

HUBZone

WORKS FOR AMERICA

HUBZone CONTRACTORS NATIONAL COUNCIL

HUBZone Contractors National Council

ABOUT US



The HUBZone Council is a non-profit national trade association established in 2000 to monitor public policy and to advocate on behalf of the HUBZone program and the small business community.

In 2017, the HUBZone Council and its members played an instrumental role in achieving HUBZone Program reforms under the 2018 National Defense Authorization Act (NDAA). The changes implemented under the NDAA provided business certainty for thousands of small businesses across the nation.

To the members of our organization, the HUBZone program is more than just a Federal Contracting program, it is bringing hope to those communities that need it the most.



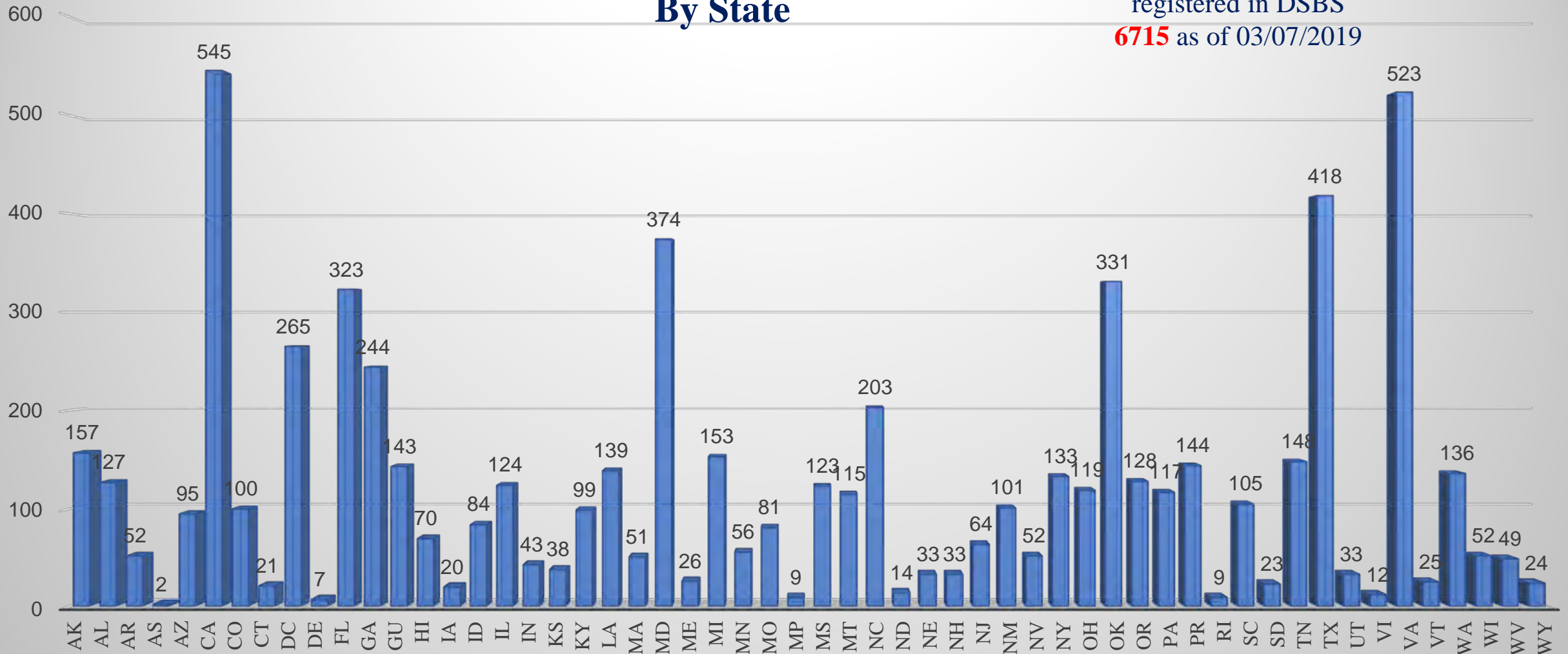


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HUBZONE PORTFOLIO

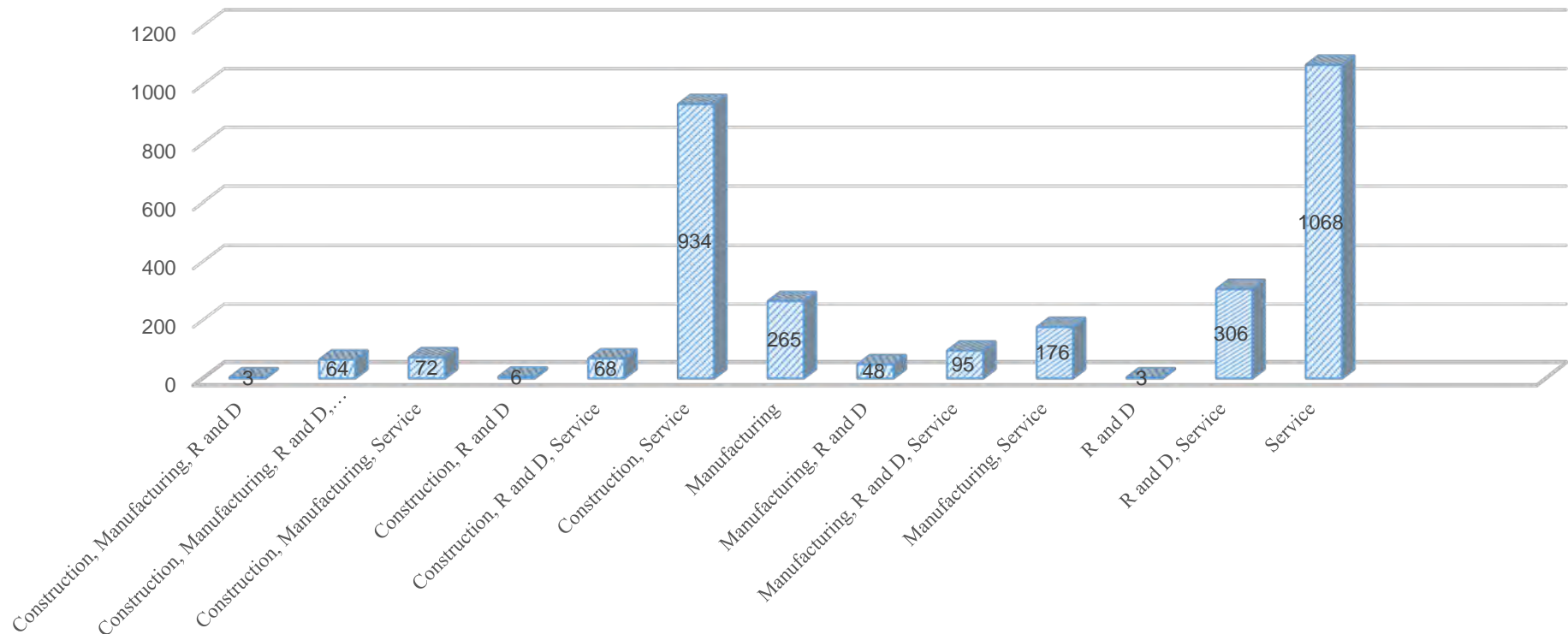
CERTIFIED HUBZONE SBC's By State

Total HUBZone SBC's
registered in DSBS
6715 as of 03/07/2019



SERVICE AREAS

GENERAL SERVICE AREA





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WHAT'S NEW?

NDAA CHANGES

Legislative Highlights

- ❑ Freezing the HUBZone maps until January 1, 2020 and transitions the program to 5-year beginning January 1, 2020
- ❑ Provides state governors the ability to petition the SBA Administrator to designate areas that have an average unemployment rate of at least 120% of national or state average, whichever is lowest, as HUBZones. *Petitions require annual resubmission.*
