



U.S. Small Business
Administration

Why We Are Here For You

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



START • GROW • EXPAND • RECOVER

<https://www.sba.gov/>

What Does The SBA Have To Offer?

How we help small businesses



Free business counseling

Get business advice from our partnering organizations and experts. >



SBA guaranteed business loans

Find an SBA lender near you to help fund your business. >



Home & business disaster loans

Apply for a low-interest disaster loan to help recover from declared disasters. >



Federal government contracting

Qualify to win small business government contracts. >

Build Capacity as Your Business Develops

GROW • EXPAND



U.S. Small Business
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Government Contracting *Is it for you?*



Government contracting can be a valuable tool to grow your small business, but it isn't for everyone. Complete the following readiness assessment to help you decide whether your company can successfully compete for government contracts.

Course Objectives

- Are You Ready for Government Contracting?
- How the Government Buys Goods and Services
- Marketing Your Business & Identifying Federal Opportunities
- Prime and Subcontracting
- How the Government Can Help
- Small Business Federal Contracting Certifications



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Are You Ready for Government Contracting

Is Your Business Procurement Ready?



Does the government...

Buy what you sell?

Do you have...

Federal contracting experience, cash, inventory, working capital?

Are you capable...

Of fulfilling a government contract?

Do you know...

Where to find contracting opportunities?

Get started: <https://www.sba.gov/federal-contracting/contracting-guide>

Assess your business

Evaluate your small business to see if it has what it takes to win a government contract.

[Find out if you're ready for federal contracting](#)

Basic requirements

Your small business must meet some basic requirements before you can compete for government contracts.

[Read about government contracting requirements](#)

How to win contracts

You can increase your chance of winning a government contract by researching the federal marketplace and taking advantage of SBA resources.

[Improve your business's ability to win contracts](#)

Types of contracts

There are several different ways of contracting that can help you win awards from the federal government.

[Learn about the types of government contracts](#)

Size standards

SBA's size standards determine whether or not your business qualifies as small.

[See how SBA determines business sizes](#)

Governing rules and responsibilities

Small businesses must comply with regulations that govern the government contracting process.

[Discover federal contracting rules and responsibilities](#)

Prime and subcontracting

The federal government helps small businesses get an opportunity to subcontract on federal prime contracts.

[Become a subcontractor on a federal prime contract](#)

NAICS Codes

Know the NAICS Codes and Size Standards for Your Industry

North American Industry Classification System (NAICS):

Codes define establishments and are used for administrative, contracting, and tax purposes

SBA Size Standards Using NAICS:

Apply to all federal government programs, including procurement

Visit the U.S. Census Bureau:

NAICS website to **identify your NAICS code(s)**

(<https://www.census.gov/naics/>)

Are You a Small Business?

Size Standards:

Determined by NAICS industry codes

Size Restrictions:

Number of employees or average annual receipts (over 5 years)

<https://www.ecfr.gov/current/title-13/chapter-I/part-121>

Business Type:

Sole proprietorship, partnership, corporation, or any other legal form

Other:

Nonprofit businesses are not considered small

Location:

Operates primarily within the U.S.

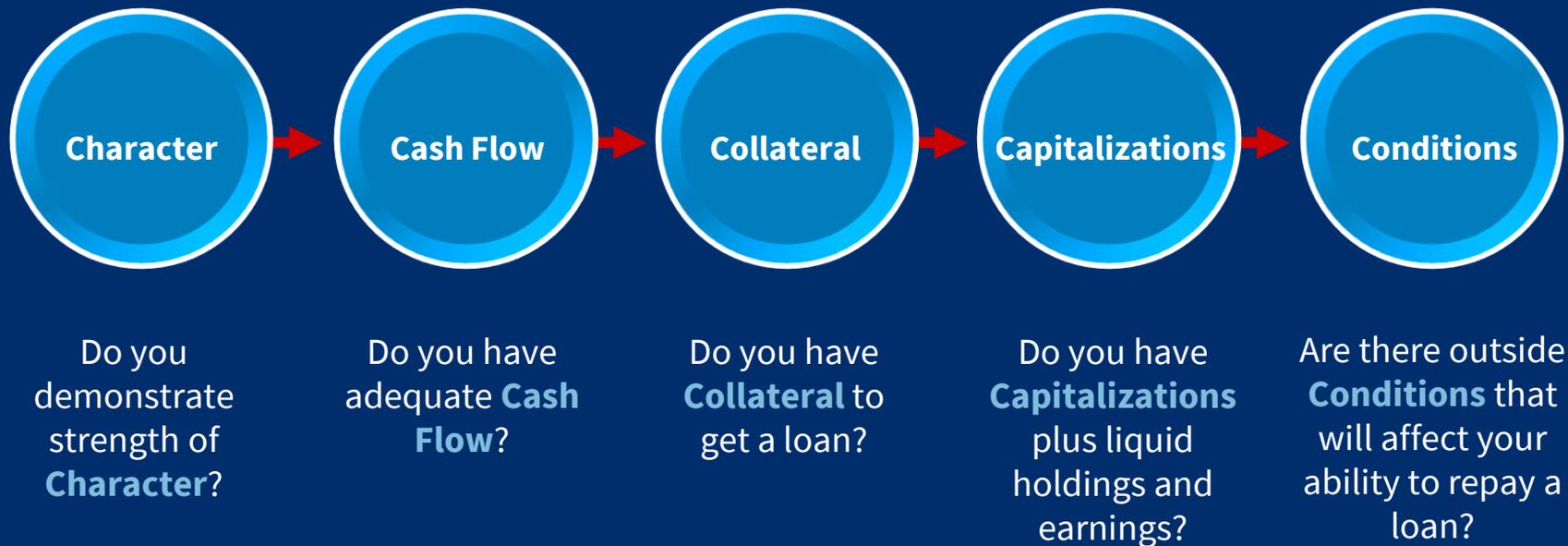
Non-Qualified Business:

Primary operations are outside the U.S.

