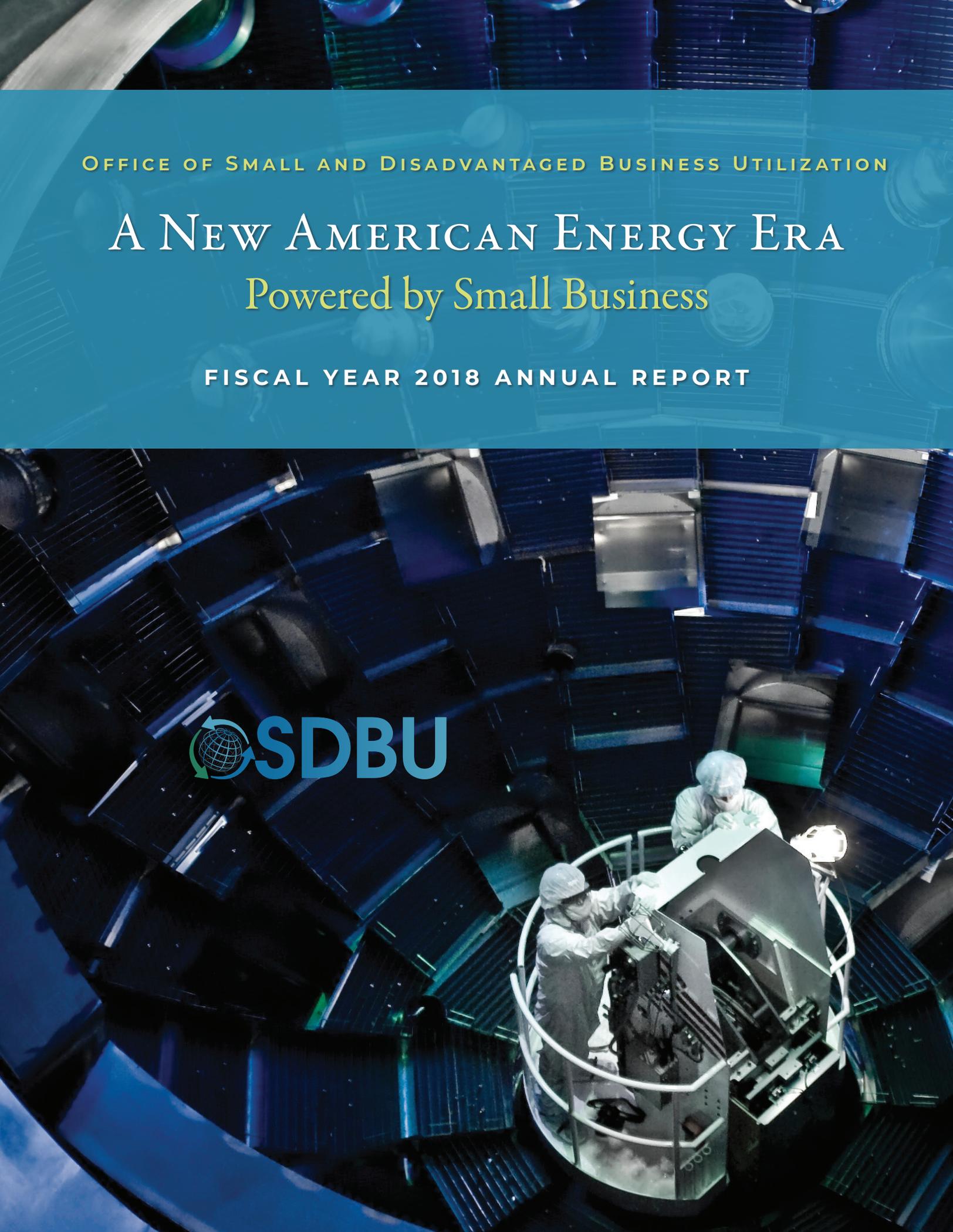


OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

A NEW AMERICAN ENERGY ERA Powered by Small Business

FISCAL YEAR 2018 ANNUAL REPORT





FROM THE DIRECTOR



I am pleased to provide this report summarizing the Department of Energy's (DOE) efforts in Fiscal Year (FY) 2018 to engage small businesses in meaningful and significant ways to support the critical mission of the DOE and the National Nuclear Security Administration (NNSA). We have made significant strides in engaging small businesses and we anticipate earning our fourth consecutive "A" Grade from the Small Business Administration (SBA). But we have more work to do and are committed to continuing to work with small businesses to increase their opportunities to engage in the work of the DOE and NNSA. Small Businesses fuel our economy, create jobs, and sustain communities at the national, state and local levels. We are working to make DOE procurements more readily accessible to small businesses with a goal of building sustainable small businesses.

The DOE is the second largest government agency (only behind the Department of Defense) in its contracting authority and had more than \$30.1 Billion in eligible contract dollars to award in FY 2018. Of the \$30.1 Billion, over \$7.12 Billion was awarded to small businesses across all 50 states, showing the national impact DOE has on the small business community. Whether you are co-located in a state with a large DOE presence or that hosts one of our premier national laboratories, or in a remote part of the country, you can still benefit from the small business procurement authority of the DOE and NNSA.

This report provides a summary of our small business results and successes in FY 2018 and highlights some of our small business programs and opportunities across the wide portfolio of work in energy, science, and national security. This report also highlights the work of our office in advocating for and assisting small businesses in supporting the DOE and NNSA. I am pleased and proud of our accomplishments to date but recognize there is still more work to be done with our socioeconomic small businesses. We also include new initiatives and focus areas we are undertaking in FY 2019 that will continue to further our mission of supporting and advocating for small businesses within DOE and NNSA. I am humbled by the commitment, passion, expertise, and drive of the many small business employees and owners I have had the privilege of meeting in the last 18 months. I look forward to meeting many more of you at our annual Small Business Forums and Expos, conferences, and other small business outreach events we sponsor or attend each year.

A handwritten signature in blue ink, appearing to read "Charles R. Smith". The signature is fluid and cursive.

