

**Representing  
Small Business  
To Government  
&  
Prime Contractors**



# ***SBA's Mission***

Maintain and strengthen the economy by enabling the establishment and viability of small businesses.



# *Small Businesses*

- Provide 75% of new jobs
- Comprise 99.7% of all employers
- Employ 50.1% of private workers
- Account for 39.1% of high tech jobs
- Represent 97% of all U. S. exporters



# *SBA's Mission History*

- Formed in 1953
- Roots go back to 1942:  
Smaller War Plants Corp
  - Loans
  - Credit
  - Federal Procurement



# ***SBA Primary Responsibilities***

- Disaster Assistance Recovery
- Financial Assistance
- Technical Assistance
- Contracting Assistance



# *Financial Assistance*

- Loan Programs
- Specialty Loan Programs
- SBIC Assistance
- Surety Guarantees



# *Technical Assistance*

- SBDC's
- SCORE
- Business and Community Initiatives
- Native American Affairs
- Small Business Training Network
- Women's Business Ownership
- International Trade



# *Contract Assistance*

- Certification
- Government Contracting
- Size Standards
- Surety Guarantees
- SBIR/STTR Contracts



# *Small Business Goals*

<b>%</b>	<b>Small Business</b>	<b>8(a)</b>	<b>SDB</b>	<b>HBZ</b>	<b>WO SB</b>	<b>SD Vets</b>
<b>Goal</b>	<b>23.0</b>	<b>3.0</b>	<b>5.0</b>	<b>3.0</b>	<b>5.0</b>	<b>3.0</b>
<b>Actual</b>	<b>23.1</b>	<b>1.2</b>	<b>7.0</b>	<b>1.2</b>	<b>2.9</b>	<b>1.2</b>



# *Procurement Center Representatives*

Work with government agencies to ensure that Small Businesses have contracting opportunities:

- Review and approve release of new unrestricted procurements
- Approve SB Subcontracting Plans
- Train agency personnel in SB matters
- Locate and recommend SB's



# *Other PCR Responsibilities*

- Provide Counseling
- Train Small Businesses
- Advocate on behalf of SB
- Assist with COC's
- Assist with Size Reviews



# *Commercial Market Reps*

Work with large federal prime contractors to ensure that SB receives an equitable portion of subcontracts:

- Ensure that solicitation provisions encourage strong subcontracting plans
- Review and approve subcontracting plans
- Review subcontracting reports to ensure primes are meeting goals
- Help locate SB sources



# *Useful SBA Web Sites*

- SBA – [www.sba.gov](http://www.sba.gov)
- HUBZone – [www.sba.gov/hubzone](http://www.sba.gov/hubzone)
- SDB – [www.sba.gov/sdb](http://www.sba.gov/sdb)
- 8(a) – [www.sba.gov/8abd](http://www.sba.gov/8abd)
- SBA Offices of Government Contracting – [www.sba.gov/GC/indexcontacts.html](http://www.sba.gov/GC/indexcontacts.html)



# *Resource for Future Questions*

Barbara Weaver, PCR-CMR

SBA – Office of Government Contracting

304-623-5632 Ext. 226

[barbara.weaver@sba.gov](mailto:barbara.weaver@sba.gov)

