



U.S. Small Business
Administration

U.S. Small Business Administration Overview of Federal Government Certifications

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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?

Government-Wide Contracting Goals

Competition Types to Win Government Contracts



World's Largest Buyer

- \$700 billion/year
- 23 percent of federal contract dollars are intended for small businesses

Competition Types to Win Government Contracts

Full & Open

- Level playing field with full visibility
- Any responsible business

Set-Asides

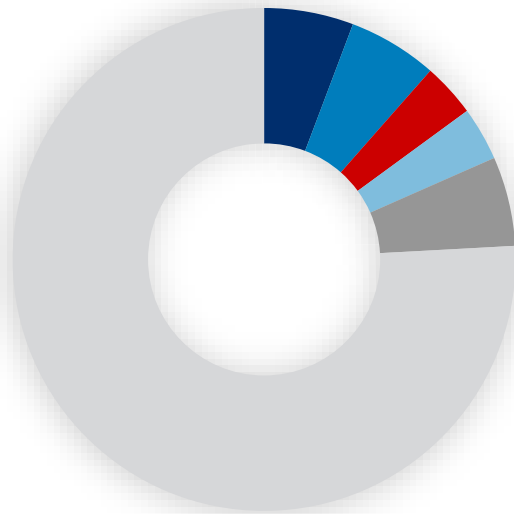
- Rule of Two
- Subcontracting limitations

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)

Set-Asides for Certification Programs and Socio-Economic Categories

Federal government contract targeted set-asides:



- Women-Owned Small Businesses
- 8(a)
- HUBZone Businesses
- Service-Disabled Veteran-Owned Small Businesses
- EDWOSB

The government sets aside a percentage of federal contracts each year for small disadvantaged businesses.

SBA Federal Contracting Certifications:

Self-Certification:

- Small Business (determined by NAICS Codes)
- Small Disadvantaged Business (SDB)

Application Process:

- 8(a) Business Development Program
- HUBZone
- Woman-Owned Small Business (WOSB) & Economically Disadvantaged Woman-Owned Small Business (EDWOSB) Federal Contract Program
- Veteran Small Business Certification Program (VetCert) & Service Disabled Veteran-Owned Small Business

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

Assistance

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

Government Contracting

- Helps thousands of entrepreneurs understand and succeed in government contracting

Ability to Thrive

- Assist and graduate firms to allow them to thrive competitively

Is 8(a) Certification Appropriate for You?

- Commercial and government balance
- Marketing ability
- Proper NAICS codes
- Potential for success
- Diminished ability to compete
- Socially and economically disadvantaged

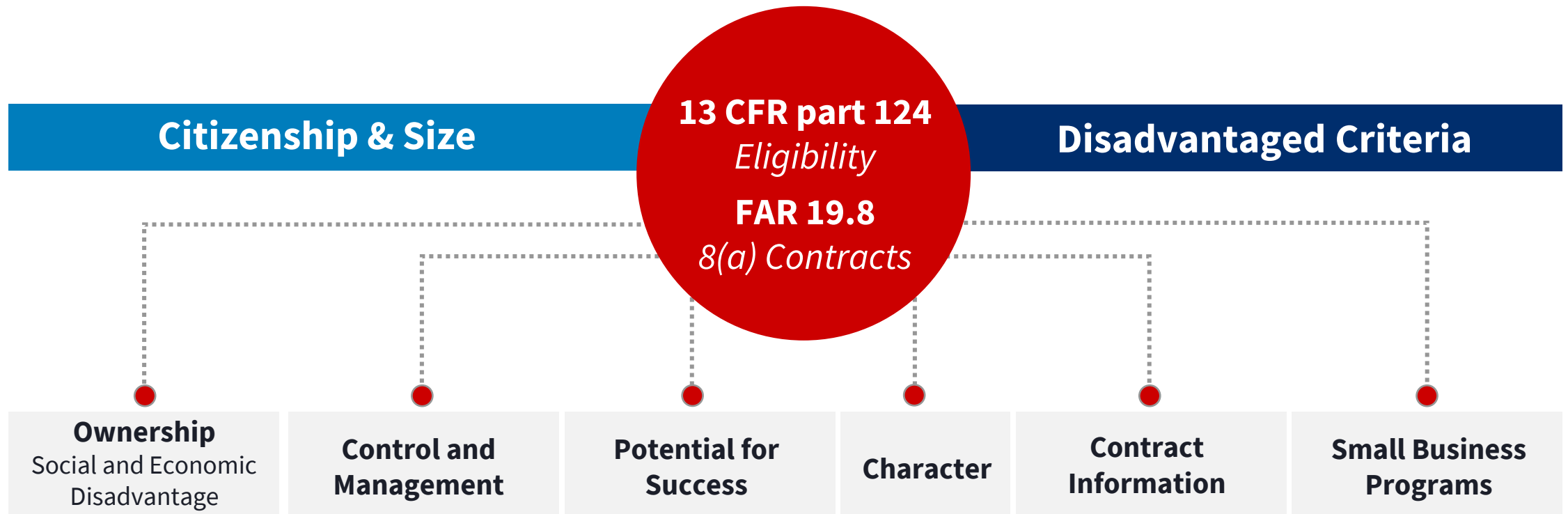
When Should You Apply?

