



**US Army Corps
of Engineers®**

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Hawaii Designated as Small Business HUBZone for Federal Contracting

By Monica Kaji, Honolulu District

(FT. SHAFTER, HI - NR-19-06) Small businesses in Hawaii who previously had to compete with large businesses for government contracts may now compete in acquisitions set-aside for Historically Underutilized Business Zone or HUBZone small businesses.

This is great news for Hawaii small businesses wanting to do business with the federal government as the entire State of Hawaii is now classified as a HUBZone.

Set-asides, especially for construction opportunities, would increase opportunities and contract awards for small business while also helping the U.S. Army Corps of Engineers' Honolulu District meet its small business goal of 43% of total contracted dollars.

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2-2-2 CORPS HUBZone

The HUBZone Empowerment Contracting Program was enacted into law as part of the Small Business Reauthorization Act of 1997. The program encourages economic development in historically underutilized business zones, HUBZones, by providing Federal Contracting preferences to small businesses that obtain HUBZone certification.

To qualify for the HUBZone Program,

- The concern **must** be a small business;
- The concern **must** be owned and controlled by one or more US citizens;
- The principal office **must** be located in a HUBZone; and
- At least 35% of the concern's employees **must** reside in a HUBZone.

The greatest benefit of the program is that HUBZone firms can participate in restricted competition contracts and negotiate sole-source contracts on a limited basis. In addition, HUBZone firms are eligible for 10 percent price evaluation preference when bidding against large businesses in full and open competitions.

The Small Business Administration HUBZone website now shows the entire State of Hawaii is a HUBZone whereas previously only the islands of Kauai and Hawaii and several census tracts on Oahu were designated as HUBZones.

Hawaii small business firms wanting to take advantage of preferences the federal government offers through the HUBZone program must first be certified as HUBZone contractors, but the process is relatively simple. To apply, small business concerns may use the electronic application directly on the HUBZone website:

<http://www.sba.gov/hubzone/>.

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3-3-3 CORPS HUBZone

To learn how to do business with the Army Corps of Engineers, the following website provides a step-by-step approach to the Department of Defense Marketplace: http://www.acq.osd.mil/osbp/doing_business/DoD_Contracting_Guide.htm. You may also contact the Honolulu District Deputy for Small Business, Monica Kaji, at 438-8586 or email monica.a.kaji@usace.army.mil.

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