Oak Ridge National Laboratory evolved from the Manhattan Project

The Clinton Pile was the world’s first continuously operated nuclear reactor.

Chemical processing techniques were developed to separate plutonium from irradiated fuel.
The national laboratories of the U.S. Department of Energy constitute a network for discovery and innovation.
DOE has 3 large sites in Oak Ridge
**ORNL is managed by UT-Battelle, LLC**

- ORNL partner since 1946
- State-funded Science Alliance started in 1982, to build programs with ORNL
- Shared research, education, and joint appointments
- Joint institutes:
  - Advanced materials
  - Biological sciences
  - Computational sciences
  - Neutron sciences
  - Nuclear physics

Management contractor for DOE’s Oak Ridge National Laboratory

- 75-year relationship with DOE
- Develops and deploys technology worldwide
- Manages or co-manages 7 DOE national labs:
  - ORNL (with UT)
  - Brookhaven (with SUNY-Stony Brook)
  - Idaho
  - Lawrence Livermore (with UC and Bechtel)
  - Los Alamos (with UC and Texas A&M)
  - NREL (with MRI)
  - Pacific Northwest
Today, ORNL is a leading science and energy laboratory

- 4,400 employees
- 3,200 research guests annually
- Nation's largest materials research portfolio
- 2,261 journal articles published in CY17
- 74 patents issued in FY17
- Nation's most diverse energy portfolio
- World's most intense neutron source
- 219 invention disclosures in FY17
- $750M modernization investment
- Forefront scientific computing facilities
- World-class research reactor
- Managing major DOE projects: US ITER, exascale computing
- $1.55B FY17 expenditures
ORNL has a distinguished history of making groundbreaking discoveries and meeting national needs.

- **Development, production, and distribution of radioisotopes and stable isotopes**
- **Science and engineering of the nuclear fuel cycle**
  - Reactor technology
  - Materials and fuels
  - Separations chemistry
- **Development of neutron scattering, neutron activation analysis, and other innovative research tools**
- **Development and application of high-performance computing resources**
- **Delivering advances in physical and life sciences**
ORNL has a distinguished history of making groundbreaking discoveries and meeting national needs.
ORNLSmall Business Programs Office

- Point of Contact
- Small Business Advocacy & Outreach
- Increase Small Business Utilization
- Compliance Issues
- Business Opportunities
- Manage Mentor-Protégé Program

2010 Women-Owned Small Business Day at ORNL
2016 Small Business Outreach Event at ORNL
**ORNL Annual Small Business Goals**

**FY2017**

### Subcontract Dollars Placed with SB (%)

**Firms - FY 2017 (BSC Metric)**

**YTD - Sep 2017**

#### Projections

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>FY17 YTD</th>
<th>FY 00*</th>
<th>FY 01</th>
<th>FY 02</th>
<th>FY 03</th>
<th>FY 04</th>
<th>FY 05</th>
<th>FY 06</th>
<th>FY 07</th>
<th>FY 08</th>
<th>FY 09</th>
<th>FY 10</th>
<th>FY 11</th>
<th>FY 12</th>
<th>FY 13</th>
<th>FY 14</th>
<th>FY 15</th>
<th>FY 16</th>
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<tbody>
<tr>
<td>SB Base</td>
<td>54.6</td>
<td>48.4</td>
<td>49.2</td>
<td>54.1</td>
<td>62.7</td>
<td>50.8</td>
<td>57.8</td>
<td>58.5</td>
<td>62.9</td>
<td>49.6</td>
<td>59.2</td>
<td>54.1</td>
<td>52.7</td>
<td>58.4</td>
<td>55.1</td>
<td>51.5</td>
<td>53.8</td>
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<tr>
<td>SDB Base 448.7 M</td>
<td>9.8</td>
<td>7.6</td>
<td>6.4</td>
<td>6.2</td>
<td>9.2</td>
<td>7.1</td>
<td>10.5</td>
<td>9.3</td>
<td>11.1</td>
<td>6.8</td>
<td>10.0</td>
<td>9.8</td>
<td>12.0</td>
<td>12.1</td>
<td>9.4</td>
<td>9.6</td>
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<tr>
<td>WOB Exclusions</td>
<td>8.5</td>
<td>12.2</td>
<td>8.8</td>
<td>10.3</td>
<td>7.9</td>
<td>11.4</td>
<td>12.3</td>
<td>14.6</td>
<td>9.7</td>
<td>12.4</td>
<td>11.5</td>
<td>13.3</td>
<td>12.6</td>
<td>10.2</td>
<td>11.2</td>
<td>13.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HUBZone/His. Underutilized Bus Zone</td>
<td>0.1</td>
<td>0.2</td>
<td>0.4</td>
<td>2.0</td>
<td>4.4</td>
<td>3.2</td>
<td>7.4</td>
<td>6.7</td>
<td>7.0</td>
<td>3.5</td>
<td>4.4</td>
<td>2.8</td>
<td>3.9</td>
<td>3.2</td>
<td>2.9</td>
<td>6.7</td>
<td>3.4</td>
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<tr>
<td>Total Proc. Total Proc.</td>
<td>0.3</td>
<td>0.8</td>
<td>1.2</td>
<td>3.0</td>
<td>4.0</td>
<td>3.5</td>
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<td>4.9</td>
<td>5.5</td>
<td>5.5</td>
<td>4.2</td>
<td>6.2</td>
<td>6.9</td>
<td>7.6</td>
<td>11.0</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Data Source:

- Base for SB, SDB, WOB & HUBZone %s excludes FRGN, GOVT, INTG, IGT, Affiliates, ZX13, & P-cards.
- FY05-10 includes P-Cards (FY14 excludes 4000130255).
- Base revised in FY05 & FY07.

