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# Acquisition Hour: The HUBZone Program – Certification Benefits and Regulations

December 12 | 1:00 – 2:00 pm

Presented by:

Ben Blanc, WPI & Shane Mahaffy, US SBA

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# Webinar Etiquette

## PLEASE

§ Log into the GoToWebinar session with the name that you registered with online

§ Place your phone or computer on MUTE

§ Use the QUESTIONS option to ask your question(s).

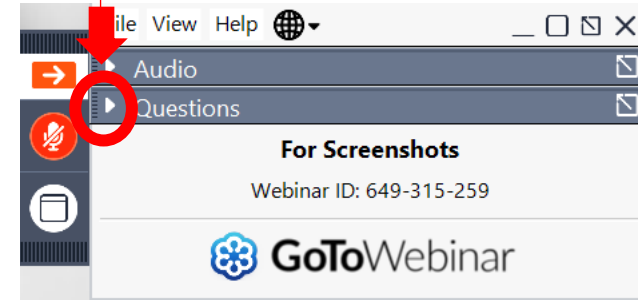
§ We will share the questions with our guest speaker who will respond to the group

## THANK YOU!



## OPENING THE QUESTIONS BOX

Click here to access  
within the Control Panel



## USING THE QUESTIONS BOX

Type questions  
here at any time  
during a  
presentation



Click Send when ready to submit a question



*Assisting Wisconsin businesses compete in the government marketplace.*

## **WPI is Wisconsin's APEX ACCELERATOR**

The APEX Accelerators program, under management of the Department of Defense (DOD) Office of Small Business Programs (OSBP), plays a critical role in the Department's efforts to identify and engage with a wide range of businesses entering and participating in the defense supply-chain. The program provides the education and training that all businesses need to participate to become capable of participating in DOD and other government contracts.

## **WPI provides services to all of Wisconsin's 72 counties**

- Individual counseling at our offices, client's facility or virtually
- Small group training – webinars and workshops
- Conferences including one on one buyer meetings – Marketplace, The Contracting Academy, Small Business Academy, Wisconsin Federal Contractor Forum, Acquisition Hour, Cyber Fridays, DOD Roadmap series, Government Opportunities Business Conference, End of Year Federal Contractor Update, Annual DOD Contract Management Update, Evening FAR sessions and more.....

[www.wispro.org](http://www.wispro.org)

# WPI OFFICE LOCATIONS

## § MILWAUKEE

§ *Technology Innovation Center*

## § MADISON

§ *FEED Kitchens*

§ *Dane County Latino Chamber of Commerce*

§ *Wisconsin Manufacturing Extension Partnership (WMEP)*

§ *Madison Area Technical College (MATC)*

## § ASHLAND

§ *Ashland Area Development Corporation*

## § CAMP DOUGLAS

§ *Juneau County Economic Development Corporation (JCEDC)*

## § EAU CLAIRE

§ *Western Dairyland*

## § FOND DU LAC

§ *Envision Greater Fond du Lac*

## § GREEN BAY

§ *NWTC Startup Hub*

## § LACROSSE

§ *Veterans in Professions*

## § MANITOWOC

§ *Progress Lakeshore*

## § OSHKOSH

§ *Greater Oshkosh Economic Development Corporation*

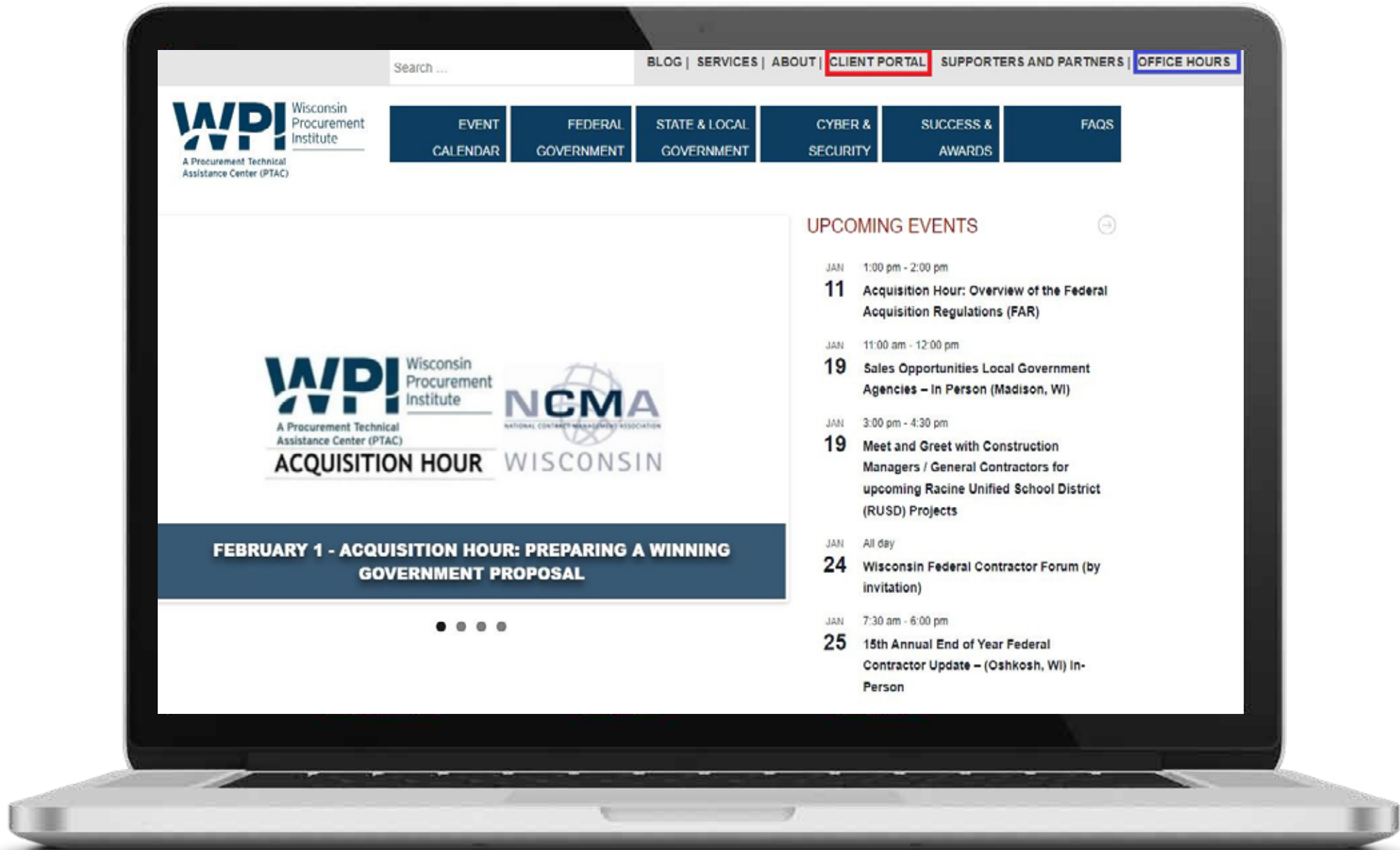
## § RHINELANDER

§ *Nicolet Area Technical College*

## § SUPERIOR

§ *Small Business Dev Center;  
UW Superior*





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- SUCCESS & AWARDS
- FAQS



**FEBRUARY 1 - ACQUISITION HOUR: PREPARING A WINNING GOVERNMENT PROPOSAL**

### UPCOMING EVENTS

- JAN 1:00 pm - 2:00 pm  
**11 Acquisition Hour: Overview of the Federal Acquisition Regulations (FAR)**
- JAN 11:00 am - 12:00 pm  
**19 Sales Opportunities Local Government Agencies – In Person (Madison, WI)**
- JAN 3:00 pm - 4:30 pm  
**19 Meet and Greet with Construction Managers / General Contractors for upcoming Racine Unified School District (RUSD) Projects**
- JAN All day  
**24 Wisconsin Federal Contractor Forum (by invitation)**
- JAN 7:30 am - 6:00 pm  
**25 15th Annual End of Year Federal Contractor Update – (Oshkosh, WI) In-Person**



U.S. Small Business  
Administration

# HUBZone Certification

*Shane Mahaffy*

*Lead Business Opportunity Specialist*

# HUBZone Program Purpose



# Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

Women-Owned Small Businesses  
(5%)

