

OPENING

small business opportunities



federal government contracting



U.S. Small Business Administration **SBA**

DOORS

HUBZone Program Updates

Department Of Defense

*Small Business Professional
Training Week*

Atlanta, GA
April 2017

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Director - HUBZone Program

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What Am I going to Learn?

- ☐ HUBZone – the basics
- ☐ Updates:
 - Native Hawaiian Organizations (ownership & control)
 - Geographical designations
 - HUBZone mentor protégé agreements
 - HUBZone Joint Ventures
 - Non-manufacturers rule
- ☐ Changes to the Dynamic Small Business Search system
- ☐ Questions & Answers

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HUBZone – the basics

- **H**istorically **U**nderutilized **B**usiness **Z**one
 - Program is designed to help small firms in certain communities gain access to federal contract opportunities
 - HUBZone areas are typically areas of low median household incomes or high unemployment, or both
 - At any given time, there are about 5,000 small firms certified in the HUBZone program

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HUBZone Program – Purpose and How it Connects with Regulatory Requirements

Provides federal contracting assistance to
qualified small firms in designated HUBZones to:

- Increase employment opportunities –
connects with the **35%** employee HUBZone
residency requirement
- Stimulate capital investment – connects with
the **principal office** requirement
- Empower communities through economic
leveraging

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HUBZone Initial and Continuing Eligibility Requirements

- Small business (by SBA standards),
- Owned and controlled by at least 51% U.S. citizens or a community development corporation, an agricultural cooperative, a **Native Hawaiian Organization** or an Indian tribe,
- Principal office must be located within a **designated HUBZone**, and
- At least 35% of its employees must reside in a **designated HUBZone**
 - Attempt to maintain the 35% requirement comes into play when performing on HUBZone contracts only!

Note: Different rules apply for Tribal Governments, Alaska Native Corporations, Community Development Corporations, Native Hawaiian Organization and small agricultural cooperatives. See [Title 13 of the Code of Federal Regulations, Part 126](#)

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Ownership - Native Hawaiian Organizations



- Wholly owned by:
 - one or more Native Hawaiian Organizations, or
 - a corporation that is wholly owned by one or more Native Hawaiian Organizations; or
- Owned in part by:
 - one or more Native Hawaiian Organizations, or
 - by a corporation that is wholly owned by one or more Native Hawaiian Organizations, if all other owners are either United States citizens or small business concerns.

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Geographical Designations Updates

IMPORTANT: To verify HUBZone certification check DSBS; not the map.

There are **5 kinds of HUBZones**

- Qualified Nonmetropolitan Counties (include difficult development areas)*
- Qualified Census Tracts*
- Indian Lands (are HUBZones indefinitely)
- Qualified Base Closure Area (aka BRACs) – i.e. military bases and adjacent areas
- Qualifies Disaster Areas  

