



## Virtual Small Business Training Week 2021 August 17 - 19

### Session Q&As

Day 2: Wednesday, August 18 @ 4:30pm – 5:30pm

Session: The HubZone Program: Understanding the Changes for Contracting Officers

Q	<b>Are HubZone Construction firms required to bid against other HZ firms, or do they receive Sole-Source contracts?</b>
A	<p>The HUBZone regulations provide:</p> <p><b>§ 126.612 When may a CO award sole source contracts to HUBZone small business concerns?</b></p> <p>A contracting officer may award a sole source contract to a HUBZone small business concern only when the contracting officer determines that:</p> <ul style="list-style-type: none"><li>(a) None of the provisions of §§ 126.605 or 126.607 apply;</li><li>(b) The anticipated award price of the contract, including options, will not exceed:<ul style="list-style-type: none"><li>(1) \$7,000,000 for a contract assigned a manufacturing NAICS code, or</li><li>(2) \$4,000,000 for all other contracts.</li></ul></li><li>(c) Two or more HUBZone small business concerns are not likely to submit offers;</li><li>(d) A HUBZone small business concern is a responsible contractor able to perform the contract; and</li><li>(e) In the estimation of the CO, contract award can be made at a fair and reasonable price.</li></ul> <p>13 C.F.R. § 126.612. Thus, certified HUBZone small businesses (including construction firms) may only receive a HUBZone sole source contract if the above requirements are met. If the above requirements are not met, the contract may be set-aside for HUBZone small businesses.</p>
Q	<b>Do you have a list of HUBZone contractors that hold SeaPort-e contracts?</b>
A	No, SBA does not maintain contract data related to specific HUBZone small business concerns.

<b>Q</b>	<b>For a Full and Open Competition buy if the PEP clause is not included in the solicitation and the lowest offeror is a Large Biz can a HBZN offeror use the PEP rule?</b>
<b>A</b>	The HUBZone price evaluation preference is applicable for any full and open competition, whether or not the clause is included in the solicitation. This is because the HUBZone price evaluation preference is a statutory requirement. However, where a full and open solicitation does not include the HUBZone PEP clause, we would encourage prospective HUBZone offerors to reach out to the contracting officer to request that the solicitation be amended.
<b>Q</b>	<b>Is the System ever going the way of LOGIN.GOV?</b>
<b>A</b>	While we are continuing to explore opportunities to replace the current system, we are not at a point of determining the platform that will be used.
<b>Q</b>	<b>Are Hubzones encourage to go on SEAPORT?</b>
<b>A</b>	SBA encourages HUBZone small businesses to pursue any contract opportunities they are capable of performing.
<b>Q</b>	<b>is there a technical POC for the DSBS? If there is a DSBS issue - the FSD directs people to SBA for help?</b>
<b>A</b>	Questions related to DSBS should be directed to <a href="mailto:GLS@sba.gov">GLS@sba.gov</a> .
<b>Q</b>	<b>Is the DSBS an SBA system?</b>
<b>A</b>	Yes
<b>Q</b>	<b>SAM now says look at representations and certifications for HUBZone certification. As I understand it the representations and certifications are filled out by the contractor.</b>  <b>Does SAM or SBA verify what the contractor puts in their reprs/certs?</b>  <b>Is SAM okay for a prime contractor to verify HUBZone certification IAW FAR 52.219-9(e)(4)?</b>
<b>A</b>	HUBZone certification is indicated in a firm's DSBS profile, and DSBS shares this information with SAM so it is reflected in the firm's SAM profile. Only SBA can change a firm's HUBZone status in DSBS. Thus, a prime contractor can verify a subcontractor's HUBZone certification by checking DSBS or SAM.
<b>Q</b>	<b>Will you clarify how HUBZone company can obtain a sole source order?</b>
<b>A</b>	See the answer to the first question above, discussing the requirements for issuing a HUBZone sole source award.

**Questions Below Were Answered Live During the Presentation and Do Not Require an Additional Response**

Q	What is the process for a small business to have the Governor petition for an addition to the map? I'm a PTAC consultant and had a client ask me these questions. Thank you.
Q	Any time update on when the application is moving away from GLS to another platform?
Q	But what if clause 52.219-4 Notice of Price Evaluation Preference for HUBZone Small Business Concerns. is not in the Solicitation?
Q	Will there be an increase in the DOD Goals for HUBZones?
Q	So if there is a SB, large business and HZ firms, you apply 10% PEP to both SB and large business?
Q	Does a HZ have to provide the product of another HZ or can they provide the product of a SB for a aHZ set aside?
Q	If a " full and open procurement" is conducted and the government receives offers from both large and small business and the two lowest bidders are small business will they get the PEP?
Q	Should DSBS and SAM match in terms of certifications?
Q	What are the most common products/services that are obtained using HUB zone contracts?
Q	Are you available to provide training to Organizations on HUBZones? Or are there any other resources available to assist organizations in awarding to HUBZones. We struggle to meet our goal each year and the goal is becoming more aggressive.