*UT-Battelle contract started April 1, 2000 (6 months of data only).*
What We Buy – FY2017

Materials and Services

- R&D
- Laboratory equipment
- Engineering services
- Professional services

<table>
<thead>
<tr>
<th>MATERIALS</th>
<th>Non-Marketplace</th>
<th>Marketplace</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Agricultural Machinery and Equipment (mowers, blowers)</td>
<td>$311,216.02</td>
<td>$50,085.42</td>
<td>$421,301.44</td>
</tr>
<tr>
<td>Agricultural supplies</td>
<td>$80,982.36</td>
<td>$30,040.40</td>
<td>$111,022.76</td>
</tr>
<tr>
<td>Aircraft/Drone (Unmanned Aircraft Systems)</td>
<td>$89,790.40</td>
<td>$5,004.30</td>
<td>$94,794.70</td>
</tr>
<tr>
<td>Alarm, Signal and Security Systems</td>
<td>$222,889.65</td>
<td>$30,705.24</td>
<td>$253,594.89</td>
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<tr>
<td>Ammunition, Explosives and Weapons</td>
<td>$7,980.82</td>
<td>$7,806.82</td>
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<tr>
<td>Bearings</td>
<td>$224,912.00</td>
<td>$33,274.41</td>
<td>$258,186.41</td>
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<tr>
<td>Books, Maps, and Other Publications</td>
<td>$3,295,994.56</td>
<td>$2,290.91</td>
<td>$3,300,285.47</td>
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<tr>
<td>Camcorders</td>
<td>$149.45</td>
<td>$3,193.26</td>
<td>$3,342.71</td>
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<tr>
<td>Cameras</td>
<td>$347,452.44</td>
<td>$33,981.02</td>
<td>$411,323.46</td>
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<tr>
<td>Chemicals and Chemical Products</td>
<td>$1,667,869.04</td>
<td>$1,592,934.64</td>
<td>$3,260,803.68</td>
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<tr>
<td>Chemicals, Lab</td>
<td>$2,298.97</td>
<td>$12,372.67</td>
<td>$14,671.64</td>
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<tr>
<td>Cleaning Equipment and Supplies</td>
<td>$11,057.43</td>
<td>$560,260.72</td>
<td>$571,318.15</td>
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<tr>
<td>Clothing/Apparel, Textiles, Leather</td>
<td>$159,839.09</td>
<td>$311,304.12</td>
<td>$471,143.21</td>
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<tr>
<td>Communication (ex, phones, biomedical, telescopes), Detecto</td>
<td>$76,536.90</td>
<td>$113,296.16</td>
<td>$189,833.06</td>
</tr>
<tr>
<td>Computer, Accessories</td>
<td>$1,917,600.54</td>
<td>$6,313,798.85</td>
<td>$8,231,401.39</td>
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<tr>
<td>Computer, CPU</td>
<td>$275,734.40</td>
<td>$555,003.60</td>
<td>$830,738.00</td>
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<tr>
<td>Computer, High Performance</td>
<td>$51,746,762.54</td>
<td>$66,446.71</td>
<td>$51,813,222.50</td>
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</table>

