



U.S. Small Business
Administration

8(a) Business Development Program

Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(including 8(a) certified) (5%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



Set-asides are reserved for small business between \$3,500 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

8(a) Business Development Program



**Access to business
development support**

**Build capacity and grow through
contracts**

**Nine-year program available
once per lifetime**

8(a) Business Development Program Objectives



01

Assistance

Management and technical assistance to help companies compete for business opportunities



02

Government Contracting

Helps thousands of entrepreneurs understand and succeed in government contracting



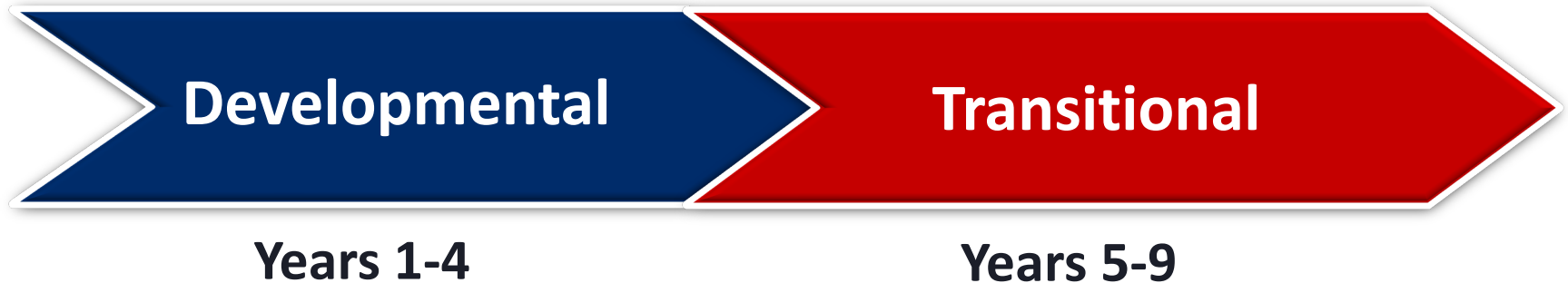
03

Ability to Thrive

Assist and graduate firms to allow them to thrive competitively

Participation and Continued Eligibility

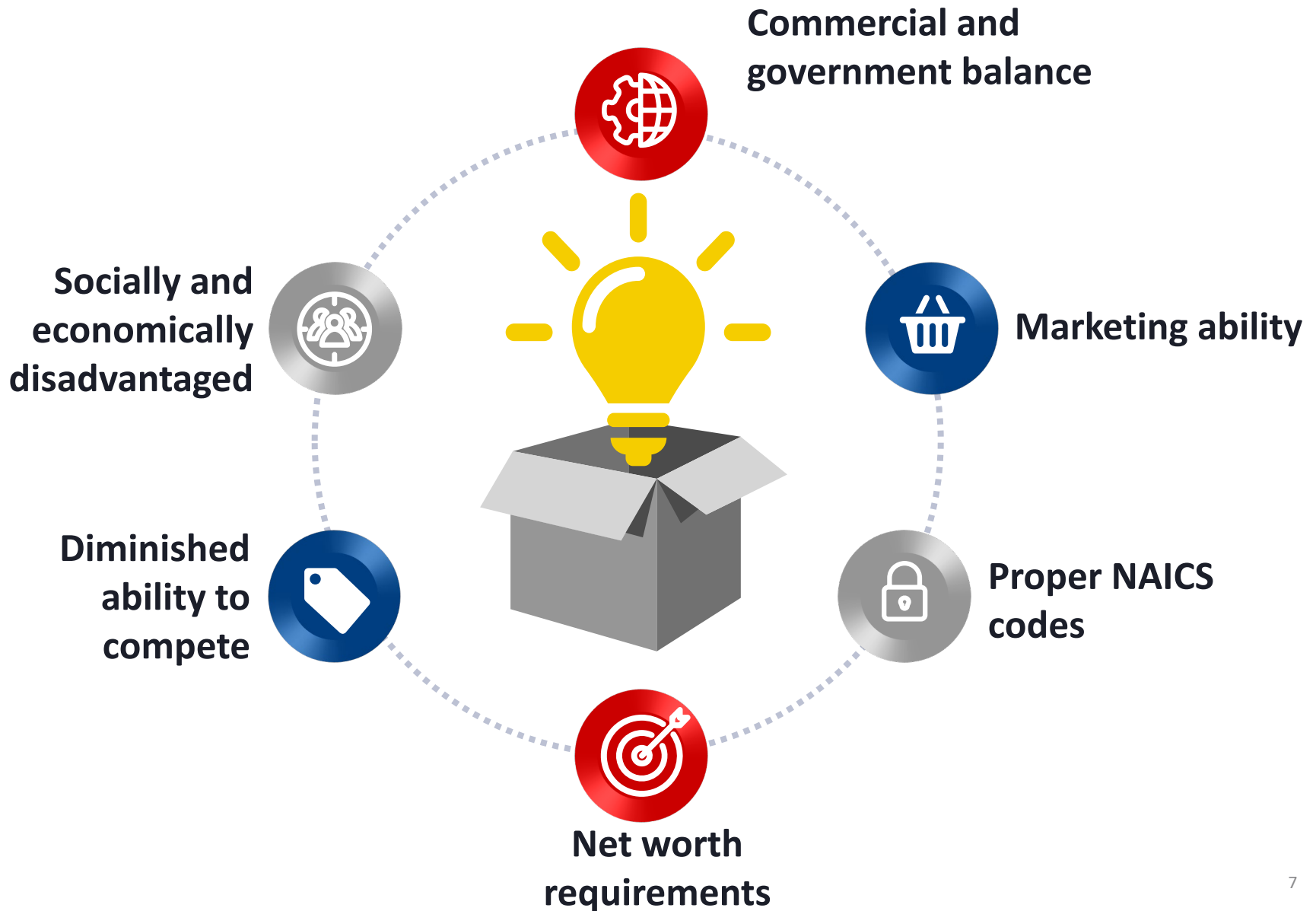
Participation Starts at Date of Approval



