



Government Contracting for Women, Minorities and Underserved Businesses-Basics and Introduction to Certifications

Kimberly Randle, Arkansas APEX Accelerator
UA ASBTDC, Fayetteville, AR
March 7, 2024

The University of Arkansas System Division of Agriculture offers all its Extension and Research programs and services without regard to race, color, sex, gender identity, sexual orientation, national origin, religion, age, disability, marital or veteran status, genetic information, or any other legally protected status, and is an Affirmative Action/Equal Opportunity Employer. This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

Annual Federal Procurement (FY23): \$745 billion Set-aside for Small Business: 23% = \$171 billion



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Client Benefits



APEX Accelerator Program



The APEX Accelerators Program, formerly known as the Procurement Technical Assistance Program (PTAP), was established to increase the number and the range of businesses capable of participating in government contracts. The Program transitioned from the Defense Logistics Agency (DLA) to the Department of Defense (DoD) Office of Small Business Program (OSBP) on October 1, 2022.

APEX Accelerators NATIONWIDE



90+ APEX Accelerators with over 300 local offices

State-wide



Regional



Native American



NATIONWIDE GOAL

To bring Gov't Buyers together with U.S. Suppliers

STATE GOAL

Increase government contracts in the region they serve

FREE SERVICES

One-on-One Counseling & Training

Source: <https://www.apexaccelerators.us/#/>

University of Arkansas System, Division of Agriculture's Cooperative Extension Service



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Arkansas APEX Accelerator Team



Melanie Berman
Program Director



Savanna George
Client and Intake Specialist



Karey Collins
Administrative Specialist



Kim Magee
Outreach Coordinator

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Arkansas APEX Accelerator Team



Kimberly Randle
Northwest
Counselor



Flora Tate
Northeast
Counselor



Tierra Hutley
Central/Southwest
Counselor



Tim Hicks
Central/Southeast
Counselor

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Northwest Arkansas APEX Office



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Advancing the Mission – New Goals



Arkansas APEX
Mission
—
Provide
Training
&
Resources



Increase the Defense Industrial Base (DIB)



Increase the Government Industrial Base (GIB)



Increase Equity and Inclusion



Increase Awareness of and Compliance with Foreign Ownership, Control, or Influence (FOCI).



Improve Cybersecurity of the DIB and GIB.



Facilitate Innovation for the DIB and GIB – SBIR/STTR



Strengthen the Supply Chain
Defense Production Act



Capture Market Data in Key Industries

APEX Accelerator Services



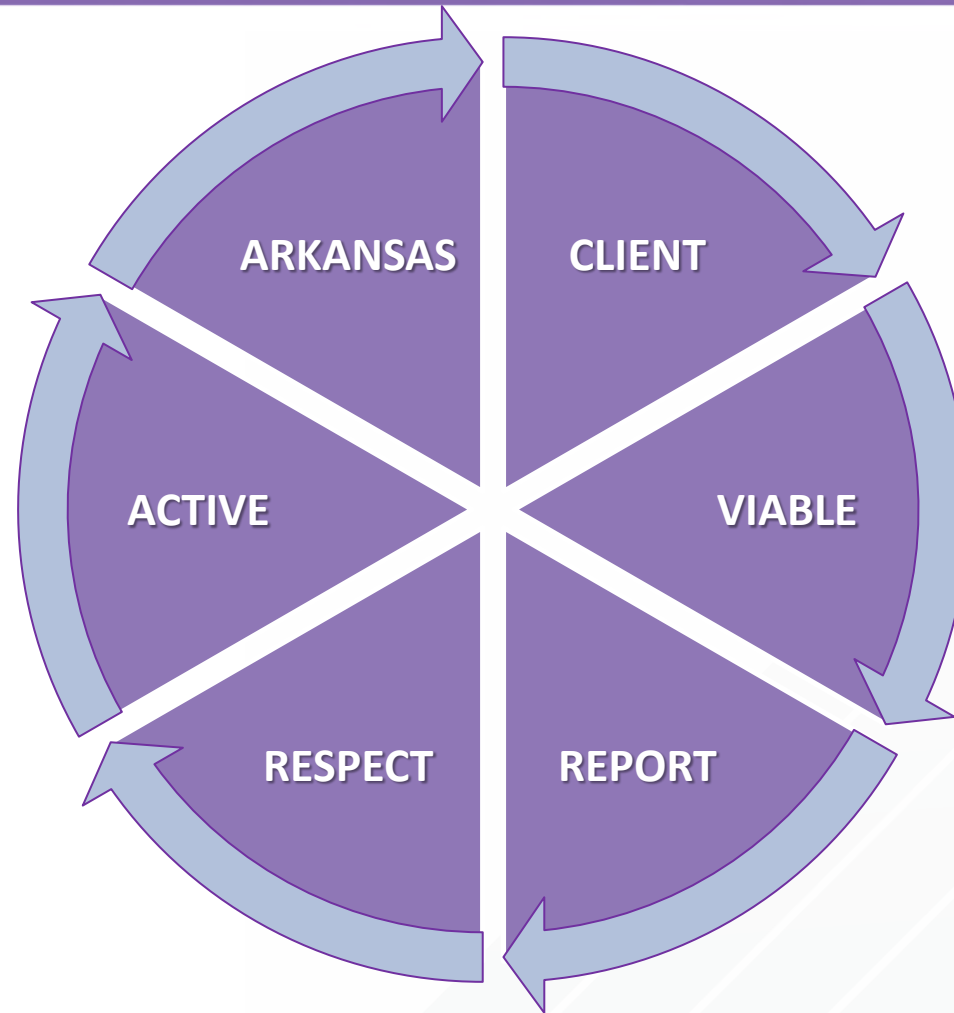
Are You Ready? “Responsive and Responsible”



FAR 9.104 To be determined responsible, a federal contractor must:

- Have a satisfactory performance record
- Have a satisfactory record of integrity and business ethics
- Have the necessary organization, experience, accounting and operational controls, and technical skills, or the ability to obtain them
- Have the necessary production, construction, and technical equipment and facilities, or the ability to obtain them
- Be otherwise qualified and eligible to receive an award under applicable laws and regulations

Client Expectations



What Arkansas APEX Can NOT Do...



- Provide financial support or assistance, such as grants and financing
- Provide references or endorsements for a company or its products
- Prepare your bid or proposal or tell you what prices to charge
- Represent your company or act as your agent or make any decisions for you
- Help with legal action against the government or lobby for legislation
- Accept any payment or gift for APEX services



Arkansas APEX Accelerator Impact

July 1, 2022 – June 30, 2023



Awards – \$109,222,450

**Active Clients-
806**

**Annual Events -
113**

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ARKANSAS APEX
A C C E L E R A T O R
UNIVERSITY OF ARKANSAS SYSTEM
DIVISION OF AGRICULTURE

Resources Available to You!

Resources (training, newsletter, social media)



U of A DIVISION OF AGRICULTURE RESEARCH & EXTENSION University of Arkansas System

Browse by Topic - Donate Now

Cooperative Extension Service

Find it! SEARCH

FARM & RANCH - YARD & GARDEN - BUSINESS & COMMUNITIES - ENVIRONMENT & NATURE - LIFE SKILLS & WELLNESS - 4-H & YOUTH -

Extension Home / Business & Communities / Arkansas APEX Accelerator / APEX Accelerator Training Sessions

Arkansas APEX Accelerator

- About APEX Accelerator
- FAQs
- Getting Started
- News
- Newsletter Archive
- Resources
- Services
- Staff
- Training
- Testimonials

Contact

Office:
University of Arkansas System
Division of Agriculture
Cooperative Extension Service
2301 S. University Avenue
Little Rock, AR 72204

Phone: 501 671 2390
Fax: 501 671 2394
Email: ape@uada.edu

Satellite Offices:
NorthWest Arkansas Community College (NWACC)
One College Drive
Berlinville, AR 72712

Phone: 501 650 6180

APEX Accelerator Training Resources

We provide [Arkansas APEX Accelerator Hosted Trainings](#), in-person training, [online training](#), and [videos](#), as well as business networking opportunities. We also partner with government agencies to provide a wide variety of government contracting training. Look below to find our current training and event schedule.

