



**ALASKA
APEX
ACCELERATOR** Where Government Contracting Starts




Chasing Small Business Certifications

Determining which certifications are right for your business

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Today's Discussion

- ❖ Certification Myths
- ❖ Defining Small Business
- ❖ Federal Certifications Overview
 - Program Overview & Benefits
 - Eligibility requirements
 - Application processes
 - Is this certification a good fit for your business?
- ❖ Sneak Peak – Signing in to MySBA Certifications
- ❖ State and Commercial Certifications
- ❖ Got Certs? Now What?



Certification Myths

Office of Business Development | Resources



- X** Before you can begin business with the government your business must obtain the proper certifications. Small business certifications are
- X** like professional certifications; they document a special capability or status that will help you compete in the marketplace. **Unlike permits and licenses, you do not need to obtain certifications to legally operate.**
- ✓** However, in order to **take advantage of business opportunities**, such as government contracts, **you may need to obtain some certifications.**
- ✓** Federal, state and local governments offer businesses opportunities to sell billions of dollars worth of products and services. **Many government agencies require that some percentage of the procurements be set aside for small businesses.**
- !** **Certifying your business can definitely help you successfully compete for government contracts.**

Website removed

Certification Myths

- X** Because I am/have (fill in cert here,) they have to give me a contract!
- X** Agencies will pick me because of my small business certs.
- X** Primes will pick me based only on my small business certs.
- X** 8(a) certification will guarantee me contracts.
- X** I have to have all my certifications before bidding on government contracts.
- X** They have to give me preference because I am (fill in cert here.)





Where Government Contracting Starts



Small Business Certifications

Review of Federal Small Business Programs



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Federal Certifications

❖ Self Certification - System for Award Management (SAM)

- Small Business as defined by primary NAICS Codes & SBA Size Standards
- Minority Owned Business
- Woman Owned Business
- Veteran Owned Business



❖ SBA Issued Certifications

- 8(a) Business Development Program
- Historically Underutilized Business Zone (HUBZone)
- WOSB / EDWOSB*
- VOSB / SDVOSB* - VetCert Program





DSBS

https://dsbs.sba.gov/search/dsp_dsbs.cfm

❖ 3RD Party / SBA Issued Certification*

- WOSB – Woman Owned Small Business
- EDWOSB – Economically Disadvantaged Woman Owned Small Business

Defining Small Business

What is a small business?

For the purpose of federal contracting programs, an entity can self-certify as a *small business* if:

- ❖ ...any **business entity organized for profit** (even if its ownership is in the hands of a nonprofit entity) with a **place of business located in the United States or its outlying areas** and that makes a significant contribution to the U.S. economy through payment of taxes and/or use of American products, material and/or labor, etc. "Concern" includes but is not limited to an individual, partnership, corporation, joint venture, association, or cooperative.
https://www.acquisition.gov/far/part-19#FAR_19_001
- ❖ The entity **falls under the size standard** for the **NAICS code** assigned to a solicitation or contract activity
 - **NAICS** = North American Industry Classification System (available from the U.S. Census Bureau at <https://www.census.gov/naics/>)
 - **Size Standard** = Based on either **Gross Annual Receipts** averaged over the past 5 years or **Number of Employees** averaged over the last 24 months
<https://www.sba.gov/document/support-table-size-standards>
 - NAICS codes are updated by the Office of Management and Budget through its Economic Classification Policy Committee every five years. New NAICS codes are not available for use in Federal contracting until SBA publishes corresponding size standards.



Socio-Economic Designations

How are the business socio-economic designations applied?


“Small Disadvantaged Business Program – For the purpose of improving and stimulating this small business segment, EPA established a realistic Department-wide goal for the award of contracts to small business concerns owned and controlled by socially and economically disadvantaged individuals.”

<https://www.epa.gov/resources-small-businesses/socioeconomic-programs-small-businesses>

- ❖ For the purpose of federal contracting programs, an entity can self-certify their socio-economic status based on:
 - **Size** – must be a small business based on primary (or proscribed) NAICS code
 - **Majority Ownership** designations are applied to the business
 - Majority vs. Minority ownership
 - **Management and control of day-to-day operation**
 - FAR 52.219-1 Small Business Program Representation Definitions

https://www.acquisition.gov/far/part-52#FAR_52_219_1





Where Government Contracting Starts

System for Award Management

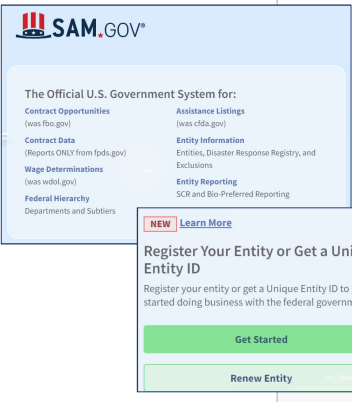
Register Entity

- Core Data
- Continue Update / Renewal
- Business Information
- IRS Consent
- Ownership Details
- Predecessor Details
- General Information**
- Financial Information
- Executive Compensation Questions
- Proceedings Questions
- Review Core Data

Socio-Economic Categories:

Select any socio-economic categories which reflect the current status of your entity. If applicable, your small business status will automatically be derived from the receipts, number of employees, assets, or megawatt hours, and NAICS codes entered in the Assertions portion of the registration and displayed in the Representations and Certifications portion of this registration.

