

## 8(a) Business Development

*One-time certification; 9 year program term with annual reviews*  
[www.sba.gov/8abd](http://www.sba.gov/8abd)

## HUBZone

*Must recertify every 3 years; can be certified indefinitely*  
[www.sba.gov/hubzone](http://www.sba.gov/hubzone)

<p><b>Benefits</b></p> <ul style="list-style-type: none"> <li>\$ Obtain management &amp; technical assistance through the 7(j) Management and Technical Assistance Services Program.</li> <li>\$ May be able to receive 8(a) set-aside and sole source contracts</li> <li>\$ Assigned a Business Opportunity Specialist to assist you with your business's growth and contracting needs</li> <li>\$ Form joint ventures &amp; teams via Mentor-Protégé Program</li> <li>\$ 5% government-wide contracting goal as a small disadvantaged business</li> </ul>	<ul style="list-style-type: none"> <li>\$ Be eligible for HUBZone set-aside and sole source contracts</li> <li>\$ 10% price evaluation preference under full and open competition</li> <li>\$ 3% government-wide contracting goal</li> </ul>
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<p><b>Eligibility</b></p> <p>The business (except entity-owned firms*) must:</p> <ol style="list-style-type: none"> <li>1. be small by SBA standards at time of application and throughout the 9 year program term</li> <li>2. be at least 51% unconditionally and directly owned and <b>controlled</b> by one or more <b>socially disadvantaged individuals</b> who are US citizens and are <b>economically disadvantaged</b></li> <li>3. show potential for success (generally by being in business for two years) and have the necessary financial capacity to successfully perform on federal contracts.</li> <li>4. have all its principals demonstrate good character including not owning any outstanding federal financial obligations.</li> </ol>	<p>The business* must:</p> <ol style="list-style-type: none"> <li>1. be small by SBA standards</li> <li>2. be owned and <b>controlled</b> at least 51% by U.S. citizens; wholly owned or owned in part by one or more Indian Tribal Governments or by a corporation that is wholly owned by one or more Indian Tribal Governments; an ANC owned and controlled by Natives or a direct or indirect subsidiary corporation, joint venture, or partnership of an ANC; wholly owned or owned in part by a CDC; or a small agricultural cooperative or a small business concern wholly owned or owned in part by one or more small agricultural cooperatives</li> <li>3. have a principal office located in a qualified HUBZone (except for certain concerns owned by Indian Tribal Governments)*</li> <li>4. must have at least 35% of its employees reside in a HUBZone. Reside means to live in a primary residence at a place for at least 180 days, or as a currently registered voter, and with intent to live there indefinitely.</li> </ol>
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\*Requirements are different for firms that are owned by Entities such as: Alaska Native Corporations (ANCs), Indian tribes, Native Hawaiian Organizations (NHOs), and Community Development Corporations (CDCs).

All firms that are current Participants in the SBA's 8(a) BD program are automatically deemed to be certified Disadvantaged Business.

\*Requirements are different for firms that are owned in whole or in part by Indian Tribal Governments or corporations wholly owned by Indian tribal Governments. See the website for more details.

## Self-Certifications: Self Certify at SAM.gov.

Evidence of status will be reviewed if a vendor protests.

### Woman Owned Small Business

Must submit eligibility documents to WOSB Repository  
[www.sba.gov/wosb](http://www.sba.gov/wosb)

### Economically Disadvantaged Woman Owned Small Business

Must submit eligibility documents to WOSB Repository  
[www.sba.gov/wosb](http://www.sba.gov/wosb)

Benefits     \$ 5% government-wide contracting goal  
               \$ Eligible for set-aside contracts in certain very underrepresented industries

\$ 5% government-wide contracting goal  
\$ Eligible for set-aside contracts in certain very underrepresented industries  
\$ Eligible for set-aside contracts in certain additional underrepresented industries

Eligibility    The business must be:  
                  1. small by SBA standards  
                  2. not less than 51% unconditionally and directly owned and **controlled** by one or more **women** who are US citizens

The business must be:  
1. small by SBA standards  
2. not less than 51% unconditionally and directly owned and **controlled** by one or more **women** who are US citizens and are **economically disadvantaged**

### Small [www.sba.gov/size](http://www.sba.gov/size)

### Small Disadvantaged [www.sba.gov/sdb](http://www.sba.gov/sdb)

Benefits     \$ 23% government-wide contracting goal  
               \$ Be eligible for small business set-aside contracts

\$ 5% government-wide contracting goal

Eligibility    The business must be small according to the SBA standard for its industry (NAICS code)

The business must be:  
1. small by SBA standards, in its primary industry (NAICS code)  
2. not less than 51% unconditionally and directly owned and controlled by one or more socially disadvantaged individuals who are US citizens and are economically disadvantaged

## Self-Certifications: Self Certify at SAM.gov.

Evidence of status will be reviewed if a vendor protests.

### Service-Disabled Veteran Owned Small Business

[www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc](http://www.sba.gov/content/service-disabled-veteran-owned-small-business-concerns-sdvosbc)

Benefits	\$	Preference for VA contracts over all other types of business*
	\$	3% government-wide contracting goal
	\$	Be eligible for service disabled veteran set aside contracts from any agency

\*firms that wish to contract with VA and/or FAA must apply for certification through the VA website:

[www.va.gov/osdbu/veteran/verification.asp](http://www.va.gov/osdbu/veteran/verification.asp)

Eligibility	The business must be:
	1. small by SBA standards, at time of offer
	2. not less than 51% owned and <b>controlled</b> by a service-disabled Veteran(s) who has a service-connected disability that has been determined by the Department of Veterans Affairs or Department of Defense

## Glossary

### The following individuals are presumed Socially Disadvantaged for 8(a) :

Black Americans  
Hispanic Americans  
Native Americans  
Asian Pacific Americans

Subcontinent Asian-Americans  
Individuals who establish Social Disadvantage by a preponderance of the evidence (13 CFR 124.103)

### Economic Disadvantage thresholds for 8(a), SDB, and EDWOSB:

	8(a) Initial Eligibility (Applicants)	8(a) Continuing Eligibility (Participants), WOSB and SDB
Net worth	< \$250,000	< \$750,000
Assets	< \$4 million	< \$6 million
Average Gross Income	< \$250,000	< \$350,000

### OWNERSHIP & CONTROL ARE DIFFERENT.

#### Control for 8(a), HUBZone, WOSB, SDB, & SDV

Means both the long-term decision making and the day-to-day management and administration of the business operations.

#### Additional Control element for 8(a), WOSB, SDB, SDV

The individual upon whom eligibility is based must hold the highest officer position and have managerial experience of the extent and complexity needed to run the firm.

#### Additional Control element for 8(a), WOSB

The individual, upon whom eligibility is based, must devote full-time to the business; outside employment may be permissible only after obtaining prior written approval from SBA.