



Government Contracting and Certification

By Katie Murray

“Government contracting.” “Small business certification.” You’ve heard the phrases before, but what do they really mean? And does it really matter for your small business? Maybe—and maybe not. Let’s cut through all the noise and define these phrases in a meaningful way for your entrepreneurial endeavors.

What is government contracting?

Government contracting is the process that lets you sell your goods or services to the government and its various agencies. The government has a contract, or agreement, with you whereby it purchases what you do or make. And United States government agencies buy a lot from small businesses—more than \$100 billion worth of goods and services each year! From market research to janitorial services, if you want to make the government your customer, there’s a good chance there’s a need for what you offer.

What is being certified as a “small business”?

Being certified as a “small business” is only significant if you’re interested in government contracting. Why? Because there are certain set-asides that the government must adhere to when they’re looking to buy goods or services—there’s a percentage of business set aside for different kinds of companies, including small businesses. (Others include woman-owned, veteran-owned, etc.) So, if you want to be a contender in the federal marketplace, your small business has to meet official criteria to be eligible for government contracts.

How do I certify my business as small?

First, make sure you do, in fact, have a small business. For most industries, SBA defines a “small business” either in terms of the average number of employees over the past twelve months, or average annual receipts over the past three years.

Then, when you know you adhere to the size standards, you register for government contracting. This process also serves the purpose of “certifying” your business as small.



Where can I get some help?

Starting out in government contracting can be overwhelming, but SBA has resources to help, both online and in local communities all across the United States. Available assistance includes:

Small Business Exchange • Voice of Small, Emerging, Diversity-Owned Businesses Since 1984

[Click to read more](#)

Sub-Bid Requests

GREEN LINE EXTENSION PROJECT

SEEKING DBE FIRMS FOR SUBCONTRACTING OPPORTUNITIES

REGISTER NOW



GLXC IS WILLING TO ASSIST DBE SUBCONTRACTORS AND SUPPLIERS IN OBTAINING ACCESS TO BONDS, LINES OF CREDIT AND INSURANCE.

FOR REQUESTS OR ASSISTANCE: Alexandra.Cann@GLXConstruct.com

SMALL BUSINESS EXCHANGE NORTHEAST

SBE OUTREACH SERVICES

With over 1.6 million businesses in our active database—the country’s largest non-public diversity database—SBE sets the professional standard for diversity outreach across the nation. For more than three decades, we have served small businesses, prime contractors, and agencies—with proven results.

Advertisements

Placed in various Small Business Exchange Northeast digital publications each month, and at www.sbenortheast.com

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Targeted mailings sent to businesses chosen according to your criteria

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Telephone follow-up calls using a script of five questions that you define

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Complete documentation that will fit right into your proposal, along with a list of interested firms to contact

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Custom design and development of services that you need for particular situations such as small business marketing, diversity goal completion, and agency capacity building

Call for more information: 800-800-8534



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IS SOLICITING COST PROPOSALS FROM NEW YORK STATE CERTIFIED M/WBE SUBCONTRACTORS AND VENDORS

**WP-269 Reconstruction and Improvement of Hannah Street Pump Station Project
NYC DEP Contract No: PS-276
Bid Date: May 14, 2020**

Description of project:

The Hannah Street Pumping Station is the largest city-owned wastewater collection system pumping station on Staten Island, with a firm conveyance capacity of 37.5 million gallons per day (MGD). The facility’s deficiencies are numerous, as it was built in 1977, requiring the need for a comprehensive upgrade. Work includes demolition, excavation, dewatering, upgrades to the pumping station, electrical, emergency generator, ConEd and metering building, force main work, and temporary facilities.

Many bidding opportunities are available.

If you are interested in bidding on this project, please contact Skanska’s Outreach Coordinator: Julia.Omanoff@skanska.com • EOE/M/F/Vet/Disabled

NORTHEAST EVENTS FOR YOUR BUSINESS



2020

SBA 8(a) and New York State MWBE Certifications Webinar

Wednesday, May 6, 2020, 10:00 am–12:00 pm

Online

Main Sponsor(s): US Small Business Administration, Empire State Development

Contact: Jennifer Talarico, 716-551-3240, jennifer.talarico@sba.gov

Fee: Free; registration required

The SBA Buffalo District Office and the Division of Minority and Women’s Business Development at Empire State Development present a webinar on SBA’s 8(a) Business Development Program and New York State’s Minority and Woman-Owned Business Enterprise (MWBE) certification. The SBA is an independent agency of the federal government created to aid, counsel, assist, and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation. Empire State Development promotes a vigorous and growing state economy, encourages business investment and job creation, and supports diverse, prosperous local economies across New York State through the efficient use of loans, grants, tax credits, real estate development, marketing, and other forms of assistance.

Navigating Long-Term Uncertainty and the Aftermath of Disruption Webinar

Thursday, May 7, 2020, 2:00 pm–3:00 pm

Online

Main Sponsor(s): US Small Business Administration, Monmouth SCORE

Contact: Monmouth SCORE, 732-683-8980, monmouthscore@gmail.com

Fee: Free; registration required

Get on-the-spot coaching, practical steps and navigational tools for working with uncertainty and planning for the aftermath of disruption. Key to any leadership role is the ability to provide a sense of informed direction and a sense of calm when situational demands exceed internal resources. Uncertainty can cause us to feel blind and unsure about our own strengths and intuition. This webinar, presented by The Crisis Tamer Lisa Dinhofer, will provide practical steps for: identifying the often missed opportunities of not knowing; effectively using clarity, knowing, and confidence during disruption; finding gold in the gap between the problem and finding the solution; the critical role values play in managing uncertainty for yourself and your team; planning for what we never think about in the aftermath of disruption.

How to Access the Woman-Owned Small Business Federal Contract Program Repository Webinar

Tuesday, May 19, 2020, 2:00 pm–3:00 pm

Online

Main Sponsor(s): US Small Business Administration

Contact: Patrice Dozier, 404-331-0118, patrice.dozier@sba.gov

Fee: Free; registration required

Once you register, you will be sent the link for the webinar. Before you can participate in the women’s contracting program, you must either use the SBA FREE online application or be third-party certified. Both methods require you to use the certify.SBA.gov website. Webinar access information will be forwarded via email.



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