Are you interested in bringing a speaker to your area to learn how government contracting could benefit your local economy? Contact one of our [Outreach Coordinators](#).



Arkansas APEX Accelerator Hosted Trainings (click on event title to register)

Arkansas APEX Accelerator is currently offering virtual and in-person trainings. See schedule and on-demand training below.

What to expect as a NEW Arkansas APEX Accelerator Client

Wednesday, March 8, 2023, 3 - 4pm

Virtual

Arkansas APEX Accelerator (PTAC) is now offering a regular class for NEW clients. Melanie Berman, Program Director, will walk you through what no cost services the accelerator provides for businesses who are interested in selling to the government. Melanie will also teach a brief introduction to government contracting course. After the class if you are ready to sell to the government, you will be matched to a Procurement Counselor for additional one on one assistance.

8(a) Certification and Small Disadvantaged Eligibility

Thursday, March 9, 2023, 9 - 10:30am

NWACC - Shewmaker Center For Global Business Development

One College Drive
Bentonville, AR 72712

This class is for established businesses interested in selling to the government. With a 15 percent annual goal to utilize Small Disadvantaged Businesses (SDB), including 8(a) certified entities, by 2025 across the federal government landscape, join us to learn how designation as a Small Disadvantaged Business (SDB) can benefit your business. Suzanne Terrazas, Economic Development Specialist/ Administrative Officer with the Arkansas District Office of the U.S. Small Business Administration, and Kimberly Randle, Procurement Counselor with the Arkansas APEX Accelerator (PTAC), will discuss eligibility requirements, the 8(a) certification process and contracting benefits that could help small companies owned and operated by socially and economically disadvantaged persons grow their businesses. Both Suzanne and Kimberly will be available for one-on-one meetings after the event. Email Kimberly for an appointment at krandle@uada.edu, or Suzanne at Suzanne.Terrazas@sba.gov.

The screenshot shows the Facebook profile for Arkansas APEX Accelerator. The profile picture is the APEX ACCELERATORS logo. The cover photo shows a group of people holding signs that say "the government is hiring", "small business growth", "government contracts", and "small business opportunity". The bio states: "Arkansas APEX Accelerator 349 likes · 445 followers". There are buttons for "Contact us", "Like", and "Message". The page has sections for "Intro", "Featured", "Posts", and "Photos". The "Intro" section includes a page link, address (2301 S. University, Little Rock, AR), phone number (501-671-2390), website (ape@uada.edu), and a "Promote Website" button. The "Featured" section includes a post about "New Year, New State - PTAC Becomes APEX Accelerators" and a "News Feb." post. The "Posts" section shows a post about "Upcoming VA OSDBU Webinar" and another about "Meet Virtually with Cisco Webex". The "Photos" section shows a grid of images from various events and trainings.

The screenshot shows the LinkedIn profile for Arkansas APEX Accelerator. The profile picture is the APEX ACCELERATORS logo. The cover photo is the same as the Facebook page. The bio states: "Arkansas APEX Accelerator The Arkansas APEX Accelerator is working to help businesses compete successfully in the government marketplace. Government Relations Services · Little Rock, Arkansas · 265 followers". There are buttons for "Following", "Visit website", and "More". The page has sections for "Home", "About", "Posts", "Jobs", "People", "Events", and "Videos". The "About" section includes the text: "Helping businesses find and compete for government contracts. The Arkansas APEX Accelerator is part of a nationwide network of APEX Accelerators working to help small businesses compete successfully in the government marketplace. The Arkansas APEX Accelerator's mission is to assist Arkansas businesses to succeed in obtaining government c... see more". The "Page posts" section shows two posts: one about "Client Intake Specialist Savanna George and Procurement Counselor Tim Hicks are ava..." and another about "Arkansas APEX Accelerator Director Melanie Berman was part of a panel that presented on how... see more".

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Library of on-demand training from Govology

Available at no cost to active Arkansas APEX Accelerator clients



Home

Training ▾

Resources ▾

Membership Plans

Contact Us



Sign in

<https://govology.com/>

PERFORM

more government contracting opportunities

Be unstoppable with our weekly webinars, 150+ on-demand courses, and cohort programs from experienced industry professionals.

LIVE WEBINARS

ON-DEMAND COURSES

BLOG

PODCAST

UNCLASSIFIED

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Arkansas Resource Partners



Arkansas District Office, U.S. Small Business Administration (SBA)

Small Business and Technology Development Centers (SBTDC)

Communities Unlimited

Startup Junkie Foundation

Chambers of Commerce

Arkansas Economic Development Commission (AEDC)

Arkansas Women's Business Center

SCORE

Cooperative Extension County Offices

Federal Government Contracting



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2022 U.S. Census Bureau NAICS Codes



North American Industry Classification System

Main	History	Development Partners	Federal Register Notices	FAQs	Reference Files ▾	NAPCS
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NAICS Search

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Enter keyword or 2-6 digit code

Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools. Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

SBA Small Business Definition



- Is organized for profit
- Operates primarily within the U.S. or makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor
- Is independently owned and operated
- Is not dominant in its field on a national basis
- Falls within designated size standard for its primary NAICS code

Is YOUR Company a Small Business?

- LESS THAN 500 EMPLOYEES
 - If you sell products
- AVERAGE OF THE PAST 5 YEARS REVENUES
 - If you provide services
- BASED ON NAICS (NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM) CODES



