



U.S. Small Business
Administration

8(a) Business Development Program

SBA's Georgia District Office

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FY 2019

UNCLE SAM'S SPENDING



\$1.08 Billion

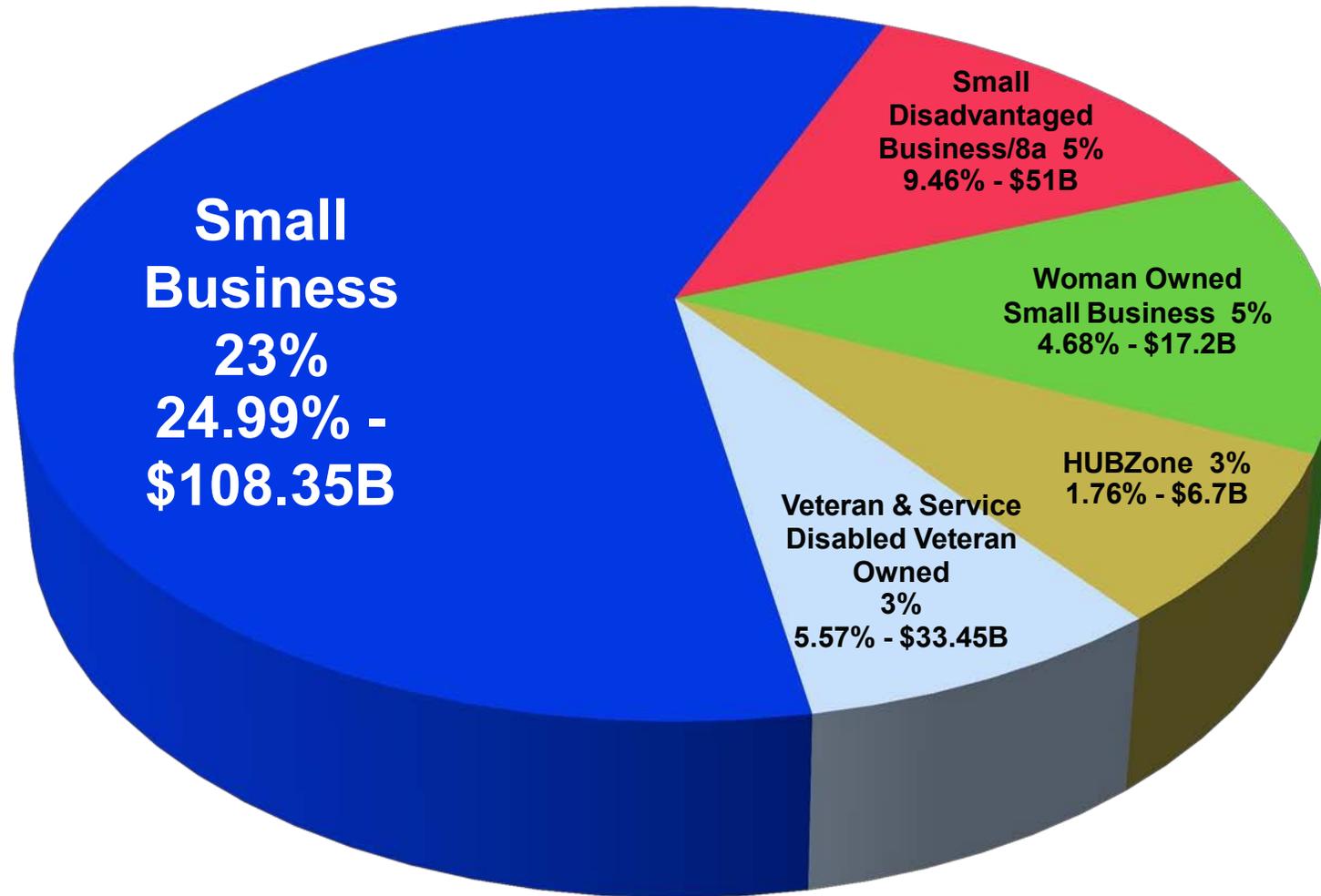
FY 2016

Federal Contracts Awarded to Small
Businesses

(per FPDS)

