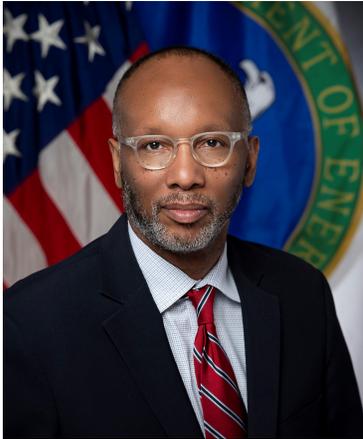




OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

FROM THE DIRECTOR



On behalf of the OSDBU, I am pleased to provide updates on the DOE's small business activities and achievements.

Fiscal Year (FY) 2023 marked another outstanding year for DOE small business. As Secretary Jennifer M. Granholm has stated:

Last year, our Department invested \$10.7 billion in contracts and subcontracts with small businesses. That's more than ever before—by a factor of nearly a billion dollars!

The Department earned an A⁺ grade from the U.S. Small Business Administration

(SBA) for FY 2022 small business and socio-economic achievements, vastly expanded small business outreach, and advanced improvement initiatives in the Mentor-Protégé Program and Acquisition Forecast. You can read more about the achievements in this special end-of-year-review edition of the Newsletter.

In other developments, it is my pleasure to share recent OSDBU staffing updates. Daniel Duckwitz (Senior Data Analyst) and Patricia Greenawalt (Senior Events Coordinator - Contract Support) have joined the team. We are delighted in the skills and experience our new team members bring to advance the OSDBU's mission to maximize opportunities for small businesses.

On the events front, the OSDBU is excited to announce we will co-host with Pacific Northwest National Laboratory (PNNL) the DOE and PNNL Small Business Synergy Day on November 8, 2023. The event will be geared towards veteran-owned small businesses and take place at PNNL in Richland, Washington. Please also save the date for the 2024 DOE Small Business Forum & Expo on June 4-5, 2024 in Minneapolis. It is a top OSDBU priority to make next year's Forum & Expo even bigger and better with your participation and support.

As we embark on the new Fiscal Year, the OSDBU would also like to give special thanks and kudos to John R. Bashista, formerly the Director of the Office of Acquisition Management and DOE's Senior Procurement Executive, who has retired. Thanks John for being a small business champion in the Department, congratulations on your invaluable contributions to the Department's small business achievements, and we wish you the best in the future!

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

Ron Pierce

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

DOE SMALL BUSINESS ACHIEVEMENT

FY 2023 fourth quarter small business data projections indicate that the Department is headed for another successful year. The DOE's fourth quarter procurement base is estimated to be \$43.3 billion. With the Department's ongoing initiatives to increase opportunities for underrepresented small businesses, DOE continues to make progress in achievement in the four socio-economic categories graded by the SBA: Small Disadvantaged Businesses (SDB), Women-Owned Small Businesses (WOSB), Service-Disabled Veteran-Owned Small Businesses (SDVOSB), and HUBZone Small Businesses.

Below please find a summary of the projections of FY 2023 fourth quarter prime small business socio-economic achievement, including Federal Procurement Data System-Next Generation (FPDS-NG) and Management and Operations Subcontract Reporting Capability (MOSRC) awards:

Total Small Business Eligible Dollars (Q4)		\$43,311,960,841.37
	Achievement \$	Achievement %
Small Business	\$9,039,742,238.50	20.87%
SDB	\$2,573,278,442.77	5.94%
WOSB	\$1,848,665,390.97	4.27%
SDVOSB	\$862,840,669.87	1.99%
HUBZone	\$717,324,361.88	1.66%

As the Department continues to prioritize advancing socio-economic small business achievement, the OSDBU would like to highlight the importance of collaboration during acquisition planning and taking full advantage of strategies and resources available to help meet the annual small business and socio-economic goals, as agreed upon by the SBA. Please consider the following:

- Using available federal acquisition statutory and regulatory flexibilities to achieve the objectives of increasing equity and maximizing awards to underserved socio-economic small businesses.
- Utilizing Federal Supply Schedules, Simplified Acquisition procedures, Small Business Set-Asides, and the DOE preferred SDB acquisition solutions
- Coordinating with the OSDBU—who will offer assistance on actions—when proposed acquisitions valued over \$3 million are not set aside for small businesses.