NEW



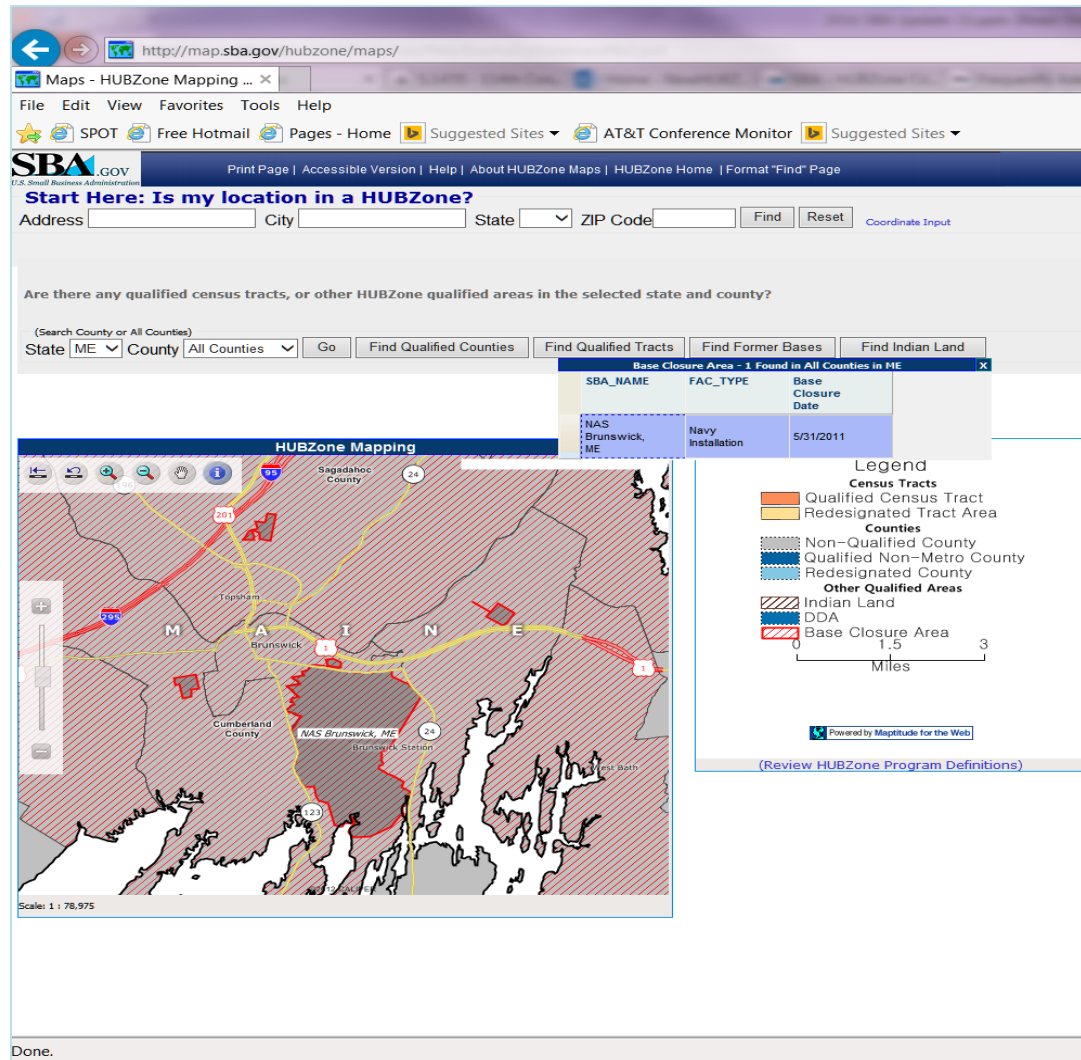
*SBA must “redesignate” for 3 years from the date the area no longer meets the HUBZone criteria. BUT – a redesignated area can become newly designated.

Note:

- ☐ Areas are not static (new; redesignated; no longer HUBZone)
- ☐ An area can have multiple HUBZone designations ... think of them as layered.
- ☐ SBA does not designate HUBZones

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BRAC areas - illustration



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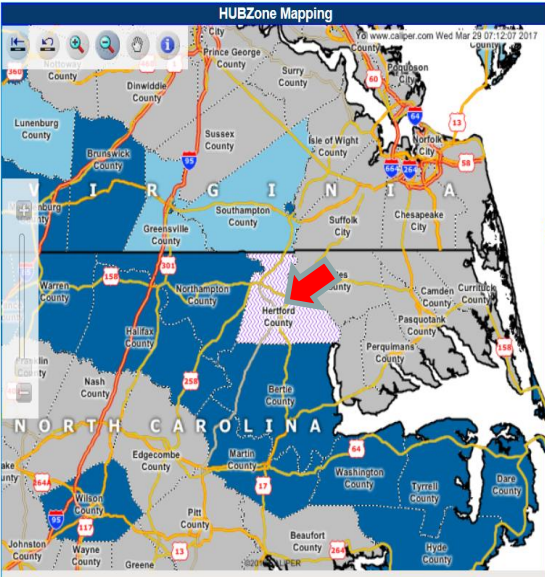
BRACS remain designated for 8 years or until the results of the 2020 census that affect the eligibility of the HUBZone are released. There is no redesignation.

Qualified Disaster Area (QDA) - illustration

Address Street Address City State ZIP Code [Coordinate Input](#)

YES, this location is HUBZone Qualified.
 The location indicated is in Hertford County, NC.
 Hertford County is a non-Metro County, not currently HUBZone qualified by either unemployment rate or household incomes. Hertford County was in 'Redesignated' status for 3 years, until that status expired on January 1, 2016. However, Hertford County is reinstated as HUBZone eligible for another 5 years because of its location in Major Disaster Area Hurricane Matthew, Declared 10/10/2016.
 (For other possible HUBZone designations at this location, please review the Map Layer Information below.)
 To continue the process of applying, click [here](#).

