SmallBiz Newsletter
Written by Jill Clough-Johnston, SBLO

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July 2013 – Fourth Quarter

Time is Running Out to Increase BSA’s FY13 Small Business Actuals

Hopefully, this will help ... lists of Service Disabled Veteran Owned Small Businesses (SDVOB) & Historically Underutilized Small Businesses (HUB – see note below) suppliers and the first six (6) months small business FY13 goals/actuals (per the March 2013 ISR reports) were requested by the SBLO, from seven (7) DOE Labs.

Three (3) DOE Labs responded with SDVOB/HUB suppliers. And seven (7) labs responded with the first six months small business FY13 goals/actuals.

SDVOB Suppliers:

The SBLO combined these onto one spreadsheet - the other Labs and BSA’s SDVOB suppliers (see below).

Then a tally was run by the commodities and/or services that the SDVOB sells and it showed the following:

There are 86 SDVOB’s listed, with a total of thirty-seven (37) different commodities and/or services. Some of the main commodities and/or services are:

Commodities/Services
Consulting - Prof/Sci/Tech Services 23
Information Technology 22
Staff Augmentation 8

Utilized by more than one Labs 12

PPM Management requests that you review this listing of SDVOB’s. Give special consideration to the ORNL suppliers since ORNL is presently exceeding their 3% SDVOB goal.

You might also want to look at the suppliers that are used by more than one Lab. If there are any SDVOB’s listed for the commodity and/or service that you buy, we recommend that you ask them to quote on your next requirement and/or make that requirement an SDVOB set aside.

SDVOB Goals vs Actuals Lab Comparisons

<table>
<thead>
<tr>
<th>SDVOB</th>
<th>ANL</th>
<th>BNL</th>
<th>ORNL</th>
<th>PNNL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Goals</td>
<td>3.00%</td>
<td>3.00%</td>
<td>3.00%</td>
<td>3.00%</td>
</tr>
<tr>
<td>Actuals</td>
<td>1.04%</td>
<td>1.50%</td>
<td>3.15%</td>
<td>1.20%</td>
</tr>
</tbody>
</table>

Let’s see if we can beat ORNL this year!!!!
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**Note:** HUB information was received from the DOE Labs also. It is planned to do the same analysis on the HUB suppliers soon.

**FY13 First six months - small business goals vs actuals:**

Shown on the attached are the first six (6) months statistics for these eight (8) DOE Labs: ANL, Berkley, BSA/BNL, INL, JLAB, NREL, ORNL, & PNNL.

FY2013 SB Goals & Actuals for 8 Labs 6-:

<table>
<thead>
<tr>
<th>Category</th>
<th>DOE Goals</th>
<th>BSA 2nd Qtr Actuals</th>
<th>BSA 3rd Qtr Actuals</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>52.00%</td>
<td>34.69%</td>
<td>43.25%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.00%</td>
<td>3.30%</td>
<td>6.83%</td>
</tr>
<tr>
<td>WOB</td>
<td>5.00%</td>
<td>7.10%</td>
<td>7.22%</td>
</tr>
<tr>
<td>HUB</td>
<td>3.00%</td>
<td>1.50%</td>
<td>4.81%</td>
</tr>
<tr>
<td>VOB</td>
<td>0.00%</td>
<td>3.00%</td>
<td>3.65%</td>
</tr>
<tr>
<td>SDVOB</td>
<td>3.00%</td>
<td>1.50%</td>
<td>1.79%</td>
</tr>
</tbody>
</table>

Comparison of BSA/BNL’s FY13 2nd & 3rd Quarter Actuals

Along with the entire procurement staff’s hard work there are four awards (totalling $10.6M) that helped us make these percent increases.

Congratulations for using a small business on big dollar orders, goes to:

- **P. Gardner:** Roppeit Electrical, $1,899,184 SML
- **SCMS LLC:** $2,700,000 SML, HUB, MNR, 8a & Indian
- **D. Pavcelo:** Constr. Consultants L1, $3,299,000 SML
- **G. Woods:** Global Partners in Shielding, $2,710,300 SML, WOB

Let's keep the trend up, so we can MEET & EXCEED our FY13 small business goals!!!

**FYI - Indian Tribe Supplier Added**

The following supplier is a small, small disadvantaged business, 8(a), HUB-Zone and Indian Tribe supplier:

SCMS, LLC, Irving, NY
VC 101191
NAICS: 236220 - Commercial & Intuitional Building Construction

**SBA Administrator departing agency in August**

SBA Administrator: Karen Mills announced her resignation. She is moving on to a position with the Kennedy School’s Institute of Politics on Sept. 1st.

The search is still on for her replacement – better get your resume up-to-date!!!

**Thank-You everyone for doing a FANTASTIC job!!!**

Here are some awards that are either over $300,000 or Set-Asides to small businesses (in alphabetical order). In order to be published YOU have to let me know about the award.

**Phil Bernath:** Placed a $390,740 contract with PVD Products (VC 101138) a small business.

**Phil Gardner:** Placed a $306,000 contract with G & M Earth Moving, Inc. (VC 020097758) a small woman-owned business.

**Lisa Kerr:** Placed a $339,999 8(a) SET-ASIDE contract with TechTrend, Inc. (VC 101219) a SDB, 8(a) small business.

Please use SET ASIDES to place as many contracts as you can with:

SB, SDVOB, & HUB’s

Any questions contact: Jill Clough-Johnston, SBLO clough@bnl.gov or 631 344-3173