

HUB Zones and You- How can this business zone designation put you on the map for federal contracts?

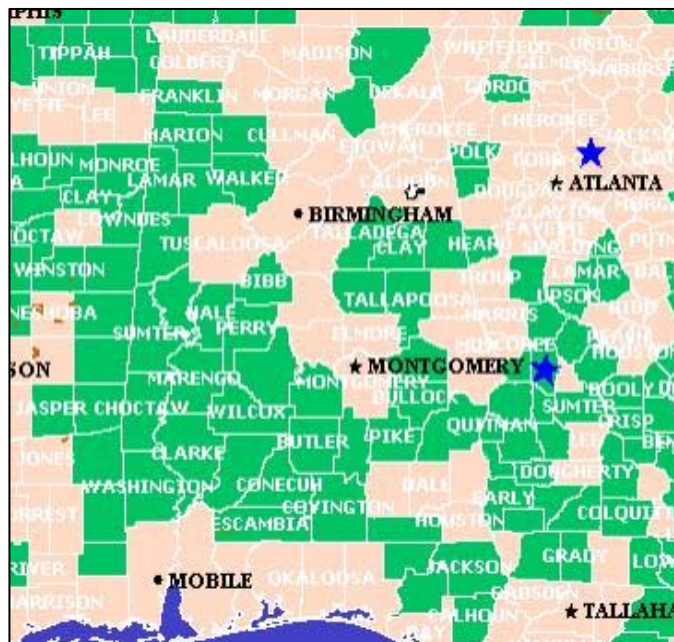
Did you realize that virtually all counties in rural Southwest Alabama, north and east of the City of Mobile and Baldwin County, are designated as Historically Underutilized Business Zones (HUB) Zone counties?

Each year, when federal contracts for services are bid, up to 3% of those contracts must be sub-contracted to HUB Zone companies. In the coming months, NASA will bid over \$1 billion in contracts for products ranging from janitorial services and supplies, lumber, pest control, grounds maintenance, IT development/maintenance, as well as contracting for the design and manufacture of components for the new ARES Space Vehicle that will replace the Space Shuttle in 2011. Most of these contracts are for five or more years. NASA has tripled the amount of contracts that must be set aside for HUB Zone companies. Companies in our region producing almost any type of service or product have an opportunity to do business with NASA or any other federal agency.

The Fourth Annual Rural National Supplier Conference will be held on Wednesday, August 13 at the Thomasville Civic Center. This conference will focus heavily on the specific types of contracts being bid and what business leaders must do to qualify as bidders. Due to the overwhelming response from event sponsors, organizers are now waiving the \$25 registration fee. Simply register online at thomasvilleal.com (click on supplier conference) or call 334-636-5675. Registering by 5 p.m. on Thursday, August 7 will ensure an information-filled conference package and lunch ticket along with a custom name tag for participants. Last-minute participants may register on the day of the event at the door, but lunch tickets may not be available due to the large number of preregistered participants.

Alabama Congressman Artur Davis, Congressman Jo Bonner, and Alabama Dept. of Post Secondary Education Chancellor Bradley Byrne will be present along with other state and local leaders. Small Business development specialists from NASA and the Marshall Prime Contractor Supplier Council, along with a host of top-tier federal contractors will be here to talk, one on one. These representatives from companies such as Boeing, Northrop Grumman, CSC, SAIC, and Teledyne Brown Engineering will be on hand to explain to business leaders how their organizations can become qualified HUB zone companies. Small Business Administration (SBA) representatives will join other Government agency representatives in a resource room to provide additional assistance.

The green areas on the map below represent the HUB Zone designated areas in the region.



This event is sponsored in part by Coastal Gateway Economic Development Authority, the City of Thomasville, and Southwest Alabama Chamber of Commerce.