CHARLES R. SMITH

Director, Office of Small and Disadvantaged Business Utilization

TABLE OF CONTENTS

Overview of FY 2018 Results	1
FY 2018 DOE Small Business Obligations Have National Impact	2
Doing Business with DOE	4
DOE Small Business Opportunities	6
OSDBU is Here to Help	7
OSDBU Advocacy on Behalf of Small Businesses in FY 2018	9
OSDBU Initiatives for FY 2019	12
FY 2018 Small Business Results	14



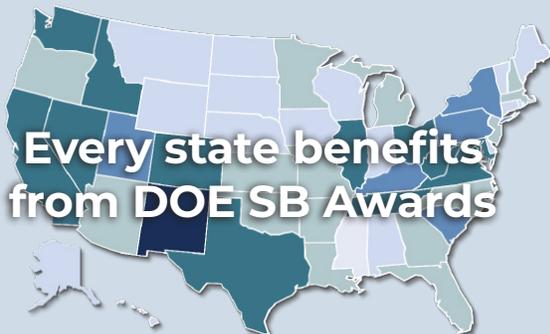
OVERVIEW OF FY 2018 RESULTS

The Annual Report provides a comprehensive review of DOE performance in engaging small business in Fiscal Year (FY) 2018. The Report begins with a broad overview of the results in 2018 in small business prime contracts, first-tier Management and Operating (M&O) Subcontracts Reporting Capability (MOSRC), and other subcontracts to small business. The Department is firmly committed to small business and recognize the power that small businesses provide to the New American Energy Era. The DOE represents the second largest government contracting agency in the federal government, only behind the Department of Defense, and DOE awards to small business are made in every state of the country, regardless of whether or not there is a DOE presence in that state. DOE small business awards truly have a national impact on the American economy.

FY 2018 Top 7 Federal Agencies by Total Contract Obligations

Defense	\$298.2B
Energy	\$30.1B
Veterans Affairs	\$27.1B
Health/Human Services	\$24.1B
Homeland Security	\$18.8B
NASA	\$17.1B
State	\$9.7B

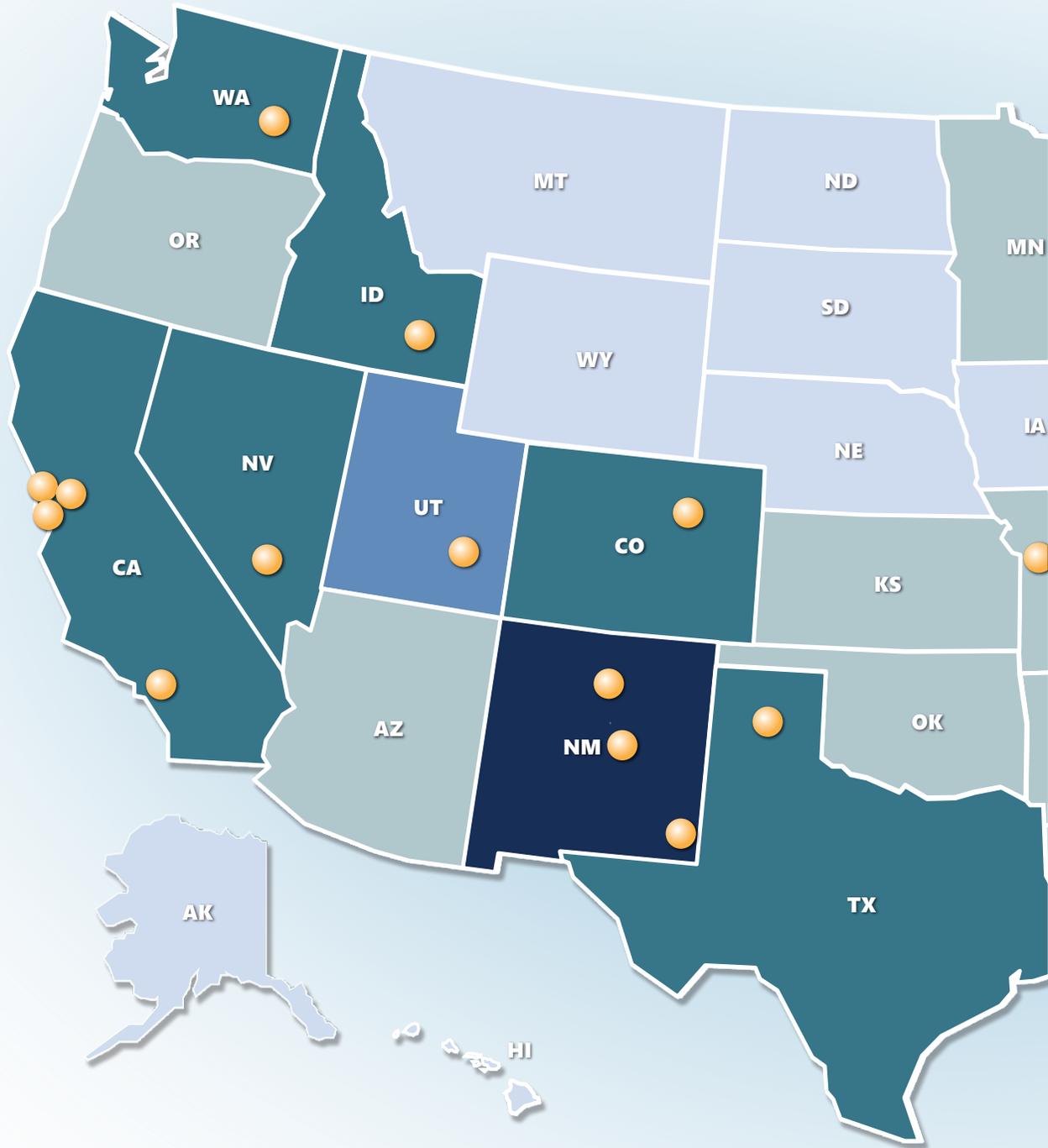
FY 2018 Results



- **\$7.12B** obligated to small businesses (SB) in FY 2018 (of \$30.1B total)
 - **\$4.13B** in direct prime and first-tier MOSRC subcontract SB awards
 - **\$2.99B** in direct subcontract SB awards
- **One in four contract dollars** goes to small businesses
- Small business awards in all fifty states
- FY 2018 SBA Projected Small Business Procurement Scorecard Grade: **A**

