

The SBA 8(m) Woman-Owned Small Business Program Decoded

Are you eligible for the new woman-owned small business (WOSB) set-asides?

1. Are you a small business as defined by SBA standards for your industry?

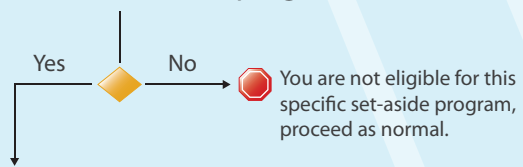


2. Are you a woman-owned small business?

▼ (See WOSB Eligibility below)

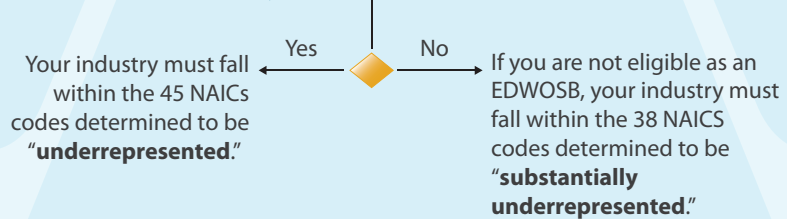


3. Does your business primarily function in one of the listed 83 NAICS codes for the 8(m) program?



4. Are you considered economically disadvantaged?

▼ (See EDWOSB Eligibility below)



You will need to digitize your corporate documents, certify yourself as a WOSB in CCR and ORCA and obtain an account for SBA's General Login System.

► WOSB Eligibility

1. Size: Must be small according to the SBA size standards.
2. Ownership: Must be at least 51% directly or unconditionally owned by a woman or women.
3. Citizenship: Majority owner or owners must be U.S. citizens.
4. Management: Control and day-to-day management must be in the hands of a woman or women.

► EDWOSB Eligibility

All of the above PLUS:

1. Personal net worth: < \$750,000
2. Average Annual Income: < \$350,000
3. Total Assets: < \$6,000,000 (including primary residence and business)

Fact: WOSB is pronounced "wahb"; EDWOSB is pronounced "ed-wahb" (the s is silent).

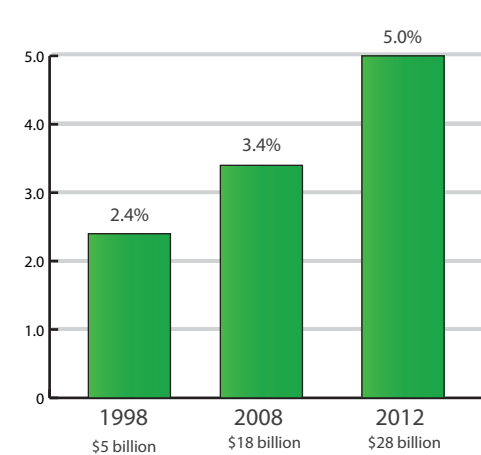
This new program creates set-asides for WOSBs to compete against only other WOSBs and EDWOSBs on manufacturing contracts up to \$5 million and other contracts up to \$3 million.

Requirements for WOSB and EDWOSB Set-Asides

Contracting officers may set aside contracts for WOSBs and EDWOSBs if they meet the following criteria:

	WOSB Set-Aside	EDWOSB Set-Aside
Industries	The NAICS code assigned to the solicitation is an industry in which WOSBs are substantially underrepresented .	The NAICS code assigned to the solicitation is an industry in which WOSBs are underrepresented .
Rule of two	Contracting officer has reasonable expectation that 2 or more WOSBs will submit an offer <small>*Note: All EDWOSBs are WOSBs</small>	Contracting officer has reasonable expectation that 2 or more EDWOSBs will submit an offer <small>*Note: Not all WOSBs are EDWOSBs</small>
Award price	Anticipated award price including options does not exceed the statutory thresholds of \$5M for manufacturing or \$3M for other contracts . Contract can be awarded at fair market price .	

