

Certifications for Your Business

INLAND EMPIRE

Small Business Development Center

Presented by:

Mike Sabellico

Disable Veteran's Business Alliance

Karla V Gonzalez, MBA

#BusinessDevelopment

Acronyms.... what do they all mean??

- SBE – Small Business
- DVBE – Disable Veteran Business
- MBE – Minority Owned Business
- WBE – Woman Owned Business
- DBE – Disadvantaged Business Enterprise
- SDVOSB – Service Disabled Veteran Owned Small Business
- VOSB – Veteran Owned Small Business
- WOSB – Woman Owned Small Business
- EDWOSB – Economically Disadvantaged Woman Owned Small Business



First Steps

- Get Tax ID Number
- Have all Proper licenses and Permits
- Business Checking Acct
- Identify Owners and % of Ownership
- Identify NAICS Codes
 - <http://naics.com/>
- Get a DUNS#
 - www.dnb.com/us

Magic # is 51%

Qualifying owner/owners must have the ability to run the day to day operations, authority to make financial decisions, hold the highest position, highest paid, and have sufficient experience in the industry.... **O.C.M.**

- **Ownership**
 - 51% Owner of Business
- **Control**
 - 51% Controlled
- **Management**
 - 51% Managed



Federal

Federal

Register in **SAM** (System for Awards Management)

- The **System for Award Management** (SAM) is the Official U.S. Government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is **NO fee** to register for this site. Entities may register at no cost directly
- Mandatory Registration for all Contractors (large or small)
- This is how contractors get PAID
- Update Annually

Identify your Business as:

- Small Disadvantage Business
- Women-owned Business
- Minority-owned Business
- Veteran-owned Business

Formal Federal Certifications

SBA Certifications

- 8(a)
- HUB Zone
- WOSB
- EDWOSB

Veterans Affairs Certification

- VOSB
- SDVOSB

VOSB / SDVOSB Certifications

- The Veteran owner(s) have direct and unconditional ownership of at least 51% of the small business and have total unconditional control
- The Veteran manages the company on both a strategic policy and a day-to-day basis
- The Veteran holds the highest officer position
- The Veteran should be the highest compensated employee unless there is a logical explanation otherwise, submitted by the Veteran as to how taking a lower salary than other employee(s) helps the business
- The Veteran has the managerial experience of the extent and complexity needed to manage the company

www.vetbiz.gov





State of California

State Certifications

Small Business

- Gross Receipts under \$14m
- Independently owned and operated
- Principal office located in California
- Not Dominant in its field of operations

Online approval

**may request supporting docs*



DVBE

- 51% or greater ownership by U.S. military veteran (LLC = 100%)
- Veteran's Services disability must be rated at least 10%
- Disabled Veteran must be domiciled in California
- Daily operations are managed and controlled by the DVE

30 day processing timeframe

Online Certifications:

www.caleprocure.com

State Unified Certification Program

Disadvantaged Business Enterprise (DBE)

- Owned, Controlled, and Managed 51% by a socially and economically disadvantaged individual
- The disadvantaged individual must be a U.S. Citizen (or resident alien)
- The disadvantaged individual must have a personal net-worth (PNW) of less than \$1.32 million
- Valid for 5 years
- No Application Fee





Utilities

CPUC – Supplier Clearinghouse

Minority/Woman/ LGBT Business Enterprise

- MBE/WBE: Minority / Woman Business Enterprise
- 51% owned, controlled and managed by a Minority or Woman
- Certification is valid for 3 years
- Doing Business with Utilities
(SCE, AT&T, Verizon, etc..)



NO FEE APPLICATION FOR MBE/WBE

CPUC MBE/WBE

- Procurement Goals of 1.5% for DVBE
- Procurement Goals of 5% for WBE
- Procurement Goals of 15% for MBE

**** General Order 156,** utility companies with gross revenues greater than \$25 Million annually, voluntarily participate in the Supplier Diversity Program and develop and implement measures to increase the utilization of Minority, Women, LGBT and Disabled Veteran owned firms in their procurement activities.

CPUC – Doing Business with...

- Doing Business with Agencies such as:
 - Southern California Edison (SCE)
 - AT&T
 - Verizon
 - PG&E
 - Southern California Gas Company (The Gas Co.)
 - Southwest Gas Corporation
 - San Diego Gas and Electric (SDG&E)

Metropolitan Water District

3 Business Programs:

- Regional Business
- Small Business Enterprise
- Disabled Veteran Owned Business



Register online under vendor registration

www.mwdh2o.com

MWD

- Procurement Goals of 3% for DVBE
- Procurement Goals of 18% for Small Business Utilization



Private Sector

National Minority Supplier Development Council

- 51% owned, managed, operated and controlled by an ethnic minority owner or group of ethnic minority owners
- The minority owners who make up at least 51% ownership must be U.S. Citizens.
- The highest titled position in the business must be held by a minority owner.
- Ability to submit all required business documentation for your company
- Annual membership fee (Varies)



Women Business Enterprise National Council

Woman Owned Business Enterprise (WBE)

- 51% owned, managed, operated and controlled by a Woman owner or group of Women owners
- The Women owners who make up at least 51% ownership must be U.S. Citizens or have permanent legal residency
- The highest titled position in the business must be held by a Woman owner.
- Ability to submit all required business documentation for your company
- Annual membership fee (Varies)



Private Sector Certifications

- Certification is valid for 1 year
- Bid matching Events
- Doing Business with Companies such as:
 - Toyota
 - Chevron
 - Disney
 - Bank of America
 - Wal-Mart
 - Fannie Mae
 - Lowe's
 - JPL

Documentation Required

- Tax Returns
- Financial Statements
- Resume
- Personal Financial Statements
- Proof of Capital
- Bank Signature Card
- Legal Structure Documents and Licenses
- Additional documents vary on Certification

**Any
questions?**



Thank you!!



INLAND EMPIRE

Small Business Development Center

**KARLA V GONZALEZ, MBA
BUSINESS (BILINGUAL) CONSULTANT
PROCUREMENT / CONTRACTING**