

U.S. Small Business Administration

U.S. Small Business Administration
Syracuse District Office

Steve Barr
Business Opportunity Specialist

U.S. Small Business Administration

SBA Resource Partner Network

Access the right tools at the right time—wherever you are.

POWERED BY SBA
U.S. Small Business Administration

Approved and funded by the SBA

1,400+ partner offices nationwide

Find local resource partners near you at SBA.gov/local-assistance



SBA U.S. Small Business Administration

Are you Ready to Consider Federal Contracting?



The world's largest customer, buying all kinds of products & services



Required by law to provide contract opportunities to small businesses



Evaluate your readiness & learn more by visiting **SBA.gov/contracting**

U.S. Small Business Administration

Qualify for Federal Contracts with Certifications



The SBA works with federal agencies to award at least 23% of all prime government contracting dollars each year to small businesses that are certified with the **SBA's contracting programs**. Programs include:

- 8(a) Business Development Program
- Historically Underutilized Business Zones (HUBZone) Program
- Women-Owned Small Business (WOSB) Program
- Service-Disabled Veteran-Owned Program

8(a) Business Development Program

- Access to business development support
- Build capacity and grow through contracts
- Nine-year program available once per lifetime

U.S. Small Business Administration

8(a) BD Program Objectives

Eligibility

Must be Socially and Economically Disadvantaged

Assistance

Management and technical assistance to help companies compete for business opportunities

Government Contracting

Helps thousands of entrepreneurs understand and succeed in government contracting

Ability to Thrive

Assist and graduate firms to allow them to thrive competitively

Getting the Most Out of Your 8(a) Certification

- Qualify for set-aside or sole-source contract awards, helping agencies achieve success
- Sole-source contract value threshold: $8.5M for manufacturing; $5.5M for all others
- Opportunity to build capacity and grow by establishing joint ventures and participating in the SBA's Mentor-Protégé Program
- Access to management and technical assistance programs, guaranteed loans, and bonding assistance

HUBZone Program

The purpose is to promote job growth, capital investment, and economic development to historically underutilized business zones, referred to as HUBZones, by providing contracting assistance to small businesses located in these economically distressed communities.

Is the HUBZone Certification Appropriate for You?

Eligibility Requirements:

- 51 percent ownership requirement
- Located in a HUBZone (maps.certify.sba.gov)
- 35 percent employee requirement
- SBA size standards
- No minimum time in business

Women-Owned Small Business

- Take advantage of annual prime contracting goals
- Build capacity and grow
- Access set-asides for WOSB and EDWOSB

WOSB Program Objectives

- 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. Certifications need to be renewed every 3 years.
- 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.

Unique Aspects of the WOSB Program

Both WOSB and EDWOSB are North American Industry Classification (NAIC) code specific not all industry codes qualify.

There are currently 733 NAICs codes that qualify.

WOSB – 626 codes

EDWOSB – 107 codes

Veteran Small Business Certification Program (VetCert)

- Through the VetCert program, small businesses are certified as veteran-owned small businesses (VOSBs) and service-disabled veteran-owned small businesses (SDVOSBs). Businesses who are designated with this classification are eligible to compete for sole-source and set-aside federal contracts.
- VetCert showcases the SBA's commitment to the veteran community and growing the agency’s federal contracting base.

SBA U.S. Small Business Administration

VetCert Program Eligibility

- Meet SBA small business size standards according to NAICS codes with registered business profile on SAM.gov
- Have at least 51 percent of the business owned and controlled by one or more veterans
- SDVOSBs must have at least 51 percent of the business owned and controlled by one or more veterans designated as service-disabled by the VA.
- Permanently disabled veterans may still qualify if their spouse or appointed caregiver can assist with daily operations.

SAM.GOV

Prior to applying for SBA certifications, you would need to be registered and active in SAM.gov

MySBA Certifications

Apply for and manage all federal contracting certifications in one place

- WOSB/EDWOSB, HUBZone, 8(a), and VOSB/SDVOSB

Spend less time applying with reduced paperwork and streamlined processes

certifications.sba.gov

U.S. Small Business Administration

An official website of the United States government Here's how you know

MySBA Certifications

Your one-stop destination for SBA's small business certifications.

Should I Apply

See if your business is ready to be certified

Find Out

Prepare for Application

Get your business ready for certification

Prepare

HUBZone Calculator

See if your business qualifies for HUBZone

Launch

Benefits of Certification

- Access to sole-source and competitive set-aside contracts
- Assistance from federal procurement experts
- Business development assistance from dedicated Business Opportunity Specialists
- Opportunities to create joint ventures with established businesses
- Priority access to federal surplus property

Our Programs

SBA offers four certifications, and eight total programs, to help you stand out, find contracts, and grow your business.

8(a)
8(a) Business Development

HUBZone
HUBZone

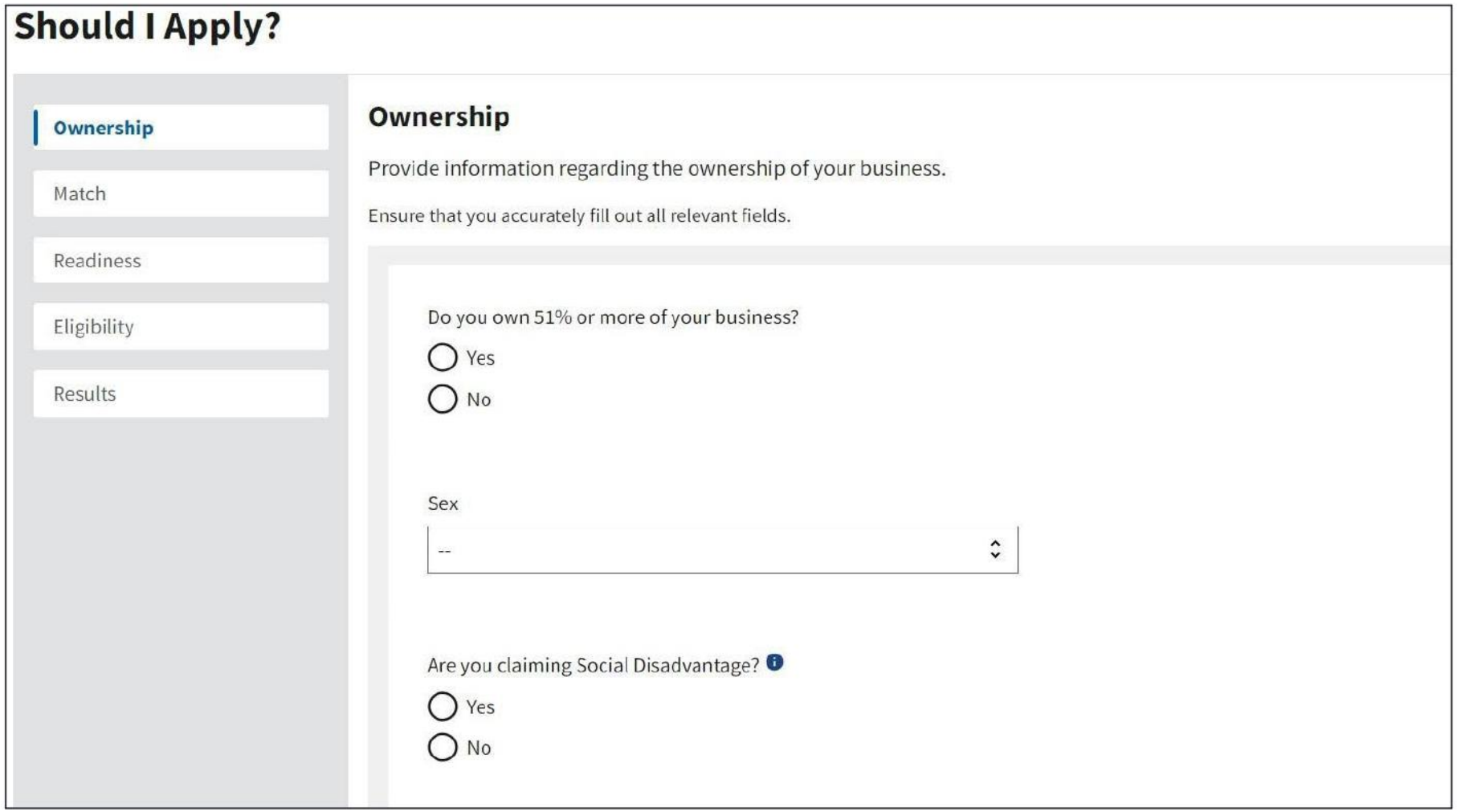
VOSB
Veteran-Owned

WOSB
Women-Owned

Stand out from the crowd.

Get Certified!

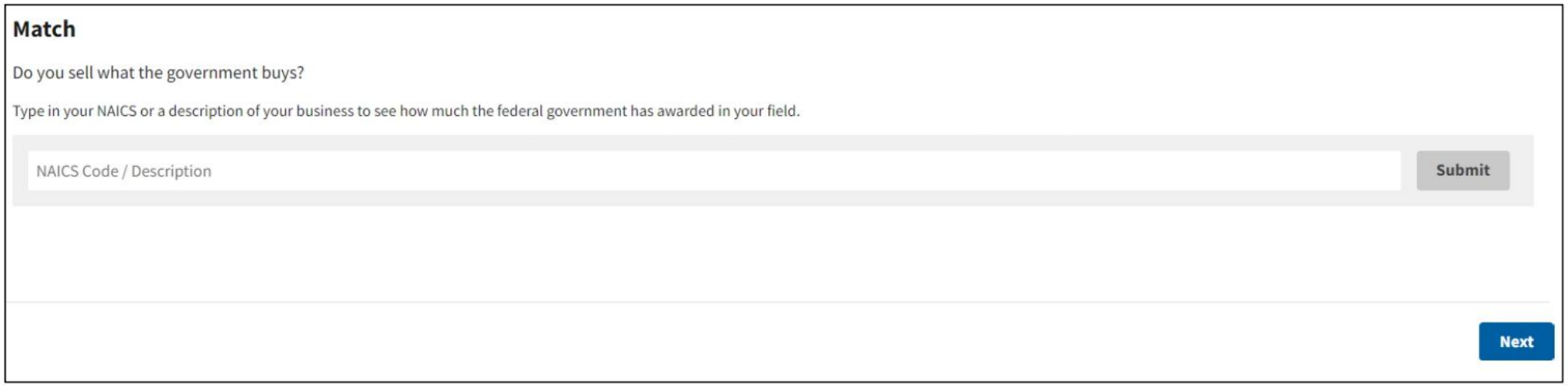
MySBA-Certifications: Should I apply? (Ownership)



MySBA-Certifications: Should I apply? (Ownership) cont'd



MySBA-Certifications: Should I apply? (Match)



MySBA-Certifications: Should I apply? Readiness cont'd

Readiness

Is your business ready to take full advantage of the SBA Certification Program?

1. Is your business generating revenue?

- (●) Yes
- ( ) No

2. Do you have a track record of delivering quality goods and services on time and within budget?

- (●) Yes
- ( ) No

3. Can you invoice and receive payments electronically?

- (●) Yes
- ( ) No

4. Can you cover your costs (hire personnel, purchase equipment, cover overhead expenses, etc.) prior to receiving your first payment?

- (●) Yes
- ( ) No

MySBA-Certifications: Should I apply? (Eligibility) cont'd

Eligibility

Are you eligible for the SBA Certification Program?

1. Do you own a small business located in the U.S.?

- (●) Yes
- ( ) No

Do you believe your principal office is located in a HUBZone?

- (●) Yes
- ( ) No

Do you believe that 35% of your employees reside in HUBZone?