Small Disadvantaged Businesses  
(including 8(a) certified) (13%)

HUBZone Businesses (3%)

Service-Disabled Veteran-Owned  
Small Businesses (3%)



Set-asides are reserved for small business between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)

# Wisconsin FY22 Small Business Contract Numbers



WI Small Businesses received in excess of \$1.02 Billion with the U.S. Government

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Certified HUBZone firms received over \$52.8 Million

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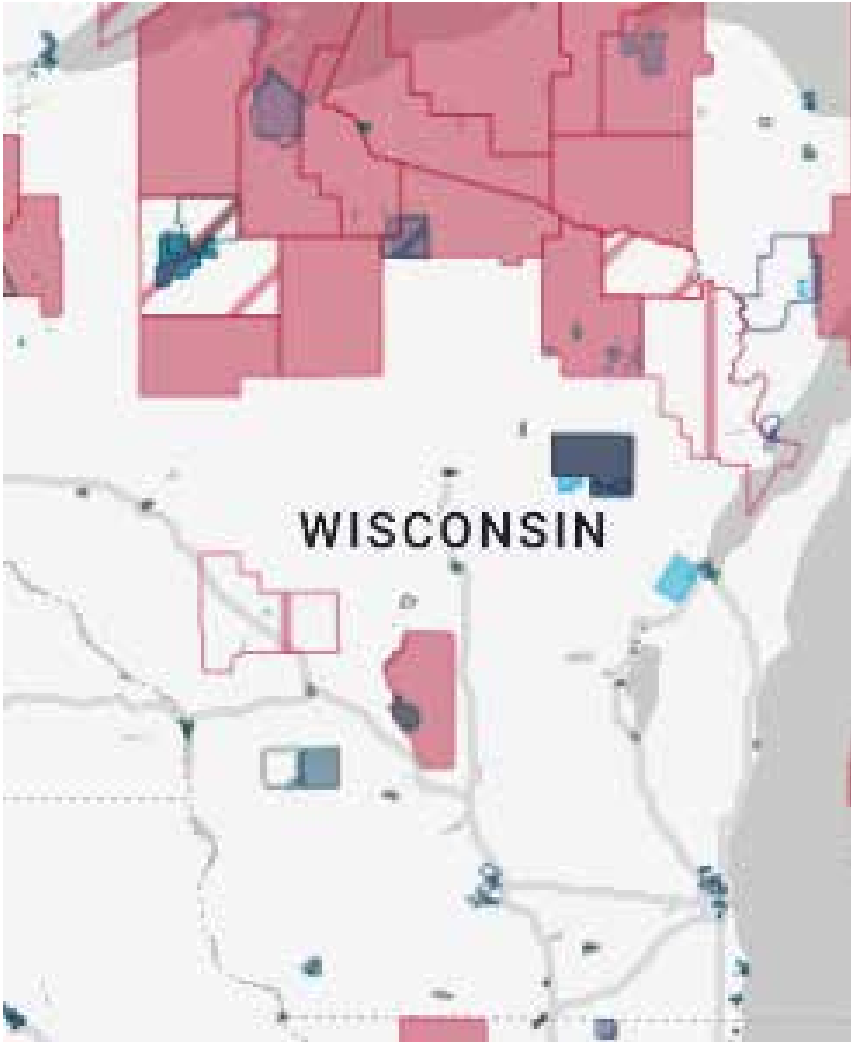
Current total WI certified HUBZone Firms: 56 companies

# HUBZone Federal Contracting Mechanism






Contracts for goods and services are targeted by Agencies to HUBZone CERTIFIED small businesses via:

- Set-asides (including Multiple Award Contracts—MACs)
- Sole-source awards
- Price Evaluation Preference: Application of a 10% price evaluation preference applied in full and open competition (only applies if initial low offer is from a large business, not if low bidder is a small business)




# Wisconsin HUBZones



### Qualified HUBZones

-  Census Tract
-  Newly Qualified
-  County
-  Newly Qualified
-  Indian Land

### Expiring HUBZones

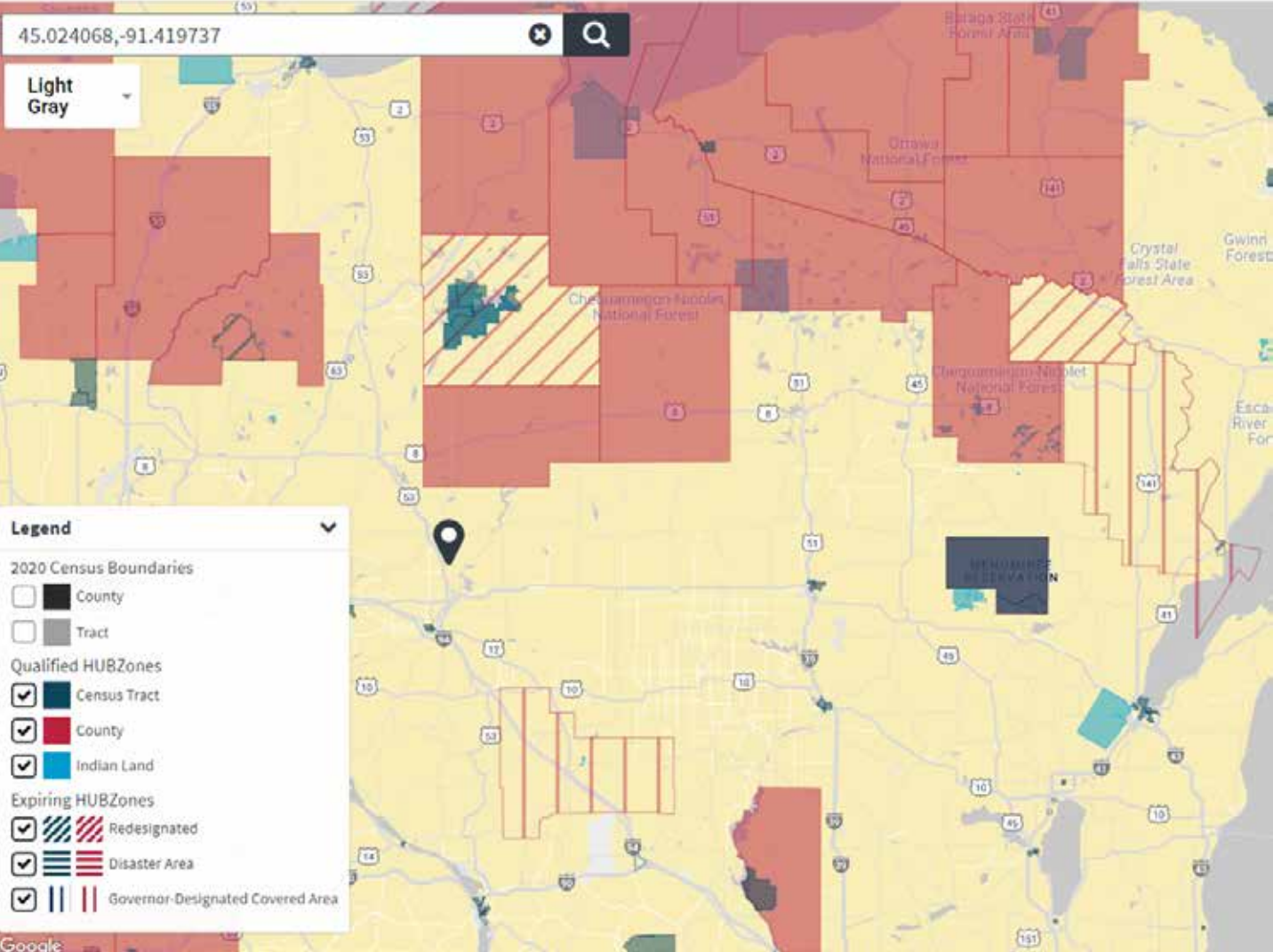
-  Redesignated
-  Disaster Area
-  Governor-Designated Covered Area

Indian/tribal lands; parts of Milwaukee, Waukesha, Kenosha, Racine, Madison, Green Bay, Stevens Point, other communities throughout the state

