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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.](#)

July 2010

Volume 10, Number 7

This is the non-member edition of The Zone Report.
Our records indicate that your company is not yet a member of the HUBZone Council.
[Become a member](#) today to receive exclusive members-only information about the HUBZone Program and how to improve your contracting success.

Your membership helps the Council protect and improve the HUBZone Program while encouraging the advancement of the nation's economically challenged areas, combatting unemployment, and reducing homelessness.

HUBZone certification is not a requirement of Council membership.

New Legislation Introduced to Establish HUBZone 'Rebuilding Status'

Bill Would Create Temporary HUBZones

Senators Merkley (D-Oregon), Bond (R-Missouri), and Bayh (D-Indiana) recently introduced legislation to help local businesses stay afloat during times of recession and high unemployment.

The [Rebuilding Local Business Act of 2010](#) (S 3563) would create a temporary three-year HUBZone 'Rebuilding Status' for counties that have an unemployment rate 20 percent or more above the national rate during a recession. This would allow all qualified small businesses located in affected counties to participate in the HUBZone Program for three years.

"This bipartisan bill will temporarily expand the successful jobs-creating HUBZone Program to help small businesses rebuild, revitalize, and bring hope to the communities in Missouri and across the nation that are suffering the most from job loss," Bond said.

There are two other bills impacting the HUBZone Program currently being considered in the U.S. Senate:

- [HUBZone Improvement Act](#) (S 3020) - would reduce the possibility of fraud in the HUBZone Program and make technical corrections to assist qualifying businesses.

- [Small Business Programs Parity Act](#) (S 3190) - would place the HUBZone Program on equal standing with other major small business programs in light of recent federal court and Government Accountability Office (GAO) rulings that have confirmed statutory HUBZone priority over other programs.

[More Information](#)

<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/100701%20rebuilding%20business%20bill%20s3563.pdf>

EARLY BIRD DEADLINE: JULY 31 -- Save \$50
This event sold out last year!
Open to the entire HUBZone Business Community.

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New HUBZone Council Members

AJL Precision Group
Milan, Missouri

Alpine Fencing & Supplies
Delta, Colorado

Changing Hearts Giftware
Sister Bay, Wisconsin

CommFed Solutions
Baltimore, Maryland

Cross Roofing & Home Repairs
Dublin, Georgia

EMSI
Pompano Beach, Florida

Enterprise Furniture Consultants



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



Meet with federal contracting officers from a variety of agencies.
 Learn more about the HUBZone Program and how to win more contracts.
 Discover how to effectively protest bids and contract awards.

HOTEL ROOMS ARE GOING FAST!

A block of hotel rooms is available at the Dupont Hotel for conference participants. The discounted room rate is \$229 per night for single/double occupancy, plus tax. The discount expires on August 8 or when the room block is sold-out, whichever comes first. To reserve your room, call toll-free 866-534-6835 during East Coast business hours and request the special 'HUBZone Contractors National Council' discounted rate. [The regular room rate at the Dupont Hotel is \$299 per night.]

[Conference Details & Registration Information](#)

HUBZone Council Industry Awards Program

Nomination Deadline: July 31

The HUBZone Council will present the following awards at the [2010 HUBZone Council Annual Meeting & Conference](#) (September 15-17, Washington, DC):

HUBZone Employee of the Year Award - recognizes an employee of a HUBZone-certified company who resides in a HUBZone area and has demonstrated success in improving the lives of him/herself, family, and/or community.



HUBZone Corporate Citizen of the Year Award - recognizes a HUBZone-certified company that has made significant contributions to improve the economic, educational, and/or social quality of its community.

HUBZone Council Contractor of the Year Awards - two awards recognize the HUBZone Council member companies that earned (a) the largest number of HUBZone contract awards and (b) the largest total HUBZone contract dollar volume during fiscal year 2009.

NOMINATIONS CLOSE JULY 31. Self-nominations are accepted and encouraged.

[More Information](#)

<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/10%20awards%20appl.pdf>

SBA Releases Draft Strategic Plan

Comments Invited from HUBZone Business Community

The U.S. Small Business Administration (SBA) is in the process of updating its five-year strategic plan. Members of the HUBZone business community are invited to review the plan and submit comments.

This is your opportunity to provide suggestions that will help shape the future of the SBA and the HUBZone Program.

Baltimore, Maryland

GovSmart
 Charlottesville, Virginia

Hager Construction
 Jacksonville, Florida

Monticello Custom Cabinets & Furniture
 Monticello, Mississippi

REO Specialists
 Kalamzoo, Michigan

Saturn Landscape Plus
 Temecula, California

Signal Mountain Networks
 Atlanta, Georgia

Willett Construction Services
 Waldorf, Maryland

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Garrett Container Systems

Heeter Construction Company



**HUBZone Council:
 Your Voice in
 Washington**

The SBA has released the draft plan to the HUBZone Council before its August 4 formal release date. Comments from HUBZone firms are encouraged prior to August 4 for the greatest impact; however, comments will be accepted from the public through August 31.



Please [review the strategic plan](#) and submit your comments via email to strategicplan@sba.gov.

<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/1007%20sba%20strat%20plan.pdf>

White House Establishes 'Do Not Pay List'

May Impact Government Contractors

President Obama recently signed a memorandum establishing a Do Not Pay List, so that federal agencies can check the status of federal funds recipients before remitting payment to them. The memo stated:

"My Administration is committed to eliminating waste, fraud, and abuse in Federal programs, including reducing and recapturing erroneous payments -- a commitment I reinforced in Executive Order 13520 of November 20, 2009, and in a memorandum to the heads of executive departments and agencies of March 10, 2010. While identifying and recapturing improper payments is important, prevention of payment errors before they occur should be the first priority in protecting taxpayer resources from waste, fraud, and abuse. In those cases where data available to agencies clearly shows that a potential recipient of a Federal payment is ineligible for it, subsequent payment to that recipient is unacceptable. We must ensure that such payments are not made."

The White House also announced the expanded use of a tool that has helped limit fraud and abuse under the Recovery Act. The fraud mapping tool allows agencies to go beyond the current markers used to flag potential fraud, such as the lack of a valid mailing address.

[More Information](#)

<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/100618%20memo%20re%20do%20not%20pay%20list.pdf>



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Buchanan Ingersoll & Rooney PC
Attorneys & Government Relations Professionals

David J. Taylor
Attorney at Law
1700 K Street, N.W., Suite 300
Washington, DC 20006-3807
T 202 452 6052
F 202 452 7989
david.taylor@bipc.com
www.buchananingersoll.com

QUICK LINKS

[SBA HUBZone Program](#)

[Federal Business Opportunities](#)

[Central Contractor Registration](#)

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

[HUBZone Council](#)

INDUSTRY CALENDAR

[Visit the HUBZone Council Website Calendar for More Events](#)

July 19-22
National Veteran Small Business Conference
Las Vegas, Nevada
[More Information](#)

August 6-7
One Woman National Business Conference
Houston, Texas
[More Information](#)

September 15-17
HUBZone Council Annual Meeting & Conference
Washington, DC
[More Information](#)

Become a Council Member Today!

If you own or work at a HUBZone-certified company, or are just interested in federal contracting, 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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HUBZone Council | PO Box 4041 | Falls Church | VA | 22044