



Historically Underutilized
Business Zones
(HUBZone)

KYPTAC Services and Mission

- Assist in promoting economic development statewide and in areas that are deemed disadvantaged.
- Help KY businesses get into government contracting.
- Offer coaching and training to guide you through your contracting needs.
- Free to all KY businesses

WWW.KYPTAC.COM



Intro to HUBZone

- Designed to help small businesses in certain communities gain access to federal contracting opportunities
- Typically areas of low median household incomes, high unemployment or both
- Not an opportunity zone!

Program Benefits

- Contract Set-Asides
- 3% Government-wide Prime and Subcontracting Goals
- 10% Price Evaluation Preference
- Increase employment opportunities

10% rule Examples 1

A qualified HUBZone firm submits an offer of \$100, a non-HUBZone small business submits an offer of \$97, and a large business submits an offer of \$95.

10% Rule Examples 2

A qualified HUBZone firm submits an offer of \$103, a non-HUBZone small business submits an offer of \$100, and a large business submits an offer of \$93.

10% Rule Examples 3

A qualified HUBZone firm submits an offer of \$98 and a non-HUBZone small business submits an offer of \$93.

Eligibility Requirements



- Small business, based on SBA size standards
- Owned and controlled by at least 51% U.S. Citizens or a community development corporation, an agricultural cooperative, or an Indian tribe
- Principal office must be located in a HUBZone
- At least 35% of employees must reside in a HUBZone

Ownership by Individuals

Business must be directly and unconditionally owned and controlled by at least 51% U.S. citizens

A citizen means a person born or naturalized in the united states. SBA does not consider holders of permanent visas and resident aliens to be citizens.

Principal Office must be Located in a HUBZone

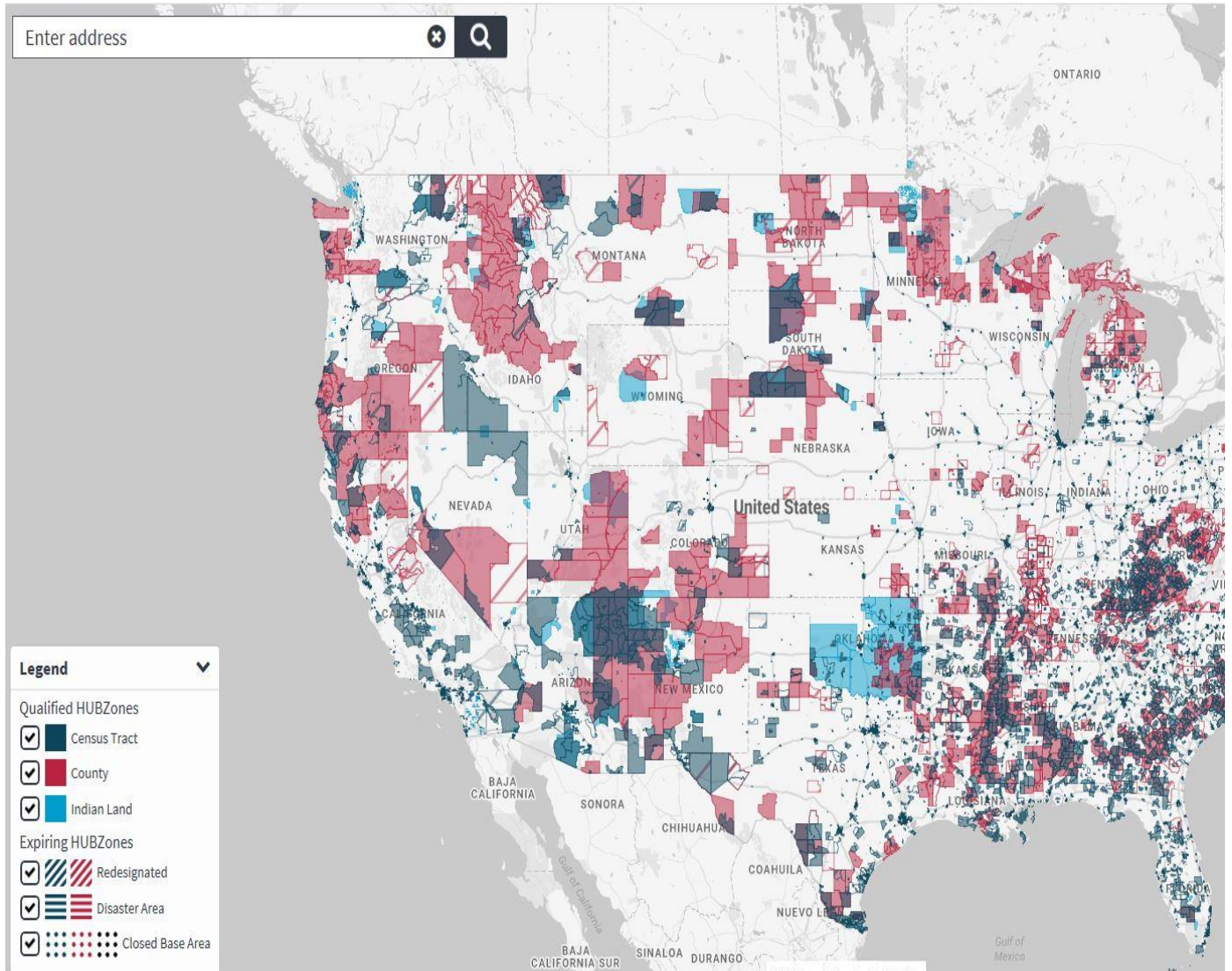
- *Principal office* means the location where the greatest number of employees, at any one location, perform their work
- If “primary industry” is service or construction, the determination of principal office excludes employees who perform the majority of their work at job-site locations under specific contract obligations

Principal
Office

HUBZone Map

maps.certify.sba.gov

SBA HUBZone Map



SBA HUBZone Map

110 West Vine Street, Lexington, KY, USA

Light Gray

Legend

- Qualified HUBZones
 - Census Tract
 - County
 - Indian Land
- Expiring HUBZones
 - Redesignated
 - Disaster Area
 - Closed Base Area

110 W Vine St, Lexington, KY 40507, USA
 38.046233°, -84.498908°

Qualified HUBZone

Designations [Show Details](#)

Census Tract

Local Information [Show Details](#)

Printable Version Share Map

Qualification is valid for today: Jan 07, 2019

Improving the customer experience by

- **Providing faster certification decisions:**
 - a) Applications will be processed within 60 days of a complete submission while working with a dedicated counselor.
 - b) Significantly reduces application processing times, rates of withdrawal, and rates of decline.
- **Streamlining the application process:**
 - a) A user-friendly application portal will be introduced in late 2020.
 - b) Ensuring the process goes more smoothly

Working with KYPTAC

- A dedicated consultant will work with you on your HUBZone application process.
- You will get a checklist based on your entity.
- Your consultant will review the documentations with and ensure accuracy.

HUBZone
resources and
related
improvements

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program#section-header-0>

Questions

Thank you for attending!

Go to www.kyptac.com to become a client. Our services are paid by the government, FREE to you!