



U.S. Small Business
Administration



Small Business Programs

Shane Mahaffy
Lead Business Opportunity Specialist

Small Business Programs

Contracting Assistance Program Benefits

- Win a fair share of federal contracts
- Qualify for exclusive set-aside and sole-source contracts
- Partner with established contractors to win contracts
- Get business mentoring and education to learn how federal contracting works

Small Business Programs

Government-wide Small Business Contracting

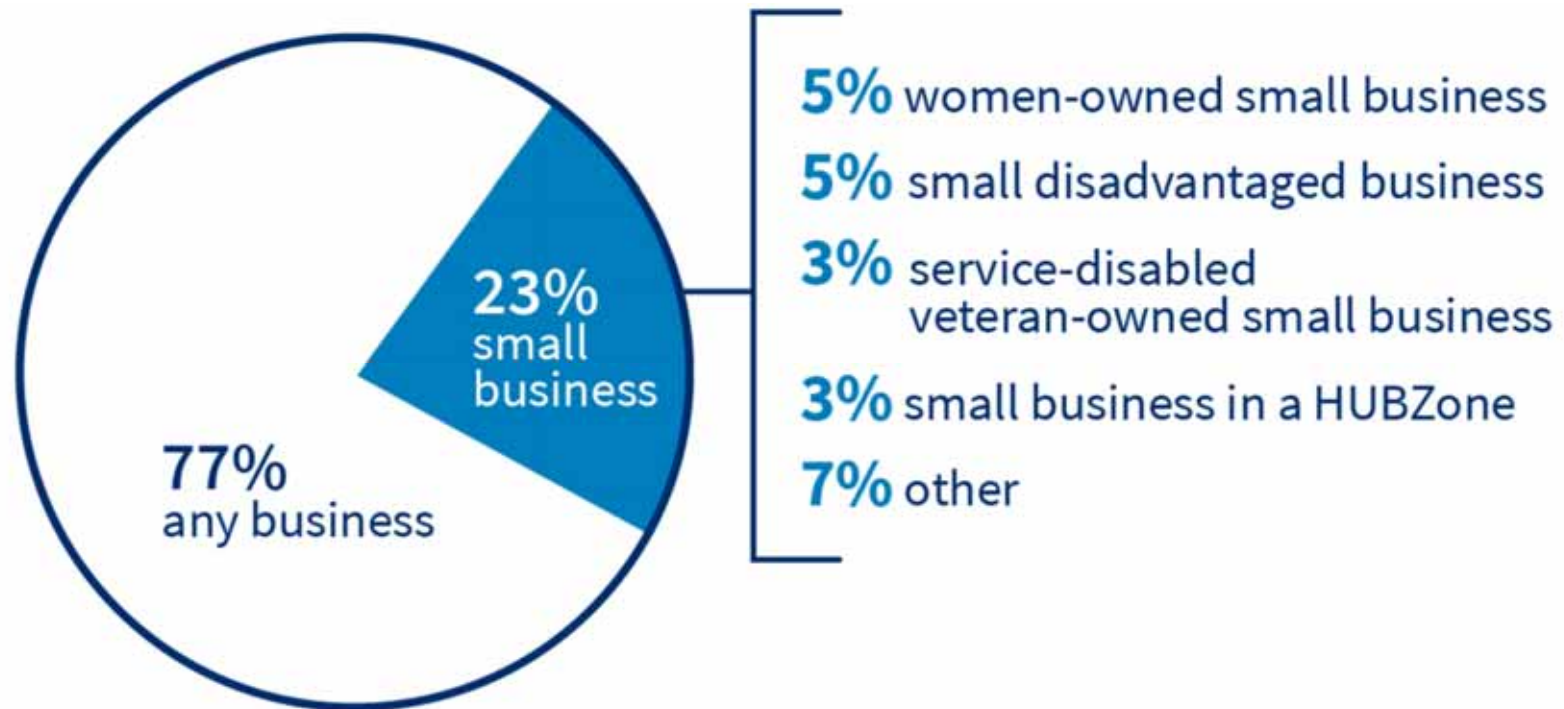
Goals are a floor—not a ceiling!

