

# WELCOME

## OSDBU/NETL HUBZone & SDB Small Business Opportunity Day

We look forward to fielding your questions and offering paths forward for your consideration, in support of NETL and all the US DOE

Today, tomorrow, and beyond,  
[SmallBusiness@hq.doe.gov](mailto:SmallBusiness@hq.doe.gov) is at your service!

Hosted by:



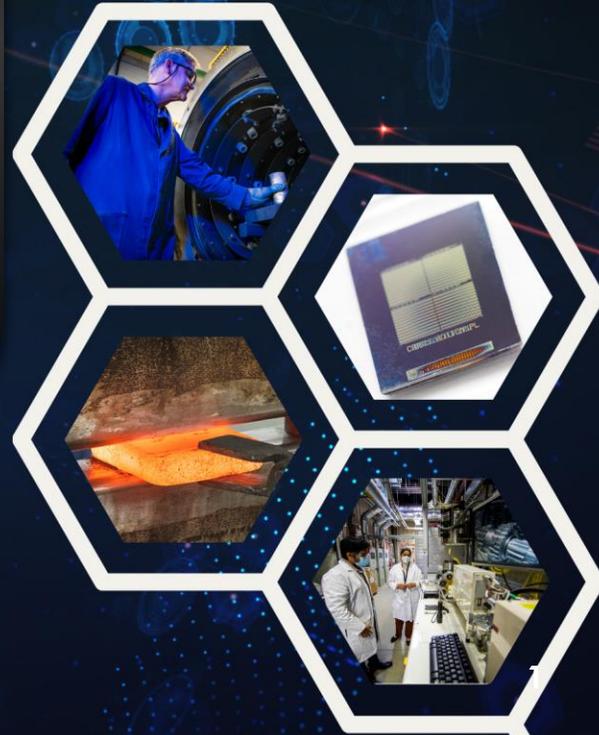


# NETL OVERVIEW

*DRIVING INNOVATION & DELIVERING SOLUTIONS*

Brian J. Anderson, Ph.D.  
NETL Director

OSDBU/NETL HUBZone & 8(a) Small Business  
Outreach Event  
May 3, 2023



U.S. DEPARTMENT OF  
**ENERGY**



NATIONAL  
ENERGY  
TECHNOLOGY  
LABORATORY

# Exciting News

## We Are NETL: Where innovations become reality



The two-year anniversary of the Energy Communities IWG work was highlighted at a White House summit on energy communities.

Battery Workforce Initiative launched in Dec 2022 to develop a high-quality battery-manufacturing workforce. NETL to work with employers to identify job requirements and develop curricula and work-based learning protocols.



NETL is making major strides in its commitment to clean energy and sustainability. NETL East: Signed power purchase agreement with First Energy for 100% solar by FY25. NETL West: Plans for a 1 MW solar array on-site.

NETL Researchers have recently received a patent for the production of Graphene-Structured Products from Coal Using Thermal Molten Salt Process.

Inventors: McMahan Gray, Christopher Matranga, Fan Shi, Tuo Ji



# Bipartisan Infrastructure Law (BIL)

**\$9.5B** for clean hydrogen:

- ▶ **\$8B for at least four regional clean hydrogen hubs**
- ▶ **\$1B for electrolysis RD&D**
- ▶ **\$500M for clean hydrogen technology manufacturing and recycling R&D**
- Aligns with Hydrogen Shot priorities to reduce the cost of clean hydrogen to \$2 per kilogram by 2026
- Requires developing a National Hydrogen Strategy and Roadmap



# BIL Support to DOE Offices

**Funding FY2023**  
Total: \$7.4B

## Energy Efficiency & Renewable Energy

\$134M

- BIL Consumer Electronics Battery Recycling and Reprocessing\*\*
- Electric Drive Vehicle Battery Recycling and Second-Life Applications Programs

## Joint Office of Energy & Transportation\*\*

\$51M

## Cybersecurity, Energy Security, & Emergency Response

\$60M

- Rural and Municipal Utility Advanced Cybersecurity Grant and Technical Assistance Program
- Enhanced Grid Security

## Manufacturing & Energy Supply Chains\*

\$2.8B

- Advanced Energy Manufacturing and Recycling Grant Program
- Battery Processing and Manufacturing
- State Manufacturing Leadership

## Grid Deployment Office (GDO)\*\*

\$4.4B

- Formula Grants to States and Indian Tribes
- BIL Grid Resilience and Innovation Partnerships (GRIP) Program

# Inflation Reduction Act (IRA) Investment

**\$150M** to support modernization at all 3 NETL research sites, including:

- ▶ **Alloy Development**
  - ▶ **Computation, Data & Visualization**
  - ▶ **Process Development**
  - ▶ **Site-wide Infrastructure Upgrades**
- Largest investment in climate and energy in American history, putting the US on a pathway to achieving the administration's climate goals, including a net-zero economy by 2050.



# Innovation Across Hydrogen Value Chain

## Technology Accelerator

### Production

### Transport & Storage

### Utilization

**Solid oxide electrolysis** of water for hydrogen

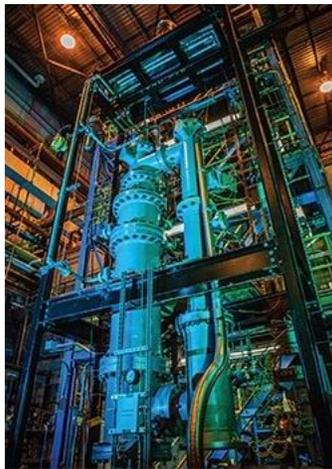
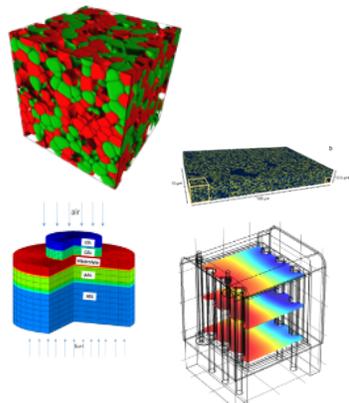
Advanced **natural gas reforming and gasification** with CCS

Microwave-enabled **modular ammonia production** from hydrogen

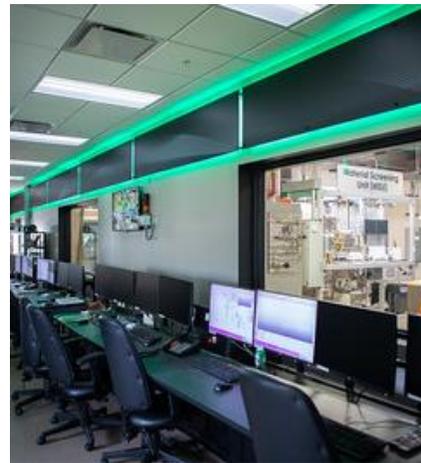
Subsurface hydrogen storage in **depleted oil and gas reservoirs**