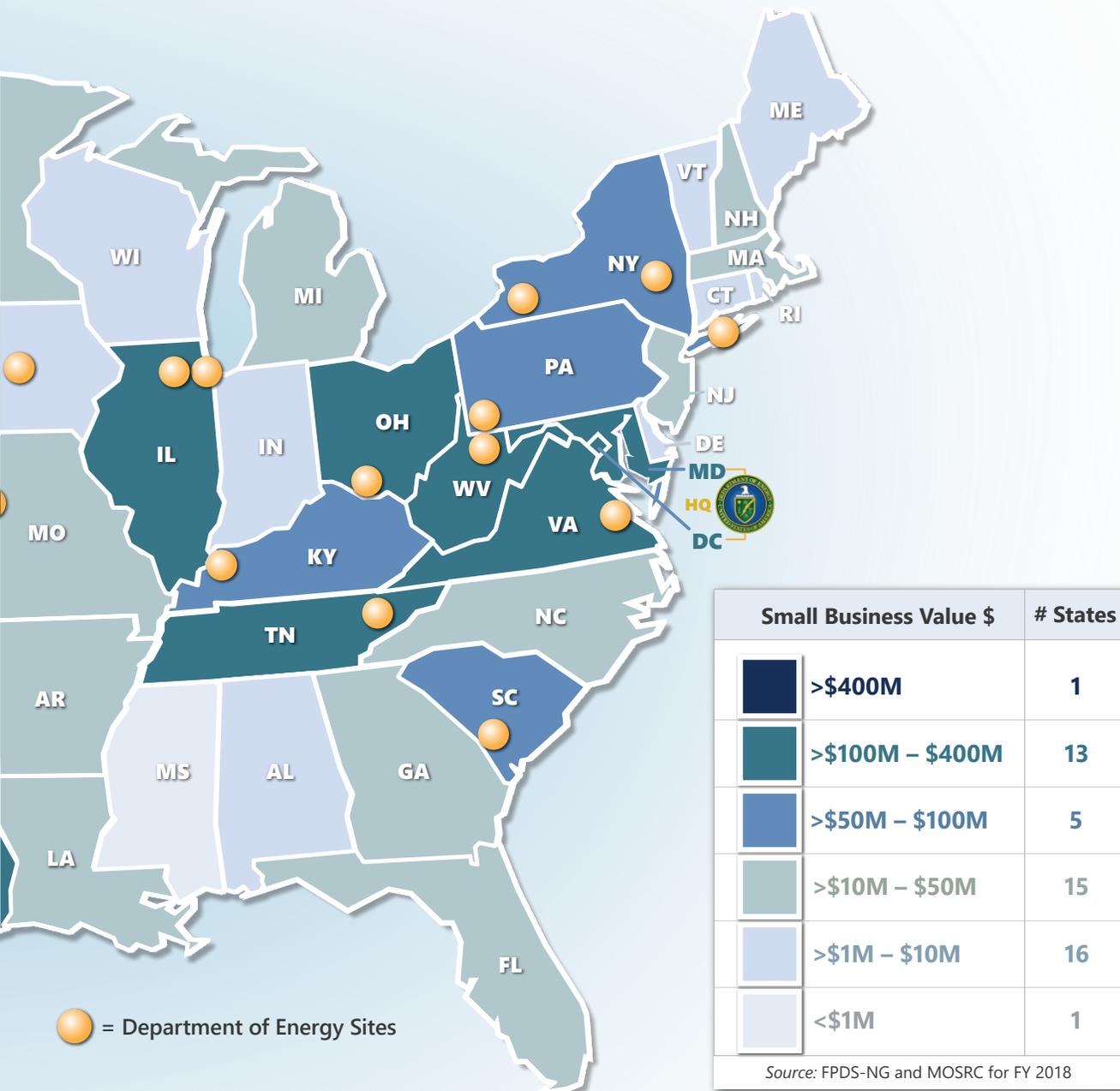
FY 2018 DOE SMALL BUSINESS Small Business Awards

2



OBLIGATIONS HAVE NATIONAL IMPACT

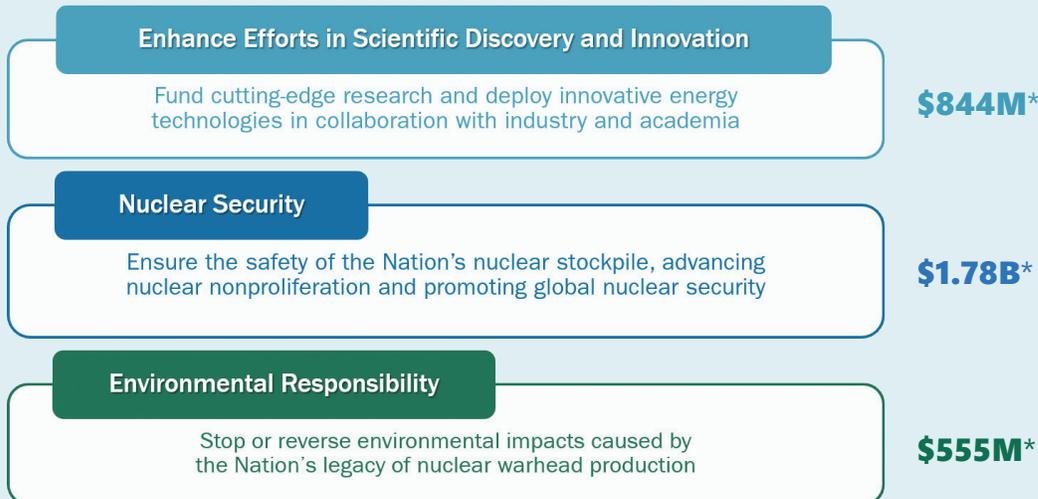
in All Fifty States Plus DC



DOING BUSINESS WITH DOE

The DOE Mission

The mission of the DOE is to ensure America's security and prosperity by addressing its energy, environmental and nuclear challenges through transformative science and technology solutions.



*FY 2018 prime and first-tier MOSRC subcontract totals for SC, NNSA, and EM

The DOE Small Business First Policy

The DOE updated and reissued its [Small Business First Policy](#) in March 2018 which provides the agency's principles and commitment to engaging the Nation's small business community. This update results in a less prescriptive policy, addresses small business engagement opportunities beyond contracting, and emphasizes the Department's commitment to socioeconomic small businesses. This policy ensures that the DOE will foster a dynamic business environment for the small business community which includes but is not limited to the following socioeconomic categories:

- Small Business (SB)
- Small Disadvantaged Business (SDB)
- Veteran-Owned Small Business (VOSB)
- HUBZone Business
- Women-Owned Small Business (WOSB)
- Service-Disabled, Veteran-Owned Small Business (SDVOSB)

The DOE is committed to advancing opportunities for and removing barriers to small businesses wherever possible. DOE is committed to promoting engagement of small businesses across the full range of research, development and deployment opportunities, and these small businesses will help keep DOE on the cutting edge of energy, science, and national security. Partnerships with small business are a critical component of the New American Energy Era.

"DOE commits to promoting inclusiveness in all Departmental activities by advancing initiatives that attract the innovation and creativity of small businesses."

DOE Small Business First Policy, DOE P 547.1A

The Unique Structure of DOE and the M&O Contractor Model

DOE has a unique history dating back to the Manhattan Project during World War II when the U.S. was in a race to end the war through development of nuclear weapons. Over the years, the Department and its predecessor agencies have evolved to meet current challenges and evolving missions. The resultant organizational structure, M&O contractor model, where most DOE facilities are government-owned, but contractor-operated by Facility Management Contractors (referred to as either M&O or FMC contractors), and key features of DOE make it a unique and sometimes challenging environment for small businesses looking to do work with the Department. DOE obligates approximately 80% of its annual contract budget to these large business M&O/FMC contractors. Just some of those complexities include:

- 2 Senior Procurement Executives
- 12 Heads of Contracting Authority
- 15 SBA Procurement Center Representatives
- 80+ Small Business Federal and M&O Program Managers (SBPMs)
- 1 Forecast with over 40 links
- 22 Contracting Activities
- 36 Different Sites
- Multiple contracting sources through federal procurements and M&O subcontracts

As a result of the unique DOE M&O/FMC contract structure, SBA allows DOE to take credit for all M&O/FMC first-tier small business subcontract awards in calculating the agency's prime SB award total for the SBA scorecard. DOE tracks all of these first-tier small business subcontract awards in the MOSRC database.

