



U.S. Small Business
Administration



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Women-Owned Small Business Federal Contracting Program (WOSB Federal Contracting Program)

Selling to the Federal Government

- FY 2022 – over **\$10.7 Billion*** in federal contracts awarded to firms located in Washington state
- **Over \$2 Billion* went to small businesses located in Washington state**

Top five federal agencies buying in Washington State (from small businesses)

- **Department of Defense (DOD)**
- **Department of Agriculture (USDA)**
- **Department of Veterans Affairs (VA)**
- **Department of Energy (DOE)**
- **Department of the Interior (DOI)**
- Opportunities as a subcontractor to prime contractors

**Figures from USA Spending*

Set-Asides for Certification Programs and Socioeconomic Categories

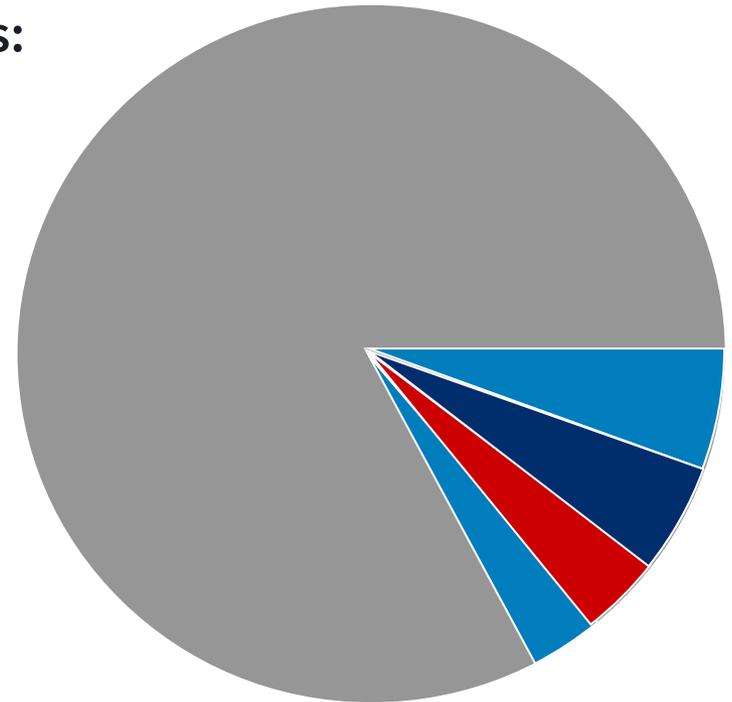
Targeted set-asides and acquisition goals:

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

**Small Disadvantaged Businesses
(including 8(a) certified) (13%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



Set-asides are reserved for small businesses between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold).

WOSB Federal Contracting Program



Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSBs and EDWOSBs

Women-Owned Small Business (WOSB) Certification Eligibility

Is the WOSB Certification Appropriate for You?



