



Historically Underutilized Business Zones (HUBZones) Outreach Event

AGENDA

- **0730-0800** Registration/Networking
- **0800-0815** Welcome (Ms. Farris Welsh)
- **0815-0845** Opening Remarks (Gen Pawlikowski)
- **0845-0850** Introduction of Speaker: Martin Golden, SBA Columbus District Office District Director
- **0850-0930** Mariana A. Pardo, Director – HUBZone Program, U.S. SBA
- **0930-0945** Paul Adams, Director GSA Customer Service
- **0945-1015** Break/Networking
- **1015-1030** Mr. Arde Bedjanian, President, GreenDart Inc.
- **1030-1155** HUBZone Panel Discussion
- **1155-1200** Wrap-Up

Air Force Materiel Command

AFMC Small Business



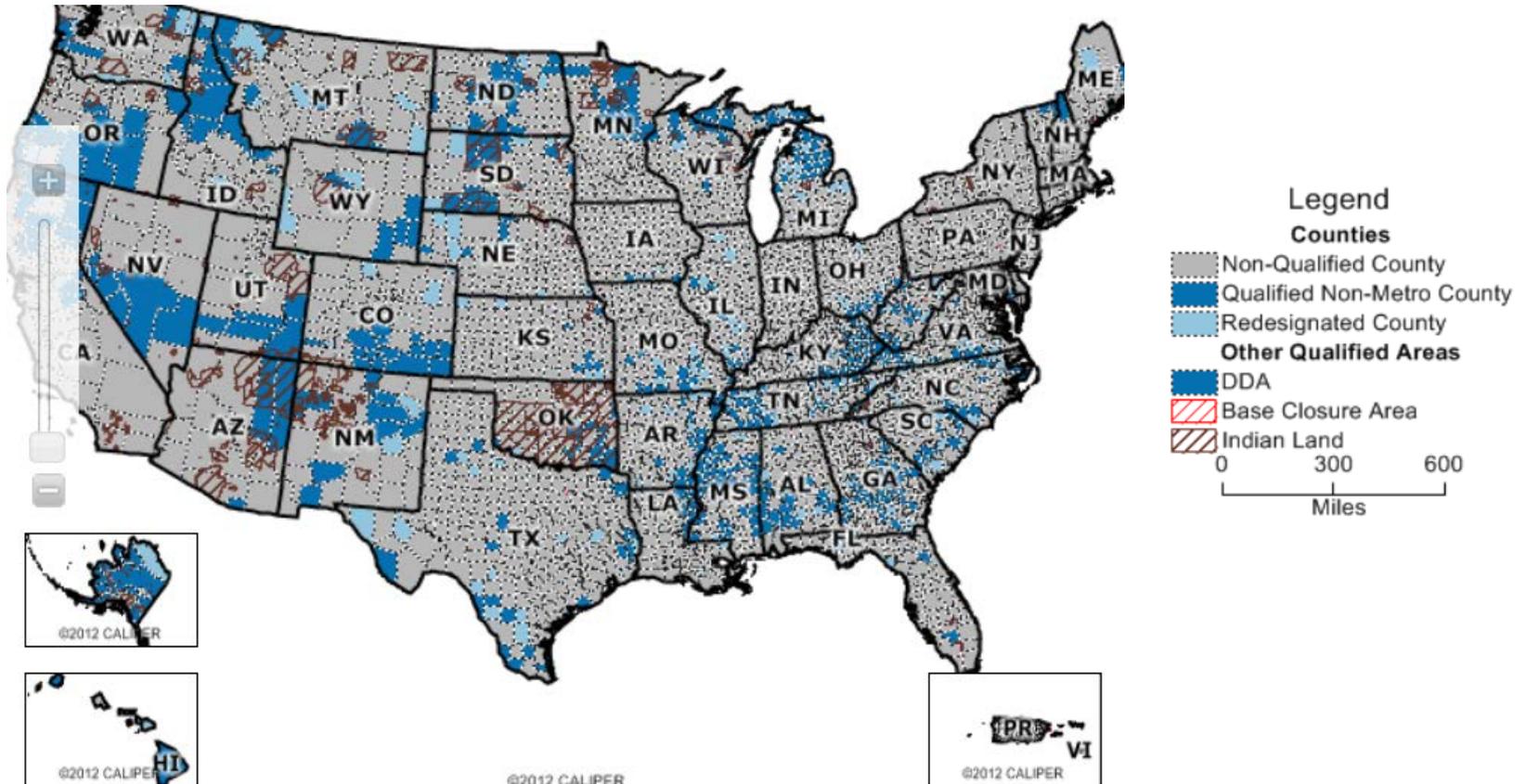
