

HUBZone-certified?

*Need help
winning
contracts?*

**WE HAVE THE
ANSWERS**



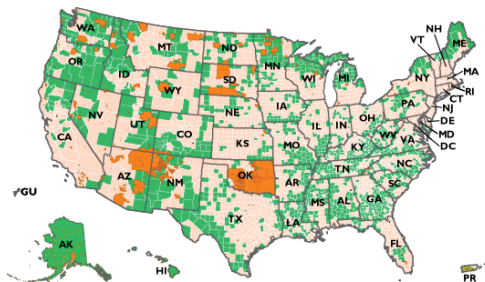
HUBZone PROGRAM OVERVIEW

Rebuilding America's Communities, One Job at a Time

The Historically Underutilized Business Zone (HUBZone) program encourages small businesses to locate in and hire employees from economically disadvantaged areas of the United States. Small firms participating in the program can receive competitive advantages in winning federal contracts.

The HUBZone Empowerment Act was enacted into law as part of the Small Business Reauthorization Act of 1997. The Small Business Administration regulates and implements the program, determines which businesses are eligible to receive HUBZone contracts, maintains a list of qualified HUBZone businesses that federal agencies can use to locate vendors, and adjudicates protests of eligibility to receive HUBZone contracts. All federal agencies participate in the HUBZone program. Three percent (3%) of all federal contracting dollars should be awarded to HUBZone firms annually.

HUBZones are determined by specified census tracts and include inner-city neighborhoods, non-metropolitan counties, lands within the external boundaries of Indian reservations, qualified base closure areas, and/or other designated areas.



COUNCIL PURPOSE & MISSION

The HUBZone Contractors National Council is a national nonprofit trade association representing HUBZone-certified companies.

The Council strives to:

- strengthen the HUBZone Empowerment Contracting Program,
- help Council members maximize their success in earning federal contracts, and
- contribute to the economic development of disadvantaged communities.

The Council monitors public policy and promotes actions that support the well-being of the HUBZone program while encouraging public policies that enhance and expand business opportunities for Council member companies and other firms that have been certified as HUBZone contractors by the U.S. Small Business Administration.

THE ZONE REPORT



MEMBERSHIP CATEGORIES

Regular Members

Companies that have been certified as HUBZone contractors by the U.S. Small Business Administration are eligible to be regular members.

Regular members are entitled to vote on matters that come before the Council membership and may have employees serve as directors of the Council.

Regular members must maintain HUBZone certification to remain members of the Council.

Regular membership is offered in categories based on gross sales volume and start at \$95 per year.

Associate Members

Any person, firm, or other business entity, or public sector organization, including those not certified as HUBZone contractors, may become an associate member of the Council if they are interested in the activities of the Council and engaged in non-conflicting types of businesses that may prove useful to regular members of the Council. Associate members have no voting rights and may not hold office.

Corporate Sponsor memberships include sponsorship of *The Zone Report* newsletter and sessions at the Council's Annual Meeting and Conference.

Community development organizations and government employees may also join the Council.

HUBZone Council Annual Meeting & Conference Participants



Web-Based Resources

Agency	Expenditures (\$ million)
Defense	\$7,506.4 million
Homeland Security	\$535.1 million
Veterans Affairs	\$378.0 million
Agriculture	\$340.5 million
General Services Admin.	\$276.0 million
Interior	\$272.2 million
Health & Human Services	\$125.0 million
Transportation	\$138.8 million
NASA	\$125.0 million
Labor	\$55.0 million
Education	\$13,000.0 million
TOTAL, 10 Agencies	\$13,000.0 million

FIGURE: Figures (where available)



10 Years of Service
HUBZONE
 CONTRACTORS NATIONAL COUNCIL
 2000-2010

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 hubzonecouncil.org

MEMBERSHIP BENEFITS

Membership in the HUBZone Council is available to companies involved or interested in the HUBZone Empowerment Contracting Program. Council members enjoy the following benefits:

- insights and advice to maximize HUBZone contracting success
- access to the latest information about legislative and regulatory issues impacting the HUBZone program
- effective representation on Capitol Hill through the HUBZone Caucus and interactions with Members of Congress
- exceptional networking opportunities to learn from other HUBZone contractors
- web-based resources to help your small business grow, including complimentary legal and business operations 'hotlines' with experienced practitioners
- periodic seminars and conferences at discounted prices
- newsletters, newswire updates, and calls to action