[HUBZone Map](#)

# Wisconsin HUBZones

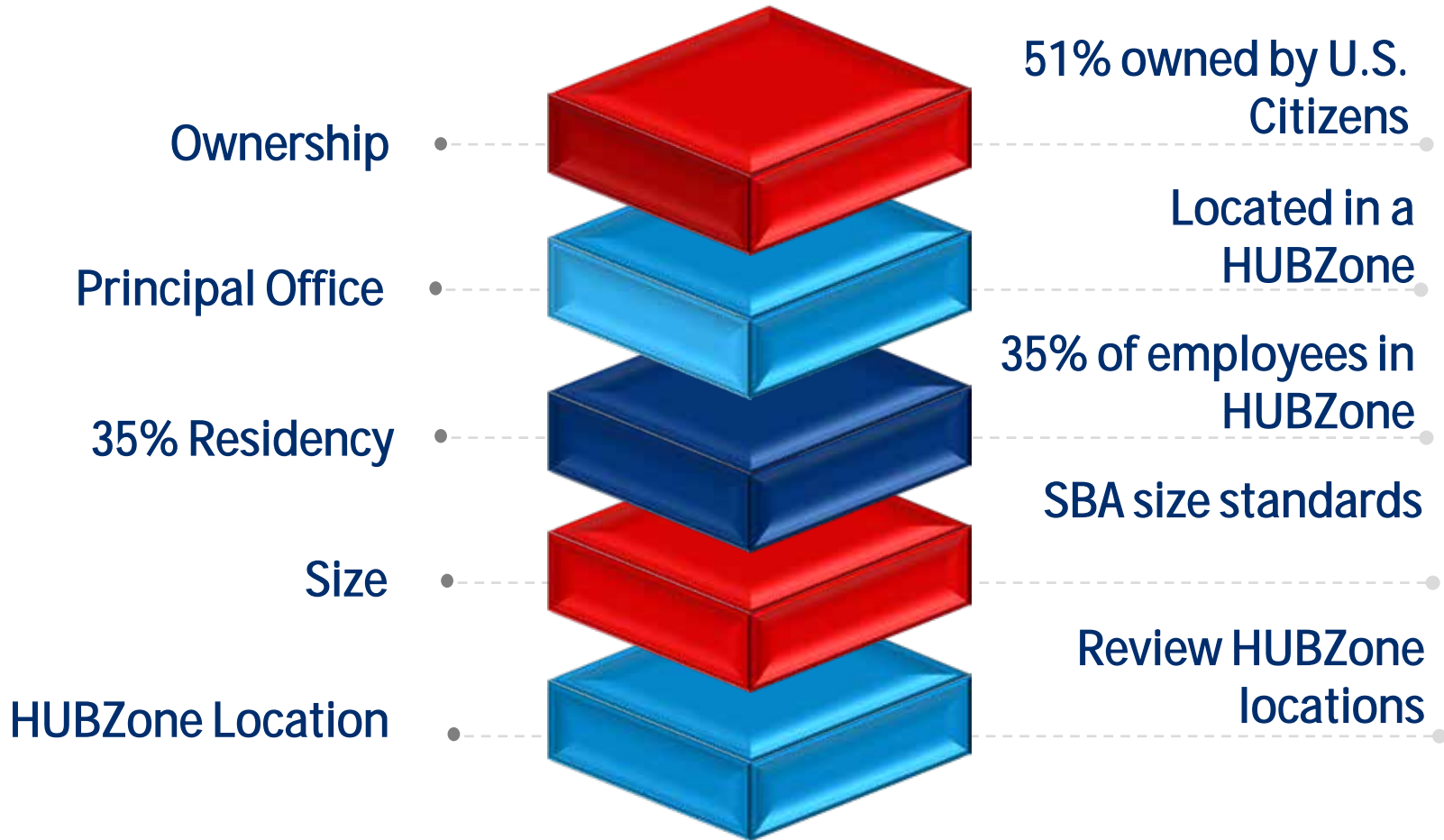
**SBA** Preview HUBZone Map Effective July 01, 2023



# Wisconsin HUBZones



# HUBZone Eligibility and Requirements



# SBA HUBZone Responsibilities

Implements and  
Regulates Program



Streamlines  
Certification  
Process



Determines and  
Adjudicates Eligibility



Maintains Certification  
Listing

# HUBZone Application Process



## BEFORE APPLICATION

- View the HUBZone Primer
- Identify NAICS code(s)
- Register with SAM, receive UEI number



## APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply using the General Login System



## DOCUMENTATION

- Verify requested information
- Submit supporting documentation
- Update SAM profile once approved

# Supporting Documentation Requirements



# HUBZone Site Visits and Re-certification



- Participate in site visits
- Meet HUBZone criteria
- Maintain SBA standards
- Recertify Annually

# SBA and FAR Regulatory Action

# FAR Final Rule: Update of HUBZone Program

[87 FR 58232](#) (Sept. 23, 2022)

- HUBZone firms are certified annually for the entire year, instead of being required to represent for each offer
- Removes requirement for firm to be HUBZone qualified at both offer and award for HUBZone set-asides—instead just offer
- Authorizes HUBZone set-aside and sole source awards under SAT
- HUBZone offerors must attempt to maintain HUBZone residency percentage if performing a HUBZone contract

# Final Rule: HUBZone Comprehensive Review (cont.)

## 84 FR 65222

- Requires 35% employee HUBZone residency at time of certification and recertification; “attempt to maintain” during contract performance
- Defines “attempt to maintain” HUBZone status during HUBZone contract performance as having at least 20% HUBZone employees (must be 35% at application and recertification) and recruiting HUBZone employees
- An employee who resides in a HUBZone for at least 6 months before and after time of certification continues to count as HUBZone employee as long as an employee of the firm—even if employee moves or residence no longer qualifies
- Employees temporarily living overseas in connection with performance of a contract will be considered to reside at their U.S. residence

## Final Rule: HUBZone Comprehensive Review (cont.)

[84 FR 65222](#)

- Firms that invest in HUBZones by purchasing building or entering into long-term lease are deemed to meet principal office requirement for 10 years—even if office location no longer qualifies as a HUBZone
- Includes affiliate employees in 35% and principal office calculations if no clear line of fracture between firms
- Starting January 1, 2020 applications for HUBZone certification will be processed within 60 days of a complete submission



U.S. Small Business  
Administration

# How are we doing?

Please take a minute to let us know

[www.sba.gov/feedback](http://www.sba.gov/feedback)



# SBA - Wisconsin Offices

## Wisconsin District Office

310 West Wisconsin Ave.

Suite 580W

Milwaukee, WI

## Wisconsin District Office

740 Regent Street

Suite 100

Madison, WI

[www.sba.gov/wi](http://www.sba.gov/wi)

Wisconsin District Office Newsletter:

[GET EMAIL UPDATES](#)

Twitter: @SBA\_Wisconsin

For Questions, Email:

Wisconsin@sba.gov

# WHAT WE WILL COVER TODAY

- Locating HUBZone Opportunities
- Marketing your HUBZone Business

# LOCATING HUBZONE OPPORTUNITIES

# LOCATING HUBZONE OPPORTUNITIES

## US SBA SMALL BUSINESS GOALS

Small Business Category	Small Business Procurement Goals
Small Business Concerns	Not less than 23% of the total value of all prime contract awards for each fiscal year.
SDBs	Not less than 11% of the total value of prime contract and not less than 5% subcontract awards for each fiscal year.
WOSBs	Not less than 5% of the total value of all prime contract and subcontract awards for each fiscal year.
SDVOSB	Not less than 3% of the total value of all prime contract and subcontract awards for each fiscal year.
HUBZone	Not less than 3% of the total value of all prime contract and subcontract awards for each fiscal year.