HUBZone Event

Ms. Farris Welsh
HQ AFMC/SB
26 April 2016

Deliver and Support Agile War-Winning Capabilities

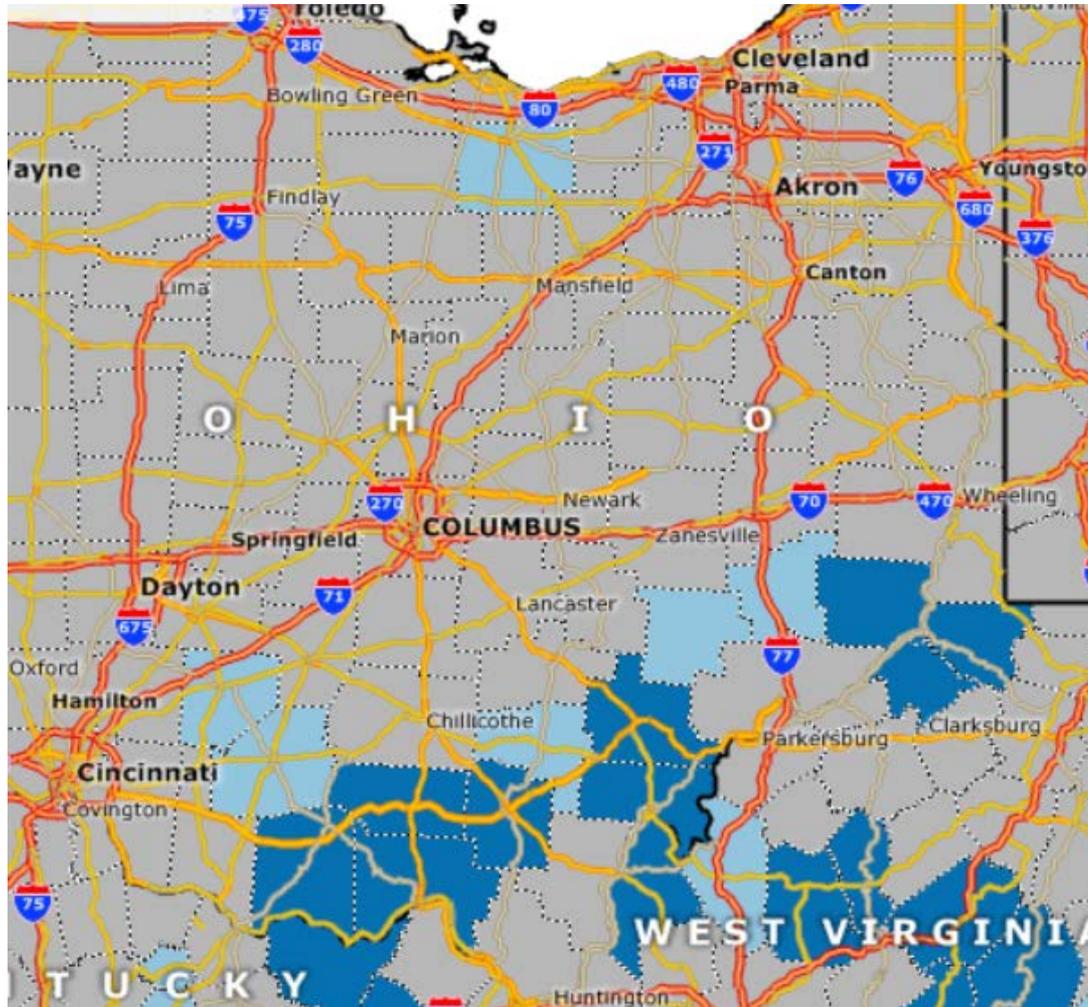


NATIONAL HUBZONE MAP





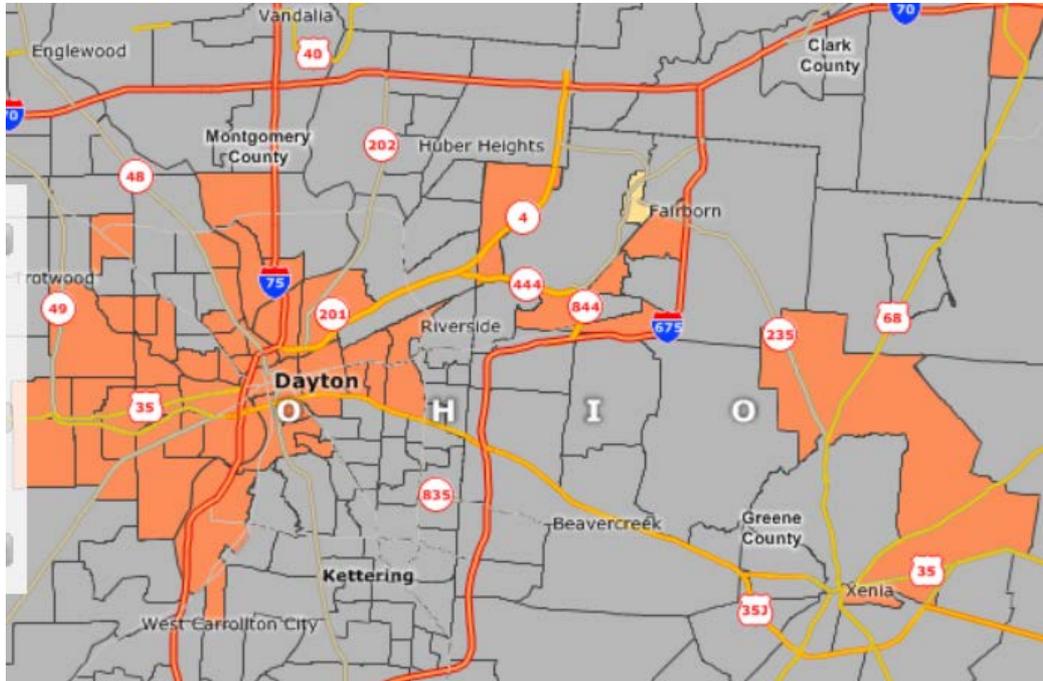
OHIO HUBZONE MAP



- Legend**
- Counties**
- Non-Qualified County
 - Qualified Non-Metro County
 - Redesignated County
- Other Qualified Areas**
- DDA



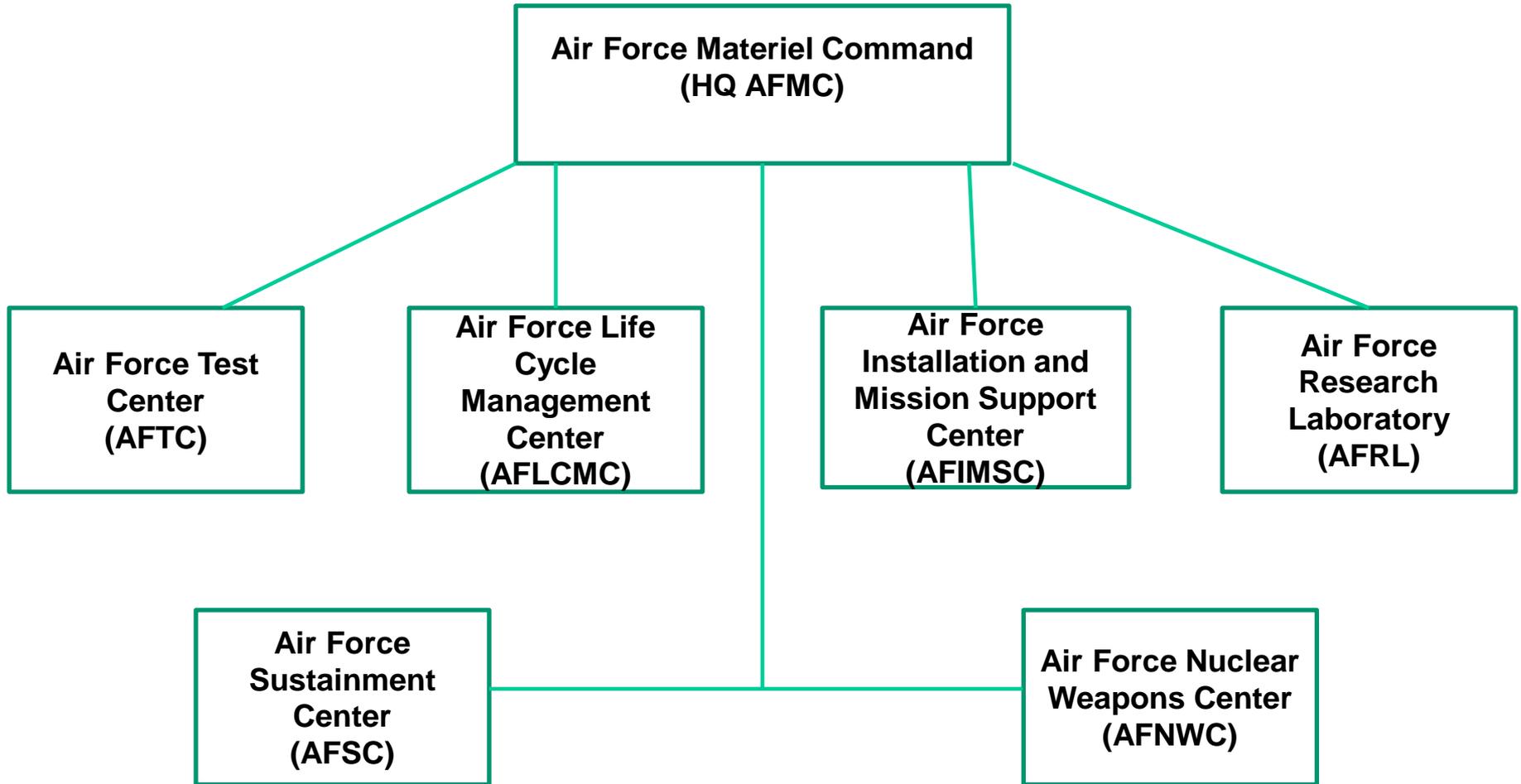
DAYTON VICINITY HUBZONE MAP



- Legend**
- Counties**
- Non-Qualified County
 - Qualified Non-Metro County
 - Redesignated County
- Other Qualified Areas**
- DDA
 - Base Closure Area
 - Indian Land
- Census Tracts**
- Qualified Census Tract
 - Redesignated Tract Area