To maintain eligibility:

- Submit 8(a) annual update on time
- Inform SBA of all material and business changes (prior approval required)
- Maintain SAM and DSBS profiles

Is the 8(a) Certification Appropriate for You?



Proactive Self-Marketing



Identify federal **buyers** and get to know them



Identify the agency contracting **procedures** and those who make buying decisions

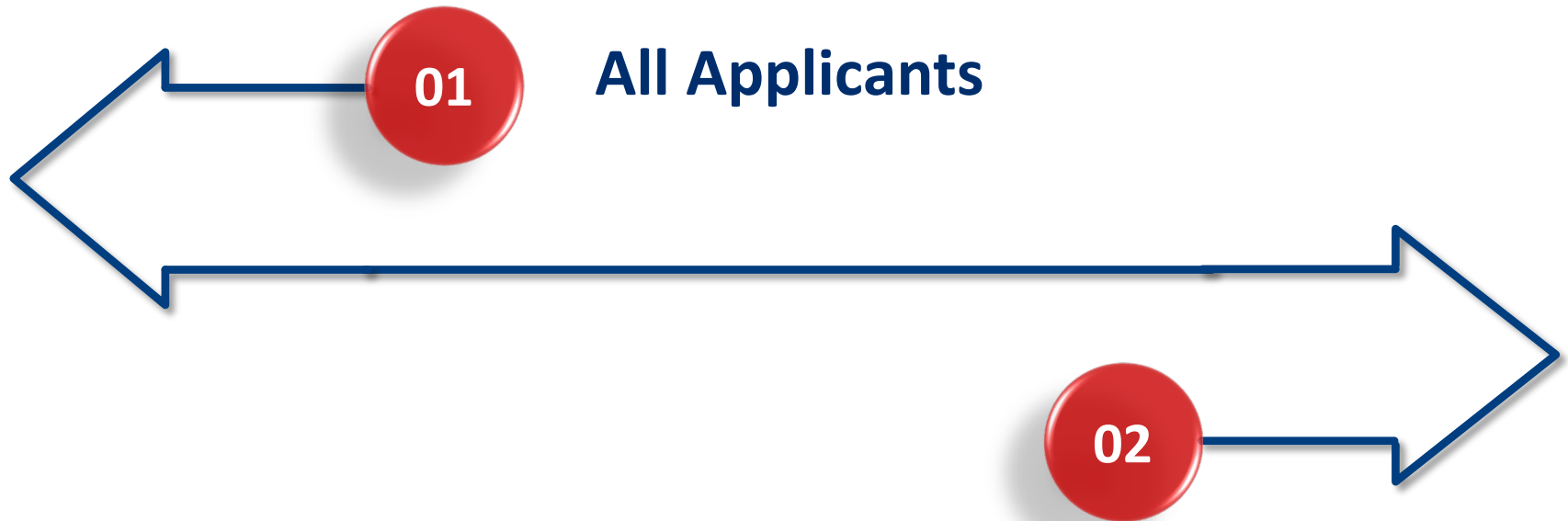


Focus on areas in your **niche** and prioritize



Make **contacts** through small business events and network your business

Designated Socially Disadvantaged Criteria



- Preponderance of evidence
- Race, ethnicity, gender, physical handicap, long-term environmental issues
- Chronic and substantial
- Negative impact to business advancement

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$850,000



Three-year average income is \$400,000 or less



Fair market value of all assets is \$6.5 million or less

SBA Requirements for 8(a)

1

**Small Business
Size Standard**

4

**Business
Requirements**

2

Ownership

5

Character

3

**Control and
Management**

6

**Ineligibility
Criteria**

Waiver of the Two-Year Rule

SBA requires a business to be operating for 2 years in order to qualify for the 8(a) program.

