



# 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 1<sup>st</sup> 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 !

| <u>Category</u> | <u>Goals</u> | <u>Actual</u> | <u>Diff</u> |
|-----------------|--------------|---------------|-------------|
| SB              | 55.0%        | 57.5%         | + 2.5%      |
| SDB             | 5.0%         | 5.7%          | + 0.7%      |
| WOB             | 5.0%         | 9.7%          | + 4.7%      |
| HUB             | 3.0%         | 4.1%          | + 1.1%      |
| VOB             | 1.5%         | 5.4%          | + 3.9%      |
| SDVOB           | 1.5%         | 2.0%          | + 0.5%      |

## 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  | <u>And Support Staff</u> |
| 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](http://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)

<http://www.sba.gov/GC/indexprograms-cawbo.html>

### Small Veteran-owned Business (VOB)

<http://www.sba.gov/GC/indexprograms-vets.html>

### Small Service Disabled Veteran-Owned Business (SDVOB)

In the case of a veteran with permanent and severe disability, the spouse or permanent caregiver of such veteran can be considered a SDVOB.

<http://www.sba.gov/GC/indexprograms-vets.html>

The following categories of small businesses, must **also** be at least 51% owned, operated, & managed by that type of person who is a U.S. citizen; and is in business at least 1 year.

*+Plus in order to be counted toward BNL's goals, these two types **MUST BE** certified by the Small Business Administration (SBA).*

*Please note that there are other types of certifications (from New York State, Minority groups, etc) and these are **NOT** acceptable toward our contractual goals.*

### Small Disadvantaged Business (SDB)

<http://www.sba.gov/sdb/indexaboutsdb.html>

A sub-set to the SDB program is the 8(a) program. The 8(a) program is a nine-year program for business owned by the same ethnic categories as SDB owners.

[www.sba.gov/8abd](http://www.sba.gov/8abd)

Let your minority suppliers know that certification is now easier and faster using the NEW online application. They can apply without downloading any software on: [www.sba.gov](http://www.sba.gov), click on Hot Items, then on 8(a) Certification Form.

### Small HUB-Zone Business (HUB)

<https://eweb1.sba.gov/hubzone/internet/general/findout.cfm>

### Small Business Related Highlights:

This will be where outstanding things done by the procurement staff and/or by actual small businesses that you deal with will be highlighted. I can't read your minds; so-oooooo please let me know about any small business related accomplishments.

## 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](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:

Grainger 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      Pearlle Manning  
[pearl@radianceelectronics.com](mailto: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  
[kmband@aol.com](mailto:kmband@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](mailto:clough@bnl.gov) Jill Clough-Johnston, SBLO