(Search County or All Counties)
 State County



Legend

Counties

- Non-Qualified County
- Qualified Non-Metro County
- Redesignated County

Other Qualified Areas

- Indian Land
- DDA
- Base Closure Area
- Qualified Disaster Areas

Map Layer Information

Tract	County
Map Layer: County	
County FIPS Code	37091
County Name	Hertford NC
County Unemployment Rate	7.1000
State Unemployment Rate	5.7000
US Unemployment Rate	5.3000
Unemployment Ratio	1.3300
County Median Household Income	\$32,201
State Median Household Income	\$38,162
Income Ratio	0.84
Base Closure Area	
Closure Date	
Major Disaster ID	4285
Disaster Description	Hurricane Matthew
Disaster Declaration Date	10/10/2016

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Non-metro counties and census tracts that meet certain criteria are reinstated for 5 years from the date of major disaster or 10 years from the date of catastrophic incident. There is no redesignation.

HUBZone Designation Calendar

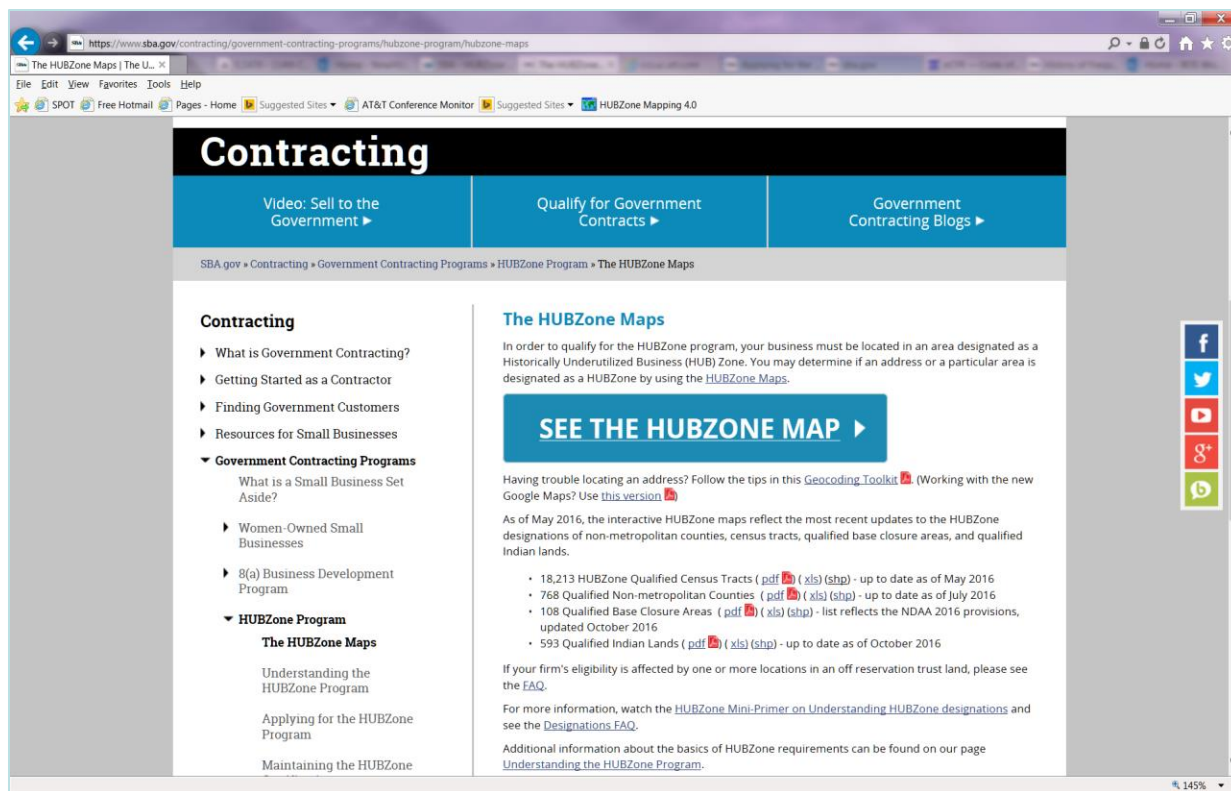
HUBZone Type	Subtype	Data Update Frequency	Source Data Agency
Census Tracts	-	Per HUD update	Department of Housing and Urban Development
Nonmetropolitan County	Qualified by unemployment	Annually	Bureau of Labor Statistics
Nonmetropolitan County	Qualified by income	Annually	Census Bureau - ACS
Nonmetropolitan County	Qualified Difficult Development Area (DDA)	Per HUD update	Department of Housing and Urban Development
Qualified Indian Land	-	As necessary	Bureau of Indian Affairs
Base Closure Area	-	As necessary	Department of Defense
Qualified Disaster Area	-	As necessary	SBA – Office of Disaster Assistance