Traditional Business Plan Format

- Company Information & Executive Summary**
- Structure**
- Market Analysis**
- Customer Research**
- Service/Product Line**
- Sales Analysis & Financial Projections**

Are You Prepared to Finance a Government Contract?



Build Your Team

- Accountant**
- Attorney**
- Banker**
- Business/Contracting Consultant**
- Insurance/Surety Bonding Agent**
- Networking of Federal Buyers**

Cybersecurity Maturity Model Certification (CMMC)

- Small businesses looking to contract with the U.S. Department of Defense (DoD) will have to show the ability to safeguard their systems and data. Each DoD request for proposal will list a Cybersecurity **Maturity Model Certification (CMMC) level** required to bid the work.
- [Federal Register](#) - This rule is effective **December 16, 2024**.
- With this final rule, DoD establishes the CMMC Program in order to verify contractors have implemented required security measures necessary to safeguard Federal Contract Information and Controlled Unclassified Information.
- The mechanisms discussed in this rule will allow the Department to confirm a defense contractor or subcontractor has implemented the security requirements for a specified CMMC level and is maintaining that status (meaning level and assessment type) across the contract period of performance.
- This rule will be updated as needed, using the appropriate rulemaking process, to address evolving cybersecurity standards, requirements, threats, and other relevant changes.



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How the Government Buys Goods and Services

Why Do Business with the Federal Government?

Government-Wide Contracting Goals

WORLD'S
LARGEST
BUYER



- \$700,000 billion/year
- 23% federal contract dollars are for small businesses
- learn more by visiting [SBA.gov/contracting](https://www.sba.gov/contracting)

01

**Full and Open
Competition**

02

**Small Business |
Certification
Set-Asides**

03

Sole Source

Federal Contracting Goals

Targeted set-aside and acquisition goals:

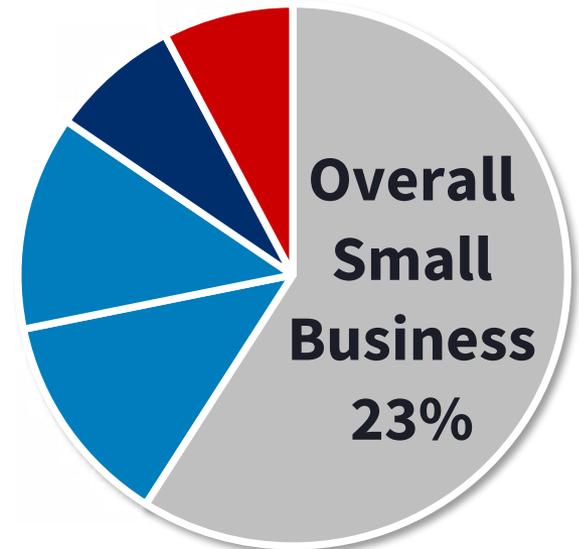
**Women-Owned Small Businesses
(including EDWOSB) (5%)**

**Small Disadvantaged Businesses
(including 8(a)) (5%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (5%)**

Acquisitions are reserved for small business between \$15,000 (Micro purchase Threshold) to \$350,000 (Simplified Acquisition Threshold).
Rule of Two applies over \$350,000 with set-aside priority.



Competition Types to Win Government Contracts

Full & Open

- Level playing field with full visibility
- Any responsible business

Set-Asides

- Rule of Two
- Subcontracting limitations

Sole Source

- One firm can provide
- Compelling urgency
- International agreement
- National security or public interest
- Authorized or required by law
- Allowed under certain small business contracting and business development programs, such as 8(a)

Methods of Contracting

Micro-Purchases

- Not requiring competitive bids and paid for by Government Purchase Card/Credit Card

Simplified Acquisition Process

- Purchases \$15,000–\$350,000

Sealed Bidding

- Used when government has a need for services/supplies that is clear, specific, and complete.
- NO negotiation prior to award.

Contract by Negotiation

- Technical products valued at \$150,000 or more.
- Negotiation allowed prior to award that considers more than price-related factors.

Opportunities less than \$25,000

- Do not have to be publicly advertised.

Small business set-asides

- Requires the government to receive 2+ bids from small businesses that are responsible and can provide a fair and reasonable price.

Awareness

The procurement or contracting officer cannot select your business if they are not aware of you.

Types of Contracts & Agreements



Indefinite Delivery

- Definite quantity and requirement contracts
- Indefinite Delivery, Indefinite Quantity contract (IDIQ)

Time, Materials, and Labor

- Acquiring supplies/services based on direct labor hours at a fixed hourly rate

Incentive

- Supplies/services acquired at lower costs

Fixed Price

- Economic price
- Incentive contract

Cost Reimbursement

- Payment of allowed incurred cost

Basic Order Agreement (BOA)

- Not a contract
- Expedites contracting for uncertain requirements

Blanket Purchase Agreement (BPA)

- Method of filling anticipated repetitive needs for supplies and services



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Marketing Your Business & Identifying Federal Opportunities

Research Your Market / Proactive Self-Marketing

Specify the Goal

- Know what agencies buy your **products and services**
- **Find your niche and prioritize**; competition is fierce
- Understand areas of **government spending**
- Know your **competition** and their contracts
- Identify the agency's Small Business Specialist (SBS)
- Become familiar with the [Federal Acquisition Regulations \(FAR\)](#) that govern federal contracting
- Make **contacts** through small business events and network your business
- Market research through [usaspending.gov](#) or [FPDS.gov](#)

Ingredients to Making a Favorable Impression

- Be familiar with the agency you are targeting through research and networking
- Be prepared to deliver a concise “elevator pitch”. What are your differentiators?
- Present a business card
- Have a capability statement

Have a Plan

Understand Your Customers

Find Decision Makers



Business Resume

What Is a Capability Statement?