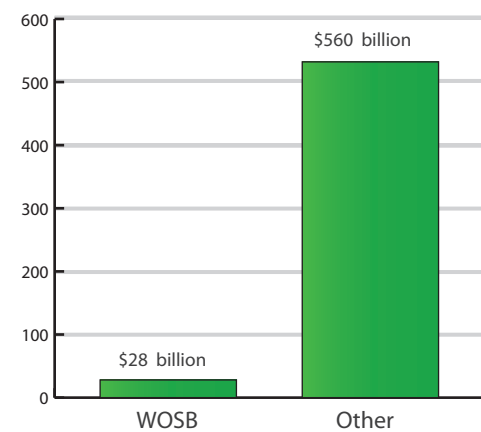
Percentage Set Aside for WOSBs



*Dollar values are approximate

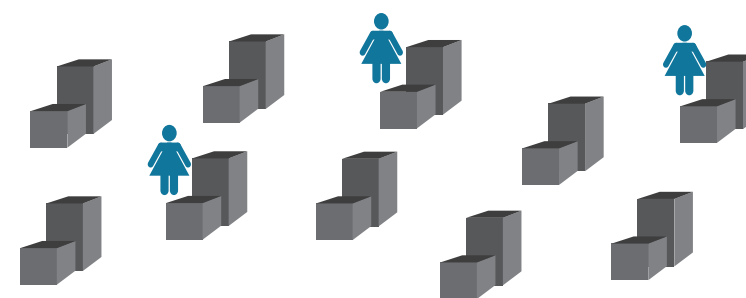
Fact: The goal of the program is to level the playing field for WOSBs to compete for and win federal contracts.

WOSB Market Value



Fact: The federal government has a goal of awarding 5% of its Prime contracting dollars to a WOSB.
Source: SBA briefing for federal procurement workers, Jan. 2011

3 in 10 Privately-Owned Firms are Woman-Owned

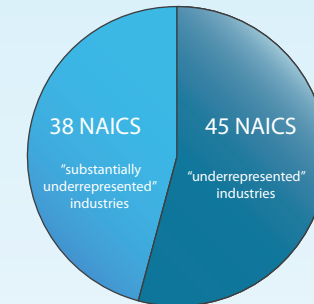


Fact: Enterprising women are expected to create 5.5 million jobs between 2008 and 2018.
Source: SBA, Washington Metropolitan Area District Office briefing

Sources: SBA.gov; RAND report, "The Utilization of Women-Owned Small Businesses in Federal Contracting."

83 NAICS Codes for WOSB Set-Aside Program

Competition may be restricted to **ALL CERTIFIED WOSBs**



Competition may be restricted to **CERTIFIED EDWOSBs**

Fact: Due to the greater overall disparity, non-economically disadvantaged WOSBs can compete for work in "substantially underrepresented" industries.

The program identifies 38 North American Industry Classification System (NAICS) codes for industries in which WOSBs are **substantially underrepresented**.