Small Business in Arkansas



2022 Small Business Profile

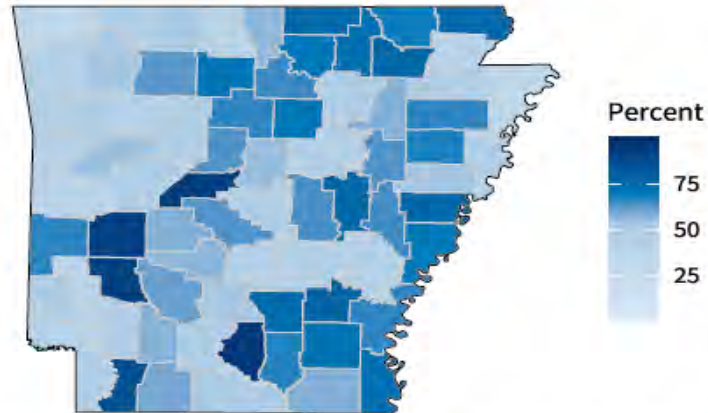
U.S. SMALL BUSINESS ADMINISTRATION
OFFICE OF ADVOCACY

REGULATION • RESEARCH • OUTREACH

Arkansas

264,245 small businesses
99.3 percent of Arkansas businesses

497,605 small business employees
47.2 percent of Arkansas employees

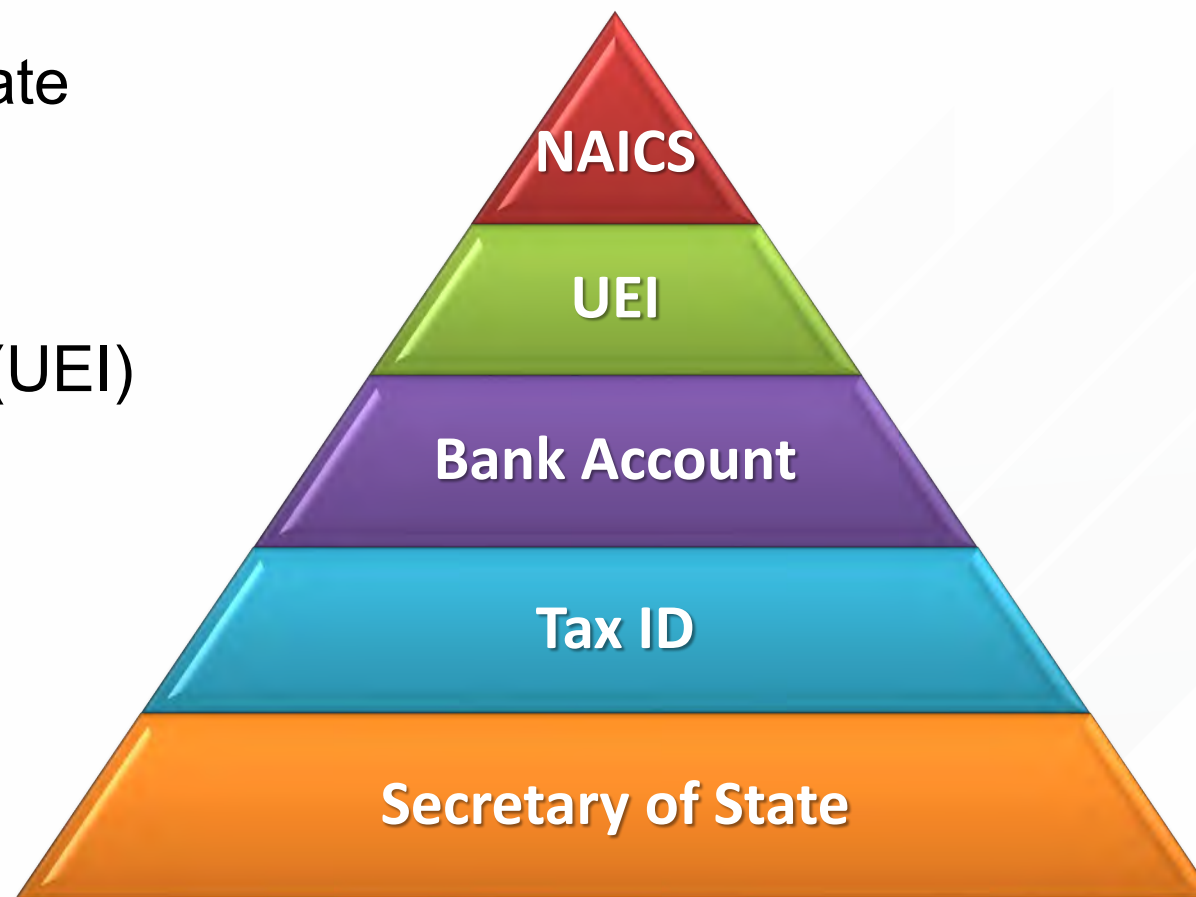


Share of employees working at small businesses by county

Source of data: [Statistics of US Businesses](#) (Census)

Federal Government – To Do List

- Register with the Secretary of State
- Apply for your EIN (Tax ID)
- Establish a bank account
- Obtain a Unique Entity Identifier (UEI)
- Determine your North American Industry Classification System (NAICS) Codes



System for Award Management (SAM)



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



Search for Contract Opportunities



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

SAM.GOV

Requests Notifications Workspace Sign Out

Home Search Data Bank Data Services Help

Search All Words e.g. 1606N020Q02 Search Results Saved Searches Actions

Select Domain
Contract Opportunities

Filter By

Keyword Search
For more information on how to use our keyword search, visit our [help guide](#)

Any Words *i*
 All Words *i*
 Exact Phrase *i*

e.g. W91QVN-17-R-008

Showing 1 - 25 of 404 results

Sort by
Updated Date

Little Rock, AR HW Removal and Disposal
Contract Opportunities

Notice ID: SP450017D0012

One (1) month extension per FAR 52.217-8 from August 4, 2022 through September 3, 2022.

...

Department/Ind.Agency DEPT OF DEFENSE	Subtier DEFENSE LOGISTICS AGENCY (DLA)	Office DLA DISPOSITION SERVICE - EBS
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PBA 33-520 HVAC Units
Contract Opportunities

Notice ID: W52P1J-22-Q-3053

1. This combined synopsis/solicitation for commercial items is prepared in accordance with the format in FAR Subpart 12.6, as supplemented wi

...

Department/Ind. Agency	Subtier	Office
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Current Date Offers Due
July 28, 2022 at 01:00 PM CDT

Notice Type
Updated Combined Synopsis/Solicitation

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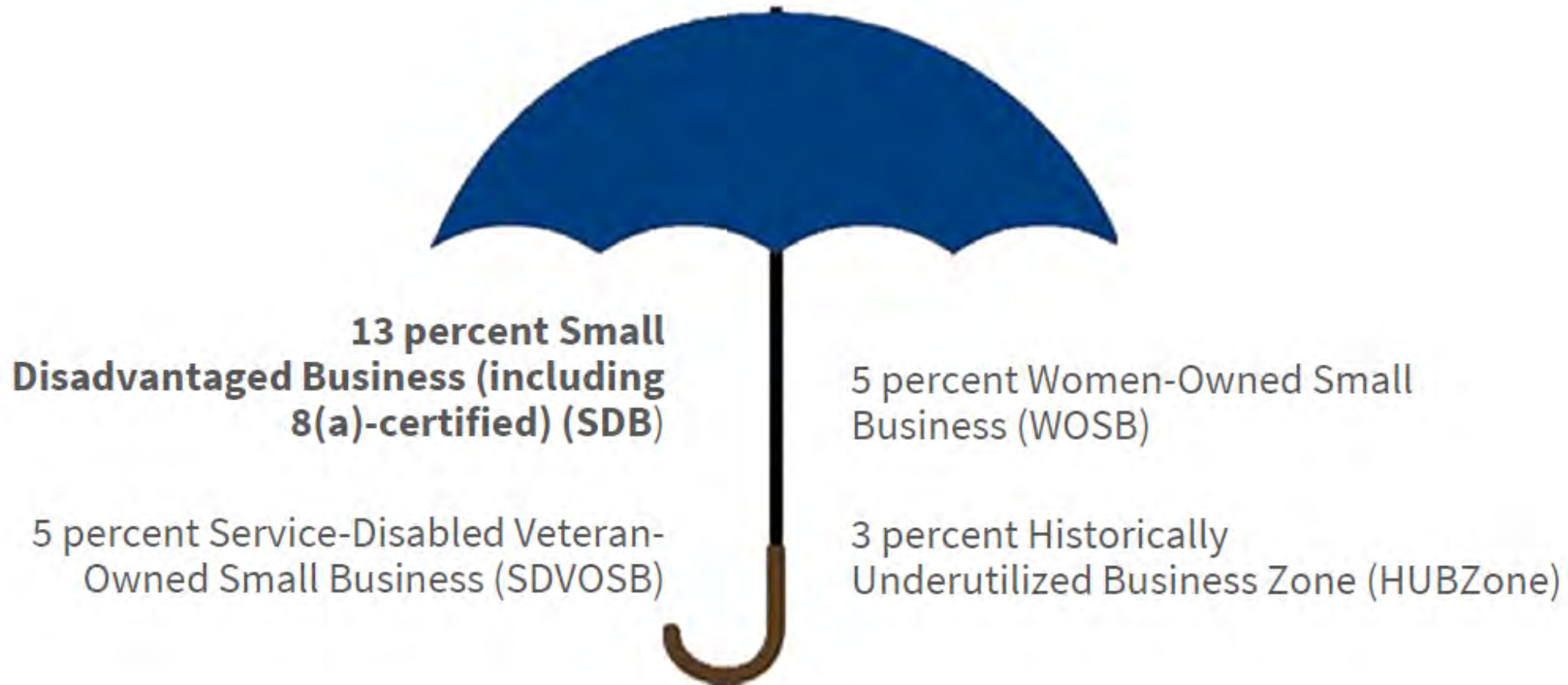
Small Business Set Asides



The federal government establishes formal goals to ensure small businesses get their fair share of work.

