BNL SmallBiz Newsletter

October 2004

Vol. 1

This is the FIRST ISSUE of the BNL SmallBiz Newsletter.

This INTERNAL newsletter is written to educate and inform the procurement staff about Small Business (SB) issues and highlight small business related legislation, problems and accomplishments.

WE DID IT !!!!!!!!
WHAT A FANTASTIC TEAM !!!!!!!!

Our final (12 mon.) Small Business Goals VS Actual numbers for FY04 are as follows.

We MET AND EXCEEDED ALL of our FY04 SB goals ---- I've been told that this is a 1st for the Lab ---- CONGRATULATIONS!!!!!
Note: the Lab spent $ 10,000,000 MORE than anticipated and we still exceeded ALL of our goals. You guys are GREAT!

<table>
<thead>
<tr>
<th>Category</th>
<th>Goals</th>
<th>Actual</th>
<th>Diff</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>55.0%</td>
<td>57.5%</td>
<td>+ 2.5%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.0%</td>
<td>5.7%</td>
<td>+ 0.7%</td>
</tr>
<tr>
<td>WOB</td>
<td>5.0%</td>
<td>9.7%</td>
<td>+ 4.7%</td>
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<tr>
<td>HUB</td>
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<td>4.1%</td>
<td>+ 1.1%</td>
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<tr>
<td>VOB</td>
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<td>5.4%</td>
<td>+ 3.9%</td>
</tr>
<tr>
<td>SDVOB</td>
<td>1.5%</td>
<td>2.0%</td>
<td>+ 0.5%</td>
</tr>
</tbody>
</table>

Many Thanks!!!!!!!!!

I would like to personally thank (in alphabetical order) the following people for helping make our goals and making my first full fiscal year at the Lab a HUGE success:

Ari Brown                Jody Mitchell
Linda Commander          Carol Pulley
Rich Eggert              Chris Robertson
Cheryl Eleazer           And Support Staff
Phil Gardner             Sharon Atkins
Michael Greene           Linda Niksa
Tony Guadagni            Jo Ann Reed
Pat Jencius               Barbara Simpson

Educational Corner

What is a Small Business (SB) – A SB is determined by the NAICS size standards. These codes pertain to the size of the firm and not the value of the procurement, and it is in terms of number of employees or dollar value in sales depending on the industry.

www.sba.gov/size

The following categories of small businesses must be at least 51% owned, operated and managed by that type of person, who is a U.S. citizen and is in business at least 1 year (for more info. click on the noted web site):

Small Woman-Owned Business (WOB)
What is the CCR and why should Small Businesses be registered?

The CCR is a government database where gov’t agencies/prime contractors can learn about prospective suppliers. CCR stands for the Central Contractor Registration database. The CCR was developed by the Dept. of Defense, and has combined with the old PRO-Net system to provide a single searchable database of suppliers. The part of the CCR that was PRO-Net (a small business look up) is now called “Dynamic Small Business Search”, and can be found at: http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

We must use the CCR to verify that a supplier is actually CERTIFIED with the Small Business Administration as an SBA CERTIFIED Small Disadvantaged Business (SDB) or an SBA CERTIFIED HUB-Zone Business (see Educational Corner for explanation).

Big Business selling through Small Business

If you buy any of these BIG business products, please buy them through their small business distributors:

* **Graincrg** is now selling their products through a Small, SBA certified SDB, Woman-owned business:

  - Radiance Electronics: 516 483-3200
    - 250 Fulton Ave., Ste. 608
    - FAX: 516 483-0561
    - Hempstead, NY 11550
    - Pearlie Manning
    - pearl@radianceelectronics.com

  - MSC Industrial Supply Co. is now selling their products through a Small, Woman-owned business (with SDB certification in process):

    - K-Band, Inc. 631 242-3749
      - 1023 Westminster Ave.
      - FAX: 631 242-3749
      - Dix Hills, NY 11746
      - Kristine Fitzpatrick
      - kmfband@aol.com

More to come -- I am presently working with other BIG businesses to set up distributor agreements.

Any questions please call me on x 3173 OR email at clough@bnl.gov  Jill Clough-Johnston, SBLO