SBA MAY WAIVE THE TWO-YEAR RULE IF:



Business management experience



Technical expertise



Adequate capital



Successful past performance



Ability to meet requirements

When Should You Apply?

Are You Ready...

8(a) Is One-time Only

01

Do you have the CAPACITY to deliver on federal contracts?

02

Do you have sufficient CASH FLOW?

03


Do you have demonstrated CAPABILITY (past performance)?

04

Can you demonstrate successful PAST PERFORMANCE?

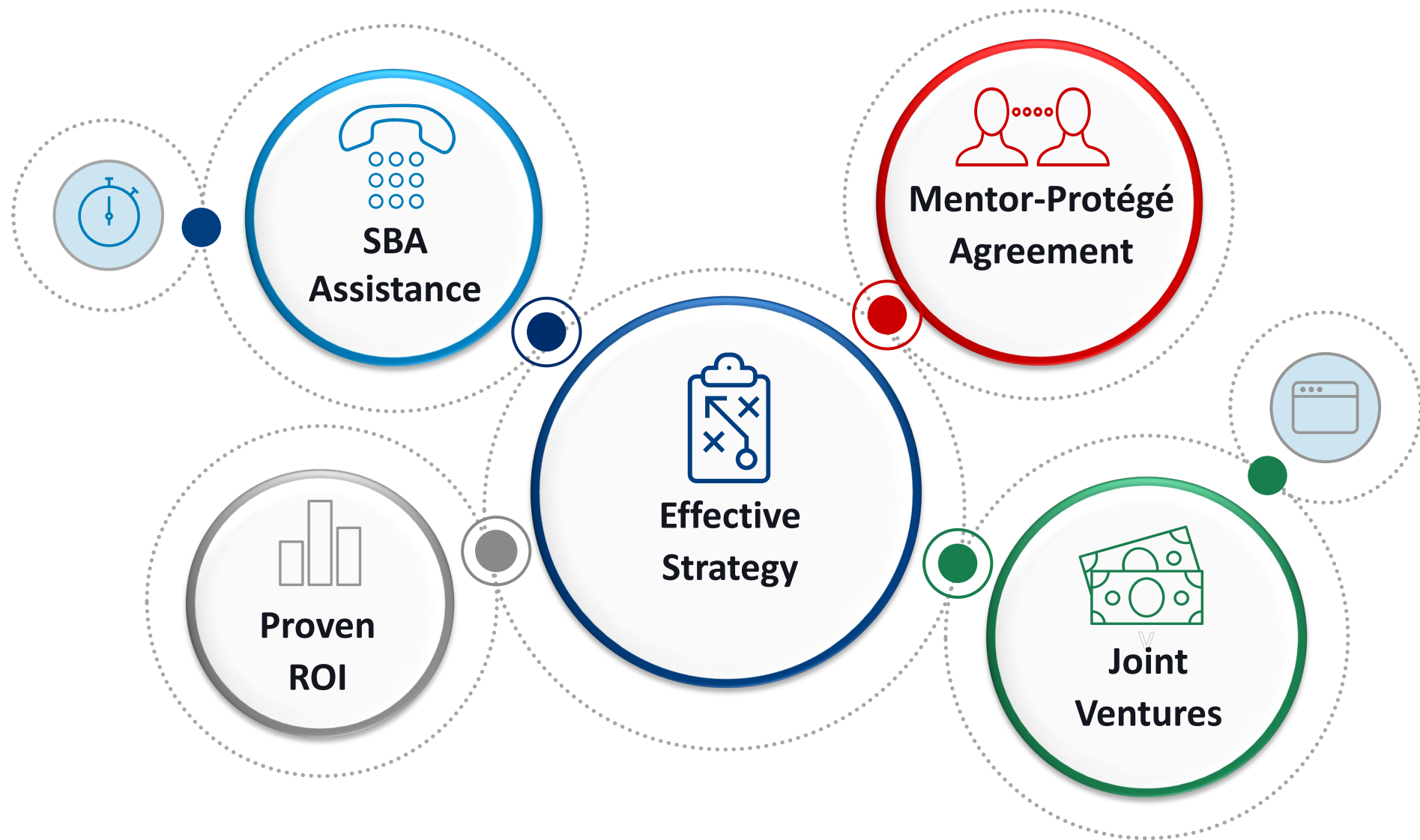
05

Are you open to ADVICE on growing your business?