- (●) Yes
- ( ) No

2. Is your business registered at SAM.gov?

- (●) Yes
- ( ) No

MySBA-Certifications: Should I apply? (Eligibility) cont'd

3. Are you under financial limits?

- (●) Yes
- ( ) No

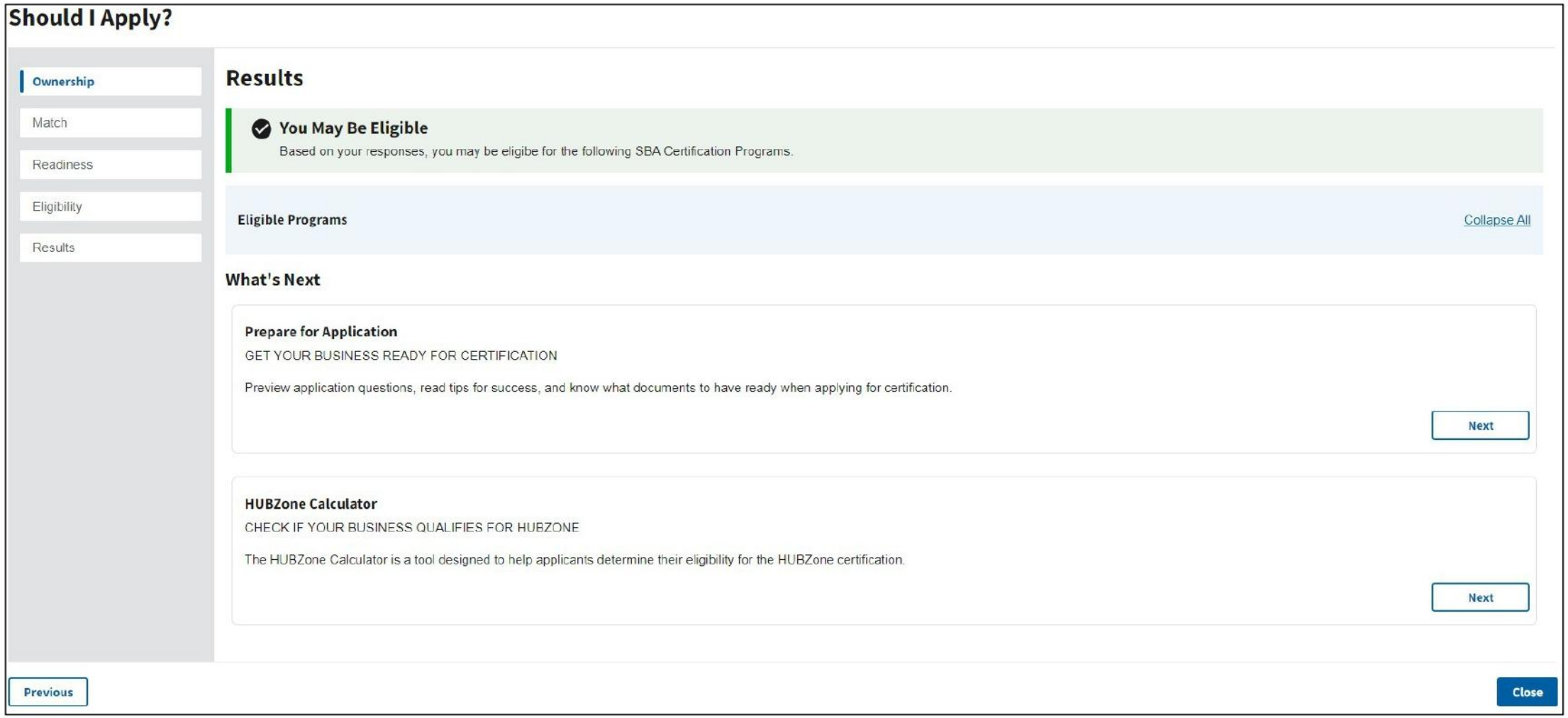
4. Can you provide annual financial statements (Balance Sheet and Income Statement)?

- (●) Yes
- ( ) No

5. Do you affirm that neither this business, nor any of its owners, have ever been debarred or suspended by any federal entity?

- (●) Yes
- ( ) No

MySBA-Certifications: Should I apply? (Results)



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 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.

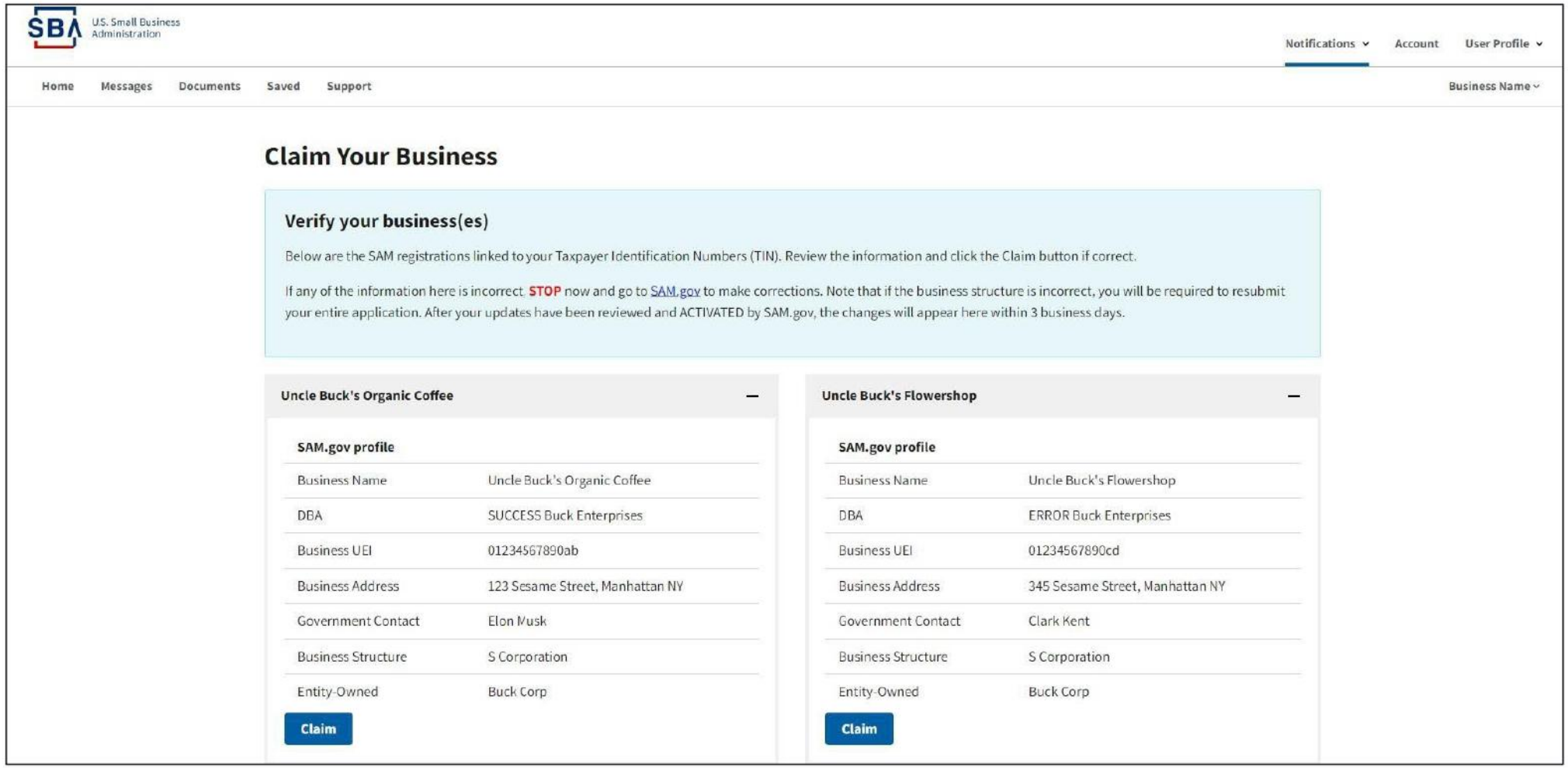
Taxpayer Identification Number (TIN) *

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

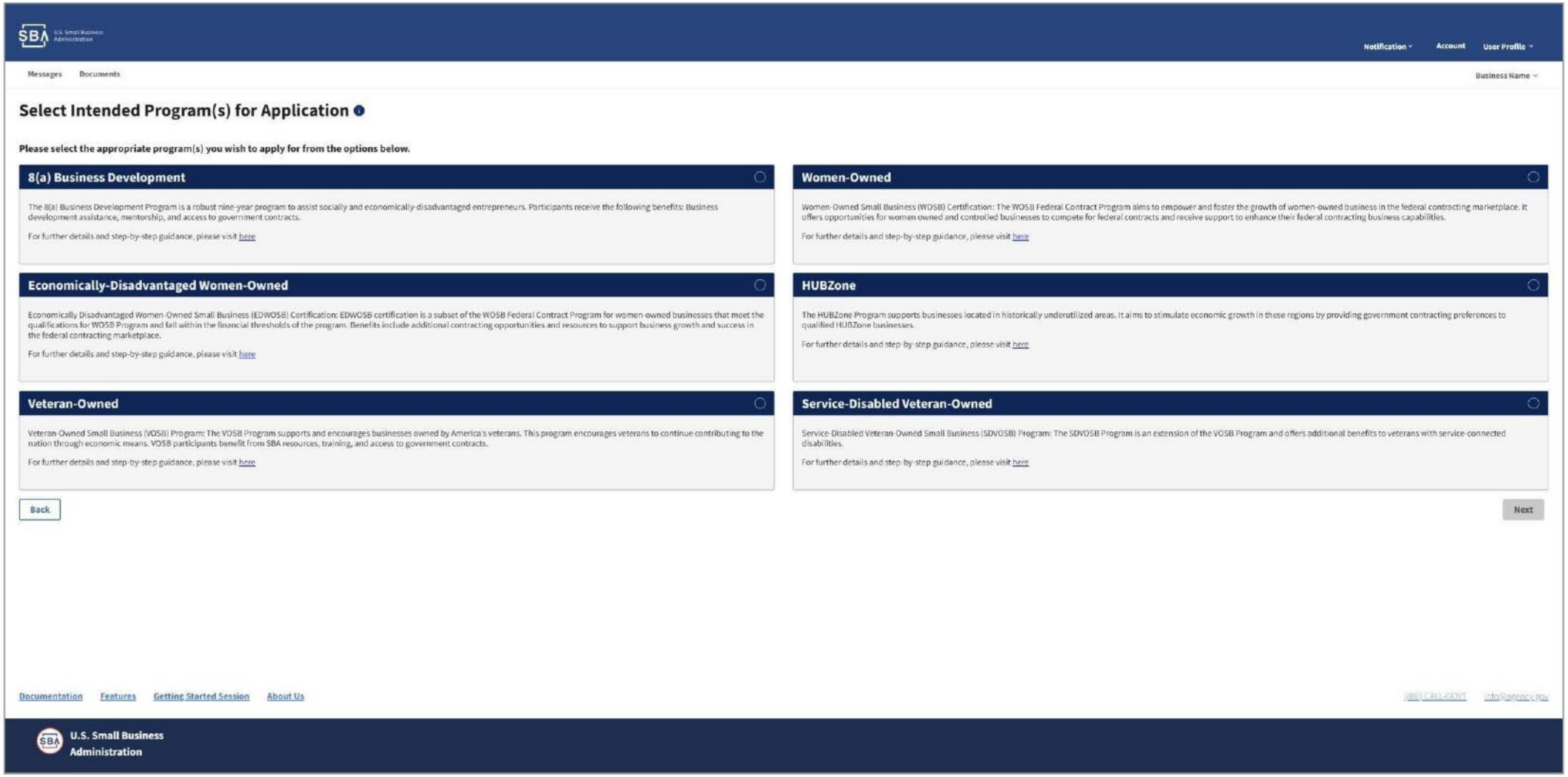
If you are not a Qualifying Owner, DO NOT PROCEED.

