



# What's New at SBA?

**Patricia Brown-Dixon**

**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

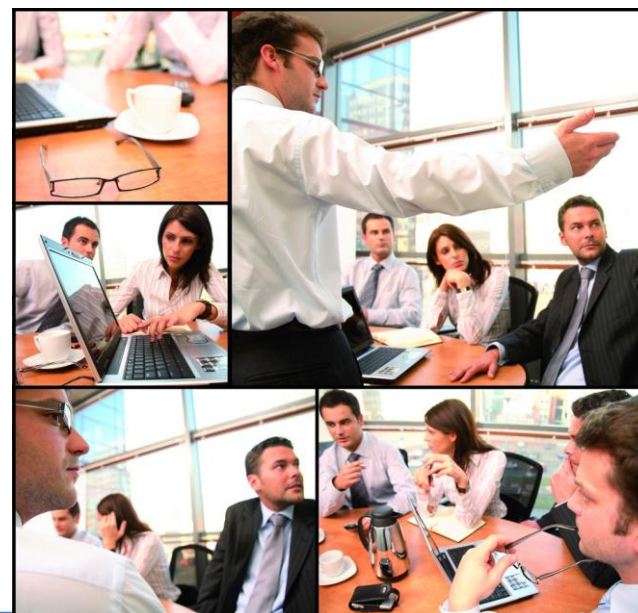


- Start-Up America
- Small Business Innovation and Research (SBIR) Program
- Small Business Investment Company (SBIC) Program
- Writing the rules on “Crowd-Funding”

# SBA Core Operations

## 3 “C” ‘s and More

- Contracting
- Capital Access
- Counseling/Training
- Export Assistance
- Disaster Assistance



# Contracting Support

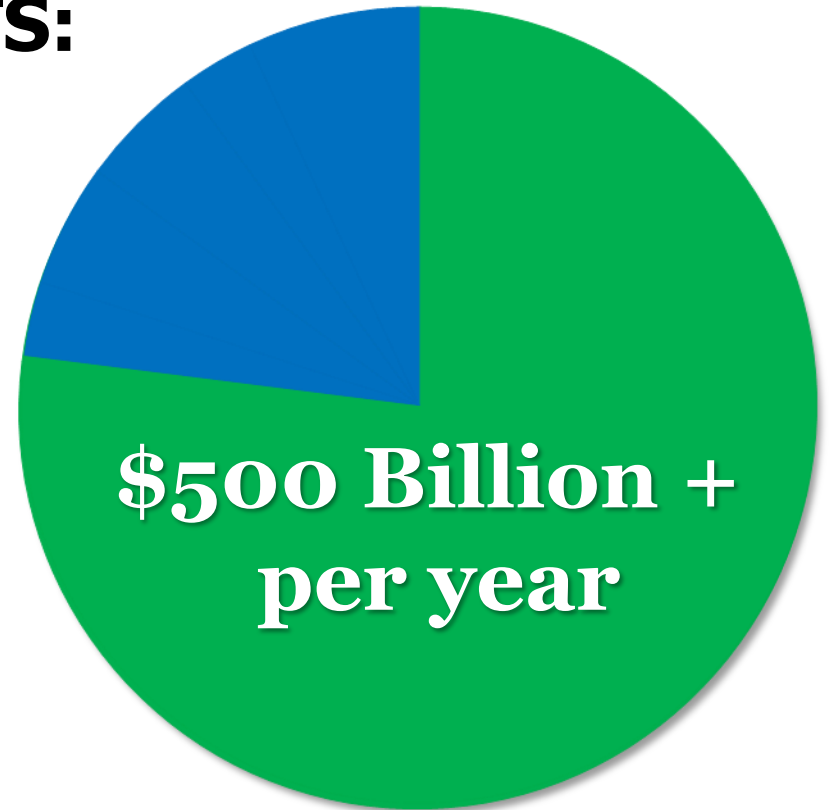
**U.S.  
Government:**  
*The World's Largest  
Customer*

**Federal  
Contracts =  
\$500 Billion +  
per year  
(FY2010)**

# Contracting Support

## PROCUREMENT TARGETS:

*Small  
Businesses:  
23%= <100  
Billion*

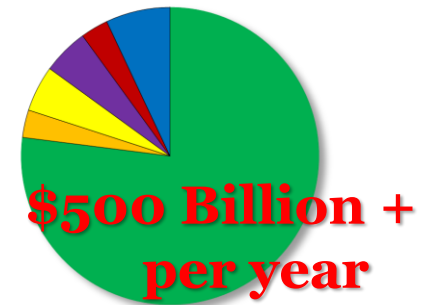


# Contracting Support

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%**

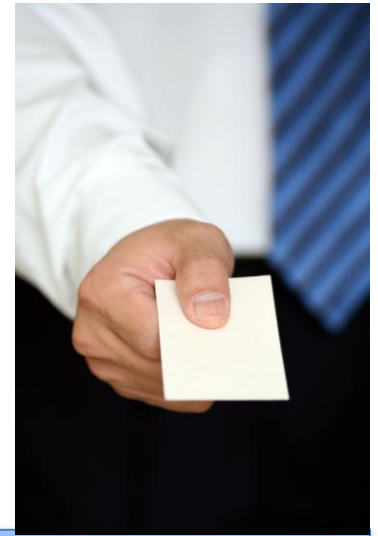


# Sequestration And Federal Contracting

- 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

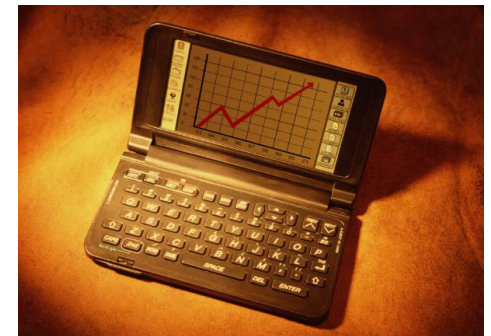


# MORE Current Initiatives

- Manufacturing Help through CAPLINES
- Gateway for Info on Healthcare Options:

[WWW.SBA.GOV\HEALTHCARE](http://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