<table>
<thead>
<tr>
<th>SERVICES</th>
<th>Non-Marketplace</th>
<th>Marketplace</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Auditing Services</td>
<td>$127,225.24</td>
<td>$127,225.24</td>
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<tr>
<td>Building Architect and Engineering Services</td>
<td>$3,365,075.09</td>
<td>$3,365,075.09</td>
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<tr>
<td>Calibration</td>
<td>$1,003,076.26</td>
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<tr>
<td>Characterization and Remediation</td>
<td>$73,010.92</td>
<td>$73,010.92</td>
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<tr>
<td>Construction Services</td>
<td>$11,900,194.58</td>
<td>$11,900,194.58</td>
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<tr>
<td>Demolishing, Demolition, or Removal of Improvements</td>
<td>$1,452,034.90</td>
<td>$1,452,034.90</td>
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<tr>
<td>DOE Owned Building Facility Maintenance Services</td>
<td>$1,246,434.27</td>
<td>$1,246,434.27</td>
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<tr>
<td>DOE Transfer</td>
<td>$48,904,974.84</td>
<td>$48,904,974.84</td>
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<tr>
<td>Education and Training Services</td>
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<td>$2,985,072.95</td>
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<tr>
<td>Engineering Services</td>
<td>$2,373,257.91</td>
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<tr>
<td>Equipment Maintenance Agreement</td>
<td>$324,219.92</td>
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<tr>
<td>Engine, Installation of</td>
<td>$1,071,406.27</td>
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<tr>
<td>Equipment, Repair/Modification</td>
<td>$2,533,943.64</td>
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<tr>
<td>Hardware Maintenance</td>
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<td>$6,760,504.64</td>
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<tr>
<td>Individual Subcontracts</td>
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<td>$206,407.51</td>
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<tr>
<td>Individual Subcontract with HR, Legal Approval</td>
<td>$30,085.90</td>
<td>$30,085.90</td>
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<tr>
<td>Individual Subcontract with HR Approval</td>
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<tr>
<td>Individual Subcontract with Legal Approval</td>
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<tr>
<td>Information Technology and Telecommunications Services</td>
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<td>Interagency Agreements</td>
<td>$247,812.13</td>
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</tr>
<tr>
<td>Lease, Facilities</td>
<td>$14,836,681.21</td>
<td>$14,836,681.21</td>
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<tr>
<td>Lease, Portable Storage Containers</td>
<td>$12,828.93</td>
<td>$12,828.93</td>
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<tr>
<td>Leased Facility - Maintenance, Repair and Alteration</td>
<td>$17,764,930.63</td>
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<tr>
<td>Medical Services</td>
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<tr>
<td>Memorialization Purchase Order</td>
<td>$211,488,819.83</td>
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<td>Memorialization, Purchase Order (OKE)</td>
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<td>$20,896,000.00</td>
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<tr>
<td>Miscellaneous - Costs Not Eligible in Use 30</td>
<td>$205,040.00</td>
<td>$205,040.00</td>
<td></td>
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<tr>
<td>Natural Resources and Conservation Services</td>
<td>$22,627.78</td>
<td>$22,627.78</td>
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</tr>
<tr>
<td>National Laboratory</td>
<td>$15,084,965.90</td>
<td>$15,084,965.90</td>
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</table>
ORNL Business Opportunities

- https://smallbusiness.ornl.gov
**ORNL Business Opportunities**

<table>
<thead>
<tr>
<th>Type</th>
<th>Description</th>
<th>SB Set-Aside</th>
<th>Estimated Value</th>
<th>Expected Issue Date</th>
<th>Expected Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>ORNL has selected McCarthy Building Companies as its strategic partner to perform construction activities at ORNL.</td>
<td>No</td>
<td>Estimated $15M p/yr</td>
<td>Varies</td>
<td>Varies</td>
</tr>
</tbody>
</table>

**Details**
McCarthy Building Companies construction opportunities

Type: Construction
Small Business Set-Aside: No
Estimated Value: Estimated $15M p/yr
NAICS Code: Varies
Expected Issue Date: Varies
Expected Award Date: Varies
Contact Name: Mike Stewart
Contact Email: mstewart@mccarthy.com

Construction subcontracting firms wishing to participate in upcoming construction opportunities through McCarthy should select this link and register in McCarthy's Subcontractor Prequalification System.

Select 'New User' and follow the prompts.

When asked to select a project, choose 'ORNL GPP Partnership'.

Email Mike Stewart with Pre-Qualification questions at mstewart@mccarthy.com.
## ORNL Business Opportunities

<table>
<thead>
<tr>
<th>Type</th>
<th>Description</th>
<th>SB Set-Aside</th>
<th>Estimated Value</th>
<th>Expected Issue Date</th>
<th>Expected Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff Augmentation Support</td>
<td>Document controls support to U.S. ITER</td>
<td>No</td>
<td>&lt;$500K</td>
<td>Aug-18</td>
<td>Sept-18</td>
</tr>
</tbody>
</table>

Responsibilities include records management and document control using the Document Control Center to support US ITER.
## ORNL Business Opportunities

<table>
<thead>
<tr>
<th>Type</th>
<th>Description</th>
<th>SB Set-Aside</th>
<th>Estimated Value</th>
<th>Expected Issue Date</th>
<th>Expected Award Date</th>
</tr>
</thead>
</table>

The 30% redesign of the ORNL Research Operations Support Center (ROSC), aka Fire Station, to a 1-Story Building has been completed by ORNL’s Strategic Partner, McCarthy Building Companies. Bid Documents will be available on August 20th and the bid date will be August 31st; if interested contact Mike Stewart @ mstewart@mccarthy.com or 314-919-2381. Multiple work categories for bid.
ORNL Business Opportunities

Spallation Neutron Source

- Proton Power Upgrade (PPU)
- Conditioned Warehouse Addition
- Instrument Support Building
- Storage Pad Enclosure
- Second Target Station
Contact Information

Cassandra McGee Stuart, MSM  
Manager, Small Business Program  
Acquisition Management Services Division

Oak Ridge National Laboratory  
P.O. Box 2008  
Bldg. 2040, MS-6419  
Oak Ridge, TN 37831  
Office: 865-576-3560 | Fax: 865-576-3792  
Email: mcgcecm@ornl.gov | Web: https://smallbusiness.ornl.gov/

Department of Energy HUBZone  
Small Business Outreach Event  
at Oak Ridge National Laboratory  

August 23, 2018  
8:00 am - 3:00 pm  
ORNL Conference Center, Building 5200  
Oak Ridge, Tennessee

SPACE IS LIMITED  
Register Now.

https://smallbusiness.ornl.gov
Questions
Safely Delivering DOE’s Vision for the East Tennessee Technology Park Mission

