



'Small Businesses and Procurement Opportunities at Brookhaven National Laboratory'

Community Advisory Council Meeting

Mary Rogers, Small Business Liaison Officer

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@BrookhavenLab

Brookhaven National Laboratory

78 Years of Discovery and Impact

A DOE Office of Science Lab, managed by Brookhaven Science Associates

- Partnership: Stony Brook University and Battelle Memorial Institute
- Core Universities: Columbia, Cornell, Harvard, MIT, Princeton, Yale
- 5,322 acres, 314 buildings

People (FY23 numbers)

- 2,800 staff, 140 joint faculty, 500 student interns
- ~4,400 guests/users, including remote



Nobel Prizes in Physics and Chemistry



Regional Economic Impact

- Supports nearly 4,700 jobs in New York
- ~\$400M NYS investment since 2013
- LIRR Brookhaven Station at Discovery Park

The Next Big Thing in Nuclear Physics: An Electron-Ion Collider

- Partnership among Brookhaven Lab, Jefferson Lab, and the U.S. Department of Energy, strong support from New York State
- This state-of-the-art facility—the first of its kind—will empower:
 - The nation to maintain its leadership in science
 - Scientists to address vital questions in physics about building blocks of visible matter
 - Workforce development for the next generation of scientists, engineers, technicians, and teachers
 - Benefits beyond physics:



Accelerator applications



Health and medicine

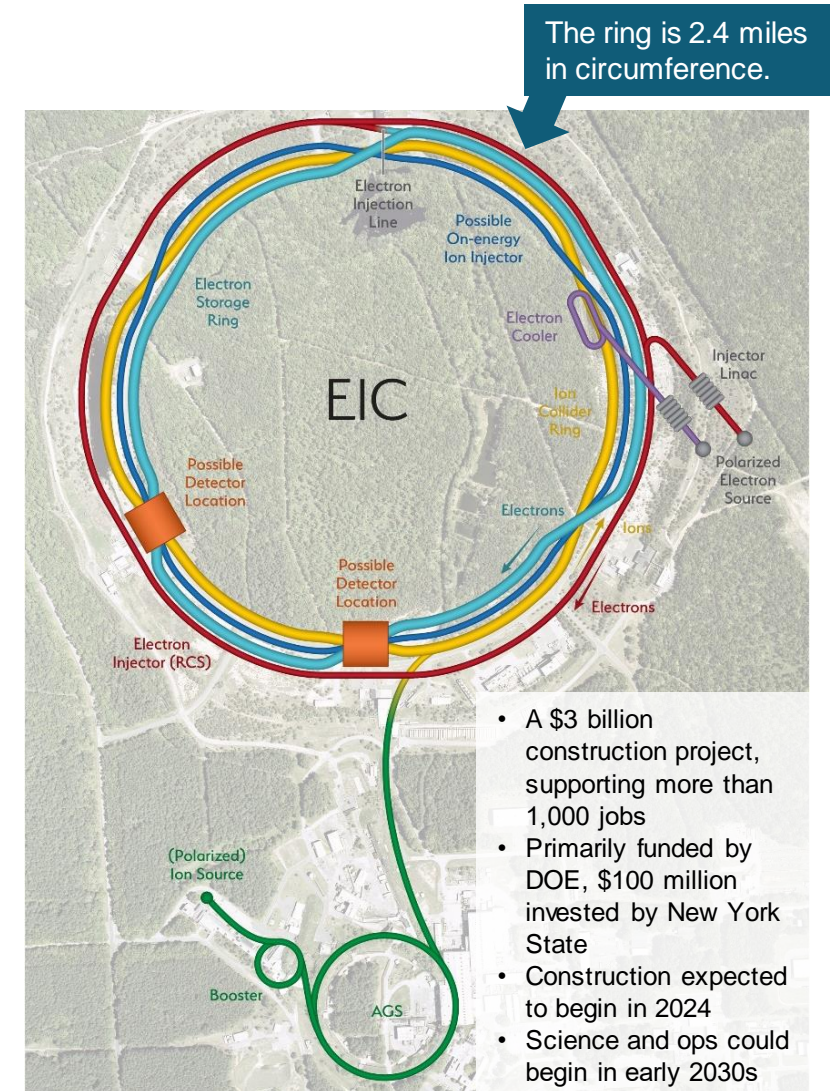


AI-applications to accelerators, detectors



National security

The EIC, and supporting R&D, can benefit other areas of science, including high-energy physics, advanced materials, and more.