AFMC Org Chart

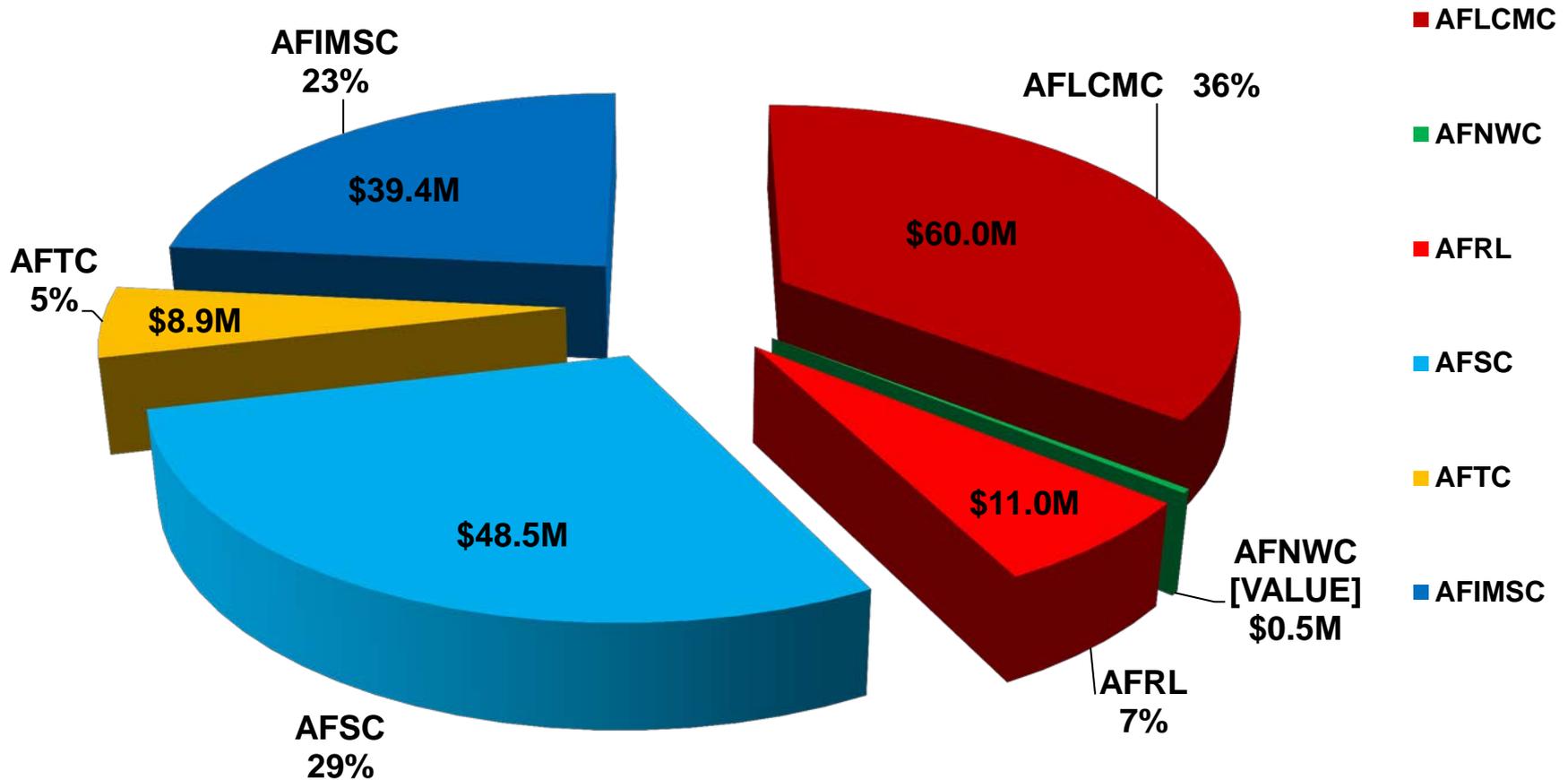




AFMC - FY15 \$s

HUBZone Businesses - Total Obligations

AFMC – HUBZone Businesses - Total Contract Obligations: \$168.24M

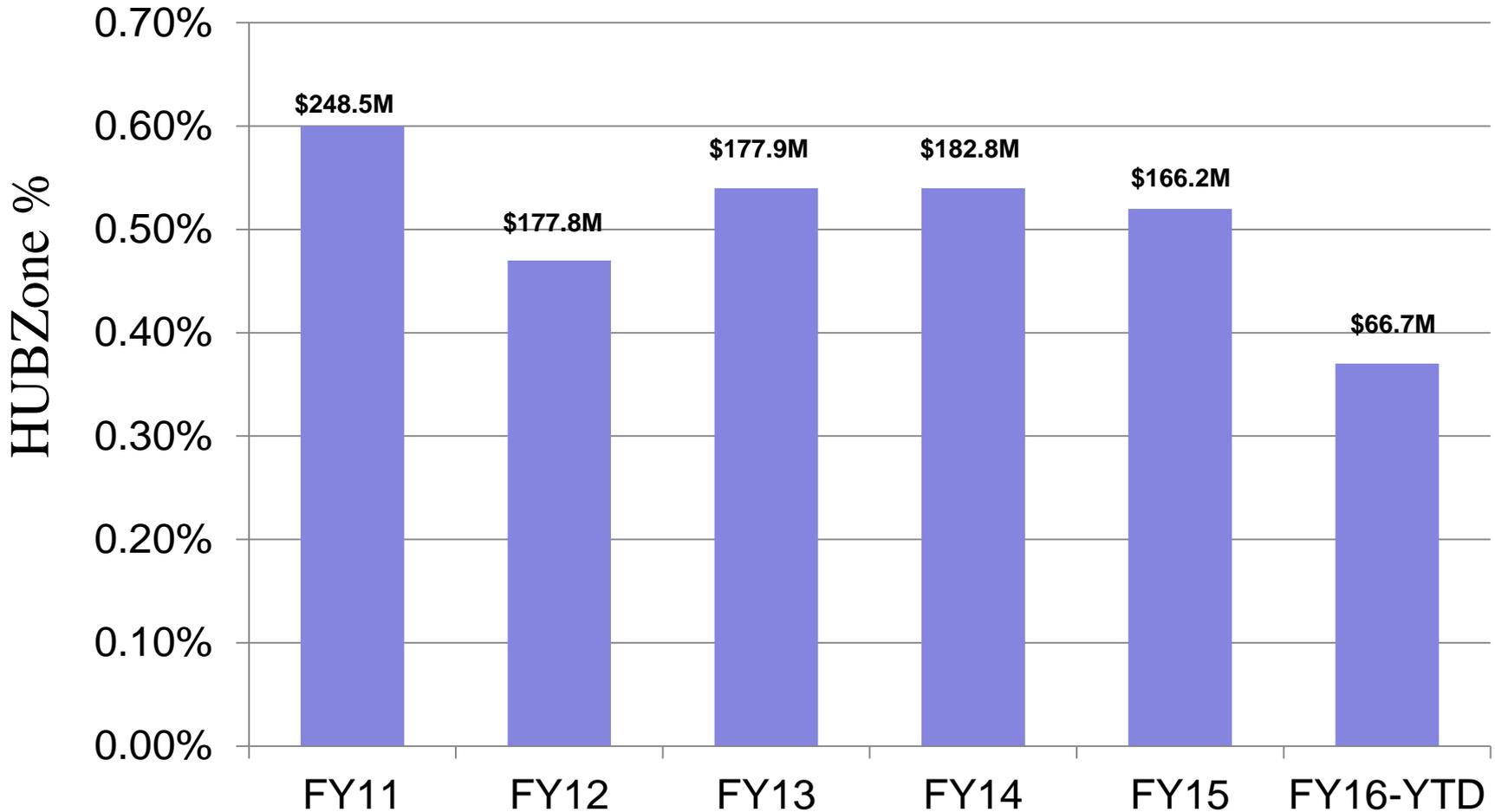


Source: FPDS-NG, 11/18/15, Actions thru 09/30/15. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



AFMC – FY11-FY16(YTD) \$s

HUBZone Businesses – Obligation Trend



Source: FPDS-NG, 10/26/15, Actions thru 09/30/##. Based on total procurement obligations for large & small business, excluding FMS, Ability One, nonprofit institutions, UNICOR (Federal Prison Industries)



OPENING

small business opportunities



federal government contracting



U.S. Small Business Administration **SBA**

DOORS

federal government contracting
small business opportunities
OPENING DOORS

Air Force Materiel Command

HUBZone Outreach Event

Mariana Pardo

Director

HUBZone Program

April 26, 2016

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SBA

What We'll Cover *in 30 minutes*

- HUBZone - - - history and purpose
- Contract Types (benefits)
- Requirements
 - Certification
 - Keeping the certification
- Questions & Answers

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Quick History – Why is this important?

- It's important because it
 - helps understand the “why” of the regulatory requirements, and
 - maintain the certification
- 1996: U.S. Senator Christopher ‘Kit’ Bond, then Chairman of the Small Business Committee, crafts legislation to link preferences for award of Federal contracts to small businesses located in economically dormant and underserved areas, which he called HUBZones.
- Goal: create JOBS to promote long-term economic viability.