Purpose

- Introduction
- Credentials/qualifications

Marketing

- Door opener
- Captivate customers
- 6 Second to capture interest

What Is It?

- Relationship builder

How to Use It

- Prime or teaming opportunities
- Part of a Sources Sought or Request for Information Response

Core Elements of a Capability Statement

Business Summary

- Tell Your Story
- Tells the customer who you are and what you do.
- Can include a brief history of the business

Corporate Data

- Company name
- Contact Name/Address/Email
- Firm's logo
- Website
- Office location(s) and contact information

Company Information

- Security Clearance
- Licenses/Certifications
- Insurance and bonding capacity
- UEI, CAGE, NAICS
- SB Certifications: HUBZone, WOSB,

EDWOSB, SDVOSB, VOSB, 8(a), DBE

- Special facilities or equipment

Past Performance

- Show your benefits
- List your past customers
- Types of contracts

Contract Vehicles/Unique Features

- What sets you apart?
- What is the benefit? Use BENEFIT statements
- GSA Schedule
- IDIQ/GWAC Contracts
- Government Credit Cards Acceptance

Tips for Better Capability Statements

Helpful Hints

- Limit to 1 page
- Make it visually appealing
- Use short sentences, bullets, tables, and highlighted sections
- Solicit feedback
- Check spelling and grammar
- Clear and Concise current information
- Use government language
- Upload to SBS/SAM.gov
- APEX can help (Find your [local APEX](#))

Be
Visible

Bring
Value

Offer
Variety

Ensure
Viability

Small Business Search Notifications

- The only legitimate SBA phone number related to Certifications is 1-866-443-4110. "Certify.us" is not affiliated with SBA. SBA will not demand documents or information by email related to this Small Business Search (SBS) website, including capability statements. SBA will not charge a cost for Small Business Search (SBS) content or profile management.
- Effective August 1, 2025, VOSB and SDVOSB joint venture designations will no longer be reflected in SBS. [Click here to learn more.](#)



Find the right small businesses **fast.**

Small businesses everywhere are seeking federal contracts.
Find the ones that meet your agency's needs right now.

Quick Search

[Or, skip directly to search filters →](#)

- Location: Anywhere
- SBA certifications
- NAICS
- Keywords
- Business type
- Last updated: Anytime
- + More filters

Clear filters



<https://search.certifications.sba.gov/>

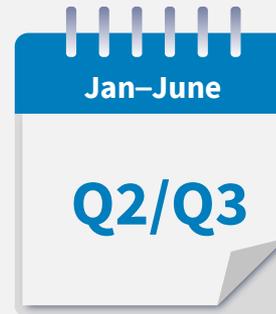
Choose filters or search for a term to start finding small businesses

Write a Government Marketing Plan

Government Fiscal Year: October–September



**Raising Awareness
and Building
Relationships**



**Lead
Generation
Campaigns &
Response**



**Last Minute Offers
and Awareness
Campaigns**

Resources for Market Research



SAM.gov all requirements over \$25,000



USASpending Identifies all historical contracts over \$25,000



Federal Procurement Data System – Next Generation (FPDS-NG)



Federal Agency Procurement Forecasts

Keys to a Successful Meeting



Request a Meeting with Small Business Specialist

- Do your homework
- Give specific reasons for meeting
- Focus on contracting expertise

Speak the Government's Language

- Rework your message
- Ask questions

Conduct Pre-Meeting Research

- Keep track of past, current, and future opportunities

Post Meeting

If you made promises at a meeting, keep them!

- Write a thank you note
- Ask them to share information



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Prime and Subcontracting

Prime and Subcontractor Relationship

Prime Contractor:

A person or business who has entered into a prime contract with the U.S. government

Subcontractor:

A person or business that is awarded a subcontract to provide supplies or services necessary in the performance of a prime contractor's contract.

Prime controls relationship

- Prime and subcontractor need to work as a cohesive, high-performance team
- Planning and communication leads to a more successful contract

Are You Willing to be a Subcontractor?

Build Capacity

- Land a contract or an opportunity

Work with a Prime

- Joint venture
- Mentor-Protégé Program

Enhance Past Performance

- Gain experience
- Expand opportunities

SBA Mentor Protégé Program

Gain valuable business development insight from mentors who are experienced government contractors. Mentors can help you:



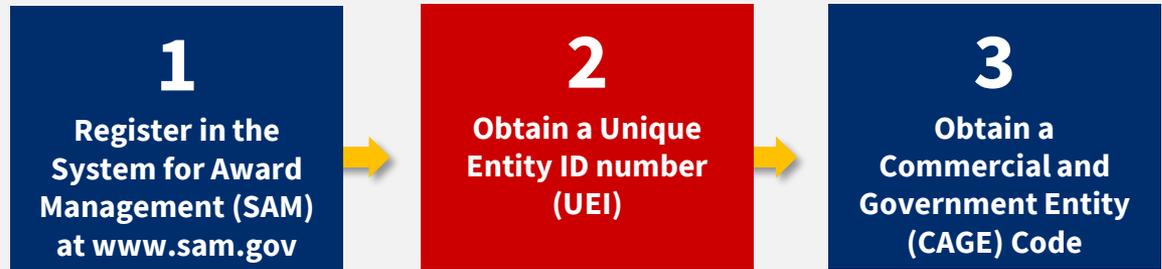
- **Strategize** contracting & partnership opportunities
- **Navigate** the bidding and acquisition process
- **Manage** contracts by securing the appropriate business and financial systems, resources, and financial assistance
- **SBA Website:** [SBA Mentor-Protege Program](#)



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How the Government Can Help

To Get Started...



