



U.S. Small Business
Administration



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HUBZone Program

**Fueling Small Business Growth and Community
Development through Federal Procurement**



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Small Business Federal Government Contracting Certifications

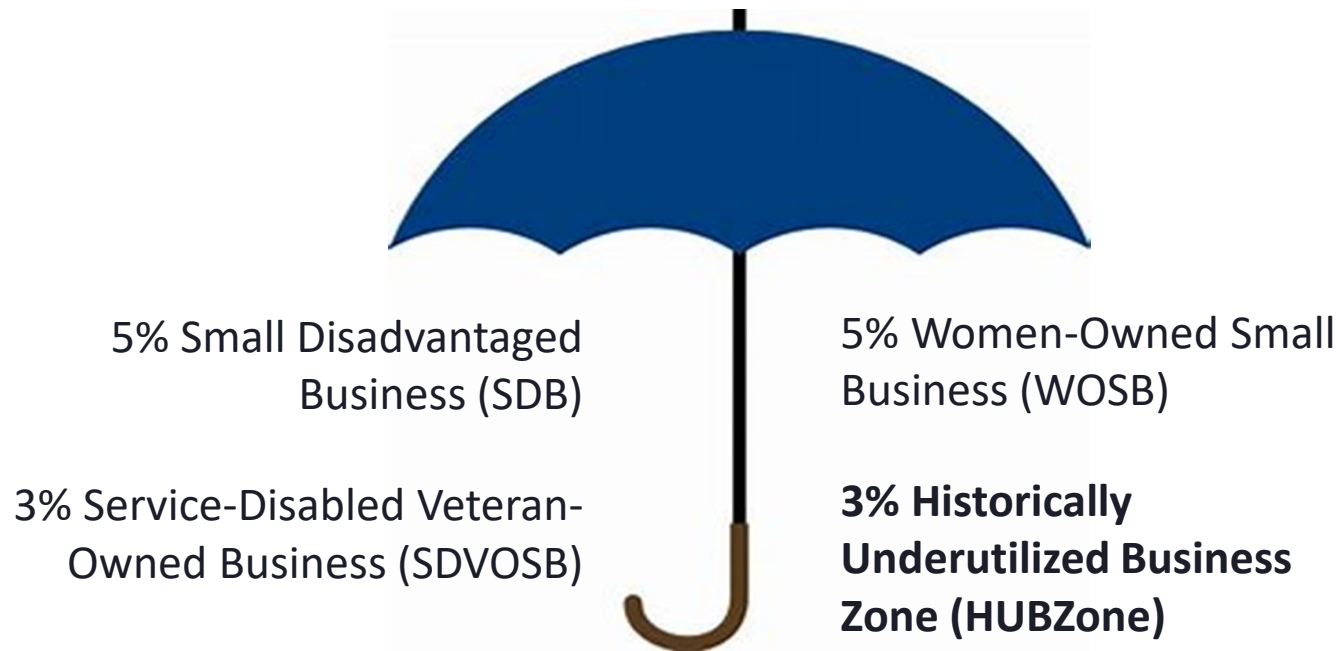
HUBZone Program Purpose

- Historically Underutilized Business Zone (HUBZone)—established 1997
 - Fuels economic development in distressed areas by facilitating small business access to federal government procurement
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- ✓ **Federal agencies** set aside contracts for HUBZone-certified small businesses
 - ✓ **Small businesses** invest in and hire from qualified HUBZones
 - ✓ **Distressed Communities** benefit from job opportunities and investment

