

**SBTW 2018
HUBZONE PROGRAM
BEST PRACTICES
USACE - MOBILE DISTRICT**

**LINDA L. SPADARO
CHIEF, SMALL BUSINESS OFFICE**



**US Army Corps
of Engineers®**



2017 HUBZONE AWARD FOR MOST \$\$\$



Mobile received award for most dollars
awarded in Hubzone Program among all
Corps Districts

Our 2017 Hubzone Goal – 8%
Actual 7.086%

.....So we didn't achieve goal but
awarded most \$\$\$\$.

How did we get there???

HUBZONE ACHIEVEMENT LIKE A RETIREMENT ACCOUNT...



Match 8(a)'s with sole source awards that were also hubzone certified.

Awarded Hubzone pools for construction, 5 year Period of performance. Paying forward.

Hubzone Set-Asides SATOCs for Environmental Remediation and construction, 5 year period of performance.

Wild Cards: Hubzone companies winning in UR procurements with preference. Hubzones winning SBSA.

MOBILE DISTRICT CONTACTS



Internet and Social Media



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