Every federal government purchase between \$10,000 and \$250,000 is automatically set aside for small businesses, **as long as there are at least two companies that can provide the product or service at a fair and reasonable price.**

SBA Certification Programs



Small Disadvantaged Business (SDB) Eligibility



- Small business
- Qualified disadvantaged individual
 - U.S. citizen and resident
 - Good character
 - Social disadvantage
 - Economic disadvantage
- 51% unconditional and direct ownership
- Unconditional control
- Other requirements

Socially Disadvantaged Test

- Objective distinguishing feature that has contributed to social disadvantage (i.e. gender)
- Bias/discrimination experienced in American society, not elsewhere
- Chronic and substantial disadvantage, not fleeting or insignificant
- Impact on entry into or advancing in the American economy

Social Disadvantage Narrative

Your Social Disadvantage Narrative should include:

- Two separate and detailed incidents of bias
- Information/evidence that bias was more likely a motivating factor over other legitimate grounds for each incident
- Negative impact on your entry into or advancement in the business world

SBA may request additional information or clarification to make their determination

Economically Disadvantaged Criteria

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$850,000



Three-year average income is \$400,000 or less



Fair market value of all assets is \$6.5 million or less

*Personal net worth excludes equity in business, personal primary residence, funds reinvested in IRA, or other legitimate retirement accounts

Economically Disadvantaged Criteria

Economically Disadvantaged Requirements to Qualify



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SDB Self-Certification in SAM.gov



Financial Assistance Response

Points of Contact

Small Business Certification

Submit Registration

[Back to Workspace](#)

17. Are you a Small Disadvantaged Business?

The answers below regarding your small business status ("Small" or "Other than Small") are pre-filled based on your previously entered size standard information (number of employees and total receipts). When you answer the question on your Small Disadvantaged Business status, you are doing so for each NAICS for which you have been identified as "small".

The NAICS for which you are identified as small are shown in the table below. These Y/N answers are located in the "Small Business?" column where a "Y" indicates "Small" and "N" indicates "Other than Small". These answers are derived from the SBA's size standards. The NAICS shown are those you have entered. You may click the "View More" button to see your entity's size status for any existing NAICS. If you disagree with any of the pre-filled information, you must return to Assertions and change your values there. The "Edit" button will return you to the correct location to make these changes.

(FAR 52.212-3)

[EDIT](#)

NAICS Code	Name	NAICS Exception	Size Standard	Small Business?
561730	Landscaping Services		\$9,500,000.00	Y
712190	Nature Parks and Other Similar Institutions		\$19,500,000.00	Y
713910	Golf Courses and Country Clubs		\$19,000,000.00	Y
713990	All Other Amusement and Recreation Industries		\$9,000,000.00	Y
721211	RV (Recreational Vehicle) Parks and Campgrounds		\$10,000,000.00	Y
721214	Recreational and Vacation Camps (except Campgrounds)		\$9,000,000.00	Y
813312	Environment, Conservation and Wildlife Organizations		\$19,500,000.00	Y
115310	SUPPORT ACTIVITIES FOR FORESTRY	1	\$11,500,000.00	Y
115310	FOREST FIRE SUPPRESSION	2	\$34,000,000.00	Y
115310	FUELS MANAGEMENT SERVICES	3	\$34,000,000.00	Y

[VIEW MORE](#)

No

Small Disadvantaged Business Self- Certification

- SDB program has both self-certification in SAM and SBA certification as an 8(a) entity.
- Government can claim credit for awards to SDB's towards agency goals. Goal is increasing to 15% by 2025.
- Large primes have subcontracting goals and can meet goals subcontracting with SDBs. No 8(a) subcontracting goals.
- Large primes seek out self-certified SDBs as subcontractor teammates.

8(a) Business Development Program



- Nine-year business development program
- Selective admission to program
- Business owned by socially and economically disadvantage individuals(s)
- Equitable access to contracting opportunities in the federal marketplace
- Training and technical assistance

8(a) Program Benefits



- Set-aside and sole source contracts
- Access to SBA Mentor-Protégé program
- Access to procurement and compliance experts
- Access to joint ventures with established businesses to increase capacity
- Priority access to federal surplus property
- Free training from SBA's 7(j) Management and Technical Assistance program

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



WOSB.Certify.sba.gov

[Home](#)

[Prepare](#)

[Should I Apply?](#)

[Knowledge Base](#)

[Help](#)

[SBA Employees Only](#)

Announcements

- [Repeal of Annual Update Requirement for Approved WOSB Firms](#)
- [New WOSB.Certify Users - MPIN Replacement for Claiming Business](#)
- [Federal Tax Returns Requirement to Determine Economic Disadvantage](#)
- [To register for the WOSB overview webinar, please visit our Eventbrite page.](#)

The Women-Owned Small Business Federal Contract Program (WOSB Program) is to help provide a level playing field for women business owners. The federal government limits competition for certain contracts to businesses that participate in the WOSB Program.

These contracts are specific industries where WOSBs are underrepresented. Some contracts are restricted further to economically disadvantaged women-owned small businesses (EDWOSBs). SBA maintains a list of those eligible industries and their NAICS codes.

Getting certified as a WOSB Federal Contract Program participant makes a business eligible to compete for



Woman-owned Small Business Eligibility

Is the WOSB Certification Appropriate for You?



Managerial experience



Highest officer position



Proper NAICS codes



51% ownership requirements



Management of daily operations



No minimum time in business

WOSB & EDWOSB NAICS Codes



324121 - Asphalt Paving Mixture and Block Manufacturing



311824 - Dry Pasta, Dough, and Flour Mixes Manufacturing from Purchased Flour

315210 - Cut and Sew Apparel Contractors



332992 - Small Arms Ammunition Manufacturing



335921 - Fiber Optic Cable Manufacturing

Economically Disadvantaged Requirements to Qualify



Personal net worth (assets minus liabilities) less than \$850,000



Three-year average income is \$400,000 or less



Fair market value of all assets is \$6.5 million or less

*Personal net worth excludes equity in business, personal primary residence, funds reinvested in IRA, or other legitimate retirement accounts

Veteran-owned Small Business Certification



Certification Eligibility



**Have at least 51% veteran
ownership**



**Registered as a small
business with SAM.gov**

[Search Sam.gov](#)



**Be a small business according to
SBA's size standards**

[View Size Standards](#)

Veteran-owned Benefits



Benefits for veteran-owned small business

Getting certified by SBA as veteran-owned (VOSB) makes your business eligible to compete for sole-source and set-aside contracts at the Department of Veterans Affairs (VA). The VA sets aside at least 7% of its contracts each year specifically for certified VOSBs and SDVOSBs. You can also compete for contracts under other qualifying socio-economic programs.

[Learn more](#)

Benefits for service-disabled veteran-owned small businesses

Getting certified by SBA as service-disabled veteran-owned (SDVOSB) makes your business eligible to compete for sole-source and set-aside contracts. At least 3% of all federal contracting dollars each year are set aside specifically for certified SDVOSBs. You can also compete for contracts under other qualifying socio-economic programs.