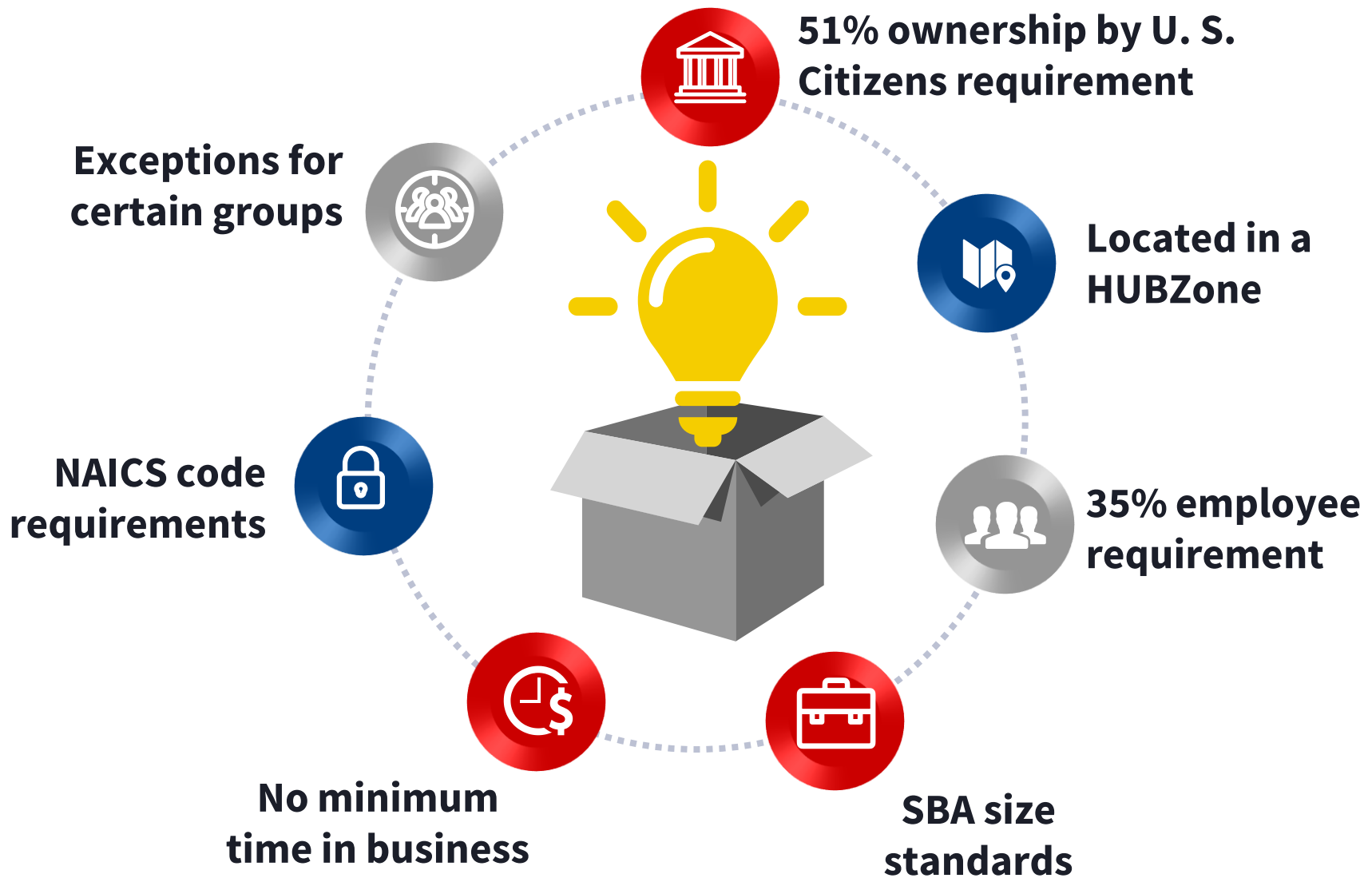


Contracting Incentive

23% of all federal purchasing is set aside for small businesses.



Is the HUBZone Certification Appropriate for You?



HUBZone Federal Contracting Mechanism

Contracts for goods and services are targeted by Agencies to HUBZone CERTIFIED small businesses via:

- Set-asides (including Multiple Award Contracts—MACs)
- Sole-source awards
- Price Evaluation Preference: Application of a 10% price evaluation preference applied in full and open competition (only applies if initial low offer is from a large business, not if low bidder is a small business)

HUBZone Map

<https://maps.certify.sba.gov/hubzone/map>

HUBZone Designation

- HUBZones are located across the U.S. and its territories
- Determined by a combination of unemployment, income, and/or events
- Categories include:
 - Qualified Census Tracts (QCT)*
 - Qualified Non-Metropolitan Counties (QNMC)*, including Difficult Development Areas
 - Redesignated areas (additional 3 transition years for expiring QCTs and QNMCs)
 - Qualified Indian reservations
 - Former military bases closed by the Base Realignment and Closure Act (BRAC)
 - Qualified Disaster Areas
 - Governor-Designated Areas (beginning 2020)

*Determined every 5 years, effective starting 2021, and currently frozen until then

How to Get Certified as a HUBZone business

Steps to get HUBZONE Certified

- Make sure you have a [SAM.gov](https://sam.gov) account.
- Make sure you have a [General Login System](https://generallogin.sba.gov) account.
- Apply for HUBZone certification using the [General Login System](https://generallogin.sba.gov). Log in, select “Access” and then “HUBZone” before completing the prompts.
- Check your email for time-sensitive instructions to electronically verify your application within 10 business days.
- Submit all requested supporting documentation within 10 business days; your submission cannot be assigned for eligibility review until all required documents are submitted.
- Update your [SAM.gov](https://sam.gov) profile to indicate you are a HUBZone business after you get an email confirmation from the SBA.
- Read the instructions from the [General Login System](https://generallogin.sba.gov) carefully to make sure you provide all the necessary information.

Customer Experience: Application Processing

- Starting January 1, applications will be processed within 60 days of a complete application.
- A new pre-screening process will ensure that submissions are complete before qualifying as an application.
- The application and recertification process will move to SBA's user-friendly and streamlined Certify system in 2020.

Service-Disabled Veteran-Owned Small Business Program (SDVOSB)



Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Mississippi Veterans Business Outreach Center

- Veteran entrepreneurs or small business owners can receive business training, counseling and mentoring, and referrals to other SBA Resource Partners at a Veterans Business Outreach Center, **sba.gov/vboc**.
- This is also the place to receive procurement guidance, which can help your business better compete for government contracts. Mississippi State University 60 Technology Blvd., suite 105D Starkville (662) 325-4990 **vboc.msstate.edu**.

District Office

**U. S. SMALL BUSINESS ADMINISTRATION
FEDERAL GOVERNMENT CONTRACTING PROGRAMS
MISSISSIPPI DISTRICT OFFICE**

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THANK YOU