

**Small Business Administration  
Service-Disabled Veterans Federal Contracting Program**

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**FY 2017**

# What role does the SBA play in procurement?

## Administering small business certifications

### *Self-Certified:*

- Small Disadvantaged Businesses
- Service Disabled Veteran-Owned Businesses
- Women-Owned Small Businesses

### *SBA-Certified:*

- HUBZone Empowerment Contracting Program
- 8(a) Business Development Program

# Navigating the Role of the U.S. Veterans Administration (VA) Veterans Verification Process

- What is VA Verification Process for?
  - The VA is obligated by Federal Regulations to “VERIFY” the status of a Veteran or SD-Vet-owned small business
  - The Vendor Information Pages (VIP) is where you will start this process within the VA website, or [www.va.gov/osdbu.gov](http://www.va.gov/osdbu.gov)
  - A ‘Certified Verification Evaluator’ within the VA will evaluate and verify the solicitor is a Vet or SD-Vet-owned small business
  - You can refer to 38 CFR Part 74 of the FAR for more information
  - The Verification program requirement applies to the U.S. VA and U.S. FAA, only
  - Every 2 years you must re-verify with the VA or FAA, and every 4 years you must start the VA or FAA Verification process all over again

# Veterans First Verification Program

- This is a program that targets Veteran/SD-Veteran-owned small businesses seeking contracts with the VA: The requirements are:
  - Unconditional ownership of 51%, or more, of the business
  - Hold the highest title within the company
  - Be paid the highest salary
  - Must manage the day-to-day company operations
  - Must be the ultimate decision-maker on day-to-day, as well as long term company operational decisions

