



U.S. Small Business  
Administration

**Service-Disabled Veteran  
Owned Business Contracting Program**

**SBA's Georgia District Office**

**Robert E. Ware**

**Supervisory Business Opportunity Specialist**

**(404) 331-0128**

**FY 2019**

# UNCLE SAM'S SPENDING



# \$1.08 Billion

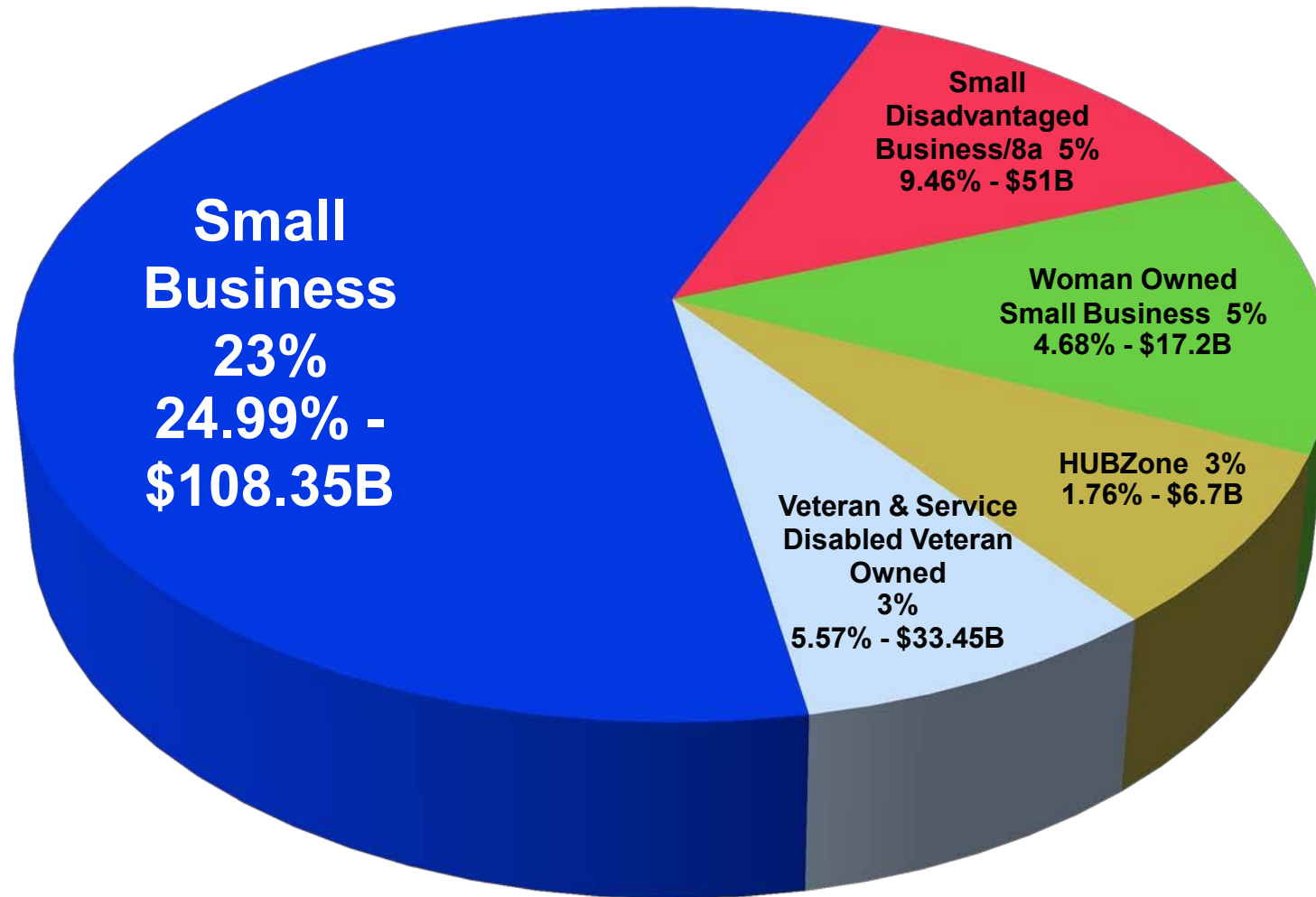
FY 2016

Federal Contracts Awarded to Small  
Businesses

(per FPDS)