[Learn more](#)



U.S. Small Business Administration

Veteran Small Business Certification (VetCert)

Veteran-owned small businesses can use this application to be certified by SBA to compete for federal contracts. Certified veteran-owned small businesses (VOSBs) will have the opportunity to pursue sole-source and set-aside contracts at the Department of Veterans Affairs under the VA's Vets First program. Certified service-disabled veteran-owned small businesses (SDVOSBs) will have the opportunity to compete for federal sole-source and set-aside contracts across the federal government.

[Register](#)

[Sign In](#)

Search for a Certified Veteran Small Business

Search By Business Name

Search Veteran Certifications

Certification Eligibility



Have at least 51% veteran ownership



Registered as a small business with SAM.gov
[Search Sam.gov](#)



Be a small business according to SBA's size standards
[View Size Standards](#)

Register and Apply Today!

[Register](#)

HubZone Interactive Map



SBA HUBZone Map

About

Enter address

- County
- Tract

Qualified HUBZones

- Census Tract
- Newly Qualified
- County
- Newly Qualified
- Indian Land

Expiring HUBZones

- Redesignated
- Disaster Area
- Governor-Designated Covered Area

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HubZone Qualifications



- Be a small business according to [SBA size standards](#)
- Be at least 51% owned and controlled by U.S. citizens, a Community Development Corporation, an agricultural cooperative, an Alaska Native corporation, a Native Hawaiian organization, or an Indian tribe
- Principal office [located in a HUBZone](#)
- At least 35% of employees [reside in a HUBZone](#)

HUBZone Employee Definition



- Earnings reported on Form W-2
- Employed full-time or part-time basis
- Works a minimum of 40 hours in 4 weeks
- At least 35% of employees must reside in a HUBZone
- Residency supported by unexpired government- issued ID issued at least 180 days prior to application

Federal Certifications

<https://certify.sba.gov/>



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





[Knowledge Base](#) [Help](#) [Login](#)

 **Certify Relaunch: We have a new look!**

[Mentor-Protégé Program](#)

[WOSB Program](#)

1 Discover 8(a)

2 Should I Apply?

3 Apply

4 Existing 8(a)s

Small businesses are vital to the U.S. economy - the Federal Government needs your partnership!

610 businesses approved for the 8(a) Program in 2021 

4,910 active 8(a) Program participants at the end of 2021 



State and Local Government Contracting



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Arkansas



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Arkansas State Office of Procurement



Office of State Procurement
To serve the citizens of Arkansas by ethically, efficiently and transparently procuring quality commodities and services for the State of Arkansas.

EDWARD ARMSTRONG
DIRECTOR OF THE OFFICE OF STATE PROCUREMENT

Edward Armstrong is the Director of the Office of State Procurement (OSP) of the Department of Transformation and Shared Services. Edward served as the Director of OSP from February 2016 to December 2021 before taking office as legal counsel at Arkansas Tech University from January 2022 to February 2023 and then returning to OSP in February 2023.

AGENCIES **PUBLIC** **VENDORS**
STATE CONTRACTS **BID OPPORTUNITIES** **VENDOR REGISTRATION**

- A supplier who wants to be able to receive purchase orders from the State will need to be registered in ARBuy. **There is no cost to register.**
- All persons who wish to receive notice of and participate in solicitations will need to register in ARBuy. **There is no cost to register to receive notice of solicitations.**
- Suppliers will receive solicitation notifications through ARBuy and respond to those solicitations through the system.

The Future of Procurement in Arkansas

Natural State Innovation

MORE INFORMATION



Supplier Activities



Public Bulletins

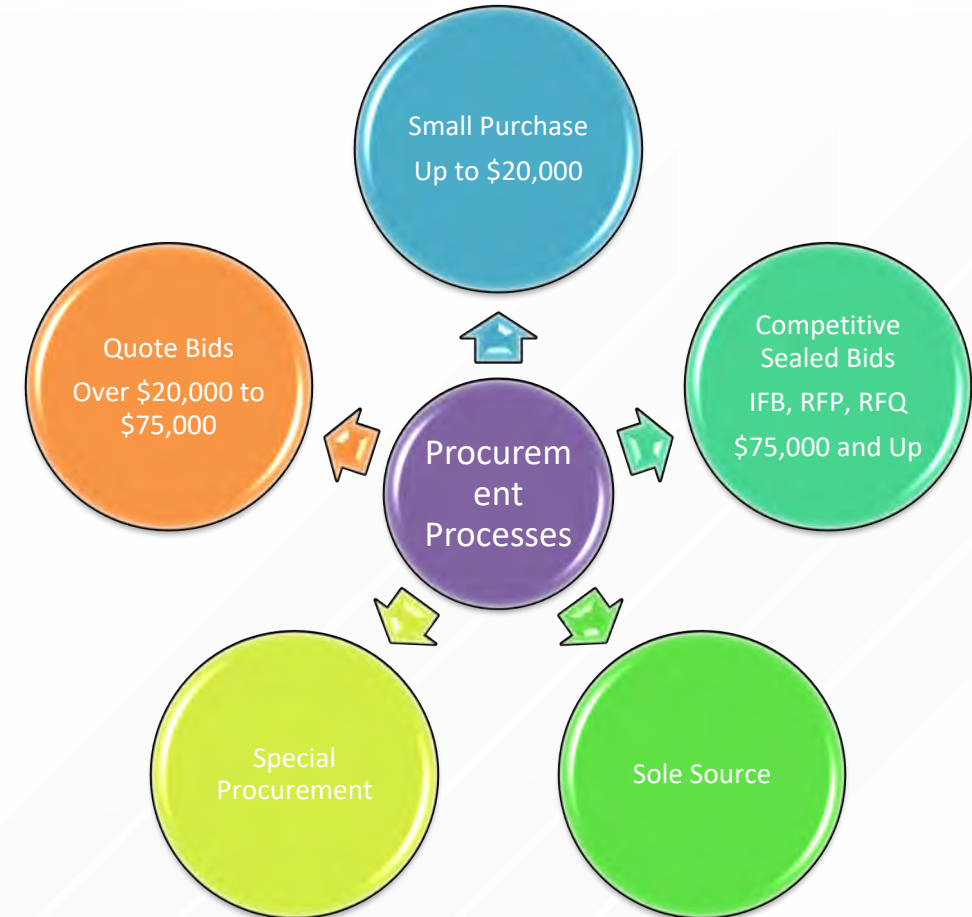


Important Links

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Arkansas Procurement

- **Small Purchases**
 - Excludes mandatory contracts
- **Quote Bids**
 - The law requires a minimum of 3 contacts obtained by fax, phone or email
- **Competitive Sealed Bids**
 - IFB, RFP, RFQ
- **Sole Source**
 - Only one source available
- **Special Procurement**
 - Unusual circumstance, emergency





MWBE (Minority and Women- Owned Business Enterprise) Certification

Certified MWOBE



CERTIFIED MINORITY BUSINESS ENTERPRISE OR CERTIFIED WOMEN-OWNED BUSINESS ENTERPRISE. A procurement that does not exceed two (2) times the amount stated in Ark. Code Ann. § 19-11-204 (13) may be procured without seeking competitive bids or competitive sealed bids if the procurement is with a certified minority business enterprise or certified women-owned business enterprise. The certification process is administered by the Division of Minority and Women-owned Business Enterprise of the Arkansas Economic Development Commission.

