



17 MAR 2026

**INDUSTRY GOVERNMENT
ENGAGEMENT**

<https://www.same.org/phoenix>

SBA Arizona District Office



U.S. Small Business
Administration

Mara Wells

Mara Wells is a Business Opportunity Specialist with the SBA Arizona District Office, where she has served since 2014. She brings technical background to the role, having previously served as a Contract Administrator for the AH-64 Apache helicopter program at the Defense Contract Management Agency (DCMA). Today, Ms. Wells helps Arizona small businesses navigate government contracting, secure capital, and access strategic counseling. A double alumna of Arizona State University, she holds both her graduate and undergraduate degrees from ASU.





U.S. Small Business
Administration

SBA Updates

Arizona District Office

17 March 2026

SBA Arizona District Office Monthly Events

U.S Small Business Administration Loan Clinic

Learn about SBA's lending role and how to prepare a request for capital. Come to this FREE monthly clinic to understand credit requirements, interest rates, collateral terms, and amounts available. Find sources of capital to start or grow your business. Learn how to approach a lender, find bankers interested in your needs, and improve your chances of success.



- WHEN: First Wednesday of every month
- TIME: 9:00am to 11:00am (Arizona time)
- CLICK THE FOLLOWING LINK TO JOIN: <http://ow.ly/jkiw50J9700>

Selling to the Federal Government

Join us for an overview of how to sell your goods and services to the government. Learn about SBA resources and certification programs to help your small business successfully identify and compete for federal contract opportunities.



- WHEN: First Wednesday of every month
- TIME: 1:00 pm to 2:30 pm (Arizona time)
Guest Speaker: 2:30p – 3:00p (check registration link for details)
- REGISTRATION: <https://www.sba.gov/events?district=14>

SBA Arizona FY24 vs. FY25 Lending

	FY 2024 Total Arizona		FY 2025 Total Arizona	
SBA Programs	Loan #	\$ Amount	Loan #	\$ Amount
7(a)	1,332	\$704,212,000	1,420	\$767,006,000
504	199	\$208,118,000	220	\$272,246,000
Microloan	31	\$891,024	33	\$743,196
TOTAL	1,562	\$913,221,024	1,673	\$1,039,995,196

Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(5%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (5%)**



Set-asides are reserved for small business between \$15,000 (Micro-purchase Threshold) to \$350,000 (Simplified Acquisition Threshold)

[FAR Inflation Adjustment Thresholds are Here - Effective October 1, 2025! 90 FR 41872](#)

<u>FAR</u>	<u>Previous</u>	<u>New</u>
Micro-purchase threshold (MPT)	\$10,000	\$15,000
Simplified acquisition threshold (SAT)	\$250,000	\$350,000
Preaward and post-award notices	\$25,000	\$25,000
8(a) justification and approval (J & A) threshold for civilian-agency sole-source awards to entity-owned participants and certain other sole-source awards	\$25 million	\$30 million
J & A for other than full and open competition (FAR 6.304) by senior procurement executive of the agency approval only	\$75 million	\$90 million
(threshold applicable to DoD, NASA, and the Coast Guard)	\$100 million	\$150 million
Prime contractor subcontracting plan (FAR 19.702) threshold	\$750,000 (\$1.5 mil for construction)	\$900,000 (\$2 mil for construction)
8(a), HUBZone, WOSB sole-source threshold	\$4.5 million (\$7 million for manufacturing)	\$5.5 million (\$8.5 million for manufacturing)
SDVOSB sole source threshold	\$4 million (\$7 million for manufacturing)	\$5 million (\$8.5 million for manufacturing)

Arizona Small Business Vendors (Registered in SBS as of 3.9.2026)

Small Business	1,081
Women Owned Small Business (WOSB)	391
Economic Disadvantaged Women Owned Small Business (EDWOSB)	123
Service-Disabled Veteran Owned Small Business (SDVOSB)	640
Veteran Owned Small Business (VOSB)	770
HUBZone	64
8(a)	58

AZ Past Fiscal Years Small Business Dollars

FISCAL YEAR	Small Business Dollars	SDB Dollars	WOSB Dollars	SDVOSB Dollars	HUBZone Dollars	8(a) Contract Dollars
2020	\$1,729,964,167	\$742,545,316	\$425,735,101	\$487,563,639	\$217,314,638	\$157,786,055
2021	\$1,612,564,791	\$703,612,737	\$395,110,568	\$474,236,762	\$181,036,930	\$174,971,666
2022	\$1,970,682,735	\$860,743,703	\$453,219,116	\$533,235,996	\$210,679,353	\$187,772,697
2023	\$1,767,592,079	\$812,474,217	\$389,365,065	\$478,903,666	\$139,004,201	\$242,832,217
2024	\$1,921,143,666	\$882,597,015	\$354,536,725	\$506,799,798	\$144,813,283	\$229,546,932

Questions?



SBA Arizona District Office (www.sba.gov/az)

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www.sba.gov/updates

Thank You



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FEEDBACK REQUEST

- Future Topics that you would like to see
- Please let us know what you liked / didn't like
 - Event location
 - How we can improve
- Speaker / Sponsorship Opportunities



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