



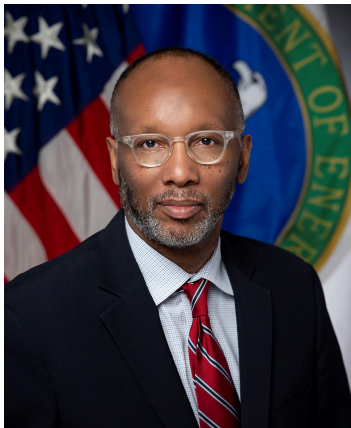
# Quarterly Newsletter



October 2022

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

## FROM THE DIRECTOR



On behalf of the OSDBU, it is my pleasure to share updates on the DOE's small business activities and achievements.

Fiscal Year (FY) 2022 was another great year for small business at the DOE. As Secretary Granholm has stated:

*Small businesses are the backbone of this country, and it is crucial that we support them through contracting opportunities. DOE is doing amazing work making sure they are aware of and able to take advantage of those opportunities.*

The Department earned an "A" grade from the U.S. Small Business Administration (SBA) for FY 2021 small business and socio-economic achievements, awarding a record total of \$9.7B to small businesses through prime and subcontracting opportunities. Additionally, the DOE advanced several initiatives to help maximize practicable opportunities for small businesses that you can read more about in the Newsletter.

Recent OSDBU updates include the OSDBU's Principal Deputy Director serving on the DOE Diversity, Equity, Inclusion, and Accessibility (DEIA) Senior Leadership Council and the OSDBU's Deputy Director for Small Business Programs participating in the White House Initiative on Advancing Educational Equity, Excellence, and Economic Opportunity for Black Americans Federal Interagency Working Group.

In other developments, I am pleased to share recent OSDBU staffing updates. Carol Streczywilk, Deputy Director for Corporate Resource Management; Blake Clemmer, Procurement Analyst; and Jeremy Perry, Data Analyst (Contract Support) have joined the team. The OSDBU is also happy to announce that we will be hosting two upcoming events: the 4th Annual Service-Disabled Veteran-Owned Small Business Opportunity Day on November 9 at the DOE Forrestal Headquarters building and the 2023 Department of Energy's (DOE's) Small Business Forum & Expo from July 10-12, 2023 in New Orleans.

The 2023 Department of Energy's (DOE's) Small Business Forum & Expo has been created in the iPortal Conference Management Tool (CMT) system. Please work with your organization's conference point-of-contact (POC) to enter the estimated number of attendees, the estimated travel costs for this event, exhibiting and supporter costs by **Monday, October 24, 2022** (this is CMT Planning Lock Date). For questions, please contact Anita Anderson, Public and Outreach Engagement Specialist at [anita.anderson@hq.doe.gov](mailto:anita.anderson@hq.doe.gov) or 202-740-5926. We hope you to see you all there!

Thank you for advocating for the utilization of small businesses to help advance the DOE's mission.

*Ron Pierce*

Ron P. Pierce, Director  
Office of Small and Disadvantaged Business Utilization  
U.S. Department of Energy

## DOE SMALL BUSINESS ACHIEVEMENT

The DOE projects \$9.7B in FY 2022 in prime and subcontracting awards to small businesses. In terms of prime socio-economic achievement, the Department anticipates the following achievement in the categories graded by the SBA:

- \$2.2B in awards to Small Disadvantaged Businesses (SDBs).
- \$1.4B in awards to Women-Owned Small Businesses (WOSBs).
- \$550M in awards to Service-Disabled Veteran-Owned Small Businesses (SDVOSBs).
- \$492M in awards to HUBZone Small Businesses.

PRIME SMALL BUSINESS SOCIO-ECONOMIC ACHIEVEMENT	ACHIEVEMENT AMOUNT
SDB	\$ 2,194,089,676.48
WOSB	\$ 1,451,954,804.51
SDVOSB	\$ 550,331,834.68
HUBZone	\$ 492,304,629.70

In terms of FY 2022 subcontracting socio-economic achievement, the DOE anticipates the following achievement in the categories graded by the SBA:

- Approximately \$568M in awards to SDBs.
- \$536M in awards to WOSBs.
- \$195M in awards to SDVOSBs.
- Approximately \$223M in awards to HUBZone Small Businesses.

SUBCONTRACTING SOCIO-ECONOMIC ACHIEVEMENT	ACHIEVEMENT AMOUNT
SDB	\$ 567,774,384.94
WOSB	\$ 536,235,040.54
SDVOSB	\$ 194,701,989.85
HUBZone	\$ 222,741,103.28

The DOE projects earning an "A" grade from the SBA for FY 2022 small business and socio-economic achievement. As the Department continues its focus on advancing socio-economic small business achievement, the OSDBU would like to stress the importance of meeting the SBA's annual socio-economic goals.

