



U.S. SMALL BUSINESS ADMINISTRATION  
WASHINGTON, DC 20416

January 12, 2000

Dave P. Steffen, Marketing Manager  
Sioux Manufacturing Corporation  
1 Main Street  
Ft. Totten, ND 58335

Dear Mr. Steffen:

Welcome to the HUBZone Empowerment Contracting Program. I am pleased to advise you that your application for certification as a "qualified HUBZone small business concern" has been approved. This certification is effective the date of this letter. It shall remain in effect as long as your firm remains in compliance with continuing program eligibility requirements.

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 <http://www.sba.gov/hubzone/list>.

We note that your firm has registered in SBA's PRO-Net system. In order to receive maximum benefit from the HUBZone Empowerment Contracting Program it is strongly suggested that you update your firm's profile in PRO-Net. PRO-Net is a premier marketing tool for small businesses seeking to do business with the Federal government. It is also a source that Federal agencies will check to determine if your firm has been certified by SBA and eligible to receive contracts under the HUBZone program. If you need assistance in updating your PRO-Net profile, please email us at [PRONET@SBA.GOV](mailto:PRONET@SBA.GOV).

Although your firm was approved under Primary Standard Industrial Classification (SIC) Code 3795 this does not prevent your firm being awarded contracts under other SIC Codes, as long as the firm is qualified to perform. In this regard, please note that you are responsible for researching and identifying potential contracts that may be available through the HUBZone Empowerment Contracting Program. However, the SBA can assist you in this effort through our Government Contracting web-site at [www.sba.gov/GC](http://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 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.

Good luck in your business endeavors!

Sincerely,

A handwritten signature in cursive script, appearing to read "Michael McHale".

Michael McHale  
Associate Administrator  
HUBZone Empowerment Contracting Program