



U.S. Small Business
Administration



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SBA's Small Business HUBZone Program

Not intended for public distribution

Hosts

**Darryl Williams, Procurement Center
Representative SBA Office of
Government Contracting, Area IV,
Omaha, NE**

**Steven Szalo, Procurement Center
Representative SBA Office of
Government Contracting, Area IV,
Rock Island, IL**

Welcome to “SBA Virtual Learning 2023”

1. Questions answered during the final 10 minutes.
2. Technical problems: Contact your IT admin who manages Teams settings for your organization.
3. Captioning available for this presentation.
4. We cover the “**SBA Quick Reference**” as time allows.
5. For more SBA training visit the SBA Learning Center website
<https://www.sba.gov/tools/sba-learning-center/search/training>

Association of Procurement Technical Assistance Centers (APTAC)

Procurement Technical Assistance Centers are a vital resource partner.

- APTAC posts past “First Wednesday” programming at this link:
<http://www.aptac-us.org/for-contracting-officers-sba-webinar-library/>
- Contracting officer resources: “How PTACs partner with federal agencies”:
<http://www.aptac-us.org/federal-partners/>
- Find your nearest Procurement Technical Assistance Center at <http://www.aptac-us.org>

Small Business Administration YouTube Page

SBA YouTube page posts past “First Wednesday” programming at links below.

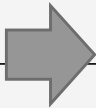
- October 5, 2022 – 8(a) Business Development Program Updates:
<https://youtu.be/Yl5Sp0dP1aE>
- November 2, 2022 – Surety Bond Guarantee Program:
- December 7, 2022 – Subcontracting Program:
- January 4, 2023 – Surveillance Review Program:
<https://youtu.be/euUX4Jv6kRI>
- February 1, 2023 – HUBZone Program:
- March 1, 2023 – All Small Mentor Protégé Program (ASMPP):
- April 5, 2023 – Non-Manufacture Rule (NMR):
- May 3, 2023 – Size Program:
- Jun 7, 2023 – Legislature and Regulatory Updates:
- July 5, 2023 – Market Research:
- August 2, 2023 – Service-Disabled Veteran Owned Program (SDVOSB):

FIRST WEDNESDAY VIRTUAL LEARNING SERIES

FY 2023 SCHEDULE

1:00 to 2:00 PM Central Time

FY 2023	Date	Topic
1	October 5, 2022	8(a) Business Development Program Updates
2	November 2, 2022	Surety Bond Guarantee Program
3	December 7, 2022	Subcontracting Program
4	January 4, 2023	Surveillance Review Program
5	February 1, 2023	HUBZone Program
6	March 1, 2023	All Small Mentor Protégé Program (ASMPP)
7	April 5, 2023	Non-Manufacture Rule (NMR)
8	May 3, 2023	Size Program
9	June 7, 2023	Legislature and Regulatory Updates
10	July 5, 2023	Market Research
11	August 2, 2023	Service-Disabled Veteran Owned Program (SDVOSB)



The program schedule is for information only and is subject to change.

One Continuous Learning Point

- Self-service process for one CLP of credit for SBA employees only: Complete the survey contained in the link below. A new link will be provided every month. The link is activated on the day of the training and will be deactivated two weeks after the training event. <https://forms.office.com/g/8LHP7b26aW>
- If you listen in groups and you want all attendees to be included on the future mailing list, send email addresses of participants in an excel document to sbalearning@sba.gov.

“SBA 1st Wednesday Virtual Learning 2023”

This Certificate is awarded to

Insert Your Name Here

For completion of

HUBZone Program

This training seminar may be credited towards “Continuous Learning Points” as described in OFPP Policy Letter 05-01. Recommendation of One CLP.



Pamela J. Beavers

Director, Area IV
SBA Office of Government Contracting

2/01/2023

DATE

Today's Speaker(s)

**Lori Gillen, Director of the
HUBZone Program**

**Laura Maas, Deputy Director of
the HUBZone Program**



U.S. Small Business
Administration

HUBZone Program Presentation

Lori Gillen, Director of the HUBZone Program

Laura Maas, Deputy Director of the HUBZone Program

HUBZone Program Purpose

Launched in 1999, the HUBZone Program fuels the development of distressed communities by providing small businesses preferential access to federal government contracts.

- **Federal Government** has goal to award 3% of procurement to HUBZone-certified small businesses via set-aside and price preference awards
- **Small businesses** become certified by locating in and employing residents (35%) from qualified HUBZones
- **HUBZone communities** benefit from jobs and investment.

