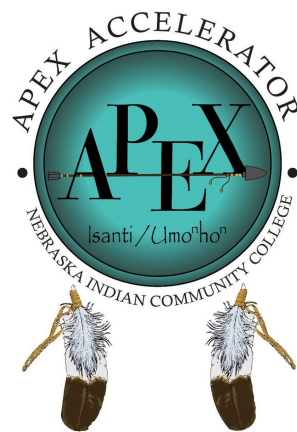


NEWSLETTER

December 2024



Share



Tweet



Forward



Share

TIP OF THE MONTH

The SBA's Surety Bond Guarantee Program

For small businesses in the construction industry, one of the most significant hurdles to success in federal government contracting can be the Federal Acquisition Regulation's (FAR's) requirement to obtain [payment and performance bonds](#) for most federal construction projects, as well as FAR's requirement for [bid guarantees](#) (which contractors often provide through bonds, as well). Surety companies maintain strict financial requirements for issuing bonds, making it difficult for many small businesses to obtain bonding in the amounts required for certain federal projects.

That's where the U.S. Small Business Administration comes in. Unbeknownst to many construction contractors, the SBA operates a robust Surety Bond Guarantee (SBG) program. Under the SBG program, the SBA steps in as the guarantor of bid, performance, and payment bonds issued by sureties to qualified small businesses. The SBA doesn't directly issue the bonds. Instead, it essentially plays the role of a parent co-signing on a car loan issued to a young adult, promising to cover most of the surety's losses if the small business defaults. The bond guarantees provided by the SBA offer sureties the assurance that they're making a good investment by providing bonding to small businesses.

The SBA recently expanded the coverage of the SBG program for the first time in over a decade. Earlier this year, the SBA [announced](#) that it would begin providing bond guarantees on federal construction contracts of up to \$14 million—a substantial increase over the previous \$10 million limit. Furthermore, the SBG program isn't limited to federal contracts: the SBA also provides bonds for commercial contracts of up to \$9 million, up from the \$6.5 million limit in 2023.

The SBA's data demonstrates that many small businesses are successfully taking advantage of the SBG program. A [recent SBA report](#) indicates that during the government's 2024 Fiscal Year, which ended on September 30, the SBA guaranteed more

than 11,000 surety bonds with a total contract value of \$9.2 billion. Both figures represent all-time highs.

Who qualifies for a surety bond guarantee from SBA? [SBA’s SBG program regulations](#) provide that a bond guarantee can be provided to a company that:

- Qualifies as a small business, including the consideration of any affiliates.
- Possesses good character. The SBA may presume a lack of good character if any owner of 20% or more, officer, or director is currently incarcerated or has engaged in fraudulent behavior.
- Is not suspended or debarred from federal government contracting.
- Certifies that it needs bonding to bid on and/or perform a specific contract.
- Certifies that it cannot obtain the bond(s) on reasonable terms without the SBA’s guarantee.

More information about the SBA’s requirements can be found in [SBA Form 994](#), the application form for bond guarantees.

Bonding can be a significant hurdle for small businesses looking to enter or grow in the federal contracting marketplace, but the SBA’s SBG program offers an answer. To learn more about the SBG program and review the database of surety agencies that provide SBA-guaranteed bonds, visit the [SBA’s Surety Bond Guarantee Program](#) website.

NICC APEX ACCELERATOR NEWS YOU CAN USE

SBA Opens “One-Stop Destination” for Small Business Certifications

The wait is over! After pausing certification applications in August 2024 to focus on migrating to a new website, the SBA has launched its new, one-stop site for its small business certifications, MySBA Certifications. Through the new website, the SBA is now once again accepting applications for 8(a), woman-owned small business, economically disadvantaged woman-owned small business, veteran-owned small business, service-disabled veteran-owned small business, and HUBZone certifications. Visit the [new certification website here](#).

Need help deciding whether you’re eligible for an SBA certification or would like assistance with your application? Your APEX Accelerator can help! Contact your APEX counselor today to arrange an appointment.

GOVOLOGY WEBINARS

*Please use the new code **24NICC20** when registering for Govology webinars.*



Leveraging Market Research for Government Market Opportunities

Date: December 5, 2024
Time: 1:00 p.m. EST
Presenter: Darren Osborne, Govology

[Click Here to Learn More](#)



The Ins and Outs of Facility Security Clearances

Date: December 10, 2024

Time: 1:00 p.m. EST

Presenter: Steven Koprince, Govology

[Click Here to Learn More](#)



2024 Government Contracting Year-End Review

Date: December 12, 2024

Time: 1:00 p.m. EST

Presenters: Nicole Pottroff and Shane McCall, Koprince McCall Pottroff LLC

[Click Here to Learn More](#)



A Step-by-Step Guide to Applying for SBA's Federal Small Business Certifications

Date: December 17, 2024

Time: 1:00 p.m. EST

Presenters: Carroll Bernard (Govology) and Ashley Duwel (Duwel Dev)

[Click Here to Learn More](#)



DCAA: Essential Pricing Strategies for Compliant Proposals

Date: December 19, 2024

Time: 1:00 p.m. EST

Presenter: Katelyn Ringle, Defense Contract Audit Agency

[Click Here to Learn More](#)

RECOMMENDED READINGS

Note: One of the most important contracting developments since our last newsletter is the Department of Defense's publication of a final rule implementing the Cybersecurity Maturity Model Certification, or CMMC. You will find several recommended articles governing the final CMMC rule below, in the "Special Interest" section of the newsletter.

