

Getting the Most out of the HUBZone Certification

Participate in a Joint Venture

- Get enhanced market penetration
- Share costs, expenses and returns
- Increase knowledge and experience

Access Other SBA Certification Programs

- Gain access to further contracting opportunities by combining the HUBZone certification with other certification types
- Receive technical assistance for business plans, coaching, technology and financing services

Utilize the Mentor-Protégé Program

- Enhance capabilities
- Help meet established business plan goals
- Improve ability to compete for contracts

Take Advantage of SBA's Resource Partners

- Assistance with training, executive education and one-on-one consulting in a broad range of business disciplines
- Technical assistance for business plans, coaching, technology and financing services

Proactive Self Marketing

The HUBZone Certification program is **NOT** a contracting program. The program requires significant commitment on the part of the business to market its products and/or services in order to succeed in the program.

- Focus on areas in your **niche** market and prioritize
- Identify federal **buyers** and get to know them
- Identify the agency contracting **procedures** and those who make buying decisions
- Make **contacts** through small business events and network your business



CONTACT SBA

Need help?

HUBZone Certification Program

hubzone@sba.gov



U.S. Small Business
Administration

SBA.GOV

CLEVELAND DISTRICT OFFICE

SBA CLEVELAND DISTRICT OFFICE
1350 EUCLID AVENUE, SUITE 211
CLEVELAND, OH 44115

Hours of Operation:

8:30 AM TO 5:00 PM

SBA CLEVELAND DISTRICT OFFICE

www.sba.gov/oh/cleveland

Program Benefits

The federal government's goal is to award at least three percent of all federal contracting dollars to HUBZone-certified small businesses each year.

The government limits competition for certain contracts to businesses in historically underutilized business zones.

HUBZone certification qualifies you to:

- Bid on contracts reserved for HUBZone businesses, and
- Receive 10% price evaluation preference in full & open competition procurements

Program Qualifications

- Be a [small business](#) according to SBA size standards
- At least 51% owned by US citizens OR be a business owned by:
 - Indian Tribal Government
 - Alaska Native Corporation
 - Community Development Corporation
 - Native Hawaiian Organization
 - Small Agricultural Cooperative
- Principal office [located in a HUBZone](#)
- At least 35% of employees [live in a HUBZone](#)

Full qualification criteria found in [Title 13 Part 126 Subpart B](#) of the Code of Federal Regulations (CFR). Preliminary assessment of qualification available at [SBA's Certify website](#).

HUBZone Certification



Get Certified

1. Make sure you have a [SAM.gov](#) account.
2. Make sure you have a [General Login System](#) account.
3. Apply for HUBZone certification using the [General Login System](#). Log in, select "Access" and then "HUBZone" before completing the prompts.
4. Check your email for time-sensitive instructions to electronically verify your application within 10 business days.
5. Submit requested supporting documentation within 10 business days.

