



SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

Vol. 28

April 2015 – Third Quarter



What a **GREAT** second quarter!!!

KEEP UP THE GOOD WORK!!!!!

This chart is a comparison of the 2nd quarter - actuals in FY2014 vs actuals in FY2015.

The FY2015 2nd quarter actual percentages are higher in ALL small business categories than the FY2014 2nd quarter actual percentages, except WOB which is only under the FY2014 percentage by .77%. Note: The WOB actual is still above the DOE goal by 1.88%).

	FY2014 2nd Qtr Actuals	FY2015 2nd Qtr Actuals	Difference
SB	45.04%	50.42%	+5.38%
SDB	4.01%	7.08%	+3.07%
WOB	7.94%	7.88%	-.06%
HUB	1.53%	3.85%	+2.32%
VOB	3.73%	6.38%	+2.65%
SDVOB	1.89%	2.66%	+.77%

This chart is a comparison of the DOE goals vs the 2nd quarter actuals for FY2015:

The FY2015 2nd quarter actual percentages are higher in ALL small business categories than DOE goals, except for SDVOB which is only under the DOE goal .34%.

Note: The SDVOB actual is still higher than the FY2014 2nd quarter actual percentages by .77%)

	FY2015 Goals	FY2015 2nd Qtr Actuals	Difference
SB	50.00%	50.42%	+.42%
SDB	5.00%	7.08%	+2.08%
WOB	6.00%	7.88%	+1.88%
HUB	3.00%	3.85%	+.85%
VOB	3.00%	6.38%	+3.38%
SDVOB	3.00%	2.66%	-.34%

4-23-2015 FY2015 VOB/SDVOB Tri-State Showcase

I'd like to thank all the Buyers/Contract Specialists that participated in this Showcase.

Here are some of their comments on the showcase:

Phil Gardner

"I made two very productive contacts for significant procurements that I have coming up (civil construction work/ice & snow clearing & elevator repair). I will definitely be soliciting the two vendors that came to the showcase."

Phil met with:
M & C Venture Group, LLC - SML-SDB-SDVOB- VOB - Construction/Snow Removal

Eclipse Elevator Co. SML-VOB - Elevator Service/Maint.

Janet Soper

BSA previously bought a forensic response kit from Hold that Scene (HTS). Janet stated:

“...I provided Robert (HTS) with a business card for another end user who would be interested in this supplier.”

Janet met with:
Hold that Scene SML-SDB-SDVOB-VOB Forensic Response Kits & Training

Jo Ann Reed

“I wanted to let you know that I had a very informative talk with Ron from PRMS, Inc. With 20 years experience in his field, I was impressed with his knowledge and product line. ...

We currently use Entest, a small business, for Printed Circuit Boards and he mentioned that he will be working closely with them. If we send our requirements to Ron, we can get credit for a VOB/SDVOB/SDB vendor.

Thank you for arranging this meeting and I feel positive that Ron can be very helpful to the end users and buyer staff.”

JoAnn met with:
PRMS, Inc. - SML/VOB/SDVOB Electronic/Electro Assys, Cable & Harness

Susan Cuevas

Susan is ready to do business with Cassel, Inc. She emailed them AMS-FORM-010 Reps/Certs.

Susan met with:
Cassel, Inc (Kew Consulting) - SML/VOB/SDVOB Gloves, Protective Gear, etc.

Vince Castanzo

“I met with David Sanders, Chief Pilot/Founder of Rotor Air Cam, LLC, an aerial UAV (drone) video

inspection/survey company ... Mr. Sanders was very interested in learning about BNL’s needs and potential applications for his service. We talked about the developing UAV industry and evolving regulatory issues concerning the use of commercial drones. ... Overall I believe the meeting and discussion were positive for both BNL and the vendor.”

Vince met with:
Rotor Air Cam, LLC - SML/VOB Aerial UAV (Drone) camera

FANTASTIC Job This Quarter:

Jeanmarie Volkman:
Placed contract # 270040 for **\$1,412,600** with Global Partners in Shielding, Inc. (VC 97238) a SML, VOB small business.

Jody Mitchell:
Placed Staffing BOA’s with:
NRM Services BOA-NRM-2015 for **\$5,000,000** (VC EB00101399) a SML business.

PW Grosser Consulting BOA-PWG-2015 for **\$5,000,000** (VC EB00034221) a SML business.

United Global BOA-UNITEDGLOBAL-2015 for **\$5,000,000**; (VC EB00102040) a SML, SDB, WOM business.

Weirich Consulting BOA-WEIRICH-2015 for **\$5,000,000**; (VC EB00097614) a SML, SDVOB, VOB 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.

Any questions, please contact:

Jill Clough-Johnston, SBLO
Contact her for with any questions, at: clough@bnl.gov or 631 344-3173

Legend:
SML-Small business;
SDB-Small Disadvantaged;
WOB-Woman-Owned;
HUB-Historically Underutilized;
VOB-Veteran-Owned;
SDVOB-Service-Disabled Veteran-Owned