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HUBZone Program - Purpose

- Provide Federal contracting assistance to qualified small business concerns located in **H**istorically **U**nderutilized **B**usiness **Z**ones (HUBZones) to:
 - Increase employment opportunities [connects to the employee HUBZone residency requirement]
 - Stimulate capital investment in those areas [connects to the HUBZone principal office requirement]
 - Empower communities through economic leveraging and the “multiplier effect” [connects to the HUBZone principal office employee HUBZone residency requirements]

Contracting Vehicles

- Set-aside awards
- Sole source awards, and
- Awards through full and open competition after application of 10% price evaluation preference (PEP)
- Subcontracting Opportunities (*attempt to maintain does not apply*)

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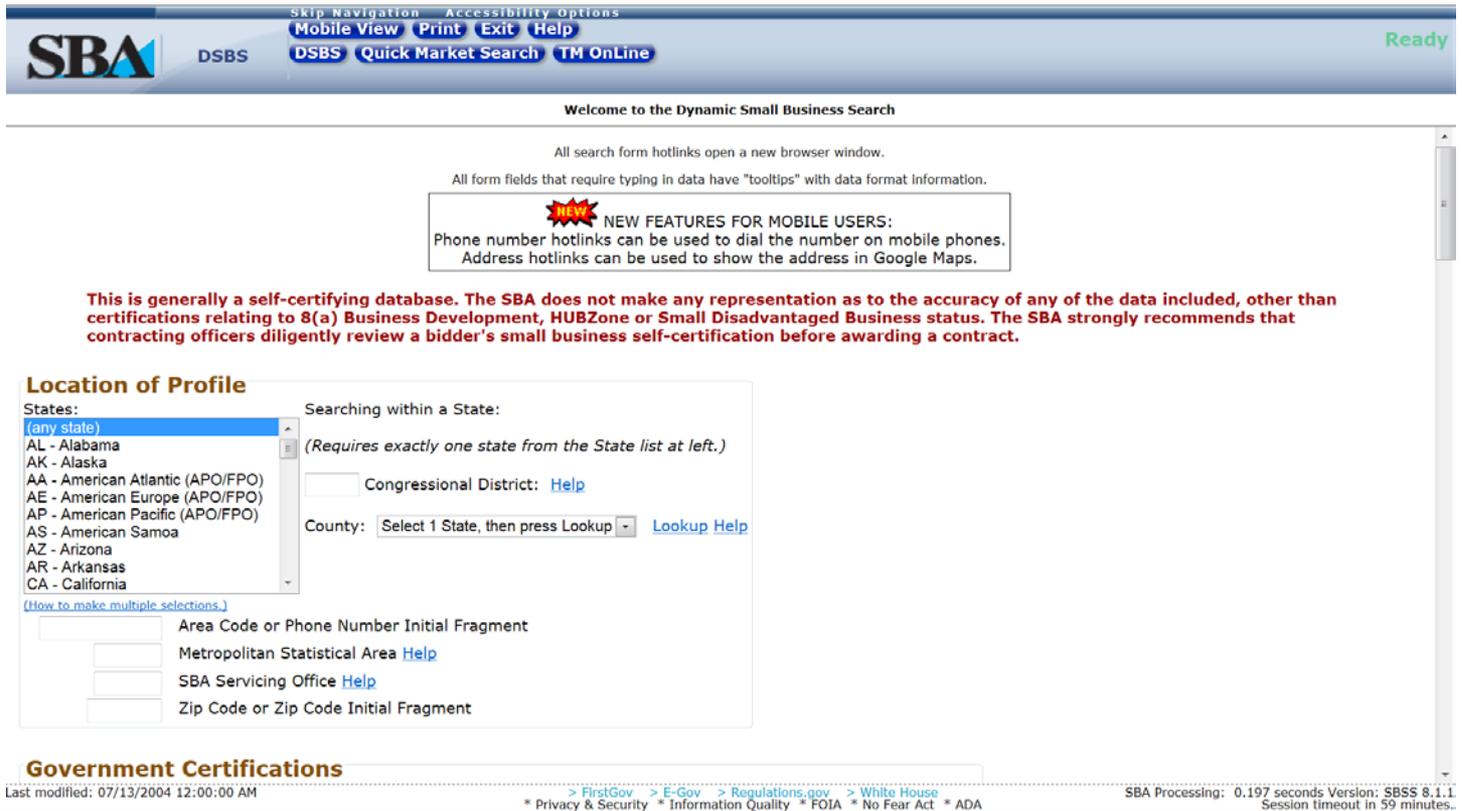
Federal Government-Wide Prime HUBZone Contracting Awards by Fiscal Year

• FY 1999	Goal – 1%	Actual – not available
• FY 2000	Goal – 1.5%	Actual – \$663.3 M (.33%)
• FY 2001	Goal – 2.0%	Actual – \$1.7 B (.72%)
• FY 2002	Goal – 2.5%	Actual – \$1.7 B (.71%)
• FY 2003	Goal – 3.0%	Actual – \$3.4 B (1.23%)
• FY 2004	Goal – 3.0%	Actual – \$4.8 B (1.59%)
• FY 2005	Goal – 3.0%	Actual – \$6.2 B (1.94%)
• FY 2006	Goal – 3.0%	Actual – \$7.1 B (2.11%)
• FY 2007	Goal – 3.0%	Actual – \$8.5 B (2.24%)
• FY 2008	Goal – 3.0%	Actual – \$10.1 B (2.34%)
• FY 2009	Goal – 3.0%	Actual – \$12.4 B (2.80%)
• FY 2010	Goal – 3.0%	Actual – \$12 B (2.77%)
• FY 2011	Goal – 3.0%	Actual – \$9.9 B (2.35%)
• FY 2012	Goal – 3.0%	Actual – \$8.1B (2.01%)
• FY 2013	Goal – 3.0%	Actual – \$6.2B (1.76%)
• FY 2014	Goal – 3.0%	Actual – \$6.7B (1.82%)

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How to Locate HUBZone contractors

Dynamic Small Business Search (DSBS)



Skip Navigation Accessibility Options
Mobile View Print Exit Help
DSBS Quick Market Search TM OnLine

Ready

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.
All form fields that require typing in data have "tooltips" with data format information.

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.

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.

Location of Profile

States: (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
CA - California

Searching within a State:
(Requires exactly one state from the State list at left.)

Congressional District: Help

County: Select 1 State, then press Lookup - Lookup Help

Area Code or Phone Number Initial Fragment
Metropolitan Statistical Area Help
SBA Servicing Office Help
Zip Code or Zip Code Initial Fragment

Government Certifications

Last modified: 07/13/2004 12:00:00 AM
> FirstGov > E-Gov > Regulations.gov > White House
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

SBA Processing: 0.197 seconds Version: SBSS 8.1.1
Session timeout in 59 minutes.

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DSBS – how certification is displayed

- Each firm's DSBS profile has two fields relevant to HUBZone certification. "HUBZone Certified?" will indicate by a YES or NO whether the firm in question is currently certified.
 - A marked YES for this question on a company's profile is official evidence that the firm is certified.
- An approval or recertification letter is NOT valid evidence that a firm is currently certified, since a firm may have been decertified since the notice was issued.
- The other relevant field is the "HUBZone Certification date."
 - The date given indicates only the initial date of certification and does not reflect the dates of any recertification process, which is internal to SBA.

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DSBS – certification display

SBA 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)