- Small Business Joint Venture
- Veteran-Owned Business
 - Service-Disabled Veteran-Owned Business
 - Service-Disabled Veteran-Owned Business Joint Venture
- Women-Owned Business
 - Women-Owned Small Business
 - Women-Owned Small Business (WOSB) Joint Venture eligible under the WOSB Program
- Economically Disadvantaged Women-Owned Small Business (EDWOSB) Joint Venture
- Community Development Corporation Owned Firm
- Minority-Owned Business
 - Asian-Pacific American Owned
 - Subcontinent Asian (Asian-Indian) American Owned
 - Black American Owned
 - Hispanic American Owned
 - Native American Owned
 - Individual or concern, other than one of the preceding



The Official U.S. Government System for:
 Contract Opportunities (was fbo.gov) Assistance Listings (was cfsa.gov)
 Contract Data (Reports ONLY from fpls.gov) Entity Information (Entities, Disaster Response Registry, and Exclusions)
 Wage Determinations (was wdsf.gov) Entity Reporting (SCR and Bio-Preferred Reporting)
 Federal Hierarchy (Departments and Subiers)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)



Where Government Contracting Starts



SBA Issued Certifications

Eligibility & Application:

- 8(a) Business Development Program
- HUBZone
- WOSB / EDWOSB
- VOSB / SDVOSB



Where Government Contracting Starts




SBA Issued Certifications

Eligibility & Application: 8(a) Business Development Program

8(a) Business Development

—


The federal government tries to award at least 5% of all federal contracting dollars to small disadvantaged businesses each year. >



Where Government Contracting Starts

8(a) Program Benefits

The 8(a) program can be a valuable tool for **experienced** socially and economically disadvantaged small business owners, who have **already been in business for at least two years or more**, and are interested in expanding their footprint in the federal marketplace. The 8(a) program offers unique and valuable business assistance. The 8(a) certification does not guarantee contract awards but it is a dynamic tool to pursue and capture new opportunity from the government.



Certified firms in the 8(a) program can:

- Efficiently compete and receive set-aside and sole-source contracts
- Receive one-on-one business development assistance for their nine-year term from dedicated Business Opportunity Specialists focused on helping firms grow and accomplish their business objectives
- Pursue opportunity for mentorship from experienced and technically capable firms through the SBA Mentor-Protégé program
- Connect with procurement and compliance experts who understand regulations in the context of business growth, finance, and government contracting
- Pursue joint ventures with established businesses to increase capacity
- Qualify to receive federal surplus property on a priority basis
- Receive free training from SBA's Empower to Grow program

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program#program-overview>



8(a) Qualifications

- ❖ **Program overview:** Sections 7(j)(10) and 8(a) of the Small Business Act (15 U.S.C. §§ 636(j)(10) and 637(a)) authorizes the U.S. Small Business Administration (SBA) to establish a business development program, which is known as the **8(a) Business Development program**.



- ❖ **Program qualifications:** To qualify for the 8(a) program, businesses must meet the following eligibility criteria:

- Be a [small business](#)
- Not have previously participated in the 8(a) program
- Be at least 51% owned and controlled by U.S. citizens who are socially and economically disadvantaged
- Have a personal net worth of \$850 thousand or less, adjusted gross income of \$400 thousand or less, and assets totaling \$6.5 million or less
- Demonstrate good character
- Demonstrate the potential for success such as having been in business for two years

8(a) certification lasts for a maximum of nine years. The first four years are considered a development stage and the last five years are considered a transitional stage. Continuation in the program is dependent on staying in compliance with program requirements.

The federal government fully defines who qualifies for the 8(a) program — including what counts as being socially and economically disadvantaged — in [Title 13 Part 124 of the Code of Federal Regulations](#).




8(a) Program Benefits

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8(a) Program Benefits



The 8(a) certification qualifies your business as eligible to compete for the program's sole-source and competitive set-aside contracts. The government authorizes sole-source contracts to 8(a) participants for up to \$7 million for acquisitions assigned manufacturing [North American Industry Classification System \(NAICS\)](#) codes and \$4.5 million for all other acquisitions. Entity-owned 8(a) program participants are eligible for sole-source contracts above these thresholds, but the Department of Defense requires approval of a formal justification if the 8(a) sole-source contract exceeds \$100 million; all other federal agencies require approval for sole-source 8(a) contract actions that exceed \$25 million.

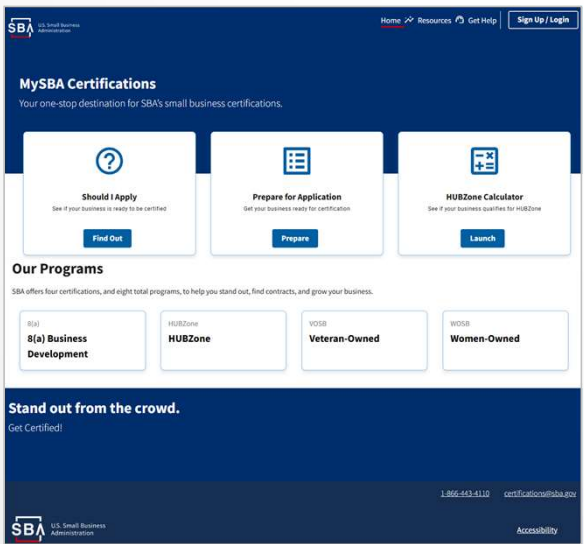
8(a) program participants are eligible to compete for contract awards under other socio-economic programs or small business set-asides they qualify for.



Where Government Contracting Starts

8(a) Application Process

- ❖ **Application Website:** <https://certifications.sba.gov/>
- ❖ **Are you ready to apply?**
 - Participation in the 8(a) program is **one-time-only for firms and individuals with the exception of entity-owned firms.** Alaska Native corporations, Tribal-owned Native Hawaiian organizations, and Community Development Corporations may have multiple 8(a) firms. Some firms may be eligible for the 8(a) program, but they may not be ready to contract with the federal government.
 - Businesses interested in applying for 8(a) certification can **get a preliminary assessment of whether it is right** for them by going to [MySBA Certifications](#) and filling out the eligibility questionnaire.
 - Before you can participate in the 8(a) program, you must be certified by SBA.



The screenshot shows the MySBA Certifications website. It features a navigation bar with 'Home', 'Resources', 'Get Help', and 'Sign Up / Login'. The main content area is titled 'MySBA Certifications' and describes it as 'Your one-stop destination for SBA's small business certifications.' Below this are three main sections: 'Should I Apply' (with a 'Find Out' button), 'Prepare for Application' (with a 'Prepare' button), and 'HUBZone Calculator' (with a 'Launch' button). Underneath, there's a section 'Our Programs' listing four certifications: 8(a) Business Development, HUBZone, Veteran-Owned, and Women-Owned. At the bottom, it says 'Stand out from the crowd. Get Certified.' and provides the phone number 1-866-653-8110 and email certifications@sba.gov.