**LARGE PRIME CONTRACTORS** must also negotiate small business goals

# LOCATING HUBZONE OPPORTUNITIES

What should I know before I start my search

<https://www.census.gov/cgi-bin/sssd/naics/naicsrch>

United States Census Bureau  
You are here: [Census.gov](#) > [Business & Industry](#) > [NAICS](#) > [NAICS Search/Tools](#)

## North American Industry Classification System

Main History Development Partners Federal Register Notices NAPCS FAQs

NAICS Search: Enter keyword or 2-6 digit code  
2017 NAICS Search  
Enter keyword or 2-6 digit code  
2012 NAICS Search  
Enter keyword or 2-6 digit code  
2007 NAICS Search

### 2017 NAICS Key Word Search

Search results for: **janitorial**  
Number of records found: 7

- [423850](#) Janitorial equipment and supplies merchant wholesalers
- [424690](#) Janitorial chemicals merchant wholesalers
- [453990](#) Janitorial equipment and supplies stores
- [561720](#) Aircraft **janitorial** services
- [561720](#) Building cleaning services, **janitorial**
- [561720](#) Janitorial services
- [561720](#) Janitorial services, aircraft

Reference Files

- 2017 NAICS
- 2012 NAICS
- 2007 NAICS
- 2002 NAICS
- 1997 NAICS
- Concordances
- Downloadable Files
- NAICS Update Process Fact Sheet (PDF, 146KB)

Contact Us  
[Email Us](#)

<https://www.acquisition.gov/psc-manual>

ACQUISITION.GOV  
Covid 19 Section 889 Regulations Archives Policy Network

Home > Far Resources > Product and Service Code Manual

## Product and Service Code Manual

Welcome to the Product and Service Code (PSC) manual page, where you can find the current version in multiple formats along with supporting documentation.

Current Archives All

Name	Size	Last Update
<a href="#">PSC Data October 2020.xlsx</a>	433.21 KB	Wed, 11/04/2020
<a href="#">PSC Manual October 2020.docx</a>	943.38 KB	Wed, 11/04/2020
<a href="#">PSC Manual October 2020.pdf</a>	4.85 MB	Wed, 11/04/2020
<a href="#">PSC Category Alignment April 2020.xlsx</a>	718.34 KB	Mon, 05/04/2020
<a href="#">SOP PSC Updated Process Final March 19 2020.docx</a>	972.96 KB	Mon, 05/04/2020

# LOCATING HUBZONE OPPORTUNITIES

Do your Market Research

<https://www.usaspending.gov>

<https://sam.gov/reports/awards/standard>

# LOCATING HUBZONE OPPORTUNITIES

Do your Market Research

The screenshot displays an 'Advanced Search' interface with a sidebar of filters and a main table titled 'Spending by Prime Award'. The sidebar includes filters for Keyword, Time Period (Fiscal Year and Date Range), Award Type, Agency, Treasury Account Symbol (TAS), Location, Recipient (Recipient Name or DUNS), Recipient Type, Award Amount, Award ID, CFDA Program, and Disaster Emergency Fund Code (DEFC). The main table shows a list of awards with the following columns: Award ID, Recipient Name, Start Date, End Date, Award Amount (Total Award Obligations to Date), and Description. The table is currently displaying 20 rows of data.

Award ID	Recipient Name	Start Date	End Date	Award Amount (Total Award Obligations to Date)	Description
FA862003007	BOEING COMPANY, THE	7/1/2016	6/17/2016	\$24,494,111	CONTRACT F-15C'S HTG B-VALUTE
H52879550045	BOEING COMPANY, THE	2/26/2016	12/31/2011	\$58,254,290	2001T0000407001-DUB-14BC-14
FA86231C639	BOEING COMPANY, THE	2/24/2011	2/28/2014	\$26,848,281	BOEING AUSTIN AIR FORCE_OST
0026	BOEING COMPANY, THE	12/31/2012	12/31/2012	\$12,280,807	F-15C ADD FUNDING FOR SPARE PT
0007	BOEING COMPANY, THE	12/5/2012	4/1/2018	\$18,235,807	IGP/OT/USP ACFT - DHD F-15C HT
0014	BOEING COMPANY, THE	12/5/2014	12/31/2015	\$10,779,818	IGP/OT/USP ACFT - DHD F-15C HT
0023	BOEING COMPANY, THE	12/16/2012	6/30/2016	\$8,201,805	IGP/OT/USP ACFT - DHD F-15C HT
0009	BOEING COMPANY, THE	6/24/2016	6/6/2016	\$5,784,834	IGP/OT/USP ACFT - DHD F-15C HT
0005	BOEING COMPANY, THE	6/27/2012	6/6/2016	\$4,413,112	F-15C HTC FOLLOW-ON CH-128 BRP
0014	BOEING COMPANY, THE	6/15/2015	6/6/2016	\$4,408,260	IGP/OT/USP ACFT - DHD F-15C HT
0012	BOEING COMPANY, THE	6/15/2014	12/31/2014	\$2,281,800	IGP/OT/USP ACFT - DHD F-15C HT
0018	BOEING COMPANY, THE	12/18/2014	6/30/2017	\$2,075,147	IGP/OT/USP ACFT - DHD F-15C HT
1005A000201278	BOEING COMPANY, THE	6/27/2012	7/31/2008	\$2,270,204	2001202118013001ALISA-KLEST
0010	BOEING COMPANY, THE	6/27/2014	6/6/2016	\$1,729,200	IGP/OT/USP ACFT - DHD F-15C HT
0015	BOEING COMPANY, THE	7/18/2014	6/6/2016	\$1,640,180	IGP/OT/USP ACFT - DHD F-15C HT
0019	BOEING COMPANY, THE	6/17/2012	6/30/2016	\$1,329,213	IGP/OT/USP ACFT - DHD F-15C HT
0006	BOEING COMPANY, THE	6/11/2014	6/30/2014	\$871,897	IGP/OT/USP ACFT - DHD F-15C HT
0017	BOEING COMPANY, THE	6/5/2015	6/30/2016	\$762,200	IGP/OT/USP ACFT - DHD F-15C HT
0016	BOEING COMPANY, THE	6/18/2015	6/11/2017	\$616,850	IGP/OT/USP ACFT - DHD F-15C HT

# LOCATING HUBZONE OPPORTUNITIES

Do your Market Research



Identify Resources within Agencies

## OSDBU Home

Doing Business with the Department of Justice

Contact a DOJ Representative

Meet with a Small Business Specialist

DOJ's Small Business Goals and Accomplishments

## Office of Small and Disadvantaged Business Utilization



# LOCATING HUBZONE OPPORTUNITIES

Do your Market Research

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## Find Contracting Opportunities

The FY 2023 Department of Justice (DOJ) Forecast of Contracting Opportunities provides a list of anticipated contract actions generally above the simplified acquisition threshold. The forecast includes procurements for FY 2023 by DOJ's major buying activities. The forecast includes anticipated contract actions generally above the simplified acquisition threshold. Businesses, small disadvantaged businesses, women-owned small businesses, and service-disabled veteran-owned small businesses may be able to compete for these opportunities through direct contracts with DOJ, or through subcontracting opportunities. For more information regarding the extent of competition; potential 8(a), HUBZone, service-disabled veteran-owned small business, economically disadvantaged woman-owned small business set-asides; estimated value; or any aspect of the procurement made until each procurement is initiated.

The information provided in the FY 2023 Forecast of Contracting Opportunities is for informational purposes only; it does not represent a presolicitation synopsis, an invitation for proposal. Further, it is not a commitment by the Department of Justice to purchase the described supplies and services.

It is available in Microsoft Excel and may be downloaded and sorted as appropriate.

FY 2023 Forecast - [Excel](#)

\*\*The forecast will be updated as information becomes available.