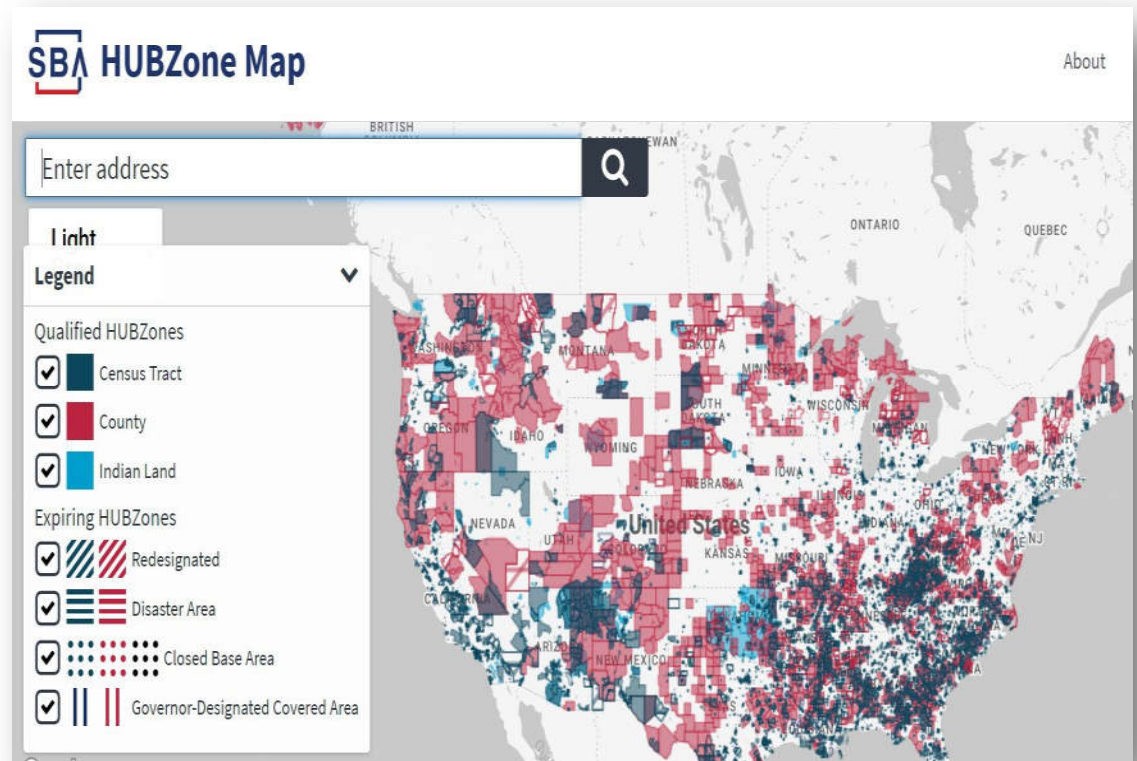


HUBZone Designations

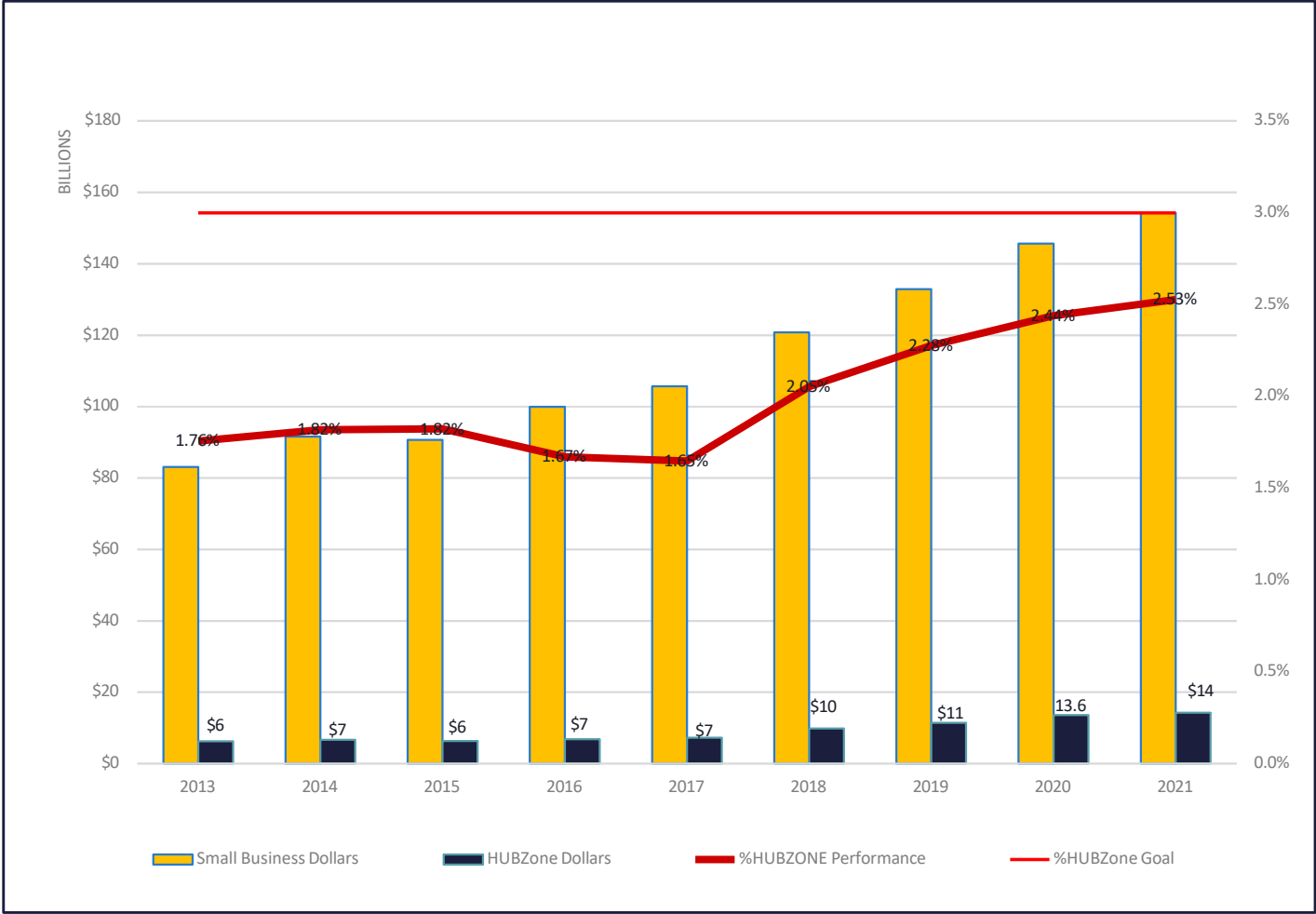
- More than 22,000 communities
- Footprint expanding

