

# An Overview of SBA Programs for Entrepreneurs

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**U. S. Small Business Administration**  
**Washington Metropolitan Area District Office**

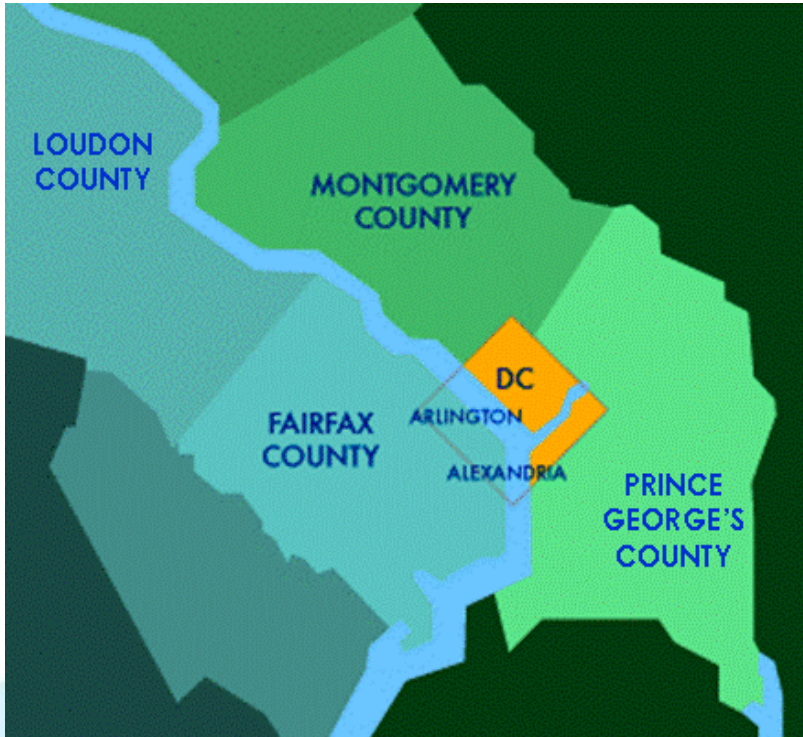
# SBA Organization

- ◆ National Headquarters located in DC
- ◆ 10 Regions
- ◆ 68 Field offices
- ◆ 100 plus locations when including branch offices and remote work sites
- ◆ Over 1,000 employees with the goal of assisting Small Businesses succeed



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# SBA Washington Metropolitan Area District Region Three



- **Prince George's County**
- **Montgomery County**
- **District of Columbia**
- **Fairfax County, VA**
- **Loudoun County, VA**
- **Arlington County, VA**
- **Cities of Alexandria & Fairfax**



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# SBA Mission

- ◆ The SBA is independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise and to maintain and strengthen the overall economy of our nation.
- ◆ The bottom line mission remains the same as it was in 1953: the SBA helps Americans start, build, and grow businesses.
- ◆ We do this through an extensive network of field offices and partnerships with public and private organizations throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.



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# 4 ways the SBA helps businesses build, start, and grow (and survive)

- 1. Counseling and Training**
- 2. Contracting Support**
- 3. Accessing Capital**
- 4. Disaster**



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# Counseling and Training

- **SCORE** (Service Corps Of Retired Executives)
- **Small Business Development Centers**
- **Procurement Technical Assistance Centers**
- **Women's Business Centers**
- **Online Small Business Training Network**



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# Counseling Centers for Prince George's County Businesses

- ◆ **Maryland Procurement Technical Assistance Center**  
7100 Baltimore Avenue Suite 402 College Park, MD  
Phone: 301-403-2740
- ◆ **Maryland Capital Region SBDC**  
7100 Baltimore Avenue Suite 303 College Park, MD  
Phone: 301-403-0501
- ◆ **DC Women's Business Center**  
727 15th Street, NW 10th Floor Washington, DC  
Phone: 202-393-8307
- ◆ **Washington DC SCORE**  
740 15th Street NW Washington, DC  
Phone: 202-272-0390



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# Contracting Support

## **Small Business Act, 1953**

“It is the Declared Policy of the Congress ...to insure that a fair proportion of the total purchases and contracts or subcontracts for property and services for the Government be placed with small business enterprises.”