- ❑ Removes the qualifier “nonmetropolitan” from “state median income” when determining HUBZone program eligibility.
- ❑ Requires the SBA to make a determination on a firm’s HUBZone eligibility within 60 days of application receipt.
- ❑ Ensure that BRAC continues to receive HUBZone eligibility for a full **eight years** beginning on the date the county was designated a BRAC.
- ❑ Requires the SBA to conduct a study on small business participation on **Multiple Award Contracts** (MACs).

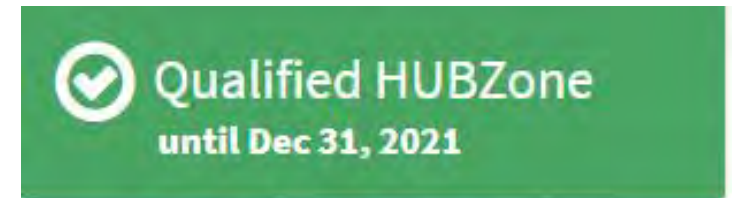
NDAA CHANGES

*HUBZone Performance Reporting
Effective January 2020*

- ❑ Initial Applications – verify eligibility within 60 days after receiving complete application package (down from 90 days).
- ❑ **Recertification** will change from the current submission of a certification document to a fully documented review, similar to initial application.
- ❑ SBA will conduct **program examinations** using a risk-based analysis to select which firms are examined. If a firm is found to no longer meet Program requirements, it will have 30 days to submit documentation demonstrating compliance. During this period, the firm may not compete for or be awarded contracts under HUBZone authority. If the firm fails to demonstrate compliance, SBA will decertify it.
- ❑ Annual report to Congress on whether HUBZone is promoting economic development in distressed areas (first annual report due Jan 2021).