8(a) Application Process

❖ To apply for the 8(a) program, follow these steps:

- Identify your primary [NAICS code\(s\)](#).
- Register your business in the [System for Award Management](#).
- [Apply for 8\(a\) certification](#).
- Visit the [Knowledge Base](#) to find helpful resources, including the application guide, to assist with gathering necessary documentation as well as completing and submitting the application.
- If you need assistance with your social disadvantage narrative, access the [Guide for Writing a Social Disadvantage Narrative](#) on the Certify Knowledge Base.
- If your application is determined incomplete, SBA will notify you in writing through certifications.sba.gov. Once SBA has determined the application is complete, SBA has 90 days to process the application and render a decision. Once certified, your profile in SAM and [Dynamic Small Business Search](#) will show your approval date and exit date for the 8(a) program.



<https://sbaone.atlassian.net/wiki/spaces/CKB/overview>

Guide for Demonstrating Social Disadvantage

Owned by Erika_Suttil • • •
Last updated: May 29, 2024 • 8 min read


<https://sbaone.atlassian.net/wiki/spaces/CKB/pages/2768076819/Guide+for+Demonstrating+Social+Disadvantage>

Is this a good fit at this time?




However, is this program right for your business at this time?

- ❖ Participation in the 8(a) program is **one-time-only for firms and individuals** with the exception of entity-owned firms.
- ❖ Alaska Native corporations, Tribal-owned Native Hawaiian organizations, and Community Development Corporations may have multiple 8(a) firms.
- ❖ Some firms may be eligible for the 8(a) program, **but they may not be ready to contract with the federal government**.
 - “Potential for Success” = Contract Ready:
 - Administrative ability to maintain reporting and compliance requirements
 - Have the Ability, Capability, & Capacity for business growth
 - Suppliers & other support resources in place
 - Identified “stop points” for growth



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SBA Issued Certifications

Eligibility & Application: HUBZone

HUBZone

—

The federal government tries to award at least 3% of all federal prime contracting dollars to HUBZone-certified small businesses each year. >



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HUBZone Eligibility


- ❖ **Program benefits:** The government limits competition for certain contracts to businesses in [historically underutilized business zones](#). It also gives preferential consideration to those businesses in full and open competition.

Joining the HUBZone program makes your business eligible to compete for the program's [set-aside contracts](#). HUBZone-certified businesses also get a 10% price evaluation preference in full and open contract competitions.

- ❖ **Program qualifications:** To qualify for the HUBZone program, your business must:
 - Be a small business according to [SBA size standards](#)
 - Be at least 51% owned and controlled by U.S. citizens, a Community Development Corporation, an agricultural cooperative, an Alaska Native corporation, a Native Hawaiian organization, or an Indian tribe
 - Have its principal office [located in a HUBZone](#)*
 - Have at least 35% of its employees [living in a HUBZone](#)*

You can find the full qualification criteria in [Title 13 Part 126 Subpart B of the Code of Federal Regulations](#) (CFR).


<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>




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HUBZone Map - Alaska

- ❖ The HUBZone map changed on July 1, 2023. Check [the new HUBZone map](#) now to determine whether your principal office and employees are located in a HUBZone. Your firm's eligibility to participate in the program might be impacted if your principal office is located, or your employees reside, in an area that no longer qualifies as a HUBZone. Learn how to [navigate the updated HUBZone map](#) (Link is external).
- ❖ Every five years the HUBZone program is required to update the HUBZone designations to ensure the program continues to serve the communities that are most in need of assistance. Most areas stay the same but some change. The 2023 map will be updated again in July 2028 to reflect changes to Qualified Census Tracts (QCTs) and Qualified Non-Metropolitan Counties (QNMCs), in 2026 to reflect expiring Redesignated Areas, and throughout any year to reflect new and expiring Governor-designated covered areas and Qualified Disaster Areas as appropriate. Learn about the different types of [HUBZone Designations](#).
- ❖ For additional questions, contact your local [SBA District Office](#), or reach out to the Certifications Support Team at certifications@sba.gov or 866-443-4110.



<https://maps.certify.sba.gov/hubzone/map#center=39.828200,-98.579500&zoom=5>



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HUBZone Map - Alaska

Alaska, USA
63.588753°, -154.493062°

✓ **Qualified HUBZone**

Next evaluation date : 2028 [Show Details](#)

Designations [Show Details](#)

- Census Tract
- County


Local Information [Show Details](#)

Qualification Valid as of Jan 28, 2025

Legend

- 2020 Census Boundaries
 - County
 - Tract
- Qualified HUBZones
 - Census Tract
 - Newly Qualified
- Expiring HUBZones
 - County
 - Newly Qualified
- Other Designations
 - Indian Land
 - Redesignated
 - Disaster Area
 - Governor-Designated Covered Area

<https://maps.certify.sba.gov/hubzone/map#center=62.848189,-151.292385&zoom=6&q=alaska>



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HUBZone Application Process

- ❖ **Application Website:**
<https://certifications.sba.gov/>
- ❖ **Through the application portal, you can:**
 - Access checklists and pre-application guides
 - Check your firm's eligibility
 - Request information
 - Create an account, login and proceed with an application
- ❖ **Maintain HUBZone certification**
 - You'll need to recertify for the HUBZone program every three years. There is no limit to the length of time a business can participate as long as it continues to qualify.
 - HUBZone businesses must notify SBA if their business is involved in a merger or acquisition.
 - SBA may visit HUBZone businesses unannounced and conduct program examinations to verify the accuracy of any certification made or information provided as part of the HUBZone application or recertification process.

Need help?

[Office of the HUBZone program](#)
 409 3rd St. SW, Suite 8800
 Washington, DC 20416
 Email: certifications@sba.gov
 Phone: 866-443-4110


Get weekly information on eligibility assistance

Members of the HUBZone team answer questions on a weekly basis to help firms navigate the certification process.

