

## HOW TO SOLE-SOURCE TO A HUBZONE SMALL BUSINESS CONCERN (SBC)

The Historically Underutilized Business Zones (HUBZone) program, created by the Small Business Administration (SBA), provides federal contracting assistance for qualified small business concerns (SBC) located in historically underutilized business zones in an effort to increase employment opportunities, investment, and economic development in such areas. Alliance Pointe has obtained HUBZone certification in part by employing team members who live in a HUBZone and having the "principal office" located in a HUBZone designated area.

There are three types of HUBZone contracts available for use with this program. One of the HUBZone contracts available is Sole-Source HUBZone Contracts. A contracting officer may award contracts to HUBZone small business concerns on a sole source basis without considering small business set-asides provided:

- Only one qualified HUBZone small business can satisfy the requirement
- Two or more qualified HUBZone SBCs are not likely to submit offers
- The anticipated award price of the proposed contract, including options, will not exceed:
  - --\$6.5 million for a requirement within the North American Industry Classification System (NAICS) code for manufacturing or
  - --\$4 million for a requirement within any other NAICS codes
- The requirement is not currently being performed by an 8(a) small business concern
- The acquisition is greater than the simplified acquisition threshold
- The HUBZone small business concern has been determined to be a responsible contractor with respect to performance; and
- An award can be made at a fair and reasonable price.

Contact your Contracting Officer, Your Organization's Small Business Office or Brigitte Blackburn at Alliance Pointe, LLC directly; 703.859.5254 with questions about how to do business within the HUBZone program.