BROOKHAVEN NATIONAL LABORATORY
ELECTRON ION COLLIDER

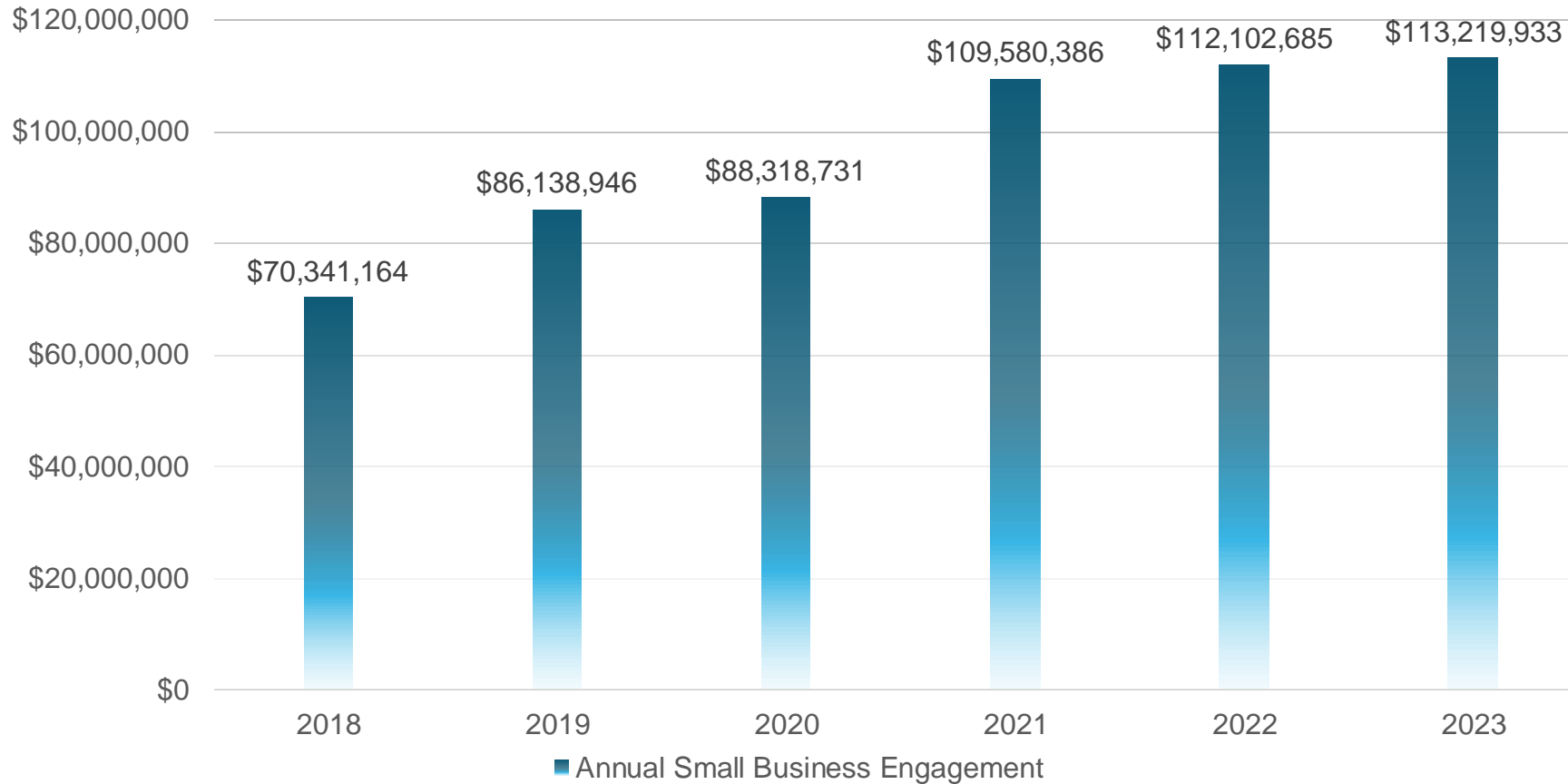


Brookhaven Lab's Engagement with Small Business in FY23

Targeted Small Biz Categories	Contracted Awards
Women-owned	\$16,652,599
Minority/Disadvantaged-owned	\$17,572,543
Veteran-owned	\$19,206,071
Veteran Disabled-owned	\$17,279,855
HUBZone	\$ 2,301,979