Managerial experience



Highest officer position



Proper NAICS codes



51% ownership requirements



Management of daily operations



No minimum time in business

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$850,000



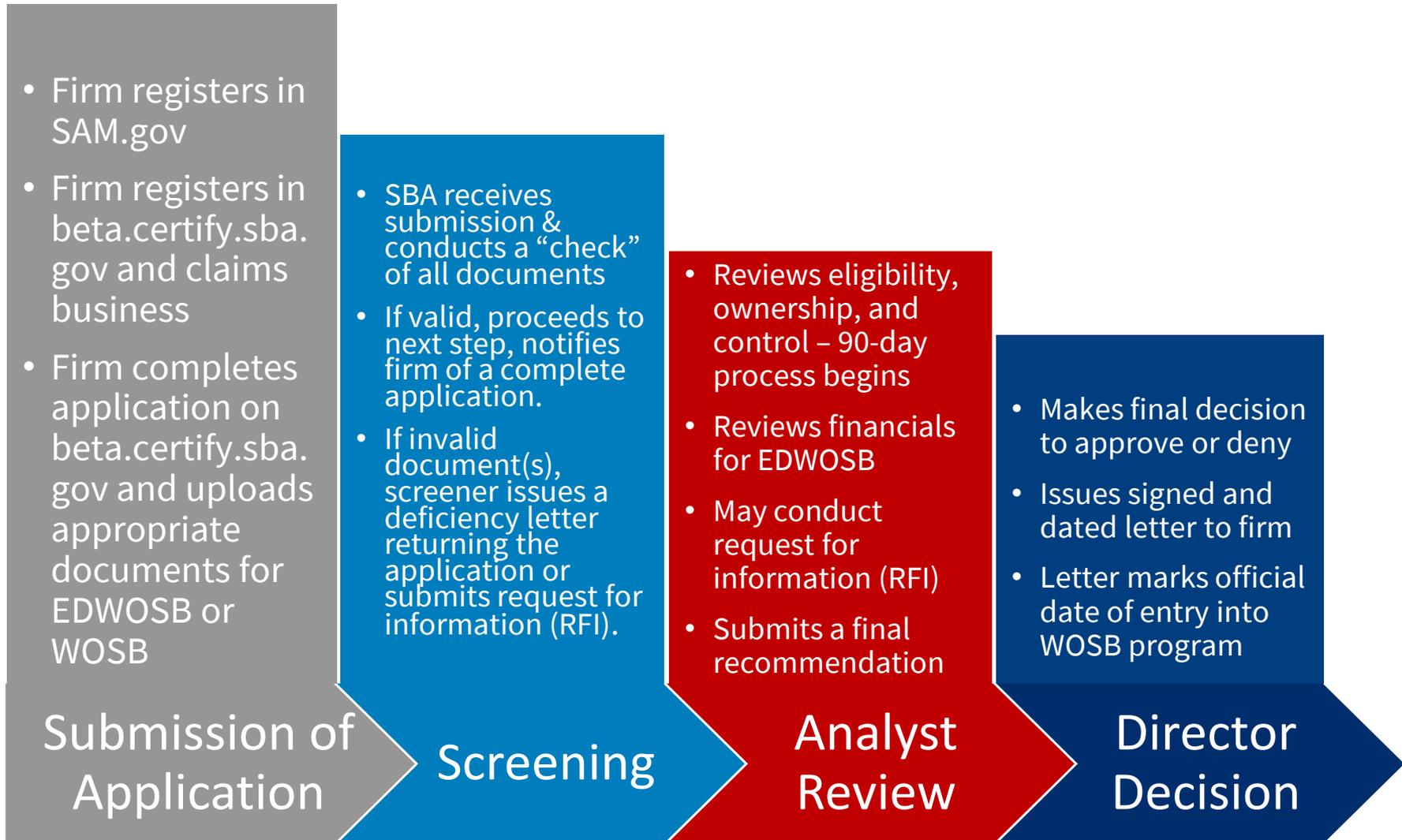
Three-year average income is \$400,000 or less



