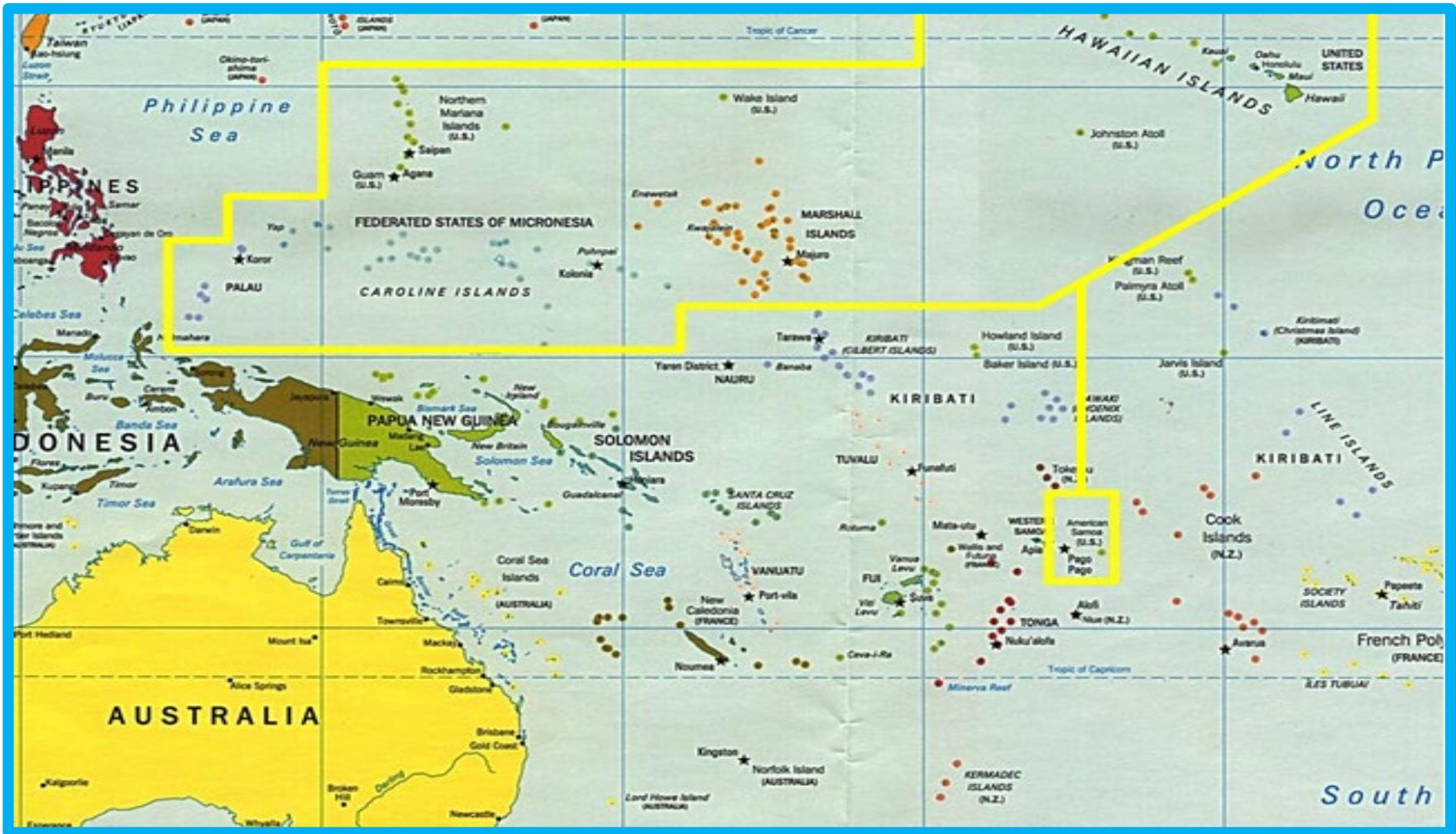




U.S. Small Business  
Administration

**HAWAII DISTRICT OFFICE**

**11,400,000 SQUARE MILES, EQUITABLY SERVING ALL OF  
OUR DIVERSE COMMUNITIES**



**HDO is the SBA's largest geographic district, covering four (4) time zones across the Pacific. Our Resource Partners include: SCORE, Veterans Business Outreach Center of the Pacific, one Hawaii WBC (with one targeted for Guam) and four (4) Small Business Development Center Networks located in Hawaii, American Samoa, Guam and Micronesia/Commonwealth of the Northern Mariana Islands (CNMI)**

# SBA History

- **Created by Congress in 1953 during President Eisenhower's time in office**
- **Cabinet-level position**
- **Isabella Casillas Guzman**
- **68 District Offices**

# What does the SBA do? - 3 Cs

- **Capital – guaranteed loans, disaster relief**
- **Counseling**
- **Contracting**
- **Voice of small business**
- **Center for Verification and Evaluation (CVE) Transfer to SBA VetCert**