Operability of SOFCs with **integrated energy systems**

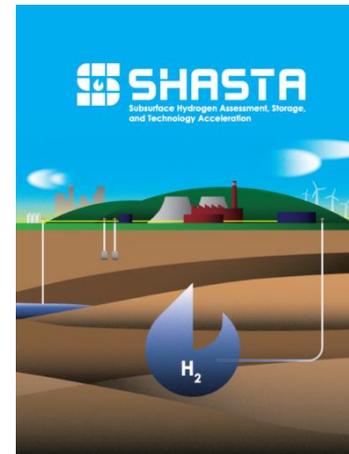
Hydrogen and ammonia **gas turbine combustion**



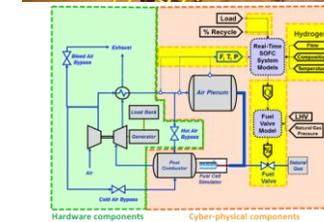
50 kW Chemical Looping Reactor



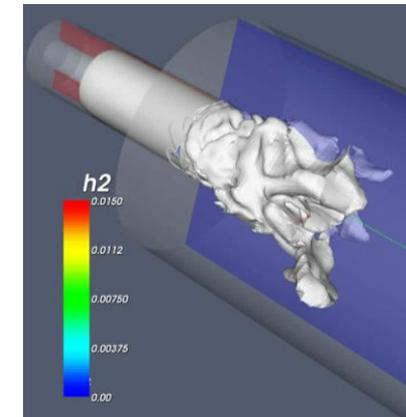
NETL's ReACT Laboratory



Subsurface Hydrogen Assessment, Storage, and Technology Acceleration (SHASTA)



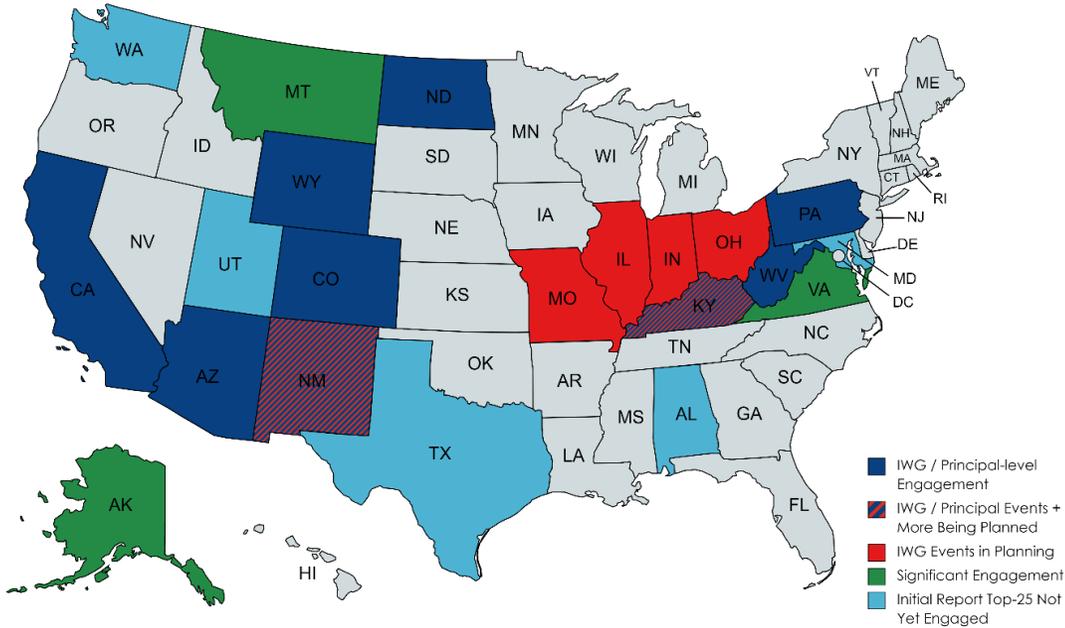
Hybrid Performance Cyber-Physical Test Facility



LES Simulation of combustor flashback with increasing H2 content in natural gas

## Strategic Systems Analysis

# Delivering Federal Resources Faster to More Energy Communities



- Engaged 18 of top 25 communities
- Visits to Illinois Basin, Ohio, New Mexico July-Dec.
- Amplifying \$56B+ in DOE funding and impact
- Building One Stop Shop
  - Funding Clearinghouse
  - Rapid Response Teams
  - Concierge

**\$210B+**  
Value of Open/Planned Opportunities

**\$5.5B+**  
Funding Awarded to Energy Communities to Date

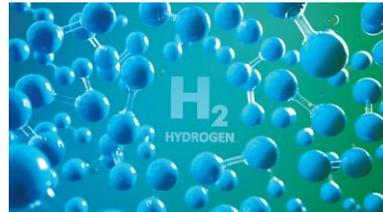
Rare Earth Elements (REE) / Critical Minerals (CM)



Carbon Capture & Storage (CCS)



Hydrogen (H<sub>2</sub>)



Regional Workforce Initiative (RWFI)



Battery Manufacturing & Recycling (EERE VTO)



Value-Added Products from Coal



# The National Energy Technology Laboratory



## Organization Snapshot

### MISSION

Driving innovation and delivering solutions for an environmentally sustainable and prosperous energy future:

- Ensuring affordable, abundant and reliable energy that drives a robust economy and national security, while
- Developing technologies to manage carbon across the full life cycle, and
- Enabling environmental sustainability for all Americans.

