

JONES COUNTY JUNIOR COLLEGE
SMALL BUSINESS DEVELOPMENT CENTER
A MEMBER OF THE MISSISSIPPI SMALL BUSINESS
DEVELOPMENT CENTER (MSBDC) NETWORK.
MSBDC has assisted Mississippi businesses since 1981

NEWSLETTER

=====
Special edition on: HUBZones
August 2005 Issue
Director: Greg Butler
=====

In This Issue
=====

1. Welcome From The Director
2. HUBZones
3. Quote of the Month
4. Workshop Schedule
- 5 Subscription Management
6. Contact Information

- =====
1. Welcome From The Director
=====

The federal government and prime contractors have to meet certain goals in spending their contract dollars with certified HUBZone businesses. This means that firms that are located in HUBZones may be eligible to receive special consideration on government contracts. In my newsletter this month, I have included some information on HUBZones.

Also, Marcia McDowell, the director of the South Mississippi Contract Procurement Center, has scheduled an on-site HUBZone Certification Workshop with the SBA. The intention of this workshop is to have any potential businesses certified in ONE DAY in lieu of the normal 30-day turn-around time. This is a FANTASTIC opportunity for you to take advantage of something that has not been done in any other state. The workshop will be held on September 22, 2005, at CompDot, Inc., 1670 Pass Road Suite B, Biloxi, MS. The workshop is free, but you MUST pre-register and space is very limited. For an application you can contact me. Also, call me if you are unable

to attend the workshop and need assistance completing your application.

On another note Janie has decided to stay with us at the Small Business Development Center. As you can imagine, we are very happy about this.

Until next time....

---Greg Butler

NOTE:

Our subscriber list is NOT made available to other companies or individuals. We value every subscriber and respect your privacy. If at any time you wish to cancel your subscription, simply type 'remove' in your return email address.

=====
2. HUBZones
=====

The U.S. Small Business Administration has a program called Historically Underutilized Business Zones, or HUBZones. The HUBZone Empowerment Contracting Program stimulates economic development and creates jobs in urban and rural communities by providing Federal contracting preferences to small businesses. These preferences go to small businesses that obtain HUBZone certification. To qualify for the program, a business must meet the following criteria:

- (1) It must be a small business by SBA size standards;
- (2) It's principal office must be located within a HUBZone, which includes lands on federally recognized Indian reservations
- (3) It must be owned and controlled by one or more U.S. citizen. Approved ownership can also be by a Community Development Corporation or Indian tribe; and
- (4) At least 35% of its employees must reside in a HUBZone.

A "HUBZone" is an area that is located in one or more of the following:

(1) a qualified census tract (as defined in section 42(d)(5)(C)(ii)(I) of the Internal Revenue Code);

(2) a qualified "non-metropolitan county" (as defined in section 143(k)(2)(B) of the Internal Revenue Code) with a median household income of less than 80 percent of the State median household income or with an unemployment rate of not less than 140 percent of the statewide average, based on US Department of Labor recent data; or

(3) lands within the boundaries of federally recognized Indian reservations.

The easiest way to find the location of a HUBZone in your area is to log onto the HUBZone website at <https://eweb1.sba.gov/hubzone/internet/> and select the option "Are You in a HUBZone". You can search the system using several designations, including specific address, a county, or a full state.

Generally speaking there are two levels of benefit. The first relates directly to Federal contracts, while the second involves specialized assistance.

****FEDERAL CONTRACT BENEFITS****

There are four types of HUBZone contract opportunities:

(1) **COMPETITIVE:** Contracts can be set-aside for HUBZone competition when the contracting officer has a reasonable expectation that at least two qualified HUBZone small business concerns (SBCs) will submit offers and that the contract will be awarded at a fair market price.