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# Contracting Support

**U.S.  
Government:  
The World's  
Largest  
Customer**

**Federal  
Contracts =  
\$500 Billion +  
per year  
(2010)**



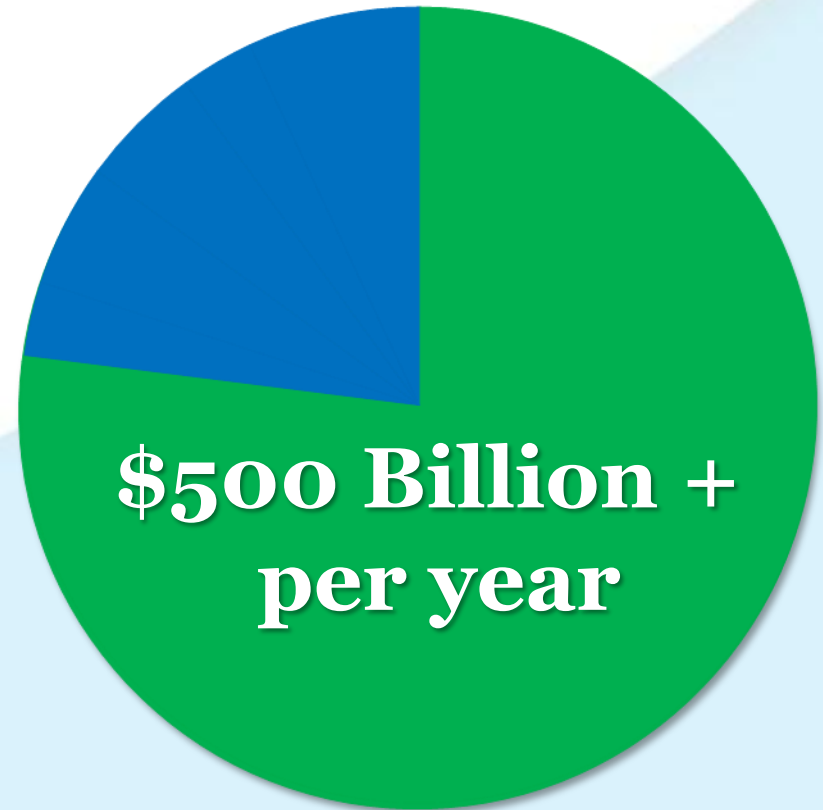
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# Contracting Support

## PROCUREMENT TARGETS:

Small Businesses: 23%

That means the federal government is purchasing  
**\$115,000,000,000**  
from small businesses every year



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# Contracting Support

## **PROCUREMENT TARGETS:**

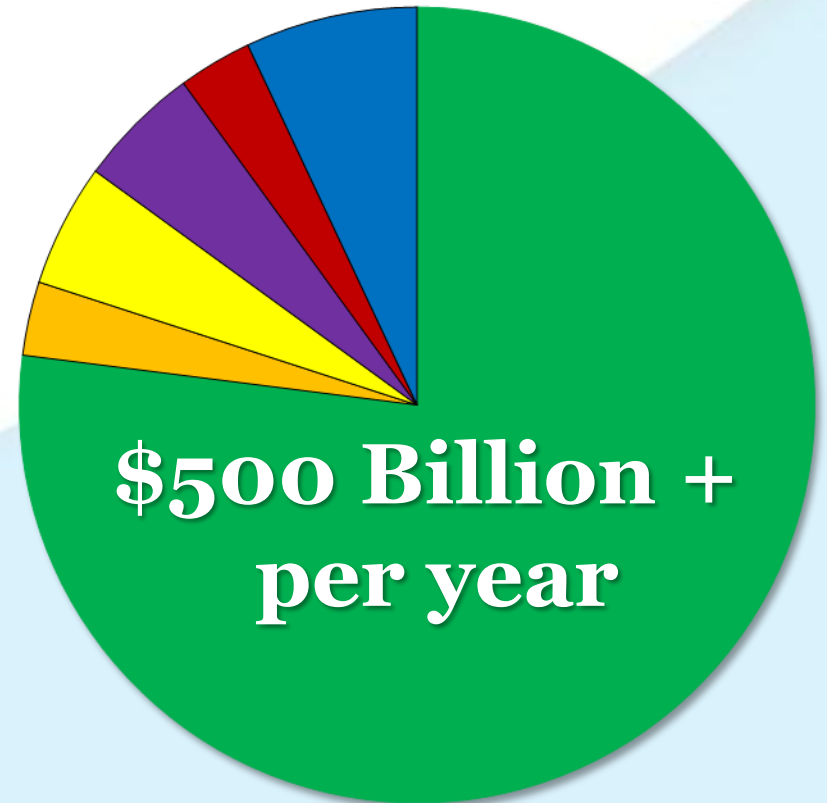
Small Businesses: 23%

Service-Disabled Vets: 3%

Small Disadvantaged: 5%

Women-Owned: 5%

HUBZone: 3%



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# Contracting Support

## Contractor Certification

### *SBA-Certified:*

HUBZone Empowerment Contracting Program  
8(a) Business Development Program

### *Self-Certified:*

Small Disadvantaged Businesses  
Service Disabled Veteran-Owned Businesses  
Women-Owned Small Businesses



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# Accessing Capital

## **Please Note:**

The SBA **does not** make direct loans to business owners (except to assist with recovering from a natural disaster).

What the SBA does is to guarantee some loans made by qualified lenders to qualified business owners.



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# Office of Disaster Assistance

- ◆ Mission: to provide low interest disaster loans to homeowners, renters, businesses of all sizes and private, non-profit organizations to repair or replace real estate, personal property, machinery & equipment, inventory and business assets that have been damaged or destroyed in a declared disaster.
- ◆ Disaster Preparedness: 1.800.BE.READY or [www.ready.gov](http://www.ready.gov)



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# Other SBA Offices

- ◆ Office of Advocacy works to ensure federal regulations do not unfairly affect small businesses: **202.205.6533**
- ◆ Office of the National Ombudsman assists small businesses subjected to unfair federal audits, fines, or enforcement actions: **888.REG.FAIR**
- ◆ Online training, business library, research, etc.  
[www.sba.gov](http://www.sba.gov)



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For more information about  
local SBA resources  
and events go to:

**[www.sba.gov/dc](http://www.sba.gov/dc)**

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