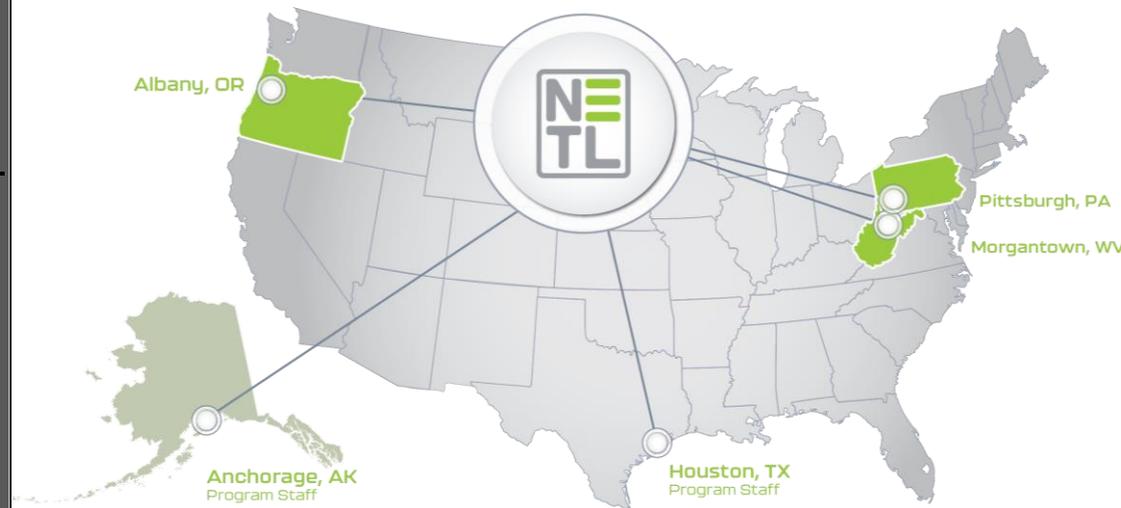
### VISION

To be the nation's premier energy technology laboratory, delivering integrated solutions to enable transformation to a sustainable energy future.

### MAJOR INITIATIVES

- Decarbonization & Carbon Management
- Environmentally Sustainable Supply Chains
- Integrated Energy & Industrial Systems
- Advanced Data & Computing Solutions for Applied Energy Challenges

### 3 RESEARCH LABS & 2 STRATEGIC OFFICES

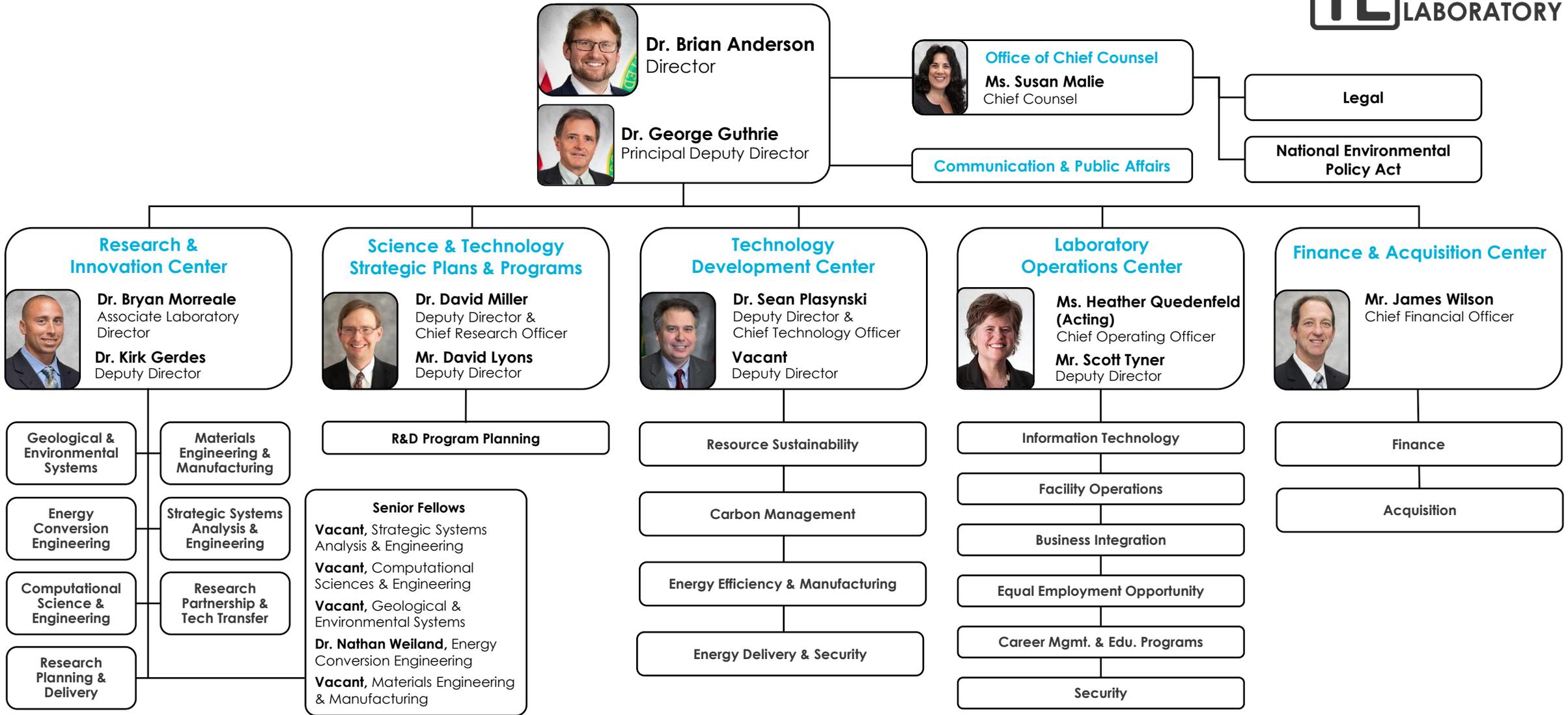


- One of 17 DOE national laboratories
- One of three applied research national labs
- Government owned & operated
- **1000+** R&D projects in 50 states
- **\$5.0B** total award value
- **\$1.3B** FY23 budget

### IMPLEMENTS R&D PROJECTS FOR DOE'S OFFICES OF:

- Fossil Energy & Carbon Management
- Energy Efficiency Renewable Energy
- Electricity
- Cybersecurity, Energy Security, & Emergency Response
- Manufacturing, & Energy Supply Chains
- Grid Deployment
- Clean Energy Demonstrations

# NETL's Organizational Structure



## By the Numbers

**3** labs across U.S.

**1000+** R&D projects in **50** states

**\$5.0B** total award value

**\$1.3B** FY23 budget

## Workforce

**1,470** Full Time Equivalent Employees (FTEs)

**31** Joint Faculty

**7** Postdoctoral Researchers

**12** Graduate Students

**2** Undergraduate Students



*Breakdown includes both NETL base and BIL positions.*

### **NETL** manages & implements an array of activities for multifaceted R&D programs

- Program planning, development, and execution
- Legal, financial, procurement and Head of Contracting Activity (HCA)
- Project management expertise



## The TOOLBOX



- Cooperative Research and Development Agreement (CRADA)
- Contributed Funds-In Agreement (CFA)
- Memorandums of Understanding (MOU)/ Memorandums of Agreement (MOA)
- Interagency Agreements (IAA)

