

8(a) Business Development

one-time certification; lasts 9 years with annual reviews
www.sba.gov/8abd

HUBZone

must recertify every 3 years; can be certified indefinitely
www.sba.gov/hubzone

Benefits	8(a) Business Development	HUBZone
	<ul style="list-style-type: none"> \$ Exclusive training opportunities \$ Be eligible for 8(a) set-aside and sole source contracts \$ Assigned a Business Opportunity Specialist to assist you with your business's growth and contracting needs \$ 5% government-wide contracting goal as a small disadvantaged business 	<ul style="list-style-type: none"> \$ Be eligible for HUBZone set-aside and sole source contracts \$ 10% price evaluation preference under full and open competition \$ 3% government-wide contracting goal

Eligibility	8(a) Business Development
	<p>The business (except entity-owned firms*):</p> <ol style="list-style-type: none"> 1. must be small by SBA standards at time of application 2. must be not less than 51% unconditionally and directly owned and controlled by one or more socially disadvantaged individuals who are US citizens and are economically disadvantaged 3. must show Potential for Success (generally by being in business for two years) 4. In addition, all principals must have good character; neither the firm nor any of its principals can have outstanding federal financial obligations; and once a firm or disadvantaged individual has participated in the program, neither the firm nor that individual will be eligible again.

*Requirements are different for firms owned by Entities such as: Alaska Native Corporations (ANCs), Indian tribes, Native Hawaiian Organization (NHO), and Community Development Corporation (CDCs)

Once certified, firm is automatically considered a Small Disadvantaged Business for federal contracting.

Eligibility	HUBZone
	<p>The business must:</p> <ol style="list-style-type: none"> 1. be small by SBA standards, at time of application 2. be owned and controlled at least 51% by U.S. citizens; wholly owned or owned in part by one or more Indian Tribal Governments or by a corporation that is wholly owned by one or more Indian Tribal Governments; an ANC owned and controlled by Natives or a direct or indirect subsidiary corporation, joint venture, or partnership of an ANC; wholly owned or owned in part by a CDC; or a small agricultural cooperative or a small business concern wholly owned or owned in part by one or more small agricultural cooperatives 3. have a principal office located in a qualified HUBZone (except for certain concerns owned by Indian Tribal Governments)* 4. must have at least 35% of its employees reside in a HUBZone. Reside means to live in a primary residence at a place for at least 180 days, or as a currently registered voter, and with intent to live there indefinitely.

*Requirements are different for firms that are owned in whole or in part by Indian Tribal Governments or corporations wholly owned by Indian tribal Governments. See the website for more details.

Self-Certifications: Self Certify at SAM.gov.

Evidence of status will be reviewed if a vendor protests.

Woman Owned Small Business

must submit eligibility documents to WOSB Repository
www.sba.gov/wosb

Benefits

- \$ 5% government-wide contracting goal
- \$ Eligible for set-aside contracts in 157 very underrepresented industries

Eligibility The business must be:

1. small by SBA standards
2. not less than 51% unconditionally and directly owned and **controlled** by one or more **women** who are US citizens

Economically Disadvantaged Woman Owned Small Business

must submit eligibility documents to WOSB Repository
www.sba.gov/wosb

Benefits

- \$ 5% government-wide contracting goal
- \$ Eligible for set-aside contracts in 157 very underrepresented industries
- \$ Eligible for set-aside contracts in 217 additional underrepresented industries

Eligibility The business must be:

1. small by SBA standards
2. not less than 51% unconditionally and directly owned and **controlled** by one or more **women** who are US citizens and are **economically disadvantaged**

Small

www.sba.gov/size

Benefits

- \$ 23% government-wide contracting goal
- \$ Be eligible for small business set-aside contracts

Eligibility The business must be small according to the SBA standard for its industry (NAICS code)

Small Disadvantaged

www.sba.gov/sdb

Benefits

- \$ 5% government-wide contracting goal

Eligibility The business must be:

1. small by SBA standards, in its primary industry (NAICS code)
2. not less than 51% unconditionally and directly owned and controlled by one or more socially disadvantaged individuals who are US citizens and are economically disadvantaged

Self-Certifications: Self Certify at SAM.gov.

Evidence of status will be reviewed if a vendor protests.

Service-Disabled Veteran Owned Small Business

www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc

Benefits	\$	Preference for VA contracts over all other types of business*
	\$	3% government-wide contracting goal
	\$	Be eligible for service disabled veteran set aside contracts from any agency

*firms that wish to contract with VA and/or FAA must apply for certification through the VA website:

www.va.gov/osdbu/veteran/verification.asp

Eligibility	The business must be:
	1. small by SBA standards, at time of offer
	2. not less than 51% owned and controlled by a service-disabled Veteran(s) who has a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense

Glossary

The following individuals are presumed Socially Disadvantaged for 8(a) :

Black Americans
Hispanic Americans
Native Americans
Asian Pacific Americans
Subcontinent Asian-Americans

Economic Disadvantage thresholds for 8(a), SDB, and EDWOSB:

	8a initial (Applicants)	8a after entrance (Participants), WOSB and SDB
Net worth	\$250,000	\$750,000
Assets	\$4 million	\$6 million
Income	\$250,000	\$350,000

OWNERSHIP & CONTROL ARE DIFFERENT.

Control for 8(a), HUBZone, WOSB, SDB, & SDV

Means both the long-term decision making and the day-to-day management and administration of the business operations.

Additional Control element for 8(a), WOSB, SDB, SDV

The eligible individual must hold the highest officer position and have managerial experience of the extent and complexity needed to run the firm.

Additional Control element for 8(a), WOSB

Eligible individual must devote full-time to the business and outside employment has limits.