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THE ZONE REPORT



Official Newsletter of the HUBZone Contractors National Council, a non-profit, non-partisan trade association representing companies certified as HUBZone firms by the U.S. Small Business Administration.

[Get more information.](#)

February 2010

Program Examination Requirement

SBA Steps Up HUBZone Certification Verification Procedures

Many owners of HUBZone-certified firms recently received a letter from the U.S. Small Business Administration (SBA) informing them of a HUBZone Program Examination requirement. This process was designed to help preserve the integrity of the HUBZone Program and requires companies that receive the letter to either recertify that their firms still meet the [eligibility criteria](#) for the HUBZone Program or voluntarily withdraw from the program.

This is the first step in an on-going program to verify HUBZone eligibility which includes audits and unannounced site visits. Businesses that are found to misrepresent themselves to obtain or maintain HUBZone certification could be subject to a range of criminal and civil penalties and/or suspension or debarment from federal contracting.

The HUBZone Council encourages all HUBZone-certified companies to cooperate with the SBA and submit either the Continued Certification Form or the Voluntary Decertification Agreement by the deadline provided.

Please direct questions to the HUBZone Help Desk at 202-205-8885 or hubzone@sba.gov.

Fiscal 2011 SBA Budget Proposed

Accompanied by FY 2009 Annual Performance Report

"The strength of the nation's economy is fortified when competitive and innovative small businesses are able to participate in the federal marketplace and provide solutions to the many challenges facing the federal government. The SBA (U.S. Small Business Administration) works to increase the breadth and strength of the national industrial base and the number of jobs supported by the small business sector through its federal contracting programs." ([SBA FY 2011 Congressional Budget Justification & FY 2009 Annual Performance Report](#), page 69)

According to the Performance Report, the SBA met its primary HUBZone goal during FY 2009: re-engineering business processes to reduce fraud and abuse within the program, including implementation of a new business process for certifying applicant firms. In addition, more than 800 HUBZone firm site visits were made in FY 2009 to confirm on-going eligibility for HUBZone certification.

SBA Budgetary Resources for HUBZone Program

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New HUBZone Council Members

Ardent Management Consulting
Reston, Virginia

Form Fit & Function
Paterson, New Jersey

K.C. Equipment
El Cajon, California

LKE Corporation
Washougal, Washington

Universal Understanding
Rincon, Puerto Rico

Platinum HUBZONE PARTNER

Thank You to HUBZone Council PLATINUM PARTNERS

AGE Refining

Cycle Construction Company

(in millions of U.S. dollars)

FY 2005	Actual	\$7.77
FY 2006	Actual	\$7.50
FY 2007	Actual	\$6.77
FY 2008	Actual	\$8.64
FY 2009	Actual	\$12.94
FY 2010	Requested	\$11.65
FY 2011	Requested	\$12.10

The Davis Group

Garrett Container
SystemsHeeter Construction
Company

Sycamore.US

During the next two years, the SBA plans to streamline the initial application certification process and incorporate mechanisms for monitoring the portfolio of certified firms, including site visits, re-certifications, and collection and review of documentation demonstrating eligibility. The program will also implement a new research method to calculate and assess the HUBZone Program's effectiveness in reaching its economic goals.

The HUBZone Council takes an active role in monitoring and suggesting improvements to the SBA's administration of the HUBZone Program on behalf of its member companies. For example, the Council was pleased when a requirement for all owners, officers, and board of members of a HUBZone firm to submit their tax returns during recertification was recently amended to include returns only from the firm's owners.

For more information, refer to [SBA FY 2011 Congressional Budget Justification & FY 2009 Annual Performance Report](http://www.sba.gov/idc/groups/public/documents/sba_homepage/fy_2011_cbj_09_apr.pdf).
http://www.sba.gov/idc/groups/public/documents/sba_homepage/fy_2011_cbj_09_apr.pdf

HUBZone Council Realigns Membership Categories & Benefits

Dues Rates Have Decreased While Benefits Have Expanded

The HUBZone Council's board of directors recently made significant changes to its membership categories, dues rates, and benefits.

Regular Members (companies that are HUBZone-certified) will notice expanded members-only resources on the Council's website.

Associate Members (companies that are not HUBZone certified) have new categories and reduced dues rates. There are also special reduced rates for non-profit organizations and government employees.

The board also adjusted the [Partner Program](#) by adding a new option: Business Partnership. Additionally, benefits for Platinum and Business Partners have been expanded.

And the [Corporate Sponsorship Program](#) has changed greatly to include a variety of advertising packages for companies that wish to get their messages to the HUBZone business community.

For more information, visit the [HUBZone Council's website](http://www.hubzonecouncil.org).
<http://www.hubzonecouncil.org>



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HUBZone Council:
Your Voice in
Washington



Quick Links

[SBA HUBZone Program](#)

[Federal Business
Opportunities](#)

[HUBZone Regulations
\(13CFR126\)](#)

[HUBZone Council](#)

CORRECTION:

In last month's newsletter, the SBA's 8(a) Program was improperly described as a program for minority-owned businesses. In order to participate in the 8(a) Business Development Program, a firm must: (1) be a small business, (2) be unconditionally owned and

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controlled by one or more socially and economically disadvantaged individuals who are U.S. citizens, and (3) demonstrate potential for success.

SAVE THE DATE! JUST ANNOUNCED!



September 15-17, 2010
The Dupont Hotel
Washington, DC

Meet with federal contracting officers from a variety of agencies.
Learn how to win more contracts.
Discover how to effectively protest contract awards.

Details will be available soon.

**Become a
Council
Member
Today!**

If you own or work at a HUBZone-certified company, or are just interested in federal contracting, and aren't already a member, please consider joining the HUBZone Council. Your membership provides access to the latest federal contracting and HUBZone-related news and developments, maximizes your success in earning federal contracts, and supports on-going representation on Capitol Hill to improve the HUBZone program and help rebuild America's economically-challenged communities.

Company memberships start at just \$95 per year. [Get more information.](#)



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