



U.S. Small Business
Administration

Women Mean Business

SBA's Women-Owned Small Business Federal Contract Program

VA's Women Veteran-Owned Small Business Initiative

Alisa Sheard, Director, WOSB Federal Contract Program

Michele "G-I" Gardner-Ince, Director

ABOUT THE PANELIST



U.S. Small Business
Administration

Alisa Sheard

Director

Women and Veterans Contracting Program Manager

ORGANIZATION DETAILS

U.S. Small Business
Administration

YEARS OF GOVERNMENT SERVICE: 18 years

CAPABILITIES: Small Business Advocate, Government Contracting, MBA, Management Analyst, SBA Small Business Program Compliance

CERTIFICATIONS:

FAC-C Level 1 Contracting

Issuing authority Federal Acquisition Institute



CONTACT INFORMATION

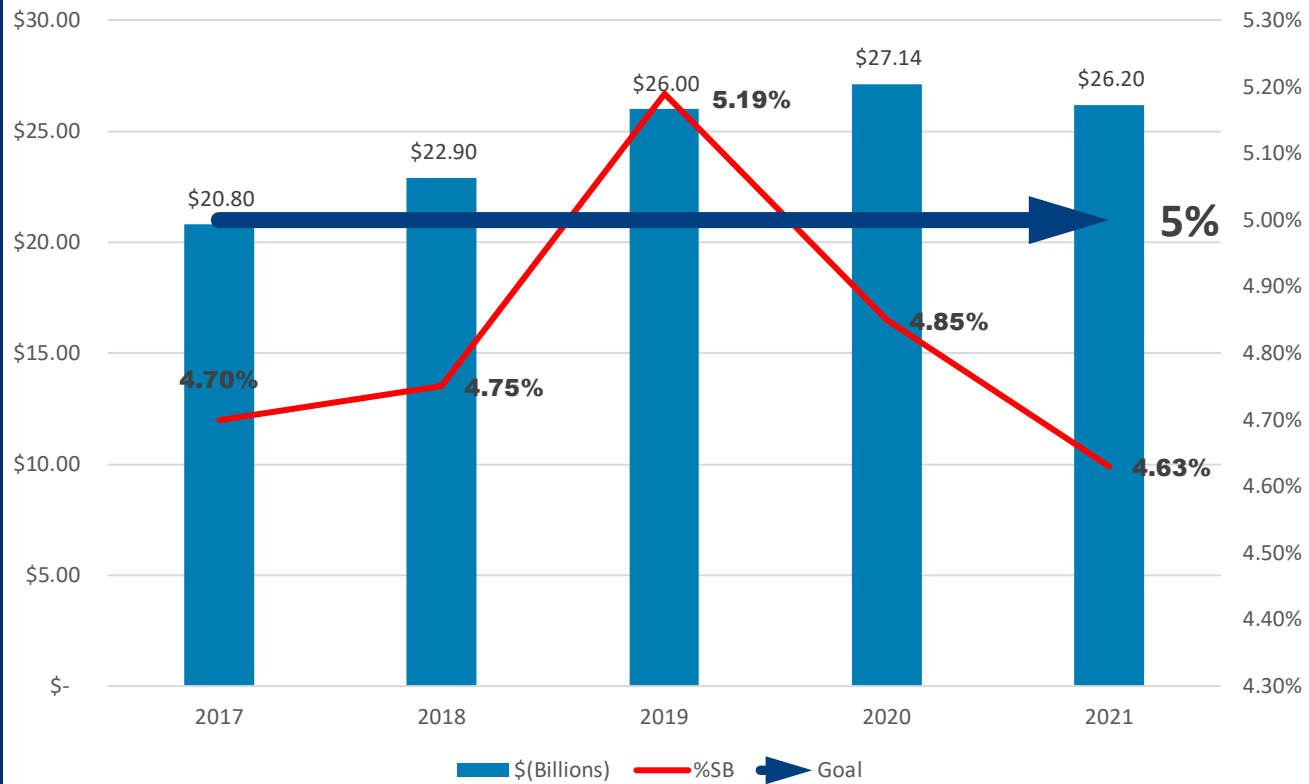


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Federal Scorecard Performance

5% GOAL



WOSB READY

Unique Aspects of the WOSB Federal Contract Program



Many NAICS codes are now authorized for use under the WOSB Federal Contract Program. Check sba.gov/wosbready for available NAICS (733).



WOSBs and EDWOSB must receive certification through WOSB.certify.sba.gov in order to be eligible to compete on set-aside and sole-source contracts.



COs must verify WOSB and EDWOSB certification on the [Dynamic Small Business Search \(DSBS\)](#) database.