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Government Wide Small Business Goals FY 2016

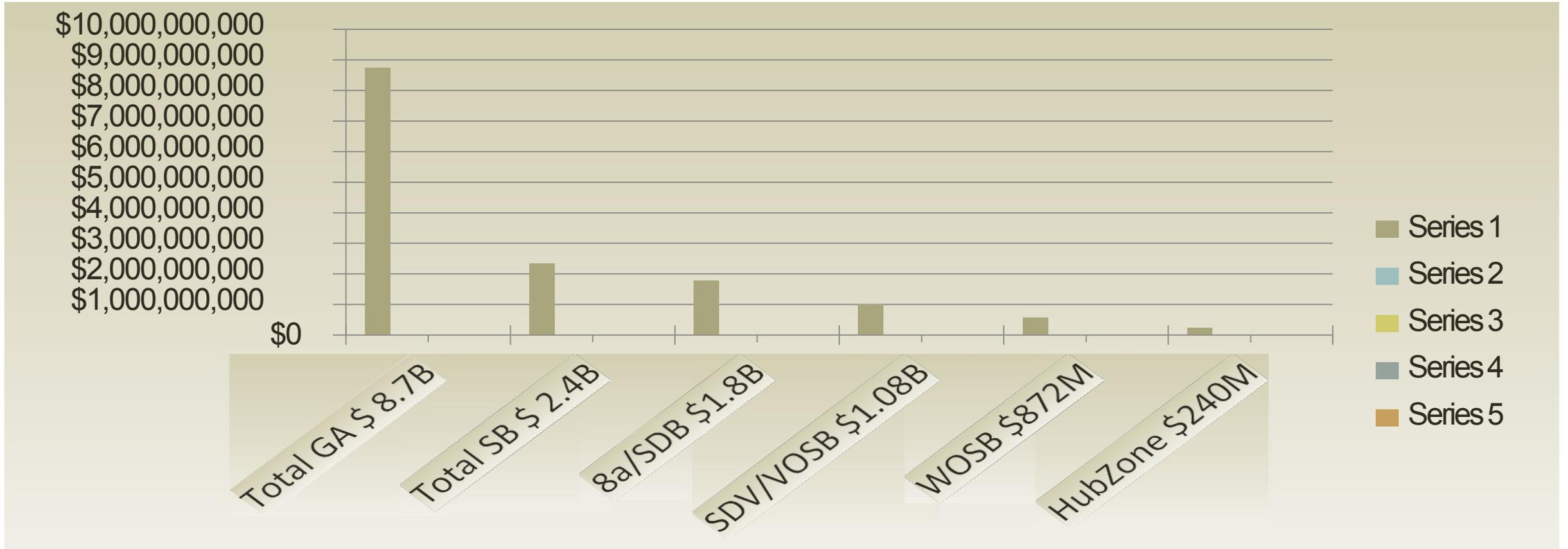


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Vet and SD-Vet Owned Federal Contract Dollars Awarded in Georgia for FY 2016

	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 FY2016 – STATE OF GEORGIA



Per FPDS Geographical Report

What Role Does SBA Play ?

Administer Contracting Assistance Programs

- Women-Owned Small Businesses – WOSB
- Service Disabled Veteran-Owned Businesses – SDVOB
- 8(a) Business Development Program – 8(a)
- HUBZone Empowerment Contracting Program – HUBZone
- All Small Mentor-Protégé Program – ASMPP
- Natural Resource Sales Assistance Program

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8(a) BD - Program Benefits

We can help!

- Provides a level playing field for small businesses owned by socially and economically disadvantaged people or entities
 - Government Limits Competition
- Disadvantage businesses in the 8(a) program can:
 - Compete for set-aside contracts
 - Eligible for sole-source contract awards
 - Access to Business Opportunity Specialist (BOS)
 - Access to our partners
 - Form joint ventures with established businesses through SBA's mentor-protégé program
 - Receive business development assistance

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8(a) BD – “Programmatics”

What’s It All About?

