OPENING
small business opportunities

federal government contracting

U.S. Small Business Administration

DOORS
HUBZone Program Updates

Department Of Defense

Small Business Professional Training Week

Atlanta, GA
April 2017

Mariana Pardo
Director - HUBZone Program

www.sba.gov
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

- **Historically Underutilized Business Zone**
  - 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!

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

[www.sba.gov](http://www.sba.gov)
BRAC areas - illustration

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.

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Qualified Disaster Area (QDA) - illustration

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

<table>
<thead>
<tr>
<th>HUBZone Type</th>
<th>Subtype</th>
<th>Data Update Frequency</th>
<th>Source Data Agency</th>
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<tbody>
<tr>
<td>Census Tracts</td>
<td>-</td>
<td>Per HUD update</td>
<td>Department of Housing and Urban Development</td>
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<tr>
<td>Nonmetropolitan County</td>
<td>Qualified by unemployment</td>
<td>Annually</td>
<td>Bureau of Labor Statistics</td>
</tr>
<tr>
<td>Nonmetropolitan County</td>
<td>Qualified by income</td>
<td>Annually</td>
<td>Census Bureau - ACS</td>
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<tr>
<td>Nonmetropolitan County</td>
<td>Qualified Difficult Development Area (DDA)</td>
<td>Per HUD update</td>
<td>Department of Housing and Urban Development</td>
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<tr>
<td>Qualified Indian Land</td>
<td>-</td>
<td>As necessary</td>
<td>Bureau of Indian Affairs</td>
</tr>
<tr>
<td>Base Closure Area</td>
<td>-</td>
<td>As necessary</td>
<td>Department of Defense</td>
</tr>
<tr>
<td>Qualified Disaster Area</td>
<td>-</td>
<td>As necessary</td>
<td>SBA – Office of Disaster Assistance</td>
</tr>
</tbody>
</table>
HUBZone Maps – Start Here!

for the latest updates!

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

www.sba.gov
HUBZone Maps – a peek

www.sba.gov
HUBZone Maps – Address Input

www.sba.gov
HUBZone Maps – Address Result

www.sba.gov
HUBZone Maps – Coordinate Input

www.sba.gov
HUBZone Maps – Search Result Example (layered designation)

[Image of HUBZone Map]

(For other possible HUBZone designations at this location, please review the Map Layer Information below.)

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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**

[www.sba.gov](http://www.sba.gov)
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 Veterans

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.

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

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

www.sba.gov
HUBZone – list of approved agreements

<table>
<thead>
<tr>
<th>NAICS</th>
<th>NAICS (Secondary)</th>
<th>Protégé</th>
<th>Telephone</th>
<th>Address</th>
<th>Mentor</th>
<th>Status</th>
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<tbody>
<tr>
<td>561499</td>
<td>326220 C &amp; S Industrial Supply, Inc.</td>
<td>Applied Development LLC</td>
<td>603-590-9993</td>
<td>PO BOX 1275, Dover, NH</td>
<td>GAP Solutions, Inc.</td>
<td>SDVOSB/HubZone</td>
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<tr>
<td>541611</td>
<td>705-250-2264</td>
<td>PDO/Box 5, Cutheb, GA 31740</td>
<td>410-697-1577</td>
<td>79 Front Street, Suite 200, Baltimore, MD</td>
<td>Thomas &amp; Herbert Consulting, LLC</td>
<td>SDVOSB/HubZone</td>
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<tr>
<td>531311</td>
<td>703-945-4208</td>
<td>760 Cowan Road, Covington, GA</td>
<td>229-732-5660</td>
<td>P.O. Box 5, Cutheb, GA 31740</td>
<td>Key Fire Hose Corporation</td>
<td>SDVOSB/HubZone</td>
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<tr>
<td>541310</td>
<td>1001 Connecticut Ave., NW, Suite 704, Washington, DC 20036</td>
<td>Concourse Federal Group, Inc.</td>
<td>706-250-2264</td>
<td>PDO/Box 5, Cutheb, GA 31740</td>
<td>HubZone</td>
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<td>541519</td>
<td>2013 Harrison Street, Suite 1C, Leesburg, VA 20175</td>
<td>FedBiz IT Solutions, LLC</td>
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<td>1001 Connecticut Ave., NW, Suite 704, Washington, DC 20036</td>
<td>MI Architect</td>
<td>HubZone</td>
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<tr>
<td>237130</td>
<td>703-242-1200</td>
<td>Fortis Networks, Inc.</td>
<td>703-945-4208</td>
<td>1001 Connecticut Ave., NW, Suite 704, Washington, DC 20036</td>
<td>HubZone</td>
<td>HubZone</td>
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<td>541512</td>
<td>703-862-4198</td>
<td>LightGrid, LLC</td>
<td>703-343-6123</td>
<td>4108 E. Air Lane, Phoenix, AZ</td>
<td>HubZone</td>
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<td>237310</td>
<td>7120 Redwood Blvd., Novato, CA</td>
<td>Maloney Construction, Inc.</td>
<td>415-895-5304</td>
<td>1112 Jensen Drive, Suite 107, Virginia Beach, VA</td>
<td>HubZone</td>
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<td>541990</td>
<td>240-678-8534</td>
<td>Pearl River Technologies, LLC</td>
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<td>HubZone</td>
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<tr>
<td>541611</td>
<td>202-820-1682</td>
<td>Snowbird Consulting Group</td>
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<td>1704 Airport Blvd., Suite B, Melbourne, FL 32901</td>
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<td>236220</td>
<td>540-460-5594</td>
<td>Spink Enterprises, LLC</td>
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<td>201 F ST NW, 7TH Fl., Washington, DC 20001</td>
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</tr>
</tbody>
</table>

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.

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.

www.sba.gov
How to Locate HUBZone contractors

DSBS

www.sba.gov
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.

www.sba.gov
DSBS – certification display

<table>
<thead>
<tr>
<th>Certificate Type</th>
<th>Details</th>
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<tbody>
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<td>8(a) Joint Venture Certification</td>
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<td>DBE Certifications (and State)</td>
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<td>Non-Federal-Government Certifications</td>
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<td>CA PUC - WBE</td>
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<tr>
<td>SB</td>
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</tbody>
</table>
DSBS – example of decertified firm

www.sba.gov
DSBS – example of non-HUBZone firm (never certified)
## Resources and Tools

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<th>Resources &amp; Tools</th>
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<td>Local Assistance</td>
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<td>Understanding the HUBZone Program</td>
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</tr>
<tr>
<td>Applying for Certification</td>
<td>Frequently Asked Questions</td>
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<tr>
<td>SBA Size Standards</td>
<td>35% and PO calculator tool</td>
</tr>
</tbody>
</table>

www.sba.gov
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](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](http://www.sba.gov/hubzone).

[www.sba.gov](http://www.sba.gov)
THANK YOU!

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