There are seven different designations:

1. Census Tract
2. Non-metropolitan County
3. Indian Land
4. Disaster Area
5. BRAC
6. Redesignated (transition)
7. **New in 2020:** Governor's Designated (rural) Areas: now in Illinois, Colorado, Virginia, Wisconsin, Louisiana, and Connecticut.



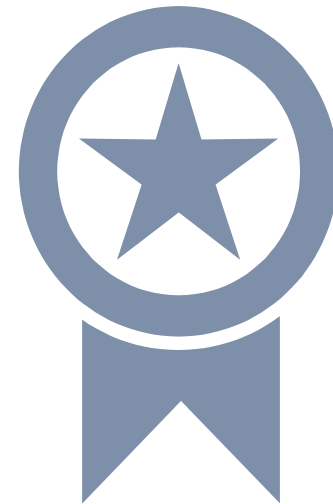
Federal Scorecard Performance



HZ Scorecard Goal Achievement: The Good News

FY: 2021

- Most HUBZone dollars ever (\$14.3 billion)
- 3rd highest % in history of program (2.53%)
- 4th straight year of improvement
- Average contract to HUBZone firms = \$2,724,945 (1.5% increase)
- 5.16% increase in dollars to HUBZone communities (+ \$700 m)
- 3.69% increase in federal goal attainment
- 3.67% increase in HUBZone firms receiving contracts (5,220)
- \$88 million (4.3%) increase in HZ set asides over last year



15

Agency HUBZone Goal Achievement

3% Goal: Met (14)		3% Goal: Not Yet (10)	
SBA (28.5%) \$327m, 32 firms	USDA (6.3%) \$602m, 450 firms	Treasury (2.2%) \$209m, 113 firms	HHS (1.5%) \$617m, 263 firms
Commerce (8.8%) \$421m, 175 firms	NRC (6.1%) \$10m, 23 firms	Defense (2.1%) \$7.1b, 1,800 firms	NASA (0.8%) \$155m, 98 firms
Interior (8.6%) \$351m, 380 firms	DHS (5.5%) \$1.1b, 389 firms	Veterans (2.2%) \$779m, 302 firms	Education (0.8%) \$20m, 25 firms
Labor (7.6%) \$180m, 57 firms	GSA (5.0%) \$289m, 363 firms	Justice (2.0%) \$182m, 220 firms	SSA (0.66%) \$12m, 43 firms
OPM (7.1%) \$35m, 19 firms	EPA (4.9%) ★ \$75m, 49 firms	Energy (1.5%) \$600m, 58 firms	AID (0.61%) \$33m, 22 firms
State (7.0%) \$727m, 120 firms	NSF (4.7%) \$24m, 28 firms		
HUD (6.5%) \$63m, 33 firms	DOT (3.9%) \$294m, 158 firms		

Bold = Big 7, improved from FY20

HZ Scorecard Goal Achievement: The Bad News

FY: 2021

- **Use of HUBZone-only Vehicles (sole source, set-aside, PEP combined) is down:**
 - represents only 19% of awards to HUBZone firms
 - down from high of 30% in 2010
 - 11th straight year of decline
- Set aside dollars up over last year (+\$88 million or 4.3%) but;
 - Still only \$2 billion (or 15.8% of HZ awards)
 - \$1 BILLION less than in 2010
- Sole Source at \$61.7 million represents
 - Drop of 8.7% over last year
 - 5th lowest in history of program
 - 3rd straight year of decline

Why is this a concern?

#1: The majority of HZ firms (81%) are winning contracts based on another status: 8(a), WOSB, SDVOSB, SDB, etc.

DSBS HZ Certified (6,380) +:

8(a)	WOSB	EDWOS B	SDVOSB	SDB	Veteran
897	587	322	717	4,104	1,012

- Hurts our ability to attract more firms—especially those without dual certification status to participate— because the extra expenses related to participating in the HZ program are rewarded only through HZ set asides

#2: Single biggest factor leading to overall HUBZone Scorecard achievement is use of HUBZone only contracting vehicles (GEARS, 2018)

"Increasing expenditures through HUBZone set aside vehicles by 1% would result in a 0.8% increase in total dollars spent on HUBZone businesses."

HUBZone only Contracting Vehicles: Bright Spots

FY: 2021

9 Agencies stand out for increased HUBZone sole source awards by more than \$15 million for a total of \$40 million and represent 65% of total sole source awards

(DoD, Veterans, DHS, Commerce, Treasury, Transportation, OPM, Education, SBA)

13 Agencies increased HUBZone set aside awards. Five agencies increased their set asides by a total of \$206 million (DHS, HHS, State, Transportation, Labor) which significantly helped to offset big declines from DoD and NASA.

How can we build on that?

Agency Action What Works?

