

Federal Government Contracting

- **U.S. Government:** Single largest purchaser of goods and services in world
- > \$460 billion in contracts – FY 2013, and falling
- **Statutory goal:** 23% of prime contracting dollars to small businesses
- **SBA:** Promotes small business access to federal procurement opportunities

Did You Know That Small Businesses...

- Represent 99% of all employer firms
- Have been responsible for 64% of job creation over the past 15 years
- Account for 50% of private, non-farm GDP
- Hire 40% of high-tech workers
- Produce 13 times more patents per employee than large patenting firms

Small Business Contracting: a Win-Win

- **U.S. Government:** Works with America's most forward-leaning, nimble and innovative companies
- **Small Businesses:** Increase revenue to build and scale operations and create jobs

Small business contracting fosters competition in the federal procurement arena.

Federal Contracting Goals

- 23% of prime contracting dollars to Small Businesses
- 5% of prime dollars to Small Disadvantaged Businesses with an additional 5% subcontracting goal
- 5% of prime dollars to Women-Owned Small Businesses with an additional 5% subcontracting goal
- 3% of prime subcontracting dollars to HUBZone Small Businesses with an additional 3% subcontracting goal
- 3% of prime dollars to Service-Disabled, Veteran-Owned businesses and an additional 5% subcontracting goal

Is Federal Contracting Right For You?

- Analyze the federal marketplace
- Research procurement forecasts – variability from agency to agency
- Visit a DoD sponsored Procurement Technical Assistance Center (PTAC)
- Get to know the Federal Acquisition Regulation (FAR) especially 19 and 13-17

Three Questions to Ask Yourself

- **Are you a small business?**
 - Visit www.sba.gov
- **What is the size standard for your business?**
 - Visit www.sba.gov/size
- **Do you fall under a specific certification?**
 - Government Certifications
 - Self-Certifications

Government Certifications

- 8(a) Business Development Program
 - Counseling and set-aside contracting opportunities for 9 years
 - www.sba.gov/8abd
- Historically Underutilized Business Zone (HUBZone) Program
 - For businesses located in communities marked by relatively high unemployment, high poverty, and/or low income
 - www.sba.gov/hubzone

Self Certifications

- Veteran business owners: www.sba.gov/vets
- Women business owners: www.sba.gov/wosb
- Small disadvantaged businesses:
www.sba.gov/SDB

Identifying Contracting Opportunities

- Visit www.sam.gov and get registered in the federal database
- Obtain your NAICS codes that categorize your business at www.census.gov/eos/www/naics/index.html
- For current contracting opportunities, visit www.fbo.gov
- To learn about defense contracting opportunities, visit, www.acq.osd.mil/osbp/doing_business/index.htm

Federal Procurement Database

- The Federal Procurement Data System-Next Generation—can be an educational tool opening the door for federal contracts
- Take advantage of the more than 50 reports that you can run based on 160 specialized fields
- Visit <https://www.fpds.gov/fpdsng/cms/>

Avenues to Federal Contracts

- USASpending, go to www.sba.gov/index.php?q=content/usa-spends
- Sub-Net, visit www.sba.gov/content/sub-net
- GSA Multiple Award Schedules, visit www.gsa.gov/portal/content/104738
- Government-wide Acquisition Contracts information can be found at www.gsa.gov/portal/category/100611

Why Network?

- Joint Ventures With Other Small Businesses
- SBA's Mentor-Protégé Program

Additional Available Resources

- GC Classroom—free online training courses (www.sba.gov/gcclassroom)
- Procurement Technical Assistance Centers (PTAC)
- SBA's Procurement Center Representatives (PCR)
- SBA's Commercial Marketing Representatives (CMR)
- Counseling Services – SBDC, SCORE, WBC
- SBA District Offices

PCR's

- **Review Acquisitions & Solicitations**
- **Recommend Set-Asides**
- **Perform Market Research**
- **Size Determination Program**
- **Perform Surveillance Reviews**
- **Provide & Attend Training Events**
- **Counsel Businesses & Federal Agencies**
- **Perform Outreach**
- **Small Business Advocacy**

PCR

- **PCR** - Procurement Center Representative - PCRs increase the small business share of Federal procurement awards by initiating small business set-asides, reserving procurements for competition among small business firms; providing small business sources to Federal buying activities; and counseling small firms. In addition, PCRs, advocate for the breakout of items for full and open competition to affect savings to the Federal Government.

CMR's

- Post-Award Compliance Reviews
- CMRs monitor goal achievement
- Commercial Market Representatives (CMRs) are government contracting staff at the SBA who are stationed in area offices. CMRs have the following roles to help you as a small business owner get involved with prime contracts and subcontracts:
 - Conduct compliance reviews of prime contractors
 - Counsel small businesses on how to obtain subcontracts
 - Conduct matchmaking activities to facilitate subcontracting to small business

MT PCR-CMR

- **MONTANA & WESTERN WASHINGTON**
- **JOHN BAGAASON (PCR, CMR, & SIZE SPECIALIST)**

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ACTIVITIES COVERED

- Department of Interior, Bureau of Reclamation—Billings, MT
- Malmstrom AFB—Great Falls, MT

Additional Available Resources

- Small Business Development Centers (SBDCs)
www.sba.gov/sbdc
- <http://sbdc.mt.gov/default.mcp.x>
- <http://www.sbdnet.org/>
- SCORE-For the Life of Your Business
www.sba.gov/score
- Veterans Business Outreach Centers (VBOCs)
www.sba.gov/vets

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Additional Available Resources

- Women's Business Centers (WBCs)
www.sba.gov/women
- Dynamic Small Business Search (DSBS)

SBA DSBS

- **1. Summary**
- Search tool that accesses information data from the external System for Award Management (SAM) for firms that the SBA considers small along with additional data provided by the firms and any SBA certifications. Used by small businesses to increase their visibility to government and business procurement offices searching for small businesses to meet small business contracting goals.

MT WBC's

- **Montana Women's Business Center
Prospera Business Network**
2015 Charlotte Street, Suite 1
Bozeman, Montana 59718
406.587.3113
- Amanda Schultz, Program Director
- **Ravalli County EDA
Montana WBC Sub-Center**
Julie Foster, ED
274 Old Corvallis Rd., Suite A
Hamilton, Montana 59840
406.375.9416

Questions



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