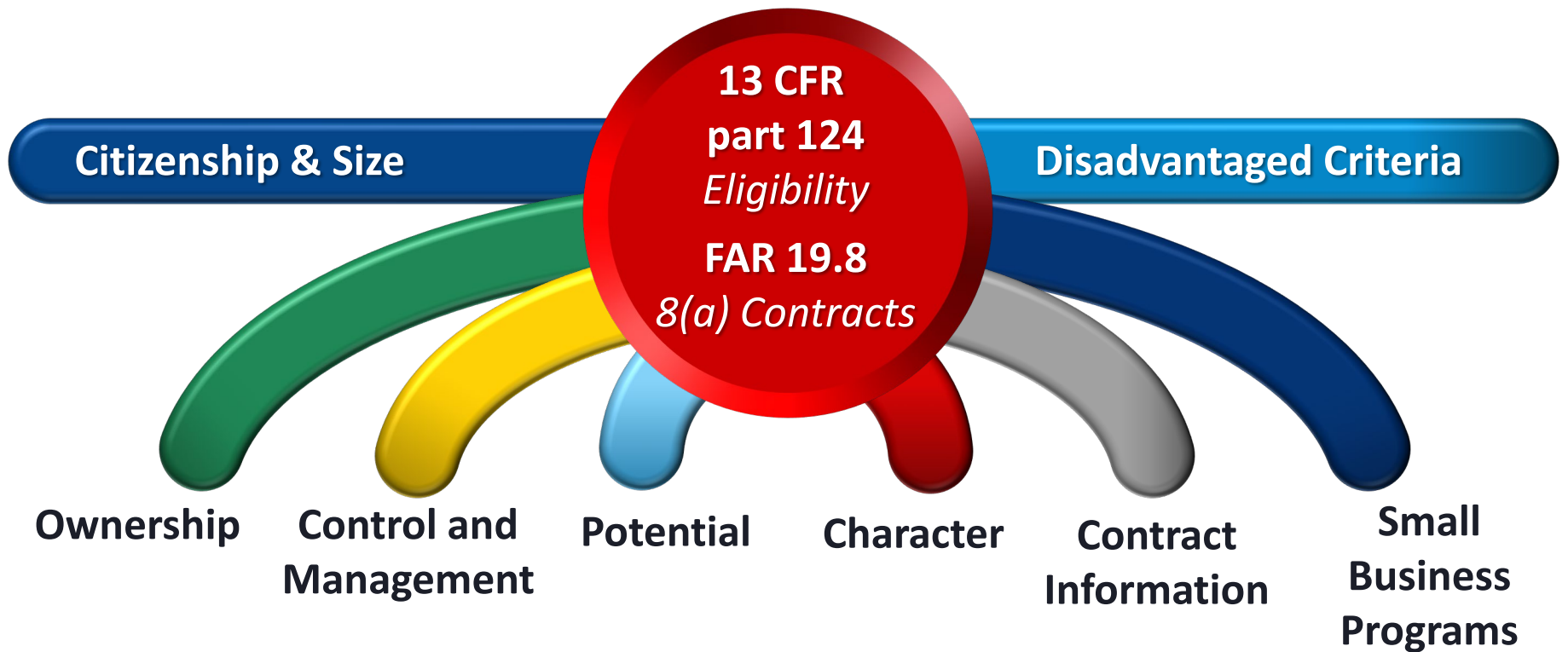


☐ Yes
☐ No
☐ Don't know

8(a) Business Development Program Benefits



Know the Rules for 8(a) Certification



8(a) Application Process



BEFORE APPLICATION

- Identified by UEI
- Identify NAICS code(s)
- Register with SAM



APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at [certify.SBA.gov](https://certify.sba.gov)



RESOURCES

- Access resources on the Knowledge Base
- For assistance, contact [certify.SBA.gov](https://certify.sba.gov)

certify.SBA.gov

SBA Certification Portal

SBA's certification portal where businesses can submit documents to seek SBA certifications

Automatic Migration

Pulls business information from SAM.gov

Online Forms

Forms are completed online. No longer required to upload certain SBA forms



SBA St. Louis District Office

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314-539-6612, Gary.Alexander@sba.gov

SBA St. Louis District Office
www.sba.gov/mo/stlouis



U.S. Small Business
Administration

How are we doing?

Please take a minute to let us know

www.sba.gov/feedback