Top Ten Success Factors for Agencies Achievement of HUBZone Goal

1. **Become proficient at using HUBZone set asides.**
2. **Make larger awards to HUBZone businesses.**
3. **Consider HUBZone set-asides for large computer related purchases (54) in addition to Construction (23) and Manufacturing (32), because we know there are plenty of HUBZone firms in these NAICS.**
4. **Make awards to 8(a) and VOSB firms.**
5. **Utilize the Federal Supply Schedule, Blank Purchase Agreements or multi-year contracts.**
6. **Prioritize HUBZone from the top (of Team, Office, Department, Agency, or Division**
7. **Plan in advance to reserve opportunities for HUBZone set asides in key NAICS.**
8. **Build relationships with HUBZone enterprises**
9. **Become a HUBZone Mythbuster.**
10. **Reach out for support and info.**

How Do Agencies Benefit From Awards to HUBZone Firms?

Meeting Diversity Goals:

- 40% of HUBZone firms claim dual certification—so increasing awards to HUBZone firms is also likely increasing awards to 8(a), WOSB, and Veterans
- 65% of HUBZone certified firms self-certify as a small disadvantaged business!

Fueling Local Economic Impact: in FY20, \$13 billion in federal procurement to HUBZone firms generated 1.9x the impact for a total of \$24.7 billion in aggregate economic activity—boosting some of the most distressed communities in our nation.

+59,000 direct jobs supported

+79,000 indirect jobs supported

+\$7.1 billion in employee earnings

Building Goodwill: In one study of 30 mostly rural counties—contracts awarded to HUBZone firms was the largest source of federal procurement in 10% of the communities.

HUBZone firms can make a big difference in their communities!

HUBZone Results



SAM Engineering and Surveying (SAMES) Inc.

\$400,000

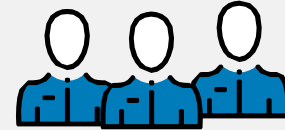


\$4,000,000

Pontchartrain Partners



7 employees



115 employees



Pearl River Joint Venture



\$32,000



\$5,000,000





New Resources for Contracting Officers

Fact Sheet

Tips for Contracting Officers: The HUBZone Program



WHAT IS NEW AND IMPROVED?

SBA made comprehensive changes to the HUBZone program in 2020 to make it easier for contracting officers and firms to use the program. How is it easier for contracting officers?

- **Fewer steps before contract award.** If a firm is certified at the time of an initial contract offer, it will be considered a HUBZone small business through the life of that contract. That means contracting officers no longer need to verify a firm's eligibility again at time of award.
- **Easier eligibility verification.** A firm must appear in the [Dynamic Small Business Search \(DSBS\)](#) as a HUBZone-certified business at the time of contract offer, which means contracting officers only need to check this one place to verify a firm is certified.



HUBZONE PROGRAM SET-ASIDE TOOLS

Contracting officers have three easy tools available for HUBZone set asides:

Sole source. A HUBZone contract can be awarded as sole source if the contracting officer does not have a reasonable expectation that two or more qualifying HUBZone small businesses will submit offers, determines that the qualified HUBZone small business is responsible, and determines that the contract can be awarded at a fair price.

Set aside. A competitive HUBZone set aside can be awarded if the contracting officer has a reasonable expectation that at least two responsible HUBZone businesses will submit offers and that the resulting contract can be awarded at a fair market price.

Price Evaluation Preference (PEP). A full and open competition contract can be awarded with a price evaluation preference for HUBZone small businesses. The offer of a HUBZone small business must be considered lower than the offer of a large business, provided that the offer of the HUBZone small business is not more than 10 percent higher.



FINDING A HUBZONE FIRM

1. Search [DSBS](#) to find and verify HUBZone-certified businesses.
2. Get personal assistance from the SBA's government [contracting area offices](#) or from [Procurement Technical Assistance Centers](#).
3. Contact your agency's Office of Small and Disadvantaged Business Utilization (OSDBU) or your Agency Small Business Specialist.
4. Issue a sources sought announcement in the [System for Awards Management \(SAM\)](#) seeking interested HUBZone small businesses.
5. Look for a HUBZone-certified firm in the [GSA Schedule program](#).

HELPFUL RESOURCES

Your agency's OSDBU can help you understand how to maximize use of the HUBZone program.

Matchmaking sessions can lead to new contracts with HUBZone businesses as well as long-term relationships with HUBZone firms over the years. Visit [GSA's website](#) to find upcoming events that you can participate in.