(2) **SOLE-SOURCE:** HUBZone contracts can be awarded if the contracting officer determines that: only one qualified HUBZone SBC is responsible to perform the contract, two or more qualified HUBZone SBCs are not likely to submit offers and the anticipated award price of the proposed contract, including options, will not exceed:

--- \$5 million for a requirement within the North American Industry Classification System (NAICS) code for manufacturing
or

--- \$3 million for a requirement within all other NAICS codes

(3) **FULL AND OPEN:** Competitive contracts can be awarded with a price evaluation preference. The offer of the HUBZone

small business must not be 10 percent higher than the offer of a non-small business.

(4) SUBCONTRACTING: All subcontracting plans for large business Federal contractors must include a HUBZone subcontracting goal.

****OTHER SPECIALIZED ASSISTANCE****

Eligible HUBZone firms can qualify for higher SBA-guaranteed surety bonds on construction and service contract bids. Firms in Federal Empowerment Zones and Enterprise Communities (EZ/EC) can also benefit from employer tax credits, tax-free facility bonds, and investment tax deductions.

To be awarded contracts under the program, your firm must first meet HUBZone eligibility requirements, be certified by the U.S. Small Business Administration (SBA) as a qualified HUBZone small business, and be listed on SBA's 'List of Qualified HUBZone SBCs' and in SBA Supplemental Page's database. For SBA to certify your firm, you MUST submit an electronic application to be certified as a qualified HUBZone business. It will take you about one hour to complete this application.

To complete an electronic application or to find more information on HUBZones, go to www.sba.gov/hubzone.

=====
3. Quote of the Month
=====

"Luck is a matter of preparation meeting opportunity."

-----Oprah Winfrey

=====
4. Workshop Schedule
=====

SO YOU WANT TO START YOUR OWN BUSINESS

- Greg Butler, Presenter

Cost: FREE

Monday, 1:30 - 4:30 p.m.

(JCJC Campus, Forestry and Life Science Building, Room 206)

9/19
10/17

Tuesday, 9:00 a.m. – 12:00 noon
(Lake Terrace Convention Center, Executive Conference Room)

9/6
10/4

Tuesday, 6:00 p.m. - 9:00 p.m.
(JCJC Campus, Forestry and Life Science Building, Room 206)

9/13
10/11

Tuesday, 6:00 p.m. – 9:00 p.m.
(Lake Terrace Convention Center, Executive Conference Room)

8/23
9/27
10/25

SERVSAFE CERTIFICATION TRAINING
(JCJC Campus, Community Services Building)
-Kathy St. Amant, Presenter
Cost: \$125.00

8/23 – 8/25
9:00am – 4:30pm

9/26 – 9/30
5:00pm – 9:00pm

To register for any of these workshops, please call us at (601) 477-4235 or e-mail us at sbdc@jcjc.edu.

=====
5. Subscription Management
=====

You will continue to receive the Small Business Development Center Newsletter automatically. You may unsubscribe at any time by simply sending a reply with the message: “Remove from newsletter.” Or if you received this newsletter from a friend or associate and want to sign up, simply send a reply with the message: “Please sign me up for your newsletter.”

=====
6. Contact Information
=====

Greg Butler
Small Business Development Center
Jones County Junior College
900 S. Court Street
Ellisville, MS 39437
Phone: 601-477-4165 or Fax: 601-477-4166
Email: greg.butler@jcc.edu
Website: www.jcc.edu/sbdc.html
A member of the Mississippi Small Business Development
Center Network

Helping to Develop the Pinebelt One Business at a Time!

Jones County Junior College Small Business Development Center is a member of the Mississippi Small Business Development Centers (MSBDC) network. MSBDC has assisted Mississippi businesses since 1981. MSBDC is a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions, or services of any external parties or activities. This information is compiled by the Small Business Development Center at Jones County Junior College and was obtained from sources believed to be reliable at the time it was prepared. The information in this newsletter is intended to be used for general planning purposes only and should not be construed as tax, legal, accounting, or other professional advice.
