

# *Virginia Department of Small Business and Supplier Diversity “DSBSD”*

*Updated August 2020*

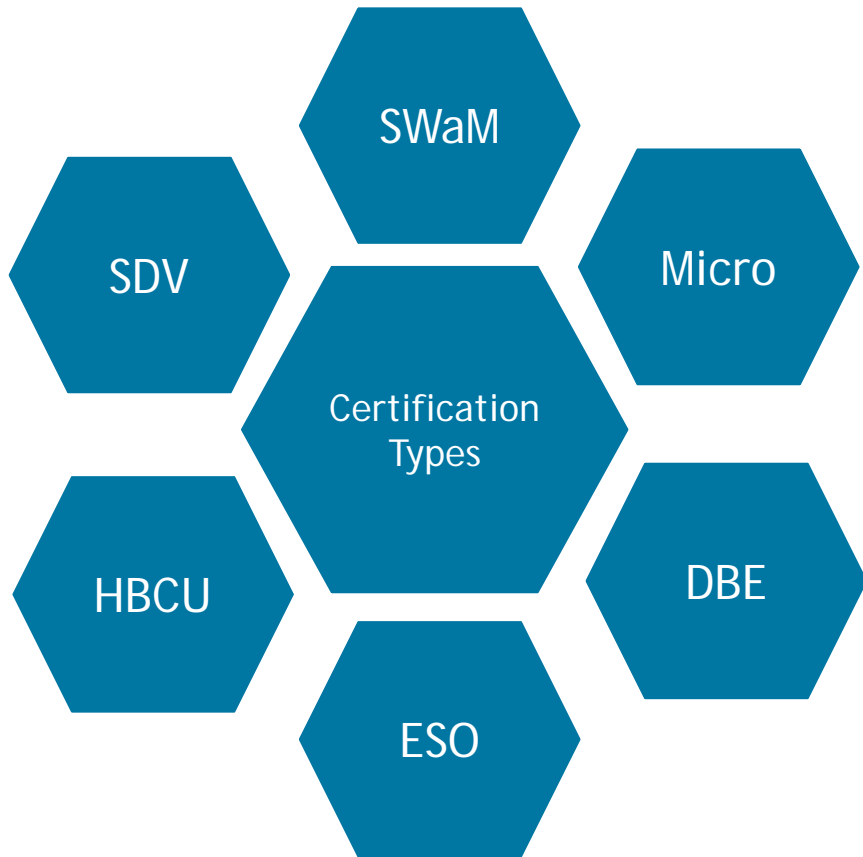
# What is DSBSD?

The Department of Small Business and Supplier Diversity "[DSBSD](#)" manages diverse ("SWaM") business certifications for the Commonwealth of Virginia. DSBSD's mission supports the enhancement of growth opportunities for Virginia's small businesses to prosper through increased revenue and job creation, thereby raising the standard of living for all Virginians.



# What Does DSBSD Do?

DSBSD facilitates the process of certifying businesses with several diverse distinctions based on the size, make-up, and gross receipts of their business. One business can have multiple designations based on the criteria for that certification.



## SWaM

Small, Woman, and Minority Owned Businesses

## Micro

A subset of small-certified businesses

## DBE

Disadvantaged Business Enterprise

## ESO

Employment Services Organization

## HBCU

Historically black colleges and universities

## SDV

Service-Disabled Veterans

A dark blue hexagon containing the text "SWaM" in white, bold, sans-serif font.

## SWaM

### Small-Owned

- A business that is at least 51% independently owned and controlled by one or more individuals,
- Together with its affiliates, has 250 or fewer employees, **OR**
- Has average annual gross receipts of \$10 million or less over the previous 3 years.

### Woman-Owned

- A business that is at least 51% owned by one or more women.

### Minority Owned

- A business that is at least 51% owned by one or more minority individuals.

A dark blue hexagon containing the text "Micro" in white, bold, sans-serif font.

## Micro

### Micro

- A business that is first certified as a small business with DSBSD, **AND**
- Together with its affiliates, it has 25 or fewer employees, **AND**
- Has average annual gross receipts of \$3 million or less averaged over the previous 3 years.

SDV

### Service Disabled Veterans

Veterans who are small business owners can obtain Service Disabled Veteran-owned “status” in the SWaM vendor database. This is not a separate certification; it is a designation of those businesses that are owned by Service Disabled Veterans who are certified as such by the Virginia Department of Veteran Services.

DBE

### Disadvantaged Business Enterprise

The DBE certification program is a Federal program. The purpose is to increase the participation of certified DBEs in projects funded by the US Department of Transportation and other federal sectors. Projects typically include heavy construction, such as building and designing roads, bridges, railroads, ports, and airports.

HBCU

### Historically Black Colleges and Universities

Historically black colleges and universities include any college or university that was established prior to 1964; whose principal mission was, and is, the education of black Americans; and that is accredited by a nationally recognized accrediting agency or association determined by the Secretary of Education. In addition, “Minority-owned business” means also any HBCU, regardless of the percentage ownership by minority individuals.

ESO

### Employment Services Organization

An organization that provides community-based employment services to individuals with disabilities that is an approved Commission on Accreditation of Rehabilitation Facilities (CARF) accredited vendor of the Department for Aging and Rehabilitative Services.

# Commonwealth SWaM Goal

The Virginia Governor's Office sets an aspirational goal for all state agencies within the Commonwealth (via [Executive Order 35](#)) to procure at least 42% of its discretionary goods and services from "SWaM" certified vendors.

In order to meet this goal, it is important that, in addition to merely following all guidelines for vendor sourcing, all personnel with purchasing authority at the University be mindful about awarding purchases to these SWaM businesses.

# Exercise 1

Which certification type requires that the business must first be certified small with DSBSD?

- A: Woman-Owned
- B: Minority-Owned
- C: Micro

Go to the next slide for the answer.

# Exercise 1

Answer:

C: Micro. Micro certification requires that:

1. The business is first certified as a small business with DSBSD,  
AND
2. Together with its affiliates, it has 25 or fewer employees,  
AND
3. Has average annual gross receipts of \$3 million or less averaged over the previous 3 years.



## Exercise 2

True or False:

The University's goal, which is in line with the Virginia Governor's Office, is to procure 52% of its goods and services from SWaM-certified vendors.

Go to the next slide for the answer.

## Exercise 2

Answer: False. The Governor's Office set a goal for all state agencies to procure 42% of its goods and services from SWaM-certified vendors. UMW's Annual SWaM plan matches the 42% goal set by the Commonwealth. 50% is required for Construction contracts.