WOSB **READY**



Good News Stories

- A firm that was already SDVOSB but via our expedited application process also became EDWOSB certified. They received a WOSB set-aside award for ~\$6M stabilizing this small company in Atlanta and growing their workforce with new jobs!
- **Fueling US Economic Impact:** In FY21, over \$1.2 billion in federal procurements were set-aside for WOSB/EDWOSB firms generated 2.8x the impact for a total of over \$3.6 billion in aggregate economic activity—WOSB firms have the biggest impact to our US marketplace more than any of the other SBA set-aside programs.

WOSB Federal Contract Program Participants

Total Program Participants

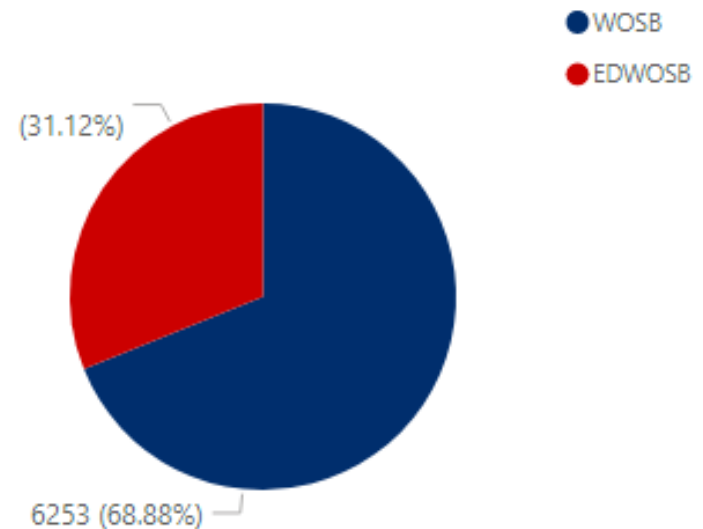
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Top NAICS

541611	Administrative Management and General Management Consulting Services
541511	Custom Computer Programming Services
541330	Engineering
541512	Computer Systems Design Services
611430	Professional and Management Development Training
236220	Commercial and Institutional Building Construction
541519	Other Computer Related Services

Participation Mix

Total Approvals (By Application Type)



*As of
6/19/2023

DOD Industries of Opportunities



Third-Party Certification

- Approved TPCs:
 - [El Paso Hispanic Chamber of Commerce](#)
 - [National Women Business Owners Corporation](#)
 - [U.S. Women's Chamber of Commerce](#)
 - [Women's Business Enterprise National Council](#)
- Women Stakeholder Groups
 - [Women Impacting Public Policy \(WIPP\)](#)
 - [National Women's Business Council](#)
 - [Black. Owners. Women. \(BOW\) Collective](#)
 - [Women's Procurement Circle](#)
 - [Women Veteran Small Business Coalition](#)

**This list is not exhaustive*



Changes to Remember

- The self-certification process is no longer available in certify.sba.gov. All Firms seeking to participate in the program must apply via WOSB.Certify.sba.gov
- Third-party certified firms apply by submitting their TPC certificate.
- **All firms** seeking to participate in the WOSB Federal Contract Program, WOSB or EDWOSB set-aside contract or sole source must be **certified**.
- COs no longer have to verify a WOSB firm's documentation. Program participation is displayed on the firm's [Dynamic Small Business Search \(DSBS\)](#) profile.
- Women-owned small businesses that are not certified for SBA's WOSB Federal Contracting Program may continue to identify as women-owned small businesses in SAM.gov and receive contract awards outside the program, and these awards can count toward an agency's goal for awards to WOSBs.



Agency Call to Action

You can increase small business' access to federal contracting opportunities through:

1. Become proficient about the WOSB Program.
2. Make larger awards to WOSB/EDWOSB firms.
3. **Make awards to firms who hold multiple certifications.**
4. Prioritize WOSBs from the top!
5. Build relationships with WOSB and EDWOSB businesses.
6. **Plan in advance to reserve opportunities for WOSB/EDWOSB set-asides in key NAICS/industries.**
7. **Commit to making at least one more WOSB/EDWOSB award than you did last year.**
8. Reach out to support or for more information.

WOSB READY

Resources

SBA Website Resources:

- For small businesses: www.sba.gov/wosbready
- For program administration and COs: <https://www.sba.gov/partners/contracting-officials/contracting-program-administration/wosb-program-administration>

Regulatory Resources

- [U.S. Code – 8\(m\) Small Business Act - WOSB Program Statue](#)
- SBA's Code of Federal Regulations – WOSB Federal Contract Program:
 - [13 CFR 127 Subpart E – Federal Contracting Assistance](#)
 - [13 CFR 127 Subpart F – Protests](#)
- [FAR 19 Small Business Programs](#)
- [FAR 19.15 WOSB Program](#)
- [FAR 6.302-5 - Authorized or required by statute](#)
- [SBA Size Standards Regulations](#)
- [13 CFR 125.6 – Limitations on Subcontracting](#)

THANK YOU!