# Government Contracting

WORLD'S  
LARGEST  
BUYER



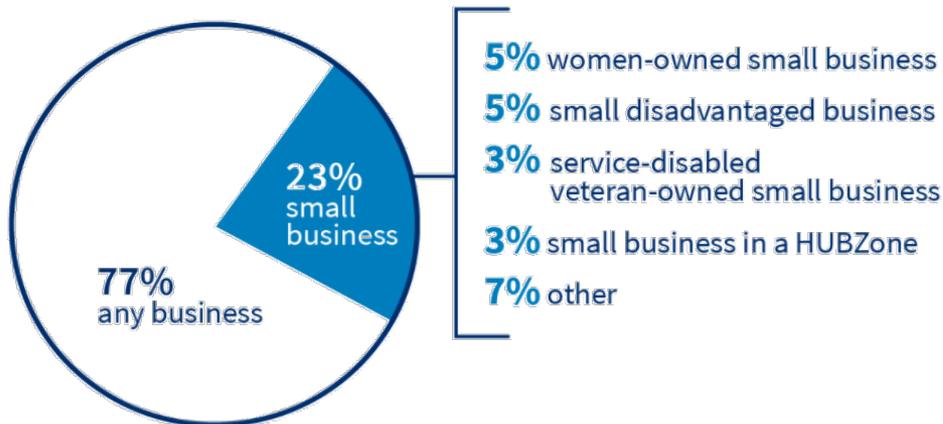
- \$500 billion/year
- 23% federal contract dollars are intended for small businesses

Full and Open  
Competition

Small Business  
Set-Asides

Sole Source

Total federal contracting dollars



# Government Contracting

## *Research Your Market!*



Know what agencies buy your **products and services**



**Find your niche**, competition is fierce



Understand areas of **government spending**



Know your **competition** and their contracts

# 8(a) Business Development Program



**Nine-year program** created to help socially and economically disadvantaged entrepreneurs gain access to—and succeed in—the federal marketplace

**Build capacity** and grow through contracts

**Access** to business development support

# Program Purpose

- 8(a) certification is a path to new business growth.
- The 8(a) BD Program diversifies small businesses' revenue streams with federal contracting dollars. Qualified 8(a) businesses can create new business paths and jobs through increased revenues from government contracting.
- Through the 8(a) BD Program, the SBA provides small disadvantaged businesses with exclusive access to reserved federal contracting opportunities and a unique opportunity for direct contract awards.



# When Should You Apply?

## Are You Ready?

- Do you have the **CAPACITY** to deliver on federal contracts?
- Do you have sufficient **CASH FLOW**?
- Do you have demonstrated **CAPABILITY** (past performance)?
- Can you demonstrate successful **PAST PERFORMANCE**?
- Are you open to **ADVICE** on growing your business?

Yes  
 No  
 Don't know



# How to Apply?

- [Get local assistance](#) and find out if you are ready to apply by meeting with an SBA BOS or APEX Accelerator counselors (formerly Procurement Technical Assistance Center)
- Identify your primary [NAICS code\(s\)](#)
- Register your business in the [System for Award Management](#) (SAM)
- Make sure to apply for 8(a) certification at [certify.sba.gov](https://certify.sba.gov). Before you start, visit the Knowledge Base on the Certify website where you can find helpful resources including the application guide to assist with gathering necessary documentation, as well as completing and submitting your application

Don't move to  
The Island of  
One!



# Veterans Business Outreach Centers

## Services

- Boots to Business/Reboot
- One-on-One Business Counseling
- Pre-Business Plan Workshops/Concept Assessments
- Business Plan Assistance
- Feasibility Analysis/Strategy
- Training
- Navigation of Local Programs & Resources
- Other Related Business Development Services

<https://www.sba.gov/vboc>

## Services

- Business Plan Development
- Manufacturing Assistance
- Financial Packaging and Lending Assistance
- Exporting and Importing Support
- Disaster Recovery Assistance
- Procurement and Contracting Aid
- Market Research Assistance

<https://www.sba.gov/tools/local-assistance/sbdc>

## Services

- Mentoring
  - Online
  - In-Person
- Business Tools and Templates
- Workshops
  - Online
  - In-Person

<https://www.score.org/>

# Women's Business Centers

## Services

- Training
- Counseling
- Access to Capital
- Webinars
- Organizational development tools
- Fund-raising assistance
- Best practices in program delivery

<https://www.sba.gov/tools/local-assistance/wbc>



U.S. Small Business  
Administration

# Questions?

**Hawaii SBA District Office**  
**500 Ala Moana Blvd., Suite 1-306**  
**Honolulu, HI 96813**

**T. Mark Spain – [thornton.spain@sba.gov](mailto:thornton.spain@sba.gov) – 808.460.8971**

**Hazel Beck – [hazel.beck@sba.gov](mailto:hazel.beck@sba.gov) – 808.638.3735**

**Michael Youth – [michael.youth@sba.gov](mailto:michael.youth@sba.gov) – 808.638.2326**