

HUBZone Quick Facts:

What is a Small Business Set Aside?

Small business set-asides are a powerful **tool for helping small businesses compete for and win federal contracts.**

Every year, the federal government purchases approximately \$400 billion in goods and services from the private sector. When market research concludes that small businesses are available and able to perform the work or provide the products being procured by the government, those opportunities are "set-aside" exclusively for small business concerns.

There are many different types of set-asides. Some are open to all small businesses; others are open only to small businesses with certain designations.



Prime Contract Goals

The Federal government has specified annual prime contracting goals for designated small businesses. **The current, government-wide procurement goal stipulates that at least 23% of all federal government contracting dollars should be awarded to small businesses.** In addition, targeted sub-goals are established for the following small business categories:

- Women Owned Small Business – 5%
- Small Disadvantaged Business – 5%
- Service Disabled Veteran Owned Small Business – 3%
- **HUBZone – 3%**



HUBZone Program

- The Historically Underutilized Business Zones (HUBZone) program **helps small businesses** in urban and rural communities **gain preferential access to federal procurement opportunities.**
- The HUBZone program was enacted into law as part of the Small Business Reauthorization Act of 1997 and falls under the auspices of the U.S. Small Business Administration (SBA).
- The program **encourages economic development** in historically underutilized business zones - "HUBZones" - through the establishment of preferences.
- **The primary goal of the program is to promote economic development and employment growth in distressed areas by providing access to more federal contracting opportunities.**

Benefits of the HUBZone Program

The program's benefits for HUBZone-certified companies include:

- Competitive and sole source contracting
- **10% price evaluation preference in full and open contract competitions, as well as subcontracting opportunities.**

The federal government has a goal of **awarding 3% of all dollars for federal prime contracts to HUBZone-certified small business** concerns.

Contact Kindra Harvey 703-771-6530 kharvey@leesburgva.gov

HUBZone Program Eligibility:



Business Size

The business must be small by SBA standards according to the firm's North American Industry Code System (NAICS Code).



Principal Office

It must maintain a principal office in a HUBZone. The firm's North American Industry principal office is the one where the greatest number of employees work (unless the firm is in services or construction).



Ownership

It must be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe.



Employees

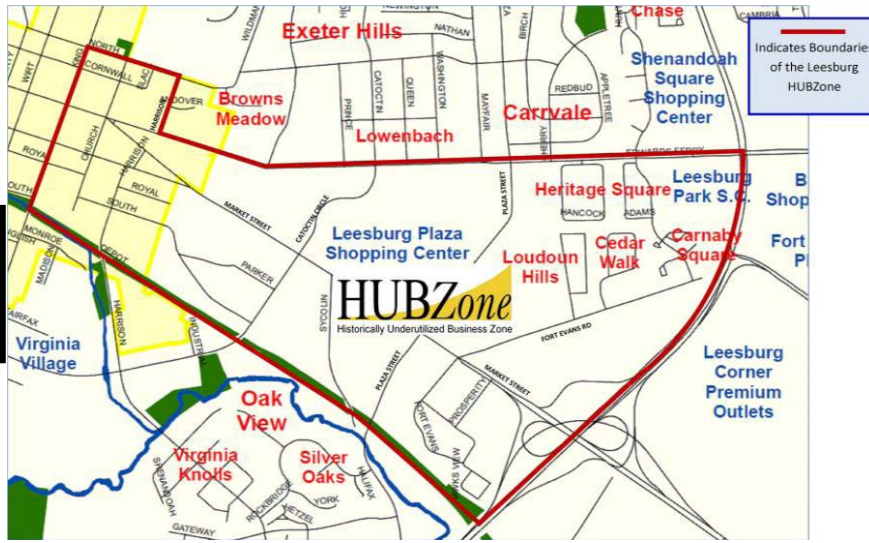
At least 35%, rounded up, of all of its employees must reside in a HUBZone.

For more information visit www.sba.gov/hubzone



Contact Kindra Harvey 703-771-6530 kharvey@leesburgva.gov

Leesburg HUBZone Quarterly Meeting Schedule 2017



April 27, 2017
6:00 – 8:00 pm

July 27, 2017
6:00 – 8:00 pm

October 26, 2017
6:00 – 8:00 pm



Mason Enterprise Center Leesburg
202 Church Street SE
Leesburg, VA 20175

