What’s New at SBA?

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Region VII SBA Administrator
SAME Industry Day – Omaha, NE
Millions Turn to SBA Each Year

• Start and Grow
• Find Capital
• Access Federal Contract Opportunities
• Recover from Disaster
• And Export.
The Small Business Jobs Act

• Extended Recovery Act loans
• Permanently increased some lending limits
• Turned Export Express pilot program permanent
• Created temporary loan programs
• Instituted state grants for exporting help
• Provided “parity” in contracting
• Instituted pilot “teaming” contracting training grants
Today’s SBA-Continuum of Service

- Start-Up America
- Small Business Innovation and Research (SBIR) Program
- Small Business Investment Company (SBIC) Program
- Writing the rules on “Crowd-Funding”
SBA Core Operations
3 “C”’s and More

- Contracting
- Capital Access
- Counseling/Training
- Export Assistance
- Disaster Assistance
U.S. Government:

The World’s Largest Customer

Federal Contracts = $500 Billion + per year (FY2010)
Contracting Support

PROCUREMENT TARGETS:

Small Businesses:
23% = <100 Billion

$500 Billion + per year
Contracting Support

FEDERAL PROCUREMENT TARGETS / REGION 7 FY13 ACHIEVEMENTS:

Small Businesses: 23% / 39%
   Of those, in 8(a) Program – RO 7 – 25%

Service-Disabled Vets: 3% / 16%

Small Disadvantaged Business(SDB): 5% / 18%

Women-owned Small Businesses: 5% / 19%

Located in HUBZones: 3% / 9%
Sequestration And Federal Contracting

- Fewer Contracts Available
- Decreased DOD Projects
- More Indefinite Delivery/Indefinite Quantity (holders are Primes)
- Multiple Award Task Order Contracts
Federal Contracting

• Monitor federal agency’s small business goals of 23% contracts
• Train Small Business Owners
• Train Federal Contracting Officers
• Over $90 billion in Federal Contracts into the hands of small businesses in FY 2011
Contracting Programs

• 8(a) Business Development
• HUBZone Contracting Program
• Service Disabled Veteran and Veteran’s Business Development Programs
• Improved processing times for HUBZone and 8(a) applications
• Woman-Owned Small Business program
Contracting Support

8(a) Business Development Program

A 9-year business development program that helps eligible socially and economically disadvantaged business owners grow and sustain their companies.

The 8(a) program provides:

• Training in business management & marketing
• Support for teaming with other companies
• Access to set-aside contracting opportunities
Contracting Support

Small Disadvantaged Business (SDB) Program

- Self-certifying program as of October 2008
- Subcontracting opportunities
- SDBs are eligible for special bidding benefits
- Prime contractors get credit towards small business goals for using SDBs as subs
Contracting Support

Service-Disabled Veteran-Owned Business (SDVOSB) Program

- Self-certifying program
- SDVOSBs are eligible to bid on set-aside contracts
- Subcontracting opportunities
- Prime contractors get credit towards small business goals for using SDVOSBs as subs
Contracting Support

“8(m)” Women-Owned Small Business (WOSB) Program

• Self-certifying program
• Must be at least 51% directly and unconditionally owned by one or more women; a women must hold highest position, make long-term decisions, manage day to day operation.
• Eligible for set-aside contracts.
• Economically-Disadvantaged Women-Owned Small Businesses (EDWOSB) eligible for further set-asides
Revised Surety Bond Program

• Guarantee of up to 90% on three types of surety bonds:
  – bid bonds
  – performance bonds
  – payment bonds

• February 2013, major revision triples the eligible contract amount, from $2 to $6.5 million.
Contracting Support

Surety Bonds

Contractors purchase surety bonds to guarantee that they will complete contracts. If the contractor fails to complete the contracted work, the surety bond is used to pay for completion.

- Up to 90% Guarantee/ up to $6.5 million
- Bid Bonds insures bidder will sign contract
- Performance Bonds insures contractor will complete work
- Payment Bonds insure contractor will pay subcontractors
Upcoming Contracting Help

Learn About the Federal Government as Your Customer

• **May 16** - 8:30-10:30 a.m.
• SBA Nebraska District Office, 10675 Bedford Ave., Suite 100, Omaha.
• Register at: [www.sba.gov/ne](http://www.sba.gov/ne)
Best Known for “C” - Capital

• Small business start-up and working capital loans – 7(a) Loan Program – up to $5 million

• Loans for land/buildings/fixed assets – 504 Program – up to $5 million ($5.5 mil for manufacturing)

• Microloans – up to $50,000
“Take the Mystery Out of SBA Loans”
Upcoming Workshops

• **May 9**, 11:30 a.m., Bellevue Chamber of Commerce, Bellevue University, 1102 Galvin Road So., Rm 4202. Contact Angie Slaughter at (402) 898-3000 to register.

• **May 21**, Noon, SBA Nebraska District Office, 10675 Bedford Ave., Ste 100, Omaha. Contact Michael Foutch at (402) 221-7211 to register.
Networking Opportunities

Omaha Empowerment Breakfast

• May 10 - 7 a.m.
  Regency Lodge, 107th & Pacific - Omaha
Counseling & Training

• 68 SBA District or Branch Field Office
• 900 Small Business Development Centers
• Women’s Business Centers in each state
• Veterans Business Centers
• 300 SCORE chapters
• (more the 14,000 counselors)
• Serving 1.1 million
• And, online training and counseling.
In the Omaha Area

Omaha SCORE - 10675 Bedford Avenue Suite 100 - Phone: 402-221-3606

University of Nebraska at Omaha - Nebraska SBDC - Mammel Hall Suite 200 6708 Pine Street - Phone: 402-554-6633

Nebraska Business Development Center (NBDC) - PTAC - University of Nebraska at Omaha (UNO), 67th & Pine Streets, Room 200U, 2nd Floor, Mammel Hall - Phone: 402-554-6253

Omaha U.S. Export Assistance Center - UNO Mammel Hall Suite 200 - Phone: 402-597-0193

Southwest Iowa SCORE - Iowa Western Community College, Looft Hall 2700 College Road - Council Bluffs -Phone: 712-329-4742

Iowa Western SBDC - 21915 Cessna Avenue, Council Bluffs - Phone: 712-256-6552
Current Initiatives

- Expanded Export Assistance
- Emerging Leaders training for inner-city and Native American entrepreneurs
- “Encore Entrepreneurs” age 50+
- Boots to Business for Veterans
MORE Current Initiatives

• Manufacturing Help through CAPLINES
• Gateway for Info on Healthcare Options: www.sba.gov\healthcare
• More digital, mobile, and online access
Find Out More About the SBA

- National Twitter Feed: SBAgov
- National Facebook page: SBAgov
- Region 7 Twitter Feed: SBAGreatPlains
- SBA Small Business Guides on district office websites
- WWW.SBA.GOV – Type in Zip Code to find Local Office and SBA Resource Providers