

Doing Business with the US Government's General Services Administration

- Determining if you qualify for a small business starts with your NAICS code. From there, the government then considers your average number of employees in a 12-month time frame, your average annual receipts for the last three years, for-profit or non-profit status, within the US, and whether you are independently owned. There is not one formula for everyone to use.
- Does your business have a Business Plan? If not, the SBA can help you out. Go to www.sba.gov to learn more.
- The government is the world's largest buyer. They purchase \$500 billion in goods and services annually. 23% of that spending is reserved for small businesses.
- All opportunities to sell to the US Government valued over \$25,000 must be posted on FedBizOpps (www.fbo.gov)
- To get started doing business with the government, start by following these three steps:
 1. Obtain a DUNS number (Dun & Bradstreet)
 2. Register for the System for Award Management (SAM)
 3. Obtain a Commercial & Governmental Entity Code (CAGE)
- The SBA offers an 8(a) Business Development Program for small disadvantaged businesses, which will assist firms that are owned and controlled at least by 51% by socially and economically disadvantaged individuals. It is a certification program, where you have access to business development support. It is a 9-year program. The Federal Government sets aside 5% of its spending for small disadvantaged businesses each year. To apply, go to www.certify.SBA.gov.
- The SBA also runs a program called All Small Mentor-Protégé Program, where small businesses are mentored by big businesses to help them grow. Go to www.sba.gov to learn more.