HUBZone Program/Cluster Collaboration

What is the HUBZone Program?

• Program is designed to help small firms in certain communities gain access to federal contract opportunities

• HUBZone areas: typically areas of low median household incomes or high unemployment, or both

• At any given time, there are about 5,000 small firms certified in the HUBZone program

Why would 7(j) eligible companies in your cluster want to be certified?

• Contract set-asides

• 3% government-wide prime and subcontracting goals

• 10% price evaluation preference

What does it take to be HUBZone certified business?

• Small business (by SBA standards)

• Owned and controlled by at least 51% U.S. citizens or a community development corporation or an agricultural cooperative

• Principal office must be located within a designated HUBZone

• At least 35% of its employees must reside in a HUBZone

• Note: Different rules apply for Tribal Governments, Alaska Native Corporations, Community Development Corporations and small agricultural cooperatives. These are delineated in Title 13 of the Code of Federal Regulations, Part 126

Next Steps for Clusters

• SBA HUBZone Office to deliver webinar to SBA recipients in late February 2013
  o Train your service providers to give necessary technical assistance to interested companies

• Identify existing HUBZone certified companies

• Encourage your clients to seek HUBZone certification and tell us about it!
  o Our goal: Each cluster facilitates 5 HUBZone certifications by September 2013
  o Track federal contracts secured by businesses

• We’re here to help!