Small Business Challenges

In addition to the unique challenges of the DOE and NNSA M&O/FMC contractor model, there are some other unique challenges that small businesses face when trying to establish themselves as qualified service providers. Some of those challenges include:

- DOE's decentralized business model across 36 sites
- Sometimes limited access to sites' program managers and buyers (security, remote sites, etc.)
- Rigorous safety, physical security, and cybersecurity requirements
- Highly complex and detailed technical requirements
- Total contract value is often too high for small business engagement

Yet despite these complexities, the Department obligated more than **\$30.1B** to contractors in FY 2018, and roughly a quarter of those contract obligations went to Small Business (**\$7.12B**).

- **\$30.1B** in total contract obligations
- **\$7.12B** in prime, MOSRC, and subcontracting awards to SB
- Socioeconomic awards in FY 2018 included:
 - **\$1.44B** - Small Disadvantaged Business
 - **\$904M** - Women-Owned Small Business
 - **\$334M** - Service-Disabled Veteran-Owned Small Business
 - **\$208M** - HUBZone Business
- Additional **\$202M** in other small business transactions (Science and Technology grants, credit cards, Technology Transfer Agreements, etc.)

There are ample opportunities for small businesses to compete and provide value-added services and support to DOE and NNSA through small business prime contract awards, M&O/FMC first-tier MOSRC subcontract awards, and other subcontract awards.

DOE SMALL BUSINESS OPPORTUNITIES

Despite the challenges and unique M&O/FMC contract management structure of DOE and NNSA described in the prior section, small businesses still accounted for nearly one quarter of the total obligations in FY 2018 (\$7.12B of \$30.1B). There are still significant opportunities for small business to engage in meaningful work with DOE and NNSA.

DOE Acquisition Forecast

OSDBU publishes Acquisition Forecasts on its website, which capture and consolidate both prime and subcontract acquisition opportunities and forecasts across DOE and NNSA.

- [DOE Headquarters Acquisition Forecast](#)
- [Facility Management Contractor Forecasts](#)

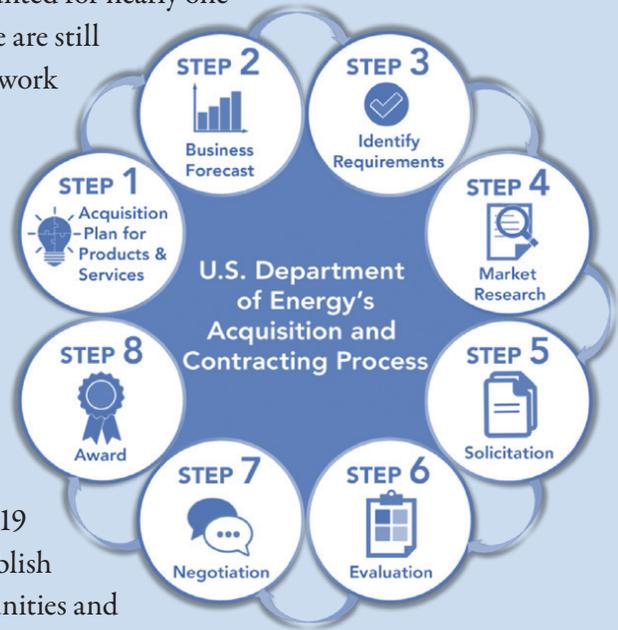
These forecasts are updated routinely and OSDBU is focusing FY 2019 on improving the processes and procedures it uses to compile and publish these forecasts with the goals of improving the capture of all opportunities and the quality of the information reported. In FY 2018, OSDBU also began publishing a [List of Expiring Contracts](#) to better assist small businesses in advance planning for potential upcoming procurements. It should be noted that not all expiring contracts are necessarily recompleted, nor does it guarantee the set-asides will necessarily remain the same.

Other Small Business Opportunities

In addition to the many prime and subcontract opportunities available to small business, DOE and NNSA offer additional ways to engage meaningfully with small businesses. The text box below provides a sample list of additional types of opportunities that DOE and NNSA make available to small businesses outside of the traditional prime, M&O/FMC MOSRC subcontract awards, and other subcontract awards.

Small Business Programs

- Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR) Programs (including programs in SC, EERE, and FE Program Offices)
- Commercial Purchases (NAICS Codes 42, 44, and 45)
- EERE Small Business Financial Opportunity Announcements (FOAs)
- Federal Energy Management Program
- ARPA-E Small Business Award Grants
- Office of Technology Transitions Small Business Programs
- SB Voucher Pilot Program
- Power Marketing Administrations' (PMA) Small Business Programs
- ChallengeHER Collaboration
- DOE Mentor Protégé Program



OSDBU IS HERE TO HELP

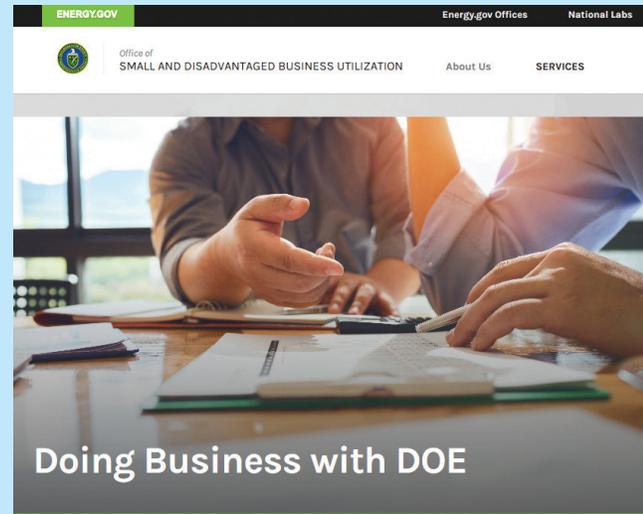
New OSDBU Website Launched

OSDBU launched its new website in August 2018 in response to customer feedback to help small businesses more easily obtain key information to assist in doing business with DOE. The site can be reached at www.smallbusiness.energy.gov.

The following are key sections of the new website.

