



SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

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- Read and use the small business supplier lists that the SBLO periodically disseminates.

Doing the Right Thing!!! Honesty pays off with a BIG cost savings for DOE

Phil Gardner brought this to my attention and suggested Sound Roof Systems (VC 39407) be nominated for the DOE Small Business Contractor of the Year Award in January of 2016 (which will be done).

In May of 2015, Sound Roof Systems was awarded contract 291052, for the 624 Roof Project. Xavier Fleming, of Sound Roof Systems advised Phil Gardner that: "... I made an error in my bid calculation. The error ... increased my price \$6,000 ... please deduct this amount from my bid price and award the contract at \$250,600."

Thanks to their honesty, DOE was saved \$6,000 – thank you - Sound Roof Systems!!!

Brookhaven’s FY2014 Small Business Administration (SBA) Small Business Compliance Review

An FY2014 SBA Small Business Compliance Review was conducted on July 16, 2015 by the SBA. The SBLO prepared answers to the SBA’s checklist which covered every aspect of the Brookhaven Small Business Program. The answers were reviewed in detail by SBA and several files were pulled by the SBA at this compliance review.

Brookhaven’s FY2015 Third Quarter Statistics

	Goals	Actuals	Difference
SB	50.00%	56.11%	+6.11%
SDB	5.00%	6.01%	+1.01%
WOB	6.00%	8.64%	+2.64%
HUB	3.00%	2.98%	-.02%
VOB	3.00%	5.16%	+2.16%
SDVOB	3.00%	2.08%	-.92%

FY2015 is coming to a close. How can we increase our Service Disabled Veteran-Owned Small Business (SDVOB) numbers?

- If the order always went to a BIG business for certain products and/or services, consider utilizing the Sources Sought Notices on FedBizOpps, to find some SDVOB small business sources. Give the little but powerful guys a chance to prove themselves. <https://www.fbo.gov/>
- Consider doing a set-aside for SDVOB small businesses.
- Ask Brookhaven’s Small Business Liaison Officer (SBLO) to help you locate SDVOB’s that you can utilize.

We are presently awaiting the SBA's findings but feel it went well.

This and the previous compliance review confirmed PPM's feeling that the Brookhaven Reps/Certs system is in need of a complete overhaul. Before SBA's July compliance review - PPM initiated fact finding on a new completely automated Reps/Certs system. More to come ...

Help for a SML/WOB business

On August 3, 2015, DNC Overhead Door, Inc. a SML/WOB, advised our contract Specialist - Fran Militscher that "we are being forced to close our doors due to unsubstantiated increases in our general liability insurance premiums. "

Fran then asked the SBLO if she could recommend any other options to help keep this excellent Brookhaven supplier in business. The SBLO immediately contacted and got helpful responses from people in her network:

- Small Business Development Center @ Farmingdale State College
- Empire State Development - NYS
- U.S. Small Business Administration and
- Long Island Development Corp.

As of this writing, DNC Overhead Door, Inc. is looking into these recommendations.

FANTASTIC Job This Quarter:

Orders over \$300,000 or set-asides placed with small businesses:

Bernath, Phil:

Placed contract 290474 for **\$439,400** with Square One Systems Design, Inc. (VC 101334), a SML business.

Canavan, Mike:

Placed two small business Set-Aside contracts:

- 285930 for **\$426,000** with Millennium Machinery (VC 93206), a SML business. &
- 285934 for **\$110,885** with Angstrom Scientific (VC 101671), a SML business.

Gardner, Phil:

Placed contract 294760 for **\$328,146** with M&C Venture Group, Ltd. (VC 102431) a SML, SDB, SDVOB, VOB business.

Schlock, Janet:

Placed BOA contract 291972 for **\$553,000** with P.W. Grosser (VC EB10034221) a SML business.

Orders over \$50,000 placed with SDVOB/VOB and/or HUB small businesses or special circumstances:

Eleazer, Cheryl

Placed contract 269839 for an additional **\$146,900 (total \$292,500)** with Bentco Office Solution (VC 93246) a SML, SDB, HUB business.

Gilman, Beth:

Placed contract 267603 for **\$98,396** with TEVET (VC 96527) a SML, HUB, SDVOB, VOB business.

Macarthur, Laura:

Placed contract 297209 for **\$329** with TEVET LLC (VC 96527) a SML, HUB, VOB, SDVOB business. Instead of buying from a BIG business

The above are awards made to a small businesses over \$300,000, a small businesses set-aside (any value) OR awards to a HUB and/or SDVOB small business (over \$50,000), or a special contract award. In order to be published **YOU** have to let **ME** know about the award.

Any questions, please contact:

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

Legend:

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