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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.](#)

May 2010

Volume 10, Number 5

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.

Task Force on Federal Contracting Opportunities for Small Businesses

Established by the White House

The HUBZone Council participated in a recent White House conference call that announced the establishment of the Interagency Task Force on Federal Contracting Opportunities for Small Businesses.

In recent years, the Federal Government has not consistently reached its small business contracting goals. While some progress has been made, particularly with respect to Recovery Act contracts, more work needs to be done.

"I am committed to ensuring that small businesses, including firms owned by women, minorities, socially and economically disadvantaged individuals, and service-disabled veterans, have fair access to Federal Government contracting," stated President Obama.

Task force membership includes a number of high-level departmental secretaries and agency directors. Their charge is to develop recommendations within 120 days for:

- increasing opportunities for small business contractors using innovative strategies
- removing barriers to participation by small businesses in the federal marketplace
- expanding outreach strategies to match small businesses (including HUBZone-certified companies) with contracting and subcontracting opportunities
- establishing policies necessary to reach the objectives set forth in the task force's mission.

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New HUBZone Council Members

ACT General Building Construction
Oakland, California

American Design Builders
St Louis, Missouri

The Art Collector
San Diego, California

CCR
Washington, DC

[More Information](#)<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/100426%20pres%20memo%20re%20small%20bus%20task%20force.pdf>

REGISTER TODAY -- This event sold out last year!
Open to the entire HUBZone Business Community.



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 bids and contract awards.

[Details & Registration Information](#)

HUBZone Council Works with DOE

Memorandum of Understanding Signed

The HUBZone Council recently signed a Memorandum of Understanding (MOU) with the U.S. Department of Energy (DOE).

The MOU is designed to promote small business participation in DOE programs, including facility management, research and development, and science and technology projects.

The HUBZone Council will assist DOE by helping to identify potential barriers to HUBZone firm participation in DOE contracts, advise DOE on strategies for increasing prime contracting and subcontracting opportunities, distribute DOE information to Council members, and participate as a member of the DOE Small Business Advisory Council.

[More Information](#)<http://smallbusiness.doe.gov>

CALL TO ACTION:
Support the HUBZone Improvement Act

Competition Innovations
Merrifield, Virginia

Creative Times Industries
Ogden, Utah

Diversified Maintenance Systems
Salt Lake City, Utah

GeoControl Systems
Houston, Texas

Griffin Specialty Contracting
Millen, Georgia

Group III Management
Kinston, North Carolina

Hampton Roads Technology Services
Newport News, Virginia

HealthIT 2 Business Solutions
Washington, DC

HME
Oak Ridge, Tennessee

InfraTech.us
Frederick, Maryland

Kinetic Solutions
Arlington, Virginia

Martin Brothers Construction
Sacramento, California

Noble Engineering Associates
Cocoa, Florida

North Coast Construction
Lompoc, California

Northern California Partners
Cupertino, California

PCR Environmental
Barrigada, Guam

Petticoat Construction
Lincoln, Alabama

SilverRhino
Rockville, Maryland

TPM Services
Alpharetta, Georgia



The HUBZone Improvement Act of 2010 (S. 3020) was recently introduced in the U.S. Senate. The Act would mandate several improvements in the HUBZone Program; but, in order to have the best chance at passage, the Act needs additional sponsors.

Please contact your Senators today and ask them to sponsor and/or support the HUBZone Improvement Act of 2010.

[Background Information](#)

<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/pr-100226-hubzone-impr-act.pdf>

[Proposed Bill](#)

<http://www.hubzonecouncil.org/clubportal/images/clubimages/528/1002%20s3020%20hubzone%20improvement%20act.pdf>

[Contact Your Senators](#)

http://www.senate.gov/reference/common/faq/How_to_contact_senators.htm

SBA Announces Free Resources to Encourage Small Business Exports

Supporting World Trade Week

The U.S. Small Business Administration (SBA) has announced new tools available to small businesses as part of World Trade Week observances taking place May 17-21 nationwide to raise awareness of the increasing importance of international trade to the nation's economy.

SBA is offering new tools for aspiring and established small business exporters to help them grow and succeed in international trade. Small businesses now have free access to a six-part podcast series, an introduction to exporting video, and an online training course.

"Exporting is a critical strategy for helping small businesses grow and create jobs," said SBA Administrator Karen G. Mills. "We're working every day to help small businesses break into exporting, reach more international markets, and be more competitive in the global economy."

The podcast series is available at

http://www.sba.gov/tools/audiovideo/Podcasts/INTL_TRADE.html

The series includes modules on Growing Your Business through Exporting, Developing an Export Strategy, Preparing for Global Markets, Conducting Market Research, the SBA Exporting Loan Program, and a Small Business Success Story.

The 'Introduction to Exporting' video is available at

<http://www.youtube.com/user/sba#p/u/0/UFQIAszJWn4>.

The online exporting course, 'Take Your Business Global,' is available at

<http://web.sba.gov/sbtn/registration/index.cfm?CourseId=72>.

In addition to the new online tools, SBA Resource Partners -- Small Business Development Centers (SBDCs), Women's Business Centers and SCORE -- are available to assist small businesses that are interested in exporting.

These resource partners can help entrepreneurs identify potential export

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Company

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HUBZone Council:
Your Voice in
Washington



QUICK LINKS

[SBA HUBZone Program](#)

[Federal Business
Opportunities](#)

markets, facilitate export transactions, develop linkages between United States small businesses and prescreened foreign buyers, advise on participation in international trade shows, assist in obtaining export financing, and facilitate the development or reorientation of marketing and production strategies.

In addition to counseling resources there are export specialists available at the 8 SBDC International Trade Export Assistance Centers and SCORE online international trade advisors. To find your local counseling resources visit www.sba.gov.

World Trade Week was first proclaimed in 1933 by President Franklin D. Roosevelt. Originally known as National Foreign Trade Week, Roosevelt announced it as an annual event to be held the third week in May. Over the decades, it has expanded to include many activities to highlight the importance of international trade, especially exports, to the economy.



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[Central Contractor
Registration](#)

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

[HUBZone Council](#)

INDUSTRY CALENDAR

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

May 23-25
**National Small
Business Week
Celebration**
Washington, DC
[More Information](#)

May 27
**Quantico Government
Contractors
Association
Small Business
Growth & Networking
Event**
Fredericksburg,
Virginia
[More Information](#)

June 16
**Washington Area SBA
District B2G Match-
Making Conference**
Washington, DC
[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, 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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