Find

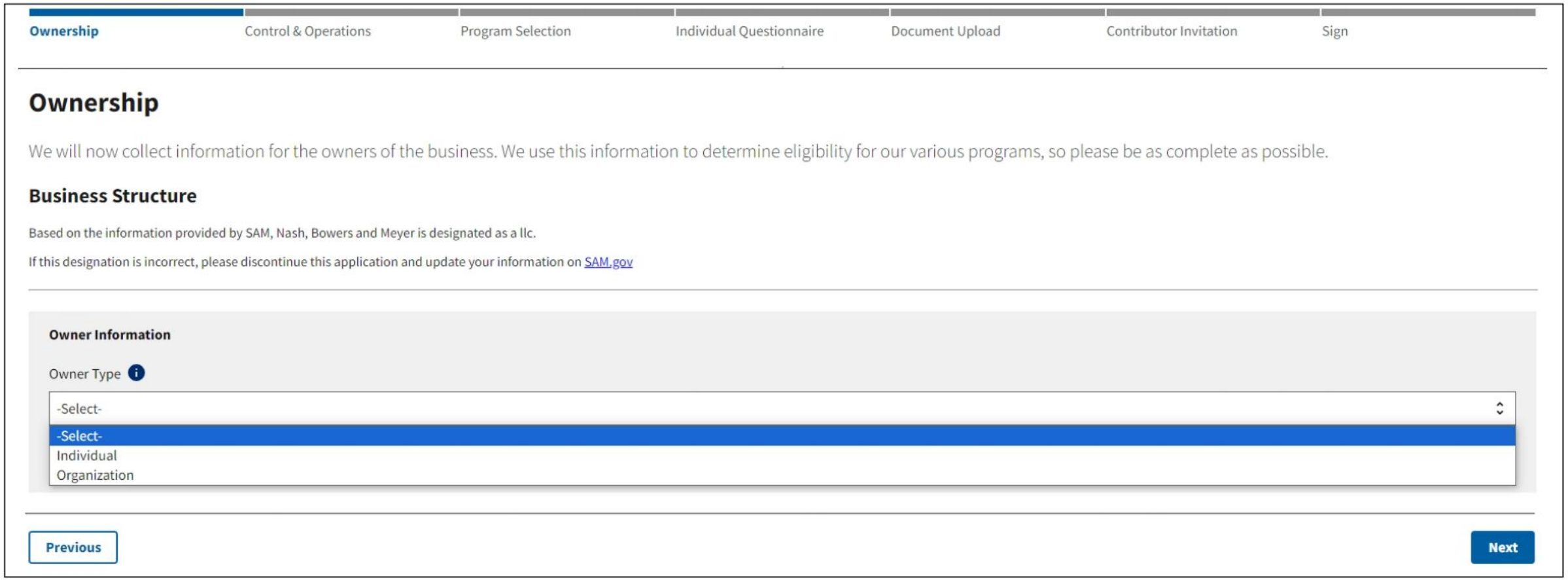
MySBA-Certifications: Claim Your Business



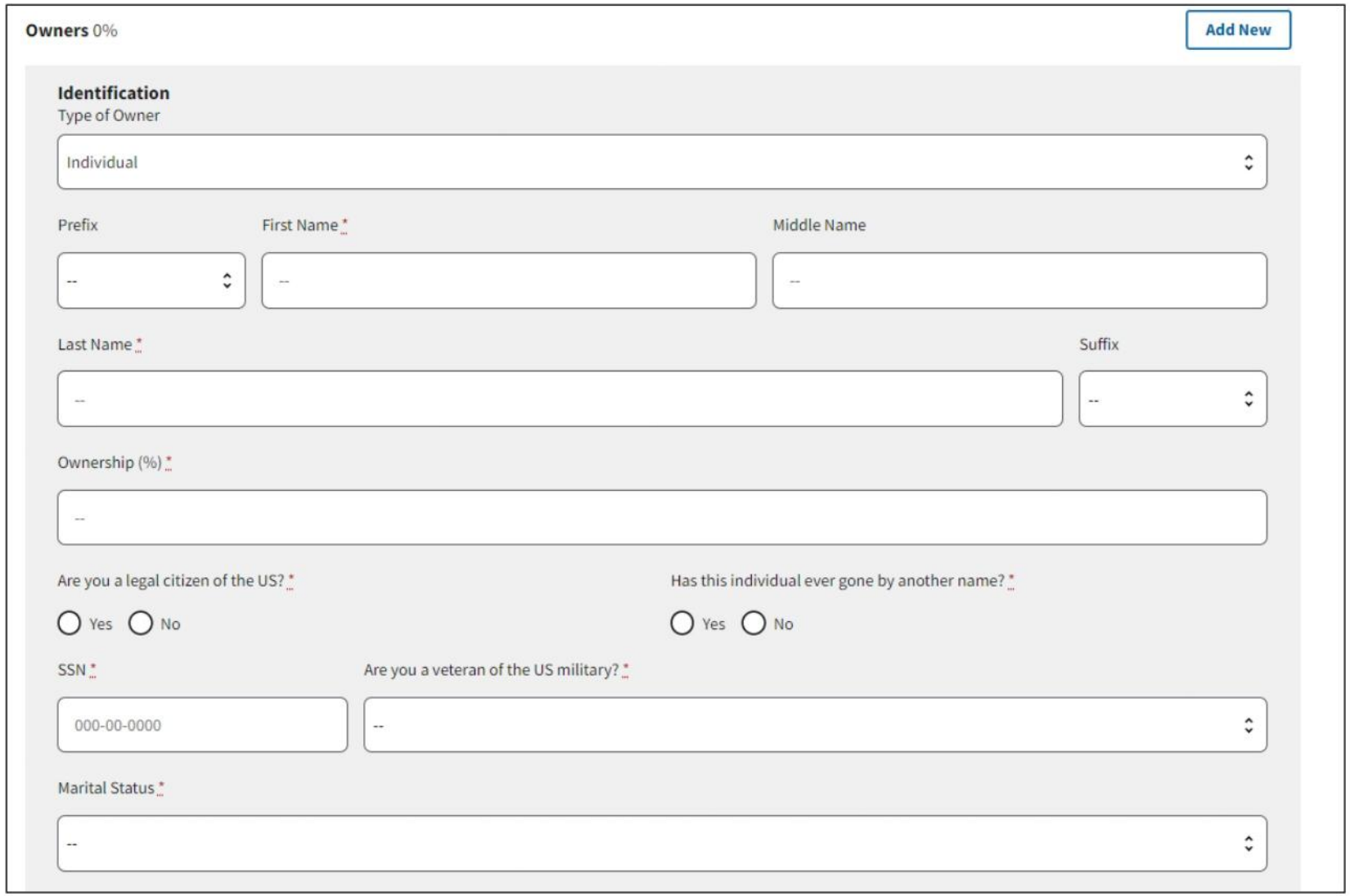
MySBA-Certifications: Select Intended Program(s)