Up to **\$40,000** (As of 7/21/2022)

AEDC MWOBE Eligibility



- At least 51 percent minority- or women-owned, operated, and managed on a daily basis
- In operation for at least two (2) years prior to applying for minority or women-owned business status
- Business has legal presence (license) to operate in Arkansas
- Majority owner(s) is/are legal permanent resident(s) of Arkansas

AEDC MWOBE Eligibility (continued)



- Applicant has:
 - Federal income tax returns showing proof of business income tax filings with the Internal Revenue Service
 - State income tax returns filed with the Arkansas Department of Finance and Administration for the previous two years
- Enterprise is a for-profit business
- Enterprise generates less than \$10,000,000 in average annual revenues


MWBOE Certification Benefits



- State government purchases of up to \$40,000 can be made without competitive solicitation
- Listing in the Online Directory as a certified MWBE
- Access to a statewide network of support services for MWBEs, including workshops, webinars, vendor classes, customized technical assistance, B2B networking, notification of bid opportunities.
- No cost

Arkansas MWOBE Directory





- [Why Arkansas](#)
- [Business Resources](#)
- [Site Selection](#)
- [Community Resources](#)
- [Data and Reports](#)
- [News and Events](#)
- [Contact Us](#)
- [COVID-19 Resources](#)

GROWING YOUR BUSINESS IS OUR BUSINESS





The Minority and Women-Owned Business Enterprise division promotes the growth and sustainability of Minority and Women-Owned Business Enterprises by providing them with real-world technical and professional assistance, certification, procurement, networking, capital and contracting opportunities while utilizing our partners in state and federal government, higher education, lending institutions the private sector. Our main goal is to help these business enterprises contribute to the economic growth in Arkansas.

SEARCH THE DIRECTORY

Click here to search the [Minority and Women-Owned Business Enterprise Directory](#)

SUBMIT YOUR BUSINESS TO THE DIRECTORY

Click here to [submit your business to the Minority and Women-Owned Business Enterprise Directory](#)



Get Certified

Arkansas MWOBE Certification

[Why Arkansas](#)[Business Resources](#)[Site Selection](#)[Community Resources](#)[Data and Reports](#)[News and Events](#)[Contact Us](#)[Get Certified](#)[Download List of Certified Businesses](#)

4 STEPS TO MINORITY AND WOMEN-OWNED BUSINESS CERTIFICATION

- ▼ STEP 1: DETERMINE IF YOUR BUSINESS IS ELIGIBLE
- ▼ STEP 2: COLLECT ALL SUPPORTING DOCUMENTS
- ▼ STEP 3: COMPLETE THE CERTIFICATION APPLICATION
- ▼ STEP 4: SUBMIT THE ONLINE APPLICATION AND ALL DOCUMENTS TO AEDC

MINORITY & WOMEN-OWNED BUSINESS ENTERPRISE CERTIFICATION FAQs

Still have questions about the Certified Minority and Women-Owned Business Enterprise program? We've compiled answers to the most frequently asked questions.

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DBE (Disadvantaged Business Enterprise) Program

Disadvantaged Business Enterprise



- **Overall goal:**
 - Set aside 8.58% of all federal dollars, especially for DBE certified business
- **Most beneficial for businesses engaged in:**
 - Transportation and transit
 - Highway improvement and construction
 - Highway safety
 - Airport services

DBE Eligibility



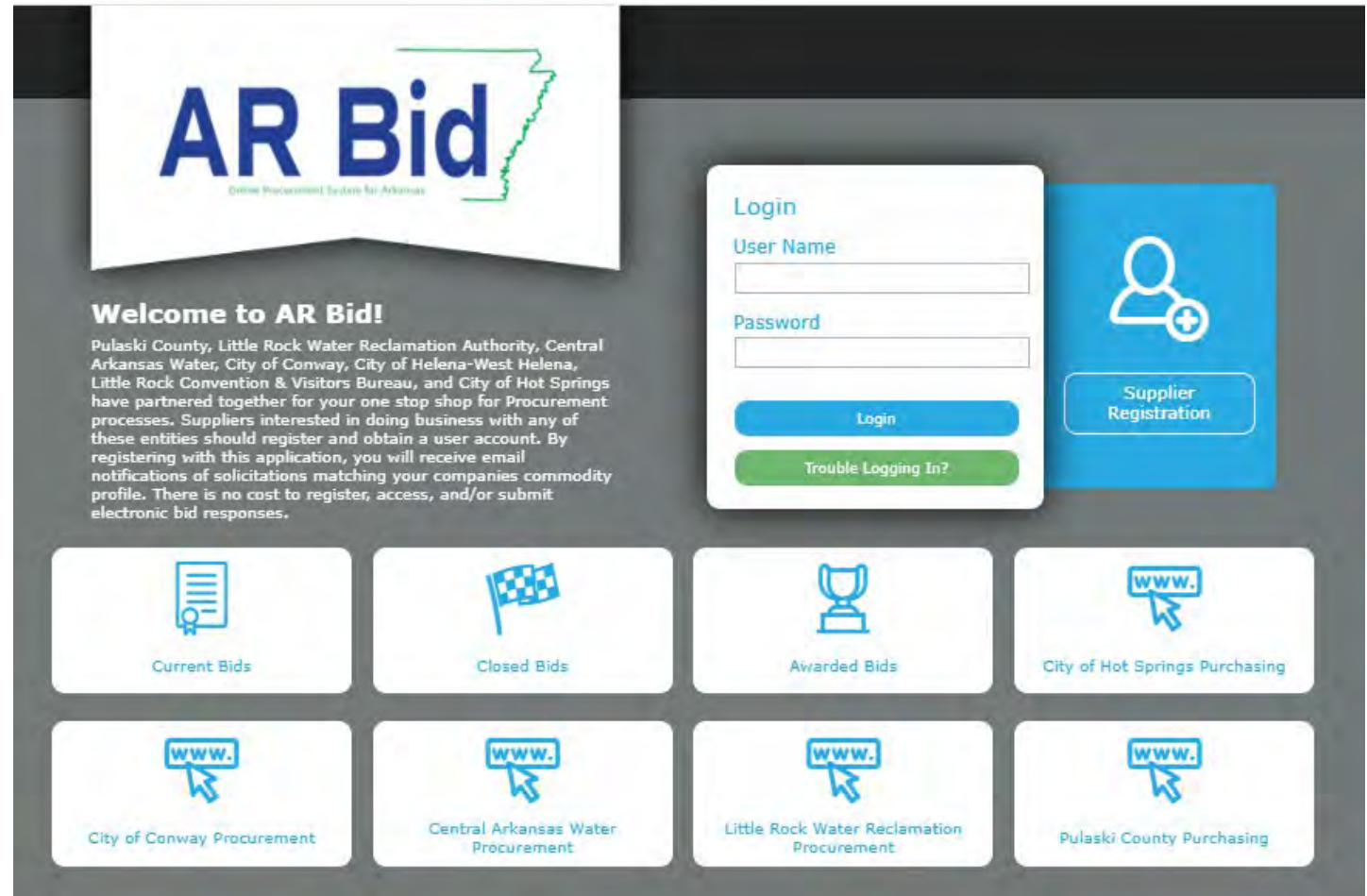
- Business is organized for profit
- At least 51% owned by a socially and economically disadvantaged individual
- Gross annual receipts do not exceed \$23.98 million

AR Bid

<https://arkansas.ionwave.net/Login.aspx>



- Vendor Registration
- Pilot program
- Free-bid platform for Arkansas cities, counties, and utilities
- Participating entities:
 - Central Arkansas Water
 - City of Conway
 - City of Helena-West Helena
 - City of Hot Springs
 - Little Rock Convention & Visitors' Bureau
 - Little Rock Water Reclamation Authority
 - Pulaski County



County Government Contracting



The screenshot shows the Washington County Arkansas website. The header includes the county seal and name, a search bar, and navigation tabs for 'HOW DO I...', 'GOVERNMENT', 'RESIDENTS', and 'BUSINESS'. The 'GOVERNMENT' tab is active. A left sidebar lists 'Purchasing' with sub-items: 'Bids & Proposals', 'Surplus Property', 'Vendor Information', and 'Employee Information & Forms'. The main content area is titled 'Purchasing' and includes a breadcrumb 'Government » Departments F-Z »'. It features three circular icons: 'Bids & Proposals' (checkmark), 'Vendor Information' (question mark), and 'Employee Forms & Information' (document). Below these is a section titled 'What does the Purchasing department do?' with a paragraph: 'The Washington County Purchasing Department assists in obtaining needed goods and services utilized by all County Departments at the best available price. Purchasing files and maintains certain County records such as insurance, inventory, Contracts, and Court Orders'. A second paragraph follows: 'We facilitate the bid process for county departments and post bid information for the public viewing.' To the right, there are utility links for 'Font Size', 'Share & Bookmark', 'Feedback', and 'Print', along with two images: one of 'SAVE' blocks on money and another of a map showing local businesses like 'Ozark Natural Foods' and 'Fayetteville Public Library'.