[Click Here](#)

[Click Here](#)

[Click Here](#)



Disaster Registry

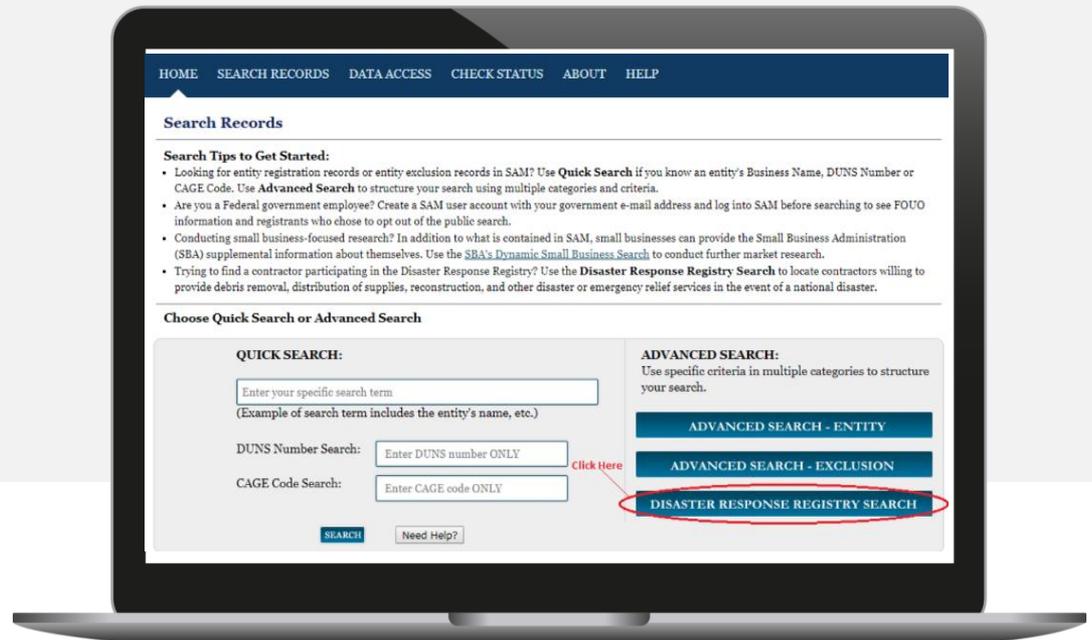
Register for disaster response contracts via www.sam.gov

- Contracting officers are required to search the registry for contractors that can provide disaster or emergency relief services:

<https://www.acquisition.gov/disaster-response-registry>

FAR Subpart 4.1104 Disaster Response Registry

- Contracting officers shall consult the Disaster Response Registry via <https://www.sam.gov>, Search Records, Advanced Search, Disaster Response Registry Search when contracting for debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief activities inside the United States and outlying areas. (See 26.205).



Disaster Contracting Opportunities

- Maintain current SAM profile
- **Opt-in** to SAM's Disaster Response Registry

Not sure if you have opted-in?

1. Review the **Assertions** portion of your SAM profile.
2. If Disaster Response Registry is not activated, **edit your profile** and **opt-in** within the Assertions section.
3. You will need to go through the entire SAM registration to access this capability.
4. Be sure to follow all the steps until you are told to **submit** your registration

Disaster Contracting Resources

[FEMA National Business Emergency Operations Center](#)

- [Doing Business with FEMA](#)
- FEMA procures its transportation needs through the [FEMA Tender of Service Program](#)

[U.S. Army Corps of Engineers](#)

See alerts for current disaster response efforts and other information on how small businesses can do business with USACE. [Contractor interested in supporting emergency efforts.](#)

General Services Administration (GSA) Schedule

Consider becoming a GSA Schedule Contractor

- ✓ Requires prequalification
- ✓ Gets your company on the schedule
- ✓ Benefits the customer
- ✓ Allows you to market your schedule
- ✓ Accesses preferred vendor lists

- [GSA Advantage](#)

Browse the online catalog of products offered through GSA Schedules

- [eBuy](#)

Find business opportunities and submit quotes for a wide range of products and services.

Procurement Assistance



SBA Resources

- District Office Business Opportunity Specialist
- District Office Local Assistance www.sba.gov/localassistance
- Procurement Center Representative
- [Learning Platform](#)

APEX Accelerators

- Government contract assistance
- Consulting and workshops
- Information and resources
- [Find Your Local APEX](#)



Marketing Resources

- [System for Award Management](#)
- [Small Business Search System](#)
- [Subcontracting Networking System \(SubNet\)](#)

Other Resources

- [USASpending](#)
- [GSA Subcontracting Directory](#)
- [DoD Prime Contracting Directory](#)
- [Federal Procurement Data System – Next Generation \(FPDS-NG\)](#)



Who Can Help? Boise District



APEX Accelerators can help:

- **Determine if your business is ready** for federal contracting
- **Help you register in the proper places** to get involved in the government marketplace
- **See if you're eligible** for certifications

Idaho APEX Accelerator

208-615-2246

<https://idahoappexaccelertor.com>



East Oregon APEX Accelerator

541-786-7344

800-497-7551

<https://www.orapexaccelerator.org/>

Get to Work and Submit Your Bid

Find a Promising Opportunity

- Evaluate pricing
- Demonstrate past performance
- Target agency's needs and goals

Submit Your Bid/Proposal

- Wait for response (follow-up if needed)
- Prepare for oral presentation (if needed)

Request a Debrief

- Understand why you won/lost
- Evaluate marketing and bidding strategy
- Look for strengths and weaknesses



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Small Business Contracting Certifications

Why Is This Important?

1



What type of certification are you seeking and who are you planning to do business with?

2



Federal contracting: Explore certifications with the Small Business Administration (SBA).

3



Private sector, with a major corporation:
Explore a national certification (WBENC, NMSDC).
Fees associated with third party certifications.