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HUBZone Maps – Start Here!

for the latest updates!

<http://www.sba.gov/content/hubzone-maps>



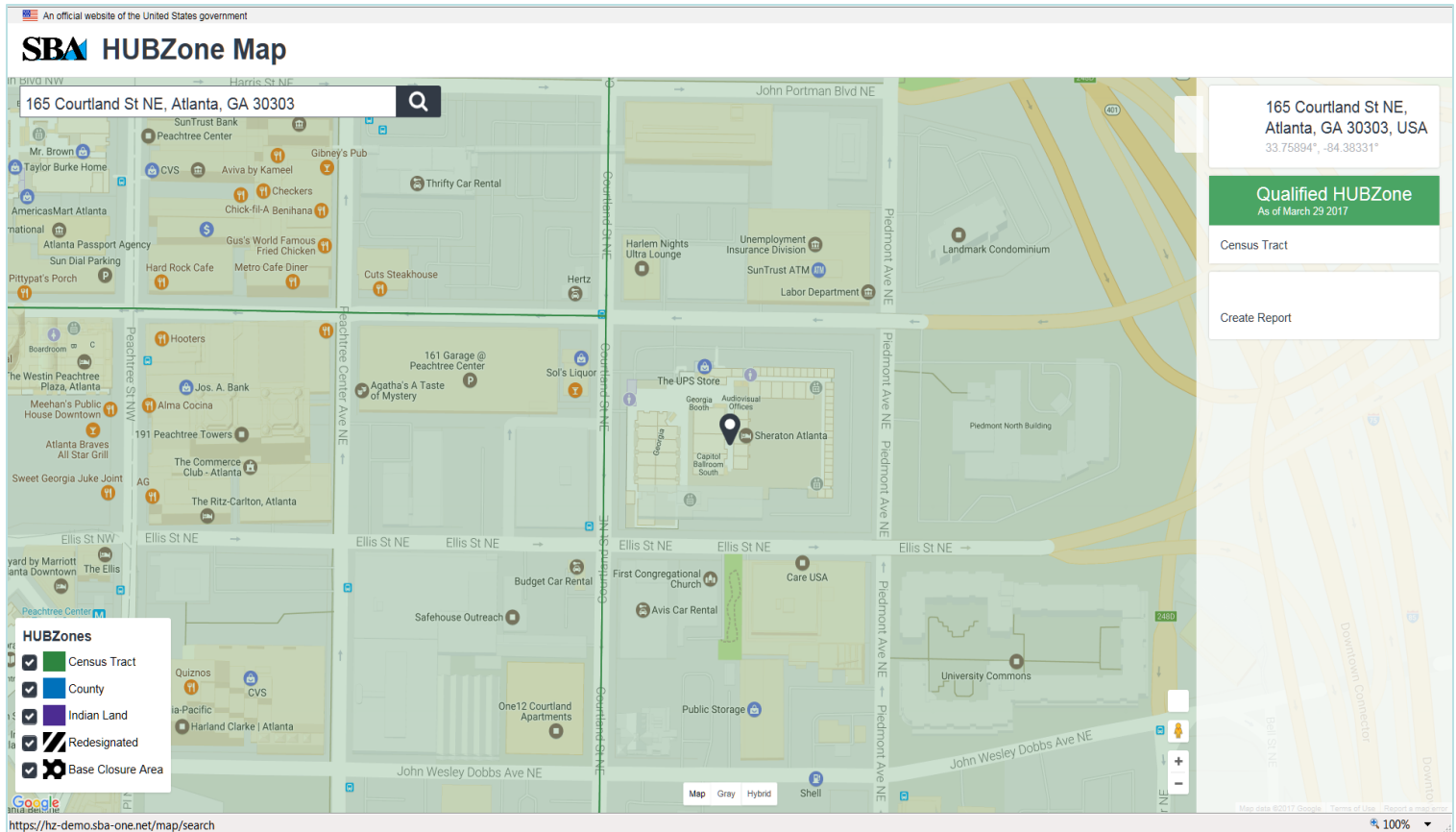
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HUBZone Maps – *a peek*