When	Tuesdays and Thursdays from 2:00 p.m. - 3:00 p.m. ET
How	Find a local number ☎, or call 208-391-5817 and enter conference ID #278449067

[Find more information about the HUBZone map changes](#) and our [HUBZone Map Changes: What You Need to Know](#) flyer.


[HUBZone information for contracting professionals.](#)



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Is this a good fit at this time?

However, is this program right for your business at this time?



- ❖ **Certification considerations:**
 - Unlike the 8(a) Program, you do not need to be in business a minimum length of time.
 - Certification is based on location and not other socio-economic considerations other than “small business”
 - Compliance “reporting” is once a year or if not maintaining eligibility
 - Certification doesn't have a time limit as long as program eligible
 - Must maintain 35% employee HUBZone residence and report if temporarily not meeting the 35%



Where Government Contracting Starts




SBA Issued Certifications

Eligibility & Application: WOSB / EDWOSB

Women-Owned Small Business


—

The federal government tries to award at least 5% of all federal contracting dollars to women-owned small businesses each year. >



Where Government Contracting Starts


WOSB Program Benefits



Program benefits

- ❖ To help provide a **level playing field for women business owners**, the government limits competition for certain contracts to businesses that participate in the Women-Owned Small Business (WOSB) Federal Contract program.
- ❖ These contracts are **for goods and services in specific industries** (identified via NAICS code) **where WOSBs are underrepresented**. Some contracts are restricted further to economically disadvantaged women-owned small businesses (EDWOSBs). SBA maintains [a list of those eligible industries and their NAICS codes](#).
- ❖ Joining the WOSB Federal Contract program makes a business **eligible to compete for federal contracts reserved for the program's certified participants**. These contracts are known as "set-asides." Provided they are eligible, WOSB-certified firms can still compete for contract awards under other socio-economic programs, including 8(a) and HUBZone.
- ❖ It is important to note that WOSB certification benefits only apply to **federal contracting opportunities**, rather than those in the private sector.


<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contract-program>




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WOSB Program Eligibility

- ❖ To be eligible for the **WOSB Federal Contract program**, a business must:
 - Be a small business according to [SBA size standards](#)
 - Be at least 51% owned and controlled by women who are U.S. citizens
 - Have women manage day-to-day operations who also make long-term decisions
- ❖ To qualify as an **EDWOSB within the program**, a business must:
 - Meet all the requirements of the WOSB Federal Contract program
 - Be owned and controlled by one or more women, each with a personal net worth less than \$850,000
 - Be owned and controlled by one or more women, each with \$400,000 or less in adjusted gross income averaged over the previous three years
 - Be owned and controlled by one or more women, each \$6.5 million or less in personal assets






Where Government Contracting Starts

WOSB Program Eligibility

- ❖ **Economic disadvantage standards have been aligned between the 8(a) Business Development program and the WOSB Federal Contract program.** Please note that funds invested in an official retirement account are excluded from the assessment of an economically disadvantaged individual's personal net worth in both programs. 8(a) firms interested in pursuing EDWOSB certification may provide their most recent annual review letter (or acceptance letter, if in their first year) through applying at certifications.sba.gov.
- ❖ SBA also allows participation from firms certified by the U.S. Department of Veterans Affairs Center for Verification and Evaluations (CVE), provided they meet all eligibility requirements. Firms must provide their CVE certificate and supporting documentation through certifications.sba.gov.
- ❖ Eligibility requirements for WOSB or EDWOSB qualification are fully defined in [Title 13 Part 127 Subpart B of the Code of Federal Regulations\(Link is external\)](#) (CFR). Firms can also get a preliminary assessment of whether they qualify at certifications.sba.gov.





Where Government Contracting Starts

WOSB Application Process


❖ **Application Website:** <https://certifications.sba.gov/>

❖ **Get certified as a WOSB**

Before firms can compete for WOSB set-aside contracts, they must apply for certification on certifications.sba.gov. This certification site can also help firms:

- Understand the certification process
- Access checklists that provide guidance prior to applying
- Explore their company's eligibility
- Request information from SBA program experts
- Create an account and proceed with their application





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Maintaining WOSB Certification

To maintain your WOSB or EDWOSB certification, SBA requires participants to annually attest to meeting program requirements set forth in 13 CFR 127. Annual attestation must be submitted within 30 days of the anniversary date of certification. Additionally, firms must undergo a program examination every three years conducted by SBA or a third-party certifier. Note: Annual attestation is currently in abeyance, meaning firms **do not** have to submit an attestation annually.


Please visit the [MySBA Certifications Knowledge Base](#) for in-depth resources on how to maintain your WOSB or EDWOSB status.

Upon completion of the recertification application, an SBA analyst will conduct a full review of the responses and uploaded documentation. A formal letter is issued once a decision is rendered.


In order to maintain their status with the WOSB program, firms need to update their SAM.gov profile annually, to ensure their [DSBS profile](#) remains active. For the purposes of contracts (including multiple-award contracts) with durations of more than five years (including options), a self-certified firm must complete the current certification process prior to the end of the fifth year of the contract.



Knowledge Base Home



<https://sbaone.atlassian.net/wiki/spaces/UCPUKB/pages/3185574025/Knowledge+Base+Home>





WOSB 3rd Party Certification

- ❖ There are four organizations approved by SBA to provide third-party certification (TPC). You may contact them to learn more about their certification process and any associated costs. They are:



- [El Paso Hispanic Chamber of Commerce](#)
- [National Women Business Owners Corporation](#)
- [U.S. Women's Chamber of Commerce](#)
- [Women's Business Enterprise National Council](#)

- ❖ Once approved through one of these four TPCs, you will still need to upload your proof of citizenship and TPC-certified documentation to [WOSB.Certify.sba.gov](https://www.wosb.certify.sba.gov) before bidding on WOSB set-aside contracts.
- ❖ If you gained third-party certification prior to October 2020, you will remain certified for the duration of existing contracts. After existing contracts expire, you will need to certify through [WOSB.Certify.sba.gov](https://www.wosb.certify.sba.gov) to remain eligible for WOSB set-aside contracts.




