



The Federal Acquisition Institute

Acquisition Learning Seminar

"Small Business Contracting"

Tuesday, April 8, 2008, 10:00
a.m.- 11:30 a.m.



**Preparing Today's Workforce
for Tomorrow's Challenges**

Agenda

- Overview of the U.S. Small Business Administration (SBA)
- SBA Programs
- Hot Topics in Small Business
- Best Practices
- Questions





Mission Statement

To aid, counsel, assist, and
protect the interests of small
business



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A Nationwide Network

The SBA and its partners provide business counseling and training at locations across the country.



- SCORE
- Small Business Development Centers
- Women's Business Centers
- SBA District Offices



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SBA Reaching the Underserved

U.S. Small Business Administration

SBA strives to reach those underserved by our programs including:

- Women
- Veterans
- Native Americans
- Young entrepreneurs



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- SBA is primarily a guarantor of loans made by private and other institutions
- SBA does not offer grants to start or grow small businesses



Disaster Recovery

Low-interest loans may be used to:

- Restore primary residences
- Repair or replace uninsured personal property
- Recover from economic injury



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- SBA Programs

- 8(a)

- HUBZone

- Service Disabled Veterans

- Women

- Hot Topics in Small Business





Office of Business Development

The Office of Business Development assists firms owned and controlled by economically and socially disadvantaged individuals to enter the economic mainstream



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8(a) Business Development Mission Statement

To foster the competitive viability of 8(a)
participants through various types of business
development assistance



Management
Technical
Procurement
Financial



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8(a) BD Assists in....

Marketing

Helping firms become financially sound

Obtaining bonding

Bidding on solicitations

Gaining access to federal contract opportunities



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FAR Revision “Parity”

- Federal Acquisition Regulation (FAR)
- Proposed Rule
- Socioeconomic Program Parity
- Federal Register: March 10, 2008
(Volume 73, Number 47) Pages 12699-12701
- Comments due on or before May 9, 2008



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FAR Revision “Parity”

- Why is the FAR being revised?
- SBA revised its regulations in 2005, to address equal consideration for each of its set-aside programs.
- Result: 8(a), Historically Underutilized Business Zone (HUBZone) and the Service-Disabled Veteran Owned Small Business Concerns are given the same consideration when an acquisition will be exclusively reserved for participation of each program.
- Prior to that time, there was some question within the acquisition community as to how these 3 programs related to one another, and to a small business set aside.



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FAR Revision “Parity”

- The 2005 revision to SBA's regulations required that these programs be considered before an acquisition is set-aside for small businesses.
- The SBA's regulations provided that while no one program takes priority over the other, the acquisition agency's small business goals may be one factor of consideration when determining which program to utilize.
- **However**, where market research indicates that all other factors are equal, and the selection decision is between a HUBZone or Small Business set-aside, HUBZone statute requires that a HUBZone set-aside be utilized.



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FAR Revision “Parity”

- FAR Sole Source provisions for the appropriate Program still apply where applicable
- The proposed FAR revision will now align SBA’s regulations with the Federal procurement regulations because....
- The acquisition community uses the FAR to conduct its business
- Any SBA regulation affecting acquisitions requires a corresponding revision to the FAR.



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FAR Revision “Parity”

- These changes will enhance participation for small businesses eligible to participate in each of the set-aside programs.
- It will also give agencies the discretion to select a program that will enable them to better meet their federally mandated small business goals.