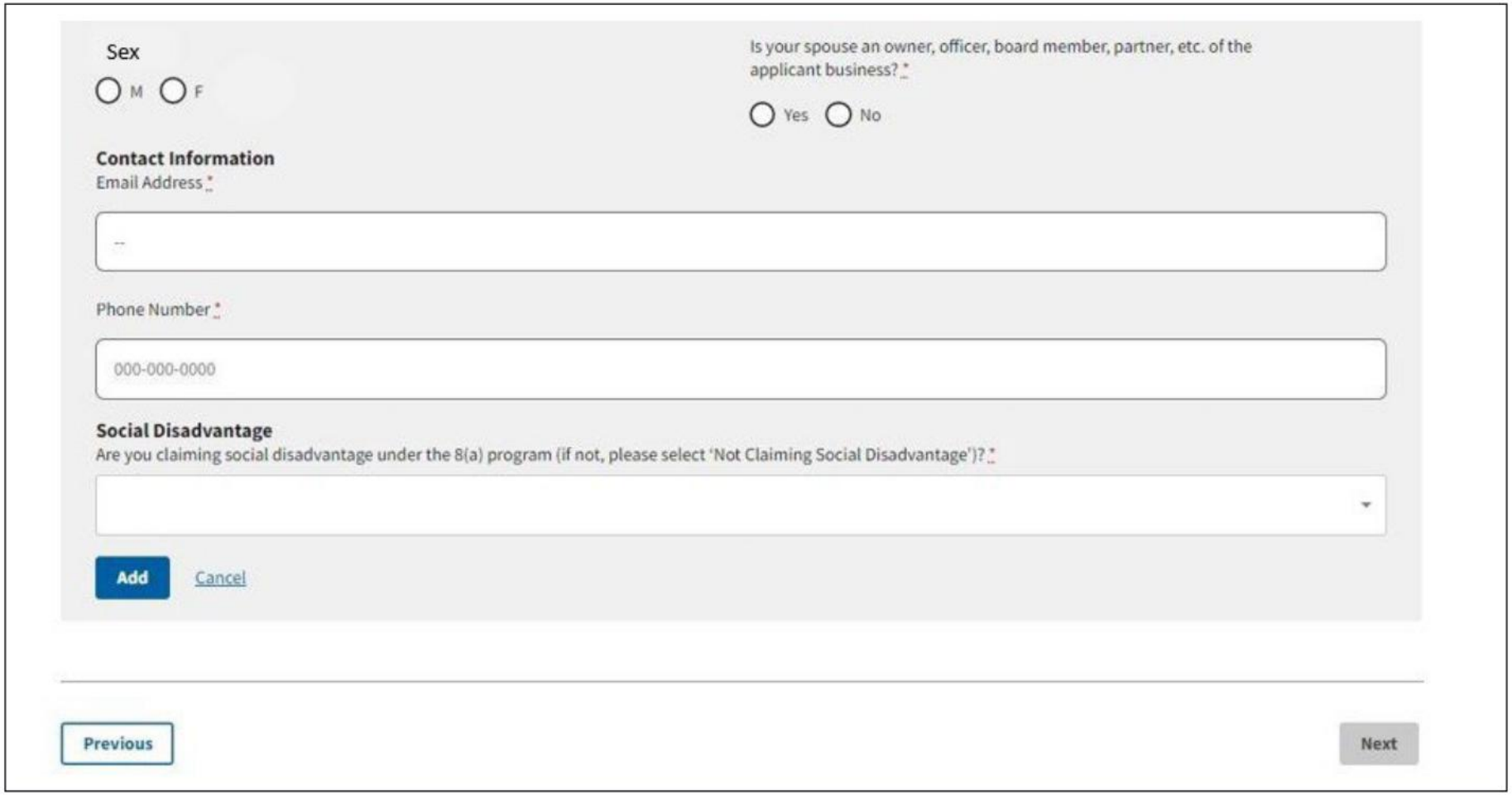
MySBA-Certifications: Ownership



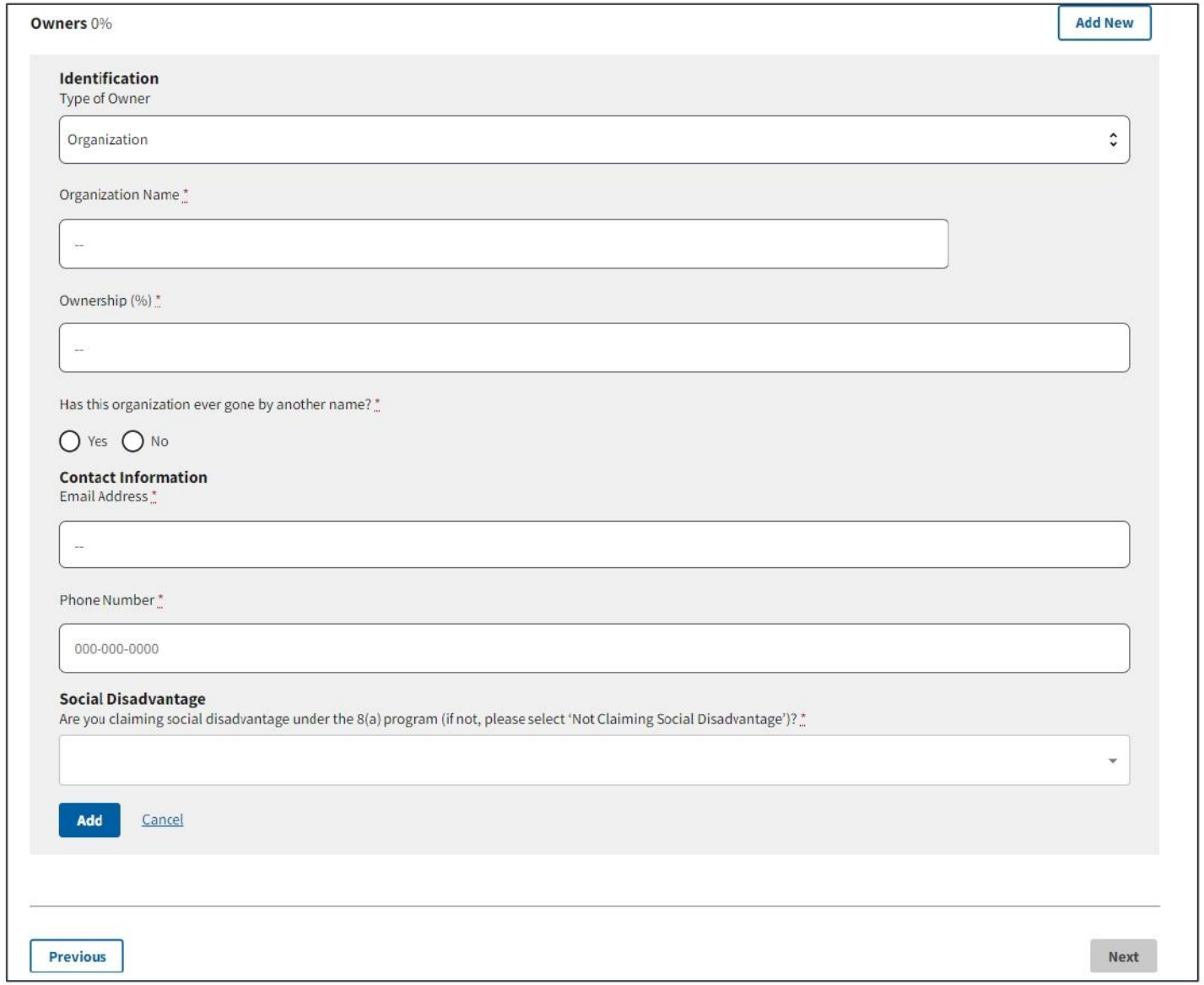
MySBA-Certifications: Ownership – Individual



MySBA-Certifications: Ownership – Individual cont'd



MySBA-Certifications: Ownership – Organization



MySBA-Certifications: Control & Operations

Control & Operations

Please enter the following information about any individual who is on the management team of the company, but is not an owner.

Management Structure

Based on the information provided, Nash, Bowers and Meyer is designated as a llc.

If this designation is incorrect, please discontinue this application and update your information on SAM.gov

List any individual who is on the management team of your company but is not an owner since the information was previously provided. Include any officers, directors from a board of directors or board of managers, or members, as applicable.

First Name *

Last Name *

Email *

Title/Position *

Principal Type *

- Select -

Are you a license holder? *

◯ Yes ◯ No

Add Row Cancel

MySBA-Certifications: Eligible Program Selection

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

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

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

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

MySBA-Certifications: Questionnaire

Please answer the questions about your business or firm in each section below. When all sections are complete, review and sign the application.

8(a) Specific **Status:** Completed	**HUBZone Calculator** **Status:** Not Started	**All Programs** **Status:** Completed
Ownership Details **Status:** In Progress	**Identifying** **Status:** Completed	**Federal Relationships** **Status:** Completed
Ownership & Control **Status:** In Progress	**Business Relationships** **Status:** Completed	**Prior/Familial 8(a) Involvement** **Status:** Completed
8(a) Character **Status:** Completed	**8(a) Social Disadvantage** **Status:** Not Started	**Economic Disadvantage** **Status:** Not Started

MySBA-Certifications: Core Business Information

Core Business Information

Has your business' ownership, legal structure, or name changed in the past two years? *

(•) Yes ( ) No

Does the applicant business have a franchise agreement? *

(•) Yes ( ) No

Does your company share any of the following with another business or organization? *

Office Space and/or Location × | Equipment × | Services × | Employees ×

Please explain the nature of the resources/services shared, including the name(s) of each business you share resources/services with. *

test

996 characters left

MySBA-Certifications: Core Business Information cont'd

Please explain the nature of the resources/services shared, including the name(s) of each business you share resources/services with. *

test

996 characters left

Does the company have any agreements or receive financial support that may impact ownership or control? *

(●) Yes ( ) No

Please enter a written explanation within the comment box. *

test

996 characters left

MySBA-Certifications: Core Business Information cont'd

Is the applicant business doing business under an assumed, trade, or fictitious name? *

(•) Yes ( ) No

Please list DBA's *

test

996 characters left

MySBA-Certifications: Core Business Information cont'd

Are professional licenses or certificates required to operate the applicant business? *

(●) Yes ( ) No

Please note who holds the license(s) or certificate(s). *

Name *

test

License Name *

test

Explanation *

test

996 characters left

Add Row Cancel

Name	License Name	Explanation	Actions
test	test	test	Delete

Previous Next

MySBA-Certifications: Core Business WOSB and EDWOSB





MySBA-Certifications: Individual Contributor Identifying and Contact Information

Individual Contributor Identifying And Contact Information

Marital Status *

Married

Spouse First Name *

John

Spouse Last Name *

Smith

Spouse Email *

test@test.com

Race/Ethnicity *

Black or African American

Race/Ethnicity *

Black or African American

Date of Birth *

07/04/1980

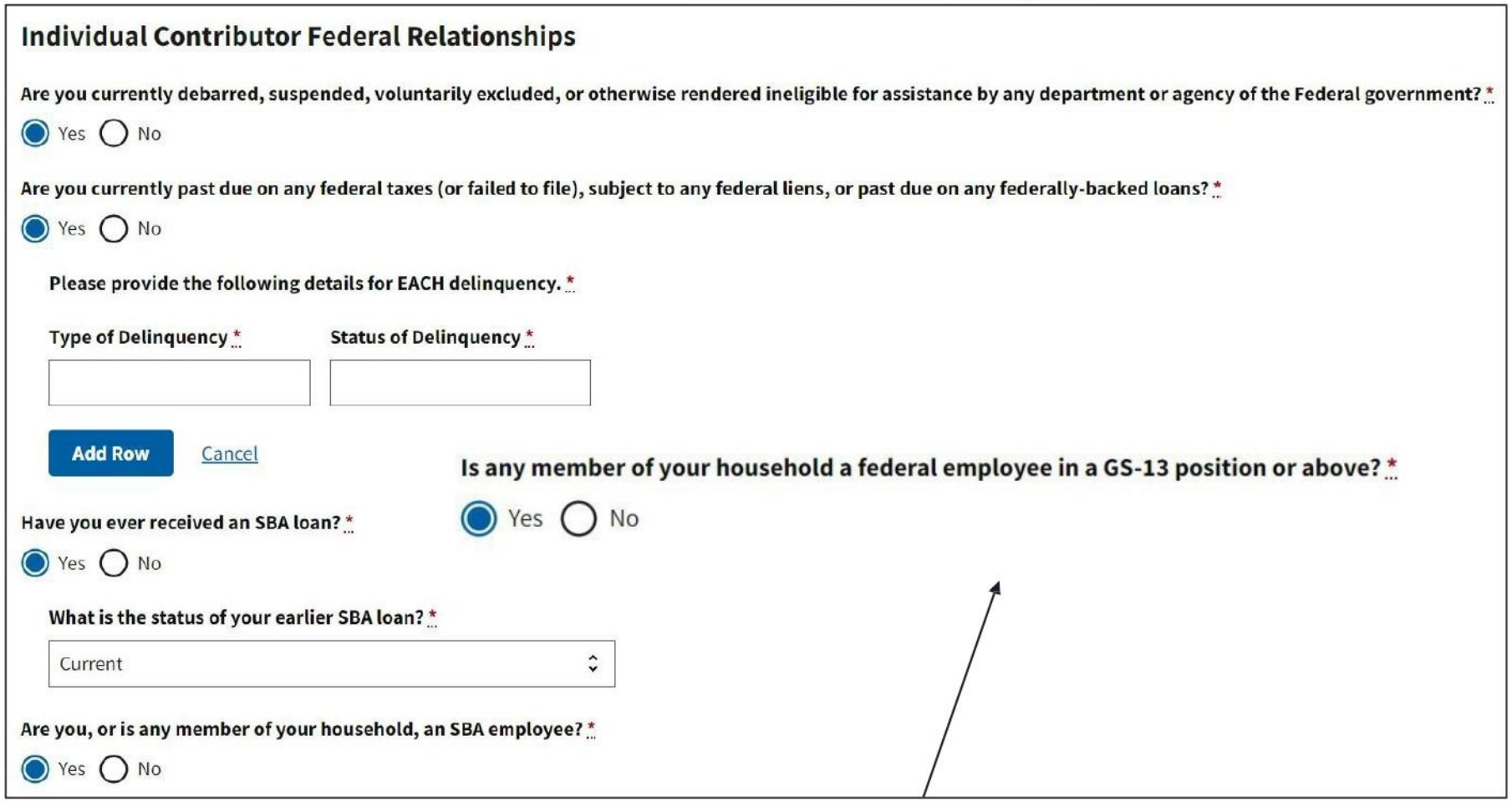
Country of Birth *

United States

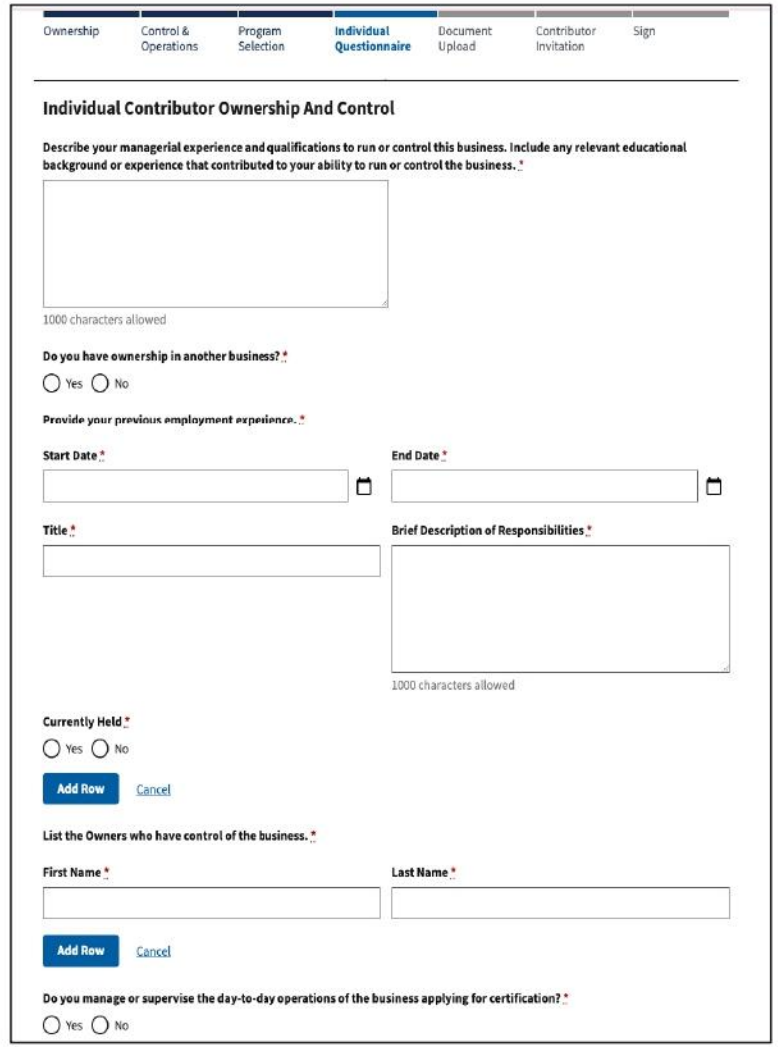
Has the owner ever gone by another name? *

