SmallBiz Newsletter
Written by Jill Clough-Johnston, SBLO

Vol. 25

July 2014 – Fourth Quarter

What a GREAT third quarter!!!

KEEP UP THE GOOD WORK!!!!!
Cause the end of this quarter is when we’re going to make it or break it for FY2014

<table>
<thead>
<tr>
<th>FY2014 Goals</th>
<th>FY2014 3rd Qtr Actuals</th>
<th>Difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>52.00%</td>
<td>53.30%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.00%</td>
<td>5.82%</td>
</tr>
<tr>
<td>WOB</td>
<td>6.00%</td>
<td>8.67%</td>
</tr>
<tr>
<td>HUB</td>
<td>3.00%</td>
<td>2.36%</td>
</tr>
<tr>
<td>SDVOB</td>
<td>3.00%</td>
<td>2.64%</td>
</tr>
<tr>
<td>VOB</td>
<td>0.00%</td>
<td>4.44%</td>
</tr>
</tbody>
</table>

“Small” doesn’t always mean “small”

As you can see by the increases to the following receipts based small business size standards - some are pretty high dollars!!!


Dollar threshold increases to receipts based NAICS codes

Effective: July 14, 2014, if you have a supplier that is in one of these receipts based NAICS code subsector's, then be advised that the dollar thresholds have increased (due to inflation) as shown in the chart on page 2.
Employee based NAICS code's have NOT increased.

For clarification purposes:

- **Generally:** A general overview of the size standard increases to the receipts based NAICS subsections are shown on the chart below.

- **Specifically:** The specific size standard increases for each NAICS code subsections shown below, can be found at: http://www.sba.gov/category/navigation-structure/contracting/contracting-officials/small-business-size-standards

- **NAICS Subsection:** Are the beginning of the NAICS code.
i.e. Subsector 236 – Construction of buildings Encompasses all the NAICS codes that begin with 236 (236115 through 236220).

**Receipts based NAICS codes subsector's that have increased**  
**effective 7/14/2014:**

213 Support activities for mining (only receipts based codes)
236 Construction of buildings
RLT Networks, Inc. / 96822
541512/Computer Services

Versie Total Office Solutions, Inc. / 100002
337211/Furniture

Wats International/29637/96584/98226
424120/Office Supp/Furniture

* These suppliers automatically remain whatever small business subcategory they were before, plus they will remain MNR for three years after their 8(a) graduation date. Only their 8(a) status has been deleted.

**FANTASTIC Job by:**

**B. Gilman**
Did an SDVOB set aside procurement on Agilet Tech equipment and placed the order with Tevet LLC (VC 96527 – SML/HUB/DVT/VET) on contract # 267603 and SAVED $14,797. WAY TO GO BETH!!!!!!!

**Lisa Kerr:**
Placed contract # 267601 for $725,542 with Technology Group Solutions, LLC (VC 191695) a SML, MNR, 8a business.

Placed contract # 267994 for $721,114 with Ideal System Solutions, Inc. (VC 96343) a SML, WOB, MNR, HUB business.

**Carol Pulley:**
Placed contract # 245845 for $1,268,000 with Basch Subscriptions, Inc. (VC 101770) a SML business. This was previously always placed with a large business.

The above award(s) (in alphabetical order) are either over $300,000 AND/OR Set-Asides to small businesses. In order to be published YOU have to let ME know about the award.

**SmallBiz Newsletter Written by:**
Jill Clough-Johnston, SBLO
Contact her for with any questions, at: clough@bni.gov or 631 344-3173

**Legend:**

- SML = Small Business
- SDB/MNR = Small Disadvantage Business
- WOM/WOB = Small Woman Owned Business
- HUB = Historically Underutilized Small Business
- VOB/VET = Veteran Owned Small Business
- SDVOB/DVT = Service Disabled Veteran Owned Small Business

**Please continue to place as many contracts as you can with:**

**SDVOB & HUB**

small businesses

This year we **WILL** meet our goals in these subcategories!!!