



SmallBiz Newsletter

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Vol. 22

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 spread sheet - the other Labs and BSA's SDVOB suppliers (see below).

Then a talley 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:

<u>Commodities/Services</u>	<u>Suppliers</u>
Consulting - Prof/Sci/Tech Services	23
Information Techbnoogy	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 Existing DOE
Lab Suppliers July 20

SDVOB Goals vs Actuals Lab Comparisons

<u>SDVOB</u>	<u>ANL</u>	<u>BNL</u>	<u>ORNL</u>	<u>PNNL</u>
<u>Goals</u>	3.00%	3.00%	3.00%	3.00%
<u>Actuals</u>	1.04%	1.50%	3.15%	1.20%

**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-

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

Category	DOE Goals	BSA 2 nd Qtr Actuals	BSA 3 rd Qtr Actuals
SB	52.00%	34.69%	43.25%
SDB	5.00%	3.30%	6.83%
WOB	5.00%	7.10%	7.22%
HUB	3.00%	1.50%	4.81%
VOB	0.00%	3.00%	3.65%
SDVOB	3.00%	1.50%	1.79%

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

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

- P. Gardner:**
Roppelt Electrical \$ 1,899,184 SML
- SCMS LLC \$ 2,700,000 SML, HUB MNR, 8a & Indian
- D. Paveglia:**
Constr. Consultants LI \$ 3,299,900 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 0200097758) 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