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# Government Wide Small Business Goals FY 2016

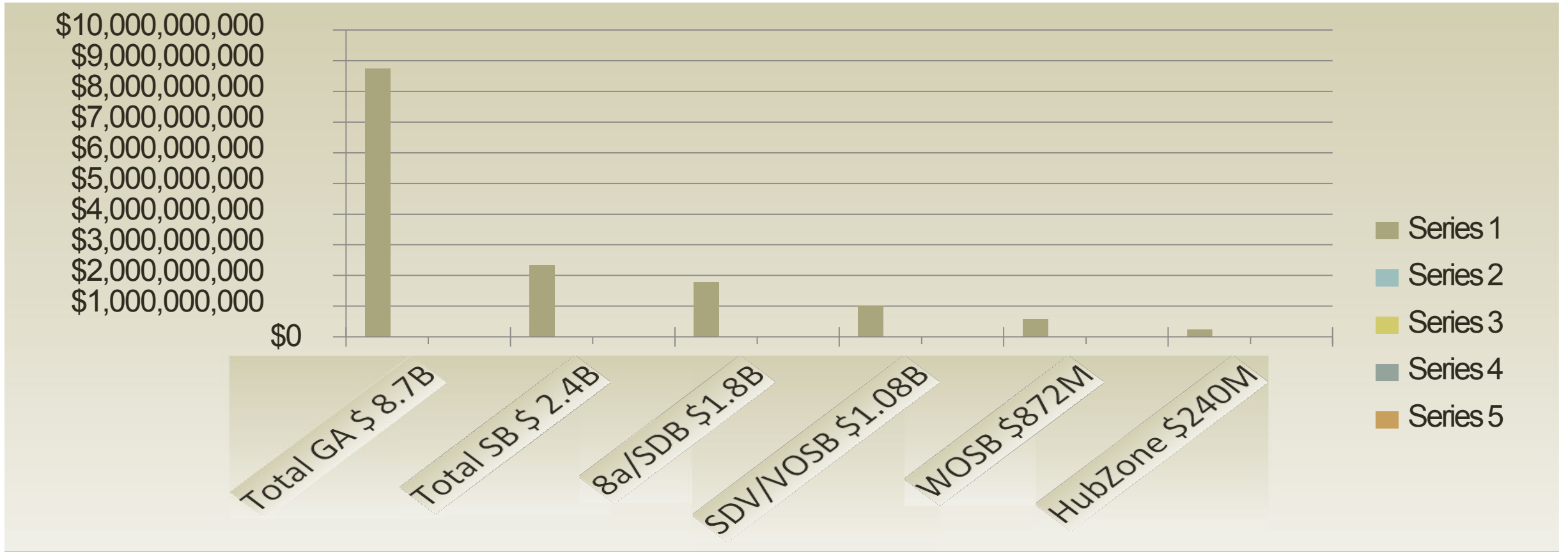


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# Vet and SD-Vet Owned Federal Contract Dollars Awarded in Georgia for FY 2016

	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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# What role does SBA play ?

## Office of Veterans Business Development (OVBD)

- Promotes veteran entrepreneurship.
- Provide access to capital and preparation for small business opportunities.
  - Connect veteran small business owners with federal procurement and commercial supply chains.
- May 1, 2018, GA Veterans Education Career Transition Resource (VECTR) Center hosts the GA and SC Veterans Business Outreach Center (VBOC)
  - VECTR state-wide and a natural fit to establish the VBOC within VECTR
  - Program is designed as a one-stop-shop for transitioning service members, veterans, and military spouses looking to start, purchase or grow a business.

Our Drive —To help small businesses win federal contracts

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# SDVOB Program: Who is Eligible?

## Ownership:

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

Serviced-Disabled Vet must manage the day to day!

## Documentation:

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

# 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/)

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

# 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

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# How do I get to play ?

## 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

\* Third party certification available also

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# 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 Contract awards

Shall submit a acceptable subcontracting plan:

- Acquisitions (Negotiated and sealed bidding) > \$700,000 (\$1.5 million for construction)

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

# 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



# Navigating 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

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

**SBA Office of Veterans Business  
Development**

or visit

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