- Interinstitutional Agreements (IIA)
- Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Programs
- Unsolicited Proposals (USP)
- Non-disclosure Agreement (NDA)
- Funding Opportunity Announcement (FOA)

## Available Technologies

- NETL's technology portfolio contains a broad range of innovations that have resulted from research
- Technologies and intellectual property available for licensing on NETL's website

### Available Technologies:

<https://www.netl.doe.gov/business/tech-transfer/available-technologies>

## Funding Opportunity Announcement (FOA)

- NETL uses FedConnect.net, Grants.gov and SAM.gov to post FOAs
- Proposals and applications are only accepted electronically through FedConnect.net or Grants.gov

### Funding Opportunities:

<https://www.netl.doe.gov/business/solicitations>

# What does NETL purchase?



## NETL's Top 10 NAICS Codes by Total Dollars in FY2022:

	NAICS Code	NAICS Description	Dollars (Millions)
1	541715	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES	\$130.6
2	541330	ENGINEERING SERVICES	\$44.7
3	561210	FACILITIES SUPPORT SERVICES	\$42.7
4	541512	COMPUTER SYSTEMS DESIGN SERVICES	\$22.1
5	541519	OTHER COMPUTER RELATED SERVICES	\$9.2
6	541611	ADMINISTRATIVE MANAGEMENT & GENERAL MANAGEMENT CONSULTING SERVICES	\$5.4
7	541612	SECURITY GUARDS AND PATROL SERVICES	\$4.7
8	213112	SUPPORT ACTIVITIES FOR OIL AND GAS OPERATIONS	\$3.2
9	334111	ELECTRONIC COMPUTER MANUFACTURING	\$2.2
10	334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	\$1.9

# NETL's Acquisition, Site Support Activity



## Prime Contract Overview

TITLE	CONTRACTOR NAME	AWARD NUMBER	PERFORMANCE PERIOD (INCLUDING OPTIONS)
Information Technology Support Services (ITSS)	Attain, LLC (Awarded Small now Large Business)	DE-DT0013924	2/01/2018 to 7/31/2023
Site Security Services	Diversified Protection Corporation (8a SDB)	89243319FFE400140	2/1/2020 to 1/31/2025
Site Operations Services (SOS)	WE2 Support Service 8A JV, LLC (8a SDB)	89243320CFE000041	4/1/2020 to 3/31/2025
Research Support Services (RSS)	Leidos Innovations Corporation (Large Business)	89243318CFE000003	12/31/2018 to 12/30/2028
Strategic Analysis (SA)	KeyLogic Systems, LLC (Large Business)	89243323CFE000075	02/01/2023 to 01/31/2028
Mission Execution (ME)	KBC Energy Solutions LLC (Small Business)	89243323CFE000074	04/01/2023 to 03/31/2028

Small business subcontracting opportunities encouraged with NETL Prime Site Support contractors

*NOTE: Grounds Maintenance/Janitorial – AbilityOne; Recent FAC Non-Personal Support Services (WOSB/SDVOSB/SDB)*

# Continued: NETL's Acquisition, Site Support Activity



## Simplified Acquisition/Micro-Purchase Overview

- ❑ NETL procurements \$10K-\$250K set-aside for small business opportunities and socio-economic sub-categories
  - SB research performed for Government Purchase Card/Micro-purchase actions - threshold value <\$10K
- ❑ Use of Existing Contract Vehicles
  - Category Management / Best-in-Class (BIC) contract vehicles: designated by the Office of Management and Budget (OMB) as preferred governmentwide solutions
  - Increase in use of existing Government-Wide Acquisition Contracts (GWACs) and Schedules (i.e.: GSA, NASA SEWP, NITAAC) with SB's targeted
- ❑ FY22 Summary of "Awards"
  - 82 Purchase Orders with a total value of \$6.3M
  - > 1,000 Purchase Card awards with a total value of \$2.4M
  - 90 Delivery/Task Orders with a total value of \$10M

## Construction/A&E Overview

- ❑ Annual construction budget is ranges from \$15M - \$20M with number of construction projects ranging around 25 to 30 per year.
- ❑ To fulfill the construction requirements, the Government utilizes subsets of small business (8(a), HubZone, SDVOB, WOSB, etc.) construction contractors through competitive and non-competitive awards.
- ❑ In addition to NETL's annual construction program, we have embarked upon a \$150M construction program with funding from the Inflation Reduction Act.
  - ❑ Advanced Alloy Development Facility (Albany OR)
  - ❑ Computational Science & Engineering Center (Morgantown WV)
  - ❑ GEM Computational & Visualization Center (Albany OR)
  - ❑ Process Development Laboratories (Pittsburgh PA)
  - ❑ ESNet upgrade (equipment at all 3 NETL sites)
  - ❑ General sitewide upgrades and modernization (all 3 NETL sites)

# Suggested Resources

- **DOE OSDBU Acquisition Forecast**  
[www.energy.gov/osdbu/acquisition-forecast](http://www.energy.gov/osdbu/acquisition-forecast)
- **NETL Site Support Electronic Reading Room**  
[www.netl.doe.gov/business/site-support](http://www.netl.doe.gov/business/site-support)
- **NETL Small Business Corner**  
[www.netl.doe.gov/small-business](http://www.netl.doe.gov/small-business)
- **System for Award Management**  
<https://www.SAM.gov>
- **FedConnect (Search Public Opportunities)**  
[www.fedconnect.net](http://www.fedconnect.net)
- **NASA SEWP V**  
<https://www.sewp.nasa.gov>
- **GSA E-Library**  
<https://www.gsaelibrary.gsa.gov/ElibMain/home.do>

# Thank You!

## CONTACT

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**NETL Director**

**brian.anderson@netl.doe.gov**

VISIT US AT: [www.NETL.DOE.gov](http://www.NETL.DOE.gov)

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 @NationalEnergyTechnologyLaboratory



U.S. DEPARTMENT OF  
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Hosted by:





