Doing Business with the Federal Government

What does the US Government buy?
What do businesses need to know?
How do I find the opportunities?

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Business Opportunity Specialist
SBA Portland District Office
www.sba.gov/or
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

• Helps small businesses through Counseling, Capital, Contracting, Advocacy and Disaster Assistance

www.sba.gov
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.

www.sba.gov
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

www.sba.gov
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

www.sba.gov
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

www.sba.gov
What is a “small business”?


- 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.
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, /SDB, /VOSB, etc.
5. Market your firm with agencies that buy your product or service.
Find out who buys your product/service

www.usaspending.gov

www.gsaadvantage.gov

www.fedbizopps.gov

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 you 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.

www.sba.gov
We Want You To Grow and Succeed

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