FY 2023 SMALL BUSINESS ACHIEVEMENTS

DEPARTMENT EARNS "A" GRADE FROM THE SBA FOR FY 2022 SCORECARD

In July 2023, the Department received its [FY 2022 Small Business Procurement Scorecard \(Scorecard\)](#), earning an “A” grade for small business and socio-economic achievements. DOE has achieved seven “A” grades from the SBA since 2015. The Department achieved 21.26% in prime small business contracting for FY 2022, exceeding its goal of 13.08%; in subcontracting, the DOE achieved 49.70% for FY 2022, exceeding its goal of 49%. Every year, the SBA works with 24 Federal agencies represented in the Chief Financial Officers (CFO) Act of 1990 (Public Law 101–576) to set their prime and subcontracting goals and their grades on the Scorecard are based on the agreed-upon goals. Each of these Federal agencies has its own small business contracting goal, negotiated annually in consultation with the SBA. The SBA ensures that the sum total of all of the goals meets the 23% target for the Federal Government as well as the socio-economic goals established by statute. The annual Scorecard is an assessment tool to (1) measure how well federal agencies reach their small business and socio-economic prime contracting and subcontracting goals, (2) provide accurate and transparent contracting data and (3) report agency-specific progress. The Department will receive its FY 2023 Scorecard next year.



DOE's FY 2022 Small Business Procurement Scorecard Certificate

ACQUISITION FORECAST AND MENTOR-PROTEGE PROGRAM IMPROVEMENTS

In FY 2023, the DOE and NNSA continued to advance the Acquisition Forecast Improvement Working Group (AFIWG) to help increase the usefulness and timeliness of the Department's Acquisition Forecast. Established by the OSDBU, Office of Acquisition Management, and the National Nuclear Security Administration's Office of Acquisition and Project Management, the AFIWG is working towards a new and improved Acquisition Forecast that will be a one-stop shop for the Department's prime and subcontracting opportunities, grants, and other financial assistance.

During FY 2023, the DOE also continued to advance its Mentor-Protégé Program (MPP) by establishing a Mentor-Protégé Program Working Group (MPPWG) to implement short- and long-term enhancements to attract new mentors and proteges, expand DOE's small business supplier base, and ultimately increase participation in the program. The Working Group is chaired by the OSDBU and includes 20+ Small Business Program Manager volunteers from across the enterprise.

Objectives of the MPPWG include the following:

- Clarify protégé eligibility requirements.
- Standardize training and development as well as reporting documentation.
- Align mentor synergies and resources to maximize opportunities to protege participants including multiple complex experiences throughout the complex.

A charter for the MPPWG has been completed and signed by the Department's Senior Procurement Executives as co-sponsors of the activity.

AI CUSTOMER CARE CHATBOT

In collaboration with the Office of the Chief Information Officer's IM-50 Team, the OSDBU deployed an AI Customer Care Chatbot (OSDBU Virtual Advocate) [on the OSDBU website](#). The new resource streamlines and enhances the OSDBU's small business customer support processes to help maximize DOE small business opportunities. The OSDBU Virtual Advocate currently offers the following functionality:

- Guide to DOE small business resources.
- Answers to a wide range of frequently asked questions on doing business with the Department.
- Subscription links for OSDBU communications to receive DOE small business program updates.



OSDBU Virtual Advocate on the OSDBU website



FY 2023 SMALL BUSINESS ACHIEVEMENTS

EXPANDED DOE SMALL BUSINESS OUTREACH

During FY 2023, the Department conducted a wide range of small business events to increase partnerships and opportunities to support the Department's mission.



