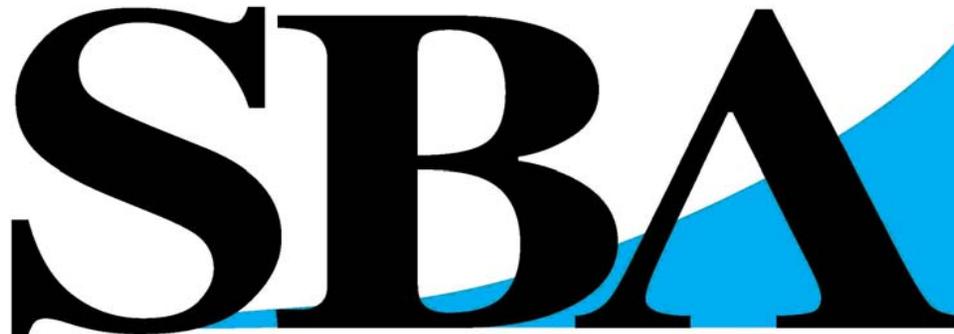


2nd Annual DOD Hawaii Small Business Forum

U.S. Small Business Administration



Your Small Business Resource

Small Business Programs

July 13, 2004



Programs and Services

- Small Business Counseling and Technical Assistance
- Access To Capital
- Assistance with Federal Government Contracting



Small Business Counseling and Technical Assistance

Business Information and Counseling Center

1041 Nuuanu Avenue, Suite A

Honolulu, HI 96817

Ph. 522-8130

www.sbahawaii.org

- Hawaii Small Business Development Center Network (SBDC)
- Service Corps of Retired Executives (SCORE)
- Hawaii Women's Business Center (HWBC)
- City & County of Honolulu's Office of Economic Development
- Business Library/Computer Center

Access to Capital

SBA Loan Programs

- 7(a) Guaranty Loan Program
- Micro-Loan Program
- 504 Loan Program

Surety Bonds



Access to Capital – Loan Programs

SBA administers the 7(a), Micro-Loan, and 504 Loan programs. SBA sets the guidelines for the loans while Lenders, Microlending Institutions, and Community Development Organizations make the loans to eligible small businesses.

Consequently, SBA does not make the loan but instead acts as a guarantor of loans made by private and other institutions.

The eligibility and credit criteria for each program varies. For more information go to www.sba.gov/financing.



Access to Capital – Surety Bond

The SBA can guarantee bonds for up to \$2 million, covering bid, performance and payment bonds for small and emerging contractors who cannot obtain surety bonds through regular commercial channels. Consequently, similar to the Loan Programs where SBA does not make loans, SBA also does not issue bonds.

Contractors must qualify by meeting eligibility and bonding criteria. For more information go to www.sba.gov/financing/bonds/osgprogram.html



Assistance with Federal Government Contracting

- Small Business Goals
- Office of Government Contracting - Procurement Center Representative (PCR)
- Central Contractor Registration (CCR)
- Subcontracting Opportunities (SUB-Net)
- Size Standards and North American Industry Classification System (NAICS)
- SBA Certification Programs
 - 8(a)
 - Small Disadvantaged Business (SDB)
 - HUBZone

Small Business Goals

Federal Government-wide goals:

- 23% to small businesses (SBs)
 - 5% to women-owned SBs
 - 5% to SDBs
 - 3% to service disabled veterans
 - 3% to HUBZone certified SBs



Office of Government Contracting- Procurement Center Representative

Procurement Center Representative (PCR)

Mary Spencer

Naval Facilities Engineering Command

4262 Radford Drive

Honolulu, HI 96818

Ph. 474-7317

Increase the small business share of federal procurement awards by initiating small business set-asides, reserving procurement for competition among small business firms, providing small business sources to federal buying activities, and counseling firms.



Central Contractor Registration (CCR)

CCR is the primary vendor database for the U.S. Government. CCR collects, validates, stores, and disseminates data in support of agency acquisition missions. Prospective contractors shall be registered in the CCR database prior to award of a contract or agreement. Additionally, vendors must update or renew their registration annually to maintain an active status.

As of December 2002, the CCR system eliminated the requirement for small businesses to register separately within SBA's PRO-Net database (no longer operational). Consequently, CCR is now the source for entering and searching small business sources. Search capability is available through the Dynamic Small Business Search function in CCR.

For more information go to www.ccr.gov.

SUB-Net

- SBA's Subcontracting Network.
- Prime contractors use SUB-Net to post subcontracting opportunities.
- For more information go to <http://web.sba.gov/subnet/>.



Size Standards and North American Industry Classification System (NAICS)

- SBA's size standards define whether a business entity is small and, thus, eligible for Government programs and preferences reserved for small business concerns.
- Size standards have been established for types of economic activity, or industry, generally under NAICS.
- Size is determined either by average 3 years revenues or number of employees (manufacturers, dealers, wholesalers).
- For more information go to www.sba.gov/size and www.census.gov/epcd/naics02.



SBA Certification Programs

8(a) Business Development Program

The purpose of the 8(a)BD program is to assist eligible small disadvantaged business concerns compete in the American economy through business development. The program promotes business development over a nine-year period and provides management and technical assistance to program participants in support of their business plans.

For additional information go to www.sba.gov/8abd/. To attend an 8(a) Application Seminar call the Hawaii District Office at 541-2990 for information.

Michael Youth, Lead Business Opportunity Specialist
Dean Hoe, Business Opportunity Specialist
Erlyne Lum, Business Opportunity Specialist
Jack Corbett, Business Opportunity Specialist - Guam



SBA Certification Programs

Small Disadvantaged Business (SDB)

SBA certifies a small business as a SDB if it meets specific social, economic, ownership, and control eligibility criteria. The criteria for certification is similar to the 8(a)BD program certification. However, the difference between 8(a) certification and SDB certification is that the 8(a) program is a business development program that offers a broad scope of assistance while SDB certification strictly pertains to benefits in Federal procurement.

For more information about the SDB Program go to www.sba.gov/sdb/.



SBA Certification Programs

HUBZone - Historically Underutilized Business Zone

The HUBZone Empowerment Contracting Program stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses. These preferences go to small businesses that obtain HUBZone certification in part by employing staff who live in a HUBZone. The company must also maintain a “principal office” in one of these specially designated areas.

For more information on the HUBZone Program go to www.sba.gov/hubzone/.



Online Resources

Federal Procurement Opportunities -

www.fedbizopps.gov

Federal Acquisition Regulations - www.arnet.gov/far/

Code of Federal Regulations -

www.gpoaccess.gov/cfr/index.html

General Services Administration - www.gsa.gov

Army Single Face to Industry Acquisition Web Site -

<https://acquisition.army.mil/asfi/>

Naval Facilities Engineering Command E-Solicitation

Web Site - www.esol.navfac.navy.mil

U.S. Government's Official Web Portal -

www.firstgov.gov



More Information

Web Site: <http://www.sba.gov>

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