



U.S. Small Business
Administration

SBA at a Glance

Established in 1953 to help start, build, and grow small businesses

- Headquarters in Washington DC
- 10 Regional Offices
- 68 District Offices
- 7 Disaster Center Offices



PENNSYLVANIA COUNTIES

■ Pittsburgh District Office ■ Philadelphia District Office

Western PA (Pittsburgh) District

- District Director Dr. Kelly Hunt
- Serves 27-counties
- SBA Region 3

Counseling

In conjunction with our resource partners, the SBA offers free, confidential business counseling and low-cost training to help your business thrive at all stages of the business cycle.

Small Business Development Centers

- University of Pittsburgh SBDC
- Duquesne University SBDC
- Clarion University SBDC
- Gannon University SBDC
- Indiana University SBDC
- St. Francis University SBDC
- St. Vincent University SBDC
- Penn State SBDC

SCORE Chapters

- Pittsburgh
- Westmoreland
- State College

Women's Business Centers

- Chatham University WBC

Why Pursue Federal Contracts?

The World's Biggest Customer

- Buy EVERYTHING:
 - 36% for supplies/equipment (electronics, transportation, metal-based products)
 - 35% for services (engineering, R & D, business, health)
 - 19% for agricultural products, communications, utilities, finance, and administration
 - 7% for construction
 - 3% for wholesale/retail



How to Get Started

Know the code:

- North American Industry Classification System (NAICS Codes)
 - Industry specific codes used by the Federal government to classify business establishments for the purpose of government contracting and statistical analysis
- <http://www.census.gov/eos/www/naics/>

Study the market/Do your homework:

Federal Sites

- Federal Contracting Opportunities – <https://sam.gov/content/home>
- USA Spending - <https://www.usaspending.gov/>
- General Services Administration – www.gsa.gov
- Request past procurement history reports from government agencies or PTACs

How to Get Started

Federal Registrations:

1. **DUNS Number** – unique nine-digit sequence recognized as the universal standard for identifying and keeping track of over 100 million businesses worldwide
 - <https://fedgov.dnb.com/webform>
2. **System for Award Management (SAM)** - primary registrant database for the U.S. Federal Government. SAM collects, validates, stores and disseminates data in support of agency acquisition missions
 - www.sam.gov
 - **Commercial and Government Entity Code (CAGE Code)** - standardized method of identifying a given facility at a specific location – security clearance, subcontracting, bidder's lists, etc.
3. **Small Business Administration Dynamic Small Business Search (DSBS)**
 - Accessed & completed through sam.gov during SAM registration process

***Once you complete the registrations above, you are eligible to start bidding on federal opportunities!**

SAM.GOV

 An official website of the United States government [Here's how you know](#) ▾

 Sign In

[Home](#) [Search](#) [Data Bank](#) [Data Services](#) [Help](#)



 **Official U.S. Government Website**
100% Free

The Official U.S. Government System for:

Contract Opportunities

(was fbo.gov)

Contract Data

(Reports ONLY from fpds.gov)

Wage Determinations

(was wdol.gov)

Federal Hierarchy

Departments and Subtiers

Assistance Listings

(was cfda.gov)

Entity Information

Entities, Disaster Response Registry, and Exclusions

Entity Reporting

SCR and Bio-Preferred Reporting

NEW [Learn More](#)

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)



[Check Registration Status](#)

Already know what you want to find?

Select Domain... ▾

e.g. 1606N020Q02



Announcements

New UEI transition help page on SAM.gov

Dec 10, 2021

Now you can find help for your most common Unique Entity ID questions on SAM.gov! Select [Learn More](#) in the [Get Started](#) box on the home page. The

Have Questions about SAM.gov?

VIDEO TRAINING
[How to Search](#)

TOPIC



Set-Asides for Certification Programs and Socioeconomic Categories

Targeted set-asides and acquisition goals:

**Women-Owned Small Businesses
(5%)**

**Small Disadvantaged Businesses
(including 8(a) certified) (11%)**

HUBZone Businesses (3%)

**Service-Disabled Veteran-Owned
Small Businesses (3%)**



Set-asides are reserved for small business between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

Local Small Business Resources

Contact a local resource:

- ***Procurement Center Representative (PCR) Directory***
Find your local PCR at: sba.gov/contracting/resources-small-businesses/pcr-directory.
- ***Small Business Administration District Offices***
Find your local office at: sba.gov/tools/local-assistance/districtoffices.
- ***Women's Business Centers***
Find your local center at: sba.gov/tools/local-assistance/wbc.
- ***Procurement Technical Assistance Centers***
Find your local center at: aptac-us.org.
- ***Small Business Development Centers***
Find your local center at: americassbdc.org/home/find-your-sbdc.
- ***SCORE Chapters***
Find your local SCORE office at: score.org.
- **Call the SBA Answer Desk:** 1-800-U-ASK-SBA (1-800-827-5722)

SBA Pittsburgh District Office Resource Guide

https://www.sba.gov/sites/default/files/files/resourceguide_3142.pdf



WESTERN PENNSYLVANIA
EDITION 2020

Small Business

RESOURCE GUIDE



**GROW YOUR BUSINESS
IN WESTERN PENNSYLVANIA**

Teams Talk Schedule – 3rd Wednesday of each month

Essentials of Federal Contracting	Wednesday, October 20, 2021 at 10 AM
Federal Certifications	Wednesday, November 17, 2021 at 10 AM
Registering in SAM.GOV	Wednesday, December 15, 2021 at 10 AM
Essentials of Federal Contracting	Wednesday, January 19, 2022 at 10 AM
Federal Certifications	Wednesday, February 16, 2022 at 10 AM
SBA Bonding Program	Wednesday, March 16, 2022 at 10 AM
Responding to Federal Solicitations	Wednesday, April 20, 2022 at 10 AM
Obtaining a GSA Schedule	Wednesday, May 18, 2022 at 10 AM
SBA Mentor Protégé Program	Wednesday, June 15, 2022 at 10 AM
Essentials of Federal Contracting	Wednesday, July 20, 2022 at 10 AM
Federal Certifications	Wednesday, August 17, 2022 at 10 AM
Marketing to Federal Agencies	Wednesday, September 21, 2022 at 10 AM

Keep in Touch with the SBA's Pittsburgh District Office

Gov Deliveries

- Text **SBA to GOV311 (468311)**, then follow the prompts for the SBA subscription link for Gov Deliveries, or
- Go to the Gov Delivery link directly and follow the prompts at https://public.govdelivery.com/accounts/USSBA/subscriber/new?topic_id=USSBA_119

Twitter

- Follow us on Twitter @SBA_Pittsburgh for the latest news, announcements and photos.

Email

- For general SBA inquiries including information and assistance with SBA's COVID-19 Relief Programs, please email us at wpainfo@sba.gov



U.S. Small Business
Administration



Contact the SBA Pittsburgh District Office

U.S. Small Business Administration **Western Pennsylvania**

- Marisa Fentzel
Business Opportunity Specialist
412-615-4035
marisa.fentzel@sba.gov
- David M. Pinkosky
Economic Development/
Business Opportunity Specialist
412-615-4034
david.pinkosky@sba.gov



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THANK YOU!

Questions and Answers