ORNL Small Business Outreach Event at Oak Ridge National Laboratory

Freda H. Hopper
August 23, 2018
OPPORTUNITIES

- K-25 National Historic Preservation Site Prep
- Gatorade
- Powerade
- Bottle Water
- Respirator Parts and Accessories
- Tool Room Safety Supplies
- Miscellaneous Compressed Gases
- Approximately 253,000 CY of General Clean Fill and Topsoil
Safely Delivering DOE’s Vision for the East Tennessee Technology Park Mission
### Percent Subcontract Dollars Placed with Socioeconomic Firms

#### Summary FY18

**FY To Date**

*10/01/2017 - 07/31/2018*

<table>
<thead>
<tr>
<th>Percentage</th>
<th>Goal</th>
<th>YTD</th>
<th>Actual</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SB</strong></td>
<td>65%</td>
<td>$154.14M</td>
<td>89%</td>
<td><strong>SB Goal</strong></td>
</tr>
<tr>
<td><strong>SDB</strong></td>
<td>10%</td>
<td>$24.24M</td>
<td>14%</td>
<td><strong>SDB Goal</strong></td>
</tr>
<tr>
<td><strong>WOB</strong></td>
<td>10%</td>
<td>$21.78M</td>
<td>13%</td>
<td><strong>WOB Goal</strong></td>
</tr>
<tr>
<td><strong>HUBZONE</strong></td>
<td>4%</td>
<td>$14.77M</td>
<td>9%</td>
<td><strong>HUB Goal</strong></td>
</tr>
<tr>
<td><strong>VETERAN</strong></td>
<td>4%</td>
<td>$5.85M</td>
<td>17%</td>
<td><strong>VOSB Goal</strong></td>
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<tr>
<td><strong>DISABLED VETERAN</strong></td>
<td>4%</td>
<td>$30.01M</td>
<td>3%</td>
<td></td>
</tr>
</tbody>
</table>

**BASE:**
- **Large**: $18,206,748.56
- **Small**: $154,135,463.59
- **Total**: $172,342,212.15

**Stated as percentage of Total Dollars (Large + Small)**

---

Safely Delivering DOE’s Vision for the East Tennessee Technology Park Mission
Freda H. Hopper
Small Business Program Manager
Freda.Hopper@ettp.doe.gov
(865) 574-3449 – Office
(865) 748-4720 – Cell
http://info.ettp.energy.gov/90day/index.html
Department of Energy HUBZone
Small Business Outreach Event at Oak Ridge Natl Lab
August 23, 2018

HUBZone Regulations & Updates
How SBA Helps: Four areas supporting success

The SBA is the **go-to resource** for access to capital, valuable resources, business know-how, and the right expertise for **every stage** of your business lifecycle.

- Free business counseling
- SBA guaranteed business loans
- Home & business disaster loans
- Federal government contracting
Helping Businesses Start, Grow & Succeed: Support

In-person, one-on-one mentoring, classes and online advising for every stage of your small business growth and development:

☑ Little to no cost mentoring and advice targeted on your needs
☑ Multiple locations around the state

+ 2 SBA Offices in Tennessee

**WBCs**
Women’s Business Centers
NASHVILLE - Pathway

**VBOCs**
Veterans Business Outreach Centers
NASHVILLE - Pathway

**SCORE**
Chattanooga – Knoxville – Nashville - Memphis

**SBDC**
Small Business Development Centers
14 Centers in Tennessee Including
Oak Ridge
Knoxville

 Little to no cost mentoring and advice targeted on your needs
 Multiple locations around the state
Contracting

23% of all prime federal government contract dollars go to small businesses.

SBA also provides subcontracting procurement opportunities, outreach programs, training and matchmaking.

Small businesses had a record-breaking year for federal contracting in FY 2015:

- 25.75% or $90.7 billion in federal contracts for small businesses. These contracting funds supported more than 537,000 jobs.
- 5.05% of $17.8 billion for Women-Owned Small Businesses (WOSBs)*
- 3.93% or $13.8 billion for Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)
- 10.06% or $35.4 billion for Small Disadvantaged Businesses (SDBs)*

*indicates an all-time high
HUBZone Program Awards

• The government is mandated to award 23% of all prime contract dollars to HUBZone-certified firms.
  • 23% – All Small Business
    • 5% – Small Disadvantaged Business (SDB) /8(a)
    • 5% – Woman Owned Small Business (WOSB) / (EDWOSB)
    • 3% – Service Disabled Veteran Owned Small Business (SDVOSB)
  • 3% - HUBZONE
Types of Certifications
Get certified at www.certify.sba.gov

• **Small Business & SDB** – no application reqd; self-certification at www.sam.gov

• **8(a) & HUBZone** - formal application – only SBA certifies!

• **Women-Owned** – hybrid – SBA approved certifiers or self certification at www.sam.gov

• **Veteran-Owned/Service Disabled** – formal certification required for VA contracts only www.vetbiz.gov – otherwise, self-certification at www.sam.gov
HUBZone Program Purpose

• Provide Federal contracting opportunities to firms certified as ‘qualified HUBZone small business concerns,’ HUBZones to:

  • Increase community employment opportunities
  • Stimulate community capital investment
  • Empower communities through economic leveraging
HUBZone Program - What does SBA Do?

• SBA regulates and implements the HUBZone program

  • Determines which businesses are eligible.

