

## FROM THE DIRECTOR



The Department of Energy's (DOE) highest priority is the health and well-being of our citizens. With the spread of COVID-19, we felt it was in everyone's best interest to cancel our Small Business Forum and Expo that was scheduled for May 5–7, 2020, in Charleston, SC. This was not a decision we took lightly. We know that small businesses rely on the Expo to help them network and win opportunities at the DOE. Therefore, we have rescheduled and will combine this event with our Summer '20 New Mexico Small Business Expo, planned for August 17–19, 2020, in Albuquerque, NM.

Registrations for the Charleston event can either be transferred to the Albuquerque event or refunded. We hope DOE stakeholders who were planning to attend Charleston will be able to join us in Albuquerque. Please check our [conference website](#) frequently for updated information.

There is good news, however. We are pleased to report that Small and Disadvantaged Businesses were awarded over \$7.68 billion in contracts from the DOE in FY 2019. This means that members of the small and disadvantaged business community have continued to excel in helping DOE advance its missions. See the column to the right for more details.

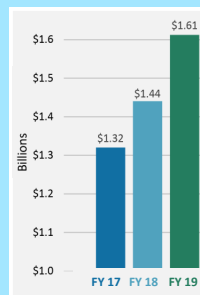
Our top initiative is the Forecast Improvement Working Group (FIWG), which was created to improve the quality and availability of DOE's acquisition forecasts. The group has met several times, developed a charter, tailored its mission, and is already developing and executing improvements. See the column in this newsletter for more details.

While there are going to be unprecedented challenges ahead for small businesses, we are committed to helping DOE's small businesses navigate through these difficult times. DOE will stand by and support our small businesses as we endure this pandemic together. OSDBU is fully functioning from our telework locations, and we continue to support small businesses as they help DOE achieve its missions.

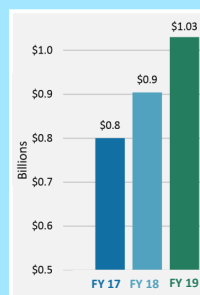
Thank you for your patience and understanding during this difficult time. We look forward to a day soon where we can meet again face to face. Until then, be healthy and well.



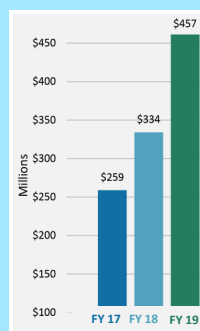
Charlie Smith, Director  
Office of Small and Disadvantaged Business Utilization  
U.S. Department of Energy



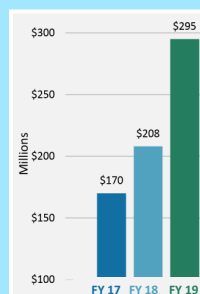
SDB



WOSB



SDVOSB



HUBZone

## PROGRESS IN SOCIOECONOMIC GOALS

In FY 2019, DOE not only made progress in small business contracting overall, we also substantially increased awards to the four SBA-graded socio-economic categories: Small Disadvantaged Business (SDB), Women-Owned Small Business (WOSB), Service-Disabled Veteran-Owned Small Business (SDVOSB), and Historically Underutilized Business Zone (HUBZone) businesses.

While DOE has more work to do to achieve socio-economic goals, the prime and MOSRC numbers show that DOE has had positive trends across all four categories over the past 3 years. Despite today's rapidly changing environment for small businesses across the nation, OSDBU remains focused on continuing to support small and disadvantaged businesses, now more than ever. DOE will specifically continue to focus our efforts on maximizing small business opportunities for the socioeconomic categories identified herein.

## DEPARTMENT OF ENERGY'S ANNUAL SMALL BUSINESS FORUM AND EXPO

On August 17–19, 2020, DOE will be hosting this year's combined Small Business Forum and Expo and Summer '20 New Mexico Small Business Expo in Albuquerque, NM. The event will feature knowledgeable speakers, informative breakout sessions, great networking opportunities, the DOE Annual Small Business Award Program, and even the opportunity for One-on-One Matchmaking between participating buyers and interested small businesses.