An official website of the United States government

SBA HUBZone Map

165 Courtland St NE, Atlanta, GA 30303



165 Courtland St NE,
Atlanta, GA 30303, USA
33.75894°, -84.38331°

Qualified HUBZone
As of March 29 2017

Census Tract

Create Report

HUBZones

- ☒ Census Tract
- ☒ County
- ☒ Indian Land
- ☒ Redesignated
- ☒ Base Closure Area

Map Gray Hybrid Shell

Map data ©2017 Google, Imagery ©2017 Google, Terrain ©2017 Google, Labels ©2017 Google

100%

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HUBZone Maps – Address Input

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Start Here: Is my location in a HUBZone?

Address City State ZIP Code [Coordinate Input](#)

Eligibility Result

(Search County or All Counties)

State County

HUBZone Mapping

Legend

Counties

- Non-Qualified County
- Qualified Non-Metro County
- Redesignated County

Other Qualified Areas

- Indian Land
- Base Closure Area

0 400 800
Miles

[Zoom in to view tracts](#)

Powered by Mapitude for the Web

[\(Review HUBZone Program Definitions\)](#)

Scale: 1 : 30,392,559

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HUBZone Maps – Address Result

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Start Here: Is my location in a HUBZone?

Address City State ZIP Code [Coordinate Input](#)

YES, this location is HUBZone Qualified.
The address "165 Courtland St NE, Atlanta, GA 30303" is in Qualified Census Tract 13121002800.

(For other possible HUBZone designations at this location, please review the Map Layer Information below.)
To continue the process of applying, click [here](#).

Are there other qualified census tracts, or other HUBZone qualified areas in Fulton County?

(Search County or All Counties)

State County

HUBZone Mapping

Legend

- Census Tracts**
 - Qualified Census Tract
 - Redesignated Tract Area
- Counties**
 - Non-Qualified County
 - Qualified Non-Metro County
 - Redesignated County
- Other Qualified Areas**
 - Indian Land
 - DDA
 - Base Closure Area

Map Layer Information

County	Tract
Map Layer: Tract	
Tract RPS Code	13121002800
Nearest City	Shermanstown
County	Fulton
Current HUBZone Status	Qualified
Qualified 2015?	Yes
Qualified 2014?	Yes
Base Closure Area	
Closure Date	

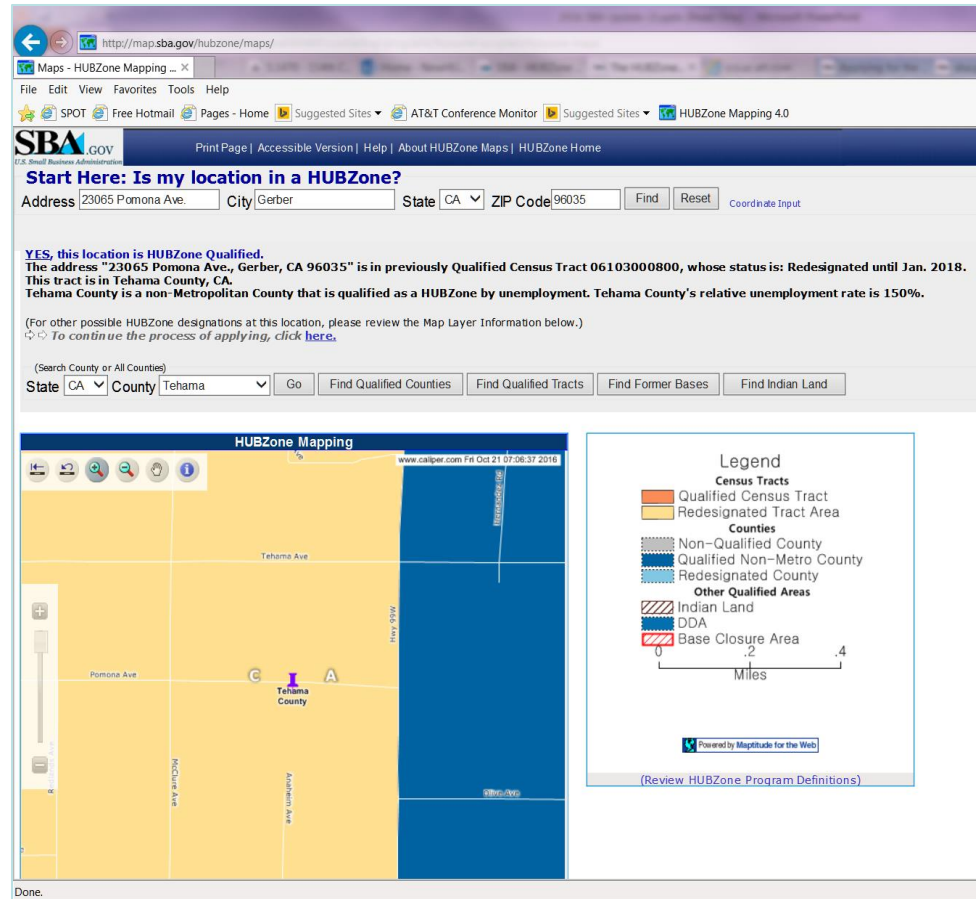
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HUBZone Maps – Coordinate Input

