

HUBZone Benefits: Why Your DC Office Location Matters for Federal Contracts

By OSI Offices | May 19, 2026 | 5 min read

If you're a small business competing for federal contracts in Washington DC, your office location could be worth more than you think. The SBA's HUBZone program rewards businesses located in Historically Underutilized Business Zones with significant contracting advantages — including set-aside contracts, sole-source awards, and a 10% price evaluation preference in open competitions.

Understanding how to qualify, and where to establish your principal office, is one of the most underutilized advantages in government contracting.

For contractors in the DC area, this isn't an abstract policy point. A **HUBZone DC office** at the right address can be a genuine competitive asset — and OSI Offices at 1629 K Street NW sits in a designated DC HUBZone.

What Is HUBZone Certification?

The **Historically Underutilized Business Zone (HUBZone)** program is administered by the U.S. Small Business Administration. It was created to stimulate economic development in areas with historically lower income, higher unemployment, or other economic challenges — including certain parts of the nation's capital.

To receive HUBZone certification, a business must meet all four of the following requirements:

- Be a small business by SBA size standards
- Be at least 51% owned and controlled by U.S. citizens (or a Community Development Corporation, an agricultural cooperative, a Native Hawaiian organization, or an Indian tribe)
- Have its **principal office located in a HUBZone**
- Have at least **35% of its employees residing in a HUBZone**

That third requirement — the principal office — is where your office address becomes a critical business decision, not just an administrative detail.

The Real Dollar Value of HUBZone Status

Federal agencies are required to meet annual HUBZone contracting goals, which means certified businesses gain access to contracts that their uncertified competitors simply cannot pursue. The specific advantages include:

- **Set-aside contracts:** Contracts reserved exclusively for HUBZone-certified businesses

- **Sole-source contracts:** Awards up to \$4.5 million (or \$7 million for manufacturing) without full competition
- **10% price evaluation preference:** In full-and-open competitions, a HUBZone firm's bid is evaluated as if it were 10% lower — a significant edge against larger competitors
- **Subcontracting pipeline:** Large prime contractors carry a 3% HUBZone subcontracting goal, creating ongoing teaming opportunities

For a small business with the right capabilities and a professional DC presence, HUBZone certification can be the difference between submitting proposals and winning contracts.

Why Your Office Address Is the Key

The Principal Office Requirement

The SBA defines your "principal office" as the location where the greatest number of your employees perform their work. For small businesses and boutique consulting firms — especially those with only a few employees — this means your registered workspace address often determines your HUBZone eligibility in practical terms.

An address in a non-HUBZone area can disqualify you from certification regardless of how strong the rest of your application is. Establishing your principal office in a designated HUBZone area is a concrete, actionable step toward eligibility — one that doesn't require restructuring your business, just choosing the right address.

The Employee Residency Requirement

At least 35% of your employees must live in a HUBZone. For small teams, this is often more achievable than it sounds. A two-person firm

needs only one employee — including the owner — to be a HUBZone resident. Many DC-area contractors and consultants who already live in qualifying neighborhoods find this requirement is met naturally.

OSI Offices: A HUBZone Address on K Street NW

OSI Offices at **1629 K Street NW** is located in a designated DC HUBZone — a fact that can directly support your **federal contract office location** requirements. For government contractors seeking a professional principal office address in Washington DC, this matters at the application stage and beyond.

Having a K Street address also signals credibility in federal procurement circles. The corridor between Farragut Square and the White House is home to law firms, lobbyists, consultants, and contractors who work at the highest levels of government. When your business card reads 1629 K Street NW and you're steps from Farragut North Metro (Red Line), you're positioned professionally — before your proposal is even opened.

OSI has been serving government contractors and small businesses since 1981, founded by C. Jack Pearce — a former DOJ and White House attorney who understood from day one that a credible professional address and reliable back-office support are foundational to success in Washington.

"OSI has been an integral part of our construction business over the past 5+ years. The team has always been responsive to our needs and we will continue to partner with them as extended members of the Aztec Construction LLC family."

Full Government Contractor Support at OSI

A HUBZone address is the starting point — but winning federal contracts requires more infrastructure than just a location. OSI Offices provides the full suite of services that **DC HUBZone businesses** need to operate professionally and compliantly:

- **Legally recognized lease agreements** and Certificates of Occupancy for SAM.gov registration requirements
- **AI-powered mail handling** with digital delivery and content scanning via a proprietary client portal — all correspondence documented and accessible
- **CBE certification assistance** — OSI's team has guided numerous DC businesses through the Certified Business Enterprise process, which often complements HUBZone status for DC government contracts
- **On-demand conference rooms** for proposal reviews, client meetings, teaming discussions, and government program kickoffs — a 10-seat boardroom and a 20+ seat conference room, bookable hourly
- **CAGE code and SAM registration support** — our team helps you understand the documentation requirements for federal registration
- **DC business licensing support** for new entities establishing their DC presence for the first time

For contractors who primarily work remotely or on government sites, OSI also offers [virtual office plans](#) that provide a professional DC

address, mail handling, and phone service (pricing subject to change — see osioffices.com/pricing). This can be a cost-effective path to establishing the principal office address needed for HUBZone eligibility without committing to a full-time office.

How to Verify Your Address Is in a HUBZone

HUBZone maps are updated periodically by the SBA as census data is revised, and an address that qualifies today may not qualify after the next update — and vice versa. Before making any office decision based on HUBZone eligibility, use the SBA's online HUBZone map tool (available at sba.gov) to confirm current status for any specific address.

1629 K Street NW, Washington DC 20006 is currently in a designated DC HUBZone. We recommend verifying directly with the SBA as part of your certification process, as HUBZone boundaries can shift with new census designations.

Key Takeaway

HUBZone certification gives small businesses access to set-aside contracts, sole-source awards up to \$4.5 million, and a 10% price evaluation preference in federal procurement. Your principal office address is the deciding factor for eligibility — and OSI's 1629 K Street NW location sits in a designated DC HUBZone, backed by 45 years of contractor support services and no hidden fees.

Getting Started

If you're a government contractor or small business looking to establish or strengthen your DC presence, OSI Offices offers the address, the documentation support, and the infrastructure to move forward. Our [CBE and SAM contractor support page](#) outlines how we help businesses with the documentation and logistics of DC government contracting — from virtual mail to full-time office space.

With 45 years serving Washington's business community from the same K Street address, no security deposits, no setup fees, and no long-term lease requirements, OSI knows what DC contractors need — and delivers it on terms that work for small businesses.

Ready to Establish Your DC HUBZone Office?

OSI Offices at 1629 K Street NW is located in a designated DC HUBZone — giving government contractors a professional address, full documentation support, and 45 years of Washington expertise. No deposits, no long-term leases, no hidden fees.

[Explore Contractor Plans](#)

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