

8(a) Business Development Program

BRIAN MURDEN

Business Opportunity Specialist

SBA Georgia District Office

(404) 331-0100 ext. 509

brian.murden@sba.gov



U.S. Small Business Administration



SBA Legislation

To ensure that small businesses get their fair share,

SBA:

- negotiates annual procurement goals with each federal agency(www.sba.gov/goaling);
- reviews each agency's results; and
- is responsible for ensuring that the statutory government-wide goals are met.

SBA Answer Desk

1-800-U-ASK-SBA (1-800-827-5722)

www.sba.gov



FY 13 Small Business Contracting Goals

They are:

- 23% of prime contracts for small businesses;
- 5% of prime and subcontracts for women-owned small businesses;
- 5% of prime and subcontracts for 8(a)-certified small businesses;
- 3% of prime contracts for HUBZone certified small businesses;
- 3% of prime and subcontracts for service-disabled veteran-owned small businesses.

8(a) Business Development



Eligibility & Certification Requirements



What is the 8(a) Business Development Program?



- ☐ Offers a broad scope of assistance to firms owned and controlled by socially and economically disadvantaged individuals
- ☐ Essential instrument for gaining access to the economic mainstream of American society

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Term of Participation



Year 1 through 4

DEVELOPMENTAL STAGE

Year 5 through 9

TRANSITIONAL STAGE

Program participation is divided into two stages:

The developmental stage and the transitional stage.

The developmental stage is four years and the transitional stage is five years. The developmental stage is designed to help 8(a) certified firms overcome their economic disadvantage by providing business development assistance.

The transitional stage is designed to help participants overcome the remaining elements of economic disadvantage and to prepare participants for leaving the 8(a) program.

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Benefits of the 8(a) Program

- ☐ Sole source contracts up to \$4 million for goods and services; and \$6.5 million for manufacturing
- ☐ Joint Ventures and Teaming
- ☐ Mentor–Protégé Program
- ☐ Surplus Property Program

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8(a) Eligibility Requirements

- ☐ Business must be owned and controlled by socially and economically individual(s)
- ☐ Certain individuals are presumed socially disadvantaged:
 - African-American
 - Hispanic Americans
 - Asian Pacific Americans
 - Native Americans
 - Subcontinent Asian Americans

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8(a) Eligibility Requirements

- ❑ Individual(s) who is not a member of one of the said groups, must show socially disadvantaged status through a preponderance of the evidence
- ❑ Burden of Proof may be based on race, ethnic origin, gender, physical handicap, or long-term isolation from the mainstream of American society, or other similar causes

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8(a) Eligibility Requirements

- ☐ Socially disadvantaged individual(s) must show economic disadvantaged status by submitting a narrative and personal financial documentation about income, assets, and net worth
- ☐ Firm must be small according to SBA size standards
- ☐ Firm must demonstrate a potential for success – (2 years operation) Waiver may apply

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8(a) Eligibility Requirements – Ownership

- ☐ Firm must be at least fifty-one percent (51%) unconditionally owned and controlled
- ☐ Disadvantaged individual(s) must be a U.S. citizen
- ☐ Disadvantaged individual(s) must be of good character

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8(a) Eligibility Requirements

Net worth criterion:

After excluding the individual's equity in the firm and equity in the primary residence, net worth may not exceed

\$250,000.00 (when applying for 8(a))
increases to
\$750,000 (after becoming 8(a) certified)

NET WORTH

less equity in primary residence

less equity in business

equals adjusted net worth

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8(a) Eligibility Requirements – Size

Firms must be small based on their primary NAICS Code, including affiliates.

North American Industry Classification System Code
(www.naics.com)

Size is determined either by:

- ☐ Average 3 years revenues
- ☐ # of employees (manufacturers, dealers, wholesalers)

Eligibility Requirements – Potential for Success

- ☐ Proof of two years operation in the firm's primary industry
- ☐ Financial Capability
- ☐ Managerial and Technical Capability
- ☐ Management Capability
- ☐ Qualification and ability to perform on contract(s)

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Eligibility Requirements – Good Character

- ☐ Adverse information regarding criminal conduct
- ☐ Violations of any SBA regulations
- ☐ Debarred or suspended individuals or firms
- ☐ Business Integrity
- ☐ Principal who is incarcerated or on parole/probation
- ☐ Knowingly submit false information
- ☐ Failure to pay Federal obligations

