SmallBiz Newsletter
Written by Jill Clough-Johnston, SBLO

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Nov. 2012 – First Quarter

Our thoughts and prayers are with everyone that has been affected by the destruction of Hurricane Sandy.

The Numbers:
The Small Business Goals for FY13 are:

Small Business ....................... 52.0%
Higher than FY12’s 45.0%

Small Disadvantaged ............... 5.0%
Same as FY12

Women-Owned........................ 5.0%
Same as FY12

Hub-Zone.................................. 3.0%
Same as FY12

Service Disabled VOB .............. 3.0%
Same as FY12

NOTE:
Veteran-Owned (VOB) ............... 0.0%
There is NO goal for VOB in FY13 (FY12 was 3.0%).

FY2012 Year-end results:

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal</th>
<th>DOE Actuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>45.00%</td>
<td>45.6%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.00%</td>
<td>6.9%</td>
</tr>
<tr>
<td>WOB</td>
<td>5.00%</td>
<td>8.9%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.00%</td>
<td>1.8%</td>
</tr>
<tr>
<td>VOB</td>
<td>3.00%</td>
<td>4.0%</td>
</tr>
<tr>
<td>SDVOB</td>
<td>3.00%</td>
<td>1.3%</td>
</tr>
</tbody>
</table>

GREAT JOB TEAM!!!!!

Additional FANTASTIC jobs by:

Phil Bernath:
Kendall Holdings Ltd, dba PHPK Technologies. (VC 53125) a small business was awarded a contract for $1,098,683.

Phil Gardner:
Ravco Construction, Inc. (VC 95740) Small, SDB, 8(a) business was awarded a contract for $398,150.

Carol Pulley:
Karda Systems LLC (VC 100633) Small, SDB, 8(a), business was awarded a contract for $595,571.

The above are either awards over $300,000 OR Set-Aside awards to small businesses (in alphabetical order).

Please place as many SDVOB & HUB contracts as you can this year.

Thanks, Jill Clough-Johnston, SBLO clough@bnl.gov or 631 344-3173