The screenshot displays the HUBZone Mapping web application. At the top, the browser address bar shows <http://map.sba.gov/hubzone/maps/#top>. The page includes a navigation menu with options like File, Edit, View, Favorites, Tools, and Help. Below this, there are links for SPOT, Free Hotmail, Pages - Home, Suggested Sites, and AT&T Conference Monitor. The main heading is "Start Here: Is this coordinate in a HUBZone?". Below this heading are input fields for Longitude and Latitude, with "Find" and "Reset" buttons. A "Help" link and "Address Input" option are also present. The "Eligibility Result" section contains a search bar with "State" and "County" dropdowns, a "Go" button, and several action buttons: "Find Qualified Counties", "Find Qualified Tracts", "Find Former Bases", and "Find Indian Land". The central part of the page features a map titled "HUBZone Mapping" showing the United States with various counties shaded in different colors to represent HUBZone status. A legend on the right side of the map defines the shading: Non-Qualified County (white), Qualified Non-Metro County (light blue), Redesignated County (dark blue), Indian Land (hatched), DDA (red), and Base Closure Area (red with diagonal lines). A scale bar indicates distances up to 1,000 miles. At the bottom of the map, there is a "Zoom in to view tracts" link and a "Powered by Mapitude for the Web" logo. The page footer includes a scale of 1 : 21,525,927 and a "Done." button.

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HUBZone Maps – Search Result Example (layered designation)



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Key Program Benefits

- **HUBZone contracts** (including Multiple Award Contracts) **include awards to qualified HUBZone SBCs through:**
 - **Sole source awards**
 - **100% HUBZone set-aside awards** and partial set-asides
 - **Full and open competition**, where the **HUBZone price evaluation preference is applied**
 - **Reserves** for HUBZone SBCs under Multiple Award Contracts (MAC)
 - **Orders set-aside** for HUBZone SBCs against a MAC, where the MAC was awarded in full and open competition
- **HUBZone subcontracts**

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HUBZone mentor protégé agreements

Contracting

- ▶ What is Government Contracting?
- ▶ Getting Started as a Contractor
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses
- ▼ **Government Contracting Programs**
 - What is a Small Business Set Aside?
 - ▶ Women-Owned Small Businesses
 - ▶ 8(a) Business Development Program
 - ▶ HUBZone Program
 - Service-Disabled Veteran-

All Small Mentor-Protégé Program

This new program was established to develop strong protégé firms through mentor-provided business development assistance, and to help protégés successfully compete for government contracts. The SBA began accepting applications for this program on October 1, 2016.

About the All Small Mentor-Protégé Program

Learn how the All Small Mentor-Protégé Program can help take your small business to the next level.

Eligibility Requirements

Find out about eligibility requirements for mentors and protégés, and the content of the agreements required to participate in the program.

How to Apply

Information on the online application for the All Small Mentor-Protégé program.

