

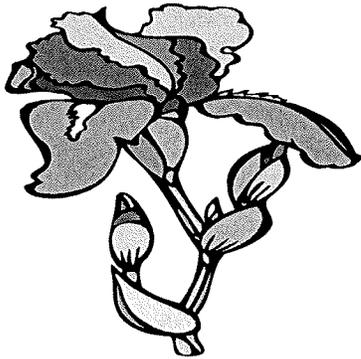


BROOKHAVEN
NATIONAL LABORATORY

SmallBiz Newsletter

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HAPPY SPRING !

What is a HUBZone Small Business?

A HUBZone Small Business is a small business that is located in a Historically Underutilized Business Zone (HUB-Zone); owned & operated by one or more U.S. citizens; and at least 35% of its employees must reside in a HUB-Zone.

To do business with BNL an HUB-Zone company **must be certified** with the Small Business Administration as a HUBZone company.

New HUBZone Qualifications

Now a small business applying for HUBZone certification no longer needs to be owned and controlled exclusively by U.S. citizens. However, the level of required ownership by U.S. citizens is still at 51%.

A tribal business can choose to meet the 35% residency requirement at the time of application or wait until the firm actually receives a HUBZone contract. If this latter option is chosen, the business will be required to ensure that 35% of those working on the contract reside in a reservation area controlled by the tribe, or an adjoining HUBZone.

A rural county can qualify for HUBZone status if its local unemployment rate is high relative to either the states annualized unemployment rate or the national unemployment rate.

A small business that either was terminated or is facing imminent termination from the HUBZone Program because the area where the firm is located is no longer considered to be economically distressed will retain the ability to participate in the HUBZone Program until the results of the next census data collection, scheduled for 2010, is analyzed and released to the public.

Per SBA News Release No. 05-04, dtd 1/27/05 "SBA Improves HUBZone Program to Help Small Businesses Create More Jobs"

Thanks to ALL for an OUTSTANDING 3rd quarter.

We are getting ready to have our numbers skewed because the large business big dollar buys are coming **BUT** to this point, we have done an **EXCEPTIONAL** job and Management wants to congratulate you on a job well done!!!!!!!

The 3rd qtr SB statistics are as follows:

	Old Base*	New Base*	DOE Goal	Score card
SB	49.1%	43.8%	50.0%	45.0%
SDB	11.3%	10.1%	15.0%	4.0%
WOB	14.1%	12.6%	10.0%	8.0%
HUB	6.6%	5.9%	3.0%	2.0%
SDVOB	.6%	.6%	3.0%	1.5%

* Old base **EXCLUDES** Fed/local gov't, universities, GOCO & foreign.
New Base **INCLUDES** Fed/local gov't, universities, & GOCO dollars.

PPM Outstanding Highlight:

Jody Mitchell has placed three PO's with Ideal Systems, who is a SB, WOB, SDB, 8a, HUB firm, valued at \$ 1,680,344. She is also "thinking out of the box", and may have an opportunity to set aside another large dollar procurement for a small business. **Good work Jody!!!!**

(You too can have your name in print – just tell me your small business outstanding highlights).

Tell Jill Corner

Tell me what you would like to see in **YOUR** newsletter. What type of information will help you do your job better? I'll research it for you.

Upcoming:

I started to put together a:
 "Small Business Procurement Desk Reference"
 to help you with your small business goals.