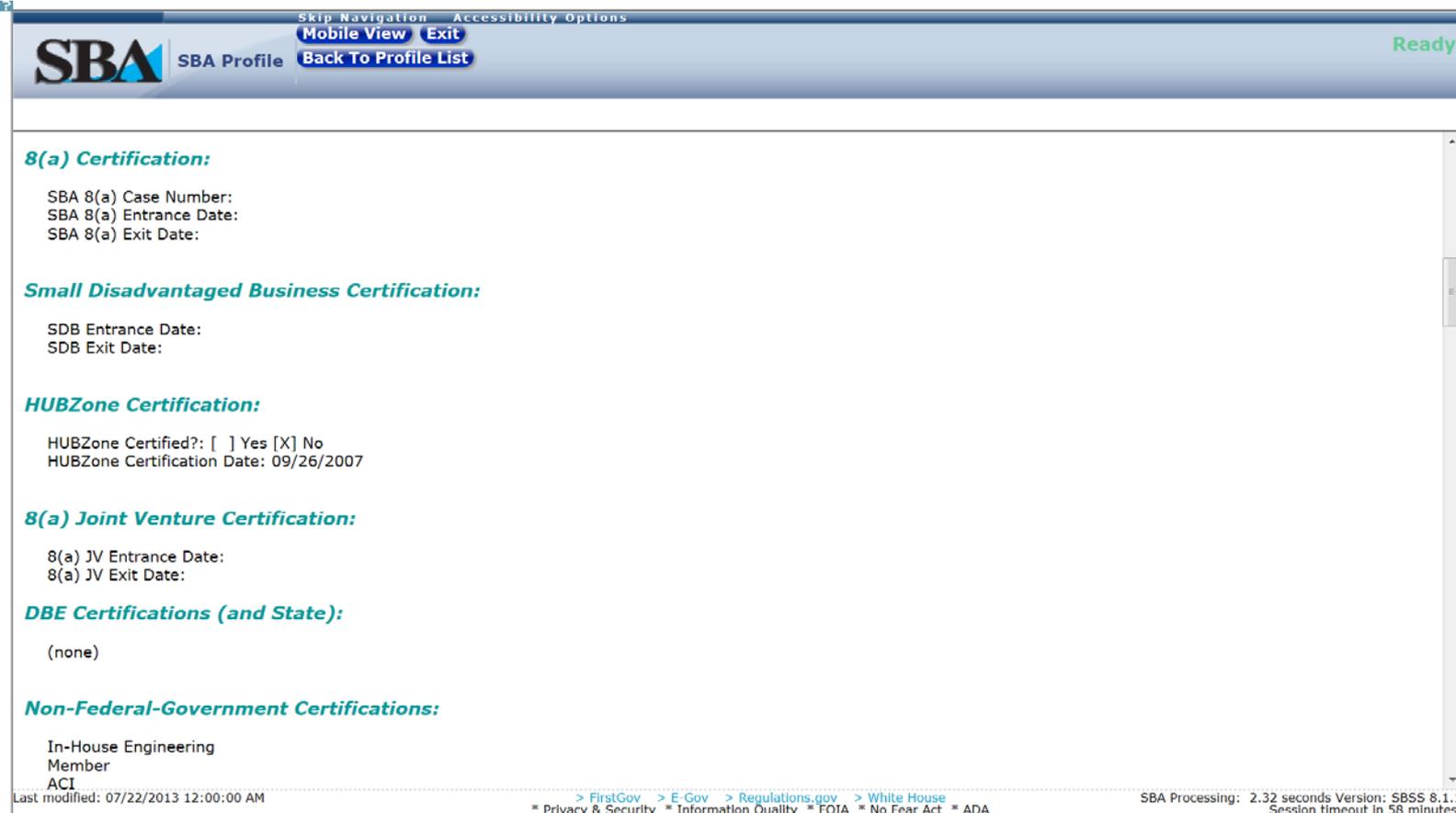
Non-Federal-Government Certifications:
CA PUC - WBE
SB

Last modified: 07/22/2013 12:00:00 AM [> FirstGov](#) [> E-Gov](#) [> Regulations.gov](#) [> White House](#)
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SBA Processing: 2.284 seconds Version: SBSS 8.1.1
Session timeout in 49 minutes.

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DSBS – example of decertified firm



Skip Navigation Accessibility Options
Mobile View Exit
SBA Profile 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: 09/26/2007

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

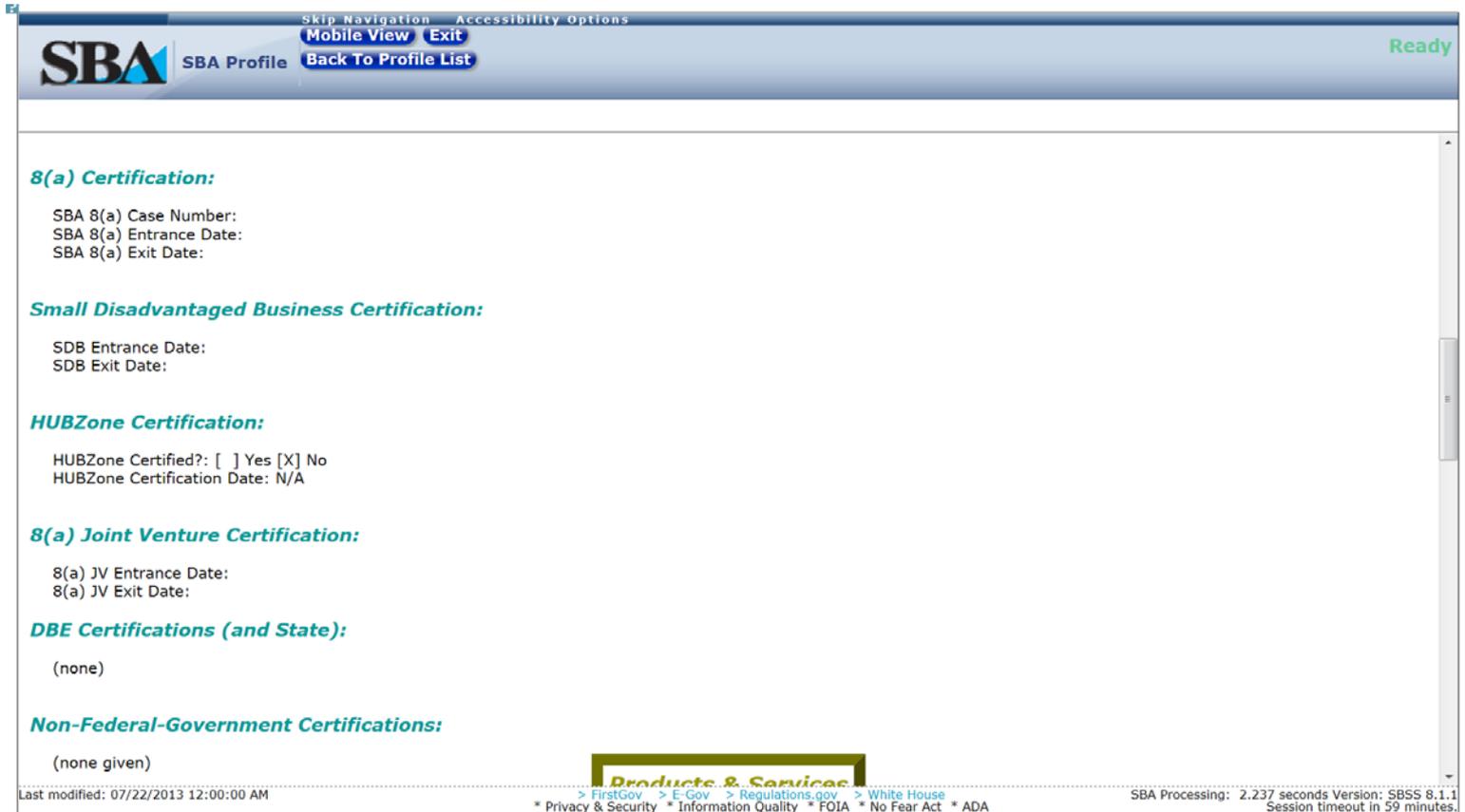
DBE Certifications (and State):
(none)

Non-Federal-Government Certifications:
In-House Engineering
Member
ACI

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> FirstGov > E.Gov > Regulations.gov > White House
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA
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Session timeout in 58 minutes.

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DSBS – example of non-HUBZone firm



Skip Navigation Accessibility Options
Mobile View Exit
SBA Profile 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 [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

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> 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.

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Requirements to bid on HUBZone contract 13 CFR 126.601

- At the time a qualified HUBZone SBC submits its initial offer, and where applicable its final offer, on a specific HUBZone contract, it must certify to the CO that:
 - It is a qualified HUBZone SBC that appears on SBA's List;
 - There has been **no material change** in its circumstances since the date of certification shown on the List that could affect its HUBZone eligibility;
 - It is small under the NAICS code assigned to the procurement; and
 - Represent that it will “attempt to maintain” the required percentage of employees who are HUBZone residents during the performance of a HUBZone contract.
- **Attempt to maintain** means making substantive and documented efforts such as written offers of employment, published advertisements seeking employees, and attendance at job fairs. 13 CFR 126.103

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HUBZone Certification Requirements (13 CFR 126.200)

1. Small business (by SBA standards),
2. Directly and unconditionally owned and controlled by at least 51% U.S. citizens or a community development corporation, an agricultural cooperative, or an Indian tribe,
3. At least 35% of its employees must reside in a HUBZone, and
4. Principal office must be located within a designated 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](#)

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Why is it important to learn how to evaluate the principal office and the 35% employee HUBZone residency requirements?