4



State: Explore a local certification. DBE, MBE, WBE, SDVBE, ESB. *No charge*



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Woman-Owned Small Business (WOSB) & Economically Disadvantaged Woman-Owned Small Business (EDWOSB) Federal Contract Program

Women-Owned Small Business (WOSB) Federal Contract Program



- Take advantage of annual prime contracting goals
- Build capacity and grow through contracts
- Access set-asides for WOSB and EDWOSB
 - EDWOSB is a subset of WOSB. If you qualify as an EDWOSB, you automatically qualify as a WOSB.

Is the WOSB Certification Appropriate for You?

- 51% ownership requirements
- Highest officer position
- Proper NAICS codes
 - Many NAICS codes are now authorized for use as underrepresented under the WOSB Federal Contract Program. Check [sba.gov/wosbready](https://www.sba.gov/wosbready) for available NAICS.
- Managerial experience
- Manage daily operations
- No minimum time in business

Economically Disadvantaged Requirements to Qualify as an EDWOSB

- Personal net worth (assets minus liabilities) **less than \$850,000**
 - Funds invested in an Individual Retirement Account (IRA) or other official retirement account will not be considered in determining the individual's net worth.
- Three-year average income is **\$400,000 or less**
- Fair market value of all assets is **\$6.5 million or less**



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Veteran Small Business Certification Program (VetCert)

Veteran-Owned (VOSB) / Service-Disabled Veteran-Owned Small Business Program (SDVOSB)



- Qualify to compete for set-aside opportunities
- Build capacity and scale up
- Establish Joint Ventures

VetCert Program Eligibility Requirements

- Identified by the VA as a VOSB or SDVOSB.
- Meet SBA small business size standards according to NAICS codes with registered business profile on SAM.gov
- 51% of the business owned and controlled by one or more veterans or SDVOSBs designated as service-disabled by the VA.
- Permanently disabled veterans may still qualify if their spouse or appointed caregiver can assist with daily operations.



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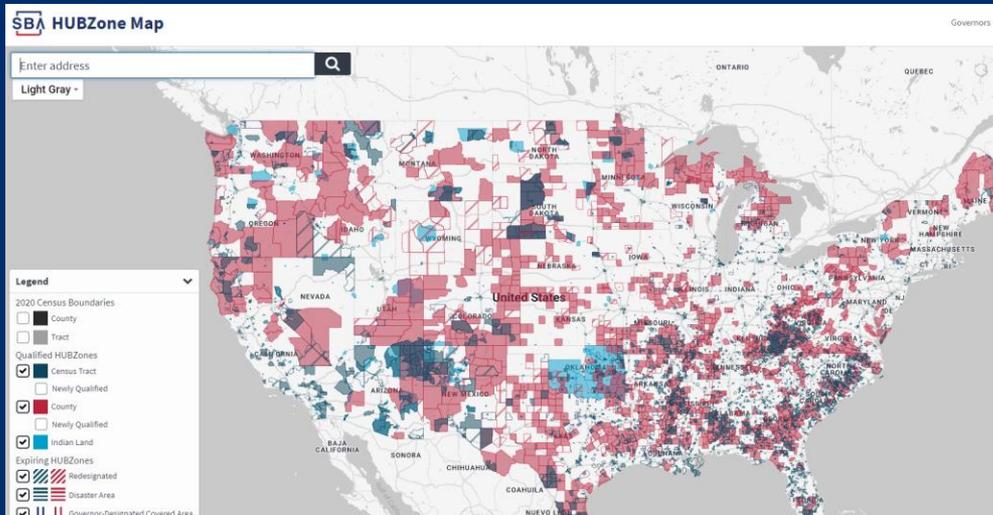
Historically Underutilized Business Zone (HUBZone) Program

Historically Underutilized Business Zone (HUBZone) Program



- Stimulate capital investment
- Build business capacity and growth
- Employment opportunities
- Economic leverage
- Access HUBZone set-aside contract dollars
- 10% price evaluation preference in full and open contract competitions

HUBZone Designations



More than 22,000 communities and expanding

There are six different designations:

1. Qualified Census Tract
2. Qualified Non-Metropolitan County
3. Indian Land
4. Disaster Area
5. Redesignated (transition)
6. Governor's Designated (rural) Areas:

HUBZone Eligibility Requirements



Size

Meet SBA standards as small.



Ownership

Be at least 51% owned and controlled by persons who are US citizens, or a community development corporation, agricultural cooperative, Native Hawaiian Organization, Alaska Native Corporation, or Indian tribe.



Principal Office

Lease or own a facility (where most employees work) in a designated HUBZone.



Employing HUBZone Residents

Ensure at least 35% of the firm's employees reside in a designated HUBZone.

HUBZone Site Visits and Recertification



- Participate in site visits
- Meet HUBZone criteria
- Maintain small business status
- Recertify every 3 years



U.S. Small Business
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8(a) Business Development Program

8(a) Business Development Program



- Access to business development support
- Build capacity and grow through contracts
- Nine-year program available once per lifetime for the individual and business applying.

When Should You Apply & Expectations?

Are You Ready?

The 8(a) Program is one-time only.

- Do you have the **CAPACITY** to deliver on federal contracts?
- Do you have sufficient **CASH FLOW**?
- Do you have demonstrated capabilities and **PAST PERFORMANCE**?
- Are you open to **ADVICE** on growing your business?