Identify Resources within Agencies

# LOCATING HUBZONE OPPORTUNITIES

Do your Market Research

	H	I	J	K	L	M	N	O
	Contract Type	Contracting Office	Contracting Solution	Product Service Code	Small Business Approach	Description of Requirement	DOJ Point of Contact	NAICS Code
1	Fixed Price	ATF	Open Market	R499	8(a) Competitive	Data Entry, Imaging, Indexing, IT Support Services and Related Support Services Part for Enforcement Programs and Service and Strategic Intelligence and Information Directorates (EPS & OSII)	POC: Nick Engel nicholas.engel@atf.gov, Phone: (202) 648-9132	518210
2	Fixed Price	ATF	Open Market	R499	Total SB Set-Aside	Consumable Personal Protective Kits	POC: Nick Engel nicholas.engel@atf.gov, Phone: (202) 648-9132	423990
3	Fixed Price	ATF	GWAC	1550	Total SB Set-Aside	10 UAS Systems for the SRT	POC: Nick Engel nicholas.engel@atf.gov, Phone: (202) 648-9132	336411
4	Fixed Price	ATF	GWAC	6710	Total SB Set-Aside	Covert Camera Concealments - Obsidian	POC: Nick Engel nicholas.engel@atf.gov, Phone: (202) 648-9132	333316
5	Fixed Price	ATF	GWAC	6710	Total SB Set-Aside	Covert Camera Concealments - Knuckledragger	POC: Nick Engel nicholas.engel@atf.gov, Phone: (202) 648-9132	333316
6	Fixed Price	Canine Center	Open Market	R499	Total SB Set-Aside	Care of Canines	POC: Jim Huff James.Huff@atf.gov	541940
7	Fixed Price	Canine Center	Open Market	R499	Total SB Set-Aside	Lodging for Instructors, Students and Canines accessible	POC: Jim Huff James.Huff@atf.gov	721110
8	Fixed Price	Canine Center	Open Market	3685	Total SB Set-Aside	Canine Supplies and Other Related Items	POC: Jim Huff	339999



# LOCATING HUBZONE OPPORTUNITIES

## Do your Market Research

<https://www.sba.gov/document/support-directory-federal-government-prime-contractors-subcontracting-plans>

### Directory of federal government prime contractors with subcontracting plans

By [Office of Government Contracting and Business Development](#)

The directory lists federal government contractors with requirements to subcontract to small businesses.

[DOWNLOAD .XLSX](#)

#### Disclaimer:

The data within this report is generated from data contained in the [Federal Procurement Data System - Host Generator \(FPDS-HG\)](#). The Federal Government Agency that entered the information into FPDS-HG is the owner of the data and has all rights to this data. If you have any questions or concerns about the data within the report, please contact the Federal Government agency that awarded the contract.

#### How to use the Directory of Federal Government Prime Contractors with a Subcontracting Plan.

This directory is a listing of Federal Government contractors that have a requirement to subcontract to small businesses. The directory is intended for small business concerns seeking to find subcontracting possibilities with Federal Government prime contractors. This directory should be used as a tool to identify which primes you should investigate to find information about their subcontractor processes.

SBA recommends that you use this data to locate the prime contractor's website and assess their requirements to be a subcontractor. If the firm does not have a website visible through your internet search, contact the firm for their website address. SBA recommends that you follow the directions outlined on the prime contractor's website to do business with the firm.

#### What data is provided in the directory?:

The directory includes the name and location of the vendor, the contracting agency's name, the contract's product/service code (FPCS) and North American Industry Classification System (NAICS) code, the state the contract will principally be performed in, the contract number (PID), the contract's performance start date and completion date, and the total contract value.

#### How is the directory displayed?:

The directory is displayed by the government's fiscal year (October 1 through September 30). Select the drop-down arrows on any cell of the directory to filter the results. Information in the directory is removed after five (5) years.

#### All versions

Version FY 2021 | Effective: N/A | [Download.xlsx](#)  
Version FY 2020 | Effective: N/A | [Download.xlsx](#)  
Version FY 2019 | Effective: N/A | [Download.xlsx](#)  
Version FY 2018 | Effective: N/A | [Download.xlsx](#)  
Version FY 2017 | Effective: N/A | [Download.xlsx](#)

# LOCATING HUBZONE OPPORTUNITIES

Do your Market Research

The screenshot displays the Cummins Supplier Portal interface. At the top, there is a red navigation bar with the Cummins logo and the text "Supplier Portal". To the right of the logo are links for "Become a Supplier", "My Business Applications", "Contact Us", "FAQ", "Help", and "Language". Below this bar is a breadcrumb trail: "Supplier Portal > English (United States) > Pages > default".

On the left side, there is a vertical menu with the following items: "Welcome to Supplier Portal", "My Business Applications", "News & Announcements", "Supplier Recognition", "Procurement Organization", "Supplier Webcasts", "Corporate Responsibility", "Environmental Stewardship", "Business Resilience", "Supplier Diversity", "Supplier Payments", "Standards & Processes", "Shipping", and "Mexico".

The main content area features a "Company News" section with a featured article titled "Expectations for Suppliers on Proactive Communication to Cummins". The article includes a sub-headline "Redefining Efficiency" and a small image of a truck. Below the title, there is a short paragraph of text.

Below the news section is a "URGENT NOTICES:" section with three entries:

- (20Nov2023 - ALL)** An important automation change is coming to Accounts Payable. See more details on this [page](#).
- (09Oct2023 - ALL)** Supplier expectations regarding the EU and UK sanctions can be found on this [page](#).
- (31Jul2023 - ALL)** The Cummins Supplier Forced Labor Prevention Policy is now published

On the right side, there is a "Quick Links" section with the following links: "Cummins Supplier Portal Overview", "About Cummins and Our Products", "Procurement Organization", "Cummins Small Business Self-Certif", "New Registration Request Informati", "Contact Us", "iSCM- EBU Suppliers", "iSupplier Portal India", "Become a Cummins Supplier", "Oracle Sourcing Cloud Training Gui", "iSupplier Portal ( For CKV Suppliers", "iSupplier Portal – Cummins Filtratio", and "Supplier Diversity".

# LOCATING HUBZONE OPPORTUNITIES

Identify current and future opportunities

WPI Wisconsin Procurement Institute  
A Procurement Technical Assistance Center (PTAC)

Center Gateway  
an extension of www.

Home  
Report Awards  
Bid Search  
Contact Information  
Surveys  
Events  
Links

**Wisconsin Awards - Alna**

BID MATCHING HAS A NEW LOOK and ADDED INFORMATION.  
Are you receiving BID MATCHES that accurately reflect opportunities in line with your businesses capabilities? Bid matches are generated based on the information in your profile. If your profile needs updating, click here.

Archive Search | Company Profile | Supply Codes | Detailed Supply Codes | NAICS Search

RFQ Date	FBO	DLA	Other Fed	Web	Intl	Loc
2019-04-19	11	0	0	0	36	0
2019-04-18	29	0	0	0	40	0
2019-04-17	24	1	0	2	35	0
2019-04-16	16	1	0	0	38	0
2019-04-15	16	1	0	4	71	0
2019-04-12	18	3	0	0	39	0
2019-04-11	15	0	0	0	32	0
2019-04-10	32	0	1	0	35	0
2019-04-09	9	0	1	0	43	0
2019-04-08	18	1	1	0	57	0
2019-04-05	20	1	1	3	37	0

WPI Bid Matching - contact WPI

Contract opportunities SAM.gov

Legacy Website

**Contract Opportunities**

Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit our partner site at [grants.gov](https://grants.gov).