Because 85% of firms who are declined for certification or decertified from the Program are declined/decertified because of

- failing to meet either the 35% requirement, or
- the principal office requirement, or
- both

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What is a **HUBZone**?

- **H**istorically **U**nderutilized **B**usiness **Z**one
- HUBZone areas have:
 - low median household incomes
 - high unemployment
 - high poverty

(see “[Designations](#)” section in HUBZone website’s FAQs)

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There are 4 kinds of HUBZones *think of them as layers*

- Qualified Nonmetropolitan Counties* (include **D**ifficult **D**evelopment **A**reas outside continental US)
 - HUBZone Qualified Census Tracts*
 - Indian Lands
 - Qualified Base Closure Areas (called BRACs)
- *When a county or tract loses its HUBZone designation, it is redesignated for three years.

Employee definition: 13 CFR 126.103

Employee means all individuals employed on a full-time, part-time, or other basis, so long as that individual works a minimum of 40 hours per month.

- Includes employees:
 - obtained from a temporary employee agency, leasing concern, or through a union agreement
 - co-employed pursuant to a professional employer organization agreement
 - SBA will consider the totality of the circumstances, including criteria used by the IRS for Federal income tax purposes and those set forth in SBA's [Size Policy Statement No. 1](#), in determining whether individuals are employees of a concern.
 - Volunteers (i.e., individuals who receive deferred compensation or no compensation, including no in-kind compensation, for work performed) are not considered employees.
 - If an individual has an ownership interest in and works for the HUBZone SBC a minimum of 40 hours per month, that owner is considered an employee regardless of whether or not the individual receives compensation.
-
- ❖ ***When evaluating the minimum 35% employee HUBZone residency requirement: do not pay attention to where employee works – focus only on where the employee lives.***
 - ❖ ***When evaluating the principal office requirement: do not pay attention to where employee lives – focus only on where the employee works.***

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Principal Office definition: 13 CFR 126.103

- Location where the greatest number of the concern's employees at any one location perform their work.
- For businesses in service or construction
 - exclude the concern's employees who perform the majority of their work at job-site locations to fulfill specific contract obligations.
- ❖ ***When evaluating the principal office requirement: do not pay attention to where employee lives – focus only on where the employee works.***
- ❖ ***When evaluating the minimum 35% employee HUBZone residency requirement: do not pay attention to where employee works – focus only on where the employee lives.***

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Can a HUBZone firm have offices or facilities in another HUBZone or outside a HUBZone?

Yes – as long as the office that has the greatest number of employees is in a HUBZone. (13 CFR 126.207)

Examples:

1. An IT consulting firm with 100 employees has 2 offices, one in a HUBZone and the other, the HQ's is not in a HUBZone. 90 employees work in job sites; 4 employees work at the HQ's and 6 work in the HUBZone office. Firm meets the principal office requirement.
2. An IT consulting firm with 100 employees has 2 offices, one in a HUBZone and the other, the HQ's is not in a HUBZone. 90 employees work in job sites; 6 employees work at the HQ's and 4 work in the HUBZone office. Firm does not meet the principal office requirement.
3. An IT consulting firm with 100 employees has 2 offices, one in a HUBZone and the other, the HQ's is not in a HUBZone. 90 employees work in job sites; 5 employees work at the HQ's and 5 work in the HUBZone office. Firm does not meet the principal office requirement – because no greatest number work in the HUBZone location.

Bonus question: Must the employees who work in the HUBZone office reside in a HUBZone?

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Answer to Bonus Question: Must the employees who work in the HUBZone principal office reside in a HUBZone?

- No because this is not a regulatory requirement
- Remember:
 - When evaluating the **principal office** do not pay attention to where the employees live – **focus only on where the employees work.**
 - When evaluating the minimum **35% employee HUBZone residency** requirement: do not pay attention to where employee works – **focus only on where the employee lives.**

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35% Employee HUBZone Residency (example)

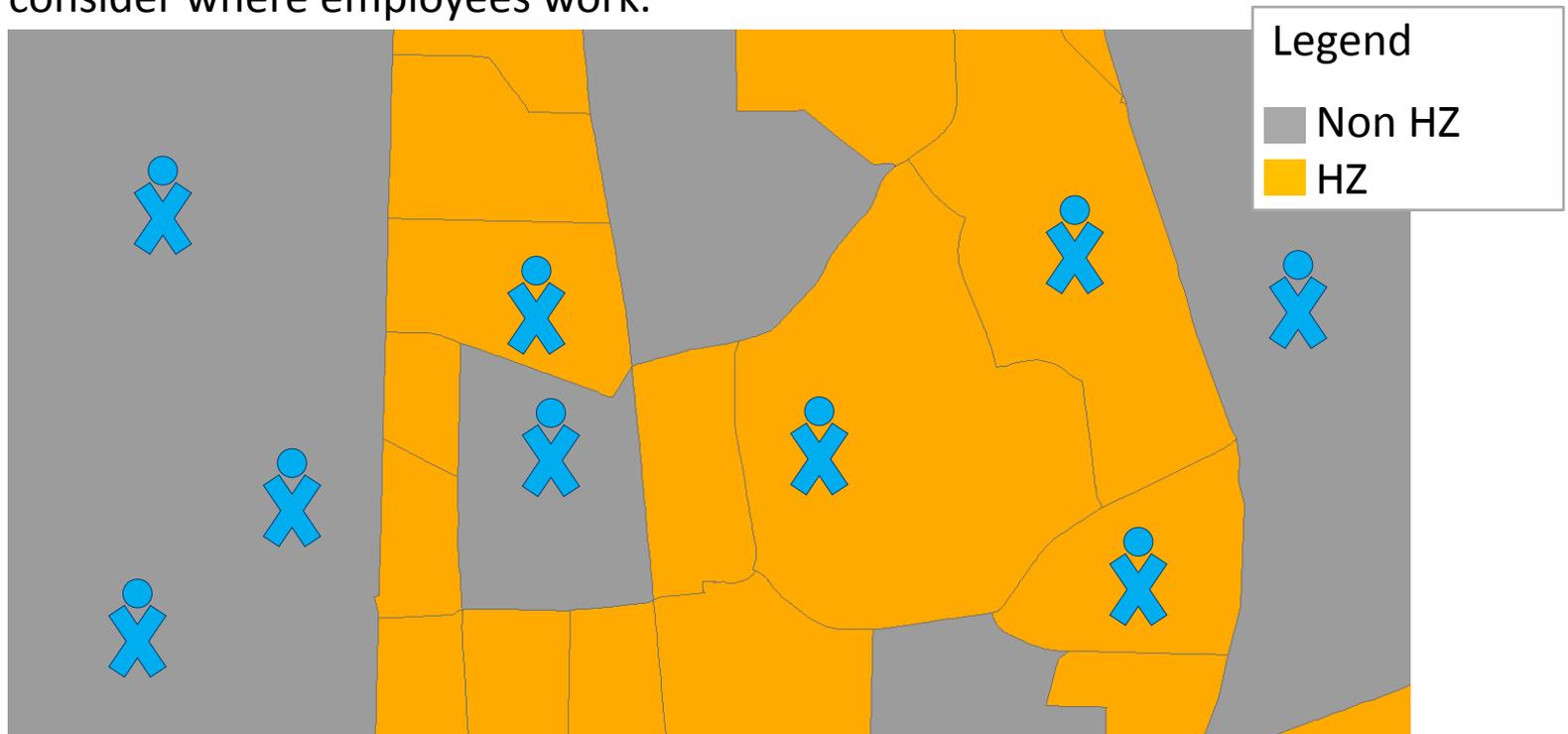
Company, Inc. is a small IT services company with 9 employees. Their headquarters is located in an urban area that is not HUBZone, according to the map. The two owners and an administrative support person spend the majority of their work hours there. Across the street, in a qualified census tract, is a government facility where 6 engineers perform contract specific work. The owners and the admin all live in a HUBZone a few miles away. There are 6 employees at the government site. One of them is part time and works only 20 hours every week. Only one of the six employees who works at the government site lives in a HUBZone.

Does this company meet the 35% requirement?

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Answer

When dealing with the evaluation of the 35% employee residency requirement, do not consider where employees work.