Fair market value of all assets is \$6.5 million or less

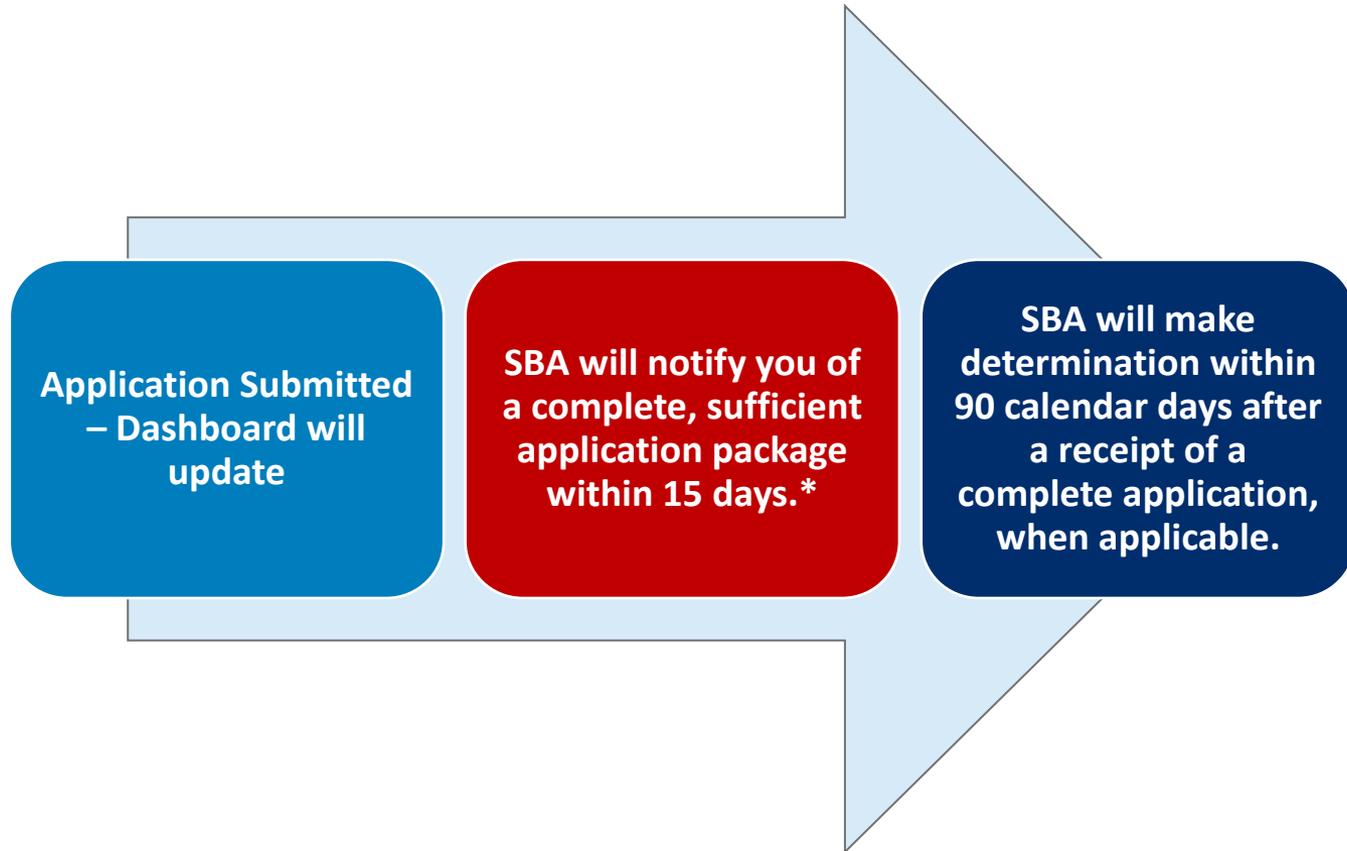
Application Process

WOSB Application Process



WOSB **READY**

Issuing Decisions on Certification

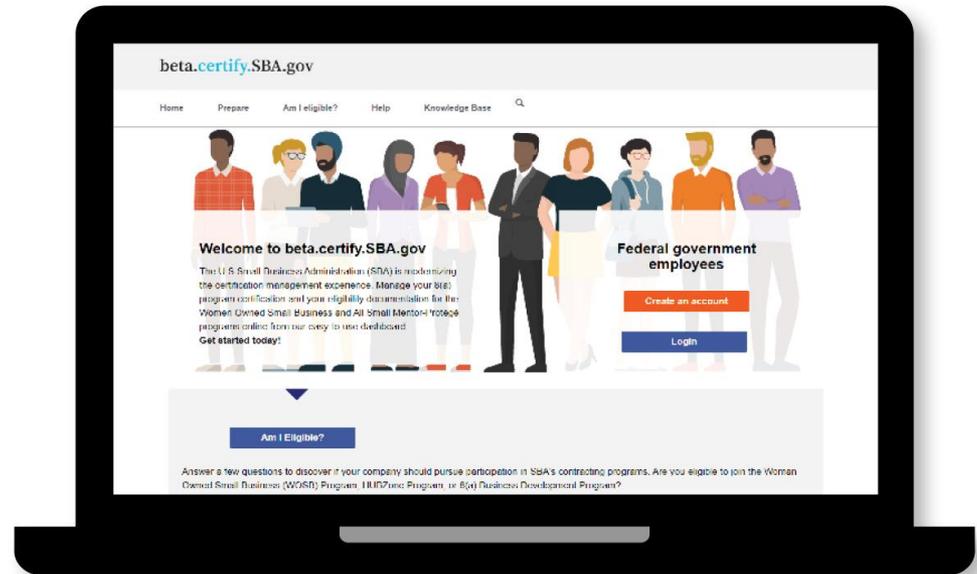


*An SBA representative may reach out if additional information or documentation is required.