Search Contract Opportunities Advanced Search

e.g. W91QVN-17-R-0088, light bulbs

Show active only

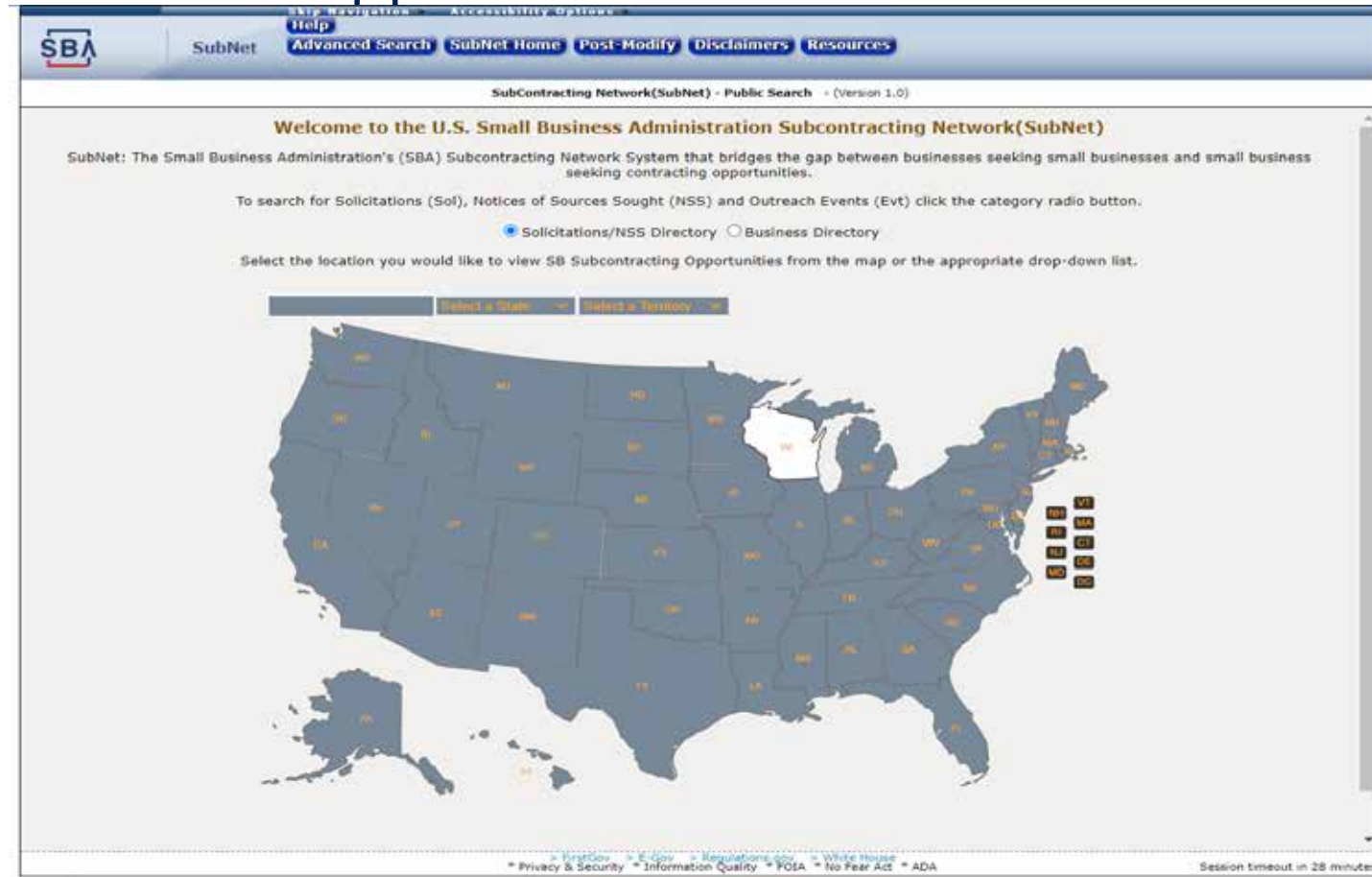
+ Get started searching contract opportunities

+ Use contract opportunities advanced search

# LOCATING HUBZONE OPPORTUNITIES

Identify current and future opportunities

[https://subnet.sba.gov/client/dsp\\_Landing.cfm](https://subnet.sba.gov/client/dsp_Landing.cfm)



# LOCATING HUBZONE OPPORTUNITIES

Identify current and future opportunities

Skip Navigation > Accessibility Options >

SBA SubNet Help Advanced Search SubNet Home Disclaimers Resources

SubContracting Network(SubNet) - Public Search - (Version 1.0)

Select Metro Area: ALL ▾

**To search for SOL or NSS active during a specific time frame, enter dates below:**  
Start Date:    
End Date:

**To search for a SOL or NSS in a specific industry, enter the NAICS Code, or use the lookup function:**  
NAICS Code:  [Look up](#)

**To search for a specific SOL or NSS, enter the SOL or NSS identifier below:**  
Solicitation/NSS Identifier:

**To search for a SOL or NSS of a specific business, enter the business name below:**  
Business Name:

**To search for a SOL or NSS by the business type solicited, select a business type from the drop-down list below:**  
SBA Certified HUBZone Small Business (HUBZone SB) ▾

# LOCATING HUBZONE OPPORTUNITIES

Identify current and future opportunities

Skip Navigation > Accessibility Options >  
[Help](#)  
 SubNet [Advanced Search](#) [SubNet Home](#) [Disclaimers](#) [Resources](#)

SubContracting Network(SubNet) - Public Search - (Version 1.0)

**Advanced Solicitation Search Result**

To sort data click on column heading.  
 Click on a Sol/NSS identifier to view the Sol/NSS details.

<a href="#">Solicitation (Sol)/NSS Identifier</a>	<a href="#">Business Name</a>	<a href="#">Place of Performance</a>	<a href="#">Performance Start Date</a>	<a href="#">NAICS Code</a>	<a href="#">Additional NAICS Code</a>	<a href="#">Closing Date</a>	<a href="#">POC</a>	<a href="#">POC Phone</a>
<a href="#">SOL-010118</a>	C. F. McDonald Electric, Inc.	TX Houston,Houston	01/12/2023	238110 Poured Concrete Foundation and Structure Contractors	238110 Poured Concrete Foundation and Structure Contractors,238220 Plumbing, Heating, and Air?Conditioning Contractors ,238910 Site Preparation Contractors,238320 Painting and Wall Covering Contractors,238140 Masonry Contractors,238120 Structural Steel and Precast Concrete Contractors	01/11/2024	Diane Dollar	713-009-1368 dia
<a href="#">SOL-N6247822D4011</a>	Dutra Group, The	HI	04/03/2023	237990 Other Heavy and Civil Engineering Construction	N/A	12/08/2023	Donna Fraser	N/A
<a href="#">SOL-12292022 City of Elko</a>	MKD CONSTRUCTION	NV Elko	02/21/2023	237310 Highway, Street, and	N/A	12/12/2023	Michael	775-245-1000 ml

# MARKETING YOUR HUBZONE BUSINESS

# MARKETING YOUR HUBZONE BUSINESS

Have an up to date DSBS profile

<http://dsbs.sba.gov>

Skip Navigation > Accessibility Options >

**SBA** DSBS **Mobile View** **Print** **Exit** **Help**  
**DSBS** **Quick Market Search** **TM OnLine**

the firm is at least one of: service-disabled veteran owned;  
the profile location is in: Wisconsin;  
the profile's status is Active;  
and randomized by original start time of search: 2019-04-20 12:56

Data validation took 0.02 seconds. The count and search queries took 2.66 seconds and 3.02 seconds, respectively.

Displaying profiles 1 - 25 (of 177 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capa
1	<a href="#">ELE JANITORIAL SERVICES LLC</a>	James Curry	<a href="#">5225 W BELOIT ROAD MILWAUKEE, WI 53214-5335</a>	Provides full cleaning/janitorial services including window cleaning, strippin
2	<a href="#">Buckner, Michael DEAR Management Consulting Company</a>	Michael Buckner	<a href="#">11125 88th St Pleasant Prairie, WI 53158-1328</a>	D.E.A.R. is a SDVOSB, minority owned small business that provides except staff development training, employee empowerment strategies.
3	<a href="#">Marc-On Shooting LLC</a>	Daniel R Marcon	<a href="#">4089 124th St Chippewa Falls, WI 54729-2791</a>	
4	<a href="#">414RESTORE LLC</a>	BRIAN FARNAND JR	<a href="#">6426 S. 35TH ST APT 6 FRANKLIN, WI 53132-8718</a>	remodeling construction (including additions, alterations, reconstruction, m multifamily. Included in this industry are remodeling general contractors, fc management firms.
5	<a href="#">MISSION FIRST GLOBAL, INC.</a>	JONATHAN F LEHMAN JR	<a href="#">617 N 74TH ST WAUWATOSA, WI 53213-3603</a>	Delivering quality services to U.S. government entities worldwide, through
6	<a href="#">Heale Manufacturing Co., Inc.</a>	ROD COPEES	<a href="#">1231 The Strand Waukesha, WI 53186-3861</a>	MILITARY & COMMERCIAL ELECTRIC WIRE HARNESSES CABLE ASSEMBLIE: IGNITION LEADS BATTERY CABLES JUMPER CABLES BUSS BARS SUPPRESE
7	<a href="#">FRANK'S INC</a>	Jenny Levknecht	<a href="#">N2467 KORONKIEWICZ LN PESHTIGO, WI 54157-9549</a>	
8	<a href="#">Menet Aero, Inc.</a>	Peter Menet	<a href="#">517 E Orjen St Milwaukee, WI 53207-1611</a>	Menet Aero provides world class aviation and Unmanned Aircraft System (L military trained aviators that have performed manned and unmanned aviat post processing of the data we collect. The industries we have commercial measurement and site survey), construction (photogrammetric survey & pr