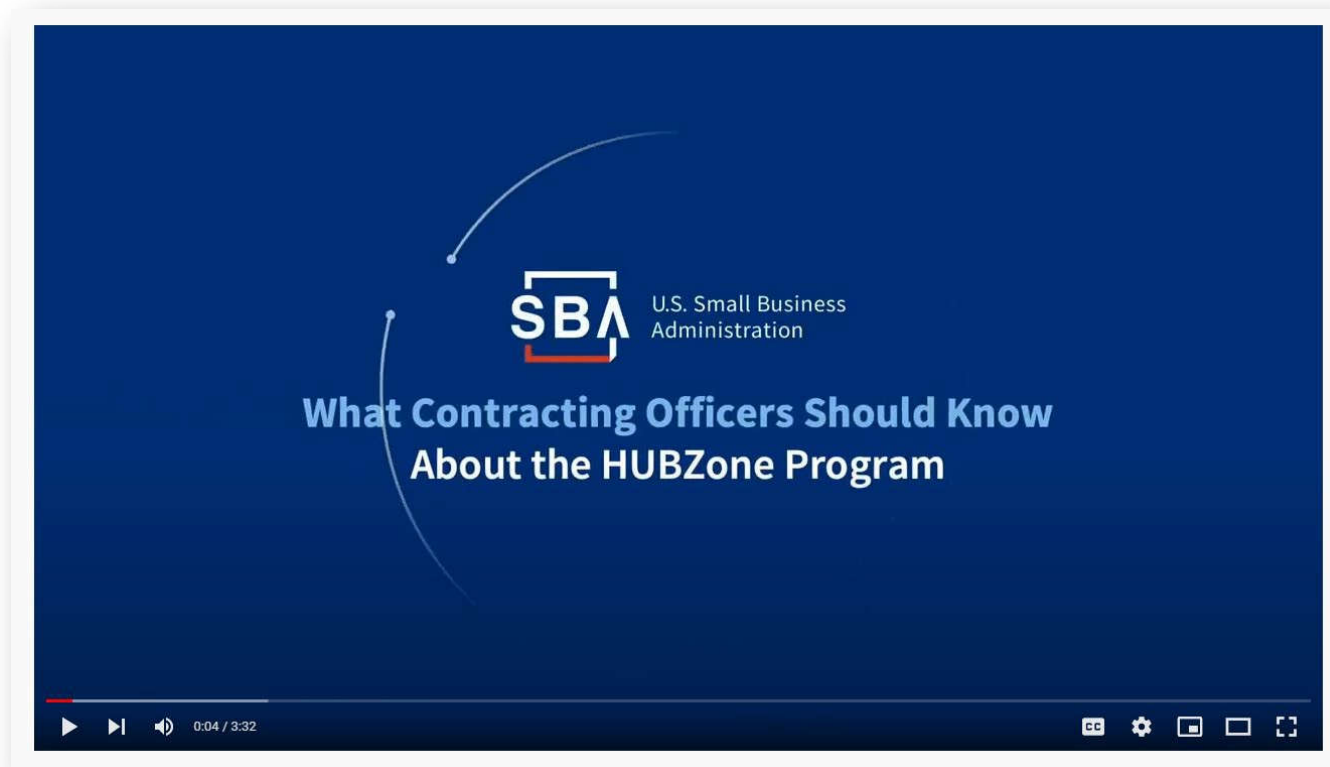
To learn about your agency's progress toward its HUBZone goal, access your scorecard at [SBA's website](#).

SBA has helpful tools on its [website](#), including a video and tutorials for using the set-aside tools.

[Fact Sheet and resources for Contracting Officers: HUBZone administration \(sba.gov\)](#)



YouTube Video



What
contracting
officers
should know
about the
HUBZone
program -
YouTube

HUBZone Program References

- **Statutory authority:** Small Business Act, 15 U.S.C. 632(p), 657a
- **HUBZone Program Regulations:** 13 CFR Part 126
- **Size Regulations:** 13 CFR Part 121
- Recent rulemakings:
 - **Governor-Designated Covered Areas**
 - Direct Final Rule: 84 FR 62449 (Nov. 15, 2019)
 - Effective Jan. 1, 2020
 - **HUBZone Program Improvements**
 - Final Rule: 84 FR 65239 (Nov. 26, 2019)
 - Effective Dec. 26, 2019



HUBZone Contract Vehicles

HUBZone Contracts (13 CFR 126.600)

HUBZone contracts are contracts awarded to certified HUBZone small business concerns, regardless of the place of performance, through any of the following procurement methods:

- **Sole source awards**
- **100% HUBZone set-aside awards** and partial set-asides
- **Full and open competition**, where the **HUBZone price evaluation preference is applied** (application of a 10% price evaluation preference applied in full and open competition only applies if initial low offer is from a large business, not if low bidder is a small business)
- **Reserves** for HUBZone SBCs under Multiple Award Contracts (MAC)
- **Orders set-aside** for HUBZone SBCs against a MAC, where the MAC was awarded in full and open competition

Relationship Among Small Business Programs (FAR 19.203)

- SBA's small business socioeconomic programs include:
 - 8(a) Program
 - HUBZone Program
 - Service-Disabled Veteran-Owned (SDVO) Small Business Program
 - Women-Owned Small Business (WOSB) Program
 - Veteran Small Business Certification (VetCert)
- There is **no order of precedence among these programs**
- In determining which socioeconomic program to use, the contracting officer should consider, at a minimum—
 - **Results of market research**
 - **Agency progress in fulfilling small business goals**

HUBZone and Simplified Acquisition (13 CFR 126.607, FAR 19.1305)

AT OR BELOW SAT

CO MAY award via HUBZone set-aside or sole source award

ABOVE SAT

CO **shall** first consider a set-aside before a HUBZone sole source award or setting aside the requirement as a small business set-aside

- SAT= \$250,000;
- Micro-purchase threshold= \$10,000

HUBZone Sole Source Awards (13 CFR 126.612, FAR 19.1306)

- **CO may award a sole source contract to a HUBZone SBC (before considering a small business set-aside) if—**
 - CO does not expect to receive offers from at least 2 HUBZone SBCs
 - Anticipated price of the contract (including options) will not exceed—
 - \$7 M for a requirement assigned a manufacturing NAICS code; or
 - \$4 M for all other requirements
 - The requirement is not currently being performed by an 8(a) participant and has not been accepted as an 8(a) requirement by SBA
 - The HUBZone SBC has been determined to be a responsible contractor with respect to performance
 - Award can be made at a fair and reasonable price

