

FAIRFAX COUNTY, VIRGINIA

Business Diversity and Entrepreneurship

GOVERNMENT CONTRACTING FOR SMALL BUSINESSES

FEDERAL PROCUREMENT FISCAL YEAR: OCTOBER 1-SEPTEMBER 30

\$745B
FY2023

► **\$175B**
FOR SMALL BUSINESSES
► 23% SMALL BUSINESS
PROCUREMENT GOAL
(PRIME CONTRACTS)



**Register at the System for
Award Management:**
sam.gov/SAM



CERTIFY

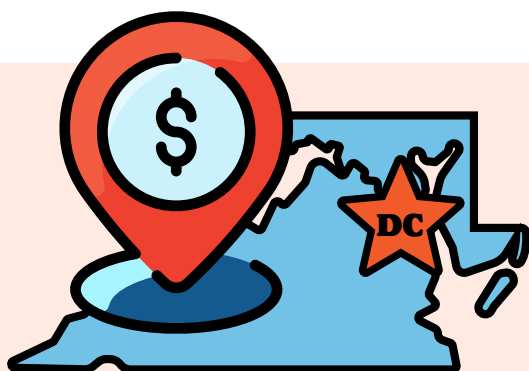
**U.S. Small Business Administration
Federal Certification Programs:**
[sba.gov/federal-contracting/
contracting-assistance-programs](https://sba.gov/federal-contracting/contracting-assistance-programs)

- 8(a) Business Development Program
- HUBZone
- Service-Disabled Veteran-Owned Business
- Small Disadvantaged Business
- Veteran-Owned Businesses
- Woman-Owned Business



Assistance:
George Mason University/Procurement
Technical Assistance Program
virginiaapex.org

Community Business Partnership
cbponline.org



**\$61B AWARDED TO SMALL
BUSINESSES IN THE DMV IN FY23**

VIRGINIA STATE PROCUREMENT FISCAL YEAR: JULY 1-JUNE 30

\$10.7B
FY2023

► **\$2.3B**
FOR SMALL BUSINESSES



Register at eVA:
eva.virginia.gov



CERTIFY

State Certification Programs:
sbsd.virginia.gov/certification-division

- Disadvantaged Business Enterprises (DBE)
- Employment Services Organizations (ESO)
- Minority-Owned Business
- Woman-Owned Business
- Small Business
- Micro Business



Assistance:

Virginia Department of Small Business and
Supplier Diversity
sbsd.virginia.gov

Community Business Partnership
cbponline.org

FAIRFAX COUNTY PROCUREMENT* FISCAL YEAR: JULY 1-JUNE 30

\$1B
FY2023

► **\$241M**
FOR SMALL BUSINESSES



Register at eVA:
eva.virginia.gov

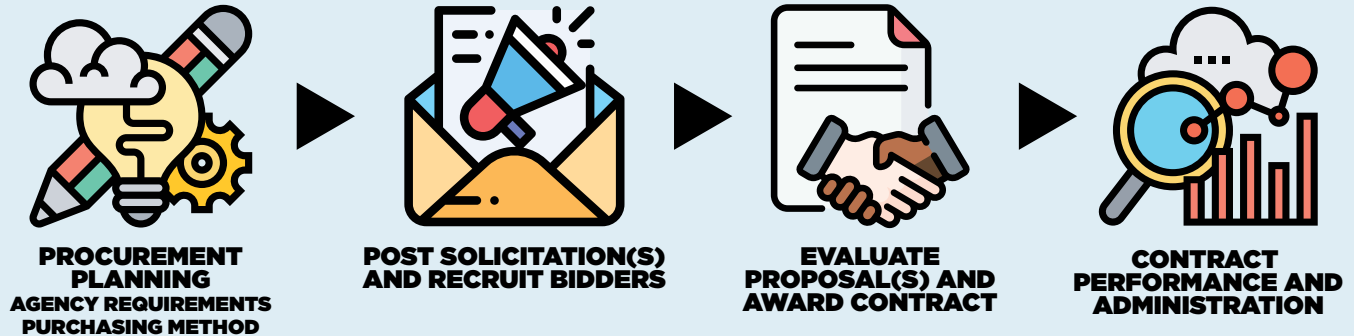


Assistance:

Fairfax County Department of Procurement
and Material Management
fairfaxcounty.gov/procurement

*Fairfax County recognizes Small-, Woman- and Minority-Owned business certifications from the Virginia Department of Small Business and Supplier Diversity.

GOVERNMENT PROCUREMENT LIFE CYCLE



Source: Congressional Research Service, Overview of Federal Procurement Process and Resources, February 2021

ADDITIONAL RESOURCES AND OPPORTUNITIES

FEDERAL GOVERNMENT: RESOURCE GUIDES/GRANTS AND CONTRACTING OPPORTUNITIES

- FEDBIZOPPS ➤ sam.gov/content/opportunities
- GRANTS.GOV ➤ grants.gov
- GSA SCHEDULE ➤ gsa.gov/buying-selling/purchasing-programs/gsa-schedule
- OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION (OSDBU)
➤ Visit OSBDU websites for individual federal agencies
- SBA SMALL BUSINESS CONTRACTING GUIDE ➤ sba.gov/federal-contracting/contracting-guide
- USA.GOV: GET HELP WITH GOVERNMENT CONTRACTING ➤ usa.gov/small-business

REGIONAL AUTHORITIES/AGENCIES: CONTRACTING OPPORTUNITIES

- METROPOLITAN WASHINGTON AIRPORTS AUTHORITY
➤ mwaa.com/business/contracting-opportunities
- VIRGINIA DEPARTMENT OF TRANSPORTATION
➤ virginiadot.org/business/asd-default.asp
- WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY
➤ wmata.com/business/procurement/index.cfm

MENTORING/TECHNICAL SUPPORT

- SBA MENTOR-PROTÉGÉ PROGRAM
➤ sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program
- SERVICE CORPS OF RETIRED EXECUTIVES (SCORE)
➤ score.org



FAIRFAX COUNTY
ECONOMIC DEVELOPMENT AUTHORITY



FairfaxEDA
FairfaxEDA_BD



FairfaxCountyEDA



company/fairfax-county-economic-development-authority

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