Does this firm meet the 35% requirement? **YES**

Principal Office (example)

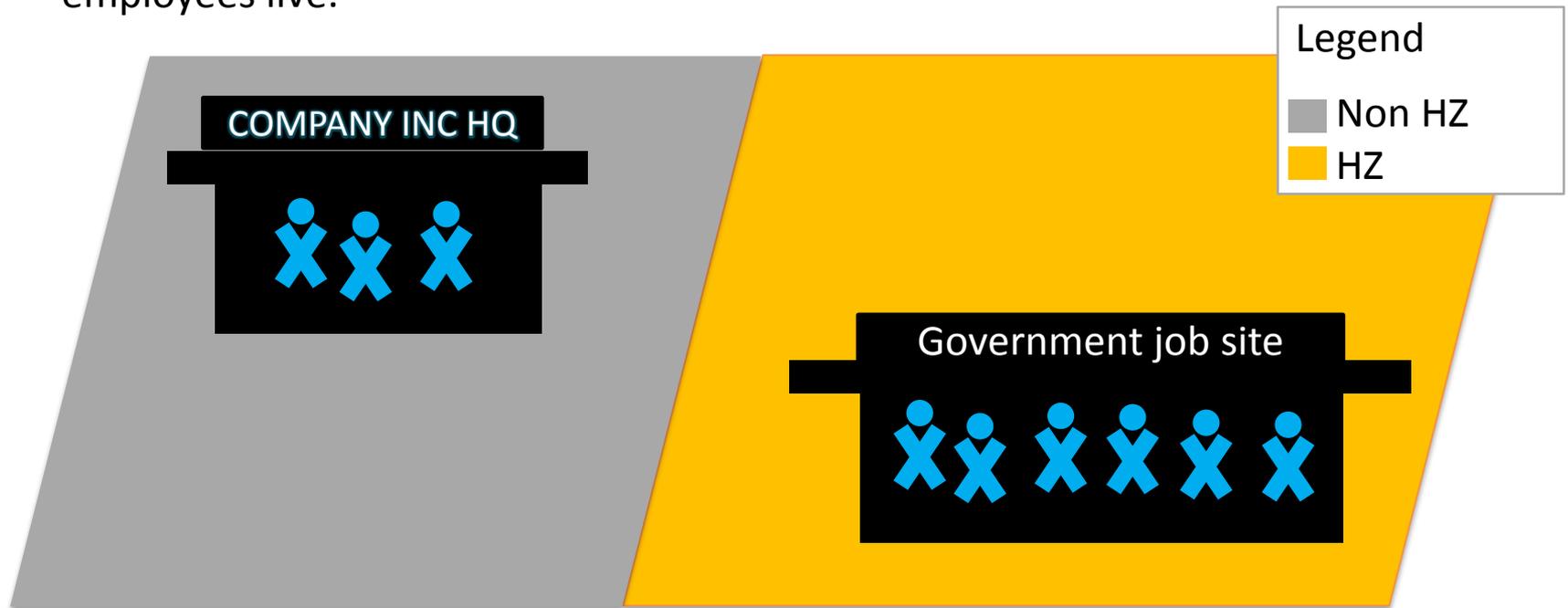
Company, Inc. is a small IT services company with 9 employees. Their headquarters is located in an urban area that is not HUBZone, according to the map. The two owners and an administrative support person spend the majority of their work hours there. Across the street, in a qualified census tract, is a government facility where 6 engineers perform contract specific work. The owners and the admin all live in a HUBZone a few miles away. There are 6 employees at the government site. One of them is part time and works only 20 hours every week. Only one of the six employees who works at the government site lives in a HUBZone.

Does this company meet the Principal Office requirement?

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Answer

When dealing with the evaluation of the principal office, do not consider where employees live.



Does this firm meet the PO requirement? **NO**

Maintaining HUBZone Certification – best practices

1. Follow the regulatory requirements

- Notify SBA of any material change that may affect the firm’s HUBZone status.**
 - a. Change in the firm’s ownership
 - b. Change in the firm’s business structure
 - c. Change in the firm’s principal office
 - d. Change in the firm’s 35% HUBZone residency status

- Recertify HUBZone status every 3 years**
 - Although there is no limit to the length of time a firm may qualify as a HUBZone firm, the certification is not a lifetime certification. Every HUBZone firm must recertify every three years to SBA, indicating that it remains a “qualified” HUBZone SBC, 13 CFR § 126.500
 - **NOTE: SBA initiates the recertification action 30 days before the 3rd year anniversary.**

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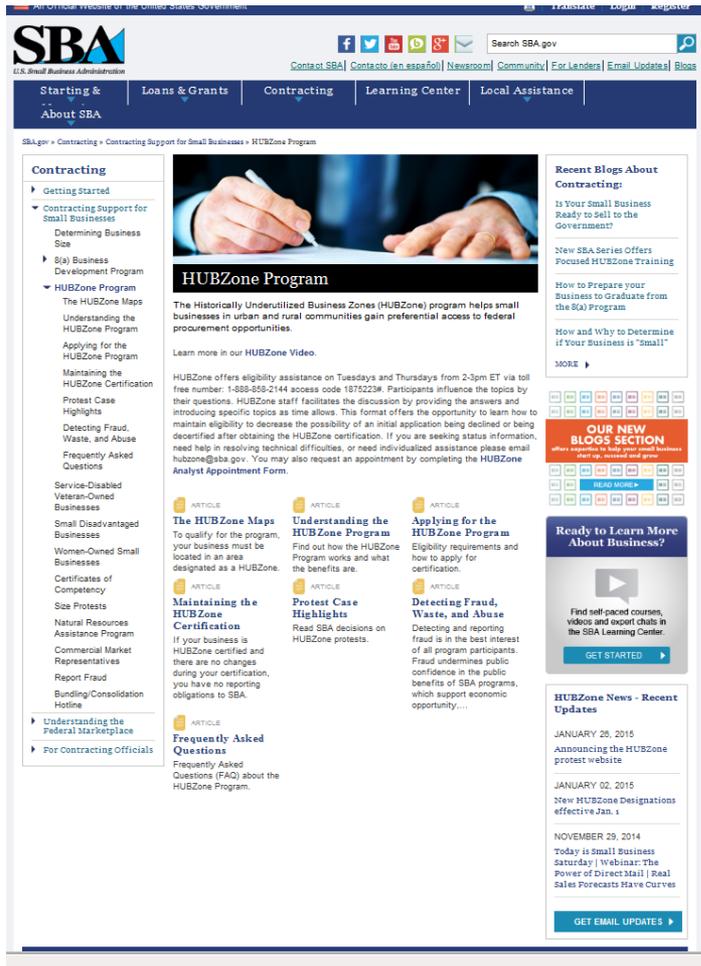
Maintaining HUBZone Certification – best practices (cont'd)

2. Incorporate maintaining HUBZone certification into the business plan.

- Assign someone in the firm to monitor and document compliance
- Keep HUBZone employee percentage higher than 35%. This is risky. Have some cushion, say, around 60% or more.
- Maintain a list of potential hires in case one of your HUBZone residents quits. This way you do not have to fall out of compliance and risk decertification.
- Watch the HUBZone map for changes; sign up for email alerts at [Subscribe to HUBZone News](#). If the principal office is in an area that is redesignated, the firm has 3 years to come up with another way to meet the PO requirement.
- Create a “protest file” when bidding on a HUBZone solicitation to ensure the proper evidence is at hand to prove compliance in the event of a HUBZone status protest.

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HUBZone Information



- Map – landing page
- Understanding
 - Mini-primers
 - Webinars
- Applying
 - Size standards Tool
 - 35% and principal office calculator
 - FAQ / Certification
 - Application Timeline
 - Application Guide
 - Supporting docs
- Maintaining
- Protests
- Detecting Fraud, Waste & Abuse
- FAQs

HUBZone Information

Resources & Tools	Resources & Tools
<u>HUBZone Website</u>	<u>Applying for Certification</u>
<u>35% and PO calculator tool</u>	<u>Maintaining Certification</u>
<u>HUBZone maps / designations</u>	<u>SBA Learning Center</u>
<u>Supporting Documentation</u>	<u>SBA Local Assistance</u>
<u>HUBZone Regulations</u> <u>13 CFR – Part 126</u>	<u>SBA Size Standards</u>



For more information . . .

