



# **HUB**Zone

**WORKS FOR AMERICA**

**HUBZone CONTRACTORS NATIONAL COUNCIL**

**HUB**Zone Contractors National Council

# WHO WE ARE

The HUBZone Council is a 501(c)(6) non-profit trade association comprised of a group of companies and organizations working together to improve and support the HUBZone program and small business community. The Council was established to monitor public policy and promote action in support of the well-being of the HUBZone program.



The **HUBZone** Council is not a representation of any 1 company or individual, but that of many coming together to promote real change.

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# WHAT WE DO

## **ADVOCATE**

Raising awareness, monitoring public policy, and promoting change on behalf of the HUBZone Program

## **COLLABORATE**

Working together to improve opportunities for HUBZone small businesses and the communities they support

## **EDUCATE**

Providing the tools and resources you need to succeed



# WHY WE DO IT

## Legislative **Reform**

Programs bound by regulatory and statutory requirements are only as effective as the laws that bind it. The Council has been working closely with Congressional representatives on program refinements.

## Increase **HUBZone** Spending

Since the government has never met its HUBZone goal of 3%, the HUBZone council is dedicated to fighting for better acquisition practices to maximize the ability to compete not limit them. The HUBZone Council supports the expansion of sole sourcing as a means to meet small business goals.

## Economic & **Community** Development

To many of the members of our organization the HUBZone program is more than a federal contracting program, it is a means to facilitate job creation and economic growth within the communities that need it most.

# LEGISLATIVE HIGHLIGHTS

*SBA Estimates implementation January 2020*

- ❑ Freezing the HUBZone maps until January 1, 2020 and transitions the program to 5-year beginning January 1, 2020.
- ❑ Provides state governors the ability to petition the SBA Administrator to designate areas that have an average unemployment rate of at least 120% of national or state average, whichever is lowest, as HUBZones. *Petitions require annual resubmission.*
- ❑ Removes the qualifier “nonmetropolitan” from “state median income” when determining HUBZone program eligibility.
- ❑ Requires the SBA to make a determination on a firm’s HUBZone eligibility within 60 days of application receipt.
- ❑ Ensure that BRAC continues to receive HUBZone eligibility for a full **eight years** beginning on the date the county was designated a BRAC.
- ❑ Requires the SBA to conduct a study on small business participation on **Multiple Award Contracts** (MACs).



# HUBZONE SPENDING

2018 Spending: Prime Spending Increase = **2.1 %**

## Small Business Government Wide Score Card - Prime

Classification (Goal)	2010	2011	2012	2013	2014	2015	2016	2017
<b>Small Business (23%)</b>	22.66%	21.65%	22.25%	<b>23.39%</b>	<b>24.99%</b>	<b>25.7%</b>	<b>24.4%</b>	<b>23.8%</b>
<b>WOSB (5%)</b>	4.04%	3.98%	4.00%	4.32%	4.68%	<b>5.05%</b>	4.79%	4.71%
<b>SDB (5%)</b>	<b>7.95%</b>	<b>7.67%</b>	<b>8.00%</b>	<b>8.6%</b>	<b>9.5%</b>	<b>10.1%</b>	<b>9.53%</b>	<b>9.10%</b>
<b>SDVOSB (3%)</b>	2.50%	2.65%	<b>3.03%</b>	<b>3.38%</b>	<b>3.68%</b>	<b>3.93%</b>	<b>3.98%</b>	<b>4.05%</b>
<b>HUBZone (3%)</b>	2.77%	2.35%	2.01%	1.76%	1.82%	1.82%	1.67%	<b>1.65%</b>

# WHATS PROPOSED

**The U.S. Small Business Administration recently proposed new regulations to make it easier for small businesses to understand and comply with the Historically Underutilized Business Zone (HUBZone) Program's requirements**

- ❑ Freezing the HUBZone maps until 2020 and then update the maps every 5 years
- ❑ Amend “35% rule” regarding mixture of HUBZone/Non-HUBZone employees.
- ❑ Fix the eligibility requirement for awards.
- ❑ SBA is considering revising the requirement from 40 hours per month to 20 hours per week.