(•) Yes ( ) No

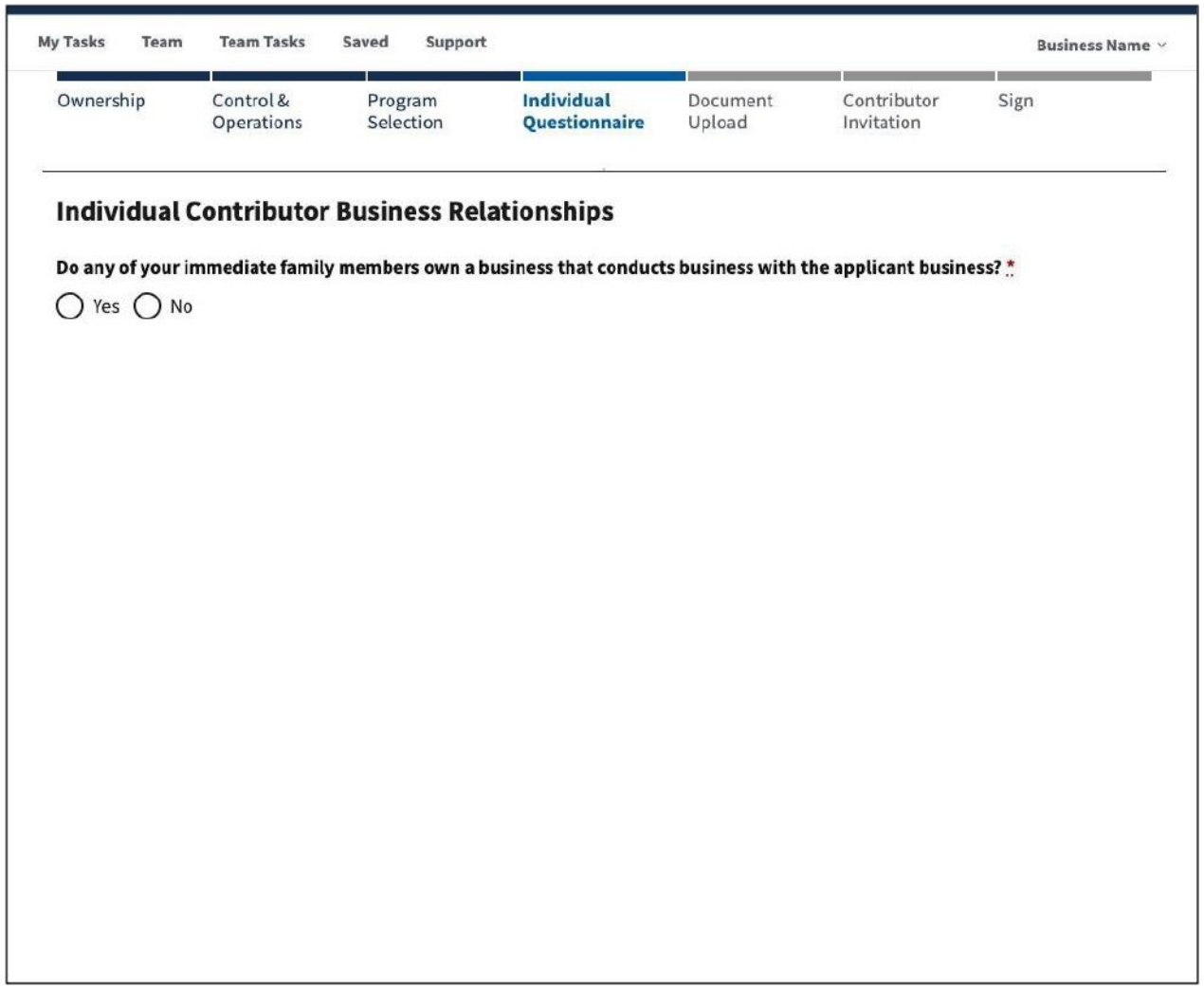
MySBA-Certifications: Individual Contributor Federal Relationships



MySBA-Certifications:
Individual Contributor Ownership and Control



MySBA-Certifications: Individual Contributor Business Relationships



MySBA-Certifications: Individual Contributor 8(a) Prior Familial Involvement

Individual Contributor Eight A Prior Familial Involvement

Have any of your immediate family members ever owned a business that was admitted to the 8(a) program? *

(●) Yes ( ) No

Please provide the following information about the business which was admitted to the 8(a) Program: *

Business name *

Business primary NAICS code during participation in 8(a) Program. *

Business UEI *

Business relationship with your business *

Details of any common ownership or management of your business by the family member *

1000 characters allowed

Have you already used your one-time 8(a) eligibility to qualify a business for the 8(a) program? *

(●) Yes ( ) No

Add Row Cancel

MySBA-Certifications: Individual Contributor 8(a) Character

Individual Contributor Eight A Character

Have you ever gone by any other names? *

(●) Yes ( ) No

Provide details of your other name(s). *

Are you presently subject to an indictment, criminal information, arraignment, or other means by which formal criminal charges are brought? *

(●) Yes ( ) No

Have you been arrested in the past six months/year for any criminal offense? *

( ) Yes (●) No

Have you been arrested in the past six months/year for any criminal offense? *

( ) Yes (●) No

For any criminal offense, other than minor motor vehicle violations/including expunged records, have you ever been convicted, plead guilty, plead nolo contendere, been placed on pretrial diversion, or been placed on any form of parole or probation (including probation before judgement)? *

( ) Yes (●) No

UCP: Individual Contributor 8(a) Economic Disadvantage

Individual Contributor Economic Disadvantage

Detail the draws/distributions taken from the applicant firm in the last three years. *

1000 characters allowed

Have you transferred any assets to any immediate family member for less than fair market value in the last two years? *

(●) Yes ( ) No

Please provide the following details about the transfer. *

Nature and value of asset. *

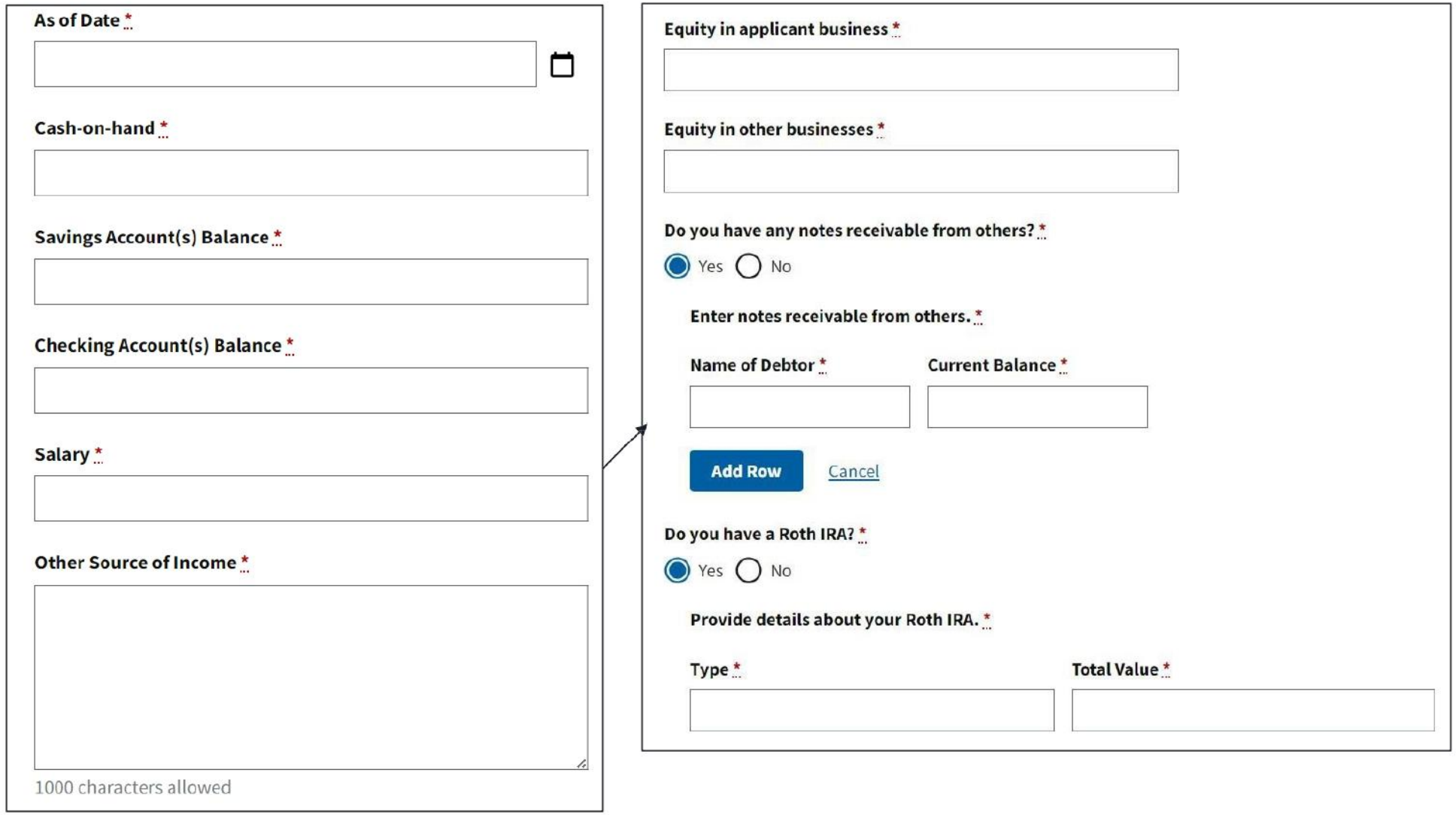
Details of the transfer (including sale price) *