SBA has the right to appeal CO's decision not to make a HUBZone sole source award

Note: This exclusion of FAR 19.1306 was removed: The acquisition is greater than the SAT

HUBZone Set-Aside (FAR 19.1305(c))

- **To award via HUBZone set-aside, CO must have a reasonable expectation that—**
 - Offers will be received from at least 2 HUBZone SBCs; and
 - Award will be made at a fair market price

If the CO receives—

- **only one acceptable offer** from a certified HUBZone SBC
 - the CO should make an award to that concern
- **no acceptable offers** from HUBZone SBCs
 - the CO should withdraw the HUBZone set-aside and set the procurement aside for small business concerns, as appropriate (see FAR 19.203)

Set-Aside of Orders

- A CO may—
 - **Set-aside an order placed against a multiple-award contract** for HUBZone SBCs (FAR 19.5) and no justification for this exception to fair opportunity is required (FAR 16.5)
 - **Set-aside part(s) of a multiple-award contract** for HUBZone SBCs (FAR 19.5)
 - **Reserve one or more contract awards** for HUBZone SBCs under full and open multiple- award procurements (FAR 19.5)
 - **Set-aside orders & BPAs under the GSA Schedule** (FAR 8.4)

Set-Aside of Orders – FAR Part 19 Applies

FAR 16.505(b)(2)(i)(F): When setting aside orders for small business concerns:

- The specific small business program eligibility requirements identified in part 19 apply.

FAR 8.405-5(a)(2): When setting aside orders and BPAs against the GSA Schedule:

- The specific small business program eligibility requirements identified in part 19 apply.

What does this mean? Examples:

- HUBZone joint venture requirements apply
- HUBZone limitations on subcontracting apply

Price Evaluation Preference (PEP) For HUBZone SBCs (13 CFR 126.613, FAR 19.1307)

- The HUBZone price evaluation preference (PEP) shall be used in acquisitions conducted using full and open competition
- The preference shall NOT be used—
 - Where price is not a selection factor (e.g., Architect/Engineer acquisitions)
 - Where all fair and reasonable offers are accepted (e.g., the award of multiple award schedule contracts)

Applying the HUBZone PEP

- The CO shall apply the HUBZone PEP in F&O competition, **when the lowest, responsive, responsible offeror is a large business**
- **The PEP is applied by adding a factor of 10% to—**
 - The otherwise lowest, responsive, responsible offer from a large business (AKA the large business that is the apparent successful offeror)
 - Offers from HUBZone SBCs that have waived the PEP
 - Offers from small business concerns that are not the apparent successful offeror
- **NOTE: Apply PEP first, then do best value analysis**

Price Evaluation Preference – Examples

OFFER		PEP APPLIED (*10%)	
HUBZone	\$113	HUBZone	\$113
Small	\$103	Small	\$113.3
Large	\$100	Large	\$110

- Before PEP applied, the large business is the lowest, responsive and responsible offeror.
- After applying the 10% PEP, the large business is still the lowest, responsive and responsible offeror.
- In this example, the application of the PEP does not benefit the HUBZone SBC.

NOTE: If price equal → Award to the HZ SBC

Price Evaluation Preference – Examples

OFFER		PEP APPLIED (*10%)	
HUBZone	\$100	HUBZone	\$100
Small	\$97	Small	\$106.7
Large	\$95	Large	\$104.5

- Before PEP applied, the large business is the lowest, responsive and responsible offeror.
- After applying the 10% PEP, the large business is no longer the lowest, responsive and responsible offeror.
- In this example, the application of the PEP does benefit the HUBZone SBC.

Price Evaluation Preference – Examples

OFFER		PEP APPLIED
HUBZone	\$100	PEP NOT APPLIED
Small	\$95	
Large	\$97	

- Before PEP applied, the small business is the lowest, responsive and responsible offeror.
- Since lowest offeror is not a large business, the HUBZone PEP is not applied.

Requirements to Bid on HUBZone Contract (13 CFR 126.601)

At the time a certified HUBZone SBC submits its initial offer (including price) on a specific HUBZone contract, it must certify to the CO that:

- It is a **certified HUBZone SBC that appears on SBA's List (DSBS)**—
dsbs.sba.gov;
- It is a **small business** under the NAICS code assigned to the procurement; and
- It **will “attempt to maintain”** having at least 35% of its employees residing in a HUBZone during the performance of a HUBZone contract. (13 CFR 126.200(e))
- It will comply with the applicable limitations on subcontracting during performance of the contract, as set forth in 13 CFR 125.6, 126.200(f) and 126.700.

Note: The requirement to notify SBA of a material change was removed with the Regulations published on 11/26/2019.

Eligibility Improvements: Attempt to Maintain

- A firm will be eligible to compete for HUBZone set-aside awards while attempting to maintain compliance with the 35% HZ residency requirement, so long as at least 20% of its employees reside in a HUBZone.
- HUBZone firms that are performing on a HUBZone contract at the time of their recertification must have at least 20% of their employees residing in a HUBZone to recertify.
- HUBZone firms that are not performing on a HUBZone contract at the time of recertification must have at least 35% of their employees residing in a HUBZone to recertify.

