Looking for a New York State business? Try this database:

Empire State Development search:
http://www.esd.ny.gov/MWBE/directorySearch.html

OR ask me and I'll investigate it for you.

Subcontracting Plans
“The Basics”
(DoD 2/2011 version)

Attached please find an EXCELLENT two page explanation of the Small Business Subcontracting Plan Requirements.

PPM TEAM - Outstanding Awards
Over $300,000 to small businesses (in alphabetical order):

Beth Gilman
Petroleum Traders (VC 99444), a small veteran-owned business was awarded a contract valued at $1,138,308 (Contract # 193178).

Fran Militscher
Applied Power Systems, Inc. (VC 51670) a small business was awarded a contract valued at $989,000 (Contract # 192029).

George Woods
Global Partners in Shielding (VC 97238), a small woman-owned business was awarded
two contracts totaling $5.2M (Contract #’s 193505 & 193588).

Let me know of any small business awards you make that are over $300,000 and I’ll highlight you in the next SmallBiz Newsletter.

**Let’s all work together, to get our SB#’s up in the 4th quarter!!!**

Third Quarter results are:

<table>
<thead>
<tr>
<th>Type</th>
<th>DOE SCP Goals</th>
<th>BSA SCP Goals</th>
<th>SB Actuals including Major Const. of $115M</th>
<th>DOE % VS Actuals Diff.</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>46.4%</td>
<td>35.01%</td>
<td>34.35%</td>
<td>16.3%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.0%</td>
<td>3.49%</td>
<td>3.59%</td>
<td>54%</td>
</tr>
<tr>
<td>WOB</td>
<td>7.0%</td>
<td>4.88%</td>
<td>4.82%</td>
<td>38%</td>
</tr>
<tr>
<td>HUB</td>
<td>3.0%</td>
<td>2.09%</td>
<td>2.47%</td>
<td>56%</td>
</tr>
<tr>
<td>VOB</td>
<td>3.0%</td>
<td>1.39%</td>
<td>3.47%</td>
<td>49%</td>
</tr>
<tr>
<td>SDVOB</td>
<td>3.0%</td>
<td>2.09%</td>
<td>1.19%</td>
<td>80%</td>
</tr>
</tbody>
</table>

And to make things worse, there are some large construction jobs coming up in the 4th quarter which will skew our small business numbers even more!!

**Green Procurement:**
(per Set-Aside alert June 10, 2011)

Federal contractors must go 95% green and sustainable under a new rule (FAC 2005-52, FAR Case 2010-001).

The interim rule, effective May 31st, mandates that 95% of new contract actions, including construction contracts and task and delivery orders, “contain requirements for products that are designated as energy/water-efficient, biobased, environmentally preferable (e.g. non-toxic or less toxic alternatives), non-ozone depleting, or those that contain recovered materials.”

These green products must meet or exceed the minimum recycled or biobased content of products designated by the Environmental Protection agency or Department of Agriculture.

To meet these requirements, agencies should rely on a list of alternatives published in EPS’s Significant New Alternatives Policy (SNAP) program.

**FYI – The Limitation on Subcontracting (FAR 52.219-14) is:**

By submission of an offer and execution of a contract, the Offeror/Contractor agrees that in performance of the contract in the case of a contract for:

1. Services (except construction). At least 50% of the cost of contract performance incurred for personnel shall be expended for employees for the concern.

2. Suppliers (other than procurement from a nonmanufacturer of such supplies). The concern shall perform work for at least 50% of the cost of manufacturing the supplies, not including the cost of materials.

3. General Construction. The concern will perform at least 15% of the cost of the contract, not including the cost of materials, with its own employees.

4. Construction by special trade contractors. The concern will perform at least 25% of the cost of the contract, not including the cost of materials, with its own employees.

See the next page for **PROPOSED SBA size standard changes.**

**Our new address is:**

44 Ramsey Road
Shirley, New York 11967-4704

Thanks, Jill Clough-Johnston, SBLO clough@bnl.gov or 631 344-3173
The proposed changes would allow about 9,450 more businesses in Professional, Scientific and Technical services (including architectural and engineering, computer and information technology, legal, tax preparation services, and a number of other consulting services) to qualify for special loans, disaster recovery assistance and set-aside contracts.

The SBA is trying to simplify its size standard by adopting eight revenue-based tiers, ranging from $5M to $35.5M, to replace the more than 30 it currently uses.