



SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

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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:

Category	Goal	DOE Actuals
SB	45.00%	45.6%
SDB	5.00%	6.9%
WOB	5.00%	8.9%
HUBZone	3.00%	3.0%
VOB	3.00%	4.0%
SDVOB	3.00%	3.3%

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