

# ATLANTA 2016



**USDOE'16**

15th Annual DOE Small Business Forum & Expo  
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# Overview of Various Socioeconomic Categories: HUB Zone Program

Terri Denison, Georgia District Director  
U.S. Small Business Administration

# HUB Zone Program-Definition

- **HUB Zone=Historically Underutilized Business Zone**
- **HUB Zone area general qualifiers:**
  - low median household incomes
  - high unemployment
  - high poverty

# HUB Zone Program-Purpose

**Affords federal contracting opportunities to qualified small firms in designated HUB Zones to:**

- **Increase employment opportunities**
- **Stimulate capital investment**
- **Empower communities through economic leveraging**

# HUB Zone Program-Benefits

- **Set-aside awards**
- **Sole source awards**
- **10% price evaluation preference (full and open competition)**

# HUB Zone Program-Qualifying Areas

- **A Qualified Nonmetropolitan County\***
- **A Qualified Census Tract\***
- **An Indian Land**
- **A Qualified Base Closure Area (BRAC)**

*\*When a county or tract loses HUB Zone qualification, the area is redesignated for three years.*

# HUB Zone Program-Business Eligibility

- **Small business by SBA standards**
- **At least 51% directly and unconditionally owned and controlled by:**
  - U.S. citizen
  - Community Development Corporation\*
  - agricultural cooperative\*
  - Indian tribe\*

**\*See 13 CFR 126 for additional requirements**

# HUB Zone Program-Business Eligibility

- **Principal office must be located within a designated HUB Zone**
- **At least 35% of company's employees must reside in a HUB Zone**

# HUB Zone Program-Contracting Goals

- **Federal Government-Wide Goals: Prime Contracting & Subcontracting**
- **HUB Zone Goals: 3% of total contracting dollars**
- **HUB Zone goal attainment government-wide=still a challenge**

# HUB Zone Program-Initial Application

- **Apply online at [www.sba.gov](http://www.sba.gov)**
- **Tools:**
  - HUB Zone Primer
  - Application Guide
  - FAQs
- **Preliminaries:**
  - DUNS Number
  - System for Acquisition Management (SAM)
  - SBA General Login System (GLS)
  - Dynamic Small Business Search (DSBS)

# HUB Zone Program-Maintaining Certification

- **Material changes affecting HUB Zone status**
- **HUB Zone recertification every 3 years**
- **Incorporate HUB Zone certification maintenance into business plan**
- **Designate a company HUB Zone point of contact/expert**

# HUB Zone Program-Looking Ahead

- **2016 National Defense Authorization Act**
- **Small Business Mentor-Protégé Program**
- **Proposed changes to the HUB Zone regulations**

# Session Evaluations



## SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

SESSION TITLE: \_\_\_\_\_

| Please rate each of the following:   | Poor   |   | Fair |   | Great |
|--|--|---|------|---|-------|
| Overall Session Rating.  | 1  | 2 | 3    | 4 | 5     |
| Session content matches the program description.                                   | 1  | 2 | 3    | 4 | 5     |
| The speaker(s) appeared organized, informed, and delivered effective presentation. | 1  | 2 | 3    | 4 | 5     |
| Would you recommend that this/these speaker(s) return for future presentations?    | <input type="checkbox"/> Yes <input type="checkbox"/> No |   |      |   |       |

*\*Turn over for additional questions*

## SPEAKER/SESSION EVALUATION

Please place the completed evaluation into the evaluation box in the back of your session room or bring it to the registration desk.

What topics most interested you in this session?

\_\_\_\_\_  
\_\_\_\_\_

What topics do you feel were missing in this session?

\_\_\_\_\_  
\_\_\_\_\_

Additional comments: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## Reminder

Please complete the Speaker/Session Evaluation Form located in your program guide and place the form in the basket in the bin of the room.



# Questions?

- **HUB Zone website: [www.sba.gov/hubzone](http://www.sba.gov/hubzone)**
- **HUB Zone Help Desk: [HUBZone@sba.gov](mailto:HUBZone@sba.gov)**
- **HUB Zone Staff Assistance: Tuesdays and Thursdays, 2-3pm ET (toll-free number on HUB Zone website).**
- **Sign up to receive HUB Zone News**