In 2017:

\$105.7 Billion to Small Business

Small Business Programs

Contracting Assistance Program Benefits



Women Owned Small Business (WOSB)

- The government limits competition for certain contracts to businesses that participate in the women's contracting program
- These contracts are for industries where women-owned small businesses (WOSB) are underrepresented
- Some contracts are restricted further to economically disadvantaged women-owned small businesses (EDWOSB)

Women Owned Small Business

- The SBA maintains [a list of those eligible industries](#) and their corresponding NAICS codes
- Self or Third Party Certified
- Both methods will require you to use the [certify.SBA.gov](https://certify.sba.gov) website

Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The government limits competition for certain contracts to businesses that participate in the SDVOSB program
- You can self-represent your business to the federal government as being owned by a service-disabled veteran.

Service-Disabled Veteran- Owned Small Business (SDVOSB)

- The Department of Veterans Affairs awards a large amount of contracts to veterans
- Their program is not the same as the SBA's program. To get access to set-aside Veterans Affairs contracts, your business must be verified through the [Vets First Verification Program](#)

HUBZone Program

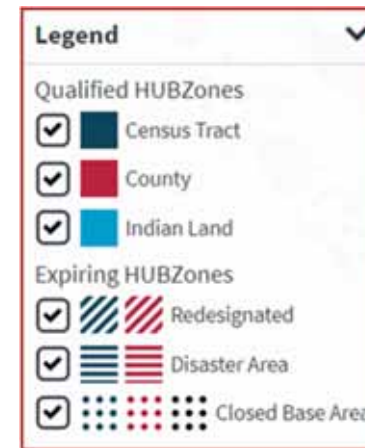
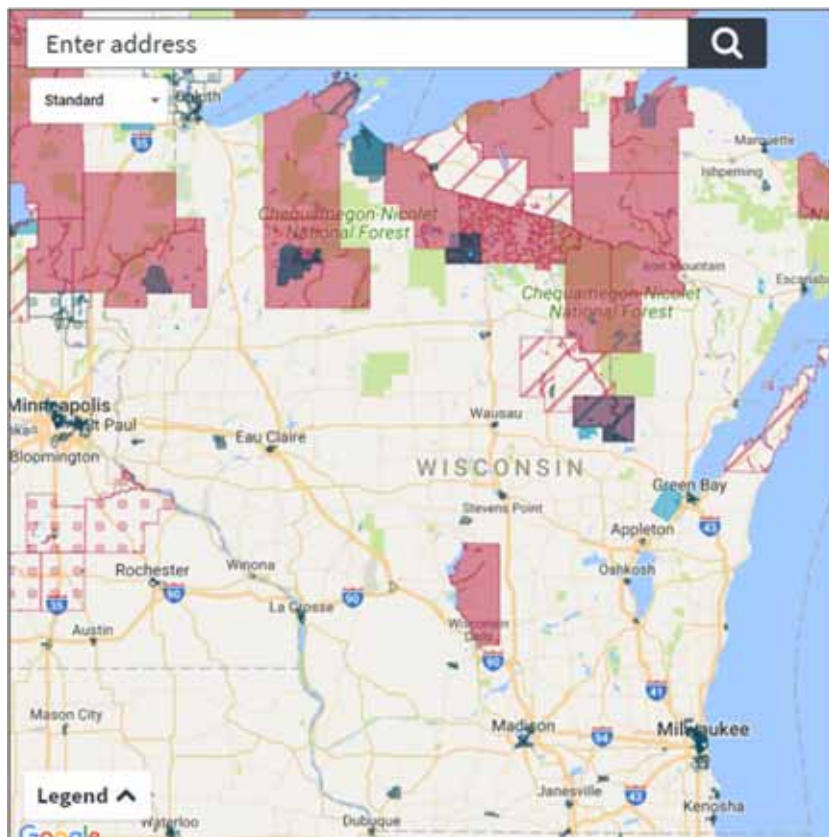
- The government limits competition for certain contracts to businesses in historically underutilized business zones
- It also gives preferential consideration to those businesses in full and open competition.