Recipient name *

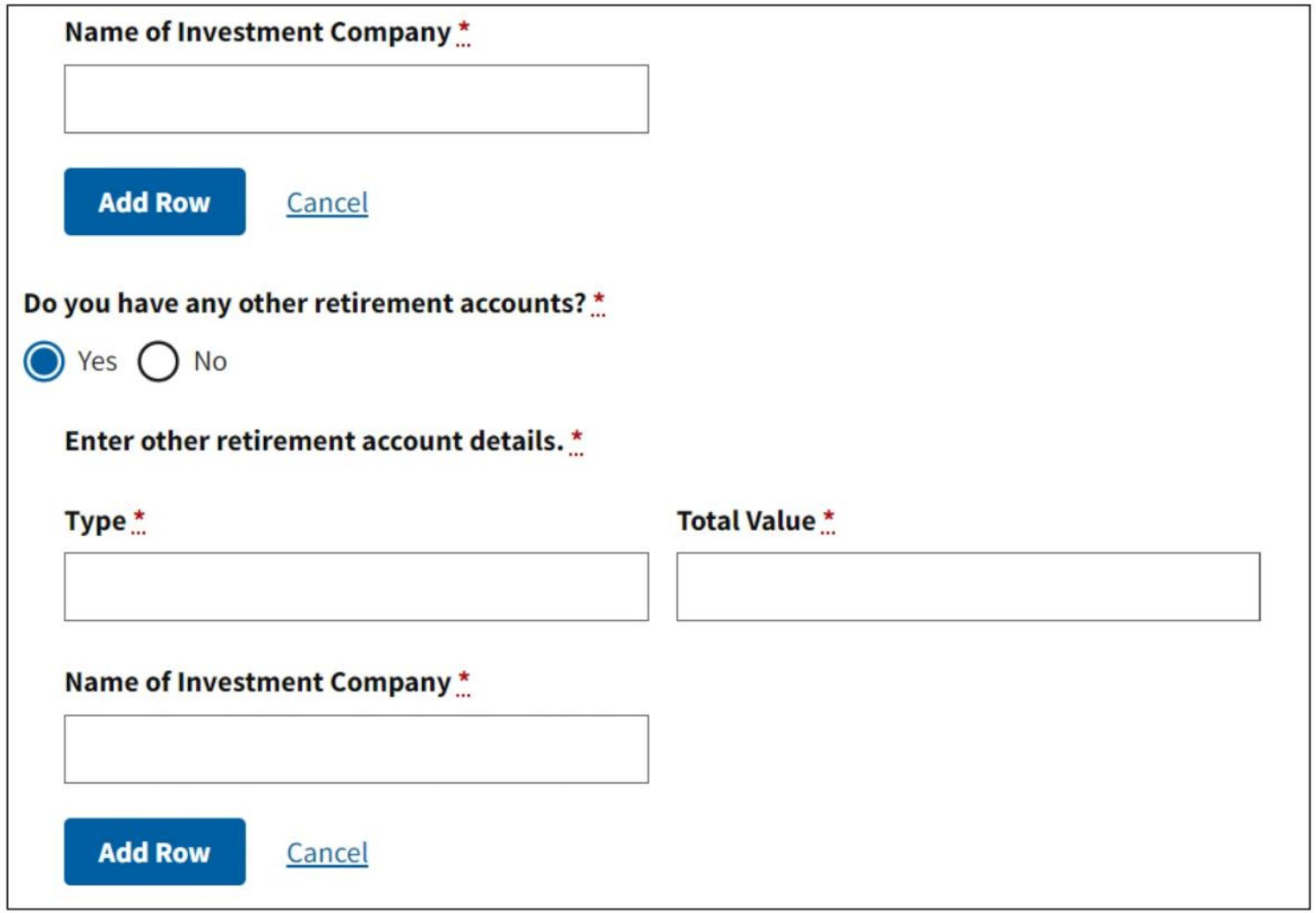
Relationship to recipient *

Add Row Cancel

UCP: Individual Contributor 8(a) Economic Disadvantage cont'd



MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd



MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd

Do you have any life insurance policy that has a cash surrender value? *

(●) Yes ( ) No

Enter life insurance policy details. *

Name of Insurance *

Case Surrender Value (if applicable)

Face Amount *

Beneficiaries *

Add Row Cancel

Do you have any loans against a life insurance policy? *

(●) Yes ( ) No

What is the current balance of any loans against life insurance? *

Do you have any stocks, bonds, or mutual funds? *

(●) Yes ( ) No

MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd

Enter stock, bond, or mutual fund details. *

Type *

Name of Securities *

Total Value *

Number of Shares *

Cost *

Market Value *

Date of Quotation Exchange *

Interest & Dividends Received *

Add Row Cancel

Do you own your primary residence? *

(•) Yes ( ) No

What is the address of your primary residence? *

Is your primary residence jointly owned? *

( ) Yes ( ) No

MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd

Is your name on the mortgage? *

- Select -

What is the current value of your primary residence? *

What is the mortgage balance on your primary residence? *

Is there a lien, 2nd mortgage or Home Equity Line of Credit on your primary residence? *

◯ Yes ◯ No

Do you own any additional real estate? *

◉ Yes ◯ No

You may add and remove real estate holdings below *

What is the type of Other Real Estate you own? *

- Select -

What is the address of your Other Real Estate? *

Is your Other Real Estate jointly owned? *

◯ Yes ◯ No

Is your name on the mortgage? *

- Select -

What is the current value of your Other Real Estate? *

What is the mortgage balance on your other real estate? *

Are there additional mortgages or home equity loans/lines of credit on your Other Real Estate? *

◯ Yes ◯ No

MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd

Are there additional mortgages or home equity loans/lines of credit on your Other Real Estate? *