beta.certify.SBA.gov

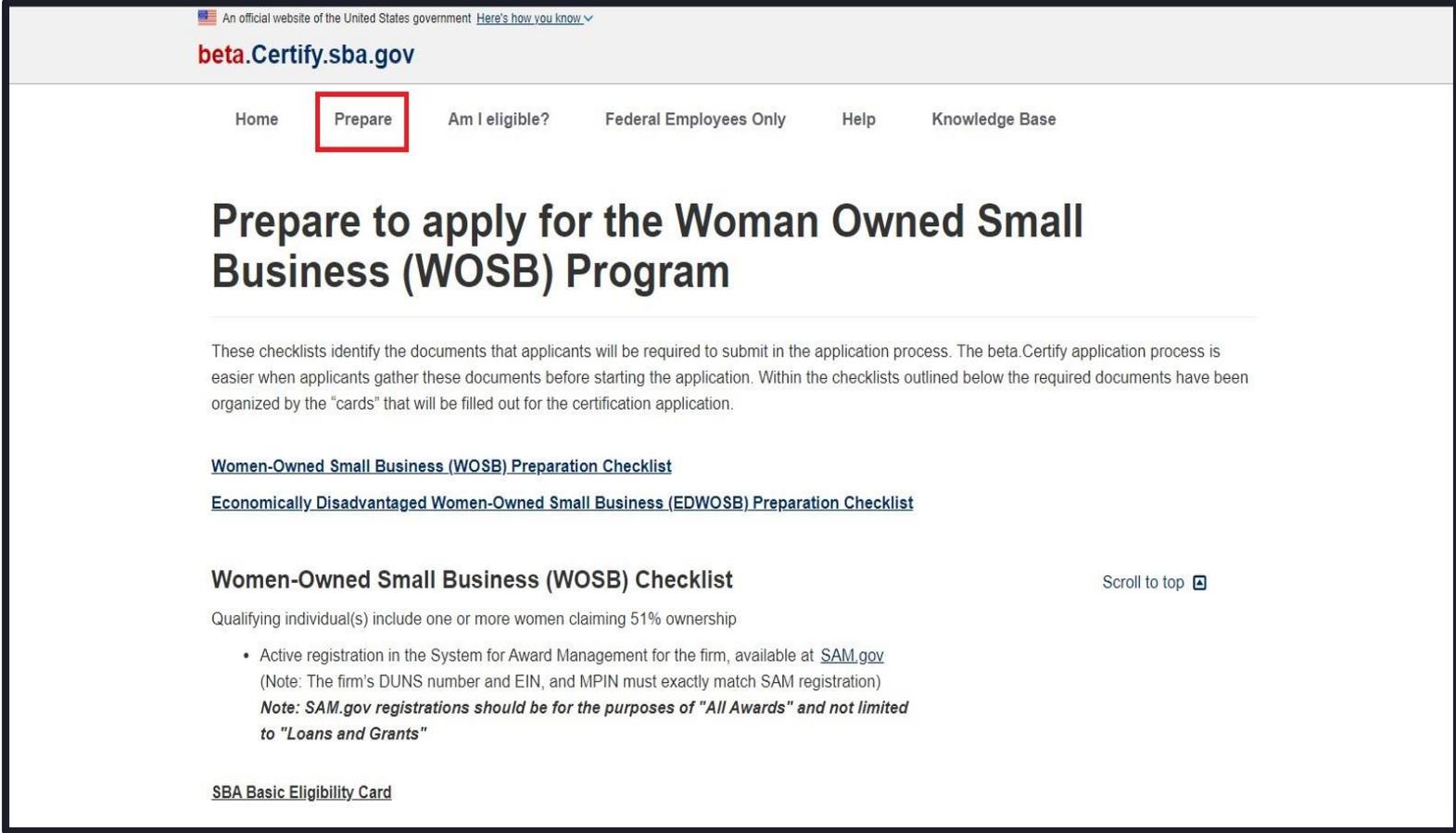
On the **homepage**, you can:

- ✓ Updated checklists that provide guidance prior to applying
- ✓ Verify eligibility
- ✓ Find answers to questions regarding your firm's ability to participate in a program
- ✓ Request information from SBA by submitting the Help form
- ✓ Create an account and proceed with your application
- ✓ Access the [beta.certify.sba.gov knowledge base](https://beta.certify.sba.gov/knowledge-base) including training videos, user guides, and more



beta.certify.SBA.gov - Resources

- ✓ Prepare tab - Updated checklists that provide guidance prior to applying



An official website of the United States government. [Here's how you know.](#)

beta.Certify.sba.gov

Home **Prepare** Am I eligible? Federal Employees Only Help Knowledge Base

Prepare to apply for the Woman Owned Small Business (WOSB) Program

These checklists identify the documents that applicants will be required to submit in the application process. The beta.Certify application process is easier when applicants gather these documents before starting the application. Within the checklists outlined below the required documents have been organized by the "cards" that will be filled out for the certification application.

