



## **Fullerform Systems, INC is Certified as a Qualified HUBZone Business**

We are proud to announce that in July 2010 Fullerform Systems received approval as a HUBZone certified supplier by the Small Business Association. As one of only a few qualified companies in Phoenix that deals in the waterworks area, we are pleased to be among the first to demonstrate our commitment to our customers as well as our community.

### **WHAT THIS MEANS TO OUR CUSTOMERS**

Any company conducting business with the Federal Government (directly or indirectly) is required to award business to HUBZone suppliers at a defined percentage rate. Based on total federal prime contract awards for fiscal year (FY) 2010 the goal 3%.

### **TYPES OF HUBZone Contracts**

**Competitive** HUBZone contracts may be awarded if the contracting officer has a reasonable expectation that at least two qualified HUBZone small businesses will submit offers and the contract can be awarded at a fair market price.

**Full and open competition** contracts may be awarded with a **price evaluation preference**. The offer of the HUBZone small business will be considered **lower than the offer of a non-HUBZone/non-small business** provided that the offer of the HUBZone small business is not more than 10 percent higher.

**Sole source** HUBZone contracts may be awarded if the contracting officer does not have a reasonable expectation that two or more qualified HUBZone small businesses will submit offers, determines that the qualified HUBZone small business is responsible, and determines that the contract can be awarded at a fair price. The government estimate cannot exceed \$5 million for manufacturing requirements or \$3 million for all other requirements.

*For example:*

Company "A", a federal contractor, bids on a government contract.

Compared to other companies, if Company "A" demonstrates higher HUBZone utilization, the Company "A" will receive a **ten percent (10%) price preference** compared to their other bids.

### **HUBZone PROGRAM HISTORY**

The HUBZone program was enacted into law as part of the Small Business Reauthorization Act of 1997 and falls under the auspices of the United States Small Business Association (SBA).

The SBA regulates and implements the program, determines which businesses are eligible to receive HUBZone contracts, maintains a listing of qualified HUBZone businesses that federal agencies can use to locate prospective vendors.

The program encourages economic development in Historically Underutilized Business zones, "HUBZones"—through the establishment of preferences and by providing access to more Federal contracting opportunities.

## **WHAT THIS MEANS TO OUR COMMUNITY**

The HUBZone empowerment-contracting program provides federal contracting opportunities for qualified businesses located in distressed areas to promote economic development and employment growth.

## **IDENTIFYING HUBZone FIRMS AND THE SBA**

To search for eligible HUBZone businesses, contracting officers can use SBA's Procurement Marketing and Access Network (PRO-Net) at: <http://pro-net.sba.gov>. For additional information: U.S. Small Business Administration HUBZone Empowerment Contracting Program 409 Third Street, SW, 8th floor Washington, D.C. 20416, Phone 202-205-8885 or go to [www.sba.gov/hubzone](http://www.sba.gov/hubzone) E-mail: [HUBZone@sba.gov](mailto:HUBZone@sba.gov)