Resources

List of approved Mentor-Protégé teams and other resources. Active Mentor-Protégé Agreements

Click here

Contracting

- ▶ What is Government Contracting?
- ▶ Getting Started as a Contractor
- ▶ Finding Government Customers
- ▶ Resources for Small Businesses

Resources

List of approved Mentor-Protégé teams and other resources.

- [Active Mentor-Protégé Agreements](#)

Click here

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HUBZone – list of approved agreements

All Small Mentor-Protégé Program Active Mentor-Protégé Agreements							
Publish Date: February 22, 2017							
Mentor-protégé teams are eligible to submit offers on set-aside contracts in any NAICS code for which the protégé is eligible to compete. They are <u>not</u> limited to the							
These NAICS codes are provided for market research purposes only and do not limit the eligibility of approved mentor-protégé teams to compete for and receive contracts.							
NAICS	NAICS (Secondary)	Protégé	Telephone	Address	Mentor	Status	
561499		Allied Government Solutions, Inc.	603-590-9993	PO BOX 1275, Dover, NH	GAP Solutions, Inc.	SDVOSB/HubZone	
541611		Applied Development LLC	410-697-1577	7 S Front Street, Suite 200, Baltimore, MD	Thomas & Herbert Consulting, LLC	8(a)/HubZone/SDVOSB/WOSB	
326220		C & S Industrial Supply, Inc.	229-732-5660	P.O. Box 5, Cuthbert, GA 31740	Key Fire Hose Corporation	HubZone	
531311		C2MG, LLC	706-250-2264	760 Cowan Road, Covington, GA	CWIS, LLC	8(a)/HubZone	
541310		Concourse Federal Group, Inc.	703-945-4208	1001 Connecticut Ave., NW, Suite 704, Washington, DC 20036	MEI Architects	SDVOSB/HubZone	
541519		Fedbiz IT Solutions, LLC	703-343-6123	305 Harrison St., Suite 1C, Leesburg, VA 20175	PCMG, Inc.	HubZone	
237130		Fortis Networks, Inc.	602-242-1200	4108 E. Air Lane, Phoenix, AZ	Nova Group, Inc.	HubZone	
541512		LightGrid, LLC	703-862-4198	1112 Jensen Drive, Suite 107, Virginia Beach, VA	Trace Systems, Inc.	HubZone	
237310		Maloney Construction, Inc.	415-895-5304	7120 Redwood Blvd., Novato, CA	Myers & Sons Construction, LP	HubZone	
541990		Pearl River Technologies, LLC	240-678-8534	1704 Airport Blvd., Suite B, Melbourne, FL 32901	Omitron, Inc.	HubZone	
541611		Snowbird Consulting Group	202-820-1682	20 F ST NW, 7TH FL, Washington, DC 20001	Integra Government Services International LLC	8(a), Hubzone, WOSB	
236220		Spink Enterprises, LLC	540-460-5594	802 Sunset Drive, Lexington, VA 24450	Lawman Heating & Cooling	WOSB/HubZone	

Filter by status

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HUBZone Joint Venture Requirements

- A HUBZone firm **may enter into a joint venture agreement with one or more other SBCs, or with an approved mentor** authorized for the purpose of submitting an offer for a HUBZone contract.
 - The joint venture itself need not be certified as a qualified HUBZone firm.
- A joint venture of at least one qualified HUBZone firm and one or more other business concerns may submit an offer as a small business for a HUBZone procurement or sale **so long as each concern is small under the size standard corresponding to the NAICS code assigned to the procurement or sale.**
- A joint venture between a protégé firm and its SBA-approved mentor **will be deemed small** provided the protégé qualifies as small for the size standard corresponding to the NAICS code assigned to the HUBZone procurement or sale.

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Non-Manufacturer Rule (13 CFR 126.601, FAR 19.1303)

- **NEW:** A HUBZone SBC may submit an offer for supplies as a nonmanufacturer if it meets the requirements of the NMR set forth at 13 C.F.R. § 121.406(b)(1)
 - » Final rule effective June 30 (81 FR 34243) eliminated the requirement that the manufacturer also be a HUBZone SBC
- **NEW:** A CO may request a waiver of the NMR for a HUBZone contract
- Final rule effective June 30 authorized NMR waivers for HUBZone contracts
- As a result, the HUBZone program's treatment of the NMR is now consistent with SBA's other socioeconomic programs
- For **HUBZone contracts at or below \$25,000**, a HUBZone SBC may supply the end item of any domestic manufacturer. This means the manufacturer may be a large business, but the product acquired must be manufactured or produced in the U.S.