# DOING BUSINESS WITH THE U.S. DEPARTMENT OF ENERGY

Presented by:  
**OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION**

**HUBZONE SMALL BUSINESS OPPORTUNITY DAY**

**MAY 3, 2023**



# OSDBU Mission and Commitment

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## ▶ OUR MISSION

**Maximize contract opportunities for small businesses while advancing the Agency's missions.**

## ▶ OUR COMMITMENT

**O:** Open the lines of communication through outreach and training.

**S:** Serve as small business advocates.

**D:** Deliver useful information.

**B:** Build public and private industry relationships.

**U:** Utilize DOE Programs and best practices.



# DOE Creates Opportunity for Small Businesses

- ▶ Approximately 1 in 4 procurement dollars in DOE goes to Small Businesses
- ▶ DOE has exceeded its FY22 prime (14%) and subcontracting (49%) small business contracting goals
  - ▶ To date approximately over \$10B (\$40B base)
  - ▶ Socioeconomic Category Goal (YTD)
    - ▶ Small Disadvantaged Business 5% (5.6%)
    - ▶ Women-Owned SB 5% (4.3%)
    - ▶ Service-Disabled Veteran-owned SB 3% (1.9%)
    - ▶ HUBZone SB 3% (1.7%)
- ▶ Anticipated to earn an “A” Grade from the Small Business Administration (SBA)
- ▶ Dollars do not include financial assistance spend
- ▶ FY 2023 prime goal 17%/subcontracting goal 49%

## Total Small Business Obligations (Prime + MOSRC\* + Subcontracts)

FY 2015	\$5.7B
FY 2016	\$6.5B
FY 2017	\$6.85B
FY 2018	\$6.16B
FY 2019	\$7.68B
FY 2020	\$8.7B
FY 2021	\$9.7B
<a href="https://www.sba.gov">Individual Scorecard (sba.gov)</a>	
<b>FY 2022</b>	<b>\$TBD</b>

# Unique Operating Environment

**Diverse missions, decentralized business model, and complex requirements require a lot of diligence in research and precision in targeting work**

- ▶ 2 Senior Procurement Executives
- ▶ 14 Heads of Contracting Activities
- ▶ 80+ Small Business Program Managers
- ▶ Multiple SBA Procurement Center Representatives
- ▶ Over 20 Different Acquisition Forecasts
- ▶ 37 Site Facility Management Contracts, including M&Os
- ▶ Complex Safety, Security and Cybersecurity Requirements
- ▶ High Cost of Entry

# How DOE Procures & Funds

Full & Open  
Competition

Full & Open  
Competition After  
the Exclusion of  
Sources  
(SB Set-asides)

Other than Full &  
Open Competition  
(Non-competitive)

Simplified  
Acquisition  
Procedures (SAP)

General Service  
Administration  
(GSA) Federal  
Supply Schedules  
(FSS)

Category  
Management  
strategic  
contracts, Blanket  
Purchases  
Agreements  
(BPAs), Indefinite  
Delivery Contracts,  
etc.

Unsolicited  
Proposals

Funding  
Opportunity  
Announcements

Prize Competitions

## NAICS for FY 22 Awards to HUBZone Small Businesses

541611 - ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES  
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION  
561110 - OFFICE ADMINISTRATIVE SERVICES  
541519 - OTHER COMPUTER RELATED SERVICES  
336112 - LIGHT TRUCK AND UTILITY VEHICLE MANUFACTURING  
541330 - ENGINEERING SERVICES  
541620 - ENVIRONMENTAL CONSULTING SERVICES  
541512 - COMPUTER SYSTEMS DESIGN SERVICES  
221210 - NATURAL GAS DISTRIBUTION  
541810 - ADVERTISING AGENCIES

# Areas of Small Business Spend

Top Ten North American Industry Classification System Codes (NAICS)

Small Business Size is determined by Size Standard under each NAICS code

# Locate Agency Opportunities

- ▶ DOE and Major Contractor Acquisition Forecasts: <https://www.energy.gov/osdbu/acquisition-forecast> 7
  - ▶ Provides headquarter prime opportunities
  - ▶ Provides hyperlinks to the various Agency laboratories for subcontracting opportunities.
  - ▶ Search each respective site forecast for its unique requirements
- ▶ System for Award Management: [SAM.gov](https://www.sam.gov) | [Contract Opportunities](https://www.sam.gov)
- ▶ Clean Energy FOAs: [Clean Energy Infrastructure Programs at Department of Energy](https://www.energy.gov/clean-energy-infrastructure) | [Department of Energy](https://www.energy.gov)
- ▶ DOE Small Business Innovation Research and Small Business Technology Transfer FOAs: [SBIR Funding Opportunity Announc... | U.S. DOE Office of Science \(SC\) \(osti.gov\)](https://www.energy.gov/sbir)
- ▶ General Services Administration: [www.ebuy.gsa.gov/ebuy/](https://www.ebuy.gsa.gov/ebuy/)
- ▶ Federal Grants: [www.grants.gov](https://www.grants.gov)
- ▶ DOE Small Business Innovation Research and Small Business Technology Transfer: <https://science.energy.gov/sbir/>
- ▶ Prize Competitions: [EERE Competitions, Challenges, and Industry Prizes](https://www.energy.gov/ere) | [Department of Energy](https://www.energy.gov)
- ▶ DOE Unsolicited Proposals: [DOE Unsolicited Proposals | netl.doe.gov](https://netl.doe.gov)

# Subcontracting Opportunities



DOE Prime Contractors are required to subcontract with SDB, WOSB, SDVOSB, and HUBZone SBs



Approximately 80% of DOE Small Business \$ through subcontracts with Prime Contractors



Major DOE Prime Contractors: [DOE/NNSA Site Facility Management Contracts | Department of Energy](#)



Supply Chain Management Center (SCMC): [Supply Chain Management Center \(doe.gov\)](#)



Register in site Supplier Registration database, as applicable



Contact site Small Business Program Manager

# Mentor-Protégé Program

- Incubator program to doing business with DOE
- Increases participant's capabilities to better perform and compete for DOE prime contracts and subcontracts
- Focused on helping disadvantaged and other socio-economic small businesses
- Utilizes Subcontracting for Protégés' development
- Participation in the DOE MPP is a contractual requirement for many large dollar DOE Facility Management Contracts

For more DOE MPP Info: [Mentor-Protégé Program | Department of Energy](#)

SBA MPP: [SBA Mentor-Protégé program](#)



# Increasing Success



## LEVERAGE

- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Agency,
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites' Small Business Program Managers



## PREPARE

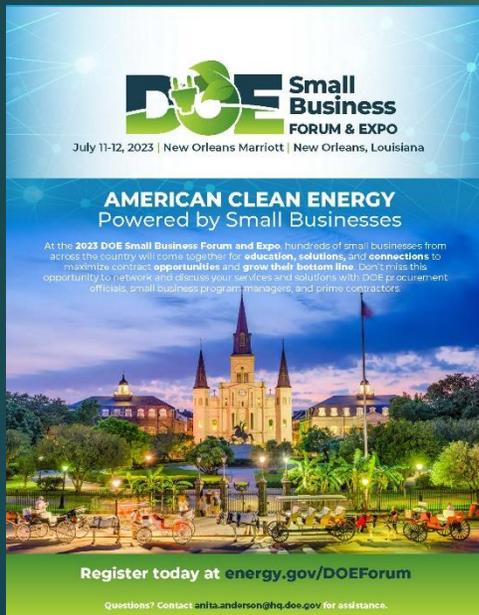
- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement-