- [Steps to Success](#) provides guidance on how small businesses can best position themselves to engage with DOE. Small businesses can learn about researching the government market, security clearance reciprocity, and discovering partnering opportunities.
- [Resources and Training](#) contains a comprehensive list of helpful hyperlinks relevant to small businesses. Topics include virtual training, live events, social media, policy and regulations, frequently asked questions, and small business advocacy groups.
- [SBPM Directory](#) includes contact information for all DOE and NNSA federal and contractor SBPMs. These personnel directly support small businesses and assist OSDBU in advocating for small business contracting in the Department. DOE has at least one federal SBPM in each Program Office and many M&O/FMC contractors also have contractor SBPMs to assist small businesses.
- [Contact Us](#) contains phone numbers and email addresses for DOE's small business advocates, located at DOE Headquarters and throughout the Department's many sites around the United States.
- [The 2019 Small Business Forum and Expo](#) maintains active links on the website to each year's Small Business Forum and Expo. The live link to the Forum and Expo in Pittsburgh, PA allows participants to register, sign up for matchmaking sessions, and provides important information related to the Forum and Expo schedule and logistics.

In addition to these new sections, the website continues to house other critical information such as News and Blog posts, DOE's Acquisition Forecasts, and OSDBU's Calendar of Events. DOE OSDBU encourages small businesses to browse the updated website and submit feedback by email to smallbusiness@hq.doe.gov.



Other Government Agency Support

The following links can further assist small businesses in pursuing DOE and other agency opportunities:

- [Procurement Technical Assistance Center \(PTAC\)](#) provides assistance on how to write proposals, develop contracting planning tools, and can provide checklists or schedules for responding to government procurements.
- [North American Industry Classification System \(NAICS\) Codes](#) establish the size standards to qualify for small business awards within an industry classification.
- [Data Universal Numbering System \(DUNS\)](#) allows you to create a DUNS number so you can register your small business with the federal government on the System for Award Management (SAM) at [SAM.gov](https://sam.gov).
- [SBA Procurement Center Representatives \(PCRs\)](#) provide information on your local PCR at SBA who can assist small businesses in obtaining federal contracts.
- The [Dynamic Small Business Search Engine Database](#) on the SBA website is a database created by the SBA where you can enter and search for small businesses registered in SAM.
- [Government Contracting Classroom](#) provides participants the opportunity to take courses on contracting terms, how the government buys, how to sell to the government, and offers guidance specifically for small business concerns.
- The Department of Commerce's [Minority Business Development Agency \(MBDA\)](#) runs business centers throughout the country that provide technical assistance specifically to minority-owned businesses.
- [FedConnect](#) provides access to hundreds of daily federal contract opportunities, receive solicitations, and submit proposals.
- [FedBizOpps \(FBO\)](#) is the central website where all federal agencies post open procurement opportunities. All federal contract solicitations with a value of at least \$25,000 are published on the site, and procurement officers also include information about how and when vendors should respond.
- The [General Services Administration \(GSA\)](#) also provides contracting opportunities and information on how to become a GSA Schedule holder.



OSDBU ADVOCACY ON BEHALF OF SMALL BUSINESSES - FY 2018

Highlighted below are just some examples of the advocacy work the OSDBU Office accomplished in FY 2018. In addition, OSDBU developed specific small business objectives in FY 2018. Those objectives guide the OSDBU office and staff activities to achieve the ultimate outcome of **maximizing DOE awards to small businesses**.

Objective	OSDBU Activities	GOAL
Making it easier for small business to engage with DOE	<ul style="list-style-type: none"> • Sponsor Small Business Forum and Expo • Publish acquisition forecast • Ongoing education/training of SBPMs • Redesign of OSDBU website 	<p>Maximize DOE Awards to Small Business!</p>
Cultivating more productive and collaborative relationships with internal Stakeholders	<ul style="list-style-type: none"> • Advocating on behalf of small business within DOE • Participate in DOE Acquisition Council, Lab Operations Board, and Deputy Secretary ad hoc contract reviews 	
Improving Agency performance in SBA's socioeconomic subcategories	<ul style="list-style-type: none"> • FY 2018 focus on SDVOSBs and HUBZones with 6 mini-events • Co-hosted a ChallengeHer event with SBA and WIPP supporting WOSBs 	

The following is a small sample of OSDBU activities that supported maximizing awards to small businesses in FY 2018.

SMALL BUSINESS FORUM AND EXPO

OSDBU hosted the 17th Annual Small Business Forum and Expo in Houston, Texas, in 2018 including: hosting One-on-One Business Matchmaking for small businesses and DOE procurement officials, prime contractors, and other federal agencies; providing an Exhibition Hall for DOE Officials, agencies, prime contractors, and small businesses to promote products and services; and providing educational sessions for small business owners to learn more about DOE procurement opportunities. Approximately 830 participants attended the Forum and Expo including 586 small businesses, 50 large businesses, almost 70 DOE Program Office representatives, 70 DOE contractors, and nearly 60 other agency representatives.

SOCIOECONOMIC OUTREACH

OSDBU has increased outreach activities, especially to socioeconomic businesses.

- OSDBU established a Nationwide **HUBZone Road Tour** that provided businesses with development training, updated regional acquisition opportunities, and connected new businesses to DOE Programs (the buyers of services). Three HUBZone events were hosted at the Sandia National Lab in Albuquerque, New Mexico; the National Renewable Energy Lab in Denver, Colorado; and the Oak Ridge National Lab in Oak Ridge, Tennessee.
- OSDBU co-hosted the **ChallengeHER** event in Miami, Florida, with Women Impacting Public Policy and the SBA. This annual WOSB-focused outreach event included approximately 400 attendees. The event also included the Administrator of GSA, the Honorable Emily Murphy, as the keynote speaker.
- OSDBU hosted three **SDVOSB Events** at the Germantown, Maryland, DOE Headquarters; the Washington, D.C., DOE Headquarters; and at the Savannah River Site in Aiken, South Carolina. These events drew over 400 small businesses, including advocates from the SBA, the GSA Procurement Technical Assistance Centers, and DOE buyers.



ADVOCATING FOR SMALL BUSINESS WITHIN DOE

The OSDBU Director sits on four major boards within DOE, including the DOE Acquisition Council, the Lab Operations Board (LOB), select Acquisition Review Boards, and most recently has agreed to serve on the Director of Economic Impact and Diversity's Series of Roundtables. The OSDBU Director also participates in ad hoc reviews of major program acquisition strategies and contracts run by the Deputy Secretary—always advocating on behalf of small businesses.

DOE MENTOR PROTÉGÉ PROGRAM (MPP)

OSDBU manages an agency-specific MPP. Distinct from the SBA contract- and requirements-based MPP, the DOE MPP is an agreement which affords more flexibility and participation by small businesses. This program encourages more seasoned contractors to provide business development and sub-contracting support and opportunities to small businesses interested in doing work for DOE. In FY 2018, there were 31 participants in the DOE MPP program that resulted in over \$20M in subcontracting to small businesses.