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How to Locate HUBZone contractors

DSBS



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[Print](#)
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[Help](#)


[DSBS](#)
[Quick Market Search](#)
[TM OnLine](#)

Ready

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.



NEW FEATURES FOR MOBILE USERS:
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Location of Profile

States:

(any state)

AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)
AP - American Pacific (APO/FPO)
AS - American Samoa
AZ - Arizona
AR - Arkansas
CA - California

[\(How to make multiple selections.\)](#)

Searching within a State:

(Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: [Select 1 State, then press Lookup](#) [Lookup Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

Last modified: 07/13/2004 12:00:00 AM

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SBA Processing: 0.197 seconds Version: SBSS 8.1.1

Session timeout in 59 minutes.


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DSBS – how certification is displayed

- Each firm's DSBS profile has two fields relevant to HUBZone certification:
 - “HUBZone Certified? [] Yes [] No”
 - “HUBZone Certification Date”
- "HUBZone Certified? [X] Yes [] No" indicates the firm is currently HUBZone certified
- "HUBZone Certified? [] Yes [X] No" indicates the firm is NOT currently HUBZone certified
- “HUBZone Certification Date” indicates the initial date of certification and does not reflect the dates of any recertification process, which are internal to SBA
- **NOTE:** An approval letter or recertification letter is **NOT** valid evidence that a firm is currently HUBZone certified, since a firm may have been decertified since the notice was issued.

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DSBS – certification display


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[Mobile View](#)
[Exit](#)
[Back To Profile List](#)
Ready

8(a) Certification:

SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:

SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: ☒ Yes ☐ No
HUBZone Certification Date: 11/05/2009

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:

DBE Certifications (and State):

(none)

Non-Federal-Government Certifications:

CA PUC - WBE
SB

Last modified: 07/22/2013 12:00:00 AM

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[* ADA](#)

SBA Processing: 2.284 seconds Version: SBSS 8.1.1
Session timeout in 49 minutes.

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DSBS – example of decertified firm

http://dsbs.sba.gov/dsbs/search/dsp_profile.cfm?RequestTimeout=60&DUNS=802861323

SBA - SBA Profile

SBA Profile

"Business Development Servicing Office" (for certifications)

ALABAMA DISTRICT OFFICE (SBA office code 0459)

8(a) Certification:

SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:

SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: ☐ Yes ☒ No
Previously HUBZone certified: From 03/20/2008 through 05/31/2011

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:

Non-Federal-Government Certifications:

(none given)

Products & Services

Last modified: 03/03/2017 12:00:00 AM

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 Session timeout in 59 minutes.

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DSBS – example of non-HUBZone firm (never certified)

Skip Navigation Accessibility Options
Mobile View Exit
SBA Profile Back To Profile List Ready

8(a) Certification:
SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:
SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:
HUBZone Certified?: ☐ Yes ☒ No
HUBZone Certification Date: N/A

8(a) Joint Venture Certification:
8(a) JV Entrance Date:
8(a) JV Exit Date:

DBE Certifications (and State):
(none)

Non-Federal-Government Certifications:
(none given)

Products & Services

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Resources and Tools

Resources & Tools	Resources & Tools
<u>HUBZone Website</u>	
<u>Local Assistance</u>	<u>HUBZone Maps</u>
<u>Understanding the HUBZone Program</u>	<u>Maintaining the Certification</u>
<u>Applying for Certification</u>	<u>Frequently Asked Questions</u>
<u>SBA Size Standards</u>	<u>35% and PO calculator tool</u>

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For more information . . .

- HUBZone@sba.gov
- HUBZone office hours every Tuesdays and Thursdays from 2:00 to 3:00 p.m. EST. Latest call-in information is at <http://www.sba.gov/hubzone>.
 - Don't save the call-in number because SBA periodically changes to mitigate hacking.
- Consult the HUBZone website for the latest information: <http://www.sba.gov/hubzone>.

www.sba.gov

THANK YOU!

Mariana Pardo

Director – HUBZone Program

mariana.pardo@sba.gov

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