## TARGET

- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases

# Upcoming OSDBU Hosted Events



## OSDBU National SB Forum & Expo

Register today at [energy.gov/DOEForum](http://energy.gov/DOEForum)

New Orleans, LA

July 11-12, 2023

## MPP Forum Opportunity Day

Sandia National Laboratory (SNL)

Albuquerque, NM

TBD

# Other Important Links

U.S. Small Business Administration: [Small Business Development Center](#) & [SBA Learning Platform](#)

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APEX Accelerators (formerly PTACs): [Apex Accelerators](#)

Minority Business Development Centers: [MBDA Programs](#) | [Minority Business Development Agency](#)

DOE OSDBU Small Business Toolbox: [Small Business Toolbox](#) | [Department of Energy](#)

DOE Acquisition Forecasts:  
<https://www.energy.gov/osdbu/acquisition-forecast>

DOE Small Business Program Managers Directory:  
<https://www.energy.gov/osdbu/articles/small-business-program-managers-directory>

Alleged Undue Restrictions:  
<https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction>

North American Industry Classification System (NAICS): <https://www.census.gov/eos/www/naics>

Federal Grants: [www.grants.gov](http://www.grants.gov)

For individually-tailored customer care, feel free to contact our office:

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Deputy Director SB Programs: [Tamara.Miles@hq.doe.gov](mailto:Tamara.Miles@hq.doe.gov)

# DOE OSDBU Support

# Small Business Resource Panel

Moderator



Michelle Burnett  
Executive Director  
HUBZone Contractors  
National Council

Learn more about the tools and resources that are available to assist you with growing your small business.



George Murray  
WV Regional Director  
U.S Small Business  
Administration



Graham Platz  
Deputy General Counsel  
WV Department of  
Commerce



Jennifer Simon  
Program Manager  
Appalachian Regional  
Commission



Tim Hagerty  
Founder, CEO  
TEAMINGPRO

With millions of Americans out of work and small businesses closing their doors, the council's advocacy efforts are more important than ever. The Council has been working diligently with the SBA and Congress to find ways to support your companies and communities.

## OUR MISSION

- Increase HUBZone contracting opportunities
- Advocate for Legislation and Policies to support HUBZone Small Businesses and their communities
- Promotes Economic Development and meaningful employment opportunities within underserved communities
- Ensure HUBZone Small Businesses have access to the tools and resources they need to succeed

[Click Here](#) to Learn More



The HUBZone Contractors National Council promotes and advocates for improvements to the HUBZone Program, provides information and assistance to help HUBZone-certified small business concerns compete in the Federal marketplace, and contributes to the economic development of our nation's most distressed communities.

# 2023 Legislative Priorities

- Apply the Price Evaluation Preference to Task Orders
- Redefining the workspace in the age of Telework
- Change Reporting Requirements to accurately reflect contract set asides.
- Expand Sole source Contract opportunities for HUBZone Companies.
- Increase Utilization of Small Businesses to Counteract the Impact of Category Management.
- Align the Rulemaking Process of SBA and the FAR Council
- Expand the Highway Trust Fund to include HUBZone Small Businesses.
- Amend the definition of Attempt to maintain to apply to any contract the government is taking HUBZone credit for not just set asides.
- Increasing the number of qualified HUBZone areas by increasing/removing the 20% limit on qualified census tracts.



# HUBZone Council Workforce Connection Program



**MISSION:** Shape the workforce's next generation and develop career pathways for unemployed and underemployed HUBZone residents to middle or high-skilled occupations.

## OBJECTIVES:

- Provide businesses access to training and educational resources to maximize the unemployed or underemployed workforce's skill level and confidence.
- Generate more impactful internship opportunities by ensuring students are paired with companies interested in shaping and preparing them for future opportunities
- Provide opportunities for job seekers in remote regions to connect with employers operating in the Federal sector
- Assist HUBZone small businesses with securing the type of workforce they need to remain competitive in the federal marketplace

### Available HUBZone Student Intern Workforce

Name	Major	HUBZone?	Reside In	Employment	Degrees/Certifications/L...	Attachments
1 Caleb Heller	Cyber Security	Yes-School	Essex, MD	Internship		
2 George Chimallo	Cyber Security	Yes-Residential	McHenry, MD	Internship	Diploma in Computing	Fo...
3 Jelani Jefferson	Information Technology	Yes-School	Abingdon, MD	Internship		
4 Koloina Rakotomalala	Mechanical Engineering	Yes-School	Rockville, MD	Internship		
5 Reginald Morton	Communications	Yes-Residential	Baltimore, MD	Internship		
6 Roland Adesina	Computer Science Mathen	Yes-School	Forestville, MD	Internship	Master's Degree Bachelor	
7 Amir Scott	Information Technology	Yes-Residential	Baltimore, MD	Internship	Bachelor's Degree	
8 Michaela Miller	Business Management Ent	Yes-Residential	Baltimore, MD	Internship		

