U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, DC 20416

Original
Certification
Date:05/07/2009

Penny Challender - Government Liason Manager
HAYES MANUFACTURING, INC.
6875 U S HWY 131,
Fife Lake, MI, 49633-0000

Dear Penny Challender:

Welcome to the HUB*Zone* Program. I am pleased to advise you as that effective May 07, 2009 your application for certification as a "qualified HUB*Zone* small business concern (SBC)" has been approved. Your firm is now eligible to receive HUB*Zone* contracting opportunities, and will be included in the listing of qualified HUB*Zone* small business concerns found on the Internet at http://www.sba.gov/hubzone. To apply for HUBZone Program certification, your firm had to be registered in the Central Contractor Registration/SBA Supplemental Page Information (CCR/SBA Supplemental Page Information) systems. For your firm to receive benefit from the HUBZone Program, that is, to be identified by contracting officers as eligible to receive HUBZone contracts and to be paid under any such contracts, it is essential that you update your CCR/SBA Supplemental Page Information records at least annually. If you need assistance in updating your CCR/SBA Supplemental Page Information, please contact the CCR Assistance Center at 888-227-2423 or 269-961-4725, or the SBA Supplemental Page Information Help Desk at PRONET@SBA.GOV.

If there are material changes in your firm such as, change in ownership, business structure, failure to meet the 35 percent requirement or, principal office location, you must notify the AA/HUB of these changes by sending an e-mail to hubzone@SBA.GOV. If you have a change in firm point of contact, telephone number, e-mail address or mailing address, please go to www.sba.gov/hubzone and select the Update Your Contact Information link. If at any time you feel that your concern no longer qualifies for the HUBZone Program and you wish to complete a 'Voluntary Decertification Agreement,' simply click this link for the 'Voluntary Decertification Form' or copy and paste this URL in your browser's address bar https://eweb1sp.sba.gov/hubzone/internet/general/dsp_apps_voluntary_de-certification_form.cfm .

Although your concern was approved under the North American Industry Classification System (NAICS) Code found in your firm's Small Dynamic Business Profile (SDBS) and the Central Contractor Registry (CCR) Profiles, this does not prevent your concern from being awarded contracts under other NAICS Codes, as long as the concern is qualified to and eligible as a small business. In this regard, please note that you are responsible for researching and identifying potential contracts that may be available through the HUB*Zone* Program. However, the SBA can assist you in this effort through our Government Contracting web-site at www.sba.gov/GC. This site provides a wide array of valuable Federal contract marketing material, including identification of specific contracting opportunities and points of contact at SBA and Federal acquisition agencies. I encourage you to make full use of the very valuable information on this web-site. Also, although your status as a certified HUB*Zone* concern greatly improves your access to Federal contracts, this certification does not guarantee contract awards. Your ability to research opportunities and bid competitively will be the key to your success in this program.

In addition to welcoming you to the HUBZone Program, I would also like to supply you with this helpful link to a useful contracting tool. It is the U.S. Small Business Administration's e-learning course Steps to Accessing Contracts & Subcontracts." The purpose of this course is to provide 7(j) eligible business owners and this is a group that includes HUBZone certified small business concerns -- with the keys to success for developing strategies to expand their markets to the Federal contracting sector. Through this course you will learn about:

1. Extensive business opportunities that exist with the Federal Government
2. Strategies for selecting specific products or services to market to the Federal Government and how to find potential government customers
3. How the Federal Government procures products and services, and strategies for winning contracts
4. Managing a contract once it is awarded and building a solid performance record for your company

Also, please be aware that information about the SBA's Surety Bond Program is available by selecting this link www.sba.gov/osg.

Sincerely,

Mariana A. Pardo

Mariana A. Pardo
Deputy Director
Office of HUB*Zone* Program

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