## LEGISLATIVE UPDATES

The OSBU is pleased to share recent legislative updates from the Small Business Procurement Advisory Council:

1. SBA Final Rule: Past Performance Ratings for JV members and Subcontractors ([87 FR 43731](#))
  - Small business can use past performance from a joint venture if it worked on the joint venture's contracts.
  - Small business can use past performance from a first-tier subcontract to go after a prime contract.
  - Subcontracting plans will direct primes to provide a rating to the small business within 15 days.
  - The small business must make the request to the prime contractors no later than 30 days after the end of the period of performance of the contract with the government.
  - The rule is effective August 22.
  
2. Office of Federal Procurement Policy, June 22 Memorandum ([SDB Strategies for Meeting and Exceeding the Small Disadvantaged Business Goal for Fiscal Year 2022](#))
  - Encourages agencies to maximize use of the 8(a) program.
  - Suggest that agencies review acquisitions under the Standard Acquisition Threshold, which are required by statute to be set aside for small businesses.
  - References the U.S. General Services Administration (GSA) Schedule, SBA's DSBS.SBA.gov, and SBA Procurement Center Representatives (PCRs) as other resources to facilitate awards to Small Disadvantaged Businesses (SDBs).
  
3. FAR Final Rule: Update of HUBZone Program ([87 FR 58232](#))
  - HUBZone firms are certified annually for the entire year, instead of being required to represent for each offer.
  - Removes requirement for firm to be HUBZone qualified at both offer and award for HUBZone set-asides—instead just offer.
  - Authorizes HUBZone set-aside and sole source awards under SAT.
  - HUBZone offerors must attempt to maintain HUBZone residency percentage if performing a HUBZone contract.

## FY 2022 SMALL BUSINESS ACHIEVEMENTS

Fiscal Year 2022 was another great year for DOE small business and socio-economic achievement. The Department continued to improve its small business performance in the SBA socio-economic categories, advance supplier diversity for underrepresented entities, and increased practicable opportunities for small businesses through several initiatives.

In collaboration with the Office of the Chief Information Officer's IM-50 Team, the OSDBU began piloting an AI Customer Care Chatbot and development of a vendor capability statements library. The AI Chatbot streamlines and enhances the OSDBU's small business customer support processes by connecting external stakeholders to DOE small business resources and answers to a wide range of frequently asked questions on doing business with the Department. As a multi-functional market research tool, the vendor capability statements library will help the DOE Acquisition Community to identify capable small businesses interested in or currently doing business with the DOE. The vendor capability statements library is searchable by socio-economic category, NAICS codes, keywords, and other filters in the smart search.

The DOE's Mentor-Protege Program added 12 new agreements during FY 2022 as the program continues to grow. Additionally, the OSDBU began a plan to enhance the DOE Mentor Protégé Program to help expand diversity in the supplier base and increase participation in the program. As a first step, the OSDBU solicited feedback from the DOE Acquisition Community to identify areas for program growth. Next steps include a Mentor-Protege Program Improvement Working Group to continue exploring program enhancements.

During FY 2022, the OSDBU participated in several small business events with internal and external stakeholders to help maximize practicable opportunities for small businesses. The OSDBU participated in the 31st Annual Government Procurement Conference in Washington D.C., the 2022 National 8(a) Association Alaska Regional Conference, and the 2022 National HUBZone Conference in Chantilly, Va. The OSDBU also supported the DOE's 2022 Justice Week to help increase equity in procurement for underserved communities. In joining the DOE Laboratory Operations Board, the OSDBU's Director visited several DOE National Laboratories to discuss strategic priorities.

In FY 2022, the DOE established an Equity Action Plan to help advance equity and remove barriers for members of underserved communities to access DOE programs, benefits, services, or procurement opportunities. An important focus of the Equity Action Plan is to increase opportunities for new entrants in DOE acquisition (i.e., procurement and financial assistance), participation by individuals and institutions underrepresented in DOE research and development and other programs supported through financial assistance.

Looking ahead, the OSDBU will continue its focus on DOE and NNSA Acquisition Forecast improvements through the Acquisition Forecast Improvement Working Group. Additionally, the OSDBU will explore opportunities to enhance the DOE Mentor-Protege Program, the OSDBU AI Customer Care Chatbot, and vendor capability statement library. The OSDBU will also pursue a Memorandum of Understanding with the U.S. Department of Commerce's Minority Business Development Agency (MBDA).

## ACQUISITION FORECAST IMPROVEMENT WORKING GROUP

Below are recent updates from the Acquisition Forecast Improvement Working Group (AFIWG). Established by the OSDDBU, Office of Acquisition Management, and the National Nuclear Security Administration's Office of Acquisition and Project Management, the AFIWG's goal is to increase the usefulness and timeliness of the DOE's and NNSA's Acquisition Forecast.

The AFIWG has begun implementing incremental fixes to the Acquisition Forecast including the following:

- Added a column for NAICS code description.
- Refined the parameters to report 2 years of expiring contracts.
- Stopped reporting on actions greater than \$0 (some exceptions for \$0 BPA Setups, Delivery/Task Orders, etc) and less than \$25k.
- Addressed blank and unavailable columns.
- Removed the current contract set aside percent.

Recently, the AFIWG met with the U.S. Department of State to benchmark their best practices and learn how solutions were developed to improve their respective acquisition forecast. The AFIWG will continue the dialogue with the State Department as the process to improve the DOE Acquisition Forecast evolves.

