

# FAQ: Federal Stimulus and Small Business Opportunities

## It's Not Too Late - Now Is The Time!!

### When Will Stimulus Contracts Be Available To California Small Businesses?

The first thing every small business interested in state and federal stimulus projects should know is **you are NOT too late**. Most of the money designated for federal stimulus projects is still available and will be distributed over the next two years. Furthermore, the stimulus funding is divided into 10 general categories, across multiple agencies, all with varying timelines. This means now is the time to be learning more about projects you may want to bid on and positioning your business to compete effectively.

### How Do I Find Out About Stimulus Projects?

There are several ways to find out about stimulus projects:

- 1) Start with the Governor's California Recovery Task Force website and identify projects in your area via the GIS map. (<http://www.recovery.ca.gov/>)
- 2) Visit the Department of General Services (DGS) 'eProcurement' website to register for contract solicitations, email alerts, and to search through the California State Contracts Register (CSCR) for bidding opportunities. (<http://www.eprocure.dgs.ca.gov/default.htm>)
- 3) Visit the website of the agency that may be looking to secure your services. Example: for weatherization projects visit Community Services and Development (CSD). (<http://www.csd.ca.gov/default.aspx>)
- 4) Furthermore, each agency has a small business advocate that you can contact with specific questions. (<http://www.pd.dgs.ca.gov/smbus/sbainternet.htm>)
- 5) In addition to the many state resources, there are a number of private organizations that offer stimulus project details and tracking. The Office of the Small Business Advocate encourages you to work with state agencies to find information, but these websites may be helpful as well:

<http://www.recovery.org/>

<http://californiagreestimulus.org/>

[http://trackthestimulus.com/Small\\_Business\\_Stimulus.aspx](http://trackthestimulus.com/Small_Business_Stimulus.aspx)

### What If I Have Never Done Business With The State Before?

Doing business with the state is a lot like doing business with any other entity; however there are certain guidelines that your business and the state must adhere to. The first step to understanding the process and accessing information is getting certified, which can be done through the DGS website in about twenty minutes. To find out more about getting certified and doing business with the state, visit:

<http://www.pd.dgs.ca.gov/sell2state/default.htm>)

### Is There Anything I Should Know Before Bidding On A Stimulus Project?

It is important to understand that if your business wins a state contract for a stimulus project, you will be generally expected to finance the work until the state has paid your invoice.

### What If I Need Financing To Compete For Projects?

The U.S. Small Business Administration (SBA) has been given broadened authority and funding for loan programs specifically designed to help small businesses compete for stimulus projects. Contact your regional SBA office and find out what options are available. (<http://www.sba.gov/localresources/index.html>)

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If you have any other questions that you think would be a good addition to our FAQ, please email [Brook.Taylor@opr.ca.gov](mailto:Brook.Taylor@opr.ca.gov), under the subject "FAQ Small Business."