Breakout sessions will include subjects such as:

- How Small Businesses Can Improve Their Proposals;
- How to Competitively Respond to DOE's Sources Sought;
- Methods for Communicating Your Past Performance to Accelerate Government Sales; and
- Doing Business with Different Parts of the DOE Procurement Community.

One-on-One Matchmaking “matches” small business “Suppliers” with participating “Buyers” represented by DOE Program Offices, Laboratories, site offices, other government agencies, and large business Prime Contractors. For a second consecutive year, OSDBU is arranging specific Mentor-Protégé Program (MPP) Matchmaking as part of the matchmaking sessions during the conference. Please check the [OSDBU website](#) for updates.

Mark Lochbaum, Director of OSDBU's MPP, will also be present. The MPP can provide a way to help guide potential sellers an entry into the DOE contracting sphere. Please email Mark at [Mark.Lochbaum@hq.doe.gov](mailto:Mark.Lochbaum@hq.doe.gov) if you have any questions about this important program. Expanding participation in this program to serve more small businesses is a priority for OSDBU, so please reach out to Mark.

## AROUND THE INDUSTRY: THINGS TO WATCH

**Please note:** During these difficult times, we will continue to send out daily SBA and SBAPAC updates to our SBPMs as legislation is introduced and approved to help small businesses move through the coming weeks and months ahead.

### Unlocking Opportunities for Small Businesses Act of 2019

The [Unlocking Opportunities for Small Businesses Act of 2019](#) has been passed by the House of Representatives and has been sent to the Senate. This bill requires the past performance of a small business concern to be taken into account in certain situations.

### Verification Alignment and Service-Disabled Business Adjustment Act

The [Verification Alignment and Service-Disabled Business Adjustment Act](#) has been passed by the House and has been sent to the Senate. The Resolution transfers SDVOSB and VOSB certification from VA to SBA and requires certification government-wide. The transfer date would be 2 years after enactment, with 6-month extensions.

### Women and Minority Equity Investment Act of 2019

The [Women and Minority Equity Investment Act of 2019](#) would change ownership requirements for WOSB and 8(a) programs for firms with venture-capital investment.

### Small Business Contracting Accountability Act of 2019

The [Small Business Contracting Accountability Act of 2019](#) has been introduced in the Senate. This bill requires certain federal agencies (i.e., those with procurement powers) that are in violation of the requirement that they establish an Office of Small and Disadvantaged Business Utilization to submit a report detailing the reasons for their noncompliance and the specific actions they will take to comply with the requirement.

### Changes to WOSB and EDWOSB Certification Process

In summer 2020, there will be changes to the certification process for WOSBs and EDWOSBs. After the changes go into effect, firms will no longer be able to self-certify as a WOSB or EDWOSB, and firms will have to either certify through an approved third-party entity or go through the SBA's FREE online certification process at [certify.sba.gov](https://certify.sba.gov).

### New Beta.SAM.gov DataBank

The Module Transition to the new [Beta.SAM.gov](#) DataBank is planned for May 16, 2020. Following the conversion, government users will be asked to confirm their own results, and the Integrated Award Environment (IAE) will provide a conversion status report to each agency's IAE Change Control Board representative.

## NOTES FROM THE FIELD

### Kansas City National Security Campus

The Kansas City National Security Campus (KCNSC) recently earned a Best Practice from the multi-site PERT review team for Small Business initiatives including its Small Business Forecasting Tool. KCNSC developed the tool to combine budget forecast information with historical spend by area by socioeconomic type to provide forward looking socioeconomic goals for each major area of spend within the site. A Small Business Steering Committee, comprised of leaders of each area of spend, helps set direction for the Small Business Program and drive the goals and requirements down through their organization.

The KCNSC and Pantex recently teamed with the DOE OSDBU to host a unique HUBZone Open House. Each HUBZone supplier at the event was provided the opportunity to be in the spotlight for a 3-minute introduction. The event also included networking and a presentation by the SBA.

Thanks to SBPM **Karen West** for sharing these highlights with the DOE OSDBU Team!