* When firms receive a federal contract they often need to ramp up hiring quickly—which in the case of HUBZone threatened to temporarily place them out of compliance with the requirements of the program if fewer than 35% of the workforce did not live in a HUBZone. This change provides clarity regarding the definition of attempting to maintain compliance while performing on a federal contract.

Joint Venture

- A HUBZone SBC may joint venture with one or more other small business concerns or its SBA-approved mentor for the purpose of submitting an offer for a HUBZone contract. (13 CFR 126.616)

*Note: The joint venture itself need not be certified as a qualified HUBZone SBC.

Limitations on Subcontracting (LOS)

Final Rule published at 81 FR 34243 – Effective June 30, 2016

A HUBZone SBC prime contractor may subcontract part of a HUBZone contract, provided the HUBZone SBC meets the following requirements:

Services (except construction) <ul style="list-style-type: none">• Spend no more than 50% of the value of the prime contract on subcontractors that are not HUBZone SBCs	Supplies (from a manufacturer) <ul style="list-style-type: none">• Spend no more than 50% of the value of the prime contract on subcontractors that are not HUBZone SBCs
General Construction <ul style="list-style-type: none">• Spend no more than 85% of the value of the prime contract on subcontractors that are not HUBZone SBCs• Cost of materials are excluded	Special Trade Construction <ul style="list-style-type: none">• Spend no more than 75% of the value of the prime contract on subcontractors that are not HUBZone SBCs• Cost of materials are excluded

*NOTE: Subcontractors that are also HUBZone SBCs are referred to as “similarly situated entities”

Nonmanufacturer Rule (NMR)(13 CFR 126.601, FAR 19.1303)

- **A HUBZone SBC may submit an offer for supplies as a nonmanufacturer if it meets the requirements of the NMR set forth at 13 CFR 121.406(b)(1)**
 - In 2016, SBA eliminated the requirement that the manufacturer also be a HUBZone SBC (81 FR 34243)
- Under SBA regulations, a CO may now request a waiver of the NMR for a HUBZone contract
 - Class waivers also apply to HUBZone contracts
- As a result, the HUBZone program's treatment of the NMR is now consistent with SBA's other socioeconomic programs

Compliance With LOS & NMR

When do the HZ LOS and NMR apply?

- HUBZone set-asides
- Partial HUBZone set-asides
- HUBZone reserves
- Orders set-aside for HUBZone SBCs
- Awards to HUBZone SBCs under F&O after HZ PEP applied

What is the compliance period?

- Set aside (full or partial): Base term and each subsequent option period
 - HOWEVER, CO may require concern to meet the LOS or NMR for each order
- Order set-aside under F&O: Term of order

Agency Roles

- Verify firm is HUBZone eligible at time of offer
- Verify eligibility of firm in DSBS
- If firm is not displaying certification in SAM, contact HUBZone office
- Conduct market research by consulting your OSDBU, PCR, DSBS, or SBA
- Submit a protest if you suspect fraud or ineligibility

How to find a HUBZone Firm

- Search DSBS to find and verify HUBZone-certified businesses.
- Get personal assistance from the SBA's government contracting area offices or from Procurement Technical Assistance Centers.
- Contact your agency's Office of Small and Disadvantaged Business Utilization (OSDBU) or your Agency Small Business Specialist.
- Issue a sources sought announcement in the System for Awards Management (SAM) seeking interested HUBZone small businesses.
- Look for a HUBZone-certified firm in the GSA Schedule program.

How to Locate HUBZone Contractors Using the Dynamic Small Business Search ([DSBS](https://dsbs.sba.gov)) (dsbs.sba.gov)

The screenshot shows the DSBS website interface. At the top, there is a navigation bar with the SBA logo, the text 'DSBS', and links for 'Skip Navigation', 'Accessibility Options', 'Mobile View', 'Print', 'Exit', 'Help', 'DSBS', 'Quick Market Search', and 'TM OnLine'. A 'Ready' status indicator is in the top right corner.

Below the navigation bar, a welcome message reads: 'Welcome to the Dynamic Small Business Search'. A note states: 'All search form hotlinks open a new browser window. All form fields that require typing in data have "tooltips" with data format information.'

A 'NEW' banner highlights 'NEW FEATURES FOR MOBILE USERS: Phone number hotlinks can be used to dial the number on mobile phones. Address hotlinks can be used to show the address in Google Maps.'

A disclaimer in red text states: 'This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.'

The 'Location of Profile' section contains a 'States:' dropdown menu with options: '(any state)', 'AL - Alabama', 'AK - Alaska', 'AA - American Atlantic (APO/FPO)', 'AE - American Europe (APO/FPO)', 'AP - American Pacific (APO/FPO)', 'AS - American Samoa', 'AZ - Arizona', 'AR - Arkansas', and 'CA - California'. A link '(How to make multiple selections.)' is below the list.

To the right of the states list, the text 'Searching within a State:' is followed by '(Requires exactly one state from the State list at left.)'. Below this is a 'Congressional District:' field with a 'Help' link. A 'County:' field has a dropdown menu 'Select 1 State, then press Lookup' and a 'Lookup Help' link.

Below the state list are four input fields for: 'Area Code or Phone Number Initial Fragment', 'Metropolitan Statistical Area' (with a 'Help' link), 'SBA Servicing Office' (with a 'Help' link), and 'Zip Code or Zip Code Initial Fragment'.