SAM Scams: Protect Your Company

The non-public portion of a user's System for Award Management (SAM) profile contains information of interest to fraudsters and hackers, such as bank account and tax information. Recently, there has been a significant upturn in reports of fraudsters and hackers attempting to gain access to sensitive SAM information. [This article provides action items](#) to consider to better secure SAM data from unauthorized access.

How Many NAICS Are Too Many?

Speaking of SAM profiles, how many NAICS codes should a contractor list? Should the contractor list every code in which it might one day work, even if it doesn't work in that particular industry at the moment? [This article provides tips](#) from a former Contracting Officer and Chief of Contracting.

SBA Issues Proposed Rule to Require "Rule of Two" for Orders Under Multiple Award Contracts

The SBA has issued a proposed rule that would expand the so-called small business “rule of two” to orders under multiple-award contracts. As explained by the SBA, the proposed rule would require an agency to “set aside an order under a multiple-award contract for small business contract holders when the contracting officer determines there is a reasonable expectation of obtaining offers from two or more small business contract holders under the multiple-award contract that are competitive in terms of market prices, quality, and delivery.” Read [more about this rule here](#).

CMMC & FOCI RESOURCES AND NEWS

This section highlights items of special interest and importance to the Department of Defense Office of Small Business Programs (DOD OSBP). Please take a moment to visit the sites listed below for additional information. We also suggest that you read the latest edition of the [DOD’s Small Business Digest](#) (*log into LinkedIn to access this resource*) if you want to do business with the DOD.

Cybersecurity Maturity Model Certification (CMMC)/Cybersecurity Compliance Resources

[DOD CMMC Resource Page](#) – Resources to assist government contractors with understanding and complying with CMMC/cybersecurity requirements.

[Project Spectrum](#) – Project Spectrum is working with APEX Accelerators to assist small businesses in achieving compliance with CMMC/cybersecurity requirements.

Foreign Ownership, Control, and Influence (FOCI) Resources

[FOCI Frequently Asked Questions](#) – FOCI is a status or situation in which a contractor with access to classified information has some foreign investment or association with foreign interest. Learn more about the federal government’s requirements relating to FOCI.

<https://business.defense.gov/> – The official website of DOD OSBP. It contains additional information, news, events, and other items for those interested in doing business (or currently engaged) with the DOD.

About CMMC: Frequently Asked Questions

The DoD’s Chief Information Officer has published a PDF answering common questions about CMMC. Read [the FAQ here](#).

Countdown to Compliance: DoD Finalizes the CMMC Program Rule

The final rule for implementing CMMC has arrived! [This article provides an overview](#) of the rule’s key requirements, as well as information about the phased CMMC implementation process.

A Standard on Many Levels: A Look at CMMC 2.0 in Final

[This article breaks down](#) the “who, what, where, when” of the CMMC final rule and its implementation.

Are We There Yet? DoD Issues Final Rule Establishing CMMC Program

[This article provides another breakdown](#) of the final rule’s key provisions, definitions, timelines, and more.

DOD Crystalizes CMMC 2.0 Program Rule

[One more look at the final rule](#), including examining how CMMC will flow down to subcontractors.

Win or Lose: Using CMMC 2.0 Proposed Rule to Position Yourself for DOD Contracts

[This article focuses on the business practicalities](#) of the new rule, with tips about how savvy contractors can better position themselves in the DoD marketplace.

On the Front Lines: OCCA’s Dive into Industrial Security

From the Defense Counterintelligence and Security Agency’s website, [this article describes a “ride along”](#) during a security review of a cleared facility.

***About Nebraska Indian Community College
APEX Accelerator:***

Address (Macy Campus):

1111 Hwy. 75/P.O. Box 428
Macy, NE 68039
(Coverage Area: Omaha Indian Reservation)

Address (Santee Campus):

415 North River Road
Niobrara, NE 68760
(Coverage Area: Santee Sioux Indian Reservation)

E-mail us: APEX@thenicc.edu

This APEX Accelerator (formerly known as PTAC) is funded in part through a cooperative agreement with the Department of Defense.

Copyright © 2024 Nebraska Indian Community College APEX Accelerator, All rights reserved.

Want to change how you receive these emails?
You can [update your preferences](#) or [unsubscribe from this list](#)