**This is generally a self-certifying database. The SBA does not make Development, HUBZone or Small Disadvantaged Business status. The 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)

Searching within a State: (Requires exactly one state from the State list at i  
 Congressional District: [Help](#)

Country:  Select 1 State, then press Lookup

# MARKETING YOUR HUBZONE BUSINESS

Access and  
Update  
through SBA  
Connect:

<https://connect.sba.gov>

The screenshot shows the SBA CONNECT dashboard. At the top left is the SBA U.S. Small Business Administration logo and the word 'CONNECT'. At the top right are navigation links for 'Home', 'Dashboard', and 'Profile'. Below this is a section titled 'Your Access' which contains a list of services:

- + SBIC Web – Small Business Investment Company**
- + Entrepreneurial Development Management Information System (EDMIS)**
- DSBS**
  - DSBS Profile
- + Subcontracting Network(Sub-Net)**
- + HUBZone Portal**

# MARKETING YOUR HUBZONE BUSINESS

- Develop a targeted capability statement



**ATHENA**  
CONSTRUCTION GROUP

## CAPABILITIES STATEMENT

Circle 148133719  
CAGE 81295

**CERTIFICATIONS**  
SDVOSB (SBA Verified)  
9000  
W8000 (DBA)  
888 Virginia, Texas,  
Louisiana, Maryland

**NAICS CODES**  
840000  
232210 Remodeling, Restoration,  
232210 Rough Carpentry  
232210 Drywall, Plaster, Hardwood  
232210 Electrical  
232210 Drywall  
232210 Framing

**BONDING**  
\$50M self-admin aggregate

**OFFICE LOCATIONS**  
Aurora, Virginia  
New Orleans, Louisiana  
San Antonio, Texas

**KEY PERSONNEL**  
James Pashley, President  
Michelle Strickland, VP  
Dany Rouse, CFO  
Shelby Henderson, COO

**CONTACT INFO**  
Athena Construction Group, Inc.  
18281 Zouffrin Shopping Plaza  
Aurora, Virginia 22024

703.221.7133 office  
703.221.7929 fax  
www.athenacgroup.com  
info@athenacgroup.com

### COMPANY SUMMARY

Athena Construction Group is the oldest, largest and most respected SDVOSB, W8000, HUBZone construction company in America. We specialize in General Contracting and self-performing the installation of Doors, Frames and Hardware and Drywall. Widely acknowledged for our integrity and ability to complete complex difficult projects, Athena is the company of choice for federal agencies, large General Contractors and private clients.

With significant federal experience our staff has in excess of 100 years of construction expertise. Combined, our professionals speak six different languages, have multiple degrees in engineering, and have OSHA 30, USACE CQI-LASHE, ICRA and LEED certifications.

We are proud to have Hensel Phelps as our Mentor in the DoD Mentor Protégé program.

### CORE COMPETENCIES

Rough Carpentry  
Interior Build-out  
Furniture Supply & Installation  
Painting  
Doors, Frames, Hardware & Installation  
Light Commercial Construction  
Highway Work

### CORPORATE EXPERTISE

Following is a list highlighting some of our accomplishments to date:

**PROJECTS**

<b>FEDERAL CLIENTS</b>	<b>PRIVATE CLIENTS</b>
<ul style="list-style-type: none"> <li>Walter Reed Medical Center</li> <li>VA Healthcare, VA Cemetery</li> <li>DHS, St. Elizabeth's</li> <li>ICC-B</li> <li>Fl. Belvoir Community Hospital</li> <li>Pax River</li> </ul>	<ul style="list-style-type: none"> <li>VA, Audie Murphy</li> <li>POFF Federal Building</li> <li>Canon House Office Building</li> <li>Camp Pendleton Naval Hospital</li> <li>WWII Memorial</li> <li>National Museum of the Marine Corps</li> </ul>
<ul style="list-style-type: none"> <li>Baker Daniels</li> <li>Blank Rome LLP</li> <li>Epstein Becker Green</li> <li>Frederick Community College</li> <li>George Mason University</li> <li>Raytheon</li> </ul>	



**CFS**

**Custom Fabricating & Supplies**  
5500 West Oakwood Park Drive  
Franklin, WI 53132  
(P) 414-421-2600 (F) 414-421-2700

Certified  
**SBA WOSB**  
Women Owned Small Business

**Capability Statement** [www.customfabricate.com](http://www.customfabricate.com)

Founded in 2001, Custom Fabricating & Supplies (CFS) is a privately held, certified Women Owned Small Business located in Franklin, Wisconsin. Our 30+ years of expertise along with our Custom Rubber Molded Parts and Die Cuts, Extrusions, 3D Rapid Prototyping and same day shipping on stock items have made us an industry leader in Masking Protection and Plastic Finishing. Providing Great Customer Service is top priority and our goal has been the same since day one – to make sure YOU are completely satisfied!

**Company Snapshot**

CAGE Code: 4L1K1  
DUNS Number: 058065520

**Industries Served**

- Military and Defense
- Aerospace and Automotive
- Medical and Dental
- Electronics and Lighting
- Wholesale and Manufacturing

**Core Competencies**

3D Rapid Prototyping  
Masking Protection  
 Caps  
 Plugs  
 Tapes  
 Hooks

Custom Rubber Molded Parts,  
Die Cutting and Extrusions  
 Surface Protection  
 Mounting & Holding  
 Seals  
 Gaskets  
 Spacers  
 Shielding  
 Masking  
 Insulators  
 Bumpers  
 Grommets  
 O-Rings

**Primary NAICS Codes**

322220	Paper Bag and Coated and Treated Paper Mfg.
326112	Plastic Packaging Film and Sheet (Including Laminated) Mfg.
326199	All Other Plastics Product Mfg.
326291	Rubber Product Manufacturing For Mechanical Use
326299	All other Rubber Product Mfg.
333999	All Other Miscellaneous Purpose Machinery Mfg.
339991	Gasket Packaging And Sealing Device Mfg.

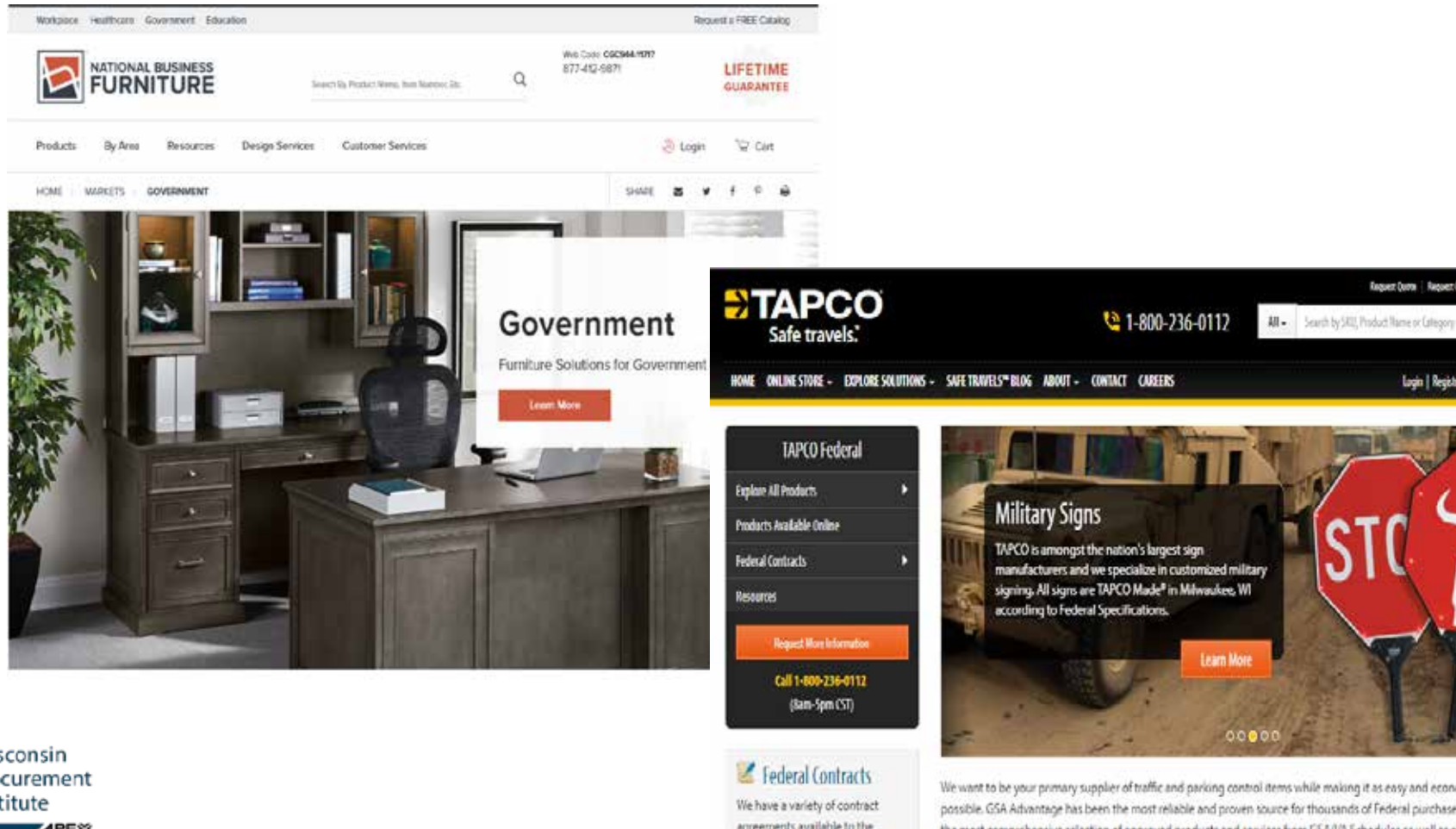
**Quality Policy**  
To Exceed our customers expectations in quality, delivery and cost through continuous improvement and customer interaction

