



# Accessing Capital and Government Contracts

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U.S. Small Business  
Administration

Office of Native American Affairs



U.S. Small Business Administration



# Purpose of Office of Native American Affairs

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- To ensure access to SBA tools, products, and services for Native Americans, Alaska Natives, and Native Hawaiians.



# Overview of SBA

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- Office of Capital Access
  - Lending and Bonding
- Office of Government Contracts and Business Development
  - Set Aside (HubZone and 8(a))
- Office of Entrepreneurial Development
  - Education and Outreach (SBDCs, WBCs, SCORE)
- Office of Field Operations
  - District Offices



# Federal Contracting

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- U.S. is the largest purchaser of goods in the world
- At least 23% of all government buys are intended to go to small businesses
- Recovery Act dollar contracts have been hovering around this goal

# SBA Region Map



Applications for 8(a) certification are reviewed in different locations:


Region 1-4: Philadelphia.  
Region 5-10: San Francisco  
ANC: San Francisco



# Government-wide Contracting Goals

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- Women owned (5%)
- Small disadvantaged (5%)
- HUBZones (3%)
- Service Disabled Veteran Firms (3%)



*"Small and minority-owned businesses must play a significant role in our efforts to restore economic growth. Small businesses employ half of the nation's private sector workforce; create a large share of the Nation's new jobs; and introduce many groundbreaking ideas into the marketplace. It is essential that we provide our Nation's small businesses with maximum practicable opportunity to participate in Federal Government contracting."*

*President Obama*

*August, 2009*



# Stakeholder Outreach Initiative

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- Led by SBA and Dept of Commerce
- SBA working with all federal agencies to host or participate in hundreds of contracting-focused events around the country in the next 90 days.
- Reaching out to contracting officers at federal agencies and large prime contractors encouraging use of small and disadvantaged businesses
- New Training Launched "How to Win Federal Contracts" available at [www.sba.gov/fedcontractingtraining](http://www.sba.gov/fedcontractingtraining)

# Accessing Capital with ARRA

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- SBA has reduced or eliminated fees on two major lending vehicles
  - 7(a) & 504
- Increased guarantees to 90%
- Launched ARC loan
  - 100% guarantee
  - Interest free – 5 years
  - Up to 35,000
- Surety Bonding –
  - raises the maximum contract amount that can be covered by a SBA guaranteed surety bond from \$2 million to \$5 million.
  - Under certain circumstances, the maximum contract amount can be raised to \$10 million.
  - Increases size standard



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# Question and Answer