  • Maintains a listing of qualified HUBZone firms to fulfill procurement opportunities. DSBS - Dynamic Small Business Search ([http://dsbs.sba.gov/dsbs/search/dsp_searchhubzone.cfm](http://dsbs.sba.gov/dsbs/search/dsp_searchhubzone.cfm))

  • Adjudicates protests of eligibility regarding HUBZone contracts.

  • Conducts site visits at office locations.
SBA HUBZone Contracting Impact on Tennessee based on FY 2017 Results

• $1.7 Billion = Total Contract Dollars Awarded to Small Businesses

$92.5 Million Contract Dollars to HUBZone Certified Firms

• 128 SBA HUBZone certified firms in Tennessee
HUBZone - Eligibility Requirements

• Firm must:
  • Be **small** by reference to small business size standards

  • Be **at least 51% owned and controlled by U.S. citizens** or a community development corporation, agricultural cooperative, or Native American tribe.

  • Have as its “**Principal office,**” – the single location at which the greatest number of its employees perform most of their work – **located in a HUBZone.**

  • Have **at least 35%** of its employees made up of **HUBZone residents.**
HUBZone

2016

Reg changes
2016 Changes to the HUBZONE program similar to 8(a)

- 90 day processing time
- SBA may request additional or clarifying information about an application at any time.
- SBA may **decline** if info is missing or not provided. Burden on applicant.
- Must be **eligible** as of the date it submitted its application **and** up until the time the D/HUB issues a decision.
- Any **changed circumstance** occurring **after** an application will be considered and may constitute grounds for decline.
2016 Changes to the HUBZONE program

Joint Ventures

• Allows for a HUBZone small business to enter into a joint venture agreement with one or more small businesses for the purposes of submitting an offer on a HUBZone contract.

• The joint venture itself need not be certified as a qualified HUBZone small business.

**JV partner can be with an approved Mentor (per the new mentor-protégé regulation), or, if also an 8(a) program participant, an approved 8(a) mentor**
2016 Changes to the HUBZONE program

Joint Ventures

• Joint venture may submit an offer as a small business for any HUBZone procurement so long as each concern is small under the size standard corresponding to the NAICS code assigned to the procurement.

• Joint venture between a protégé and its approved mentor (under SBA’s Mentor Protégé Program), the joint venture will be deemed small if the protégé qualifies as small under the solicitation’s operative size standard.
HUBZone

2018

Statutory changes
2018 Changes to the HUBZONE program

BASE CLOSURE

• Base closure areas will be eligible for not less than 8 years.

• Military base closure area begins when SBA Administrator designates an area as a base closure area, not when the base actually closes.
2018 Changes to the HUBZONE program

PROCESSING

• Cycle time for processing initial eligibility determinations will be reduced from 90 days to 60 days.

• Recertification will change
  • from = certification document
  • to = fully documented review, like the first time submission
Governors can petition SBA for HUBZone-designation of places that:

• Are outside of urbanized areas;
• Have populations not exceeding 50,000; and,
• Have unemployment rates of at least 120 percent of the average unemployment rate.
2018 Changes to the HUBZONE program

Find your business on the HUBZone map

If your small businesses is located in a designated HUBZone, it may be eligible for set-aside government contracts.

SEE THE HUBZONE MAP
2018 Changes to the HUBZONE program MAP

• Effective December 2017,
  • current HUBZone maps “frozen”
  • will not change until at least January 1, 2020

• This means that areas that currently are designated as HUBZone (or in redesignated status) will remain HUBZones until 2020.

After that, updates every 5 years (no less)
WHERE are the HUBZones nearby?

www.sba.gov/hubzone
WHERE are the HUBZones nearby?
WHERE are the HUBZones nearby?
WHERE are the HUBZones nearby?
Where & How to Find Help in Govt Contracting
– SBA in Tennessee or Kentucky -
www.sba.gov/tn

– NEARBY
Jutta Bangs
✔ SBDC
  Ph: (865) 483-2668
✔
  jbangs@tsbdc.org
  www.tsbdc.org

-PNEARBY
Paul Middlebrooks
PTAC
423-634-0848 – Paul
paul.middlebrooks@tennessee.edu

SBDCs in TN:
www.tsbdc.org
Where & How to Find SBA

Contact/Follow Us
✓ **Website:** [www.sba.gov/tn](http://www.sba.gov/tn)
✓ **Twitter:** @SBA_Tennessee @SBAgov
✓ **Facebook:** SBA
✓ **Instagram:** @sbagov
✓ **YouTube:** SBA
✓ **Tennessee District:** 615-736-5881

✓ Offices in Nashville & Memphis
✓ SBDC offices in 14 locations
HUBZone webinars

https://www.youtube.com/user/sba

• Understanding How HUBZones are Designated
  https://youtu.be/k0j9AniLTdl

• Employment and Affiliation in the HUBZone Program
  https://youtu.be/DLCEjoRDDoQ

• Continued HUBZone Compliance: How to Maintain Your HUBZone Certification
  https://youtu.be/_gKBw-XjvIg

• HUBZone Joint Ventures: How to Partner with Other Companies for HUBZone Contracts
  https://youtu.be/ZBJfs2h-w3Q

• HUBZone Protests and Appeals
  https://youtu.be/LgBGMt-ge4g

• HUBZone Contracting: Make the Federal Government Your Customer
  https://youtu.be/LA0LKY5KTtE
HUBZone webinars

www.sba.gov/hubzone

• HUBZone Office Hours

Tuesdays and Thursdays from 2-3 p.m. EST

Call 1-202-765-1264
Access Code 6890124#
Ready To Apply?