Is this a good fit at this time?

However, is this program right for your business at this time?




- ❖ Certification considerations:
 - Unlike the 8(a) Program, you do not need to be in business a minimum length of time.
 - Compliance "reporting" is once a year – currently in abeyance
 - Certification doesn't have a time limit as long as program eligible
 - EDWOSB sole-source opportunity under allowed NAICS codes

Note: In order to maintain their status with the WOSB program, firms need to update their SAM.gov profile annually, to ensure their [DSBS profile](#) remains active.



Where Government Contracting Starts




**Service-Disabled
Veteran-Owned**

The federal government tries to award at least 5% of annual federal contracting dollars to service-disabled veteran-owned small businesses. >

SBA Issued Certifications

Eligibility & Application: VOSB / SDVOSB



Where Government Contracting Starts

VOSB/SDVOSB Program Benefits

Benefits of SBA certification

- ❖ Certification allows SDVOSB firms the opportunity to compete for [sole-source and set-aside contracts](#) across the federal government. Certified VOSBs may also compete for sole-source and set-aside contracts from the VA.


Program Benefits

- ❖ Veteran-owned small businesses can access federally owned personal property no longer in use through the General Services Administration's (GSA) Federal Surplus Personal Property Donation Program. (See website for program eligibility requirements.)
- ❖ GSA oversees the reuse and donation of federal personal property. It also:
 - Manages [Acquisition Gateway](#)
 - Allocates property to the states for donation
 - Reviews [State Agency for Surplus Property \(SASP\)](#) operations
- ❖ SASP manages surplus property disbursement, including:
 - Verification of eligibility
 - Program compliance
 - Fee collection
 - Recordkeeping
 - Dispute resolution (in accordance with respective states' operating plans)

SBA Veteran program website:
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-contracting-assistance-programs#id-service-disabled-veteran-owned-small-business-program>

GSA Acquisition Gateway:
<https://www.acquisitiongateway.gov/solutions/resources/1668>

GSA SASP:
<https://www.gsa.gov/buy-through-us/government-property-for-sale-or-lease/personal-property-management-for-federal-agencies/for-state-agencies-and-public-organizations/state-agencies-for-surplus-property-contacts>





VOSB / SDVOSB Eligibility



Eligibility requirements:

To apply for certification with SBA as a VOSB or SDVOSB, a firm must meet the following requirements:

- Be identified by the VA as a Veteran or Service-Disabled Veteran.
- Be considered a small business, as defined by [the size standard](#) corresponding to any NAICS code listed in the business's SAM profile.
- Have no less than 51% of the business owned and controlled by one or more veterans.
- For certification as a SDVOSB, have no less than 51% of the business owned and controlled by one or more veterans rated as service-disabled by the VA.
- For those veterans who are permanently and totally disabled and unable to manage the daily business operations of their business, their business may still qualify if their spouse or appointed, permanent caregiver is assisting in that management.

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/veteran-contracting-assistance-programs#id-service-disabled-veteran-owned-small-business-program>



VOSB Application Process



- ❖ **Application Website:** <https://certification.sba.gov/>
- ❖ To be application ready:
 - Entity registration must be up to date and active in SAM.gov
 - Review VetCert application FAQ Sheet for list of supporting documents:
https://sba-cve-docs.s3.us-east-2.amazonaws.com/SBA_Document_Fact_Sheet.pdf
 - Make sure they have the supporting documents as .pdf files on your computer





Where Government Contracting Starts

VetCert Portal



Veteran Small Business Certification (VetCert)

Veteran-owned small businesses can use this application to be certified by SBA to compete for federal contracts. Certified veteran-owned small businesses (VOSBs) will have the opportunity to pursue sole-source and set-aside contracts at the Department of Veterans Affairs under the VA's Vets First program. Certified service-disabled veteran-owned small businesses (SDVOSBs) will have the opportunity to compete for federal sole-source and set-aside contracts across the federal government.

Search for a Certified Veteran Small Business

Search By Business Name

Veteran small business support

Veterans contracting assistance programs.

Learn more about contracting opportunities for veterans and the Surplus Personal Property for Veteran-Owned Small Business programs

[View Contracting Opportunities](#)

Other SBA resources for veterans


Learn more about resources and opportunities available for veteran small businesses

[View Resources and Opportunities](#)

Contact SBA VetCert Support

Phone	800-862-8088
Online Support	FAQ
Hours	8 a.m - 6 p.m. ET

<https://veterans.certify.sba.gov/>



Where Government Contracting Starts


VetCert Portal

Frequently Asked Questions and other assistance:

Our [SBA Veteran Small Business Certification fact sheet](#) will help you prepare your application and gather the correct documents

For more details about the transfer and SBA's Veteran Small Business Certification

- See our [Frequently Asked Questions](#)
- Email vetcert@sba.gov
- Call the dedicated toll-free call center at 800-862-8088, Monday – Friday, 8:00 am – 6:00 pm ET (excludes federal holidays).



MySBA

U.S. Small Business Administration

One login for multiple SBA programs

The SBA is dedicated to protecting your data. The steps required to register and sign in are necessary to ensure your information will stay safe with us.

Having Trouble Signing In?
Contact our Support Line: 1-833-572-0502

1 Sign In
Your SBA credentials help us protect your data.

Verification Options

Verify Identity

Sign In

Sign in with your MySBA credentials to continue. If you already have a Capital Access Financial System (CAFS) or Veteran Small Business Certification (VetCert) account, use those credentials to sign in.

Register Account

Username *

[Forgot Username](#)

Password *

[Forgot Password](#)

Disclosures and Terms

This is a U.S. Small Business Administration federal government computer system that is for official use only. This system is subject to monitoring and anyone using this system expressly consents to such monitoring. Individuals found performing unauthorized activities may be subject to disciplinary action including criminal prosecution.

