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This program is sponsored jointly by :
Associated Builders and Contractors, and
Women Construction Owners and Executives, USA



Associated Builders and Contractors (ABC) is a national association with 75 chapters representing more than 23,000 merit shop construction and construction-related firms with nearly two million employees.

Contact: Jen Huber ABC, Director of Member Services 703-812-2033 huber@abc.org

Women Construction Owners and Executives USA, a national trade association representing women owners and policy making executives in the construction industry.

Contact: Penny Pompei, Exec. Dir 800-788-3548 penny@wcoeusa.org

HISTORY

In 2000, Congress enacted a special small business contracting program for Women Owned Small Businesses (WOSB) by creating section 8m of the Small Business Act.

This was enacted in response to the long time failure of government agencies to meet the 5% WBE federal procurement goals established in the 1980s.

After 10 years of deficient studies, lawsuits and regulatory stalling, the implementation of that program was finally launched by the Small Business Administration on February 4, 2011.

PURPOSE

The purpose of the program is provide additional contracting opportunities for women owned small businesses.

This creates a restricted competition venue for WOSB to bid for direct federal contracts.

This is NOT a subcontracting program.

This is NOT a sole source set aside.

APPLICABLE CONTRACTS

Applies to:

- Federal prime contracts
- Limited to \$3 million for Good and Services (Construction)
- Limited to \$5 million per contract for Manufacturing
- Contract must be selected by agency/contracting officer for restricted competition
- Restricted competition bids (2 or more bidders)
- Only 83 NAICS categories apply

83 NAISC CODES

The NAISC (North American Industry Standard Codes) are 6 digit codes which are defined by Industry.

WOSB classifies these 83 codes into 2 different categories

- Underutilized Codes
Most general construction falls into this category
- Substantially Underutilized Codes
Includes Architectural and design firms
Manufacturing or cabinetry and other building related supplies

WHO CAN PARTICIPATE

Women Owned Small Businesses WOSB

Economically Disadvantaged Women Owned Small Businesses
EDWOSB

WOMEN OWNED SMALL BUSINESS DEFINED

The woman/women disadvantaged owner(s) *must own at least 51% of the business;*

The firm *must be managed and controlled by the women owners.* (Unlike the 8(a) program, the business may be operated on a part time basis if the owner controls and manages the business. This often happens with start-ups.);

The business must be small as measured by SBA's size standards;

The applicant or applicants must be U.S. citizens.

ECONOMICALLY DISADVANTAGED WOSB

Meets requirements for WOSB AND:

Women applicants applying to the program must be found to be *economically disadvantaged*.

1. The women's personal net worth is *less than \$750,000 after* subtracting both the equity in the primary residence and the equity in the applicant business.
2. The women's Adjusted Gross Income averaged over 3 years does not exceed \$350,000 per year.
3. The women's personnel net worth, including her business and residence does not exceed \$6 million.

ENROLLMENT AND CERTIFICATION

1. Register in [Central Contractor Registration](#) (CCR) as WOSB or EDWOSB.
2. Log onto SBA's [General Login System](#) (GLS). **Obtain an account now if you don't already have one.*
3. Go to the WOSB program repository (through GLS) and upload / categorize all required documents. Certification
4. Represent your status in [Online Representations and Certifications Application](#) (ORCA).

CERTIFICATION

Currently the WOSB program is only accepting self certification as a WOSB. Applicants must:

1. Answer and submit list of questions under penalty of perjury,
2. Upload documentation showing 51% ownership and control,
3. For EDWOSB upload tax returns and financial statements.

CERTIFICATION

This program is currently not accepting certification from DOT agencies or from private groups such as WBENC. Although the SBA is allowing groups like WBENC to be apply for approval as a private certification organization for this program.

The certification repository is not yet fully operational, but should be within a few weeks.

NOW WHAT?

Only EDWOSB may bid on restricted competition contracts in categories where women are considered UNDERUTILIZED.

Both WOSB and EDWOSB may bid on restricted competition contracts in categories considered SUBSTANTIALLY UNDERUTILIZED

HOW CONTRACTS ARE DESIGNATED

Contracting officers may designate a contract for this program if:

- The NAICS code is in an industry in which SBA has designated that WOSBs are substantially underrepresented. For EDWOSB underrepresented.
- The contracting officer has a reasonable expectation that two or more WOSBs will submit offers.
- 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.
- The contracting officer believes the contract can be awarded at a fair and reasonable price.

WHERE TO FIND CONTRACTS

Look on the Federal Business Opportunities website (www.fbo.gov) to find Federal government solicitations that may be set aside for WOSB or EDWOSBs. The announcement and solicitation will state that the agency is limiting competition to either EDWOSBs or WOSBs eligible for the program.

RESOURCES

<http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>

There are also a number of local resources available to help you learn more about the Program:

Small Business District Offices – Find your local office at:
<http://www.sba.gov/about-offices-list/2>

Women's Business Centers – Find your local center at:
<http://www.sba.gov/content/womens-business-centers>

Small Business Development Centers – Find your local center at:
<http://www.asbdc-us.org/>

Procurement Technical Assistance Centers – Find your local center at:
<http://www.aptac-us.org/new/>

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