

# Doing Business with the Federal Government

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*What does the US Government buy?*

*What do businesses need to know?*

*How do I find the opportunities?*

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[www.sba.gov/or](http://www.sba.gov/or)



*U.S. Small Business Administration*

# U.S. Small Business Administration

- Created in 1953 – to aid, counsel, assist and protect small business
- 28 million small businesses in the U.S. – **335,000 small businesses** here in OR.
- District Office covers Oregon and SW Washington
  - [sba.gov/or](http://sba.gov/or)
- Helps small businesses through Counseling, Capital, Contracting, Advocacy and Disaster Assistance

# Small Business Counseling and Technical Assistance

- Counseling, Mentorship and Technical Assistance
- Nationwide network of Resource Partners
  - 21 **Small Business Development Centers**
  - 5 **SCORE** Chapters
  - **Women's Business Center**
  - **Veterans Business Outreach Center**
- 739,616 clients were counseled and trained across the country – More than **9,000** individuals in OR and SW WA.

# Small Business Capital

- Not a direct lender – guarantees portions of loans for lenders
- \$30.3 billion supporting 609,437 jobs
- In the district, back-to-back record years in lending – 835 loans totaling \$428 million
- 60 active lenders in the district
- Technical assistance and support with the loan process

# **Federal contracts**

## **– a large potential source of work**

**2012 to present: \$831 billion nationwide,  
\$2.5 billion in Oregon**

### **Top 5 Federal agencies buying from Oregon firms:**

**Department of Defense**  
**General Services Administration**  
**Department of the Interior**  
**Department of Agriculture**  
**Department of Veterans Affairs**

# Federal Agencies prioritize buying from Small Businesses

Mandated by Congress, regulation and agency policies

- At least 23% of contracts must go to small businesses
- Annual goals for various small businesses of certain socio-economic groups (e.g., HUBZone, 8(a), Women-Owned, Service-Disabled Veterans )
- Goals similar to those in the State and local government sectors.
- Agencies must set aside certain contracts for only small businesses or HUBZone businesses (allows these firms to compete in a smaller pool)
- SBA 8(a) firms and HUBZone firms can potentially be awarded contracts non-competitively

# What is a “small business”?

- Determined by North American Industrial Classification System (NAICS) codes. ([www.census.gov/eos/www/naics/](http://www.census.gov/eos/www/naics/))
- Service & construction industries are defined as small by *average annual receipts* for last 3 years
- Manufacturing industries are defined by *number of employees*

## **EXAMPLES:**

**Code 115310, Support Activities for Forestry, *threshold of \$7.5 mil. (or \$19.0 mil. if for Forest Fire Suppression or Fuels Mgmt. Services)***

**Code 335122, Commercial, Industrial & Institutional Electric Lighting Mfg. *threshold of 500 employees***

# ***HOW TO do business with the Federal government***

1. Determine which agencies buy your product or service.
2. Obtain a Dun & Bradstreet number.
3. Register your firm on [www.SAM.gov](http://www.SAM.gov).
4. Obtain any socio-economic certifications you are qualified for (Women-Owned, Small Disadvantaged Business, Veteran Owned Small Business, HubZone, etc.) Visit [www.sba.gov/WOSB](http://www.sba.gov/WOSB), [/SDB](http://www.sba.gov/SDB), [/VOSB](http://www.sba.gov/VOSB), etc.
5. Market your firm with agencies that buy your product or service.
6. Seek bidding opportunities on [www.fbo.gov](http://www.fbo.gov).



# Find out who buys your product/service

[www.usaspending.gov](http://www.usaspending.gov)



[www.gsaadvantage.gov](http://www.gsaadvantage.gov)



[www.fedbizopps.gov](http://www.fedbizopps.gov)



[www.sba.gov](http://www.sba.gov)



# Small Business Liaisons

## *Your first contact at each agency*

- AKA “Small Business Advocate” or “Small Business Ombudsman”
- Typically works in the agency’s contracting branch
- Can access contracting forecast information for upcoming buys
- Can connect you to agency end-users who will directly use your product/service
- Best to provide marketing info to the liaison in Fall or Winter (after fiscal year-end!)
- Check agency websites for contact info, office locations
- Mine contact info from FBO, or sites like [www.fedconnect.net](http://www.fedconnect.net).

# We Want You To Grow and Succeed



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