### Available HUBZone Remote Full/Part Time Workforce

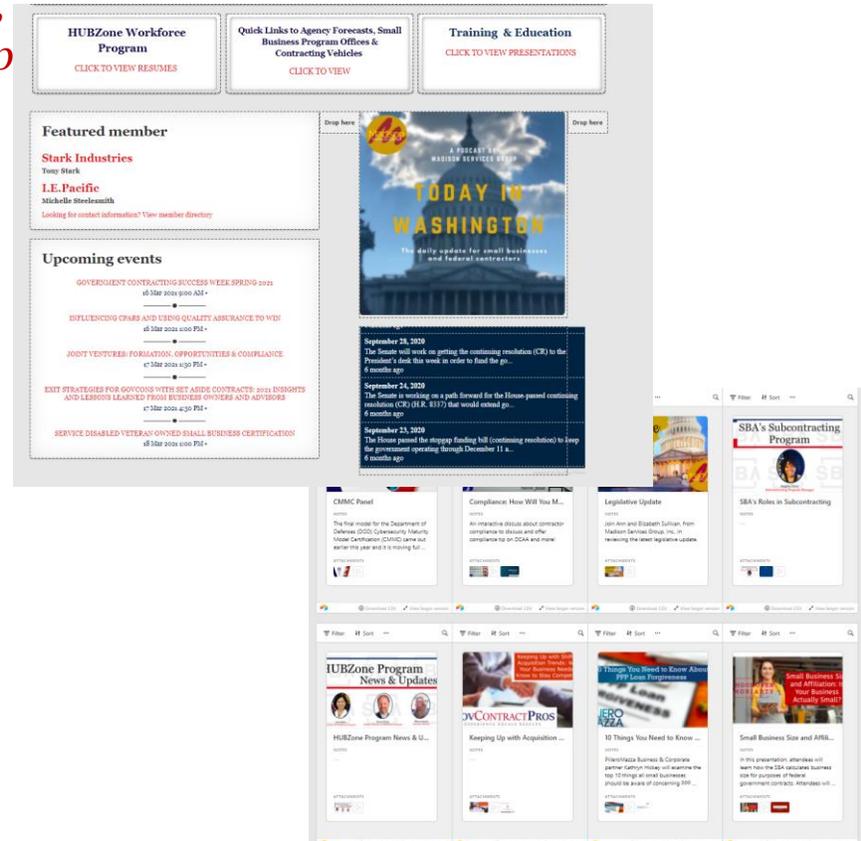
Name	Major	HUBZone?	Reside In	Employment	Degrees/Certifications/L...	Attachments
1 Angela Harrell	Marketing	Yes-Residential	Baltimore, MD	Full-Time	Bachelor's Degree	
2 Ileana Evans	Construction	Yes-Residential	Oakland, MD	Part-Time	Tile and Stone Contracts...	
3 Zachary Warnick	Software Engineer	Yes-Residential	Oakland, MD	Full-Time		
4 Hannah Virts	Criminal Justice Sociology	Yes-Residential	Swanton, MD	Full-Time Part-Time	Bachelor's Degree	
5 Kelsey Smith-Lambeau	Admin Support	Yes-Residential	Mountain Lake Park MD	Full-Time Part-Time	Bachelor's Degree	
6 Dawn Monahan	Admin Support	Yes-Residential	Oakland, MD	Full-Time	Associate's Degree	
7 Michelle Conner	Finance	Yes-Residential	Oakland, MD	Full-Time Part-Time	Bachelor's Degree	
8 Jerry Judy	Emergency Management	Yes-Residential	Romney, WV	Full-Time	Security Asset Protection...	

# Providing you with the Tools & Resources you need to **SUCCEED!**

*HUBZone Council members receive a multitude of special discounts, exclusive education and networking opportunities, advocacy support, and much more to help your company be successful.*

## TOP MEMBER BENEFITS

- Professional & Industry Contacts
- Legislative & Regulatory Updates
- Strategic & Business Development
- Workforce & Recruiting
- Training & Education
- Full Service Help Desk
- Exclusive Rewards & Discounts



**On-demand Training**



## **HUBZone Council Help Desk**

HUBZone Council members have access to a full-service HUBZone help desk to assist with any questions or support you may need.

### NEED HELP?

- Identifying a Partner
- Finding Contract or Solicitation Information
- Connecting with Buyers
- Program & Regulatory Requirements
- Business & Strategic Development

*If we don't have the answer, we will find someone who does!*

# How can you help?



**SAVE THE DATE**

HUBZONE NATIONAL CONFERENCE  
National Conference Center in  
Leesburg VA  
**AUGUST 22-23, 2023**

## BECOME A MEMBER



Subscribe to our Mailing List  
[Click Here](#)

For more information about the council and how you can help:

Michelle.Burnett@**HUBZone**Council.org

Phone: 240-442-1787





U.S. Small Business  
Administration

# How We Help: **Four areas supporting success**

The SBA provides access to capital, valuable resources, business know-how, and the right expertise for **every stage** of a business lifecycle that is backed by the federal government.



**Free business counseling**



**SBA guaranteed business loans**



**Home & business disaster loans**



**Federal government contracting**

# West Virginia District

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# Graham Platz

Deputy General Counsel

West Virginia Department of Commerce

West Virginia Department of Economic Development

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**WEST VIRGINIA**  
DEPARTMENT of COMMERCE

# HUBZones

- West Virginia has a high density of HUBZones
- \$99.7M in contracts with West Virginia firms in 2022, 60% higher than expectations
- Governor Justice was one of the first 10 governors to successfully petition the Small Business Administration for the approval of 5 additional HUBZone counties
  - Boone, Clay, Hampshire, Monroe, and Preston
- Small businesses are the backbone of West Virginia's economy
- Educational initiatives, in cooperation the SBA and local Economic Development Authorities, are underway
- Additional designations available for future petitions



# Employment Resources

- **WorkForce West Virginia**
  - One-stop shop for Workforce resources
  - 18 comprehensive career centers
  - Largest online database of job seekers and job openings in the state.
  - EMPOWER WV
- **Governor's Guaranteed Work Force Program**
  - Partnerships with Community and Technical Colleges
  - Specialized technical training tailored to employers' current needs
  - Provides a for skilled workforce in new or uncommon skills and trades
- **West Virginia Infrastructure HUB – IIJA Dashboard**
  - <https://infrastructure.wv.gov/Pages/default.aspx>



# Economic Resources

## Financial Assistance

### Cooperative Advertising Program

The Cooperative Advertising Program is designed to increase overall brand awareness for both the state of West Virginia and participating tourism industry partners through a mix of national, regional and local advertising opportunities. Under this program, tourism businesses can purchase paid advertising at a reduced cost and receive an 80/20 split dollar match from the state on their advertising buy.

[coop.wvtourism.com/home](http://coop.wvtourism.com/home)

### Direct Loan Programs

The West Virginia Economic Development Authority can provide up to 45% in financing fixed assets by providing low-interest, direct loans to expanding state businesses and firms locating in West Virginia. Loan term is generally 15 years for real estate intensive projects and five to 10 years for equipment projects. Loan proceeds may be used for the acquisition of land, buildings and equipment. Working capital loans and the refinancing of existing debt are not eligible.

### Indirect Loans

The West Virginia Economic Development Authority provides a loan insurance program through participating commercial banks to assist firms that cannot obtain conventional bank financing. This program insures up to 80% of a bank loan for a maximum loan term of four years. Loan proceeds may be used for any business purpose except the refinancing of existing debt.

### Industrial Revenue Bonds (IRBs)

This program provides for customized financing through federal tax-exempt industrial revenue bonds. Of the state's bond allocation, \$59,757,600 is reserved for small manufacturing projects; \$17,073,600 for qualifying projects in Enterprise Communities, and \$93,904,800 for exempt facility projects. Tax Increment Financing (TIF) Allows increases in property tax based on the improvement associated with qualified economic development and public improvement projects to assist with their long-term financing.