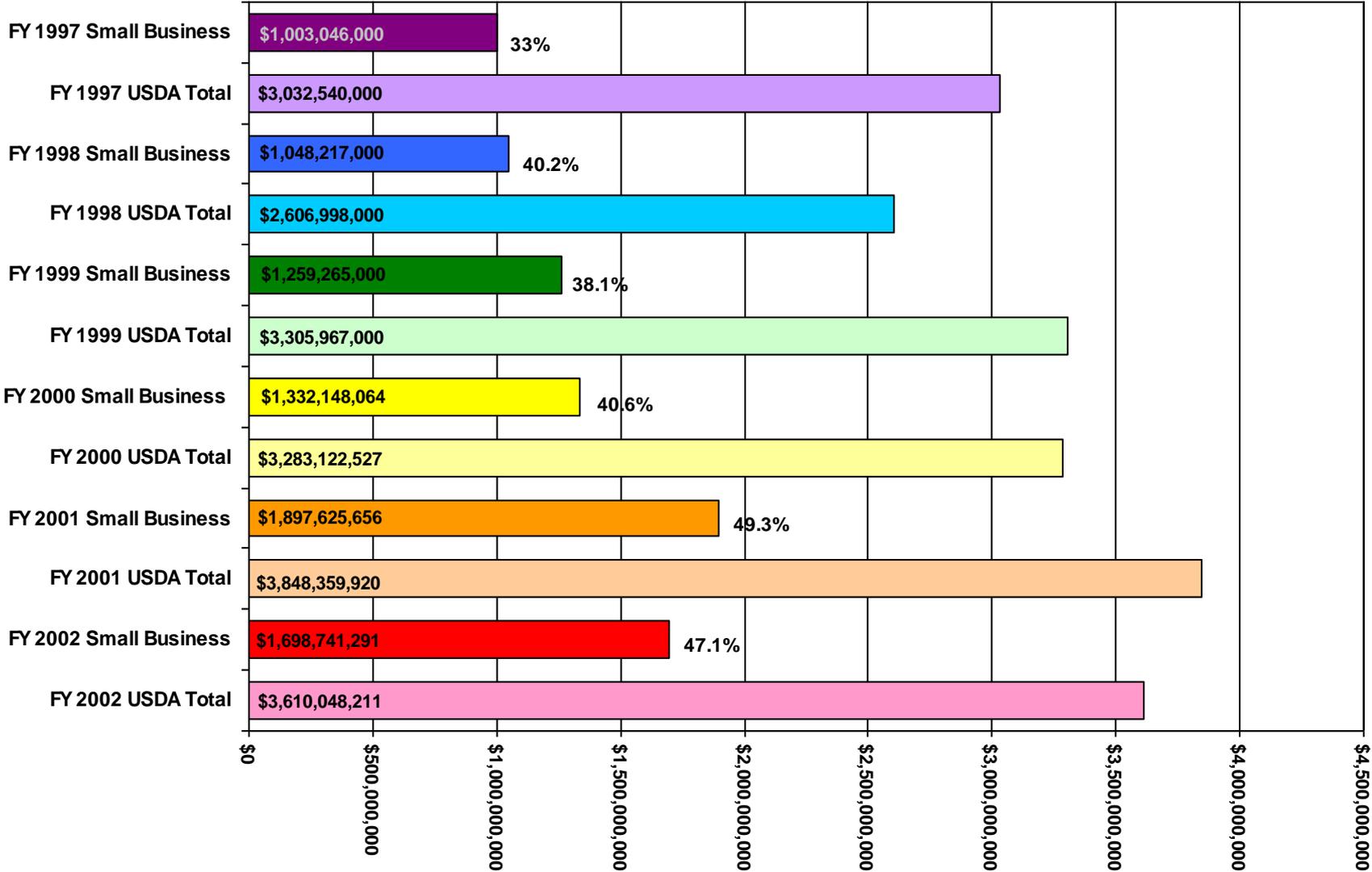


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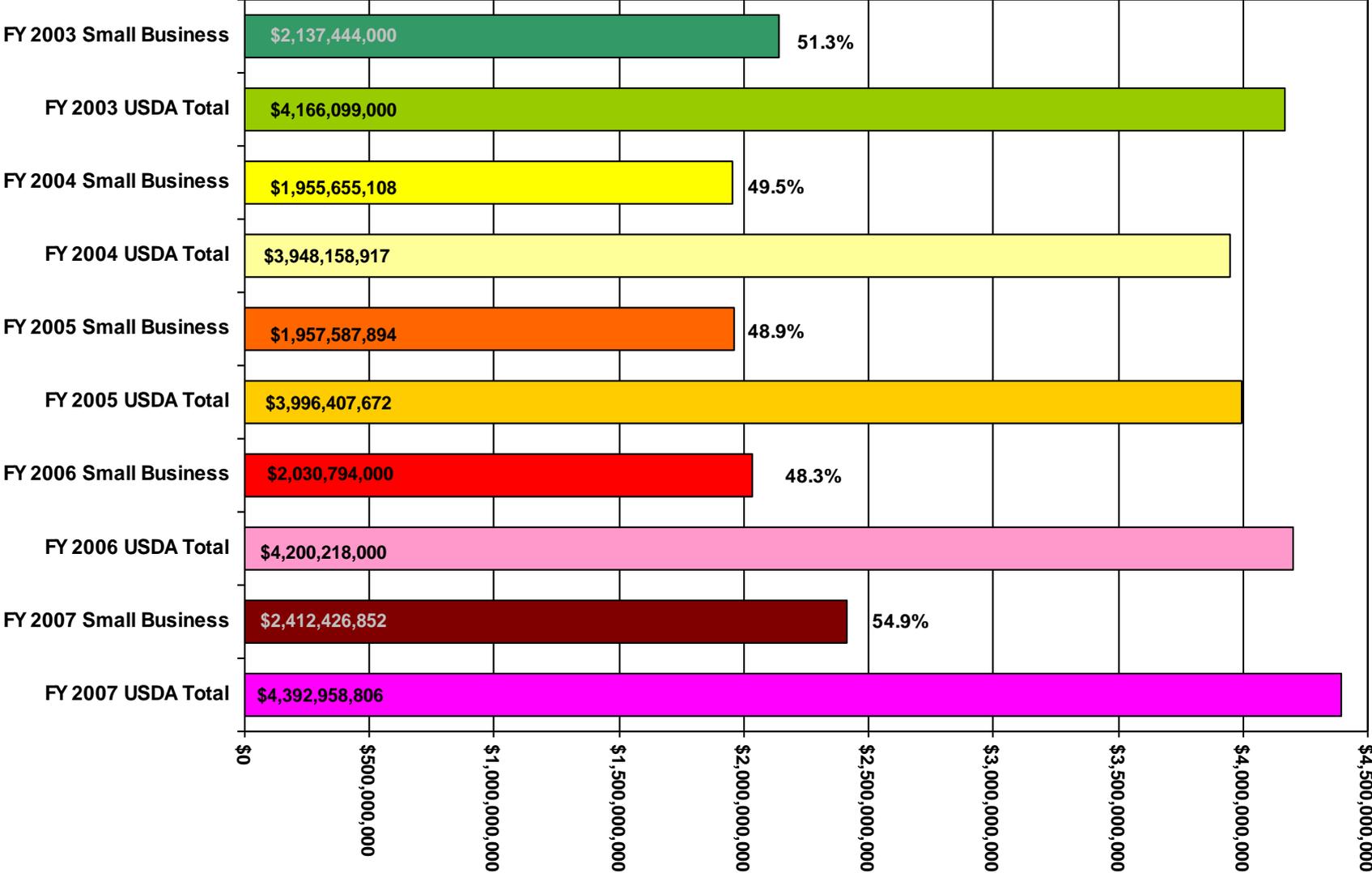
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Total and Small Business Contract Dollars Awarded by USDA

FY 1997 – 2007 (continued on next slide)



Total and Small Business Contract Dollars Awarded by USDA FY 1997 – 2007





Want More Info?

<http://www.sba.gov/aboutsba/sbaprograms/8abd/index.html>

<http://training.sba.gov:8000/assessment>



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Thank you for attending!

Questions & Answers Session

Find us at www.FAI.gov



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