### Hanford Site

The Office of River Protection (DOE-ORP), Richland Operations Office, Prime Contractors of both offices, and Pacific Northwest National Laboratory each have Small Business Program Managers (SBPMs) that make up the Hanford Small Business Council (HSBC). The HSBC serves as the advocate leaders in socioeconomic diversity for the Hanford Nuclear Site. Founded in 1998, the Council's mission is to provide increased procurement and business opportunities for small businesses. The Council also works diligently throughout each year to plan the annual [Bridging Partnerships Small Business Symposium](#).

The Tri-Cities Area *Journal of Business* issued a specialty publication focused on Hanford in May 2019 that included a spotlight on small business contracting. DOE-ORP SBPM, Kelly Brazil was interviewed for this piece, along with various leaders from Hanford Prime Contractors and local small businesses. The *Journal of Business* offers thousands of readers comprehensive coverage of business news in the Mid-Columbia region.

Thanks to SBPM **Robin Whitney** for contributing!

### Idaho National Laboratory

Here at the Idaho National Laboratory (INL), we make giving back to veteran communities a major priority, and the Lab's Small Business Program is no exception. INL recently received the Champion of Veteran Enterprise Award, given by the National Veteran Small Business Coalition (NVSBC).

The award was for exceptional support of service-disabled veteran-owned small businesses (SDVOSB) in Fiscal Year 2018. Recently, INL has partnered with over 100 veteran-owned small businesses for a wide variety of services, including: IT support; leadership consulting; electrical contracting; management and economic consulting; and nuclear science and security consulting.

“Our veteran-owned businesses offer unique insight into accomplishing the lab's mission and goals,” said Stacey Francis, INL's SBPM. “We are fortunate to have developed such strong partnerships with so many veteran-owned businesses.”

Thanks to **Michelle Goff** of INL's Small Business Program for her *multiple* contributions to *Small Business News*!



*Bridging Partnerships  
Small Business Symposium*

## OSDBU Initiative: Forecast Improvement Working Group

The Forecast Improvement Working Group (FIWG) is pleased to announce that we have drafted and approved a new charter. This charter will guide us in our mission to improve the quality and utility of the acquisition forecasts we provide for the DOE small business community. To that end, FIWG has already achieved a concrete improvement. The DOE HQ OSDBU Acquisition Forecast web-page link now takes users to a searchable, filterable spreadsheet instead of a PDF to dramatically improve usability.

We are moving forward with two main objectives:

### Forecast Data Quality Improvements

Improve the data quality, timeliness, and streamline the collection and production of a reliable all-inclusive DOE forecast.

### Accessibility to and Utility of the Forecast Data

Significantly improve the accessibility of the data in a form and format that is easy to access and effectively utilize.

We are always looking for suggestions on how to improve DOE's Acquisition Forecast. If you have any input, please contact Tanya Crawford at [tanya.crawford@hq.doe.gov](mailto:tanya.crawford@hq.doe.gov) and DeShonjla Peterson at [deshonjla.peterson@hq.doe.gov](mailto:deshonjla.peterson@hq.doe.gov). Thanks again to Tanya and DeShonjla for co-chairing DOE OSDBU's efforts on this important initiative.



*DOE is collaborating with the scientific community to tackle the COVID-19 public health emergency.*

## MARK YOUR CALENDARS\*

### Network with OSDBU and Businesses

- 6/17/20 [Sandia National Laboratories - C3 Office Hours with Small Businesses](#) Albuquerque, NM
- 6/25/20 [National Center for VIP \(Veteran Institute for Procurement\)](#) Rockville, MD
- 7/15/20 [Sandia National Laboratories - C3 Office Hours with Small Businesses](#) Albuquerque, NM
- 7/28/20 [Sandia National Laboratories Small Business Forum Series](#) Albuquerque, NM

Please visit [OSDBU's Calendar](#) or click on the links above for more information on a specific event.

**\*Please note:** Many calendar events are being postponed or canceled due to COVID-19. We recommend checking each sponsoring organization's website to confirm the status of each calendar event.

**If you are an SBPM** and would like to contribute to *Small Business News*, let us know what's going on with small business contracting at your site! Please email your submissions to Darren Lurie at [darren.lurie@hq.doe.gov](mailto:darren.lurie@hq.doe.gov).



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