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City Government Contracting



How Do I...

Government

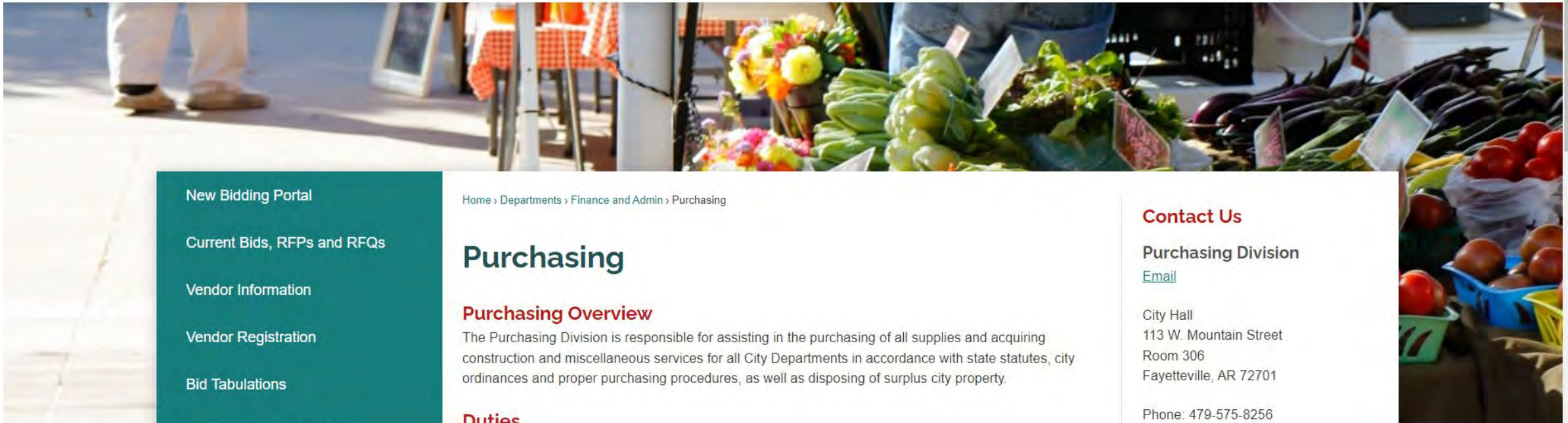
Departments

Community

Services



How can we help?



[New Bidding Portal](#)

[Current Bids, RFPs and RFQs](#)

[Vendor Information](#)

[Vendor Registration](#)

[Bid Tabulations](#)

[City Surplus and Auctions](#)

[Contact](#)

[Frequently Asked Questions](#)

[Doing Business in Fayetteville](#)

[Home](#) > [Departments](#) > [Finance and Admin](#) > [Purchasing](#)

Purchasing

Purchasing Overview

The Purchasing Division is responsible for assisting in the purchasing of all supplies and acquiring construction and miscellaneous services for all City Departments in accordance with state statutes, city ordinances and proper purchasing procedures, as well as disposing of surplus city property.

Duties

This division seeks to provide economic and timely purchases of goods and services for all city departments through requests for proposals, bids, quotes and centralized purchasing. Turnaround time will be 25 days or less for bids and 4 days for purchase orders. This division manages the City's insured and self-insured programs.

Management of the insured program includes:

Contact Us

Purchasing Division

[Email](#)

City Hall
113 W. Mountain Street
Room 306
Fayetteville, AR 72701

Phone: 479-575-8256
Fax: 479-575-8257

Hours

Monday - Friday
8 a.m. - 5 p.m.

[Department Directory](#)



[Doing Business in Fayetteville](#)

... veteran status, genetic information, or any other legally protected status, and is an Affirmative Action/Equal Opportunity Employer. This APEX Accelerator is funded in part through a cooperative agreement with the Department of Defense.

[Select Language](#)

Vendor Registration

The screenshot shows the 'New Bidding Portal' page for the City of Fayetteville. On the left is a teal sidebar with navigation links: New Bidding Portal, Current Bids, RFPs and RFQs, Vendor Information, Vendor Registration, Bid Tabulations, City Surplus and Auctions, Contact, Frequently Asked Questions, and Doing Business in Fayetteville. The main content area has a breadcrumb trail: Home > Departments > Finance and Admin > Purchasing > New Bidding Portal. The title is 'New Bidding Portal'. Below the title, it states: 'The City of Fayetteville has released a new and improved bidding portal!' followed by three bullet points: 'All vendors must register in the new system to receive bid notifications.', 'Registration is quick, easy and free.', and 'Registration can be customized to the types of goods and services offered – no more "all or nothing" mailing list!'. A red link reads: 'Register with our new Bidding Portal: <https://fayetteville-ar.ionwave.net>'. Below this is a login and registration interface with the City of Fayetteville logo, a 'Login' form with 'User Name' and 'Password' fields, a 'Login' button, a 'Trouble Logging In?' link, and a 'Supplier Registration' button with a user icon.

Other Arkansas City Procurement Sites



Local (City) Opportunities

- [City of Conway](#) - View current bid opportunities for goods and services for the city of Conway.
- [City of Fayetteville](#) - View current bid opportunities for goods and services for the city of Fayetteville.
- [City of Fort Smith](#) - View current bid opportunities for goods and services for the city of Fort Smith.
- [City of Jacksonville](#) - View bid opportunities for goods and services for the city of Jacksonville.
- [Jefferson County](#) - View current bid opportunities for goods and services for Jefferson County
- [City of Jonesboro](#) - View current bid opportunities for goods and services for the city of Jonesboro.
- [City of Little Rock Purchasing Division](#) - The City of Little Rock Purchasing Division is a centralized purchasing office that has the responsibility to locate and secure materials, supplies, equipment, and related services as required by various Departments within the City of Little Rock.
- [City of Maumelle](#) - View current bid opportunities for goods and services for the city of Maumelle
- [City of North Little Rock](#) - View current bid opportunities for goods and services for the city of North Little Rock.
- [Sebastian County](#) - View current bid opportunities for goods and services for Sebastian County.
- [City of Sherwood](#) - View current bid opportunities for goods and services for the city of Sherwood.
- [City of Springdale](#) - View current bid opportunities for goods and services for the city of Springdale.

SBA Dynamic Small Business Search (DSBS)



Skip Navigation > Accessibility Options >
Mobile View **Print** **Exit** **Help**
SBA DSBS **DSBS** **Quick Market Search** **TM OnLine**

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.

NEW NEW FEATURES FOR MOBILE USERS: /library/udf
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

SBA has verified the following certifications in DSBS: HZ, WOSB, EDWOSB. Any other certification presented in DSBS (i.e., SDVOSB) is self-certified by a firm and not verified by SBA. Other than these SBA certifications, DSBS is generally a self-certifying database and SBA does not make any representation as to the accuracy of the data included. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States:
(any state)
AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)
AP - American Pacific (APO/FPO)
AS - American Samoa
AZ - Arizona
AR - Arkansas
CA - California

Searching within a State:
(Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: Select 1 State, then press Lookup [Lookup](#) [Help](#)

[\(How to make multiple selections.\)](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Examples of Capability Statements



Company Data

3PL Vets is a SDVOSB Third Party Logistics provider with over \$4.3 million in annual revenue and nearly 100 employees worldwide.