- Visit the HUBZone website at <http://www.sba.gov/hubzone> for the latest information, including information about:
 - HUBZone Office Hours – eligibility conversations via a toll free number on Tuesdays and Thursdays from 2:00 to 3:00 p.m. ET
- Contact the helpdesk at HUBZone@sba.gov

federal government contracting
small business opportunities
OPENING DOORS



THANK YOU!

Mariana Pardo
Director
HUBZone Program

mariana.pardo@sba.gov

www.sba.gov



AFMC SB HUBZone Outreach

Using GSA Schedules
to do business at WPAFB
and beyond

Paul Adams
Customer Service Director



- GSA
- The GSA Schedules Program
- Benefits of a GSA Schedule to the Buyer
- Eligibility
- Your total Customer Base
- Other Considerations
- Key Resources

GSA

- GSA provides centralized procurement for the federal government, offering billions of dollars worth of products, services, and facilities that federal agencies need to serve the public.
- Federal Acquisition Service (FAS) manages the Schedules Program.



The GSA Schedules Program

GSA Schedules or Federal Supply Schedules, are indefinite delivery, indefinite quantity (IDIQ), long-term contracts under the General Services Administration's Multiple Award Schedule (MAS) Program.

GSA establishes long-term government wide contracts with commercial companies, (providing government agencies with access) to millions of commercial products and services at volume discount pricing.



The GSA Schedules Program

- GSA offers over 45 million supplies and services
- 39 Schedules
- Over 19,500 Schedule contracts
- 80% of GSA MAS contracts go to small businesses

The GSA Schedules program is the premier acquisition vehicle in (the) government, with approximately \$50 billion a year in spending

Benefits of a GSA Schedule to the Buyer

- Are fast, easy, and effective vehicles
- Meet the FAR competition clause
- Prices deemed fair and reasonable
- All these benefits reduce procurement administrative lead time ...
- 33 days verses 14 months

... and these become **your** selling points!

Eligibility

- Financial stability
- Minimum two (2) years in business
- Demonstrate past performance
- Products commercially available
- Products compliant with the Trade Agreements Act (TAA)
End product must be manufactured or substantially altered within the U.S. or a “designated country” as defined by the Trade Agreements Act.

Your total Customer Base

213 Agencies Delegated Authority to use Schedules

- 91 US Federal Government Executive Agencies
 - Including the Air Force
- 64 Other Eligible Users
 - Army/Air Force Exchange Service
- 58 International Organizations
 - United Nations

This is your global customer base



Schedules Usage at WPAFB – FY 2015

- 19 out of 39 GSA Schedules actually used at WPAFB
- 1,981 orders placed
- A total of \$47M in sales
- Average order value: \$23K

This does not include all other sales that could have gone onto a Schedule

Schedules Usage at WPAFB – FY 2015

- 23 - Vehicular Multiple Award Schedule (VMAS)
- 03FAC - Facilities Maintenance and Management
- 48 - Transportation, Delivery and Relocation Solutions
- 105 - Hardware Superstore
- 056 - Buildings and Building Material/Industrial services and Supplies
- 580 - Professional audio/video, Telecommunications, and Security Solutions
- 66 - Scientific Equipment and Services
- 67 - Photographic Equipment-cameras, Photo Printers and Related Supplies & Services (Digital & Film-based)

Schedules Usage at WPAFB – FY 2015

- 70 - General Purpose Commercial Information Technology Equipment, Software, and Services
- 71 - Furniture
- 72 - Furnishings and Floor Coverings
- 73 - Food Service, Hospitality, Cleaning Equipment and Supplies, Chemicals and Services
- 75 - Office Products/Supplies and Services and new Products/Technology
- 78 - Sports, Promotional, Outdoor, Recreation, Trophies and Signs (Sports)

Schedules Usage at WPAFB – FY 2015

- 81- Shipping, Packaging and Packing Supplies
- 84 - Total Solutions for Law Enforcement, Security, Facilities Management, Fire, Rescue, Clothing, Marine Craft & Emergency/Disaster Response
- 736 - Temporary Administrative and Professional Staffing (TAPS)
- 874 - Mission Oriented Business Integrated Services (MOBIS)
- 00 CORP - Professional Services Schedule (PSS)

Other Considerations

- Ohio State Term contracts
- Sub with big business
- Team with other small businesses
- Products: GSA Advantage
- Look at having multiple NAICS codes
- Don't disqualify yourself!
- Review getting on Schedule annually



Other Considerations

03FAC FACILITIES MAINTENANCE AND MANAGEMENT
Category Description: 003 97: Ancillary Repair and Alterations

141 contractors

97 Small businesses

14 HUBZone

0 with an Ohio address

Nationwide numbers

Source: <http://www.gsaelibrary.gsa.gov>

Key Resources - OSBU

- The Office of Small Business Utilization (OSBU) in GSA is just one of many placed in Federal Agencies by Congress “...to promote the maximum practicable use of all designated small business categories within the Federal Acquisition process.
- GSA Office of Small Business Utilization (OSBU):
<http://www.gsa.gov/portal/category/21015>
- OSBU FAQ:
<http://www.gsa.gov/portal/category/108199>

Key Resources – Vendor Support Center

- The Vendor Toolbox contains the readiness assessment
- Help you decide whether your offerings meet the needs of the federal government
- Training materials about the federal market
- How to uncover opportunities
- Maintain your Schedule
- Load products and services into GSA Advantage etc.
- And still more links to more resources

<https://vsc.gsa.gov/>

Paul Adams
Customer Service Director

Email: paul.adams@gsa.gov

Phone: (937) 427-7738

2900 Presidential Drive

Fairborn, Ohio 45324

Before applying for a GSA Schedule, contact me.

You need to persevere!

Best wishes and good luck!

Exceed HUBZone Contracting Goals

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A HUBZone Certified Small Business

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26 April 2016



C E R T I F I E D

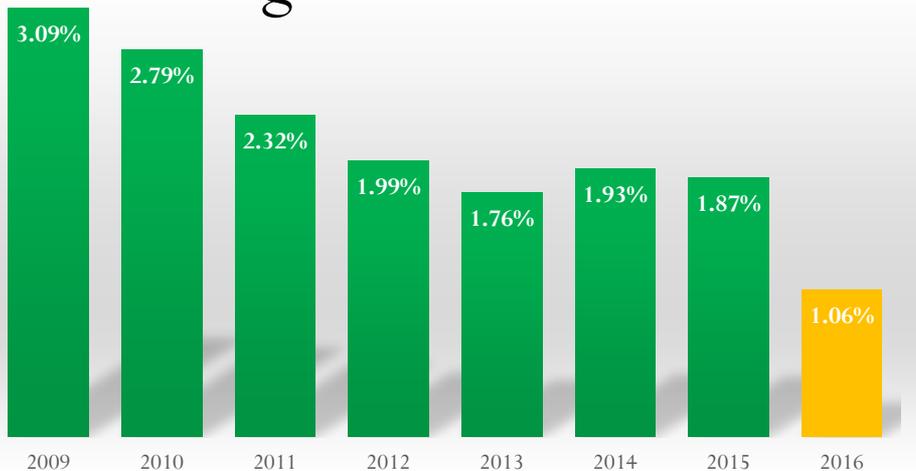
GreenDart

Topics

- DoD/USAF HUBZone challenge – quantified
- Eliminating HUBZone myths
- Path to successful HUBZone contracting

HUBZone Challenge – Quantified

Shrinking DoD HZ Utilization



~\$2.5B/yr in
Unspent DoD
HUBZone
Contracting

HUBZone is only SBA
program **NOT** achieving the
statutory spending goal

Significant Impact
to HZ Industry Base

Challenge: How to Recapture HZ Contracting?

Eliminating HUBZone Myths

- HUBZone companies don't have the capability



4,144 HUBZone companies
956 engineering HUBZone companies (541330)



Qualified technical capabilities
Stratified by socio-economic class

- HUBZone companies are hard to find



3-4 major matchmaking events/yr
Very active HUBZone membership
Special event engagement (like this one)

Good News: Abundant HUBZone Capability Exists!

Path to Successful HUBZone Contracting



Committed Enforcement



Require major procurement HZ subcontracting goals

Require

- NDAA 2013
- Focus on established HZ prime markets

Require continual HZ contracting strategy(s) assessments

HZ Industry is Capable of Enabling this Strategy