### Tourism Development Act

Businesses eligible for the act will receive a 25-percent tax credit from consumers sales and service taxes collected on the gross receipts generated directly from daily operations. Additionally, certain projects can receive a 35-percent credit if the project is on an abandoned surface mine or is on/adjacent to a state or national forest or park.

[westvirginia.gov/tourism-development-act/](http://westvirginia.gov/tourism-development-act/)

### West Virginia Infrastructure and Jobs Development Council

The fund can be used for financial assistance to private companies, public utilities, and county development authorities for infrastructure improvements to support economic development projects.

### West Virginia Jobs Investment Trust

West Virginia Jobs Investment Trust (JIT) is a public venture capital fund created to develop, promote and expand West Virginia's economy. The program makes investment funds available to eligible businesses, thus stimulating economic growth and providing or retaining jobs within the state.

## The West Virginia Difference:

*West Virginia's highest priority is meeting your company's needs. Part of the service includes providing aggressive development assistance in the form of tax credits and financing programs. This development assistance can reduce startup and operating costs and provide for enhanced productivity.*



**WEST VIRGINIA**  
DEPARTMENT of COMMERCE



# Appalachian Regional Commission

Jen Simon, Program Manager for Business

Small Business Resource Panel

May 3, 2023

An aerial photograph of a town in Appalachia, showing a river winding through the landscape, residential areas, and commercial buildings. The background features rolling green hills under a blue sky with scattered white clouds. A large green rounded rectangle is overlaid on the center of the image, containing the text.

# ARC's Mission

Innovate, partner, and invest  
to build community capacity  
and strengthen economic  
growth in Appalachia.

# Work with ARC-Funded Organizations

WV Entrepreneurship  
Ecosystem

Access to Capital

Technical/Business  
Assistance

- Nearly 200 organizations serving businesses collectively

- WV Business Link

- Partner Community Capital

- Wyoming County EDA (serves entire state)

- Woodlands Community Lenders

- 3 Steps to Startup

- Advantage Valley – FASTER WV

# Appalachian Regional Commission's Investment in Entrepreneurs

Business  
Assistance

\$81 M

Access to  
Capital

\$31 M

Number  
of Projects

213

- Specialized Infrastructure
- Workforce
- Government Support
- Business Assistance: business plan development, counseling, acceleration programs
- Capital - loans, equity, early-stage, microloans

Use ARC's  
Resource  
Directory

<http://arceco.creconline.org/inventory/>

# Connect with ARC



[twitter.com/ARCgov](https://twitter.com/ARCgov)



[facebook.com/ARC.gov](https://facebook.com/ARC.gov)



[linkedin.com/company/appalachian-regional-commission](https://linkedin.com/company/appalachian-regional-commission)



**In the Region**

[arc.gov/newsletter-signup](https://arc.gov/newsletter-signup)

Jen Simon, Program Manager, Business Development  
[jsimon@arc.gov](mailto:jsimon@arc.gov)

# AFTERNOON SCHEDULE

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## Workshops

### Maximizing Strategic Partnerships and Relationships

Presented By: George Murray  
Regional Director  
U.S Small Business Administration

## Small Business Matchmaking



# Maximizing Strategic Partnerships and Relationships

George Murray

Deputy District Director

West Virginia District Office

304-623-7442

[george.murray@sba.gov](mailto:george.murray@sba.gov)

# Agenda

- Subcontracting Opportunities
- Teaming Agreements vs. Joint Ventures
- Mentor/Protégé Agreements
- Selling with the “Channel”
- Questions?

# Why Subcontract?

- Business-to-business relationships
- Building past performance qualifications
- Not permanent
  - Once the contract ends, the relationship can, too
- Optimizes opportunities
  - In many cases, can be a subcontractor on multiple teams

# Subcontracting Opportunities

- Directory of Large Prime Contractors
  - <https://www.sba.gov/document/support--directory-federal-government-prime-contractors-subcontracting-plans>
- System for Award Management (www.sam.gov)
  - Search by NAICS
  - Use this list to search Federal Procurement Data System (*Contract Data Reports in sam.gov*)
  - FPDS identifies companies winning contracts
- SUBNet
  - [https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)

# Teaming vs. Joint Ventures

- Teaming Agreements
  - Prime/subcontractor relationship
  - Usually more formal
  - Usually used for more than one opportunity
- Joint Ventures
  - New business entities
  - Own tax ID number, SAM registration, UEI
  - “Responsibility” issues

# Teaming Agreements

- Benefits
  - Flexibility – prime and sub can switch roles to accommodate opportunity
  - Position of strength – two (or more) companies working together
- Limitations
  - Prime must perform required percentage of work on the contract
  - Typically, only the prime's past performance is considered

# Joint Ventures

- Benefits
  - Resources of all companies combined
    - Financial
    - Past Performance
    - Employees
  - Joint venture entity performs required percentage of work
  - Exclusion from affiliation for small businesses
- Limitations
  - The more you use the joint venture, the greater chance that affiliation will start
- Ostensible Subcontracting

# Mentor Protégé Agreements

- Formal agreements between two businesses
  - Sponsored by federal agencies (statutory)
    - SBA
    - Department of Defense
    - Department of Homeland Security
  - Other federal agencies sponsor programs, but not statutorily required
  - Sponsored by large primes
- Focus is on business development (SBA, large primes)
  - Management and Technical assistance (strategic planning, industry issues, etc.)
  - Financial assistance (loans, bonding, ownership equity)
  - Business Development/Contracting assistance (developing sales leads, proposal support, joint ventures, etc.)
  - Administrative assistance (HR, accounting, etc.)

# SBA All Small Mentor Protégé Program

- Benefits
  - Designed to provide developmental support to the protégé
  - Mentor has greater access to small business contracts through subcontracting (protégé is prime) or joint ventures
  - Allows protégé to work side-by-side with mentor firm with a goal of being more independent at the end of the relationship

# SBA All Small Mentor Protégé Program

- Limitations
  - Developmental needs = weaknesses
  - Limited to two three-year cycles (six years in total) and only two M/P relationships over the life of the protégé company
  - Affiliation

# Channel Sales

- Value-added services
- Manufacturer's Partner levels
  - Combination of factors
- Tapping into manufacturer resources
  - Sales leads
  - Marketing material
  - Support for demos
  - Competitive pricing
  - Training/Certification resources

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U.S. Small Business  
Administration

# How are we doing?

**Please take a minute to let us know**

[www.sba.gov/feedback](http://www.sba.gov/feedback)



# Questions?



THANK YOU  
FOR COMING