Total Small Business Engagement:
\$113,219,932

Brookhaven Lab's Overall Small Business Engagement (FY18 to FY23)



Procurement Actions FY24 to date

1. Total number of procurement actions processed year-to-date: **10,161**
2. Total dollar value of procurement actions processed year-to-date: **\$117,428,056**
3. Percent of total small/disadvantaged actions processed year-to-date: **61.15.%**
4. Total dollar value of small/disadvantaged actions processed year-to-date: **\$49,596,814**
5. Estimated total spend for FY24: ***\$310,000,000 through end of March 2024**

How do we accomplish goals? H.E.L.P.

- ☐ Outreach
- ☐ In-reach
- ☐ Partnerships
- ☐ Market Research
- ☐ Rule of Two
- ☐ Set-Asides
- ☐ Diversity through Subcontracting



Small Business Eligibility Requirements

- ☐ Registration in System for Award Management (www.sam.gov)
- ☐ Ownership - at least 51% unconditional direct ownership by disadvantaged individual(s)
- ☐ Majority control
- ☐ U.S. Citizens
- ☐ SB Size Standard - North American Industrial Classification System Codes (NAICS)
- ☐ Potential for Success
- ☐ Good Character
- ☐ Social Disadvantage
- ☐ Economic Disadvantage
- ☐ 2 years plus years in business

What We Buy (and Don't)

What We Purchase

- ☐ High-tech scientific equipment (microscopes, beamlines)
- ☐ Apparel/safety/misc. equipment
- ☐ Audio-visual equipment
- ☐ Chemicals
- ☐ Communications equipment
- ☐ Computers & peripherals—all types
- ☐ Construction, paving
- ☐ Copier maintenance
- ☐ Document shredding
- ☐ Electronics equipment

- ☐ Janitorial/plant equipment
- ☐ Service, maintenance equipment
- ☐ Hardware, tools, and fasteners
- ☐ Office furniture
- ☐ PC boards, printed circuit boards, electronics fabrication
- ☐ Raw metals
- ☐ Laboratory, medical, and office supplies
- ☐ HVAC, electrical, and carpentry supplies
- ☐ Wireless (RF) equipment

What We Don't

- ☐ Advertising and public relations
- ☐ Insurance services
- ☐ Legal and medical services
- ☐ Food
- ☐ Military products/services
- ☐ Healthcare services
- ☐ Photography services
- ☐ Printing
- ☐ Information technology services
- ☐ Web design and hosting

Specifically, What You Can Do

- ☐ Know your NAICS codes (North American Classification System)
- ☐ *Email sblo@bnl.gov a one-page capabilities statement and line card
- ☐ Identify opportunities
 - ☐ Small Business Administration: Sign up for the SBA's Contract Bid List (filter for opportunities at Brookhaven)
 - ☐ www.sam.gov: The System for Award Management
 - ☐ NYS Directory of Certified Firms
- ☐ Use your resources
 - ☐ OSDBU
 - ☐ Small Business Administration
 - ☐ Hauppauge Industrial Association of LI
 - ☐ Long Island Association
 - ☐ Minority Business Development Agency
 - ☐ NY Empire State Development
 - ☐ Apex Accelerators
 - ☐ Small Business Development Centers



Contract Opportunities

- ❑ Procurements less than \$25,000: Buyer's discretion.
- ❑ Procurements between \$25,000 and \$250,000: Competition not required for small businesses and staff recommendations are considered.
- ❑ Small Business Subcontracting Plans are required for awards to large businesses for contracts over \$750,000 or \$1.5 million for construction.

Remember: Competition, efficiency, and quality are vital!

Small Business Reward & Recognition Initiative

Brookhaven Science Associates Small Business Program has implemented a Reward & Recognition Initiative to acknowledge employees who deliver exceptional performance and contribution purposely to benefit Brookhaven National Laboratory (BNL) maximizing efforts to award contracts to companies designated as small businesses by the Small Business Administration (SBA). The small business categories are Small Business, Women-owned, Disadvantaged/Minority-owned, Veteran-owned, Service-Disabled Veteran-owned, and HUBZone (Historically Underutilized Business Zones).