# UNCLE SAM'S SPENDING



# \$1.08 Billion

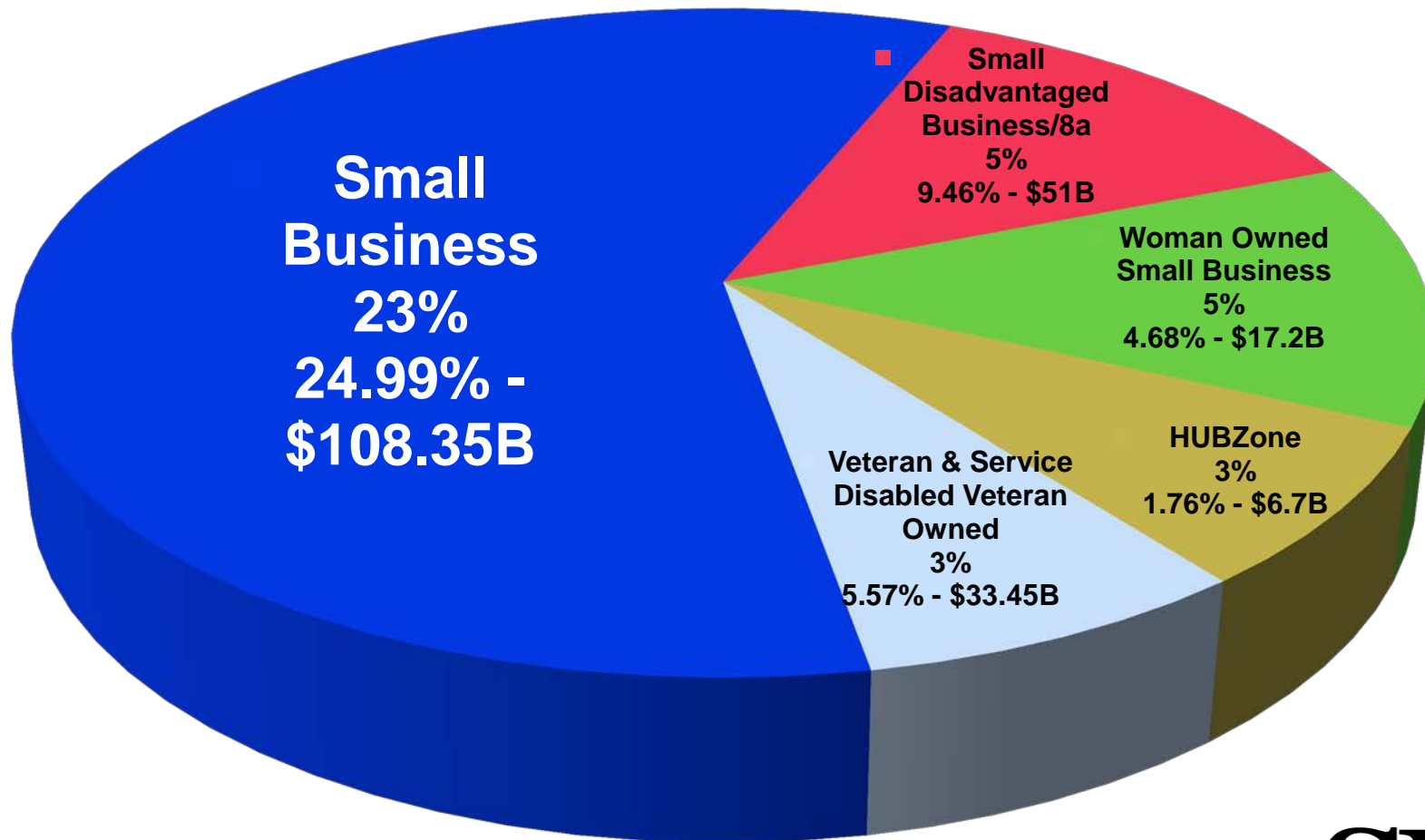
FY 2016

Federal Contracts Awarded to Small  
Businesses

(per FPDS)

Visit us at [www.sba.gov](http://www.sba.gov)

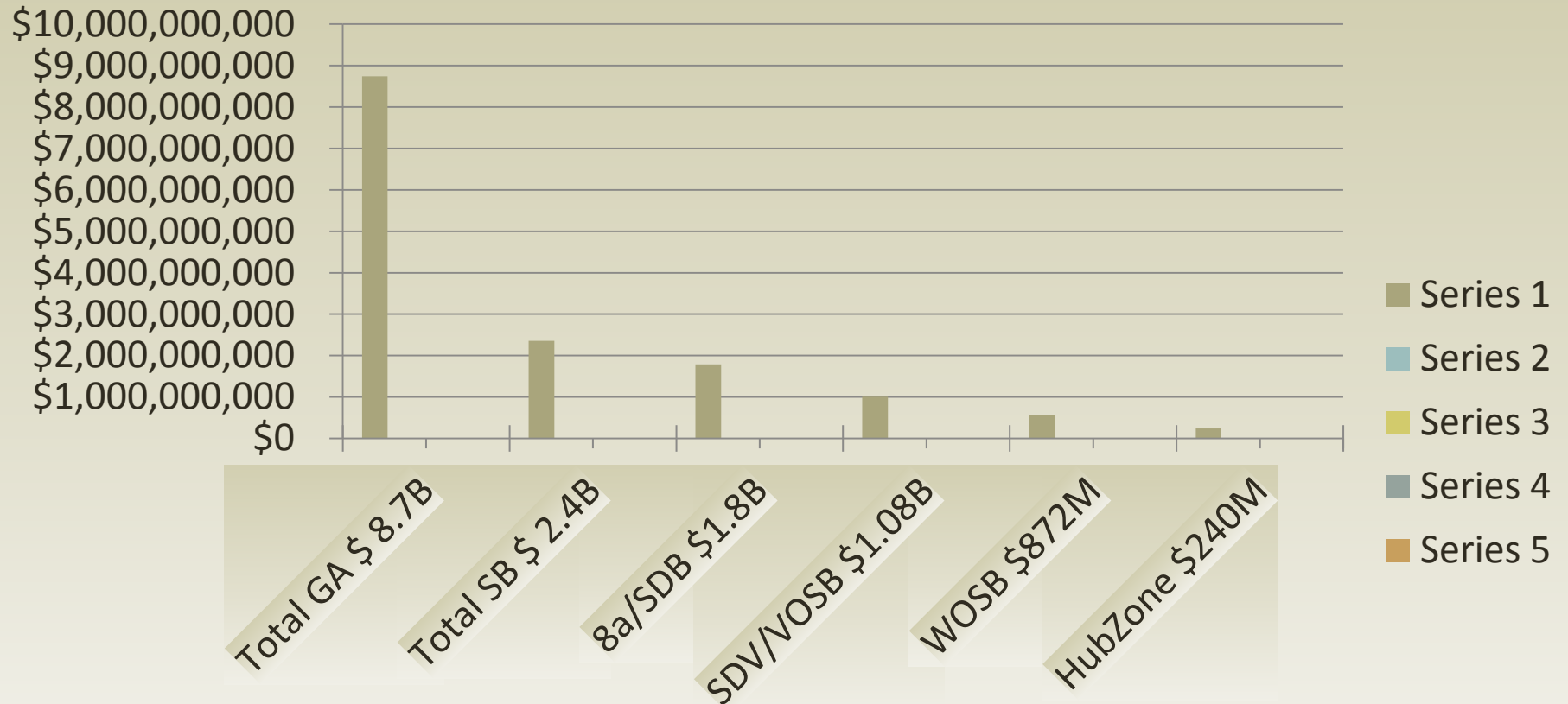
# Government Wide Small Business Goals FY 2016



