

Subject: Profit from Trends in Government Spending - October 2011

Profit from Trends in Government Funding

Quarterly Forecast

October 2011

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Free Workshop

Judie Eisenberg, President of Proposal Pro, will lead a free business workshop, Writing a Competitive Proposal, on Thursday, November 17, 2011.

Sponsored by the Southwest Brooklyn Industrial Development Corp., the interactive workshop will run from 8:30 a.m. to 10:30 a.m. at the SBIDC, 241 41st Street, Brooklyn, NY. Call Mark Genua at SBIDC for details: 718-965-3100, ext. 111.

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Greetings!

3,400 HubZone Firms Face Decertification

The US Small Business Administration (SBA) is redesignating HUBZone areas nationwide - and in the process, making companies located in those areas no longer eligible for set-asides that help them to obtain Government contracts. The SBA has said the changes may result in 3,400 businesses being decertified nationwide in a process that began October 1.



The Historically Underutilized Business Zone (HUBZone) Program creates incentives for businesses to move into and hire from areas in which the average income of residents is less than 80% of the state's average wage, or where the unemployment rate is 140% or greater than the unemployment rate of the state.

The SBA reports that updated (2010) US Census data indicates that many HUBZones no longer meet requirements for economic distress because of "an improvement in their economic condition." In July, the SBA estimated that these changes in economic condition could potentially affect nearly half of all HUBZone participants.

Many HUBZone firms don't see the economic improvements that the SBA is citing, and question the Administration's action in a time of recession. The SBA's process for voluntarily decertifying, protesting and/or reapplying for certification can be found on its website:

<http://www.sba.gov/content/notice-expiration-redesignated-hubzones-october-1-2011>

Acronym Finder

Has the Government's penchant for acronyms left you thinking, WTF? Use the Acronym Finder, an online database of more than 1 million commonly-used initials and abbreviations and their translations. Link through the [Proposal Pro's Resource](#) page.



Proposal Pro Wins Contracts

Proposal Pro clients won more than \$2.36 million in contract awards this summer, and worked with our team to identify another \$5 million in potential funding. Can we help you? Call 914-633-3352 for a free 10-minute consultation.

Our Secrets - In Your Hands

Proposal Pro's *Write to Win*TM audio CD and eBook provide the inside information that savvy proposers use to win large-scale contract awards: <http://www.wingovtcontracts.com>

Contact Us

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