I have read and understand the disclosures above *

Sign In

U.S. Small Business Administration | 409 3rd St, SW, Washington DC 20416 | Tel - 1-833-572-0502

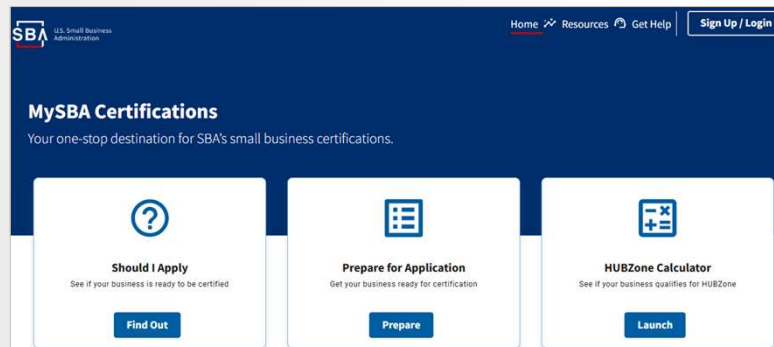
Is this a good fit at this time?



However, is this program right for your business at this time?


❖ Certification considerations:

- Unlike the 8(a) Program, you do not need to be in business a minimum length of time.
- Compliance “reporting” is once a year – recertification in three years
- Certification doesn’t have a time limit as long as program eligible
- Must have SDVOSB certification to be eligible for SDVOSB Set-aside opportunities
- VOSB Certification allows for sole-source opportunities for VA contracts



My SBA Certifications Website


Getting started – what do you need to know



Where Government Contracting Starts


Before You Begin the Application...

WHICH program right for your business at this time?



❖ Certification considerations:

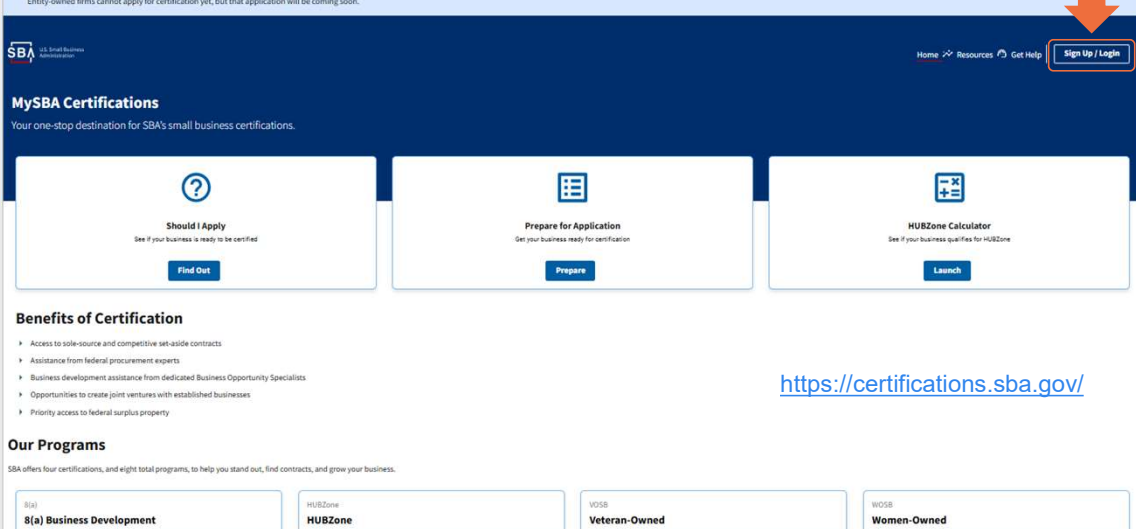
- Review all of the certification programs & decide which applications you want to complete at this time
- Review the FAQs for each certification
- Pull together any supporting documentation need prior to starting the application
- !! Make sure that your SAM profile is active and will not expire during the application period !!
- To claim your business, you will need:
 - ✓ Unique Entity ID (UEI)
 - ✓ CAGE Code
 - ✓ Bank Account Number
 - ✓ Taxpayer Identification Number (TIN) → EIN or SSN




Where Government Contracting Starts

MySBA Certifications

Now Open for Applications.
We are now accepting applications for VetCert, HUBZone, Women-Owned and Economically Disadvantaged Women-Owned, and 8(a) small business certifications. If you have an account in the MySBA loan portal, you can log in with that account email and password. If you are new to the system, or if you have an existing account for HUBZone, WOSB or EDWOSB, or the 8(a) program, you must [create a new account](#) to apply. To report a change to your business for a current certification, use the [VetCert](#), [HUBZone](#), [WOSB](#) or [EDWOSB](#), or [8\(a\)](#) [certification](#) websites. Entity-owned firms cannot apply for certification yet, but that application will be coming soon.



The screenshot shows the MySBA Certifications website. At the top right, there is a 'Sign Up / Login' button highlighted with a red box and an orange arrow pointing to it. Below the header, there are three main service tiles: 'Should I Apply' (with a 'Find Out' button), 'Prepare for Application' (with a 'Prepare' button), and 'HUBZone Calculator' (with a 'Launch' button). Below these tiles, there is a 'Benefits of Certification' section with a list of advantages, followed by 'Our Programs' section which lists four certification types: 8(a) Business Development, HUBZone, Veteran-Owned, and Women-Owned. A URL <https://certifications.sba.gov/> is also visible.



Where Government Contracting Starts

MySBA Certifications Log In

Sign Up / Log In


You can access your account by signing in with one of the options below

Sign Up / Log In

Are you an SBA Employee?

Click the button below to login

SBA Employee Login



Sign In

i Sign in using your MySBA Loan Portal, or Capital Access Financial System (CAFS) or Veteran Small Business Certification (VetCert) login. If you don't have a login, click the Sign up link below to create one.

Email Address


This is a [U.S. Small Business Administration](#) federal government computer system that is for official use only. This system is subject to monitoring and anyone using it expressly consents to such monitoring. Individuals found performing unauthorized activities may be subject to disciplinary action including criminal prosecution. By registering, you consent to the collection process and storage of your information and agree to [SBA.gov policies, disclaimers and terms of service](#).

I agree to the terms and conditions of use

Next


Don't have an account? [Sign up](#)

Help: +1 866-443-4170




Where Government Contracting Starts


When Logging in...