1. 2372 - Land Subdivision
2. 3152 - Cut and Sew Apparel Manufacturing
3. 3231 - Printing and Related Support Activities
4. 3259 - Other Chemical Product and Preparation Manufacturing
5. 3328 - Coating, Engraving, Heat Treating and Allied Activities
6. 3329 - Other Fabricated Metal Product Manufacturing
7. 3371 - Household and Institutional Furniture and Kitchen Cabinet Manufacturing
8. 3372 - Office Furniture (including Fixtures) Manufacturing
9. 3391 - Medical Equipment and Supplies Manufacturing
10. 4841 - General Freight Trucking
11. 4889 - Other Support Activities for Transportation
12. 4931 - Warehousing and Storage
13. 5111 - Newspaper, Periodical, Book, and Directory Publishers
14. 5112 - Software Publishers
15. 5171 - Wired Telecommunications Carriers
16. 5172 - Wireless Telecommunications Carriers (except Satellite)
17. 5179 - Other Telecommunications
18. 5182 - Data Processing, Hosting and Related Services
19. 5191 - Other Information Services
20. 5312 - Offices of Real Estate Agents and Brokers
21. 5324 - Commercial and Industrial Machinery and Equipment Rental and Leasing
22. 5411 - Legal Services
23. 5412 - Accounting, Tax Preparation, Bookkeeping and Payroll Services
24. 5417 - Scientific Research and Development Services
25. 5418 - Advertising, Public Relations, and Related Services
26. 5615 - Travel Arrangement and Reservation Services
27. 5619 - Other Support Services
28. 5621 - Waste Collection
29. 5622 - Waste Treatment and Disposal
30. 6114 - Business Schools and Computer and Management Training
31. 6115 - Technical and Trade Schools
32. 6117 - Educational Support Services
33. 6242 - Community Food and Housing and Emergency and Other Relief Services
34. 6243 - Vocational Rehabilitation Services
35. 7211 - Traveler Accommodation
36. 8112 - Electronic and Precision Equipment Repair and Maintenance
37. 8129 - Other Personal Services
38. 8139 - Business, Professional, Labor, Political and Similar Organizations

The program identifies 45 North American Industry Classification System (NAICS) codes for industries in which WOSBs are **underrepresented**.

1. 2213 - Water, Sewage and Other Systems
2. 2361 - Residential Building Construction
3. 2371 - Utility System Construction
4. 2381 - Foundation, Structure and Building Exterior Contractors
5. 2382 - Building Equipment Contractors
6. 2383 - Building Finishing Contractors
7. 2389 - Other Specialty Trade Contractors
8. 3149 - Other Textile Product Mills
9. 3159 - Apparel Accessories and Other Apparel Manufacturing
10. 3219 - Other Wood Product Manufacturing
11. 3222 - Converted Paper Product Manufacturing
12. 3321 - Forging and Stamping
13. 3323 - Architectural and Structural Metals Manufacturing
14. 3324 - Boiler, Tank and Shipping Container Manufacturing
15. 3333 - Commercial and Service Industry Machinery Manufacturing
16. 3342 - Communications Equipment Manufacturing
17. 3345 - Navigational, Measuring, Electromedical and Control Instruments
18. 3346 - Manufacturing and Reproducing Magnetic and Optical Media
19. 3353 - Electrical Equipment Manufacturing
20. 3359 - Other Electrical Equipment and Component Manufacturing
21. 3369 - Other Transportation Equipment Manufacturing
22. 4842 - Specialized Freight Trucking
23. 4881 - Support Activities for Air Transportation
24. 4884 - Support Activities for Road Transportation
25. 4885 - Freight Transportation Arrangement
26. 5121 - Motion Picture and Video Industries
27. 5311 - Lessors of Real Estate
28. 5413 - Architectural, Engineering and Related Services
29. 5414 - Specialized Design Services
30. 5415 - Computer Systems Design and Related Services
31. 5416 - Management, Scientific and Technical Consulting Services
32. 5419 - Other Professional, Scientific and Technical Services
33. 5611 - Office Administrative Services
34. 5612 - Facilities Support Services
35. 5614 - Business Support Services
36. 5616 - Investigation and Security Services
37. 5617 - Services to Buildings and Dwellings
38. 6116 - Other Schools and Instruction
39. 6214 - Outpatient Care Centers
40. 6219 - Other Ambulatory Health Care Services
41. 7115 - Independent Artists, Writers, and Performers
42. 7223 - Special Food Services
43. 8111 - Automotive Repair and Maintenance
44. 8113 - Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
45. 8114 - Personal and Household Goods Repair and Maintenance

Q: Can you be both an 8(a) and 8(m) designated company?
A: Yes, because they are two completely different programs.

8(a) = **SDB:** Small Disadvantaged Business

8(m) = **WOSB:** Woman-Owned Small Business

Technically, you can be both, but they are totally unrelated.

More Info: <http://www.GovWin.com/topic/wosb>