



**THE HUB CLUB**  
- PROCURING CONTRACTS FOR AMERICA -

## FAQs

### 1. What is the HUB Club™?

The HUB Club™ is an association of businesses who are motivated to secure contracts with Federal Agencies and Prime Contractors. The HUB Club™ provides and aids consultation and marketing direction on securing Federal contracts for HUB Club™ Members through the Socioeconomic Certifications with the United States Small Business Administration programs. The HUB Club™ has been assisting small businesses with securing contracts since 2003. The HUB Club™ works like a Sports Agent for businesses. The HUB Club™ will assist, market, and secure the opportunities for HUB Club™ members. The HUB Club™ aids all HUBZone, Women, Disadvantage Small Business, Small Business, 8(a), Disabled Veteran and Veteran owned businesses.

### 2. Why should I join the HUB Club™?

The HUB Club™ provides a unique model of working with businesses in marketing and securing contracts. When you join the HUB Club™, you are assisted in securing a UIE number, registering with SAM (System Award Management – the Federal system of contracting), and assisted in processing your program certification in the Federal System (HUBZone, Women, Disadvantage Small Business, Small Business, 8(a), Disabled Veteran and Veteran owned businesses). The HUB Club™ provides research for Federal opportunities according to your NAICS Codes. The HUB Club™ will assist in producing marketing tools for broadcasting/marketing to Federal Purchasing Agents.

### 3. What benefits do I receive for joining the HUB Club™?

The HUB Club™ provides many benefits like weekly or monthly listings of Federal procurement opportunities (researching which Federal Agencies that uses your NAICS Codes and working through the yearly forecasting of every Agency to identify your opportunities). The HUB Club™ provides specialized marketing tools and pinpoint broadcasting/marketing to Federal Agencies for the maximum result. The HUB Club™ also provides access to specialized services ranging from accounting to staffing needs at discounted services.

### 4. How do I join the HUB Club™?

To join the HUB Club™, a membership fee is charged. Once registered, the potential new member is interviewed through our state-of-the-art screening process. Once approved, as a Premium Member, the member will be given opportunities to attend Government



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Lunch Club Meetings (GLC Meetings) and have one on one sessions with the HUB Club™ staff on how to succeed with contracting with the Federal Government. Once approved for an Event Membership, the approved member will be given a selection of GLC Meetings according to their level of membership. Onboarding of all new members will take up to 30 days from approval.

## **5. How much does it cost to join the HUB Club™?**

The cost for the Fiscal Year 2023-2025 membership:

### Premium Membership

- Enterprise - \$50,000
- Platinum - \$25,000
- Gold - \$10,000

### Events Membership

- Silver - \$5,000
- Bronze - \$3,000
- Associate - \$1,000

## **6. How does the HUB Club™ make money?**

The HUB Club™ is solely based on membership fees. The HUB Club™ secures Sponsorships for events.

## **7. What does the HUB Club™ mean?**

The HUB Club™ was based off the SBA's HUBZone Program. Since 2003, the HUB Club™ was primarily focused on the HUBZone Program, the decision was made to call the group *The HUB Club™* and now works with all types of small businesses.

## **8. What is the HUBZone Program?**

The HUBZone Program is the Historically Underutilized Business Zone (HUBZone) Program under the direction of the United States Small Business Administration. The HUBZone Program was created in 1997. The HUBZone Program promotes economic development and employment growth in distress areas by providing access to Federal contracting opportunities.

The HUBZone Program requires all Federal Agencies to work with HUBZone Certified Designated Businesses. The HUBZone program is based on geographic areas and 35% HUBZone employees working for the business.



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## **9. What is so special about the HUBZone Program?**

The HUBZone Program is administered and operated by the U.S. Small Business Administration. The HUBZone Program mandates by law that 3% of all Federal contracts must go to HUBZone certified companies. With only 3,924 HUBZone certified companies (as of October 1, 2023), there is at least \$50,000,000,000 in contracts for all types of products and services through the HUBZone Program. The Federal Government purchases every conceivable type of product and services available in the United States. The SBA Size Standard Manual gives a description of every product and service that the Federal Government purchases every year.

## **10. How much does it cost to be certified as a HUBZone company?**

Filing directly with the SBA's HUBZone Program is completely free. Most procurement consulting companies do charge anywhere from \$10,000 to \$100,000 for their assistance. The HUB Club™ does not charge for your SAM registration or assisting with the HUBZone Certification. There are fees for securing of any other designation like MBE/WBE/DBE, but these costs are minimal, and some local municipalities do charge filing fees.

The HUB Club™ does not charge a percentage of your business or contract. The HUB Club™ provides technical assistance and services for your success.

FOR MORE INFORMATION CONTACT VICTOR SANTANA

### **CONTACT INFORMATION:**

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