

The SBA Woman-Owned Small Business (WOSB) Program Decoded

The SBA Woman-Owned Small Business (WOSB) Program became effective in the Federal Acquisition Regulation (FAR) on April 1, 2011. This new program creates set-asides for WOSB businesses to compete against only other WOSBs and EDWOSBs on manufacturing contracts up to \$5 million and other contracts up to \$3 million. **GenQuest, Inc., is a certified WOSB.**

Requirements for WOSB and EDWOSB Set-Asides

Contracting officers may set aside contracts for WOSBs and EDWOSBs if they meet the following criteria:

	WOSB Set-Aside	EDWOSB Set-Aside
Industries	The NAICS code assigned to the solicitation is an industry in which WOSBs are substantially underrepresented .	The NAICS code assigned to the solicitation is an industry in which WOSBs are underrepresented .
Rule of two	Contracting officer has reasonable expectation that 2 or more WOSBs will submit an offer . <i>*Note: All EDWOSBs are WOSBs</i>	Contracting officer has reasonable expectation that 2 or more EDWOSBs will submit an offer . <i>*Note: Not all WOSBs are EDWOSBs</i>
Award price	Anticipated award price, including options, does not exceed the statutory thresholds of \$5M for manufacturing or \$3M for other contracts . Contract can be awarded at fair market price .	

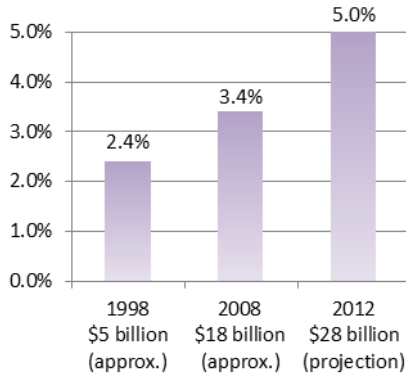
WOSB Eligibility

1. Size: Must be small according to the SBA Standards.
2. Ownership: Must be at least 51% directly or unconditionally owned by a woman or women.
3. Citizenship: Majority owner or owners must be U.S. citizens.
4. Management: Control and day-to-day management must be in the hands of a woman or women.

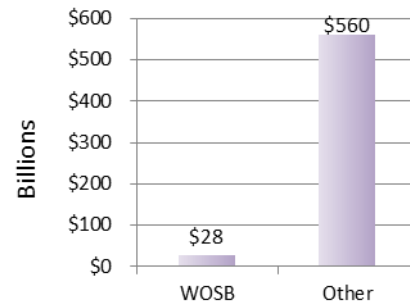
Facts:

- WOSB is pronounced “wahb”; EDWOSB is pronounced “ed-wahb” (the s is silent).
- 3 in 10 privately-owned firms are woman-owned.
Sources: SBA.gov; RAND report, “The Utilization of Women-Owned Small Businesses in Federal Contracting.”
- Enterprising women are expected to create 5.5 million jobs between 2008 and 2018
Source: SBA, Washington Metropolitan Area District Office briefing

Percentage Set-Aside for WOSBs



WOSB Market Value



Fact: The federal government has a goal of awarding 5% of its Prime contracting dollars to a WOSB.
Source: SBA briefing for federal procurement workers, Jan. 2011

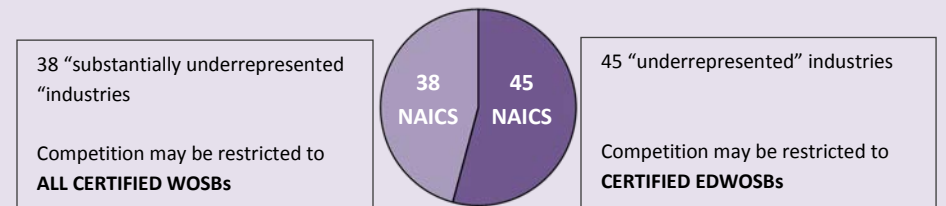


For more information about contracting with GenQuest, Inc., please contact us:

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83 NAICS Codes for the WOSB Set-Aside Program



As a WOSB, GenQuest is eligible for set-asides under the following **substantially underrepresented** North American Industry Classification System (NAICS) codes:

1. 532420 – Office Machinery and Equipment Rental and Leasing
2. 561920 – Convention and Trade Show Organizers
3. 611430 – Professional and Management Development Training (Executive Coaching)
4. 611710 – Educational Support Services

For a full list of NAICS codes eligible for WOSB and EDWOSB set-asides, visit the SBA website for the [WOSB Federal Contract Program](#).