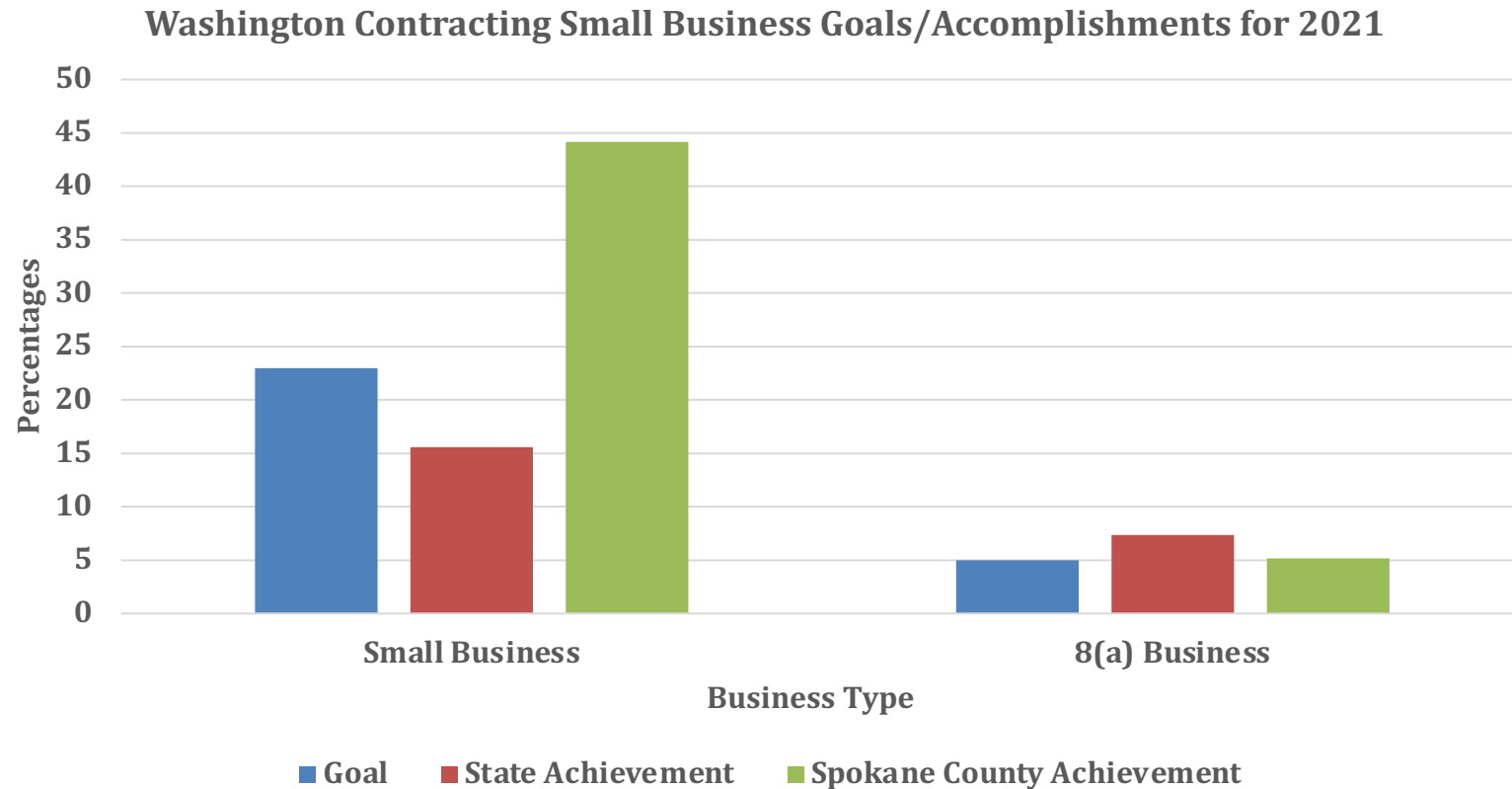
FY2021 SBA National Contracting Achievements

Category	2020 Achievement	2021 Goal	2021 Achievement	Dollars
Small Business	26.02%	23.00%	27.23%	\$154.2 B
Small Disadvantaged Business	10.54%	5.00%	11.01%	\$62.4 B



SBA Washington State Contracting Achievements

Category	2021 Goal	State Achievement	Dollars	Spokane County Achievement	Dollars
Small Business	23.00%	15.58%	\$1,688,474,924	44.16%	\$118,133,483
Small Disadvantaged Business	5.00%	7.33%	\$794,498,609	5.16%	\$13,809,200