8(a) – Minority Owned
http://www.sba.gov/8a

HUBZone – Location Based
www.sba.gov/hubzone

ED/WOSB – Woman Owned
http://www.sba.gov/content/wosb

Veteran-Owned
http://www.va.gov/osdbu/veteran/- Veteran’s Admin
www.sba.gov/veterans - SBA
HOW TO UTILIZE RESOURCES
Counseling
Training
Conferences
Bid Opportunity Searches
Referrals
Contract Solicitation Review
Acquisition Regulations
Marketing Strategy
PTAC STAFF

East Tennessee Counselor
Middle Tennessee Counselor
West Tennessee Counselor
State-wide Coordinator/ (City of Memphis emphasis)
PTAC Partnerships

U.S. Small Business Administration

AMERICAS SBDC TENNESSEE

SMALL BUSINESS DEVELOPMENT CENTERS

OAK RIDGE Chamber of Commerce
SWOT

Geographical Focus

Complexity of Your Product or Service

External Issues

Market Channel
Trends in Government Contracting

✓ Contract Bundling
✓ Category Management
✓ Strategic Sourcing
✓ IDIQ Contracts
✓ Supplier Partnerships
HOW THEY BUY

- **R&D SCIENTIFIC**
- **ENGINEERING; CUSTOM PRODUCTS & SERVICES**
- **STANDARD MATERIALS & MAJOR BULKS**
- **MINOR BULKS & CONSUMABLES**
- **GENERAL SERVICES**

**Complexity**: BEST VALUE ➔ LOWEST PRICED

**Lowest Priced**: TECHNICAL ACCEPTABLE ➔ LOWEST PRICE
Government Marketing Strategies

✓ Services

- Develop a List of Target Customers
- Meeting with Program Managers & End-Users
- Bidding Proposals
- Mentor/Teaming Partner/Joint Venture Strategies
Government Marketing Strategies

- Construction
  - Pricing Strategies
  - Bidding Proposals
  - Mentor/Teaming Partner/Joint Venture Strategies
Government Marketing Strategies

- Manufacturing
  - Pricing Strategies
  - Bidding Proposals
  - Influence on Specifications
Government Marketing Strategies

✓ Distributors
  ❑ Differentiating Your Company From Competitors
  ❑ Value Added Services
  ❑ Influence on Specifications
Research Tools

1. GovWin
2. ezGovOpps
3. Haystack
GSA SmartPay Reports

FAR 4.606(a)(2) requires GSA’s charge card management organization to provide purchase card data to FPDS, at a minimum, on an annual basis. For ease of customer access and use in agency reports (as needed), this data is available at https://smartpay.gsa.gov/content/about-gsa-smartpay#sa832

NIA Extension for Hurricane Sandy

The expiration date for National Interest Action value 'Hurricane Sandy 2013' has been extended to 12/31/2017 on the FPDS-NG Production system. National Interest Action value 'Hurricane Sandy 2013' (code H13S) is valid from 10/28/2012 to 12/31/2017.

October is CYBER SECURITY AWARENESS month!

October is CYBER SECURITY AWARENESS month! Choose a unique and strong username and password. Do not share your password and always log off when you step away — it only takes a moment for someone to steal or change the password.

NIA Expiration Date Extended to 2017

1. National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has been extended from 12/31/2015 to 12/31/2017 on the FPDS-NG Production System. National Interest Action value 'Operation Freedom's Sentinel (OFS)' is valid from 01/01/2015 to 12/31/2017.
WHAT IS USASPENDING.GOV?

USAspending.gov is the publicly accessible, searchable website mandated by the Federal Funding Accountability and Transparency Act of 2006 to give the American public access to information on how their tax dollars are spent. Learn More...

OVERVIEW OF AWARDS - FY 2017

The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the Overview of Awards by Fiscal Year trend graph for spending by all Fiscal Years.

- Contracts
- Grants
- Loans
- Other Financial Assistance*

*See explanation in Glossary

AWARDS BY STATE - FY 2017

Roll over map to see data. Click on state for more details
Government Source Selection Team

- Program Manager
- Contracting Officer
- End User
- CO Technical Representative
Small Business Event
Solicitation Number: W912PSEVENT17
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: USACE District, Nashville

Notice Details | Packages | Interested Vendors List

Return To Opportunities List | Watch This Opportunity | Add Me To Interested Vendors

Original Synopsis
Feb 01, 2017
12:12 pm

Solicitation Number: W912PSEVENT17
Notice Type: Special Notice

Synopsis:
Added: Feb 01, 2017 12:12 pm
Agency: Department of the Army
Office: U.S. Army Corps of Engineers-Nashville District
Location: Tennessee State University Avon Williams Campus 330 10th Ave North Nashville, TN 37203