NEW WEBSITE LAUNCHED

OSDBU launched its new website in August 2018 in response to customer feedback to help small businesses more easily obtain key information to assist in doing business with DOE. The OSDBU staff, Director, and the federal and contractor SBPMs are also available for one-on-one meetings with small businesses. SBPMs are assigned at each major DOE Site throughout the country and the OSDBU HQ Director and staff routinely meet with small businesses upon their request to answer questions, provide advice, and help small businesses navigate through the DOE and NNSA contract procurement systems.



NEW WEBPAGE FOR ALLEGED UNDUPLY RESTRICTIVE SOLICITATIONS

OSDBU works on behalf of small businesses who allege unduly restrictive solicitations or overly restrictive provisions in procurements, which may limit small business participation. OSDBU established a new page on their website and is available to assist any small business that believes a solicitation may unduly restrict the ability of a small business to compete for an award. Small businesses can access the site at [Submit a Notice of Alleged Undue Restriction](#) with a quick link devoted to reporting a potential or perceived undue restriction at [Report an Alleged Undue Restriction](#).



In addition to the annual DOE Small Business Forum and Expo in FY 2018 in Houston, OSDBU supported or attended 129 events and co-hosted 7 events specifically focused on socioeconomic categories with a goal of educating, developing, and increasing access to DOE procurement dollars by small businesses.

OSDBU INITIATIVES FOR FY 2019

OSDBU and agency initiatives and focus areas for FY 2019 include the following.

REGIONAL SUMMER SMALL BUSINESS EXPO IN NEW MEXICO

OSDBU is sponsoring our first ever **Summer '19 New Mexico Small Business Expo** in Albuquerque, New Mexico, in addition to our annual spring 2019 Forum and Expo in Pittsburgh, Pennsylvania.

Key features of this summer expo will include a keynote address by the NNSA Administrator, the Honorable Lisa Gordon-Hagerty; participation by all major NNSA laboratories, including Sandia National Lab (Sandia), Los Alamos National Lab (LANL), and Lawrence Livermore National Lab (LLNL); a New Mexico Small Business Owners Panel moderated by the New Mexico PTAC; specific panels on doing business with LANL and Sandia; and our business matchmaking sessions. The conference is scheduled for August 6–7, 2019.

MEMORANDUM OF UNDERSTANDING

Implementation of the Memorandum of Understanding (MOU) with the Office of Acquisition Management (OAM), dated March 1, 2019, on Small Business Policy initiatives. The goal of the MOU is to explore and incorporate best practices that support increasing small business prime and subcontract awards. Focus will include subcontract planning and implementation, increasing the number of advertised small business opportunities, exploring lowering dollar thresholds for Program Office procurements, improving socioeconomic small business utilization, and increasing compliance and participation from all DOE Program Offices.





MONTHLY ACQUISITION EXECUTIVE MEETINGS

In 2019, the OSDBU Director began meeting monthly with DOE and NNSA’s Senior Procurement Executives (Mr. John Bashista and Mr. Keith Hamilton) to review monthly progress on small business contract actions, progress towards meeting SBA goals, and other initiatives to increase awards to small business.

IMPROVING ACQUISITION FORECAST

Improving, updating, and streamlining the Acquisition Forecast process with the goal of increasing the capture and accuracy of all small business procurement opportunities posted on the OSDBU website. Further website improvements planned for FY 2019 include posting best practices, lessons learned, and training videos to assist small businesses.



DOE MENTOR PROTÉGÉ PROGRAM

Increasing participation in the DOE MPP by continuing to champion partnerships among mid- and large size businesses and the small business community. OSDBU will continue to focus on the Business Matchmaking sessions at each annual Forum and Expo. OSDBU staff will also maximize opportunities to meet and interact with small and large businesses at a variety of events, forums, meetings, and conferences.

SOCIOECONOMIC FOCUS

In FY 2019, the OSDBU Director requested each DOE Program Office to establish two specific set-asides for socioeconomic categories to improve overall DOE performance in awarding contracts to small businesses. Specifically, OSDBU has requested that the Program Offices focus on the four socioeconomic categories that SBA monitors and reports—SDB, WOSB, SDVOSB, and HUBZone. Also in FY 2019, OSDBU will continue its focus on socioeconomic small businesses and is planning on hosting six events specifically targeted for socioeconomic small businesses, including three planned HUBZone events in Richland, Washington (May 14, 2019); Aiken, South Carolina (July 18, 2019); and Kansas City, Missouri (August 19, 2019). Dates and locations for other 2019 socioeconomic events will be posted on the OSDBU website.



FY 2018 SMALL BUSINESS RESULTS

Small Business Utilization in Prime Contracting

Of \$30.1B in contract obligations, more than \$7.12B were awarded to small business (\$4.13B prime and first-tier MOSRC subcontract awards, and \$2.99B in subcontract awards). The table below shows the awards DOE made to the four primary socioeconomic categories of small business that remain a focus of SBA. Overall, DOE is expected to receive a grade of “A” from the SBA.

Goal Category	Goal \$	Achieved \$*	Goal %	Achieved %*
Small Business	\$2.74B	\$4.13B	10.20%	13.75%
Women-Owned Small Business (WOSB)	\$1.34B	\$0.90B	5%	3.01%
Small Disadvantaged Business	\$1.34B	\$1.44B	5%	4.80%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	\$0.81B	\$0.33B	3%	1.11%
Historically Underutilized Business Zone (HUBZone) Small Business	\$0.81B	\$0.21B	3%	0.69%

*FY 2018 projected achievements. Final FY 2018 data expected in spring 2019.

Through the work of DOE’s and NNSA’s acquisition offices, the Department has provided small businesses with growing opportunities in contracting. Throughout, focus on underrepresented small businesses continues to be a key part of DOE’s Small Business priorities. While DOE missed some of the specific socioeconomic subcategory percentage goals established by SBA, the Department excelled at maximizing awards overall to small businesses by dollar amount. In addition, DOE is consistently ranked in the top 5 federal agencies (by dollar) in total contract awards and is only second behind the Department of Defense. DOE is also consistently ranked in the top 7 federal agencies in spend to small businesses.

FY 2018 Top 7 Federal Agencies by Total Contract Obligations

Defense	\$298.2B
Energy	\$30.1B
Veterans Affairs	\$27.1B
Health/Human Services	\$24.1B
Homeland Security	\$18.8B
NASA	\$17.1B
State	\$9.7B

FY 2018 Top 7 Federal Agencies by SB Prime Contract and MOSRC Subcontract Obligations

Defense	\$71.1B
Veterans Affairs	\$8.2B
Homeland Security	\$6.5B
Health/Human Services	\$5.3B
Agriculture	\$4.2B
Energy	\$4.1B
NASA	\$2.9B

Upward Trends in Total Small Business Awards

The DOE continues to increase the amount of spend that goes to small businesses. In FY 2018, the Department continued its multi-year trend of exceeding each prior year's obligations (in dollars) to its small business partners. **In 2018, DOE exceeded the FY 2017 spend on small business (prime, first-tier MOSRC subcontracting, and subcontracting combined) by almost \$1B.** Evolving agency initiatives continue to be achieved through employing the creative solutions offered by American small businesses. OSDBU ensures increased inclusion of the underrepresented sectors of the small business community to more effectively include their skills in helping DOE successfully meet its missions.

