Contracting Regulations

Government contracts are different from commercial contracts in many ways. Federal contracts contain many provisions unique to the government. Below are the resources to help familiarize yourself with the FAR provisions in a typical contract. Detailed information can be found at: www.sba.gov/content/contracting-regulations-small-businesses

- Federal Contracts - Your Responsibilities
- Guide to Winning Federal Contracts
- Getting on a GSA Schedule
- SBA's Office of Government Contracting
- Small Businesses and the DoD

If you plan to bid on a contract with a specific agency, contact SBA's Office of Government Contracting for assistance in understanding specific agency requirements. www.sba.gov/about-offices-content/1/2986

Size & Sub-Contracting

Determining Business Size: One of the first steps in becoming a government contractor is to accurately determine if you can qualify as small under SBA size standards. In other words, you must be defined as a small business when submitting proposals for small business contracts.

SBA uses the North American Industry Classification System (NAICS) as the basis for its size standards. Visit the official NAICS website to find the code(s) that apply to your industry, then use our Size Standards Tool to determine if your business qualifies. www.sba.gov/size

Sub-Contracting: For some small businesses, subcontracting to a Prime Vendor is a great way to "get a foot in the door" of government contracting. The SUB-Net database is a listing of subcontracting solicitations and opportunities posted by large prime contractors and other non-federal agencies. To find subcontracting opportunities, go to: www.sba.gov/content/sub-net

Is Government Contracting Right for Your Business?

The US government is the largest single purchaser of goods and services in the world — everything from tanks to paper clips to IT services. Every year, the federal government awards over $500 billion in contracts, and a significant share are allotted to small businesses.

SBA works with federal agencies to identify small business contractors and help those agencies achieve the statutory goal of awarding 23% of prime contracting dollars to small businesses.

Are you ready to take your business to the next level and become a federal contractor?

www.sba.gov

U.S. Small Business Administration

Government Contracting Programs

North Carolina District
6302 Fairview Road
Charlotte, NC 28210
www.sba.gov/nc
(704) 344-6563

Asheville (828) 225-1844

Wilmington (910) 815-3188

Registration

Is federal government contracting right for your business? Analyze the market — where are the goods and services you offer needed by the federal government? Get to know the Federal Acquisition Regulations (FAR). You need to know the specific rules and regulations. https://acquisition.gov/far

If you are ready to sell to the government, follow these steps to register and begin bidding on government contracts:

1. Establish that you are small. Size standards vary by industry. Go to www.sba.gov/size
2. Obtain a D-U-N-S Number: fedgov.dnb.com/webform/newReq.do
3. Register your Business with the System of Award Management www.sam.gov
4. Find the NAICS Codes for your company. The code classifies the economic sector and industry type of your business.

Items Needed for Registration

Below are some of the items that you will need in order to complete registration processes.

- Your NAICS codes
- Your Data Universal Numbering System (DUNS)
- Your Federal Tax Identification Number (TIN or EIN)
- Your Product Service codes (optional but useful)
- Your Federal Supply Classification codes (optional but useful)

For information go to: www.sba.gov/content/register-government-contracting

Contracting Programs

The **8(a) Program** is a 9 year program that offers business development training for socially and economically disadvantaged business owners. The program also offers access to a variety of development services with the opportunity to receive federal contracts on a sole-source or limited competition basis. www.sba.gov/8abd

The **HUBZone Program** helps small business located in economically distressed areas. Businesses can gain access to federal set-aside contracts. www.sba.gov/hubzone

The Women-Owned Small Business Federal Contract Program provides equal access to federal contracting opportunities for women-owned small businesses. The program allows contracting officers to set aside specific federal contracts for certified WOSBs in 83 under-represented NAICS codes. www.sba.gov/wosb

SAM.gov - the primary database of vendors doing business with the federal government.

Mentor Protégé Program - The 8(a) Business Development-Protégé Program is designed to enable successful firms provide various forms of business development assistance to 8(a) program participants.

SDVOB - Service-Disabled Veteran-Owned Businesses Program establishes the criteria to be used in federal contracting to determine service-disabled veteran status.

The Surety Bond Guarantee Program guarantees a construction contract bond up to $10 million. A Surety bond ensures contract completion in the event of contractor default.

Contracting Assistance

The Small Business & Technology Development Center (SBTDC) is a resource for growing and developing businesses. They provide management counseling and educational services to small and mid-sized businesses. Most services are free of charge, and all are confidential. By providing entrepreneurs with the tools they need to build and grow successful businesses, the SBTDC positively impacts the state's economy. (919) 715-7272 www.sbtdc.org

The North Carolina Procurement Technical Assistance Center (PTAC) educates business owners on how to obtain contracts by providing comprehensive assistance in selling products and services to local, state and federal government agencies. There are PTAC counselors across the state on or near UNC campuses. (919) 600-5998 www.sbtdc.org/ptac

NC Military Business Center (NCMBC)
The NCMBC's primary goal is to increase federal revenues for businesses in North Carolina. The Department of Defense has an annual impact of $48 billion and is the second largest sector of North Carolina's economy (12% GDP). With six major military bases, 116 National Guard and 40 Army Reserve facilities and the third highest number of military personnel in the country, the State of North Carolina created the NCMBC to leverage opportunities with these installations and with DoD commands worldwide.
(910) 678-0190 www.ncmbc.us

Veterans' Business Outreach Center helps military veterans start and grow small businesses. The VBOC provides training, counseling, and technical assistance for Veterans, Service-Disabled Veterans, Reservists, National Guard Members, Active Duty business owners and start-ups in North Carolina. (910) 672-1107