# Vet and SD-Vet Owned Federal Contract Dollars Awarded in Georgia for FY 2016

	Series 1	Series 2	Series 3	Series 4	Series 5
Total GA \$ 8.7B	\$8,740,248,141	100%	2		
Total SB \$ 2.4B	2,355,871,796	26.95%	2		
8a/SDB \$1.8B	1,786,712,040		3		
SDV/VOSB	1,008,000,000	9.49%	5		
WOSB \$872M	571,934,432	6.54%			
HubZone \$240M	240,851,912	2.76%			

# Federal Dollars Spent FY 2016 – STATE OF GEORGIA



Per FPDS Geographical Report



# Service-Disabled Veteran-Owned Business (SDVOB) Program

Self-certifying program; Exception – Veterans Administration, which requires Registration in [www.va.gov/osdbu.gov](http://www.va.gov/osdbu.gov)

SDVOBs are eligible to bid on set-aside contracts/Sole Source Contracting

Prime contractors get credit towards small business goals for using SDVOBs as subs

Subcontracting opportunities are available

# SDVOB Program: Who is Eligible?

## Size:

- Must be small according to SBA size standards:
- Manufacturing – 500 up to 1,500 employees
- Wholesale Trades – Up to 100 employees
- Services - \$2 Million to \$35.5 Million Average Annual Receipts
- Retail Trades - \$7 Million to \$35.5 Million Average Annual Receipts
- Construction - \$7 Million to \$33.5 Million Average Annual Receipts
- Agriculture, Forestry , Fishing, and Hunting \$750 K to \$17 Million in Average Annual Receipts

# SDVOB Program: Who is Eligible?

## Ownership:

- Must be at least **51%** directly and unconditionally owned and controlled by one or more **service-disabled veterans**

## Documentation:

- **Rating Letter** from VA
- **DD-214** indicating honorable discharge



# *First Thing To Do*

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## Obtain a Data Universal Number System (DUNS) Number [www.dnb.com](http://www.dnb.com)

Get a free D-U-N-S number from Dunn and Bradstreet either online or by calling 1-866-705-5711. D-U-N-S numbers are unique nine-digit identification numbers for each physical location of your business.

D-U-N-S numbers are required to register with the federal government for contracts or grants.

Obtain a free “DUNS Number” that will identify your business to the federal government by visiting [www.dnb.com](http://www.dnb.com):



U.S. Small Business Administration

# What is a “NAICS Code”?

A NAICS code is the **North American Industry Classification System** number listed in the NAICS Manual which is published by the Office of Management and Budget (OMB). The NAICS Manual is available at your *local library* or *on the Internet site*

<http://www.osha.gov/oshstats>.

# What is a “NAICS Code”?

NAICS codes are used by the Federal Government to identify and classify specific categories of business activity that represent the primary line of business of a firm. SBA size standards are based on NAICS codes.

# What is a “NAICS Code”?

541511

Computer software support services,  
Custom

561720

Janitorial services

236220

Commercial building construction  
general contractors

Determine your Primary **NAICS** Code: [www.census.gov/naics/](http://www.census.gov/naics/)



# Veterans Advantage Loan Program

Became effective on January 1, 2014

Loan cap - \$350K/SBA Guaranty 50%

SBA “yearly fee” and “upfront guaranty fee” will be waived”  
(3 % for each yearly and upfront fees will be 0%)

Expiration date: Is Now Permanent



# Veterans Advantage Eligibility Requirements

Business must be **51% or more owned and controlled** by an individual or individuals in one or more of the following groups:

- Veterans (other than dishonorably discharged)
- Service-Disabled Veterans
- Active Duty Military service member participating in the military's Transition Assistance Program (TAP)
- Reservists and National Guard Members
- Current spouse of any veteran, Active Duty service member, or any Reservist or National Guard member; or widowed spouse of a service member who died while in service or of a service-connected disability.

**For more information about SBA  
resources for veterans, contact the**

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**SBA Office of Veterans  
Business Development**

or visit

**[www.sba.gov/vets](http://www.sba.gov/vets)**