GOVERNMENT CONTRACTING FOR SMALL BUSINESSES

FEDERAL PROCUREMENT
FISCAL YEAR: OCTOBER 1–SEPTEMBER 30

$679B FY2022
$158B FOR SMALL BUSINESSES
➤ 23% SMALL BUSINESS PROCUREMENT GOAL (PRIME CONTRACTS)

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

U.S. Small Business Administration Federal Certification Programs:
sba.gov/federal-contracting/contracting-assistance-programs
• 8(a) Business Development Program
• HUBZone
• Service-Disabled Veteran-Owned Business
• Small Disadvantaged Business
• Woman-Owned Business

Assistance:
George Mason University/Procurement Technical Assistance Program
virginiaaptap.org
Community Business Partnership cbponline.org

VIRGINIA STATE PROCUREMENT
FISCAL YEAR: JULY 1–JUNE 30

$8.5B FY2022
$1.5B FOR SMALL BUSINESSES

Register at eVA:
eva.virginia.gov

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

$965M FY2022
$225M FOR SMALL BUSINESSES

Register at eVA:
eva.virginia.gov

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

$54.8B AWARDED TO SMALL BUSINESSES IN THE DMV IN FY22

*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 (OSDBUs) ➤ va.gov/osdbu
- SBA SMALL BUSINESS CONTRACTING GUIDE ➤ sba.gov/federal-contracting/contracting-guide
- USA.GOV: GET HELP WITH GOVERNMENT CONTRACTING ➤ usa.gov/expand-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 (ADDITIONAL)
- SBA ALL SMALL MENTOR-PROTÉGÉ PROGRAM ➤ sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-prenege-program
- SERVICE CORPS OF RETIRED EXECUTIVES (SCORE) ➤ score.org

FOR MORE INFO
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