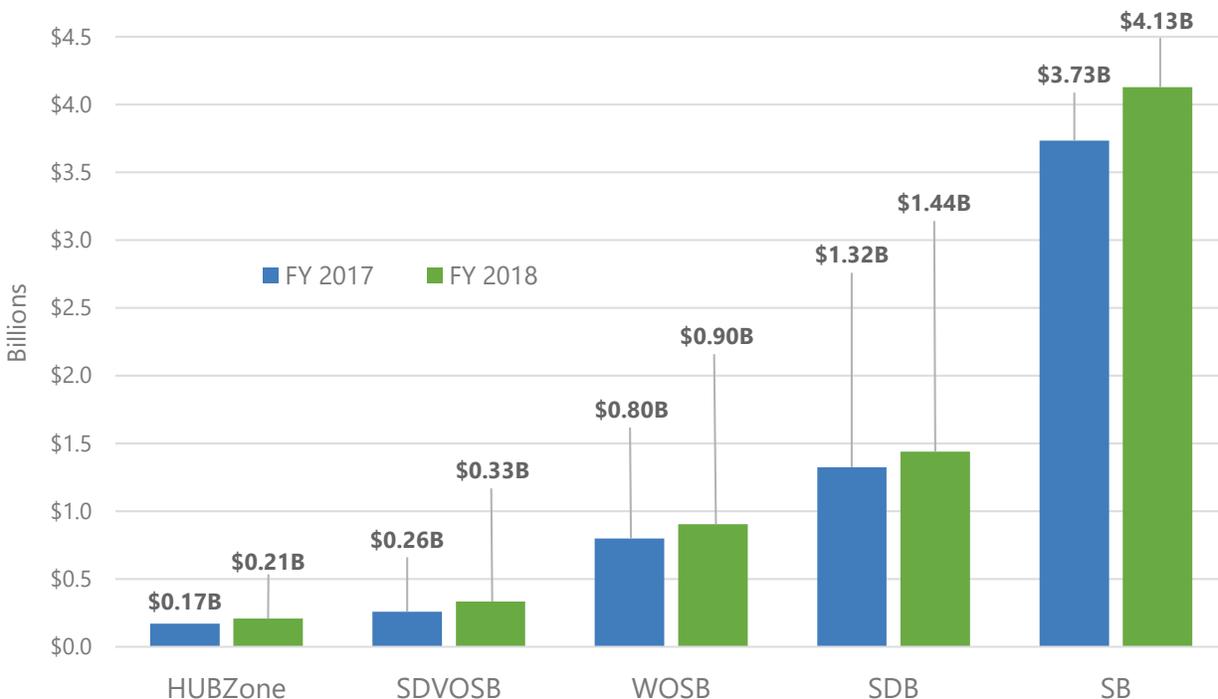
Total Small Business Awards
FY 2017–FY 2018



Socioeconomic Achievements

In FY 2018, DOE has continued to make progress in socioeconomic awards. While DOE has more work to do in socioeconomic goals, the chart below shows positive trends across all categories from FY 2017 to FY 2018 and we expect that trend to continue in FY 2019. The charts below and the breakout charts on the next page reflect our prime and MOSRC first-tier subcontract obligations across the SBA socioeconomic categories showing these upward trends.

Prime Achievement (with MOSRC) by Socioeconomic Category



Breakout – Prime Achievement (with MOSRC)
 Increasing Trend from FY 2017 to FY 2018 Across All Five Subcategories

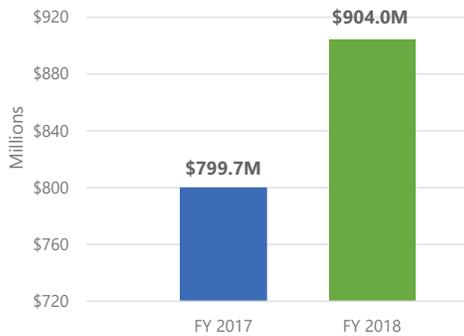
HUBZone



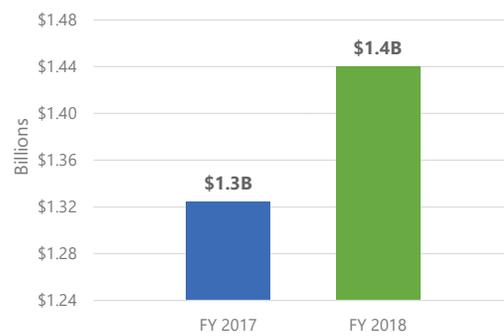
SDVOSB



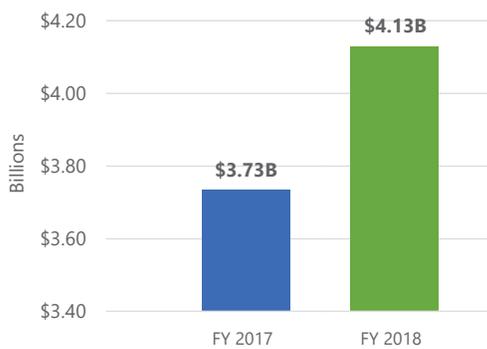
WOSB



SDB



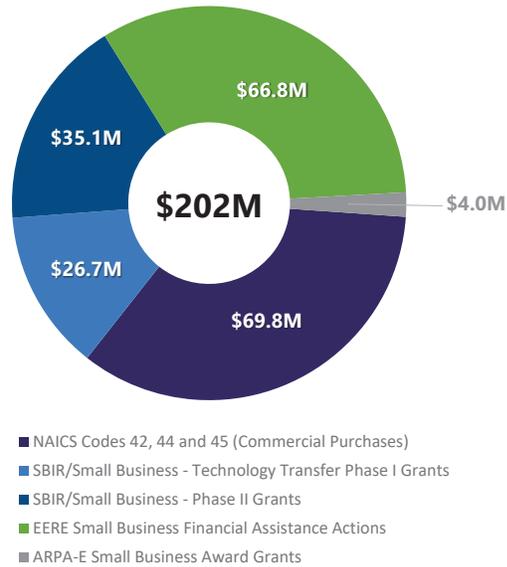
SB



Other Small Business Opportunities

In addition to the small business data that are counted toward the SBA Small Business Scorecard, the pie chart to the right shows that DOE is involved in engaging small businesses in science and technology grants, initiatives, and other non-contract areas not currently included in the SBA Scorecard calculations. These other programs supported over \$202M of additional obligations to small businesses in FY 2018.