Setting Expectations

- Annual progress measurement
- A business development program
- Not suited for all firms
- Limited total dollar value of contracts

8(a) Business Development Program Objectives

Assistance

- Management and technical assistance to help companies compete for business opportunities

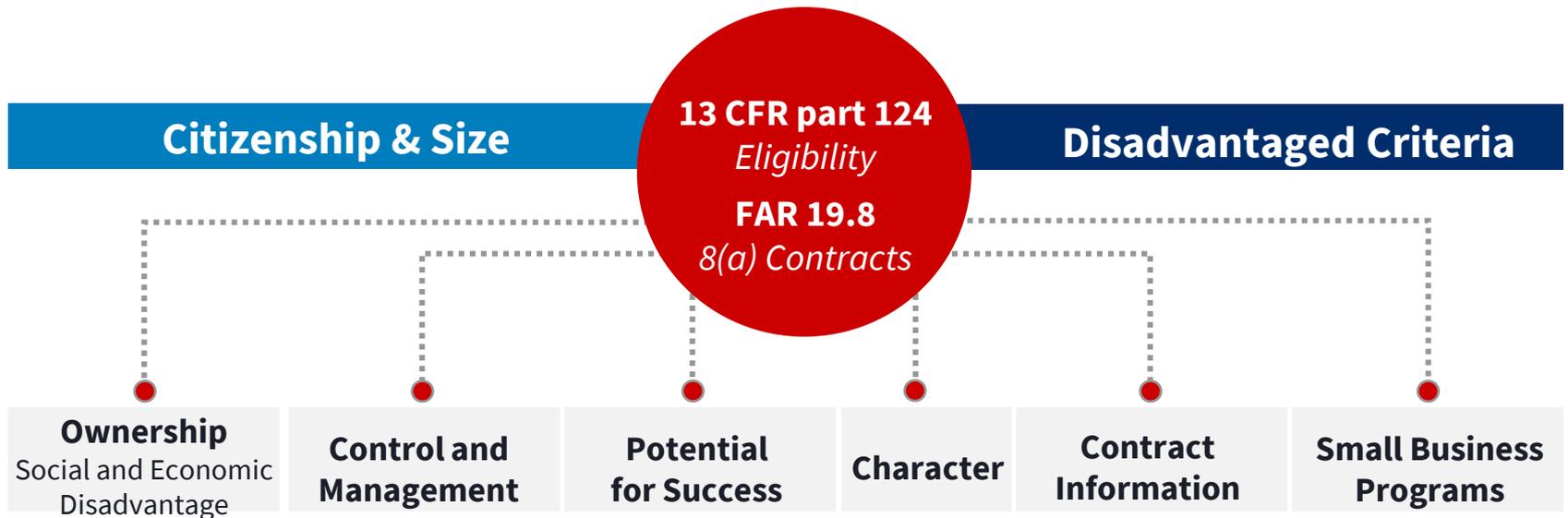
Government Contracting

- Helps entrepreneurs understand and succeed in government contracting

Ability to Thrive

- Assist and graduate firms to allow them to thrive competitively

Know the Rules for 8(a) Certification



Eligibility Requirements

- Be a small business
- At least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged
- Control and management
- Demonstrate good character
- Demonstrate the potential for success
 - In business for two years

Economically Disadvantaged Requirements to Qualify

- Personal net worth (assets minus liabilities) **less than \$850,000***
- Three-year average income is **\$400,000 or less**
- Fair market value of all assets is **\$6.5 million or less**

*Personal net worth excludes:

- Equity in business
- Equity in personal primary residence
- Funds reinvested in IRA
- Other legitimate retirement accounts

Key Elements of Social Disadvantage

- To demonstrate social disadvantage, business owner(s) should include the following elements:
 - Preponderance of evidence: An indication of which identity or identities is/are the basis of social disadvantage. Race, ethnicity, gender, physical handicap.
- **Narrative:** Generally, a length of at least three pages is sufficient, but it may be more or less.
 - Descriptions of negative impact to business advancement incidents in which bias or discrimination has occurred. (i.e. education, employment, contracting, funding, etc.)

Two Years in Business

The SBA requires a business to be operating for at least 2 years in order to qualify for the 8(a) Program. The SBA may waive the two-year rule if the business has:

- Business management experience**
- Technical expertise**
- Adequate capital**
- Successful past performance**
- Ability to meet requirements**

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 eligibility status
- Update SAM and SBS profiles

8(a) Program Benefits

Contracts

- Efficiently compete and receive [set-aside and sole-source contracts](#)

Assistance and Training

- Receive one-on-one assistance from a dedicated Business Opportunity Specialists focused on helping firms grow and accomplish their business objectives
- Resource Partner referrals who understand business growth, finance, and government contracting
- Receive free training from SBA's Empower to Grow program

Marketing

- Invitations to 8(a) business development events and other marketing assistance

Surety Bonds

- Increased contract value eligibility and assistance

Surplus Property

- Access to federal government and military excess property

Mentorship/Partnerships

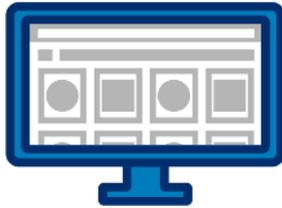
- Pursue opportunity for mentorship through the SBA Mentor-Protégé program
- Joint ventures with established businesses to increase capacity

Application Process



BEFORE APPLICATION

- Register with SAM.GOV
- Obtain a Unique Entity ID (UEI) in SAM.GOV
- Identify NAICS code(s)



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at certifications.sba.gov



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact certifications.sba.gov

MySBA Certifications

Your one-stop destination for SBA's small business certifications.



Should I Apply

See if your business is ready to be certified

Find Out



Prepare for Application

Get your business ready for certification

Prepare



HUBZone Calculator

See if your business qualifies for HUBZone

Launch

Benefits of Certification

- ▶ Access to sole-source and competitive set-aside contracts
- ▶ Assistance from federal procurement experts
- ▶ Business development assistance from dedicated Business Opportunity Specialists
- ▶ Opportunities to create joint ventures with established businesses
- ▶ Priority access to federal surplus property