HUBZone Program

Pertinent Program Qualifications

- Have its principal office located in a HUBZone
- Have at least 35 percent of its employees live in a HUBZone
- Certified by the SBA

Contracting HUBzones throughout Wisconsin



Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

www.sba.gov/hubzone

NEW mapping tool as of 6/2017

8(a) Business Development Program

- To help provide a level playing field for small businesses owned by socially and economically disadvantaged people or entities
- The government limits competition for certain contracts to businesses that participate in the 8(a) Business Development program

8(a) Business Development Program

- Get a Business Opportunity Specialist to help navigate federal contracting
- Form joint ventures with established businesses through a mentor-protégé program

8(a) Business Development Program

- Receive management and technical assistance, including business training, counseling, marketing assistance, and high-level executive development
- Certified by the SBA

Funding Programs

- Loans
- Investment Capital
- Disaster Assistance
- Surety Bonds
- Grants

Loans

Get \$500 to \$5.5 million to fund your business



Lending partner



Loan

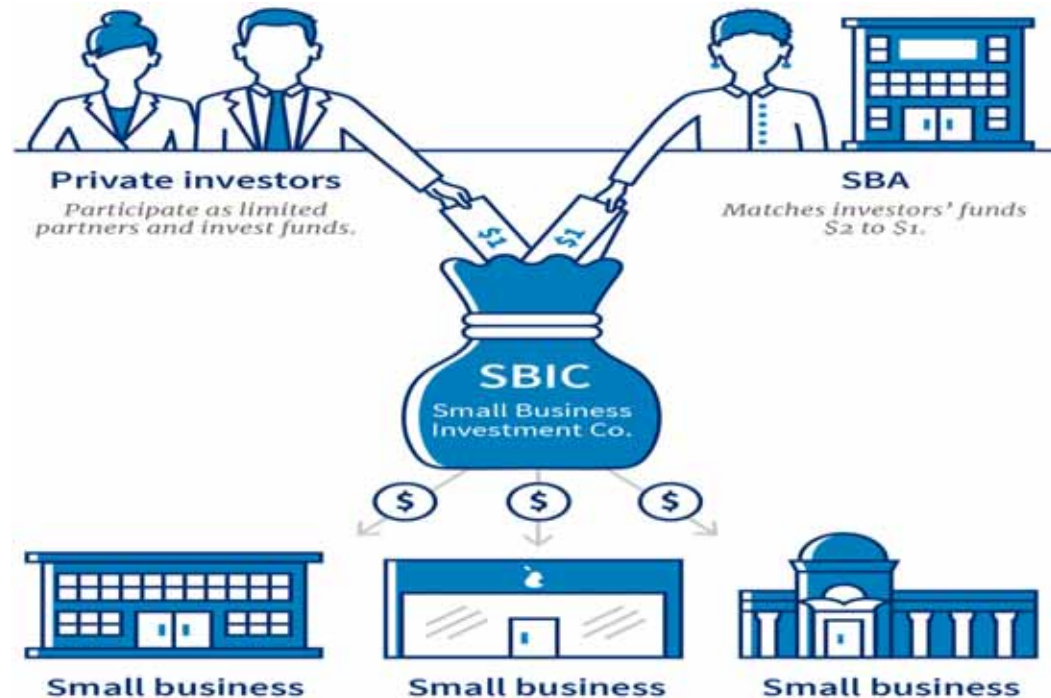


Small business
(You)

SBA reduces risk and enables easier access to capital.

Investment Capital

An SBIC is a privately owned company that's licensed and regulated by the SBA. SBICs invest in small businesses in the form of debt and equity.



Disaster Assistance



The SBA provides low-interest disaster loans to help businesses and homeowners recover from declared disasters.

Surety Bonds

Some contracts require surety bonds that cover specific situations. The SBA guarantees surety bonds that cover several major categories of work.



Grants

The Small Business Administration does not provide grants to start or expand most businesses.

Although:

- Grants for research and development

SBA – Wisconsin District Office

For more information on SBA's programs and services please contact:

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