

SBA HUBZone Program is a Blessing to West Virginia's Shuck Construction Company



L to R: Karen Friel, WV District Director; Eddie Shuck, Owner – Shuck Construction Company; Melissa Loder, WV Business Opportunity Specialist

Shuck Construction Company started in 2000 with owner Eddie Shuck at the reigns. During their first years in business, they saw great success with the booming coal industry in West Virginia. Shuck contributed the early success to hard work, quality services, and excellent communication with customers.

During a casual conversation at church, Shuck was encouraged to seek out information on doing business with the federal government and was directed to SBA's West Virginia District Office. SBA Procurement Center Representative Barbara Weaver and Business Opportunity Specialist Melissa Loder, worked with Shuck to find his best route to his goal of working with the federal government was to become a certified HUBZone company.

While waiting for his HUBZone certification, Shuck invested time and resources into learning about how to do business with the federal government. He sent employees to Weaver's Federal Acquisition Management class and took advantage of networking opportunities at DYNET and Teaming to Win, both government contracting conferences in which SBA participates.

Once Shuck Construction Company became HUBZone certified in 2007 they received a call from the Department of Energy (DOE) to do a capabilities presentation. This was the beginning to a long term

relationship. Shuck Construction Company received an Indefinite Delivery Indefinite Quantity Contract with the DOE that allows them to provide services for a fixed time to the agency.

“The decision to do business with the federal government has been a blessing from the good Lord above,” states Shuck. “You hear stories on how it can be complicated doing work for the government, but for us it has been wonderful working for these folks. Getting our HUBZone certification happened at the right time for our company, the coal industry was taking a hit and when other businesses were closing, we were taking on this new adventure of Government Contracting.”

HUBZone status helped Shuck Construction Company raise their revenue by a couple of million dollars in the first year of certification. Shuck Construction Company moved their office when the HUBZone map was redrawn in 2010. “While the process wasn’t ideal, I would move again to be able to continue to do business with the federal government,” states Shuck.

“Eddie was the perfect student,” stated Loder. “He listened to all the advice we gave him, he took advantage of all the resources we directed him to, and he is succeeding!”

As of January 1, 2015, West Virginia has nine, newly-qualified HUBZone tracks. For more information on HUBZone certification, visit our website at www.sba.gov or call the West Virginia District Office at 304-623-5631.

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