- 9-year business development program
- Assists companies through training, counseling, access to capital and contracting assistance
- Certified firms eligible to receive sole source and 8(a) set-aside contracts
- POWER-BOS and our partners (SCORE, SBDC, GTPAC, VETRC, GCBD)
- Streamlined application and annual review process
- Approximately 4,500 certified firms with \$14 Billion annually in direct contract awards

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8(a) BD Program: Who is Eligible?

Basic program qualifications:

- Be a [small business](#)
- Not already have participated in the 8(a) program
- Be at least **51%** owned & controlled by U.S. citizens – economically & socially disadvantaged
- Be owned by someone whose personal net worth is **\$250,000** or less
- Owned by someone whose average AGI for three years is **\$250,000** or less
- Owned by someone with **\$4** million or less in assets
- Owner manage day-to-day operations & also make long-term decisions
- All principals must demonstrate good character
- Show potential for success and be able to perform

How do I get to play ?

Get Certified - certify.sba.gov - But wait!

- Use the “Am I Eligible” Tool
- Download Application Checklist - Required Documents
- Visit DUNS Request Service to apply for DUNS
- Establish Profile SAM.gov
 - Create a login.gov account
- Create certify.sba.gov account
- Fill out application
- Add Contributors
- Upload Documents - 8(a) Initial Document Checklist in Knowledge Base

8(a) Mentor-Protégé Program

Foster mentor businesses to provide developmental assistance to protégé businesses:

- Enhance capabilities of protégé
- Help protégé meet goals established in their SBA-approved business plan
- Improve protégé's ability to compete for contracts
- Technical & management advice | BOS , SBA , partners (SCORE, GTPAC, SBDC, VETRC)
- Financing – mentor provided equity investments and/or loans
- Gain new trade or industry skills
- Government Contracting
 - ✓ Helps protégé qualify for contracts they otherwise would not be

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8(a) Mentor-Protégé Program

Qualifying as Protégé

- Already be enrolled in the 8(a) program and be in good standing
- Have at least six months remaining in its 8(a) program term
- Meet at least one of the following conditions:
 - ✓ Be in the developmental stage of the 8(a) program
 - ✓ Have never received an 8(a) contract
 - ✓ Be less than half the size of the small business size standard corresponding to its primary NAICS code

Protégé usually has one mentor at a time—SBA may authorize up

8(a) Mentor-Protégé Program

Qualifying as Mentor

- Assist the protégé
- Favorable financial health and good character
- Not be on the federal list of debarred or suspended contractors
- Add value -lessons learned, practical experience/expertise, finances

Mentor has one protégé, but SBA may authorize up to three

8(a) Mentor-Protégé Program

How to apply

- Mentor and protégé must draft written agreement and submit to SBA



Protégé's must find their own mentor

- Mentor-Protégé Agreement Requirements
 - ✓ Must address how the mentor's assistance will help the protégé
 - ✓ Establish a single point of contact from the mentor who is responsible for managing and implementing the agreement
 - ✓ Provide that the mentor will assist the protégé for at least one year

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The All Small Mentor-Protégé Program

History

Authorization - 2010 Jobs Act and 2013 NDAA SBA had a well-established mentor protégé program for SBA 8(a) certified firms; but lacked an MPP program for other small business concerns and specifically, one for specialized certified concerns such as WOSB, SDVOB, & HubZone businesses.

Final Rule Published July 25, 2016– Created One Government-wide program for all small businesses Revised rules for 8(a) MP program to make both programs more consistent, where practicable.

The All Small Mentor-Protégé Program

Key Program Elements

- Centralized at SBA HQ
- Online Application through [Certify.SBA.gov](https://certify.sba.gov)
- 8-10 day average turnaround time
- Participants must be for-profit
- Protégés - maximum of two MPAs in lifetime
- Self-certifying small firms in primary NAICS
- A tutorial requirement
- Certification (SDVBO, WOSB, HUBZone, 8a) follows Protégé firm
- This is not a match-making program
- JV good for two years (up to 3 in 2)
- Federal Agency MPPs currently offer prime/sub MPA relationships...SBA MPAs (8(a) and ASMPP offer additional step - *Joint Venture capability with exclusion from affiliation*

For More Information Contact

SBA Georgia District Office
of
Business Development

or visit

www.sba.gov/ga