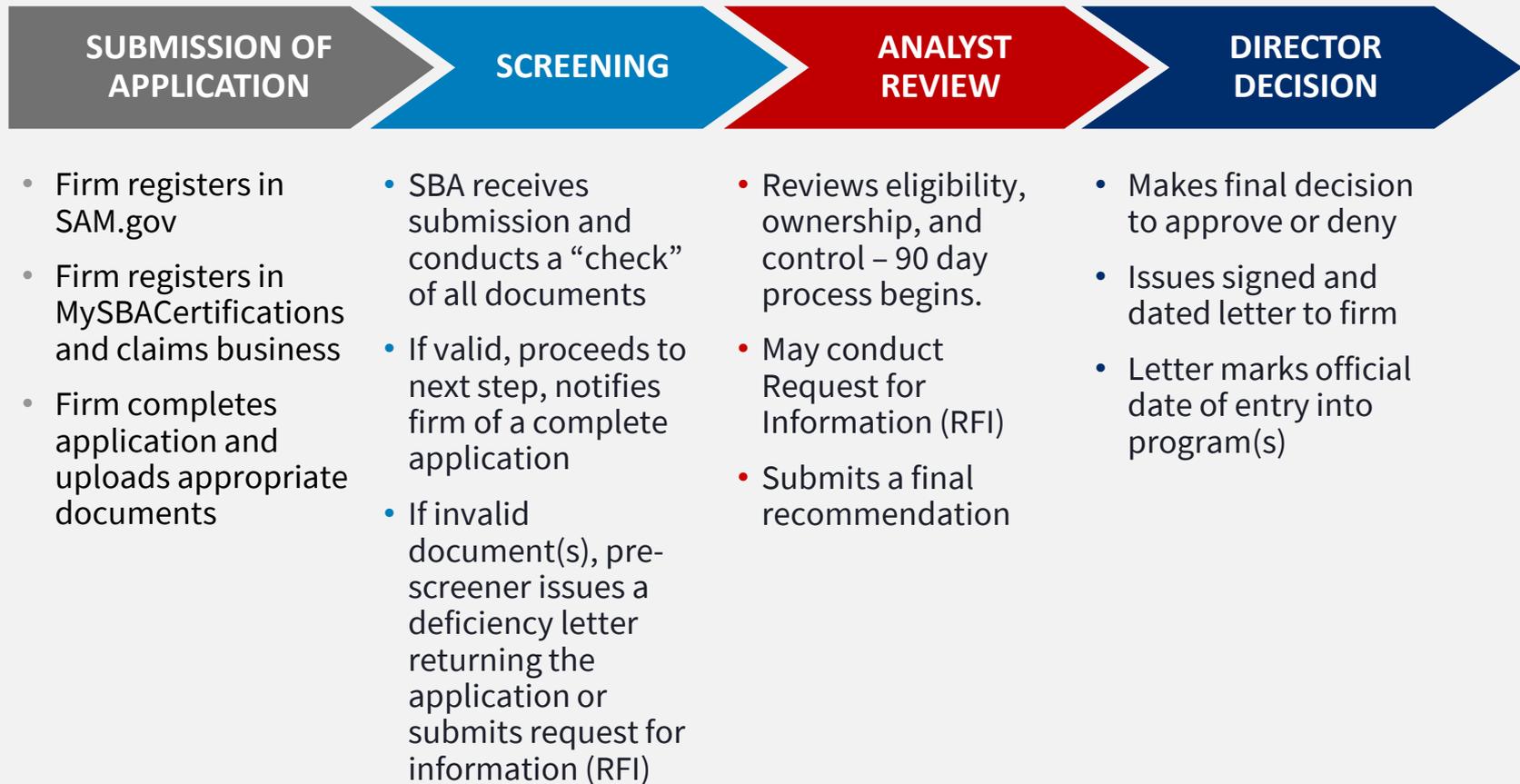
MySBA Certifications

Single platform customer experience for new applicants

- Apply for and manage all federal contracting certifications in one place
 - WOSB/EDWOSB, HUBZone, 8(a), and VOSB/SDVOSB
- Spend less time applying with reduced paperwork and streamlined processes
- Access valuable resources to help you win contracts

<https://certifications.sba.gov/>

MySBA Certifications Application Process



Getting the Most Out of Your Certification(s)

- Qualify for set-aside or sole-source contract awards
- Increase prime and subcontracting opportunities
- Sole-source contract value threshold (8(a) Program):
 - \$8.5M for manufacturing
 - \$5.5M for all others
- Opportunity to build capacity and grow:
 - SBA's Mentor-Protégé Program / Joint ventures
- Access to:
 - *Empower to Grow* (E2G) Training, Management and Technical Assistance opportunities through SBA contracted 3rd party providers
 - Surplus Property (VOSB/SDVOSB/8(a))
 - Federal government and military excess property ([State agencies for Surplus Property](#))
- SBA Programs & Resources:
 - SBA Guaranteed funding programs
 - Bonding assistance
 - Business Consulting

Certification Program Websites

- **8(a) Business Development Program:** [8\(a\) Business Development program | U.S. Small Business Administration \(sba.gov\)](#)
- **WOSB Program:** [Women-Owned Small Business Federal Contract program | U.S. Small Business Administration \(sba.gov\)](#)
- **HUBZone Program:** [HUBZone program | U.S. Small Business Administration \(sba.gov\)](#)
- **VetCert Program:** [Veteran Small Business Certification \(sba.gov\)](#)
- **SBA's Mentor Protégé Program (MPP):** [SBA Mentor-Protégé Program](#)



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State Certifications: Idaho DBE & ACDBE Program

DBE & ACDBE Program, Office of Civil Rights

The Disadvantaged Business Enterprise (DBE) program is a legislatively mandated program administered through the U.S. Department of Transportation (USDOT) that applies to Federal-aid dollars expended on federally assisted contracts issued by USDOT recipients such as State transportation agencies (STAs). Congress established the DBE program in 1982 to:

- Help remove barriers to the participation of DBEs in DOT-assisted contracts
- Assist the development of firms that can compete successfully in the marketplace outside of the DBE program.