Your SBA account can be used with all the listed tools and services.




jodylking8
▼



Veteran Certification

Apply for and manage your veteran small business certifications.


Manage Certifications



Manage Your Loans

Visit our MySBA Loan Portal to view loan details, make payments, access statements, and more.

Manage Loans




If you get this screen:

1. Check that you logged in with the correct email
2. Log out
3. Go back to MySBA Certifications and log in

If you have different email address for different SBA websites, please notate which email you are using for MySBA Certifications!!

<https://oauth.cls.sba.gov/home/>



Where Government Contracting Starts

Why SAM – Contract Award?

SBA

U.S. Small Business Administration

[Notifications](#) [Get Help](#) [User Profile](#)

Dashboard Messages Documents

Small Business Certification

▲ Have an Invitation Code? ⓘ
If you have been emailed an invitation code please click the link to enter.

Before you begin:


SBA uses the business information from your [SAM.gov](#) account to verify your identity. ⓘ

- Ensure your SAM.gov account is current and active. <https://sam.gov/content/status-tracker>
- If you already have a SAM.gov account, we recommend confirming your UEI, TIN, CAGE (if applicable), and bank account number in SAM.gov <https://sam.gov/content/entity-registration>.
- Note that if you make changes to your SAM.gov account, it will not be available in UCP until after it has been reviewed and **ACTIVATED** by SAM.gov.

ⓘ Important Note
SBA will only accept submissions from Qualifying Owners (primary, majority business owners).

[1-866-443-4110](tel:1-866-443-4110) certifications@sba.gov

- ❖ Invitation codes are for use by Delegates
- ❖ Delegates should use the invitation code and not create a separate log in.



Where Government Contracting Starts

Claim Your Business

Claim Your Business

To claim your business, you must verify your business information with SAM.gov. If you have multiple businesses, you will need to verify each business separately.

★ This process must be completed by a Qualifying Owner of the business

The Qualifying Owner is also responsible for attesting to the legally-required verification of information during the application process.

Verify your business ownership with SAM.gov.

SBA uses the business information from your [SAM.gov](#) account to verify your identity.

Before you begin:

- Ensure your SAM.gov account is current and active. <https://sam.gov/content/status-tracker>
- If you already have a SAM.gov account, we recommend confirming your UEI, TIN, CAGE (if applicable), and bank account number in SAM.gov <https://sam.gov/content/entity-registration>.
- Note that if you make changes to your SAM.gov account, it will not be available in UCP until after it has been reviewed and **ACTIVATED** by SAM.gov.

IMPORTANT NOTE: SBA will only accept submissions from Qualifying Owners (primary, majority business owners).

For sole proprietorships

You can use your Social Security Number (SSN) for business purposes. However, it is highly recommended that businesses obtain an Employer Identification Number (EIN). Applying for an EIN is simple and using your SSN for business can pose security and privacy risks. Please visit [IRS.gov](#) to apply for an EIN.

Unique Entity ID (UEI) ⓘ

12 Alphanumeric characters. No spaces allowed.

CAGE Code ⓘ

If applicable. If you have multiple, enter any valid one. Must correspond with bank account below and be 5 alphanumeric characters.

Bank Account Number ⓘ

Enter the bank account number EXACTLY as it was provided to SAM.gov. NOTE: SBA encrypts this number, and will only use it for confirmation.

Taxpayer Identification Number (TIN) ⓘ

TIN must contain only numeric digits and must be 9 digits in length. No spaces or hyphens allowed.

If you are not a Qualifying Owner, DO NOT PROCEED.

ALASKA APEX ACCELERATOR Where Government Contracting Starts Claim Error

MySBA-Certifications: Claim Your Business

Claim Your Business

To claim your business, you must verify your business information with SAM.gov. If you have multiple businesses, you will need to verify each business separately.

This process must be completed by a Qualifying Owner of the business

The Qualifying Owner is also responsible for attesting to the legally-required verification of information during the application process.

Verify your business ownership

SBA uses the business information from your identity.

Before you begin:

- Ensure your SAM.gov account is current. <https://sam.gov/contect/status-track>
- If you already have a SAM.gov account, ensure your Unique Entity ID (UEI), TIN, TIN, CAGE (if applicable), and bank account number in SAM.gov are correct. <https://sam.gov/contect/entity-registration>
- Note that if you make changes to your SAM.gov account, it will not be available in UCP until after it has been reviewed and **ACTIVATED** by SAM.gov.

IMPORTANT NOTE: SBA will only accept submissions from Qualifying Owners (primary, majority business owners).

Unique Entity ID (UEI) *

12 Alphanumeric characters. No spaces allowed.

Taxpayer Identification Number (TIN) *

TIN must contain only numeric digits and must be 9 digits in length. No spaces or hyphens allowed.

This business has already been claimed.

- If you claimed the business using another email account, please log in using that account.
- If your business has other qualifying owners, please ensure that they have not already claimed the business. Each business can only be claimed once.
- If none of the above are true, you should contact UCP support for further assistance.

Close

Find

ALASKA APEX ACCELERATOR Where Government Contracting Starts Claim Your Business

SBA U.S. Small Business Administration Notifications Get Help User Profile

Dashboard Messages Documents

Claim Your Business


Confirm your Business Type*

- Select -

Business Name	KING JODY L
DBA	
Address	1901 Bragaw St Ste 199 Anchorage AK 99508
Entity Type	Sole Proprietorship
NAICS Code	541611Y
Government Contact	JODY KING


Sole Proprietor
Partnership
Corporation
Limited Liability Company

Next



Where Government Contracting Starts

Certification Program Selection



Notifications Get Help User Profile

Dashboard Messages Documents

Select Intended Program(s) for Application

Please select the appropriate program(s) you wish to apply for from the options below.