○ Yes ○ No

Add Row Cancel

Do you own any vehicles? *

◉ Yes ○ No

Enter details of automobiles owned which have outstanding loans *

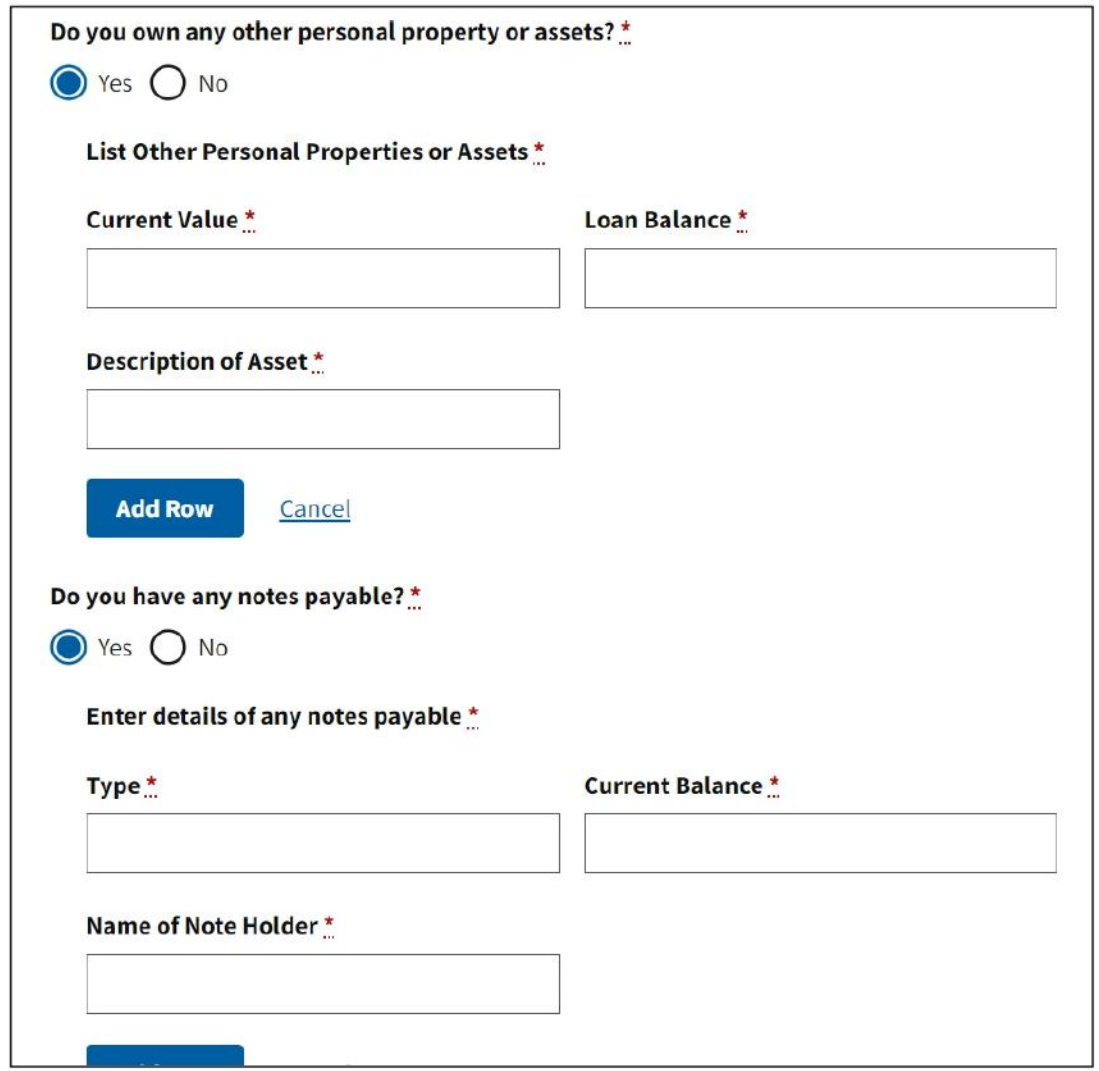
Current Value *

Loan Balance *

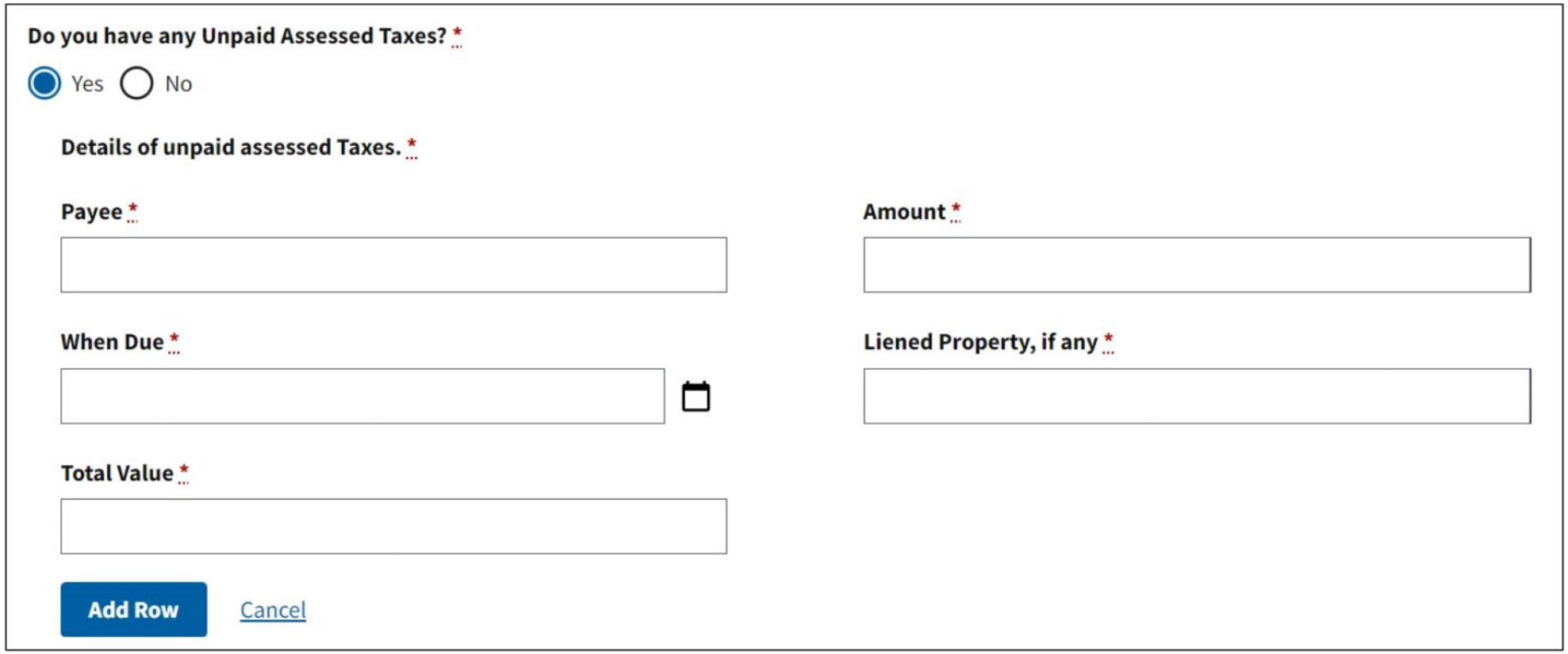
Description of Asset *

Add Row Cancel

MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd



MySBA-Certifications: Individual Contributor 8(a) Economic Disadvantage cont'd



MySBA-Certifications: Individual Contributor HUBZone Business Relationships

Individual Contributor Hubzone Business Relationships

Do you have 51% or more ownership in another business with employees? *

(●) Yes ( ) No

Provide details. *

Business Name *

Ownership percentage *

Are any of the shared employees key personnel? *

( ) Yes ( ) No

Do any of the employees of the applicant perform work for the affiliate? *

( ) Yes ( ) No

Do any of the employees of the affiliate perform work for the applicant? *

( ) Yes ( ) No

Do the businesses operate in the same or similar line of business? *

( ) Yes ( ) No

Do the businesses operate in the same geographic location? *

( ) Yes ( ) No

Do the businesses share customers? *

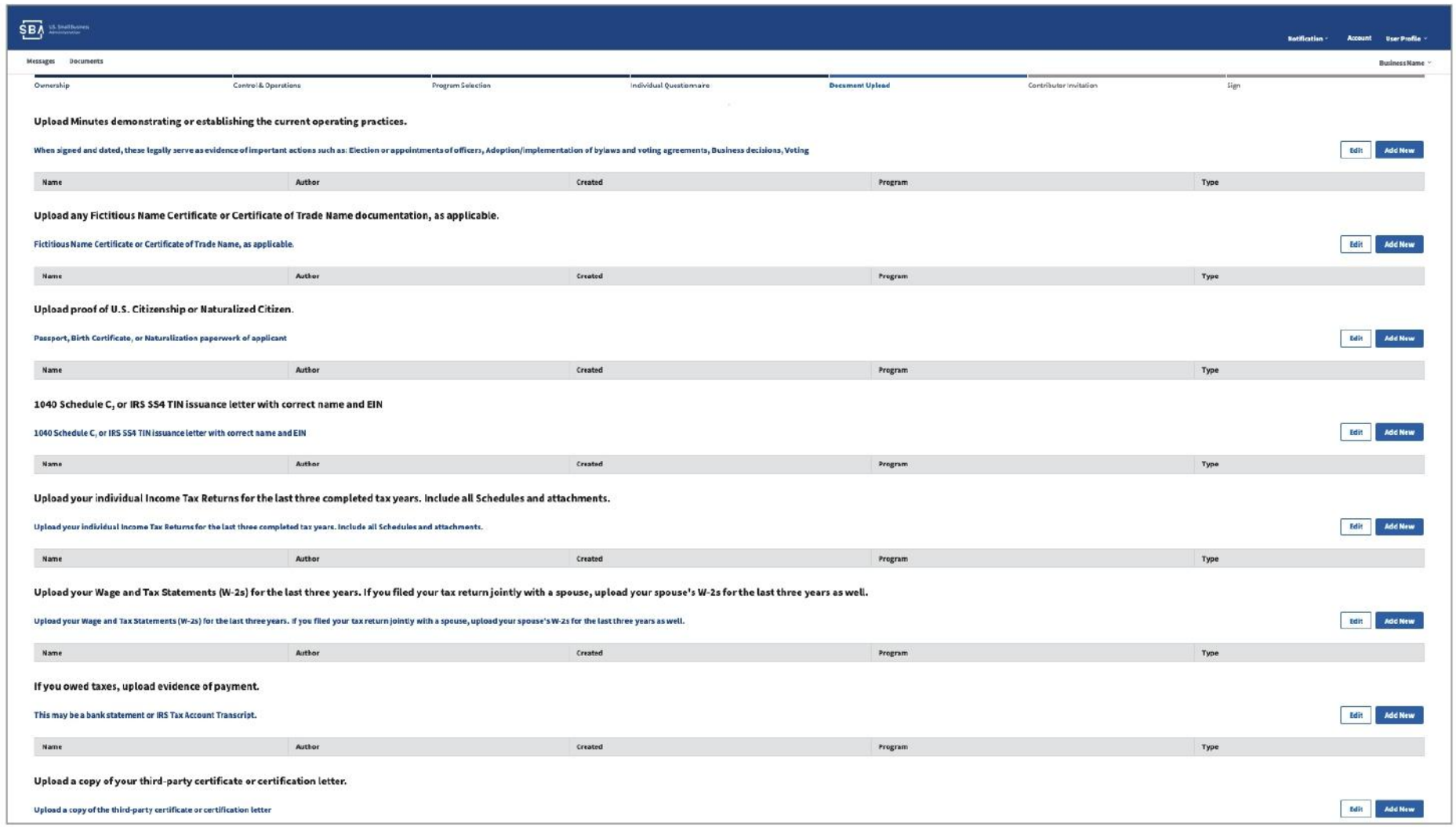
( ) Yes ( ) No

Have the businesses entered into any agreements together? *

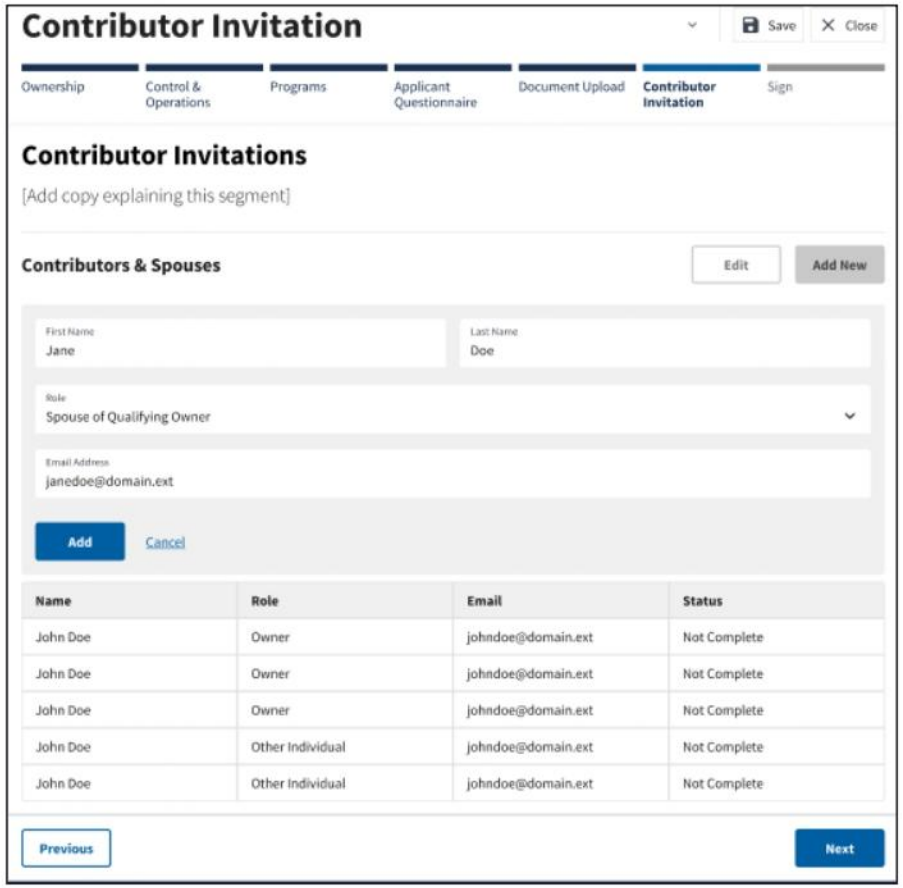
( ) Yes ( ) No

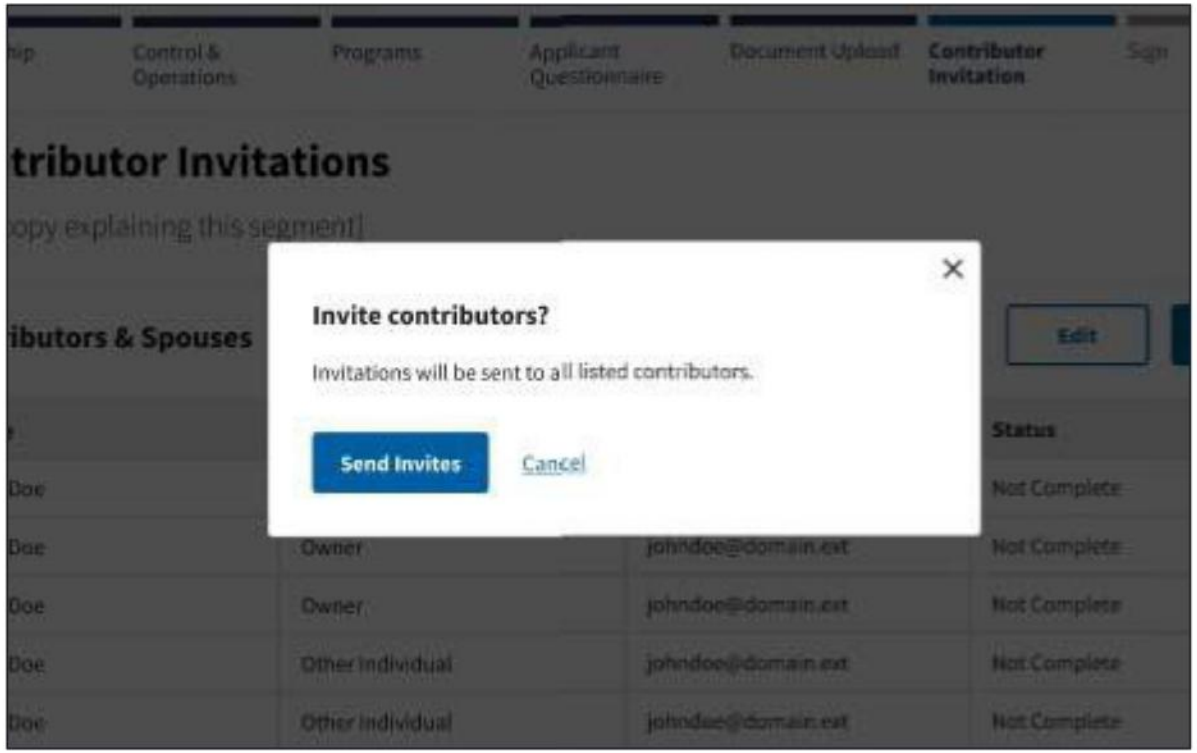
Add Row Cancel

Document Center

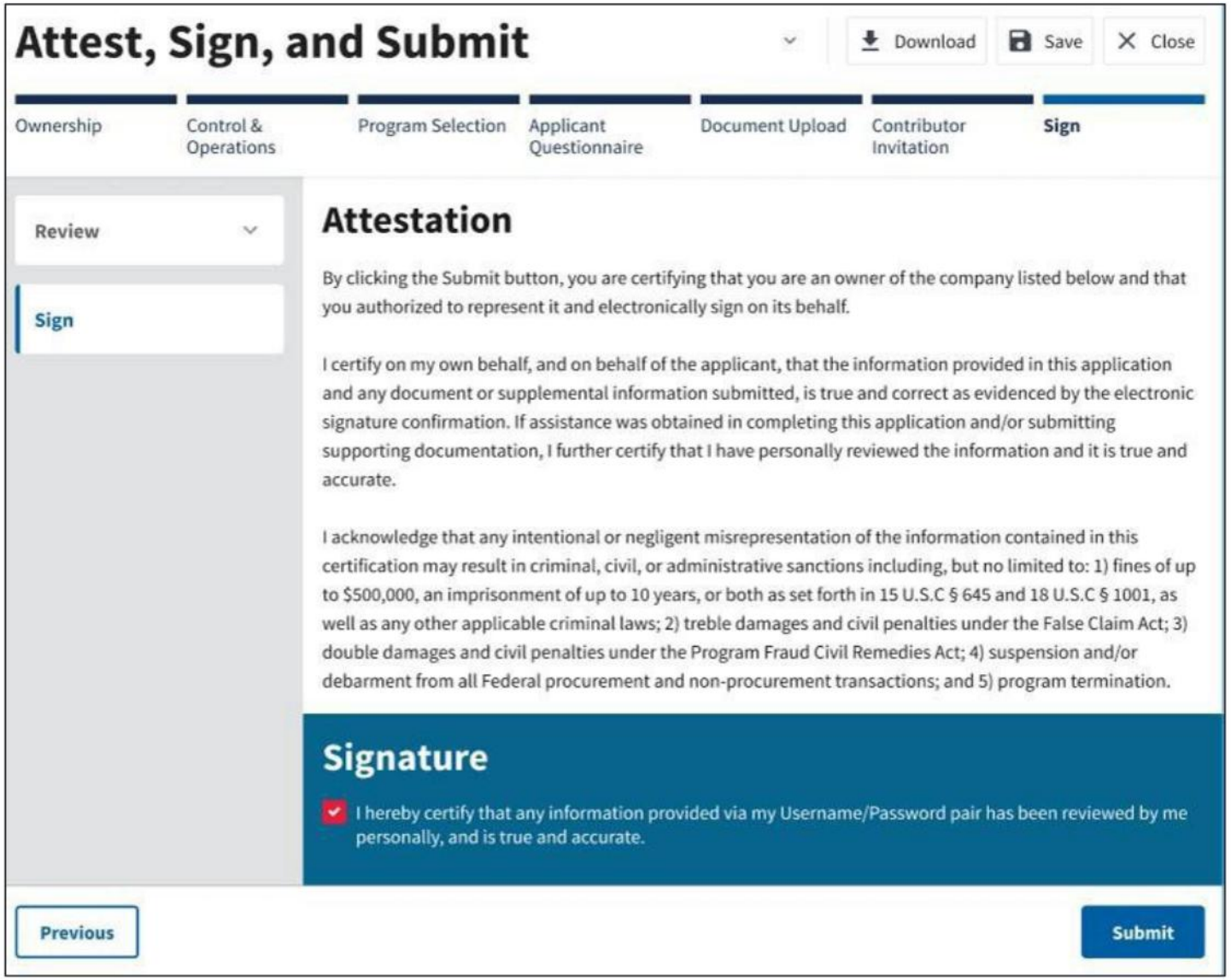


MySBA-Certifications: Contributor Invitations

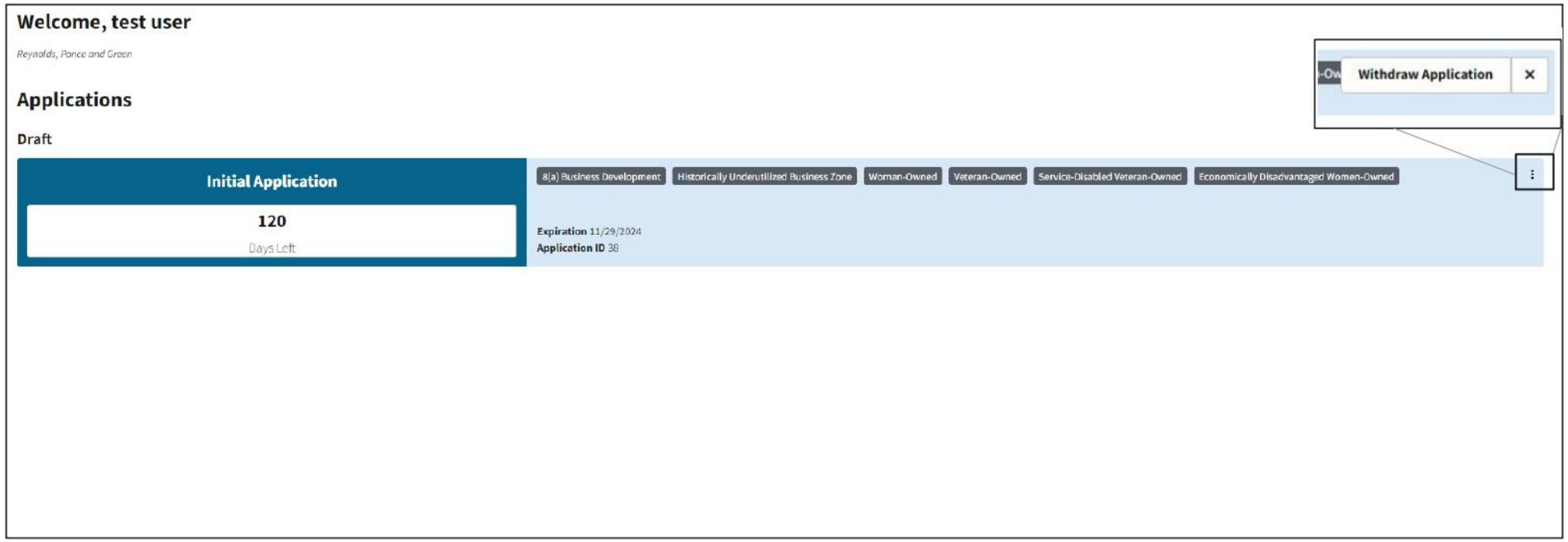




MySBA-Certifications: Review & Sign



MySBA-Certifications: Firm Dashboard



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Applicatio

Notifications Get Help User Profile

Cobb Inc

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Initial Appl

