



SmallBiz Newsletter

Written by Jill Clough-Johnston, SBLO

Vol. 31

April 2016 – Third Quarter



2016 Second Quarter results are in and they are NOT great.

So will **YOU** help the young lady above, in whiting out the negatives and changing them to positive small business achievements?

	FY16	FY16	FY16
Category	Goal	Actuals	Difference
SB	50.0%	42.3%	-7.7%
SDB	5.0%	3.3%	-1.7%
WOB	6.5%	7.1%	+0.6%
HUB	3.0%	1.3%	-1.7%
VOB	3.0%	2.3%	-0.7%
SDVOB	3.0%	1.1%	-1.9%

BSA has met and exceeded the Woman Owned Business (WOB) goal, but has fallen short in meeting the goals in the other five small business categories this quarter.

This is partially due to high dollar procurements with large, education, nonprofit, Fed/GOCO, and foreign, all of which count against the small business numbers, since they all fall under the large business category.

Let's strive to improve the awards to small businesses in the next two quarters. Why not start by considering some of the small business tools that the SBLO gave you at the March 18th training class, on NAICS Codes, Set Asides, and Subcontracting Plan Requirements. Contact your manager or the SBLO if you need any assistance.

Exciting News for PPM & BSA:

The SBLO wrote/submitted the following award nominations:

- **DOE** Subcontractor of the Year Award for Sound Roof Systems Ltd
- **SBA** Subcontractor of the Year Award for Sound Roof Systems Ltd
- **DOE** Small Business Program Manager of the Year Award
- The **SBA** Dwight D. Eisenhower Award for Excellence in Research & Development

Brookhaven **WON** two (2) U.S. Small Business Administration (SBA) **NATIONAL** awards:

- Small Business Subcontractor of the Year Award for Sound Roof Systems Ltd.
and the
- Dwight D. Eisenhower Award for Excellence in the Research & Development category for BSA's Small Business Program.

Award ceremonies are being held in Washington, DC and in New York City in May 2016.

Small biz NAICS size standards increased.

On Jan. 26th, the SBA issued its final rule regarding the proposed size standard increases to numerous NAICS codes.

Altogether, the changes make 10,050 more companies eligible for government contracts and loans. For a complete listing of NAICS numbers and the new size standards (as of 2/26/2016) go to: <https://www.sba.gov/contracting/getting-started-contractor/make-sure-you-meet-sba-size-standards>
Click on: Table of Small Business Size Standards. Then click: .pdf file.

The changes include:

1. Monetary Standards:
Monetary increases (including receipts, assets, net worth and net income) by 8.73% for inflation (last adjustment was in 2008).
2. Manufacturing:
Expanded 209 industries in the NAICS Manufacturing Sector 31-33.
3. Industries:
Raised employee-based standards for 30 industries.

4. Wholesale and Retail Trade:
Increased the number of employees for 46 industries in Wholesale Trade Sector 42.

Man sentenced to prison, ordered to repay \$6.7 million, for fraud in getting federal contracts.

From The U.S. Attorney's Office – Northern District of Ohio 9-15-15

The HUB-Zone program has four (4) requirements:

1. must be a small business
2. controlled/owned 51% by US citizen
3. principal office is in a HUB-Zone
4. 35% of employees must reside in a HUB-Zone

Based on the owners false statements the SBA certified TAB Construction Co. in the HUB-Zone Program.

TAB received contracts from the U.S. Army Corps of Engineers, the U.S. Coast Guard, the National Park Service, etc.

Defrauding the government is no small thing:

John Tiano, Special Agent in Charge, Dept. of Homeland Security said they will "... hold accountable anyone who brazenly defies federal law to take advantage of federal programs funded by the taxpayers' hard-earned money".

The owner of TAB Construction Co. in Canton, OH was sentenced to one year in prison and ordered to repay \$6.7 million for making false representations about the company's office location, so it could obtain HUB-Zone certification and qualify for federal contracts.

Any questions please contact:

The Small Business Liaison Officer (SBLO)
Jill Clough-Johnston at: clough@bnl.gov or 631 344-3173