

# Federal Women-Owned Small Business Contracting Program



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# Federal Small Business Contracting Goals

- 23% of federal contracts to small business
- 5% of federal contracts to WOSBs
  - Same goal for subcontracting
- 5% of federal contracts to SDBs
- 3% of federal contracts to HUBZones
- 3% of federal contracts to SDVOSBs

# Preferential Contracting Programs

- Set-aside contracts in industries where women have been traditionally underrepresented
  - Sole source contracts option in the future, provided contract value is below \$4 million (\$6.5 million for manufacturing)
- Subcontracting preferences

## What is a WOSB/EDWOSB?

- Must be small business under applicable size standards
- Not less than 51% unconditionally and directly owned by one or more women who are U.S. citizens
- For EDWOSB – must be unconditionally and directly owned by one or more women who are U.S. citizens and *economically disadvantaged*

## Ownership/Control

- Ownership must be direct, not through another company
- Women must control day to day management of company as well as the long term decision making of company
  - Woman must hold highest officer position
  - Must have experience necessary to run company
  - Must devote full time to the company

# Economic Disadvantage

- Must demonstrate diminished access to capital and credit
- *Net worth* must be less than \$750,000, excluding ownership interest in company, equity interest in primary residence, and retirement funds
- Will look at woman's personal income for past three years and fair market value of all assets
  - *Average income* should be less than \$350,000
  - *Fair market value* of all assets should be less than \$6 million (primary residence included, retirement funds excluded)
  - May consider spouse's financial condition

## Certification

- Self certification (may no longer be possible)
  - Register in the federal System for Award Management (SAM)
  - Upload company documents in the WOSB Program Repository in SBA's General Log-in System (GLS)
- Third Party Certification
  - El Paso Hispanic Chamber of Commerce
  - National Women Business Owners Corporation
  - U.S. Women's Chamber of Commerce
  - Women's Business Enterprise National Council (76%)
- Significant Penalties for falsely certifying size or status