



HUBZone Briefing 2017



FEFA Corporate Overview

- Current Top Secret Facility Clearance
- Approved Operating Policies and Procedures
- ISO 9001:2015 Certified
- Six Sigma Trained PMs
- Internal Training Programs
- DCAA Compliant Accounting System





Sources Sought Notices

Sources Sought Notices- *Are they worth it?*

- Rule of Two, the more the merrier
- You have to know who's out there
 - SBA Dynamic Small Business Search
 - Government Contracting Business Events
(not just HUBZone and small business events)



Every Agency Needs HUBZone Firms

Know the agencies

- If they buy what you sell HUBZone will be a bonus
- You need to make a business decision
 - They are meeting HUBZone goals
 - Do they still need you
 - They are NOT meeting HUBZone goals
 - Could it be a reason?
- Regardless of they agency meeting or not meeting HUBZone goals, don't let that be your deciding factor.



Marketing

Relationships Matter

- Do you know the Small Business Rep.
- More importantly, do they know you?
- Do you know anyone in the Contracts Office
- More difficult, but most important, do you know the Program Officials.



Being a Subcontractor

New rules place added pressure on Large Primes

- They need to meet their HUBZone subcontracting targets just like the agencies



Resources

- **Govwin**
- **FPDS**
- **SBA Dynamic Small Business Search**
- **USASpending.gov**
- **Agency Forecast**



Environmental Challenges

Bundling is a bad word BUT it's happening
(or something like it)

How has this affected government contractors?

Fewer RFPs

RFPs are larger and more complex

Require Greater focus on Teaming

Environmental Challenges

Increasing Emphasis on Low Price LPTA

Direct Impact on Profitability

Environmental Challenges

Protests Increasing

HUBZone Protest in Particular



Spending

Government-wide Overall FY17

Goal Category	Eligible Dollars ?	Actual Dollars	Goal %	Actual %
Small Business	\$66.3B	\$13.2B	23%	19.85%
Small Disadvantaged Business	\$66.3B	\$5.1B	5%	7.72%
Women Owned	\$66.3B	\$2.9B	5%	4.43%
Service Disabled Veteran Owned	\$66.3B	\$2.4B	3%	3.62%
Certified HUBZone Small Business	\$66.3B	\$680.0M	3%	1.03%



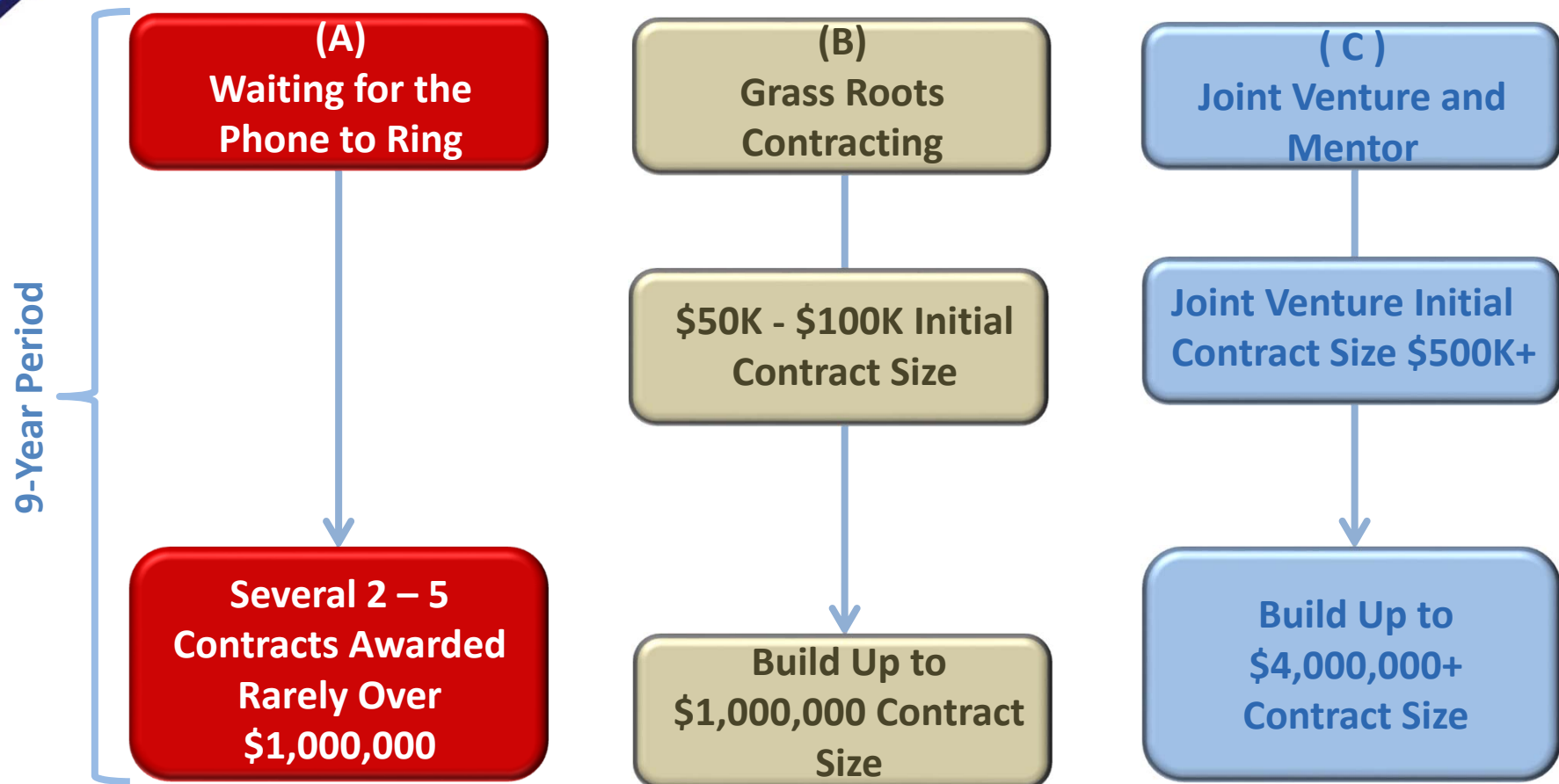
Spending

Government-wide Overall FY16

Goal Category	Eligible Dollars ?	Actual Dollars	Goal %	Actual %
Small Business	\$410.4B	\$99.9B	23%	24.35%
Small Disadvantaged Business	\$410.4B	\$39.1B	5%	9.53%
Women Owned	\$410.4B	\$19.7B	5%	4.79%
Service Disabled Veteran Owned	\$410.4B	\$16.3B	3%	3.98%
Certified HUBZone Small Business	\$410.4B	\$6.9b	3%	1.67%

Marketing Plan for 8 (a) Federal Contracting

The Three Paths for Small 8a Firms with Potential





Contact Information

FEFA, LLC

**101 Lakeforest Blvd; Suite 406,
Gaithersburg, Maryland; 20877**

**Tyson Bellamy
tbellamy@fefallc.com**

**301.998.6584(v)
www.fefallc.com**