ISO 9001 Quality Management

3M Preferred Contractor

# MARKETING YOUR HUBZONE BUSINESS

- Develop a targeted and strong website



# MARKETING YOUR HUBZONE BUSINESS

- Develop a prepared verbal introduction of your business
  - SHORT and TIGHT introductory statement – maybe 30 seconds or so
    - Who you are
    - What you do
    - Keep it businesslike
    - Try it – refine it – try it – refine it – until you feel it is just right

# MARKETING YOUR HUBZONE BUSINESS

- Attend events and Network

The screenshot shows the SAM.gov search results page. The search criteria include 'All Words' and 'Exact Phrase'. The search results list several notices, including 'International Special Operations Forces (ISOF) Range 2024 R&D' and '58--YOSEMITE NP AVIATCARE WARRANTY AND SUPPORT'. The page includes filters for Federal Organizations, Dates, Notice Type, Product or Service Information, Set Aside, Place of Performance, Contract Awardee, and Status. The status filter is set to 'Active'.

The screenshot shows the WPI Wisconsin Procurement Institute website. The header includes the WPI logo and navigation links for BLOG, SERVICES, ABOUT, and CLIENT PORTAL. The main navigation bar features buttons for EVENT CALENDAR, FEDERAL GOVERNMENT, STATE & LOCAL GOVERNMENT, CYBER & SECURITY, and SUCCESS & AWARDS.

[← All Events](#)

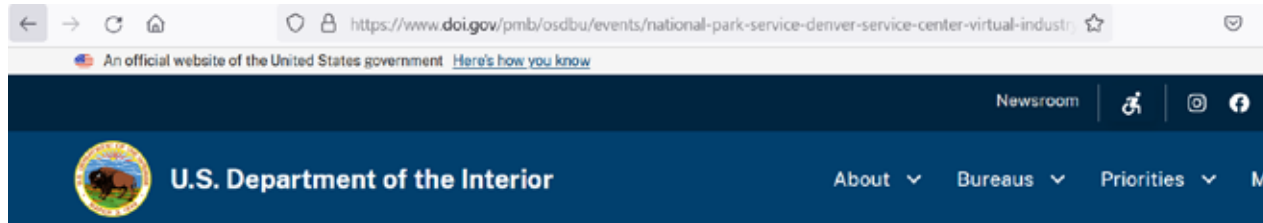
## MARKETPLACE WISCONSIN: GOVERNOR'S CONFERENCE ON DIVERSE BUSINESS DEVELOPMENT

December 6, 2023 - December 7, 2023



# MARKETING YOUR HUBZONE BUSINESS

- Attend events and Network



## National Park Service - Denver Service Center Industry Day

## 16TH ANNUAL END OF YEAR FEDERAL CONTRACTOR UPDATE – IN-PERSON

**DATES**  
Wednesday, January 25, 2023 - 12:00am - Wednesday, January 25, 2023 - 11:59pm

**January 25, 2024 @ 7:30 am - 5:30 pm**

**LOCATION**  
Virtual

[Add to calendar](#)



12/26/2023

24

# PRESENTED BY

**Benjamin Blanc**

[BenjaminB@wispro.org](mailto:BenjaminB@wispro.org) | 414-270-3600

**Wisconsin Procurement Institute (WPI)**

10437 Innovation Drive, Suite 320 | Milwaukee, WI 53226

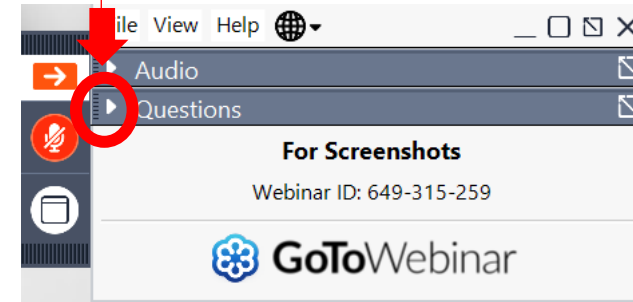
[www.wispro.org](http://www.wispro.org)

# QUESTIONS?



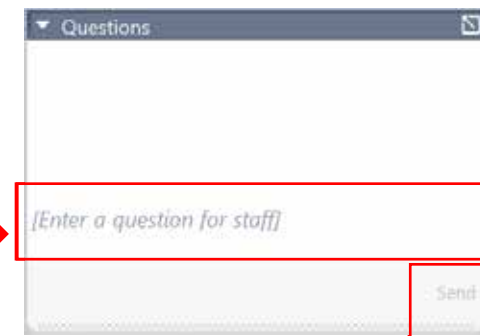
## OPENING THE QUESTIONS BOX

Click here to access  
within the Control Panel



## USING THE QUESTIONS BOX

Type questions  
here at any time  
during a  
presentation



Click Send when ready to submit a question

# UPCOMING TRAINING - EVENTS

# ACQUISITION HOUR LIVE WEBINAR SERIES

- December 12  
**The HUBZone Program – Certification Benefits and Regulations**
- December 13  
**Analyzing and Responding to Federal Construction Solicitations**
- January 10  
**Mastering Federal Construction Contract Performance**

**...More information and registrations at [wispro.org/events](https://wispro.org/events)**

*Registration Now Open*

# 16<sup>th</sup> Annual End of Year Federal Contractor Update

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# January 25

*In Person | Milwaukee, WI*

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Join Wisconsin's Federal contractors and subcontractors for this annual event. Briefings during the event will provide an overview of the current Federal contracting environment as well as highlight up and coming trends for future business opportunities.

***[Wispro.org/events](http://Wispro.org/events)***



*Registration Now Open*



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# Announcing 2024 Evening FAR Sessions

*January 30 – March 19*

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*[Wispro.org/Events](https://wispro.org/events)*

December 12, 2023

# SURVEY



# CONTINUING PROFESSIONAL EDUCATION



This webinar is eligible for 1 CPE credit.  
For a certificate of this credit please contact:

**Jack Laufenberg**

[jackl@wispro.org](mailto:jackl@wispro.org)

# PRESENTED BY

Wisconsin Procurement Institute (WPI)

[www.wispro.org](http://www.wispro.org)

# Ben Blanc

Wisconsin Procurement Institute

benjaminb@wispro.org | 414-270-3600

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