DBE Program Eligibility

To qualify as a DBE, firms must:

- Be existing, operational, and “for profit”
- Operate independently; or, for subsidiaries, operate self-sufficiently
- Meet the Federal definition of a “small business concern”

In addition, firm owners must:

- Establish at least 51% real and substantial ownership
- Possess the power and expertise to control the daily operations and management of the firm
- Meet the Federal definition of “socially and economically disadvantaged”



Example of DBE firms and professions;

- Flagging
- Excavation
- Guardrail
- Electrical
- Roadway Design
- Public Involvement
- Biological Studies
- Cultural Resources
- Bridge Design
- Project Management
- Landscape Design



ACDBE Program

- The Airport Concession Disadvantaged Business Enterprise (ACDBE) program is a legislatively mandated program that is applicable to airport concessions.
- The ACDBE program is based on the DBE program.
- ACDBE has the same stated objectives and requirements that the DBE Program has.

Example of ACDBE firms and professions;

- Food Concession
- Coffee Stand
- Concession Stand
- Local Made Store
- Clothing Store
- Specialty Store
- Vending Machine
- Any store or shop at an airport



Questions/Contact Us

Any questions? Reach out to us!

- Website: www.itd.idaho.gov/civilrights
- To apply as a DBE or ACDBE firm:
www.itd.dbesystem.com
- Reach us at civilrights@itd.Idaho.gov
- DBE Program Coordinator,
Ronnie Winks at 208-334-8567;
ronnie.winks@itd.Idaho.gov





U.S. Small Business
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State Certifications: Oregon & Washington MBE, WBE, ESB Certification

Washington State Office of Minority & Women's Business Enterprise

- The Office of Minority and Women's Business Enterprises (OMWBE) certifies small businesses owned and controlled by minority, women, and socially and economically disadvantaged persons.
 - OMWBE certifies business to increase contracting opportunities for certified businesses with state and local governments.
 - <https://omwbe.wa.gov/>
-

Oregon Certification Office for Business Inclusion and Diversity (COBID)

- COBID certifies minority-owned, women-owned, and service-disabled veteran-owned business owners and emerging small businesses interested in contracting with state, county, and city government agencies.
 - <https://www.oregon.gov/biz/programs/COBID/Pages/default.aspx>
-



U.S. Small Business
Administration

Additional SBA Programs

SBA Surety Bond Guarantee Program

The SBA guarantees bid, performance, and payment surety bonds issued by certain surety companies.

How the SBA Surety Bond Program works



1
Surety bonds are requested

Some contracts require that the business doing the work be properly bonded.



2
Surety partners with business

Authorized surety companies provide surety bonds to businesses that meet their qualifications.



3
SBA guarantees

SBA guarantees surety bonds for private surety companies, so more small businesses can qualify.



4
Small businesses benefit

Small businesses get SBA-guaranteed surety bonds so they can get to work.

Bid

Performance

Payment

Maintenance



Decisions



**Bonds of
\$500,000 or less**

Find an SBA-Authorized
Surety Agent

sba.gov/osg

Empower to Grow (E2G) Program

The Catalyst Center for Business & Entrepreneurship

The E2G program, formerly known as 7(j) Management and Technical Assistance program, provides eligible U.S. small businesses with free business courses, tailored training, and one-on-one consulting to support their growth, operations, hiring, regulatory compliance, and government contracting competitiveness. The E2G program uplifts businesses to be procurement ready for federal, state, and local government contracts.

- Customized training, executive education, and technical assistance
- Scale up and grow your business
- Coaching from business development experts to navigate the federal marketplace and compete for government contracts
- Eligibility - Certified as:
 - 8(a) participant
 - HUBZone
 - WOSB/EDWOSB
 - VOSB/SDVOSB

Program benefits

Opportunity to participate in courses in the following areas:

- Finding, bidding, and completing government contracts
- Strategic and operational planning
- Business development
- Accounting
- Marketing
- Financial analysis
- Compliance
- Cybersecurity and ecommerce
- Business-related software/technology

Make Onshoring Great Again Portal

Connect with verified U.S. manufacturers, producers, and suppliers.



What you can do with the portal

Search for verified U.S. manufacturers, producers, and suppliers, find inputs and goods that are Made in America, and connect with domestic organizations through SBA-cosponsored matchmaking platforms.



Why it matters

Reduce exposure to overseas disruptions, shorten lead times, improve delivery reliability, strengthen quality control and operational resilience, and support American jobs and rebuild critical domestic industries.



Who it's for

Manufacturers sourcing components or materials, product-based businesses seeking more reliable inputs, or any small business ready to bring production back home.

Get started

For partner information and other guidance, check out the [Make Onshoring Great Again Handbook](#). Access the onshoring portal using any of our onshoring cosponsor platforms:

[Onshoring Manufacturing Portal](#)

SBA Red Tape Hotline

Help Cut Red Tape for Small Businesses

[Hotline – Office of Advocacy](#)

[Report a concern](#)



Help Cut Red Tape for Small Businesses

If a federal regulation is unfair, outdated, or unnecessarily burdensome, you can speak up and make a difference.

The **Red Tape Hotline** gives small business owners a direct way to report federal regulations that hurt their ability to grow, compete, or innovate. Your feedback informs our work with Congress, federal agencies, and policymakers to shape smarter, more responsive regulation.

The Types of Issues You Can Report

You can use this hotline to tell us about:

- Regulations that are costly, confusing, or outdated
- Permitting or licensing delays
- Duplicative or conflicting rules
- Excessive paperwork or unclear guidance

Whether it's one regulation or a broader issue, your experience can help shape the change.

The SBA Resource Partner Network

Access the right tools at the right time—wherever you are.
Approved and funded by the SBA



U.S. Small Business
Administration

www.sba.gov

www.sba.gov/id

www.sba.gov/or

www.score.org

Treasurevalley.score.org

Small Business Development Centers (SBDC)

www.idahosbdc.org or www.sbdcnet.org

www.oregonsbdc.org

<https://businessimpactnw.org/>



Thank you for attending!

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Business Opportunity Specialist
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(208) 334-1673

