



SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

Vol. 26

September 2014 – Fourth Quarter



WOSB's to get sole-source awards?

The push is on for 'level playing field'
By Alice Lipowicz, Editor, *Set-Aside Alert*
8-22-2014

The effort to extend sole-source set-asides to the Small Business Administration's (SBA) program for women-owned small businesses is getting an extra boost with the support of the new SBA Administrator Maria Contreras-Sweet.

Her support is timely because the Senate soon will be considering a bill that allows registered participants in the SBA's Women-Owned Small Business (WOSB) program to receive sole-source contracts.

The push for sole-sourcing highlights some of the recent challenges faced by the SBA's WOSB program. The program was initiated in 2011 after a decade-long campaign, with the goal of assisting women-owned small firms in industries in which they are underrepresented. That currently consists of 83 industries.

While the SBA WOSB program was established to create set-asides for women-owned vendors to give them a leg up on contracts, there have been difficulties for agencies in meeting the preconditions needed for a WOSB competitive set-aside to be created, according to advocates. One of those preconditions is to identify two or more women-owned small businesses that are capable of doing the work.

Allowing non-competitive sole-sourcing for the SBA WOSBs would address that problem, and would put the SBA WOSB program on par with the other SBA small business programs that have sole-sourcing and set-asides, including programs for firms that are 8(a) certified, HUBZone or service-disabled veteran-owned (SDVOBs).

"Currently, agencies must find multiple women-owned small businesses interested and capable of competing for a contract before the WOSB program can be used. Sole-source authority removes this burden, making it easier for agencies to award contracts to women through the program. All other small business contracting programs have this ability, so making this change is about fairness," the Women Impacting Public Policy (WIPP) group said in a recent statement.

The amount of prime contracts awarded through sole-sourcing currently is substantial.

"Of the \$50 billion set aside for small businesses in fiscal 2013, 16% (\$7.9 billion) was awarded through sole-source contracts," Clements, the SBA spokeswoman, wrote to Set-Aside Alert in an email.

"That is an advantage for the other programs that the women-owned firms do not have," Anne Sullivan, government relations manager

for WIPP, told Set-Aside Alert. "It is an uneven playing field."

Set-Aside Alert's own analysis of data from USASpending.gov also uncovered gaps in noncompetitive contracts awarded to women-owned firms vs. other groups.

Here is what it found:

- Women-owned firms (large and small) won \$4 billion in non-competed contracts in fiscal 2013, which was 20% of their total contracts. About 2,100 of the women-owned firms also are 8(a)s, among other overlaps.
- 8(a) firms won \$8.9 billion noncompetitively, which was 40% of total 8(a) contracts that year.
- Native-American-owned firms won \$3.8 billion noncompetitively (primarily through 8(a) and HUBZone programs), which was 40% of their total.
- HUBZone firms won \$1.1 billion noncompetitively, which was 17% of their total.
- SDVOSBs (service-disabled veteran-owned small businesses) won \$1.9 billion noncompetitively, which was 14% of their total.

Interesting ... let's see what happens. If the SBA is allowed to use sole-source set-asides for WOB's - PPM cannot utilize it until it's written into the BSA Subcontracting Plan.

Individual Subcontract Reports (ISR) and Summary Subcontract Reports (SSR) for contracts with Subcontracting Plans (SCP)

Just a reminder:

As of 12-16-2013, the procedure set up by George Woods, Subcontracts & Projects Manager and Jill Clough-Johnston, Small Business Liaison Officer, for the BSA contractor ISR/SSR's is:

First:

The SBLO will notify the Buyers/Contract Specialists (via email) 45 days before each contractual semi-annual report is due to be submitted to the eSRS system.

- On February 14th: For the ISR which has a period of performance ending March

31st, the submission date is no later than April 30th.

- On August 18th: For the ISR & SSR which have a period of performance ending on Sept. 30th, the submission date is no later than October 31st.

Second:

PPM Management will be notified as to which BSA contractors are delinquent in submission of these reports.

This notification will be, via email, 10 business days after the contractual reports are due, which is:

- On May 14th: for the April 30th ISR submission due date.
- November 14th: for the October 31st ISR & SSR submissions due date.

The Buyers/Contract Specialists are responsible for:

- Ensuring that these contractual reports are submitted by the required date(s).
- If the contractor is still delinquent in submission of the reports, then the contract shall be considered noncompliant and a stop payment shall be put on the contract.

Small/MNR/8a Suppliers

The following SML/MNR/8a businesses were added to our database:

Name	Vendor Code	NAICS	NAICS Desc.
Gov Smart, Inc.	101696	334112	Computer Device Mfg Note: they are HUB certified too. Storage
MCP Computer Products, Inc	101816	423430	Computer and Computer Peripheral Equipment and Software Merchant Wholesalers
Technology Group Solutions, LLC	101695	518210	Data Processing, Hosting, & Related Services

We need to **replace and build** our SML/MNR/8a database because we just lost the 8a (only) status on the following existing suppliers in 2014 since they graduated from the 8a program.

Note: They will remain SDB (MNR) for three years after their graduation date, so we can count them as SML/MNR.

**Please place as many contracts
as you can with:
SDVOB & HUB
small businesses!!!**

Name	NAICS	NAICS Desc.	8a Expired
Cen-Med Enterprises VC 98590	423450	Lab Supplies	2/14/2014
Microtech, LLC VC 99836	517110	Wired Telecomm Carriers	6/10/2014
PowerLogics Inc. VC 100304	423620	Electrical - Electronic Appliances	8/23/2014
RLT Networks, Inc. VC 96822	541512	Computer products - Software Services	6/10/2014
Versie Total Office Solutions, Inc. VC 100002	337211	Furniture	4/5/2014
Wats International, Inc. VC 29637-96584-98225	424120	Office Supplies-Furniture	1/25/2014

FANTASTIC Job by:

Francine Milischer:

Placed a **\$375,000** small set-aside contract with DNC Overhead Door, Inc. (VC 100787) a SML, WOB business.

Jose Velenz:

Attempted to do a small set aside for floor coating, but the contract was cancelled.

The above award(s) 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.

Legend:

- SML = Small Business
- SDB = Small Disadvantage Business
- WOM = Small Woman Owned Business
- HUB = Historically Underutilized Small Business
- VOB = Veteran Owned Small Business
- SDVOB = Service Disabled Veteran Owned Small Business

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