8(a) Business Development

The 8(a) Business Development Program is a robust nine-year program to assist socially and economically-disadvantaged entrepreneurs. Participants receive the following benefits: Business development assistance, mentorship, and access to government contracts.
For further details and step-by-step guidance, please visit [here](#)

Women-Owned

Women-Owned Small Business (WOSB) Certification: The WOSB Federal Contract Program aims to empower and foster the growth of women-owned business in the federal contracting marketplace. It offers opportunities for women owned and controlled businesses to compete for federal contracts and receive support to enhance their federal contracting business capabilities.
For further details and step-by-step guidance, please visit [here](#)

Economically-Disadvantaged Women-Owned

Economically Disadvantaged Women-Owned Small Business (EDWOSB) Certification: EDWOSB certification is a subset of the WOSB Federal Contract Program for women-owned businesses that meet the qualifications for WOSB Program and fall within the financial thresholds of the program. Benefits include additional contracting opportunities and resources to support business growth and success in the federal contracting marketplace.
For further details and step-by-step guidance, please visit [here](#)

Veteran-Owned

Veteran-Owned Small Business (VOSB) Program: The VOSB Program supports and encourages businesses owned by America's veterans. This program encourages veterans to continue contributing to the nation through economic means. VOSB participants benefit from SBA resources, training, and access to government contracts.
For further details and step-by-step guidance, please visit [here](#)


HUBZone

The HUBZone Program supports businesses located in historically underutilized areas. It aims to stimulate economic growth in these regions by providing government contracting preferences to qualified HUBZone businesses.
For further details and step-by-step guidance, please visit [here](#)

Service-Disabled Veteran-Owned

Service-Disabled Veteran-Owned Small Business (SDVOSB) Program: The SDVOSB Program is an extension of the VOSB Program and offers additional benefits to veterans with service-connected disabilities.
For further details and step-by-step guidance, please visit [here](#)

[Next](#)



Where Government Contracting Starts



State & Commercial Certification Overview

Even more small business certifications

Department of Transportation – Certified through State Programs

DBE (Disadvantaged Business Enterprise)

The main objectives of the DBE Program are:

- To ensure that our contractors comply with DBE laws and requirements.
- To ensure that DBEs can compete fairly for federally funded transportation-related projects.
- To ensure that only eligible firms participate as DBEs.
- To assist DBE firms in competing outside the DBE Program.

Alaska Approved Disadvantaged Business Enterprise (DBE) Program

-  Alaska Approved Small Business Enterprise (SBE) Program Plan
-  SBE Program Approved by FHWA



<http://www.dot.state.ak.us/cvlrts/aucp.shtml>



Disadvantaged Business Enterprise:

Is your entity certified by a state certifying agency as a Department of Transportation Disadvantaged Business Enterprise?

Yes - DOT Certified DBE ▼

❖ Supplier Diversity Programs

• MBE – Minority Business Enterprise

Northwest Mountain Minority Supplier Development Council <https://nwmsdc.org/>

• WBE – Woman Business Enterprise

Women's Business Enterprise National Council (WBENC) <http://www.wbenc.org/>

US Women's Chamber of Commerce <http://www.uswcc.org/certification>

El Paso Hispanic Chamber of Commerce <http://www.ephcc.org/>

National Women Business Owners Corporation <http://www.nwboc.org/>

• DOBE – Disability-Owned Business Enterprise

Disability Supplier Diversity Program <https://disabilityin.org/>

Coupa Suppliers <https://supplier.coupa.com/certifications/dobe-certification/>

• LGBT – Lesbian Gay Bisexual Transgender Business Enterprise

National LGBT Chamber of Commerce <https://nglcc.org/lgbtbe-certification/>






Have Certs?


Making the most out of small business certifications

Got Certs?

- ❖ Got certifications? Now what...
 - Do the research:
 - SAM.gov – Contract Opportunities
 - FPDS.gov
 - SBA Agency Scorecards – which agencies have met goals?
- ❖ Respond to Sources Sought Notices & RFIs – request to have the solicitation set-aside for one of the programs under which you certified
- ❖ Promote your certifications! You've worked hard to gain them, now market them!
 - Have a government focused page on your website
 - Add to business cards and marketing material
 - Know when to push your certifications:
 - Industry Days
 - Additional value added for Prime's Small Business Subcontracting plans
- ❖ Calendar your recertification dates






search here 

Where Government Contracting Starts

Program Introduction

[HOME](#) [GETTING STARTED](#) [EVENTS & TRAINING](#) [TOOLS](#) [NEWS](#) [ABOUT](#)



Answers to Common Questions

Our FAQ area has info on UEI, SAM, GSA, and other government contracting topics.

see our extensive FAQ >


- Free assistance with all aspects of government contracting, from cradle to grave (start to finish) for federal, state and local purchasing activity
- Free one-on-one appointments
- Free workshops (Special events and extended training session may have registration fees)
- The Alaska APEX is one of 96+ other APEX Accelerators across the US, Puerto Rico, & Guam

Are you new to government contracting?

Government contracting is a more complex, involved business process than what is usually found in the private sector.

ARE YOU READY for government contracting? >

THE 10-STEP APPROACH to government contracting >



UAA Business Enterprise Institute


UNIVERSITY of ALASKA ANCHORAGE

The Alaska APEX is a program of the UAA Business Enterprise Institute and is funded in part through a cooperative agreement with the Department of Defense Office of Small Business Programs

<https://apexalaska.org/>

<https://www.napex.us/>

<https://www.apexaccelerators.us/#/>



Where Government Contracting Starts

Questions?

Alaska APEX Accelerator Staff Contact Information

Anchorage: Phone: 907-786-7258




Carolyn Pratt, Director	capratt@alaska.edu	907-786-7259
Jody King, Assistant Director	jking8@alaska.edu	907-786-7270
Craig von Holdt, Contract Specialist II	cavonholdt@alaska.edu	907-786-7281
Tony Taylor, Contract Specialist	ttaylor12@alaska.edu	907-786-7239
Lynda Gregory, Program Specialist	lmgregory@alaska.edu	907-786-7258

Fairbanks: Phone: 907-450-8979

Pierre Thompson, Center Director/Contract Specialist pdthompson@alaska.edu

General email: info@apexalaska.org **Website:** <https://alaskapex.org>

To request assistance, sign up here: <https://akptac.ecenterdirect.com/signup>

How can the Alaska APEX help you?