Next steps for the AFIWG include developing the market research materials to gather industry feedback on the development of a real-time web-based platform to capture upcoming requirements, and changes, as well as a creating a public-facing searchable, filterable database of opportunities.

## GOALING UPDATES

The DOE Small Business Goaling Season kicked off on August 10, 2022. To help DOE Small Business Goaling Submitters navigate the process, the OSDDBU has developed the Fiscal Year 2023 DOE Prime Contracting Small Business Goaling Training that will be made available shortly. The training includes three sections:

1. How to Determine Projected FY 2023 Procurement Base and Small Business Goals.
2. iPortal Training Small Business Goaling Submission (available on iPortal).
3. References and General Information Regarding the Small Business Goaling Process.

For questions, please contact Paul E. Ross, Principal Deputy Director, at [paule.ross@hq.doe.gov](mailto:paule.ross@hq.doe.gov) and René Flores Jr., Senior Project Administrator (Contract Support), at [rene.flores@hq.doe.gov](mailto:rene.flores@hq.doe.gov).

## SMALL BUSINESS PARTNERSHIPS



Sandia National Laboratories (Sandia) released its fourth virtual forum in FY 2022 in partnership with the City of Albuquerque to communicate their efforts supporting New Mexico businesses through the COVID pandemic.

During the forum, Dr. James Peery, Sandia Laboratories Director emphasized "Sandia's commitment to small businesses is stronger and more important than ever. They contribute to our mission success, promote innovation, and help build local and regional economies."

Guest speakers included the City of Albuquerque Mayor, City of Albuquerque Small Business Liaison and Chief Procurement Officer, and the local Minority Business Development Agency Director who highlighted their commitment to contract with local suppliers.

Paul Sedillo, former Sandia Small Business Program Manager, revealed the changes Sandia made to its outreach efforts due to the COVID pandemic to ensure the continued success of Sandia's small business program.

Both Sandia and the City of Albuquerque provided information on how to locate their business opportunities. For more information, please view the Forum on Sandia's Small Business Forum webpage [here](#).

Thanks to Sandia for sharing this DOE small business success story. If you would like to share a DOE small business story or have a suggestion for another topic in this newsletter, please email your submissions to Darren Lurie at [darren.lurie@hq.doe.gov](mailto:darren.lurie@hq.doe.gov).



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The OSDDBU maximizes contract opportunities for small businesses while advancing the Agency's mission.



## CLIMATE EMERGENCY AND ENERGY SECURITY SUMMIT

On August 15, the OSDBU and the Elected Officials Protecting America (EOPA) organization hosted the Climate Emergency and Clean Energy Summit at the DOE Forrestal Headquarters building in Washington, D.C. The event featured attendance from 114 military veterans and state/local lawmakers in person, while over 100 people attended the event virtually.

“Connecting lawmakers, NGO’s, and clean energy companies, to create potential public-private partnerships was one of our goals at the summit as the Inflation Reduction Act will help us accelerate and scale these solutions. The IRA will make our nation more secure and help millions of families and hard working Americans,” said Alex Cornell du Houx, former Maine state Representative, Marine combat veteran, and President and Co-Founder of the EOPA. “We’re extremely grateful to the White House for joining us at the Summit and Ron Pierce, Director, DOE Office of Small and Disadvantaged Business Utilization, and the entire team at the DOE for their informative presentations and hosting us.”

The event also included speakers from the DOE offices of Economic Impact and Diversity, Loan Programs, Congressional and Intergovernmental Affairs, State and Community Energy Programs, Public Affairs, and Tribal Consultations.



Photo: OSDBU Director Ron Pierce speaks at the Climate Emergency and Energy Security Summit in Washington, D.C.

## OSDBU AND MBDA TO HOST SDVOSB EVENT IN NOVEMBER

On **November 9**, the OSDBU and the U.S. Department of Commerce's Virginia Minority Business Development Agency (MBDA) Business Center will host the DOE's 4th Annual Service-Disabled Veteran-Owned Small Business Opportunity Day at the DOE Forrestal Headquarters building in Washington, D.C. This 1/2 day event will focus on information and opportunities to help make it easier for service-disabled veteran-owned small businesses to do business with the DOE. For more information, please visit the [OSDBU website](#).

The agenda will include the following:



- Welcome and opening remarks from DOE senior leadership
- Panel of Federal agencies (DOE, SBA, and U.S. Department of Veterans Affairs)
- Panel of non-Federal entities (MBDA, National Veterans Small Business Coalition (NVSBC), Veteran Institute for Procurement (VIP)
- Procurement opportunities with DOE Program Offices, Major Laboratories, and Sites

## MARK YOUR CALENDARS

Below are upcoming small business events and training. Check out the [Small Business Events Calendar](#) on the OSDBU’s website for more information.

**November 9, 2022**

[4th Annual Service-Disabled Veteran-Owned Small Business Opportunity Day](#)

**November 14-15, 2022**

[6th Annual VIB Network National Conference](#)



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