

U.S. SMALL
BUSINESS
ADMINISTRATION Original =
WASHINGTON, DC Certification
20416 Date:02/09/2010

Susan Snyder-hina - Managing Member, General Manager
HINA = ENVIRONMENTAL SOLUTIONS LLC
2824 FISHER RD STE B
Columbus, OH = 43204-3553

Dear Susan Snyder-hina:

Welcome to the HUBZone Program. I am pleased to advise you as that effective February 09, 2010 your application for certification as a "qualified HUBZone small business concern (SBC)" has been approved. Your firm is now eligible to receive HUBZone contracting opportunities, and will be included in the listing of qualified HUBZone small business concerns found on the Internet at www.sba.gov/hubzone/hubzoneapplication/index.html;

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

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 =
Deputy Director
Office of HUBZone Program =

HUBZone Certification Number:
33520
SBA Customer = ID: P1013761

Ref: IAF-19L