GENERAL INFORMATION
Notice Type:
Special Notice

Posted Date:
February 1, 2017

Response Date:
Mar 15, 2017 11:59 pm Central

Archiving Policy:
Manual Archive

Archive Date:
-

Original Set Aside:
N/A

Set Aside:
N/A

Classification Code:
99 - Miscellaneous
What we Buy
Agency...Small Business Specialist or OSDABU
Agency...Doing Business
Agency...Contracting
Local Government Name...Finance Department
Local Government Name...Purchasing
YellowPages.com...Government Offices...City
## Schedule List

<table>
<thead>
<tr>
<th>Source</th>
<th>Description</th>
</tr>
</thead>
</table>
| BPA    | **MAS Blanket Purchase Agreements (BPAs)** - In order to support agencies with their strategic sourcing requirements, GSA is developing a number of MAS Blanket Purchase Agreements for selected commodities and services. These BPAs can be used by all agencies to fulfill requirements. MAS BPAs leverage the government's buying power and achieve significant cost savings through the aggregating of federal demand.  

[Click here](#) for info on BPA ordering procedures. |
| 00CORP | **The Professional Services Schedule (PSS)** - The Professional Services Schedule (PSS) enables Federal agencies to procure a wide variety of professional services using a single Schedule contract. |
| 03FAC  | **FACILITIES MAINTENANCE AND MANAGEMENT** - GSA offers a vast array of innovative, customer-focused facilities products and services. Facilities Maintenance and Management, Schedule number 03FAC, is a Multiple Award Schedule that provides federal agencies a streamlined procurement device to acquire all of the services necessary to maintain and manage a facility. |
| 23 V   | **AUTOMOTIVE SUPERSTORE** - GSA purchases many types of new vehicles and vehicle related products for government use. |


<table>
<thead>
<tr>
<th>Labor Category for GSA Schedule</th>
<th>Rate per Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Administrative Assistant**</td>
<td>$53.80</td>
</tr>
<tr>
<td>Jr. Communication Specialist</td>
<td>$76.22</td>
</tr>
<tr>
<td>Communication Specialist</td>
<td>$112.08</td>
</tr>
<tr>
<td>Sr. Communication Specialist</td>
<td>$138.98</td>
</tr>
<tr>
<td>Communication Manager</td>
<td>$165.88</td>
</tr>
<tr>
<td>Sr. Communication Manager</td>
<td>$192.79</td>
</tr>
<tr>
<td>Jr. Designer/Illustrator</td>
<td>$76.22</td>
</tr>
<tr>
<td>Designer/Illustrator</td>
<td>$112.08</td>
</tr>
<tr>
<td>Sr. Designer/Illustrator</td>
<td>$121.05</td>
</tr>
<tr>
<td>Creative Manager</td>
<td>$134.50</td>
</tr>
</tbody>
</table>
Schedule Sales Query Report Generation System

Step 2 of 3

We have various report formats from which to choose. Please see the examples of each report to determine which one will suit your needs. Please select the type of report you want to view.

1. All Schedules by Fiscal Year
2. All Schedules by all Available Fiscal Years
3. SIN & Schedule Totals by Fiscal Year
4. All Contract Sales by Schedule by Fiscal Year
5. Schedule Sales Grand Total by Quarter by Fiscal Year
6. Total for All Quarters by Contractor by Fiscal Year
7. Total by Quarter & SIN by Contract Number and Fiscal Year
8. Total for Each Quarter for a Specific SIN by Fiscal Year
9. Total by Quarter & Contract for a Specific Contractor and Fiscal Year
10. Total by Contractor for a Specific Schedule and Fiscal Year
11. All Sales by Fiscal Year for a Specific SIN Number

http://ssq.gsa.gov
Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltip" with data format information.

NEW FEATURES FOR MOBILE USERS:
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder’s small business self-certification before awarding a contract.

Location of Profile

States:
(Requires exactly one state from the State list at left.)

Congressional District:  Help

County:  Select 1 State, then press Lookup  Help
ALL users will be required to reset their password using the Forgot/Reset Password link the FIRST time logging in after July 15th, 2018.

NEW Merged CPARS/PPIRS Application Published July 15, 2018!
(click here for details)

Welcome to CPARS
All Small Mentor-Protégé Program
Welcome to the U.S. Small Business Administration Subcontracting Network (SubNet)
Subcontracting for Small Business

DoD Prime Contractor Directory
Marketing Strategy

• **Market Research**
  • FBO.gov
  • USASpending.gov

• **Develop a List of Target Customers**
  • Review Agency Forecast
  • Know the Agency’s Mission
  • Learn Who are the Large Primes

• **Face-to-Face Visits**

• **Understand the Bidding Process**
ELEVATOR SPEECH

CAPABILITY STATEMENT

CAPABILITY BRIEFING

CORPORATE EXPERIENCE NARRATIVE

TELE MARKETING

WEBSITE

REGISTRATION SITES

NETWORKING

SOCIAL MEDIA

CONTRACT AWARD!!!
QUESTIONS?
Market Research

– Doing Business with DOD
– Government Budget/Office of Management & Budget
  http://www.whitehouse.gov/omb/budget/fy2007/
– Grants.gov (www.grants.gov)
Small Business Contacts &
Agency Forecast

https://www.acquisition.gov/?q=procurement-forecasts

DOD Small Business Specialists

Army http://sellingtoarmy.info/


Air Force http://www.airforcesmallbiz.org/

Other http://www.acq.osd.mil/osbp/offices/index.shtml

DOD Forecast

http://www.acq.osd.mil/osbp/sb/opportunities.shtml
Marketing Research
Sub-Contracting Opportunities

