



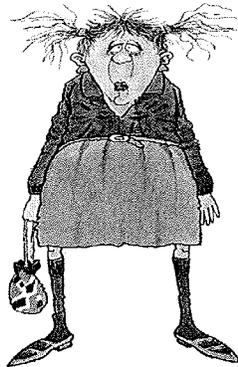
**BROOKHAVEN**  
NATIONAL LABORATORY

# SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

Vol. 14

August 2011 – Third Quarter



## Frazzled trying to find a small business?

Ask me or try our new searchable  
database!!!

### **Now you can go to:**

<http://intranet.bnl.gov/ppm/sbreg/>

*However*, since this is a lock down site you must COPY the above address into your browser.

And search the small businesses that have self-registered in the BSA/BNL Small Business Self-Registration Database.

### You can search by:

Record #; Company Name; Last Name; NAICS; Business Subcategory; Products Supplied; and/or Business Description.

NOTE: Change the dropdown menu, on the category you want to search by, to **CONTAINS** then click the search button.

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 4<sup>th</sup> quarter!!!**

Third Quarter results are:

Type	DOE SCP Goals	BSA SCP Goals	SB Actuals including Major Const. of \$115M	DOE % VS Actuals Diff.
SB	46.4%	35.01%	34.35%	-1.39%
SDB	5.0%	3.49%	3.59%	-4.1%
WOB	7.0%	4.88%	4.82%	-1.8%
HUB	3.0%	2.09%	2.47%	-5.9%
VOB	3.0%	1.39%	3.47%	-4.7%
SDVOB	3.0%	2.09%	1.19%	-8.1%

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 31<sup>st</sup>, 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](mailto:clough@bnl.gov) or 631 344-3173

**SBA Size Standard Changes**  
(per FEDERALTIMES, July 25, 2011, page 5)

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 \$5 M to \$35.5M, to replace the more than 30 it currently uses.

**The proposed changes are:**

**Redefining Small:**

**ADDITIONAL SMALL**

Under a proposed Small Business Administration rule, some small businesses providing architectural and engineering services would compete for federal contracts set aside for them against businesses more than four times larger than they are. These and other proposed changes:

Revenue (in millions)	Current	Proposed	Percent increase in size
<b>Architectural, engineering and related services</b>			
Architectural services	\$1.0	\$18.0	322%
Surveying and mapping services, including geophysical	\$4.5	\$18.0	322%
Engineering services (except marine engineering and forest architecture)	\$4.5	\$18.0	322%
Landscape architectural services	\$7.0	\$18.0	171%
Mapping services	\$7.0	\$18.0	171%
Building inspection services	\$7.0	\$18.0	171%
Testing laboratories	\$19.0	\$19.0	58%
<b>Research and development in social sciences and humanities</b>			
	\$7.0	\$19.0	171%
<b>Management, scientific and technical consulting services</b>			
Administrative, management and general management consulting services	\$7.0	\$14.0	100%
Human resources consulting services	\$7.0	\$14.0	100%
Marketing consulting services	\$7.0	\$14.0	100%
Process, physical distribution and logistics consulting services	\$7.0	\$14.0	100%
Other management consulting services	\$7.0	\$14.0	100%
Environmental consulting services	\$7.0	\$14.0	100%
Other scientific and technical consulting services	\$7.0	\$14.0	100%

Revenue (in millions)	Current	Proposed	Increase in size
<b>Advertising and related services</b>			
Advertising agencies	\$7.0	\$14.0	100%
Public relations agencies	\$7.0	\$14.0	100%
Media buying agencies	\$7.0	\$14.0	100%
Media representatives	\$7.0	\$14.0	100%
Display advertising	\$7.0	\$14.0	100%
Direct mail advertising	\$7.0	\$14.0	100%
Advertising media distribution services	\$7.0	\$14.0	100%
Other related services	\$7.0	\$14.0	100%
<b>Accounting, tax preparation, bookkeeping and payroll services</b>			
Tax preparation services	\$7.0	\$14.0	100%
Certified public accountants offices	\$7.5	\$14.0	65%
Payroll services	\$5.0	\$14.0	65%
Other accounting services	\$8.0	\$14.0	65%
<b>Legal services</b>			
Lawyer offices	\$7.0	\$10.0	43%
Title abstract and surety offices	\$7.0	\$10.0	43%
Other legal services	\$7.0	\$10.0	43%
<b>Marine engineering and naval architecture</b>			
	\$18.0	\$25.5	38%
<b>Computer systems design and related services:</b>			
office machine repair and maintenance			
Custom computer programming services	\$25.0	\$25.5	2%
Computer system design services	\$25.0	\$25.5	2%
Computer facilities management services	\$25.0	\$25.5	2%
Other computer-related services	\$25.0	\$25.5	2%
Computer and office repair and maintenance	\$25.0	\$25.5	2%