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8(a) Application Procedure

☐ Electronic or Paper Application

<https://sba8asdb.symplicity.com/applicants/guide>

☐ Register in System for Award Management (SAM)

www.sam.gov

☐ Register in SBA's General Log-in System (GLS)

www.sba.gov

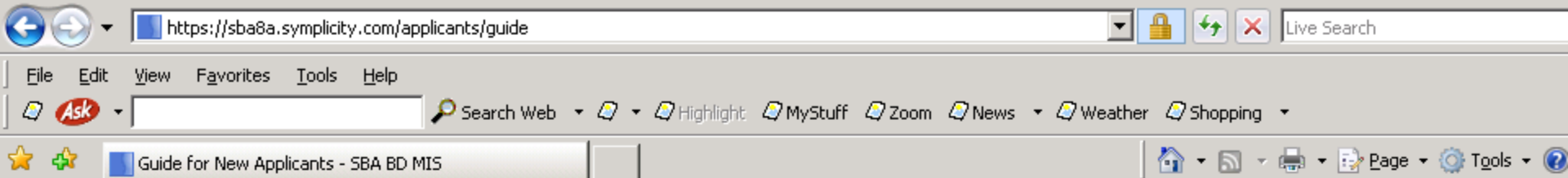
☐ 90 Days Processing

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8(a) Business Development Program Certification

powered by symplicity

8(a) Certification

Welcome to the new internet-based system designed to help you organize and complete the materials required to obtain certification in the 8(a) Business Development Program. By following the directions closely, you will provide the SBA with the information it needs to process your application in the least amount of time. It has been designed to guide your efforts in a logical and intuitive manner. Moreover, if you don't use this system to complete and submit your application, you risk long processing delays, as the SBA manually processes your application.

The Electronic Application Process

This new web-based interface provides step-by-step instructions to enable you to organize, complete and submit your application for 8(a) Business Development Program certification to the SBA in the least amount of time. Please note that, while an electronic record of your input to this system is retained by the agency, you must still provide hard-copy proof for the SBA to verify your claims.

The steps of the process:

1. To do business with the Federal government and to be certified under the 8(a) Program, you *must* [register in the Central Contractor Registration \(CCR\)](#) database, and complete the Small Business Supplemental Page within CCR. As a government-wide single point of vendor registration, CCR is a key aspect of streamlining and integrating electronic commerce into the Federal procurement process. Effective October 1, 2003, Federal

QUICK LINKS

- [8\(a\) BDMIS User Guide](#)
- [CCR Registration](#)
- [GLS Registration](#)
- [Log-in via GLS](#)
- [Frequently Asked Questions](#)
- [Hotlines & Email Support](#)

SBA – 8(a) Business Development

For more information on the 8(a) Program
Please contact: Georgia District Office
Telephone: (404) 331-0100

Free 8(a) Workshops
Every 2nd Wednesday of each month
10:00am – 12 Noon

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www.sba.gov



Register Your Business



System for Award Management (SAM)

Keep Current (Update yearly at minimum)

www.sam.gov

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www.sba.gov





USER NAME

[Forgot Username?](#)

PASSWORD

[Forgot Password?](#)

LOG IN

[Create an Account](#)

HOME

SEARCH

HELP

EXTRACTS

GENERAL INFORMATION

WHAT IS SAM?

The **System for Award Management** (SAM) is a free web site that consolidates the capabilities you used to find in CCR/FedReg, ORCA, and EPLS. Future phases of SAM will add the capabilities of other systems used in Federal procurement and awards processes.

REGISTER WITH SAM

Why Register? Registering with SAM will allow you to access the full functionality of the system.

What will you need? You only need your personal information to create an account on SAM.

 [Create an Account](#)

SEARCH SAM

Even if you do not wish to register at this time, you can still Search SAM.

Please enter your search criteria above to view registered vendors.

NEWS AND ANNOUNCEMENTS

Can I use my CCR username in SAM?
Do I need to create an account? Click [HERE](#) to find answers to these and other top questions.

The SAM website will go down for maintenance at 10:00 PM EST. Service

USER GUIDES AND HELPFUL HINTS

Additional information, such as a full User Guide, Quick Start Guides, Helpful Hints, and Webinars are available on the Help tab.

Service Desk

URL: <http://www.FSD.gov>

FORMER CCR REGISTRANTS

If you had an active record in CCR, you have an active record in SAM. You do not need to do anything in SAM at this time, unless a change in your business circumstances requires a change in SAM in order for you to be paid or to receive an award. SAM will send notifications to the registered user via email 60, 30, and 15 days prior to expiration of the record. You can search for registered entities in SAM by typing the DUNS number or business name into the search box.

For more information about SBA's certification programs

A close-up photograph of a hand holding a white rectangular card. The hand is positioned in the center of the frame, with the fingers visible behind the card. The background is blurred, showing a person's face and a striped shirt.

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