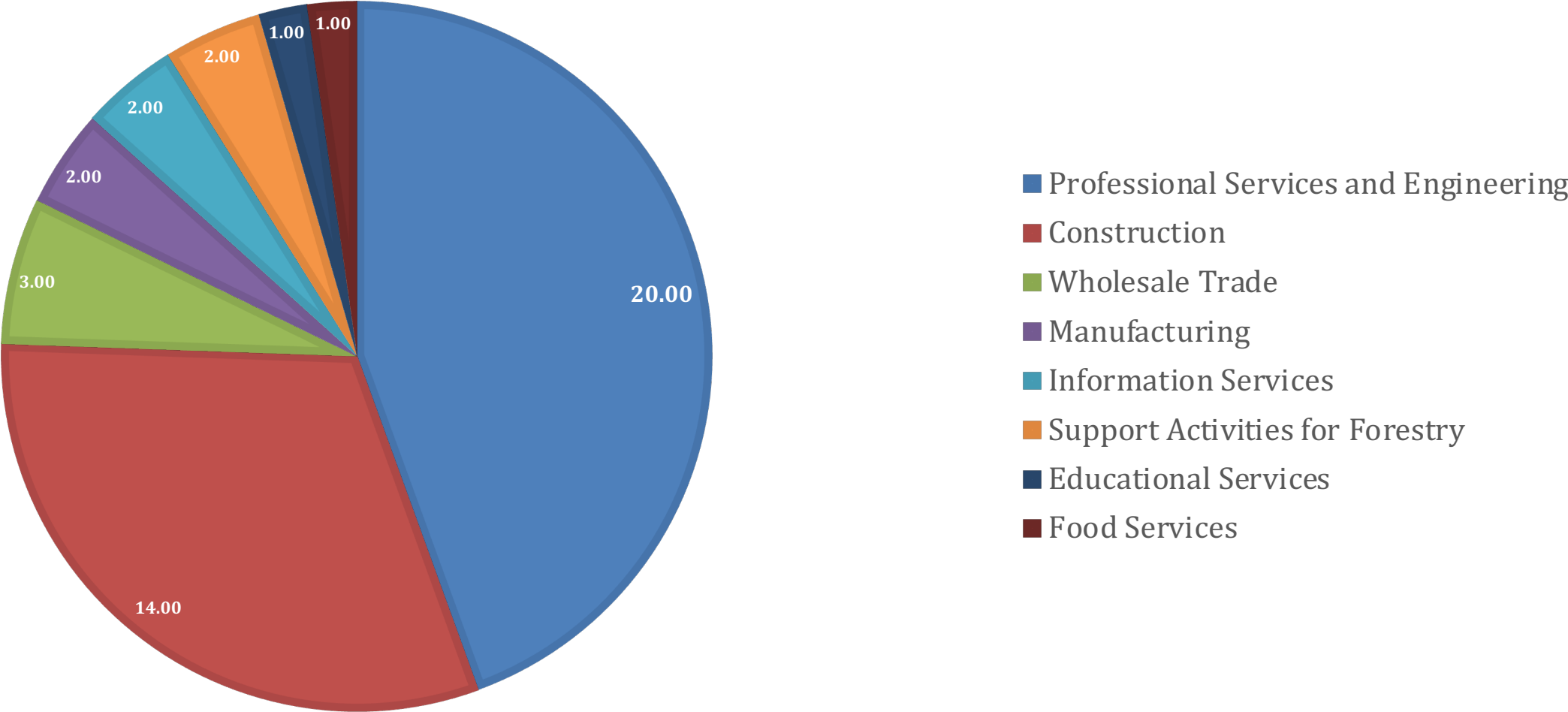


SBA Seattle District 8(a) Firms

Fiscal Year	Number of 8(a) Firms	Number of Contract Actions	Dollar Value Awarded
2021	52	19,502	\$204,514,050.00
2020	57	21,887	\$172,082,619.00
2019	59	23,151	\$135,109,635.00

SBA Seattle District 8(a) Current Firms by Industry

SBA SEATTLE DISTRICT 8(A) CURRENT FIRMS BY INDUSTRY



8(a) Business Development Lessons Learned

- Adequate SBA staffing of BOS team members to effectively support 8(a) firms in the Business Development Program
- SBA in a statutory role and empowered us to be responsible for goaling to the other agencies
- Preparing firms to enter the 8(a) program so they can hit the ground running
- SAM agreements with groups representing BIPOC community such as the city of Spokane and AHANA – Shedding light and placing emphasis on these issues help to begin to resolve them
- 8(a) readiness as in pre 8(a) program training, and be ready to apply or get ready
- Making sure that business coming into 8a are ready to get heavily involved from the start
- 8(a) recruitment in underserved markets as we have added capacity through various means

For Businesses You Know Need SBA Assistance

Contact Information

Joel Nania, Spokane Branch Manager, SBA Seattle District
Joel.Nania@sba.gov
509-353-2810

John Dicus, Lead Business Opportunity Specialist, SBA Seattle District
John.Dicus@sba.gov
206-773-3174

Fernando Cervantes, Business Opportunity Specialist, SBA Seattle District
Fernando.Cervantes@sba.gov
509-353-2806



U.S. Small Business
Administration