

U.S. Small Business Administration



Your Small Business Resource

**WOMEN OWNED SMALL BUSINESS
CONTRACTING PROGRAM**

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**WOMEN OWNED SMALL BUSINESS
CONTRACTING PROGRAM (WOSB)**

Federal Contracting Goals:

Small Business:	23% of total
Service Disabled Vets:	3% of total
HubZone:	3% of total
8(a) / Small Disadvantage Business:	5% of total
Women Owned:	5% of total

WOSB Contracting Program

Final Rule

- ◆ **Effective Date: February 4, 2011**
- ◆ **Contracting officers may open bid solicitations to allow only EDWOSBs or WOSBs to compete if:**
- ◆ **The North American Industry Classification Systems code assigned to the solicitation, invitation for bid, or quote is in an industry in which SBA has designated that WOSBs are substantially under-represented.**



WOSB Contracting Program

- ◆ **The contracting officer has a reasonable expectation that two or more WOSBs will submit bids (the “rule of two.”)**
- ◆ **The anticipated award price of the contract does not exceed \$5 million in the case of manufacturing contracts and \$3 million in the case of all other contracts.**
- ◆ **In the estimation of the contracting officer, the contract can be awarded at a fair and reasonable price.**



WOSB Contracting Program

Final Rule

◆ WOSB

- ❖ Woman/Women Directly Own, Control & Manage Daily Operations
- ❖ Woman/Women must be U.S. Citizens

◆ Economically Disadvantaged WOSB

❖ Plus

- ◆ Net Worth \$750,000
- ◆ Income not exceeding \$350,000
- ◆ Assets not exceeding \$6m



WOSB Contracting Program

Final Rule

**Establishes 83 Industries 4-digit NAICS Codes
(373 6-Digit NAICS Codes)**

216 Underrepresented

157 Substantially Underrepresented

373 6 digit NAICS codes

List at www.sba.gov/wosb



WOSB Contracting Program

CERTIFICATIONS

◆ Self Certification

- ❖ With documentation
- ❖ SBA developing WOSB Program Repository

◆ 3rd Party Certifiers

- ❖ 8A Women Owned Program Participants
- ❖ Others entities that SBA approves (future)



WOSB Contracting Program

Set-Asides up to \$5 million in manufacturing or up to \$3 million in all other industries

◆ EDWOSB

- ❖ **Contracting Officers may set aside contracts for EDWOSB in underrepresented industries (45 four-digit NAICS codes).**

◆ WOSB

- ❖ **The SBA Administrator has waived the requirement for Economic Disadvantage in industries where WOSB are substantially underrepresented (38 four-digit NAICS codes); Contracting Officers may set aside contracts for the broad category of WOSB in these industries.**



WOSB Contracting Program

Contracting Officer's Responsibilities

- ◆ **Reasonable Expectation of 2 or More Offers by WOSBs**

- ◆ **Anticipated Award Price must not exceed:**
 - ❖ \$5M – Manufacturing
 - ❖ \$3M – All other
 - ❖ (OMB reviewing an increase for inflation)



WOSB Contracting Program

Contracting Officer's Responsibility

- ◆ **Must check that WOSBs must have proper certification in ORCA**
- ◆ **Must Certify he/she checked the WOSB repository that all required documents are in the system (including certifications by 3rd Party certifiers)**
 - ❖ **WOSBs will give Contracting Officers 120 days authorization to review repository documents**



WOSB Contracting Program

More to Come at www.sba.gov/wosb

- ◆ **Link to the Repository**
- ◆ **Instructions for accessing the Repository**
- ◆ **Contracting Officer's Guide**



WOSB Contracting Program

www.sba.gov/wosb

- ◆ **The Final Rule & History**
- ◆ **FAQs**
- ◆ **Fact Sheet**
- ◆ **NAICS codes for the program**
- ◆ **Compliance Guide for Small Entities**
 - ❖ **Lists required documents for the repository**
- ◆ **Contact Information**
 - ❖ **1-800-U-ASK-SBA (1-800-827-5722)**



QUESTIONS ?

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