SBA Subnet Search Database
http://web.sba.gov/subnet/search/dsp_search_option.cfm

Procurement Center Representatives
https://www.sba.gov/contracting/resources-small-businesses/pcr-directory
Doing Business with ORISE

Rebecca Crowe
Small Business Program Manager
ORAU Today

- Nonprofit government contractor (large business)
- University consortium
- Provide customers innovative scientific and technical solutions to:
  - Advance science, education and workforce development
  - Strengthen national security
  - Protect health and the environment
ORISE is a U.S. Department of Energy asset that is dedicated to enabling critical scientific, research, and health initiatives of the department and its laboratory system by providing world class expertise in STEM workforce development, scientific and technical reviews, and the evaluation of radiation exposure and environmental contamination.
ORISE Mission and Capabilities

Provides specialized support for federal scientific, research, and health initiatives

**STEM WD**
- Recruit and prepare the next generation of our nation’s scientific workforce

**Peer Review**
- Promote sound scientific and technical investment decisions through independent peer reviews

**REAC/TS**
- Facilitate and prepare for the medical management of radiation incidents in the US and abroad

**Worker Health**
- Evaluate health outcomes in workers exposed to chemical and radiological hazards on the job

**IEAV**
- Ensure public confidence in environmental cleanup through independent environmental assessments
Small Business Program Commitment

ORAU is committed to supporting the U.S. Department of Energy Office of Science mission and strengthening the national economy, by providing subcontracting opportunities, outreach, and technical assistance to small businesses; consistent with federal Small Business policies. This includes small businesses, small disadvantaged businesses, women-owned small businesses, HUBZone small businesses, and veterans and service-disabled veterans who own and operate small businesses.

The ORAU Small Business Program Office is commissioned with ensuring ORAU’s commitment to Small Business and administering the DOE-approved Mentor-Protégé Program.
A Small Business Success Story

“I am not sure what we would do if we did not have access to their services.

They are very willing to do whatever it takes to deliver to our DOE customer on a high-level deliverable.”

~ORAU employee

Small business concerns help to accomplish the DOE mission every day.
Small Business Awards

• 2014 DOE Facility Management Contractor Procurement Director of the Year

• 2013 DOE Facility Management Contractor Small Business Achievement of the Year

• 2006 SBA Eisenhower Award for Excellence in Small Business Subcontracting

We could not have done it without you!
How do we find small businesses?

- System for Award Management (SAM.gov)
- SBA Dynamic Small Business Search (DSBS)
- Participation in small business outreach and matchmaking events
- Engaging through phone calls and face-to-face discussions
- Searching our database of submitted supplier capabilities as a result of submitted capabilities statements
- Communicate with our DOE and DOE prime contractor small business counterparts
Small Business Outreach Activities

Exhibiting & Presenting
• Annual DOE Small Business Expo
• East Tennessee Small Business Growth Conference in Clinton, TN

Other Small Business Outreach Events
• ChallengeHER Woman-Owned Small Business Outreach Event
• National HUBZone Small Business Conference in Chantilly, VA
Mentor-Protégé Program

• The Mentor-Protégé Program is designed to encourage approved mentors (a trusted counselor or guide) to provide various forms of assistance to eligible protégés (one whose career or business is furthered by a person of experience, prominence, or influence) participants.

• The purpose of the mentor-protégé relationship is to enhance the capabilities of the protégés; and to improve their ability to successfully compete for federal contracts.
Clearly Defined Mission & Goals

1. Community outreach by enhancing the capabilities of the protégé companies
2. Improving the protégés ability to successfully compete for federal contracts
3. Expand the subcontractor base available to ORAU for future acquisitions
4. Streamline partnerships through sole source procurements
“As a beneficiary of the Mentor-Protégé agreement, Fayetteville State University has the opportunity to enhance the university’s ability to successfully procure contracts, develop a mature STEM business model, compete for grants and develop white papers and communicate and market its progress,” said Dr. Anderson. “It is an honor to be the first Historically Black University selected to participate in ORAU’s Mentor-Protégé program.”

Apply to the Mentor-Protégé Program at:
## Upcoming Opportunities

<table>
<thead>
<tr>
<th>Brief Scope</th>
<th>Location</th>
<th>Subcontract Administrator</th>
<th>Anticipated RFP Release</th>
<th>Procurement Type</th>
<th>NAICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>ORAU South Campus Site Improvement</td>
<td>Oak Ridge, TN</td>
<td><a href="mailto:PCA@orau.org">PCA@orau.org</a></td>
<td>Sept. 1, 2018</td>
<td>TBD</td>
<td>237310</td>
</tr>
</tbody>
</table>

[https://orise.orau.gov/about/contracting-through-orise.html](https://orise.orau.gov/about/contracting-through-orise.html)
Contact Information

Small Business Program Manager
Rebecca Crowe
865-241-6634
Rebecca.Crowe@orau.org

Small Business Advocate
Christin Lane
(865) 574-5523
Christin.Lane@orau.org
THANK YOU