

WHY CERTIFY

FOR THE WOMEN-OWNED SMALL BUSINESS FEDERAL CONTRACTING PROGRAM?



U.S. Small Business
Administration

To help provide a level playing field for women business owners, the government limits competition for certain contracts to small businesses that participate in the Women-Owned Small Business (WOSB) Federal Contracting Program. In order to participate in the program, you first have to become certified.

There are many benefits to going through the certification process to participate in the WOSB Federal Contracting Program. The application process is rigorous, but only those who become certified get access to unique benefits and the competitive edge that the program offers.

IN 2019

Prime contracts were awarded to 15,000 WOSB contractors—21 percent of total small business vendors.

- A record-breaking **\$26 billion** in federal contracts was awarded to small businesses in the WOSB Federal Contracting Program.
- Over 72,000 small business prime contractors received average awards of **\$1.8 million**.

SUCCESS STORY

Through the WOSB Federal Contracting Program, AirQuest Environmental Inc. has successfully won and executed multimillion-dollar projects as a prime contractor, contributing to the growth of their company. Their federal contracts include the U.S. Department of Veterans Affairs, U.S. Fish and Wildlife Service, Federal Aviation Administration, and more.

YOU CAN INCREASE YOUR SMALL BUSINESS'S ACCESS TO FEDERAL CONTRACTING OPPORTUNITIES THROUGH:

- **Qualifying for set-aside or sole-source contract awards only available to certified WOSBs.**
 - The program allows contracting officers to set aside contracts for certified WOSBs and economically disadvantaged women-owned small businesses (EDWOSBs) in eligible industries.
 - The federal government's annual prime contracting goal for WOSBs and EDWOSBs is 5 percent.
- **Working in one of the 444 eligible NAICS codes for set-aside or sole-source awards.**
 - To check which NAICS codes are authorized under the WOSB Federal Contracting Program, visit [sba.gov/wosbready](https://www.sba.gov/wosbready).
- **Building capacity and growing your small business by establishing joint ventures with larger businesses and participating in the SBA Mentor-Protégé Program.**
 - A WOSB or an EDWOSB may establish a joint venture with another business to pursue a WOSB Federal Contracting Program contract.
 - This allows your firm to pursue larger contract opportunities.
- **Accessing specialized training, management, and technical assistance programs, as well as guaranteed loans and bonding assistance.**
 - Certified EDWOSBs are eligible for the 7(j) management and technical assistance program, which includes trainings on how to successfully market yourself to federal agencies and more.

To stay up to date with changes to the WOSB Federal Contracting Program, please visit [sba.gov/wosbready](https://www.sba.gov/wosbready). Firms can also use the **SBA Local Assistance** tool to contact their local **SBA regional and district office** or **Women's Business Center** with questions.



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