From left, Nicola Ohaegbu (OSDBU), Cassandra McGee Stuart (ORNL), Kortni Nevins (NREL), and Eric Lochausen (SNL) at the 4th Annual Service-Disabled Veteran-Owned Small Business Opportunity Day.

On November 9, 2022 the OSDBU and the U.S. Department of Commerce's Virginia Minority Business Development Agency (MBDA) Business Center hosted the 4th Annual Service-Disabled Veteran-Owned Small Business Opportunity Day at the DOE Forrestal Headquarters building in Washington, D.C. More than 600 people registered to attend this veterans small business event to learn more about doing business with DOE and explore opportunities. Deputy Secretary David M. Turk and OSDBU Director Ron Pierce provided remarks. Additionally, the event featured panels of Federal agencies (DOE, MBDA, U.S. Small Business Administration, and the U.S. Department of Veterans Affairs), veterans trade organizations (National Veterans Small Business Coalition, Veteran Institute for Procurement), and procurement opportunities with DOE program offices, major laboratories, and sites.

In FY 2023, the OSDBU collaborated with the National Laboratories to host a series of small business opportunity days to maximize opportunities for service-disabled veteran-owned, women-owned, small disadvantaged, and HUBZone small businesses. On March 28, 2023 the OSDBU, Lawrence Livermore National Laboratory (LLNL), and Oak Ridge National Laboratory (ORNL) hosted the Women-Owned Small Business Opportunity Day. The event included remarks from Secretary Jennifer M. Granholm, OSDBU Director Ron Pierce, and Lawrence Livermore National Laboratory (LLNL) Director Dr. Kimberly Budil. Additionally, the event featured business opportunity sessions with LLNL, ORNL, Sandia National Laboratories (SNL), SLAC National Accelerator Laboratory, and Lawrence Berkeley National Laboratory (LBNL). On May 3, 2023 the OSDBU and National Energy Technology Laboratory (NETL) co-hosted the HUBZone and SDB Small Business Opportunity Day at NETL in Morgantown, WV. Over 70 stakeholders participated in the event, including the SBA, Appalachian Regional Commission, and other advocacy organizations.



Top Row (Left to Right): Angelica Rogers (LBNL), Doreen Agbayani (SLAC), Tamara Miles (OSDBU), Philip McCants (LBNL), Ron Pierce (OSDBU), Leo Valencia (SNL), Jon Benjamin (LLNL).
Bottom Row (Left to Right): Grace Bayemi (LBNL), Nicole Colley (SLAC), Nicola Ohaegbu (OSDBU), Natasha White (OSDBU), Cassandra McGee Stuart (ORNL), Laura Lavato (SNL) at the Women-Owned Small Business Opportunity Day.



OSDBU Director Ron Pierce addresses the audience at the 2023 DOE Small Business Forum & Expo in New Orleans, LA.

On July 11-12, 2023, the OSDBU hosted its flagship event, the DOE Small Business Forum & Expo, for the first time in four years. More than 1,200 people attended the 2023 DOE Small Business Forum & Expo in New Orleans. The theme was American Clean Energy Powered by Small Businesses and the event covered small business resources, best practices for success, and a wide range of opportunities. Representatives from across the DOE, including the newly established Office of Clean Energy Demonstrations and the Office of State and Community Energy Programs, the 17 National Laboratories, and other important sites participated in the event. The agenda included Welcome Remarks from OSDBU Director Ron Pierce, a Keynote from Secretary Jennifer M. Granholm, educational workshops and panel discussions, one-on-one business matchmaking sessions, and an exhibit hall with over 100 exhibitors. There was also an awards ceremony recognizing the outstanding achievements of the many small businesses and internal DOE stakeholders who have helped promote and expand the utilization of small businesses. Additionally, the event featured The Big Easy EPIC Pitch Competition in the Gator Swamp in collaboration with the Office of Technology Transitions and the National Renewable Energy Laboratory to support small businesses and entrepreneurship with a green twist.