The initiative entails recognizing employees to inspire them and their colleagues by developing a constructive competitive environment that positively impacts the small business actuals and spend with small businesses. The program develops best practices to set a high-performance standard every time an employee is rewarded for a category. Employees will be motivated to achieve high targets and the small business actuals will improve and increase.

The following criteria can be considered in nomination an employee for recognition:

- Dollar Threshold: awards of considerable dollar values
- Count: the number of contracts awarded to small business
- Advocacy: encouraging and sharing information to encourage small business participation



SB Vendor Capabilities Briefing Series

The Small Business Program announced the launch of the Small Business Vendor Capabilities Briefing Series. This virtual meeting provides an opportunity for small businesses to share their core competencies, products, and line cards directly with procurement professionals and internal stakeholders, giving BNL a firsthand look at what a vendor has to offer.



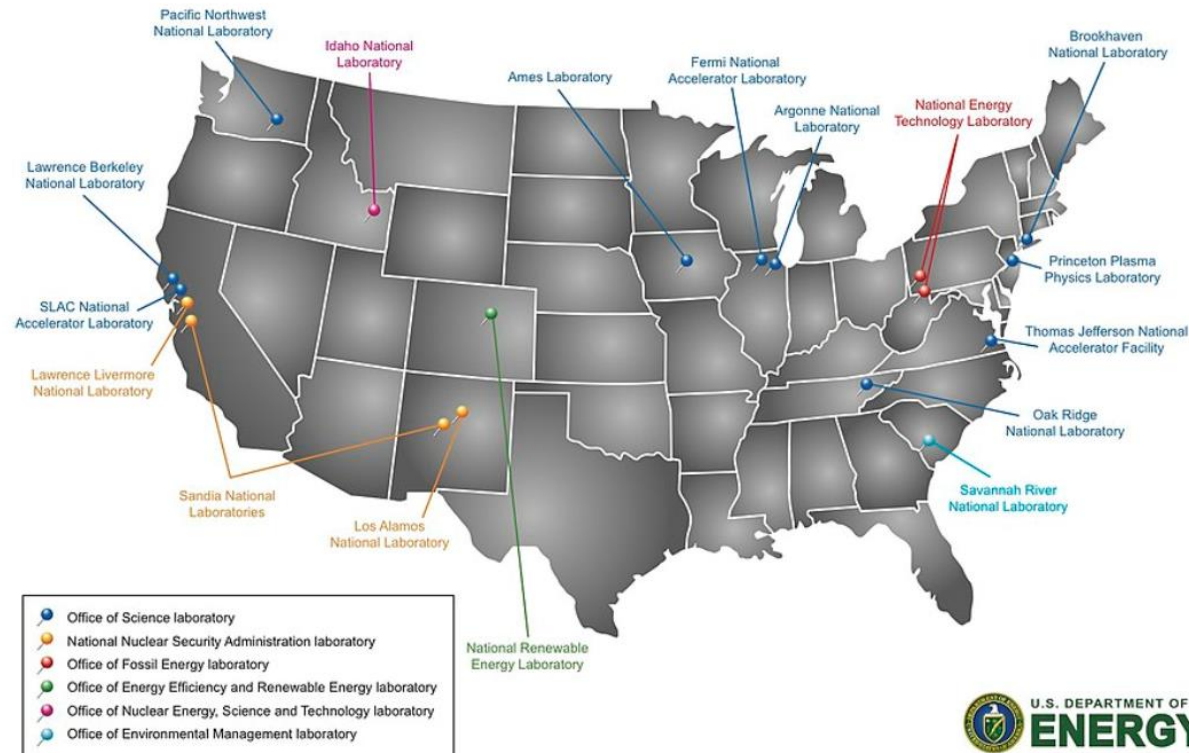
Events of Interests

- ❑ PPPL WOSB w/ OSDBU – March
- ❑ Ascend Long Island – Hofstra University - April
- ❑ Nassau County Community College (NCCC) - April
- ❑ NCCC MWBE Center - May
- ❑ DOE Small Business Forum & Expo – June
- ❑ BNL Small Business Vendor Day! – July/August
- ❑ BNL SB Vendor Capabilities Briefings Series – as scheduled

Business Beyond Brookhaven

Brookhaven is one of 17 national labs. If you are a small business to us, you qualify as a small business with our fellow/sister labs.

Department of Energy National Laboratories



Stay in Touch



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BNL Small Business Vendor Registry



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