DOE FY 2018 Non-FPDS Obligations to Small Businesses



New Data Analytics

OSDBU is always evaluating new data analytics and tools to evaluate small business performance and in FY 2019 is partnering with the DOE Office of Management to collaborate and share resources on data analytics and tools. Additional analysis of the FY 2018 dataset yielded the following insights into small business awards and highlights:

Top 3 Small Business Prime (with MOSRC) Obligations by State in FY 2018

New Mexico - \$472M

California - \$394M

Tennessee - \$376M

TOP SMALL BUSINESS PROCUREMENTS IN DOE

- **The Nevada National Security Site's Environmental Program Services (EPS) recompetes** is planned as another small business prime contract set-aside, valued at approximately \$235M—roughly three times the size of the prior Nevada EPS small business set-aside prime contract of \$80M.
- **The Hanford 222-S Laboratory prime contract recompetes** is planned as a small business set-aside—potentially one of the larger small business set-asides in DOE history.
- **The Office of Legacy Management (LM) Support Service contract** was a \$366M prime small business set-aside awarded in 2015 and it is planned for recompetes in 2020.

DOE Small Business Success Stories



- NNSA's **Kansas City National Security Campus** converted five large business subcontracts into small business set-asides totaling more than **\$135M**.
- DOE's **Office of Energy Efficiency and Renewable Energy (EERE)** in Denver, Colorado, supported the **Federal Energy Management Program (FEMP)** in establishing a requirement for large businesses to earmark 30% of the total contract value to small business. There are 21 Energy Service Companies (ESCOs) that have a total contract value of \$55B, which means that **\$16.5B** is slated for small businesses.
- The **Office of Science (SC) Lawrence Berkeley Lab** surpassed the WOSB Goal of 5%, partnering with private sector business advocacy organizations to achieve 6.4%.
- DOE's **Office of Environmental Management (EM)** has established a **Protégé Center of Excellence**—which provides protégé companies specific development experiences including best-practice sharing across industries (protégé led), executive team engagement (provides vision from Site leaders), and continuous improvement training. All protégés will be yellow-belt trained upon completion.
- The **NNSA Technical, Engineering & Professional Services Blanket Purchase Agreement (TEPS BPA)** enables all of DOE to access a streamlined procurement vehicle to acquire service from pre-qualified small business teams of companies for professional, technical, engineering, and programmatic support services. **FY18 task awards were valued at almost \$50M**. In total, the TEPS BPA has awarded more than \$650M to small businesses in the last 7 years, and another NNSA BPA, the Management, Organizational, and Administrative (MOA) BPA, has awarded almost \$66M to small businesses in the last 5 years.
- DOE's EERE awarded a contract for their **Appliance and Equipment Standards Program** that required the prime contractor to establish a small business subcontracting plan. The plan established the following small business set-aside requirements each year: 18%—Year 1; 25%—Year 2; and 30%—Year 3. The prime total value was approximately **\$100M**.
- DOE's EM Office in Richland, Washington, works with the **Hanford Small Business Council**, made up of 8 SBPMs, to host events geared towards small business, making it easier for small businesses to work with DOE at the Hanford Site.

FY 2018 Award Winners

Each year OSDBU receives nominations for Small Business Award winners, and then selects and presents the awards to the recipients at each subsequent annual Forum and Expo. At the 2019 Annual Forum and Expo in Pittsburgh, the following are the award recipients for FY 2018:

Federal SBPM of the Year: **Trevor Bluth, Idaho Operations Office**

Federal Procurement Director of the Year: **Oliver Voss, NNSA HQ**

Laboratory Director of the Year: **Dr. Vahid Majidi, Savannah River National Laboratory**

Federal Small Business Achievement of the Year (FMC Program Office): **DOE Office of Nuclear Energy**

Federal Small Business Achievement of the Year (Non-FMC Program Office): **Southwestern Power Administration**

FMC SBPM of the Year: **J. Alex Agyemang, Savannah River Nuclear Solutions, LLC**

FMC Procurement Director of the Year: **James W. Johnson, Jr., Savannah River Nuclear Solutions, LLC**

FMC Small Business Achievement of the Year: **Mission Support Alliance, LLC**

Mentor of the Year: **Savannah River Nuclear Solutions, LLC**

Protégé of the Year: **UDR Consulting, Inc.**

8(a)/SDB of the Year: **Holmans USA, LLC**

WOSB of the Year: **M5 Tech, LLC**

HUBZone Small Business of the Year: **LunaTek, Inc.**

SBIR/STTR Small Business of the Year: **Dirac Solutions Inc.**

SDVOSB of the Year: **RG Construction Services, LLC**
Small Business of the Year: **Exhibit Concepts, Inc.**

OSDBU Director's Excellence Award: **Sandia National Laboratories**

OSDBU Director's Excellence Award: **Oak Ridge National Laboratory**

OSDBU Director's Excellence Award: **Office of Energy Efficiency and Renewable Energy**

OSDBU Director's Excellence Award: **National Renewable Energy Laboratory**

OSDBU Director's Excellence Award: **Savannah River Nuclear Solutions, LLC**

OSDBU Director's Excellence Award: **Savannah River Operations Office**

OSDBU Director's Excellence Award: **DOE's MOSRC Team, Debra Bouslog, DOE HQ (MA-623)**

OSDBU Director's Excellence Award: **DOE's MOSRC Team, Thomas Calamari, Appsential, LLC**

OSDBU Director's Excellence Award: **AetherQuest Solutions, Inc.**

OSDBU Director's Excellence Award: **Anita Anderson, DOE OSDBU**



Note: FY 2017 award winners pictured above

The logo for the DOE '19 NM event, featuring the letters 'D', 'O', and 'E' in a stylized font with a circular graphic element, followed by '19' and 'NM'.A photograph of a desert landscape at sunset. A large, jagged rock formation is illuminated by the warm light of the setting sun, casting long shadows. The sky is a mix of blue and orange, with scattered clouds. In the foreground, there is a flat, arid plain with sparse vegetation.

**U.S. Department
of Energy (DOE)
Summer '19
New Mexico
Small Business Expo**

AUGUST 6 – 7, 2019

<https://www.smallbusiness.energy.gov>

**Where the Department of Energy Puts Small Businesses to Work
Albuquerque Marriott – 2101 Louisiana Blvd NE, Albuquerque, NM 87110**





U.S. DEPARTMENT OF ENERGY

Office of Small and Disadvantage Business Utilization

1000 Independence Avenue

Room 5B-194

Washington, DC 20585

(202) 586-7377

smallbusiness@hq.doe.gov

www.smallbusiness.energy.gov