The 'Government Certifications' section is partially visible at the bottom.

At the very bottom, there is a footer with the text: 'Last modified: 07/13/2004 12:00:00 AM', navigation links '> FirstGov > E-Gov > Regulations.gov > White House', and a list of links: '* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA'. On the right side of the footer, it says: 'SBA Processing: 0.197 seconds Version: SBSS 8.1.1 Session timeout in 59 minutes.'

DSBS – How HUBZone Certification is Displayed

Each firm's DSBS profile has two fields relevant to HUBZone certification:

- “HUBZone Certified? [] Yes [] No”
- “HUBZone Certification Date”
- "HUBZone Certified? [X] Yes [] No" - indicates the firm is currently HUBZone certified. The date in the HUBZone Certification Date field is the date the firm was certified and became eligible for HUBZone awards.
- "HUBZone Certified? [] Yes [X] No" - indicates the firm is NOT currently HUBZone certified. The dates in the HUBZone Certification Date field is the date the firm was originally certified and the date the certification ended. This firm is not currently eligible for HUBZone Awards.
- "HUBZone Certified? [] Yes [X] No" with N/A next to “HUBZone Certification Date” means that the firm was never HUBZone certified

NOTE:

- “HUBZone Certification Date” indicates the initial date of certification and does not reflect the dates of any recertification process, which are internal to SBA
- An approval or recertification letter is **NOT valid evidence** that a firm is currently HUBZone certified, because the firm may have been decertified since the notice was issued.

DSBS example: Currently Certified HUBZone Small Business

 [SBA Profile](#) [Mobile View](#) [Exit](#) [Back To Profile List](#) Ready

8(a) Certification:

SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:

SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: Yes No
HUBZone Certification Date: 11/05/2009

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:

DBE Certifications (and State):

(none)

Non-Federal-Government Certifications:

CA PUC - WBE
SB

Last modified: 07/22/2013 12:00:00 AM [> FirstGov](#) [> E-Gov](#) [> Regulations.gov](#) [> White House](#) SBA Processing: 2.284 seconds Version: SBSS 8.1.1
[* Privacy & Security](#) [* Information Quality](#) [* FOIA](#) [* No Fear Act](#) [* ADA](#) Session timeout in 49 minutes.

DSBS example: Decertified HUBZone Small Business

The screenshot shows a web browser window displaying the SBA Profile page for a decertified HUBZone Small Business. The browser address bar shows the URL: dsbs.sba.gov/dsbs/search/dsp_profile.cfm?RequestTimeout=60&DUNS=608215117. The page header includes the SBA logo, "SBA Profile", and navigation links: "Mobile View", "Exit", and "Back To Profile List". A "Ready" status indicator is visible in the top right corner.

8(a) Certification:
SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:
SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:
HUBZone Certified?: Yes No
Previously HUBZone certified: From 09/27/2002 through 05/08/2008

8(a) Joint Venture Certification:
8(a) JV Entrance Date:
8(a) JV Exit Date:

Non-Federal-Government Certifications:
(none given)

Products & Services

Capabilities Narrative:
CUT AND SEW SWEATSHIRTS & PANTS, JACKETS, PLACKET SHIRTS, T-SHIRTS, BLANKETS, RUGS, EXERCISE SUITS, CHILDREN'S CLOTHES, PATIENT GUARDS TO PREVENT BEDSORES, WRIST BRACE FOR CARPAL TUNNEL SYNDROME, Duffle Bags, Sleeping Bags AND other misc. textile items.

Special Equipment/Materials:
300 MULTIPLE TYPE SEWING MACHINES, MODERN CUTTING EQUIPMENT & TABLES, AUTOMATED PACKING MACHINES, HANDLING EQUIPMENT, CLEANING DEPT, SPECIAL ATTACHMENTS, BRAIDING MACHINES.

Footer information includes: "Last modified: 03/03/2017 12:00:00 AM", navigation links for "FirstGov", "E-Gov", "Regulations.gov", and "White House", and a footer with "SBA Processing: 2.493 seconds Version: SBSS 8.1.1" and "Session timeout in 59 minutes".

DSBS example: Non-HUBZone Small Business

Skip Navigation Accessibility Options
Mobile View Exit
SBA Profile Back To Profile List Ready

SBA

8(a) Certification:

SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:

SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: [] Yes [X] No
HUBZone Certification Date: N/A

8(a) Joint Venture Certification:

8(a) JV Entrance Date:
8(a) JV Exit Date:

DBE Certifications (and State):

(none)

Non-Federal-Government Certifications:

(none given)

Products & Services

Last modified: 07/22/2013 12:00:00 AM
> [FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

SBA Processing: 2.237 seconds Version: SBSS 8.1.1
Session timeout in 59 minutes.

Contact Information

Lori Gillen, Director, Office of the HUBZone Program,
lori.gillen@sba.gov

Laura Maas, Deputy Director, Office of the HUBZone Program,
laura.maas@sba.gov.

Takeisha Hodge, Program Manager (Certification and Outreach),
Office of the HUBZone Program, takeisha.hodge@sba.gov

Sanaa Andrews, Program Manager (Continuing Eligibility),
Office of the HUBZone Program, sanaa.andrews@sba.gov

Alison Mueller Amann, Attorney-Advisor, Office of
General Counsel, alison.amann@sba.gov



U.S. Small Business
Administration