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)

Virginia apex.org

VIRGINIA STATE PROCUREMENT
FISCAL YEAR: JULY 1–JUNE 30

$10.7B FY2023
$2.3B FOR SMALL BUSINESSES

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
• Veteran-Owned Businesses
• Woman-Owned Business

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

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Community Business Partnership cbponline.org

$241M FOR SMALL BUSINESSES

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

$1B FY2023
$241M 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

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

*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)
  ➤ 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

FOR MORE INFO
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diversity-investment @fceda.org

FAIRFAX COUNTY ECONOMIC DEVELOPMENT AUTHORITY

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