# SMALL BUSINESS THREATS

## **Category Management**

*An acquisition strategy used by the federal government on 10 categories of goods and services, seeks to reduce government buying through direct contracts and bolster through large contracts with sizeable task orders.*

## **809 Panel**

*The DOD Section 809 Panel suggested to get rid of small business set asides.*

## **Subcontracting**

*Presently there is little to no recourse for prime contractors that fail to meet their small business subcontracting goals.*



# 2019 LEGISLATIVE PRIORITIES

## **Expand the RISE ACT to include Large Business subcontracting Goals**

*Many small businesses lack the bandwidth, resources or bonding capacity to prime many of these contracts. By extending this to large business subcontracting goals it will significantly improve these companies chances of receiving a contract award.*

## **Sole Source Parity:**

*The Council supports reforming the structure of the sole source requirements, allowing agencies to leverage sole source authority in order to meet the HUBZone small business goal.*

## **Price Evaluation Preference:**

*Consider 10% price evaluation preference at the task order level vs contract award to increase small business participation in Full & Open IDIQ's.*

## **Expand Highway Trust Fund to include HUBZone Small Businesses:**

*Presently, HUBZone SBC's are excluded from competing for opportunities funded under the DOT Trust Fund which is approximately 2.3 Billion dollars*

# MEMBER BENEFITS

- ❑ Full Service Help Desk
- ❑ Training & Education
- ❑ Legislative & Regulatory Updates
- ❑ Strategic & Business Development:
- ❑ Workforce & Recruiting
- ❑ Contracting Opportunities
- ❑ Advisory Committees : Get Involved
- ❑ Stay Connected: Social Forums

## Exclusive Rewards & Discounts

HUBZone Council Members receive HUGE discounts at all of our events and many of our partners events such as:

**\$100.00 OFF** National Conference Registration

**\$500.00 OFF** National Conference Exhibit Table

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Exclusive Discounts on GovSpend to provide our members access to a cost effective market Research Tool at a fraction of the cost.





# INTERNSHIP PROGRAM

Struggling to find HUBZone Employees?



The HUBZone Council, in partnership with HUBZoners.com, has launched a HUBZone Internship Program!

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# HUBZONE COUNCIL EVENTS



**2019**  
**HUBZone Small Business Summit**  
**ATLANTA**

**June 11 & 12, 2019**  
SAM NUNN FEDERAL CENTER  
ATLANTA, GA  
**REGISTER NOW AT**  
[www.HUBZoneCouncil.org](http://www.HUBZoneCouncil.org)

PRESENTED BY:  
UNITED STATES ENVIRONMENTAL PROTECTION AGENCY  
&  
HUBZone CONTRACTORS NATIONAL COUNCIL



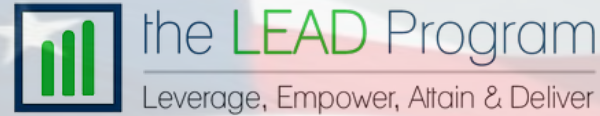
HUBZone Small Business Summit: Atlanta, GA  
June 11-12, 2019

HUBZone Golf Outing: Chantilly, VA  
September 3, 2019

National HUBZone Conference: Chantilly, VA  
September 4-5, 2019

HUBZone Industry Awards Gala  
Baltimore, MD: January 17, 2020  
**(SAVE THE DATE)**

# RESOURCE PARTNERS





# JOIN OUR TEAM

MEMBERSHIP LEVEL	1 YEAR MEMBERSHIP
HUBZone Certified \$0 to 3M Annual sales	\$395
HUBZone Certified \$3M to \$6M Annual Sales	\$695
HUBZone Certified \$6M+ Annual Sales	\$995
Non-HUBZone Certified \$0 to \$3M Annual	\$595
Non-HUBZone Certified \$3M to \$6M Annual	\$895
Non-HUBZone Certified \$6M+ Annual	\$1195
Non-Profit Organization/ State or Local Government	\$395
Government	\$950

BRONZE	SILVER	GOLD	PLATINUM
\$2,500	\$5,000	\$7,500	\$10,000
1 Year Corporate Membership	1 Year Corporate Membership	1 Year Corporate membership	1 Year Corporate Membership
5 User Specific Logins	6 User Specific Logins	8 User Specific Logins	8 User Specific Logins
1 Exhibit Table	1 Exhibit Table	2 Exhibit Tables	3 Exhibit Tables
2 Event Registration	4 Event Registrations	6 Event Registrations	8 Event Registrations
1 Match Making table	2 Match Making tables	3 Match Making tables	4 Match Making tables
Sponsorship Recognition on website	Sponsorship Recognition on website	Sponsorship Recognition on website	Sponsorship Recognition on website
	Sponsorship Recognition at Conference & Golf Tournament	Sponsorship Recognition at Conference & Golf Tournament	Sponsorship Recognition at Conference & Golf Tournament
	Event Specific Promotional Item(s) (NTE \$1,000)	Event Specific Promotional Item(s) (NTE \$2,000)	Event Specific Promotional Item(s) (NTE \$3,500)

**BECOME A MEMBER**

**ANNUAL SPONSORSHIP**



# ANNUAL SPONSORS



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**Don't wait for CHANGE,  
MAKE it HAPPEN!**

For more information about the Council or how you can help:

Website: [www.HUBZoneCouncil.org](http://www.HUBZoneCouncil.org)

email: [info@hubzonecouncil.org](mailto:info@hubzonecouncil.org)

Phone: 240-442-1787

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