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?

Know the Rules for 8(a) Certification



SBA Requirements for 8(a) Program

- Small business size standard
- Ownership
- Control and management
- Other 8(a) eligibility requirements
- Character
- Ineligibility criteria

Key Elements of Social Disadvantage

- To demonstrate social disadvantage, business owner(s) should include the following elements:
 - An indication of which identity or identities is/are the basis of social disadvantage.
 - Descriptions of incidents in which bias or discrimination has occurred.
- When writing the narrative, generally a length of at least three pages is sufficient, but it may be more or less.
- Refer to [SBA's published guidance](#) for more information

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, personal primary residence, and funds reinvested in IRA or other legitimate retirement accounts

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**

8(a) Program Expectations

Setting Expectations

- ☒ Progress measurement
- ☒ Is a business development program
- ☒ Not suited for all firms
- ☒ Limited total dollar value of contracts

Monthly Call – Eligibility Assistance

Members of the 8(a) team answer questions on a monthly basis to help firms navigate the certification process, including program benefits and eligibility requirements for 8(a) certification.

When	Third Wednesday of each month - 2:00p.m. to 3:00p.m. (ET)
How	Call 202-765-1264 (Washington, DC) and enter phone conference ID#: 217 121 169

Women-Owned Small Business (WOSB) Federal Contract Program



- Take advantage of annual prime contracting goals
- Build capacity and grow
- Access set-asides for WOSB and EDWOSB

WOSBs and EDWOSBs

WOSB

- Women-Owned Small Business

EDWOSB

- Economically Disadvantaged Women-Owned Small Business; WOSBs whose owner and/or manager claims economic disadvantage
- EDWOSB is a subset of WOSB. As such, if you qualify as an EDWOSB, you automatically qualify as a WOSB.

Unique Aspects of the WOSB Federal Contract Program

- Many NAICS codes are now authorized for use under the WOSB Federal Contract Program. Check sba.gov/wosbready for available NAICS (733).

Is the WOSB Certification Appropriate for You?

- 51 percent ownership requirements
- Highest officer position
- Seeking federal contracts
- 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
- Three-year average income is \$400,000 or less
- Fair market value of all assets is \$6.5 million or less

VetCert Program

- Through the VetCert program, small businesses are certified as veteran-owned small businesses (VOSBs) and service-disabled veteran-owned small businesses (SDVOSBs). Businesses who are designated with this classification are eligible to compete for sole-source and set-aside federal contracts.
- VetCert showcases the SBA's commitment to the veteran community and growing the agency's federal contracting base.

VetCert Program Eligibility Requirements

- Meet SBA small business size standards according to NAICS codes with registered business profile on SAM.gov
- Have at least 51 percent of the business owned and controlled by one or more veterans
- SDVOSBs must have at least 51 percent of the business owned and controlled by one or more veterans designated as service-disabled by the VA.
- Permanently disabled veterans may still qualify if their spouse or appointed caregiver can assist with daily operations.
- Reciprocal certification for eligible women-owned (WOSB) and 8(a) small businesses.

