



U.S. SMALL BUSINESS ADMINISTRATION
WASHINGTON, DC 20416

Date: 09/26/2006

Benny Koontz - President
KOONTZ ELECTRIC COMPANY INCORPORATED
1223 E BROADWAY ST,
Morrilton, AR - 72110

Dear Benny Koontz:

I am pleased to advise you as a result of a recent program examination, your concern's status as a "qualified HUBZone small business concern (SBC)" will continue. Your concern continues to be eligible to receive HUBZone contracting opportunities, and continues to be included in the listing of qualified HUBZone small business concerns found on the Internet at <http://www.sba.gov/hubzone>.

This HUBZone Certification will remain in effect at least until the results of the 2010 census are publicly released, around mid-2011. This is provided that your concern remains in compliance with the program's other continuing eligibility requirements.

Your firm's HUBZone Program certification is based on location of its principal office in an area that, because of economic change, may lose its status as a HUBZone after the results of the 2010 decennial census have been analyzed and made public. Notwithstanding the provisions of following paragraph, absent any other economic change in the location of your firm's principal office between now and that time, on that date, we must begin the process of decertifying your firm. Therefore, you should take this circumstance into consideration in your strategic business planning. Also, you should visit our web-page, at the Internet address noted above, to determine if subsequent economic change occurs in your firm's principal office location that could extend its geographical eligibility.

When you originally applied for HUBZone Program certification, your concern had to be registered in the Central Contractor Registration/Procurement Marketing and Access Network (CCR/SBA Registration) systems. For your concern 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 Registration Information records at least annually, and more frequently if there have been material changes in your concern. If you need assistance in updating your CCR/SBA Registration Information records, please contact the CCR Assistance Center for US at 888-227-2423 and for outside US at 1-616-961-4725

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 HUBZone 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 HUBZone 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
- Sincerely,



Michael P. McHale
Associate Administrator
Office of HUBZone Program

Refno:6c

HUBZone Certification Number:
11017
SBA Customer ID: P0277426

Office of the HUBZone Program, U.S. Small Business Administration, 409 Third Street, SW, Washington, DC 20416