Application ID 23

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localhost:3000/user/dashboard/tasks

Messaging Center

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RS Robert Simpson
Ryan Inc Return to Firm - 2024-10-30
10/30/2024, 08:57 am

RS Robert Simpson
Ryan Inc Request for Information - 2024-11-08
11/08/2024, 05:01 pm

KO Kelly Oliver
Ryan Inc Request for Information Cancelled
11/22/2024, 10:31 pm

All emails loaded

Subject: Ryan Inc Return to Firm - 2024-10-30

Subject: Testing RTB Thanks a Milli

Your application #249 has been returned for correction and is now available to edit. The following issues were identified and must be resolved before you resubmit your application:

List of Issues

Business Tax Returns

No just no

Once you have addressed all issues listed above, please resubmit your application. Upon resubmission, your application will be assigned to a screener, who will review the contents of your application package to ensure it is complete. If you have not resubmitted your application within 30 days, your application may be removed for inactivity. If you have questions, please contact our main help desk at 866-443-4110. We also encourage you to visit our resource library at https://certification.sba.gov/resources or meet with a local SBA Resource Partner or District Office for assistance. Visit https://www.sba.gov/tools/local-assistance to locate the one nearest you.

Subject: RE: Ryan Inc Return to Firm - 2024-10-30

OKOKOK

Attached Documents:
iron-man.pdf

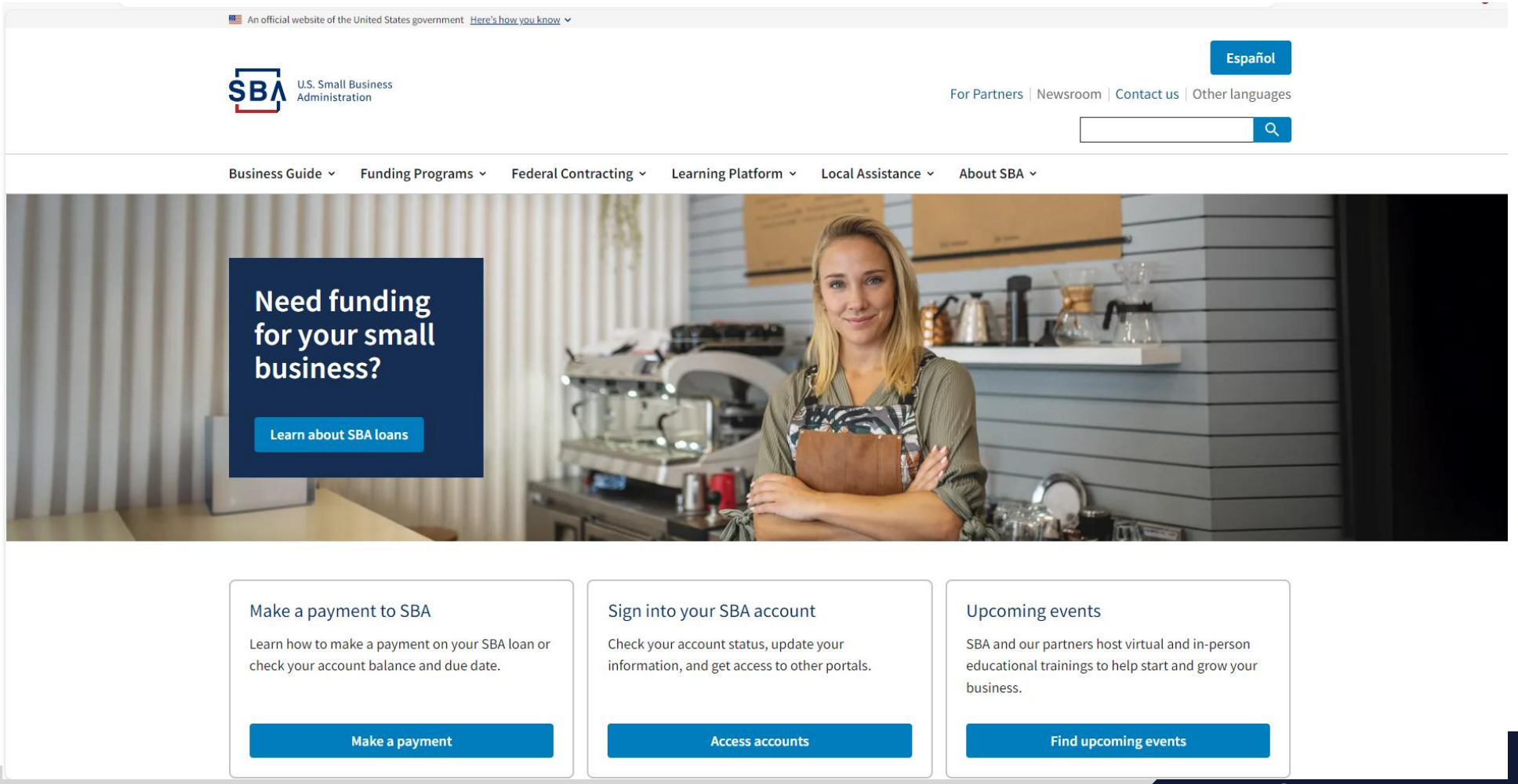
Styles

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U.S. Small Business Administration

SBA Website: www.sba.gov



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Questions?

U.S. Small Business Administration