HUBZone Program Purpose

What Is a HUBZone?

Historically Underutilized Business Zone

- Employment opportunities
- Capital investment
- Economic leverage

Is HUBZone Certification Appropriate for You?

Eligibility Requirements:

- 51 percent ownership requirement
- Located in a HUBZone ([HUBZone Map](#))
- 35 percent employee requirement
- SBA size standards
- No minimum time in business
- NAICS code requirements

HUBZone Site Visits and Recertification



- Participate in site visits
- Meet HUBZone criteria
- Maintain SBA standards
- Recertify every 3 years

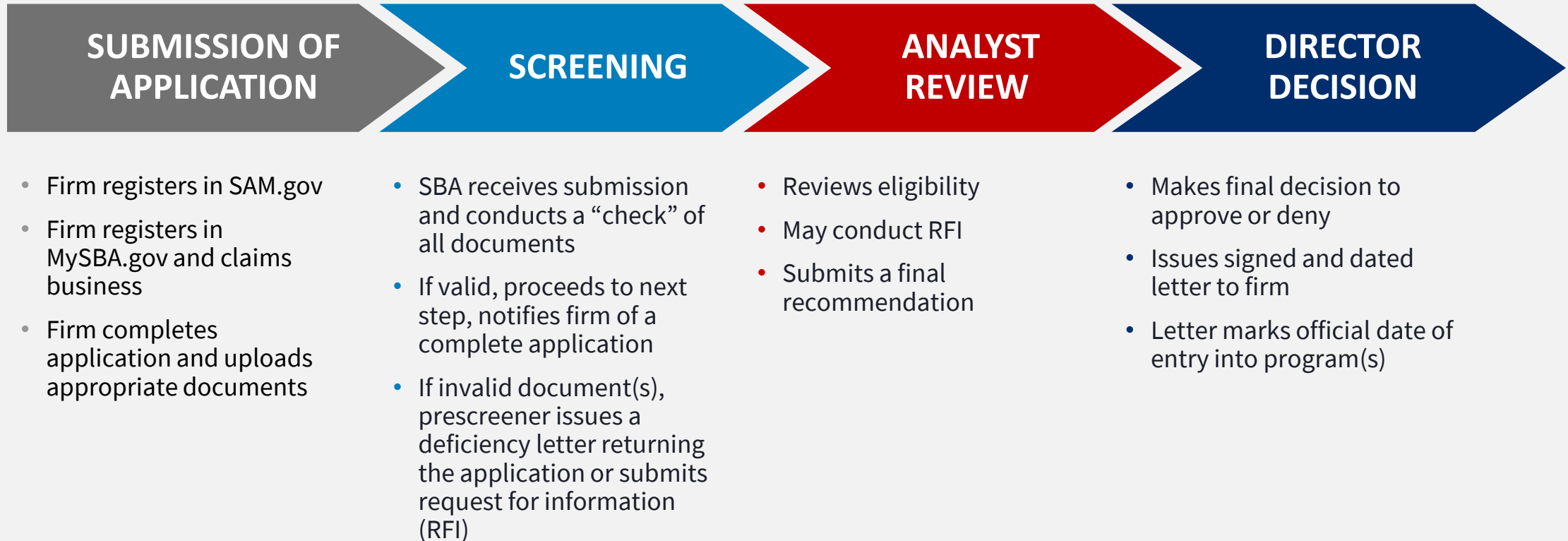
MySBA Certifications

Transformed federal contracting 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
- Integrate your experience across SBA programs

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

MySBA Certifications Application Process



Helpful Resources for Small Businesses

- Apex Accelerators (formerly known as PTAC) - <https://washingtonapex.org/> – No cost, confidential, one-on-one technical assistance in all aspects of selling to federal, state, and local governments. They can assist in creating a capability statement.
- Other resources:
 - [Small Business Development Center](#)
 - [Washington Womens Business Center](#)
 - [Washington Center for Women in Business](#)
 - [Veterans Business Outreach Center](#)
 - [SCORE](#)



Your Local Office

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Seattle, WA 98121
206-553-7310

Spokane Branch Office

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How are we doing?

Please take a minute to let us know

www.sba.gov/feedback