SBA REGULATORY CHANGES

- ❑ Recertification will change from the current submission of a certification document to a fully documented review, akin to determination of initial eligibility.
- ❑ Direct ownership is not mandated in HUBZone statute effective **May 25, 2018**.
- ❑ Existing HUBZone areas, including Qualified Census Tracts, Qualified Non-Metropolitan Counties, and Re-designated Areas, will maintain their designations until December 2021.



WHAT'S PROPOSED

- ❑ Under the proposed change, an employee must reside in a qualified HUBZone for a specific and uninterrupted period of time and be hired by a HUBZone firm before the employee will count towards the 35% mix of HUBZone/Non-HUBZone employees. After that period of continuous residence in a qualified HUBZone, the employee will always count as a HUBZone employee for that HUBZone firm as long as he/she remains employed by the HUBZone firm, even if the employee moves to a non-HUBZone area or the employee's residence loses its HUBZone status.
- ❑ SBA is considering revising the requirement from 40 hours per month to 20 hours per week, due to concerns that the 40 hours per month requirement is not sufficient to stimulate employment in HUBZones.
- ❑ SBA proposes to change the existing requirement that a HUBZone company must be compliant at the time of bid and also at the time of award. SBA's proposed changes require that a company only needs to be certified/recertified once a year and will not need to prove compliance at the date of bid or at the time of award.
- ❑ SBA is proposing to amend this definition to add that falling below 20% HUBZone residency during the performance of a HUBZone contract will be deemed a failure to attempt to maintain compliance with the statutory 35% HUBZone residency requirement



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WE NEED YOUR HELP

HOW YOU SOLICIT MATTERS

The HUBZone Contractors National Council believes that it will take a change in acquisition philosophy to truly make an impact within these underserved communities. One potential acquisition philosophy change would be to encourage Contracting Officers to consider HUBZone set asides for contracts that can be performed at the **contractor facility**. In addition, we would like to see a requirement which limits the use of performance radius requirements. For instance, many contracting opportunities still include language which requires the contractor's site to be within 50 miles of the procuring agency, which acts as a deterrent for small businesses to relocate to certain communities.

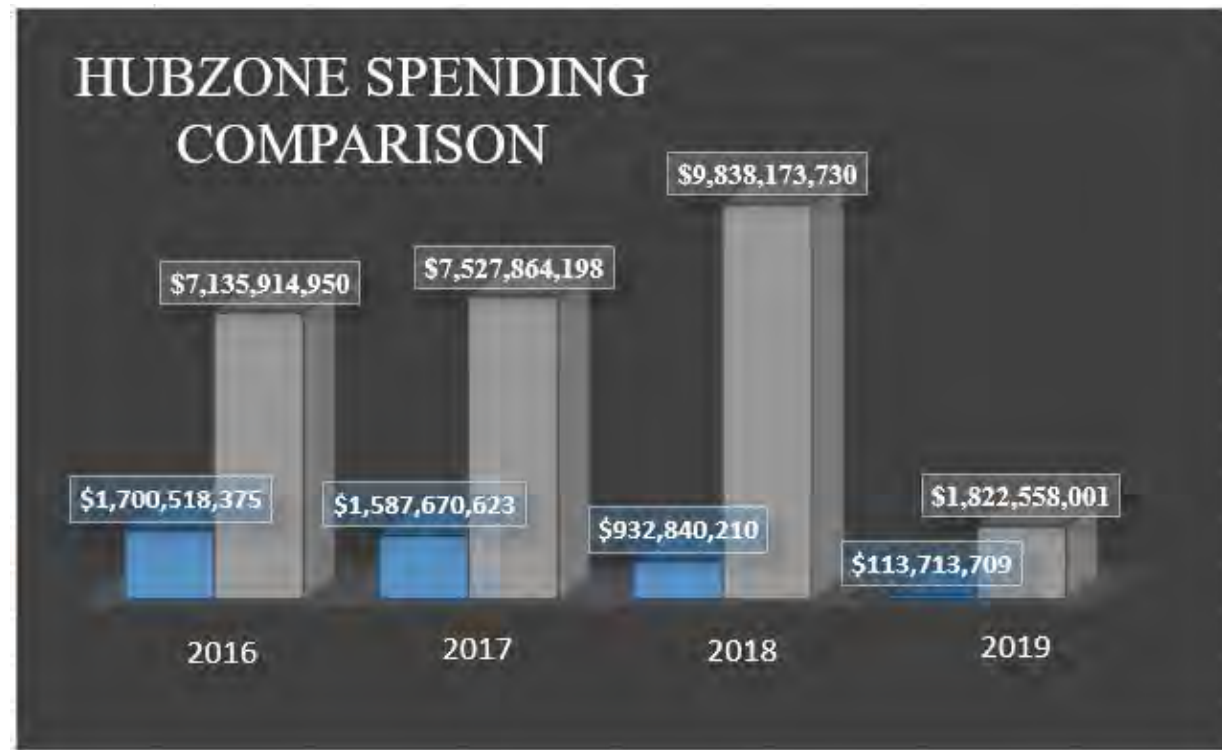
What good is meeting a **GOAL if
you failed the **MISSION!****

