



SmallBiz Newsletter

Vol. 5

April 2007 – Third Quarter



Spring is on it's way !!!!!!!!!!!

BNL's NEW Self-Registration Database

Please refer small businesses to the following self-registration site:

www.bnl.gov/ppm/sbreg.asp

Highlight of the Quarter:

We have all been working very hard to meet and beat our Service Disabled Veteran Owned Small Business (SDVOB) goals this year and it's starting to pay off. Good job everyone!!!!

One of the current SDVOB initiatives that helped increase our goals:

Jody Mitchell just placed a \$ 1.2M contract with an SDVOB – Global Outsourcing Services (GOS) for data/voice technicians. Note: this is NOT included in the 2nd Qtr Stats, it will be picked up in the 3rd Qtr.

Upcoming SDVOB initiatives that will help increase our SDVOB goals:

1. We just set up 2 SDVOBs (ABM Federal Sales & Veterans Imaging Products, Inc.) as our new preferred suppliers for office supplies, for the credit card holders.

2. I am spearheading the design & implementation of a national SDVOB database, of and for the following labs: Battelle, BNL, INL, NRL, ORNL, and PNNL. It will consist of SDVOBs that are actually used by each Lab.

Hopefully, it will be completed this summer. More to come.

Second Quarter FY07 Stats

	<u>Goal</u>	<u>Actuals</u>	<u>Diff</u>
Small Business	41.30%	45.13%	3.83%
SDB	6.30%	3.70%	2.60%
WOB	5.80%	7.12%	1.32%
HUBZone	2.20%	1.87%	0.33%
SDVOB	1.30%	0.24%	1.06%

The second half of the year is starting so let's all make a big effort to improve our SDB, HUB and SDVOB numbers!!!

Size Recertification Reg's for Long-Term Contracts.

The SBA has recently changed the size recertification rule, to ensure that the businesses receiving small business contracts are, in fact, small businesses.

How it works: For all contacts, regardless of their duration, small businesses must recertify their size status IF they are merged, acquired by, or acquire other business, or if a contract is novated. This means, if a supplier is merged, acquired by, or acquire other business, then they must submit new reps/certs to us.

Under the new regulation, for long term contracts (over 5 years duration), small businesses must certify at the time of bid submission and also recertify at the end of the first five years of the contract (i.e. some of our construction contracts may fall into this category); any time that options are executed thereafter; and any time their size status changes because they are merged; acquired by or acquire other businesses; or if contacts are novated.

Effective date of this recertification regulation is **June 30, 2007**. Joel is incorporating this in our policies & procedures.

(Per:
http://www.sba.gov/idc/groups/public/documents/adacct/sba_010985.pdf)

Interesting Stuff:

Women's Set-Aside May Start by Year-End

There is a proposal that in industries where women are found to be "substantially underrepresented", all woman-owned firms will qualify for set-asides.

SBA said it expects to publish a final rule implementing the set-aside program by the end of June. In its proposed rule the SBA said it would not accept self-certification of woman-owned firms, but would set up its own certification program.

My comment is - OH NO!!! There is already a tremendous backlog at the SBA for certifying SDB, 8a and HUBZone businesses, now they are going to add WOB's????

I'll let you know if anything changes.

(Per Set-Aside Alert, Vol. 15 No. 6, March 23, 2007).

PPM Outstanding Highlight:

FANTASTIC - JoAnna Black placed a \$4.5M contract with a **Small Business** - Advanced Energy Systems for the design/build of a superconducting photo injector for electron cooling of the RHIC beam.

FANTASTIC – Jody Mitchell placed a \$1.8M contract with a **Small Business** – Continental Electronics Corp, for a RF Power Amplifier System.

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.

Any question's call me on x3173 or email me at clough@bnbl.gov
Jill Clough-Johnston, SBLO