DUNS: 054893485

CAGE: 7BAYS

NAICS Codes:

488190 - Other Support Activities for Air Transportation

488210 - Support Activities for Rail Transportation

488390 - Other Support Activities for Water Transportation

488490 - Other Support Activities for Road Transportation

488510 - Freight Transportation Arrangement

488991 - Packing and Crating

488999 - All Other Support Activities for Transportation

493110 - General Warehousing and Storage

541614 - Process, Physical Distribution, and Logistics Consulting Services

A Service Disabled Veteran Owned Certified Small Business

Contact Information

David Williams
VP, Government Service
814-555-1233
dwilliams@3plvets.com

3PL VETS - EXCELLENCE IN LOGISTICS

2515 3PL Way, Altoona, PA 16601
(tel) 814-555-1234 | (fax) 814-555-5678
www.vetsworldwide3PL.com

WORLDWIDE LOGISTICS

CAPABILITY STATEMENT

Capabilities

Experts in:

- Supply chain management, order management, logistics management, optimization and visibility
- Creative, global 3PL solutions that address needs ranging from single transactions to some of the largest and most complex supply chain challenges
- Open and scalable technology that is readily integrated into existing operations, and extended as needs evolve
- Lean logistics focusing on reducing waste and inventory, standardized work and mistake proofing

Differentiators

Leading the way...

- Utilizing our services has resulted in an average savings of 22% per customer
- Three year average of 99.78% on-time delivery rate with no lost shipments and no accidents
- Our Green Initiatives are setting a new industry standard!** 3PL Vets has been a SmartWay partner since 2007, committed to reducing carbon footprint by focusing on energy conservation, waste reduction, recycling and procurement
- 3PL Vets was named a Top 100 3PL Provider by *Inbound Logistics*

Past Performance

Rated "Outstanding" by our customers!

- US Department of Defense Surface Deployment and Distribution (SDDC) approved supplier
- USTRANSCOM preferred vendor for transportation services
- GSA Schedule contract holder (GS48F2824B) and preferred vendor for travel and relocation services

CAPABILITY STATEMENT **QRG QUEST RESEARCH GROUP**
1-800-000-0000 | www.questresearch.org
INVESTIGATIVE & TECHNICAL SPECIALISTS

About QRG

Quest Research Group L.L.C., is a premier licensed and insured, full-service Private Investigation agency headquartered in Michigan. We have many years of experience in private investigation. This experience enables us to supply customers with the highest standards in quality and professionalism. We specialize in Insurance Surveillance, Background Checks, Employment Screenings, Skip-Tracing, Alive & Well checks, Attorney services and a wide variety of other products and services covering the entire State of Michigan.

Core Competencies

<p>Core Capabilities & Services</p> <ul style="list-style-type: none"> Undercover Investigations Surveillance Background Investigations Skip Tracing / Locates Process Serving Stationary Surveillance Attorney Services Social Media Investigations Mobile Surveillance 	<p>Company Snapshot</p> <ul style="list-style-type: none"> Government POC: XXXXX XXXX Email: xxxxx@questresearch.org Phone: (313) 218-5231 Website: www.questresearch.org UBID: XXXXXXXXXX Cage Code: xxxxx
<p>Information Security</p> <ul style="list-style-type: none"> Physical Security and environmental controls that protect our scoped systems and data. Annual Vulnerability tests Encrypted data Disaster Recovery Online Backups Information we uncover is considered privileged information with our client. 	<p>NAICS Codes</p> <ul style="list-style-type: none"> 561611 Background check services 238210 Surveillance system, installation only 541199 Process serving services 524291 Insurance claims investigation services 524298 Insurance investigation services (except claims investigation) 561611 Private investigation services (except credit investigation) 561611 Skip tracing services
<p>Differentiators</p> <p>With our premium service, our motto is "no stone left unturned". We combine our locate skills with our process service skills to give 100% diligence into every case. This includes GPS check ins, video recorded services, skip tracing, and so much more!</p> <ul style="list-style-type: none"> Witness Fee Checks Rush Services Printing Courier Service Same Day Service 	<p>Past Performance</p> <ul style="list-style-type: none"> XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX XXXXXXXXXX XXXX

EXAMPLE

VFS **VANGUARD FIELD SERVICES LLC**
JAMAR VANN (OWNER)
CAGE CODE: 8Q2L7 | DUNS #: 982881774

CAPABILITY STATEMENT

Vanguard Field Services LLC was established in 2013 and is located in West Memphis, Arkansas. We are dedicated to providing support services to government, commercial and residential clients. We provide services with a specialized team of experts that deliver quality, on time solutions to your construction and trucking needs from start to finish. Our construction services include but are not limited to Commercial and Residential remodeling, Restoration and Site Work. Our transportation services provide trucks for loads of any size, weight, or dimensions. Uses multiple database services that connect to driver throughout the US.

NAICS CODES

236115 238150 238390
236116 238160 238390
236117 238170 484110
236118 238180 484131
236210 238210 484132
236220 238290 488610
238110 238310 488999
238120 238320
238130 238330
238140 238340

CORE COMPETENCIES

<p>Commercial & Residential Remodeling</p> <p>General Contracting Work</p> <ul style="list-style-type: none"> Plumbing Electrical Roofing Remodeling HVAC Roofing 	<p>Home Owners Association</p> <ul style="list-style-type: none"> Landscaping Maintenance Installation Construction
<p>Transportation</p> <ul style="list-style-type: none"> Dry Van Heavy Haul Reefer 	<ul style="list-style-type: none"> Flatbed RGH

PAST PERFORMANCE

- HUD subcontracting \$1.1 M
 - Property preservation, inspections, property valuations, REO management, evictions, property rehabilitation
- Landscaping - Tennessee State \$120K
 - Auto Nation \$122K
 - HUD & Fannie Mae \$24K
 - BrightView Solutions \$245K

DIFFERENTIATORS

- Veteran Owned Small Business
- Minority Owned Small Business
- United States Small Business (SBA) certified

INFO@VANGUARDVFS.COM
WWW.VANGUARDVFS.COM
 901-602-6182
 114 N 14th St, WEST MEMPHIS, AR 72301

Capability Statements

- Industry days
- Site visits
- Matchmaking events
- Business accelerators
- Business expos
- Trade gatherings
- Capability briefings





Contact Us!



Little Rock

U of A System Division of Agriculture
Cooperative Extension Service
2301 South University Ave, Little Rock, AR 72204
Phone: 501-671-2390

Bentonville

NorthWest Arkansas Community College (NWACC)
One College Drive, Bentonville, AR 72712
Phone: 501-650-6180

Jonesboro

ASU – Delta Center for Economic Development
319 University Loop – Office 218
Jonesboro, AR 72401
Phone: 501-541-3051

Website

<http://www.uaex.uada.edu/APEX>

Email: APEX@uada.edu

Staff Contact:

<https://www.uaex.uada.edu/business-communities/Arkansas-APEX-Accelerator/staff.aspx>

Arkansas Accelerator Social Media Pages:

Facebook

<https://www.facebook.com/ArkansasAPEXAccelerator>

LinkedIn

<https://www.linkedin.com/company/arapexaccelerator/>

Questions?



Kimberly Randle

krandle@uada.edu

501-650-6180



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ARKANSAS APEX ACCELERATOR

UNIVERSITY OF ARKANSAS SYSTEM
DIVISION OF AGRICULTURE



Thank you!

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