

Making the Most of Government Contracting:

Where does the SBA fit in?

By: Max Franks, APAC Procurement Counselor

In federal government contracting the role of the small business begins with the Small Business Administration or the [SBA](#). The SBA has the congressional mandate to write the definition of what a Small Business is and to handle all protest about the size of a Small Business. For those of us that have been in government contracting, we look to the SBA for the size standards for the NAICS codes that classify the product or service that we may supply to the government. The NAICS code for Construction is 236220 and the SBA Size standard is \$36,500,000 average over three years. So if you are selling tires or building tanks, or even building a barn, you need to know your NAICS codes and what the SBA Size Standard is to be considered a small business in the government contracting marketplace. Another place the SBA assists is with loan packages, to help grow your business. The SBA has several types of loan packages to help small businesses go to the next level for commercial or government businesses.

The SBA also has three programs that assist small businesses in the government contracting field: 8a Business Development Program, HUBZone Program, and the Woman Owned Small Business (WOSB) program. Each of these three programs require the business owner to own 51% or more of the business and run the day to day operations of the business.

Now these are just a few of the services the SBA can provide to Arkansas based businesses and I want you to know how to contact the SBA in Arkansas, since the changes of leadership at the first of the year.



The Small Business Administrative office for Arkansas is located in Little Rock, AR: Arkansas District Office 2120 Riverfront Drive Suite 250 Little Rock, AR. Phone: 501-324-7379. The new District Director is Edward Haddock and the Small Business Development Specialist is Wanda May. The new Northwest Arkansas Senior Area Manager is Jeff Salzer.

SBA has many free resources to help grow your business. One of them is the SBA Sponsored AR Small Business Technology Development Centers (SBTDCs). The SBTDCs provide commercial business startup information, business plan assistance and SBA loan package review. If you need assistance, the SBA Small Business advisors can help you review your business to consider the 8a program, HUBZone program or the WOSB program since their office certifies your company information to be in these programs.

Arkansas Procurement Assistance Center (APAC) works with the SBA to help with the Boots to Business: a two day training in business education for our military veterans leaving military service. For businesses entering the government market place the Small Business Administration and APAC are just two of the resources available to help grow and seek government contracts.