[Women-Owned Small Business \(WOSB\) Preparation Checklist](#)

[Economically Disadvantaged Women-Owned Small Business \(EDWOSB\) Preparation Checklist](#)

Women-Owned Small Business (WOSB) Checklist

Scroll to top

Qualifying individual(s) include one or more women claiming 51% ownership

- Active registration in the System for Award Management for the firm, available at [SAM.gov](#)
(Note: The firm's DUNS number and EIN, and MPIN must exactly match SAM registration)
Note: SAM.gov registrations should be for the purposes of "All Awards" and not limited to "Loans and Grants"

[SBA Basic Eligibility Card](#)

beta.certify.SBA.gov - Resources

- ✓ Access the [beta.certify.sba.gov knowledge base](https://beta.certify.sba.gov) including training videos, user guides, and more

An official website of the United States government [Here's how you know](#) ✓

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Home Prepare Am I eligible? Federal Employees Only Help **Knowledge Base**

beta.Certify Knowledge Base

Click on one of the articles below to get more information or use our search to find what you're looking for.

Search

Training Media <ul style="list-style-type: none">WOSB/EDWOSB Apply and SubmitWOSB/EDWOSB Before You ApplyWOSB Federal Contracting Program Assistance and Training	Forms <ul style="list-style-type: none">WOSB/EDWOSB Certify External ChecklistWOSB/EDWOSB Certify Quick Start Guide FAQs (General SBA) <ul style="list-style-type: none">Eligibility for 8a, HUBZone, WOSB, or EDWOSBLoans And Grants (How To Apply)SBA Procurement OpportunitiesList of Certified Firms	User Guides <ul style="list-style-type: none">WOSB Applicant User Guide Support <ul style="list-style-type: none">WOSB/EDWOSB Certification Options FAQs (General WOSB) <ul style="list-style-type: none">WOSB Third-Party CertificationsEligibility for 8a, HUBZone, WOSB, or EDWOSBRequest is Blocked/Page Not FoundWhy is Spouse Information Required (EDWOSB)
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WOSB Application Tips & Tricks

1. Ensure you are creating your beta.certify account with the woman owner's login.gov account
2. Ensure the woman owner is listed as the Government POC in SAM
3. **DO NOT** submit multiple help tickets to the help desk
4. **DO** review the document checklist and resume guidance prior to submitting your application

Contracting

WOSB Local* Prime Contracting–FY 22**

- **Prime Contract Dollars in Washington State:** \$303 million
- **Number of awardees:** 387 WOSB prime contractors in Washington State
- **Top Industries:**
 - Remediation Services (NAICS 562910)
 - Commercial and Institutional Building Construction (NAICS sector 236220)
- **Top 5 agencies:**

AGENCY	\$ Awarded
Department of Energy	\$131M
Department of Defense	\$97M
Department of the Interior	\$35M
Department of Agriculture	\$15M
General Services Administration	\$6M

**Data based on prime contractors located within Washington State*

*** figures from USAspending.gov*

Proactive Self-Marketing



Identify federal **buyers** and get to know them.



Identify the agency contracting **procedures** and those who make buying decisions.



Focus on areas in your **niche** and prioritize.



Make **contacts** through small business events and network your business.

Getting the Most Out of the WOSB Federal Contracting Program



Ability to qualify for set-aside or sole-source contract awards—increasing prime and subcontracting opportunities



Opportunity to build capacity and grow by establishing joint ventures and participating in the All Small Mentor-Protégé Program



Access to training, management, and technical assistance programs, as well as guaranteed loans and bonding assistance

Helpful Websites

- [Women-Owned Small Business Federal Contract program \(sba.gov\)](https://www.sba.gov)
- [eCFR :: 13 CFR Part 127 Subpart B -- Eligibility Requirements To Qualify as an EDWOSB or WOSB](https://www.ecfr.gov/current/title-13/chapter-I/part-127/subpart-B)
- [SAM.gov](https://sam.gov)
 - [Entity Registration Checklist](#)
- [WOSB.Certify.sba.gov](https://wosb.certify.sba.gov)
 - [WOSB.Certify Knowledge Base](#)
 - [WOSB Applicant User Guide](#)
 - [Application Checklist](#)
 - [Application Video Tutorials](#)
 - [FAQs for WOSBs/EDWOSBs \(sba.gov\)](#)

Resources

There are several resources available to help answer questions about the WOSB Federal Contracting Program.

- **Women's Business Centers**
 - [Seattle](#)
 - [Lacey](#)
 - [Spokane](#)
- **Procurement Technical Assistance Centers (new name: APEX Accelerator)**
- **Small Business Development Centers**
- **SCORE**
- **WOSB Program Office**
 - wosb@sba.gov

Questions?



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How are we doing?

Please take a minute to let us know

www.sba.gov/feedback