HOW YOU SOLICIT MATTERS

The following chart depicts HUBZone set aside & sole source spending in comparison to the dollar value being counted towards the HUBZone Goal.

HUBZone Set
Asides/Sole Source

Total HUBZone
Spending



MEMBER VALUE

Having trouble finding a HUBZone Small Business, **WE CAN HELP!**

TOP MEMBER BENEFITS

Full Service **Help Desk**

Professional & Industry **Contacts**

Event Registration **Discounts**

\$100.00 **OFF** Registration

\$500.00 **OFF** Exhibit Table

(National HUBZone Conference)

Exclusive **Rewards & Discounts**

MEMBER BENEFITS

- Access to the councils full member portfolio and member forums where you can post updates and communicate with small businesses and other members.
- Leverage the HUBZone Council Help Desk to post or share messages with the HUBZone portfolio on contracting opportunities, upcoming events, organizational changes and much more..
- Marketing & Promotional opportunities on the councils website/ social media platforms.
- Complimentary Matchmaking Registration for the HUBZone Summit & National HUBZone Conference

BECOME A MEMBER

MEMBERSHIP LEVEL	1 YEAR MEMBERSHIP
HUBZone Certified \$0 to 3M Annual sales	\$395
HUBZone Certified \$3M to \$6M Annual Sales	\$695
HUBZone Certified \$6M+ Annual Sales	\$995
Non-HUBZone Certified \$0 to \$3M Annual	\$595
Non-HUBZone Certified \$3M to \$6M Annual	\$895
Non-HUBZone Certified \$6M+ Annual	\$1195
Non-Profit Organization/ State or Local Government	\$395
Government	\$950

BRONZE	SILVER	GOLD	PLATINUM
\$2,500	\$5,000	\$7,500	\$10,000
1 Year Corporate Membership	1 Year Corporate Membership	1 Year Corporate membership	1 Year Corporate Membership
6 User Specific Logins	6 User Specific Logins	8 User Specific Logins	8 User Specific Logins
1 Exhibit Table	1 Exhibit Table	2 Exhibit Tables	3 Exhibit Tables
2 Event Registration	4 Event Registrations	6 Event Registrations	8 Event Registrations
1 Match Making table	2 Match Making tables	3 Match Making tables	4 Match Making tables
Sponsorship Recognition on website	Sponsorship Recognition on website	Sponsorship Recognition on website	Sponsorship Recognition on website
	Sponsorship Recognition at Conference & Golf Tournament	Sponsorship Recognition at Conference & Golf Tournament	Sponsorship Recognition at Conference & Golf Tournament
	Event Specific Promotional Item(s) (NTE \$1,000)	Event Specific Promotional Item(s) (NTE \$2,000)	Event Specific Promotional Item(s) (NTE \$3,500)

Looking to raise awareness 365 days a year rather than just at the Conference, consider annual sponsorship.

[BECOME A SPONSOR](#)

RESOURCE PARTNERS



ANNUAL SPONSORS



HUBZone Contractors National Council

HUBZONE OUTREACH EVENTS



2019
HUBZone Small Business Summit

ATLANTA

June 11 & 12, 2019
SAM NUNN FEDERAL CENTER
ATLANTA, GA
REGISTER NOW AT
www.HUBZoneCouncil.org

PRESENTED BY:
UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
&
HUBZone CONTRACTORS NATIONAL COUNCIL



RESERVE YOUR MATCH-MAKING TABLE NOW!

HUBZone Small Business Summit: Atlanta, GA : June 11-12, 2019

National HUBZone Conference: Chantilly, VA: September 4-5, 2019

HUBZone Golf Outing: Chantilly, VA: September 3, 2019

HUBZone Industry Awards Gala: Baltimore, MD: January 17, 2020
(SAVE THE DATE)

For more information about registration or sponsorship:

www.HUBZoneCouncil.org