FY 2023 Q4 DOE SMALL BUSINESS AWARDS SUMMARY

In the fourth quarter of FY 2023, DOE continued to make progress in prime small business awards to the the four socio-economic categories graded by the SBA: Small Disadvantaged Businesses (SDB), Women-Owned Small Businesses (WOSB), Service-Disabled Veteran-Owned Small Businesses (SDVOSB), and HUBZone Small Businesses. Below please find a summary of the top 3 new DOE prime small business awards and the Department's projected socio-economic category achievement in Q4 FY 2023. Please note, the data is from the SAM.gov Small Business Goaling Standard Report for FY 2023 Q4 run on October 10, 2023.

Top 3 New FY 2023 Q4 Small Business Prime Awards

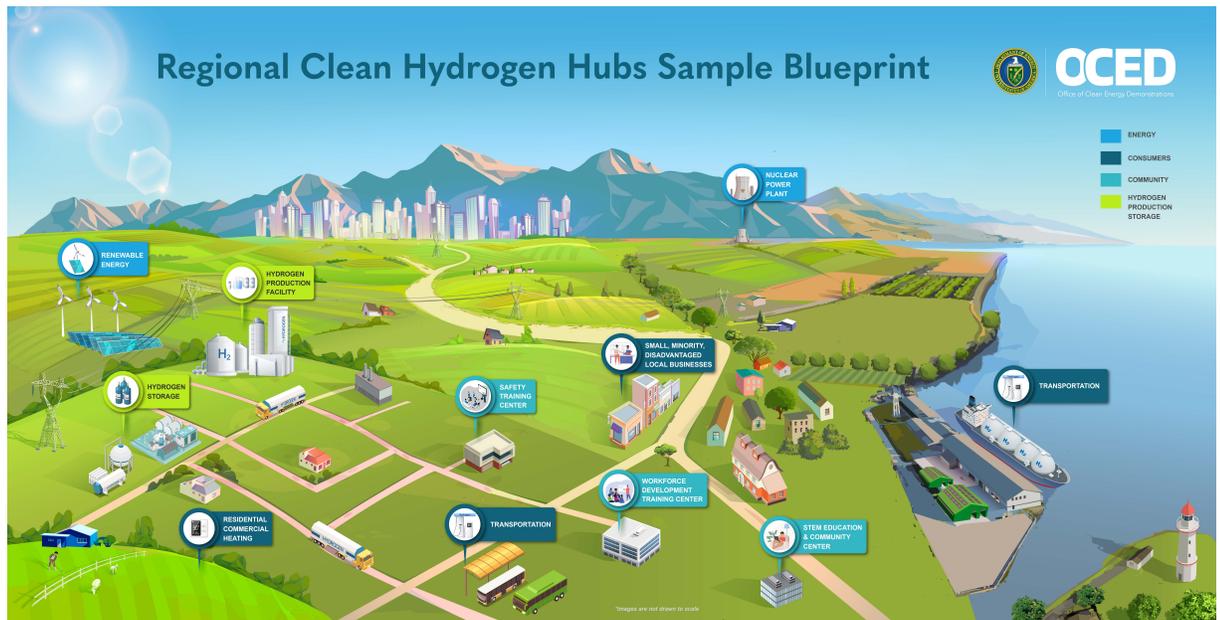
Date Awarded	Obligation \$	Categories	PSC Code & Description
Q4 FY 2023	\$ 15,063,374	SDB	Y1NZ - Construction of Other Utilities
Q4 FY 2023	\$ 12,531,953	SDB, Minority Owned, Native American Owned, Alaskan Native Corporation	C1NZ - Architect and Engineering - Construction: Other Utilities
Q4 FY 2023	\$ 10,129,018	SDB, Minority Owned, Native American Owned, Alaskan Native Corporation, 8A	F108 - Environmental Systems Protection Environmental Remediation

Projected FY 2023 Q4 Prime DOE Performance - Socioeconomic

Category	Achievement \$
SDB	\$ 383,473,789
WOSB	\$ 95,933,052
SDVOSB	\$ 76,466,716
HUBZone	\$ 35,845,510

REGIONAL CLEAN HYDROGEN HUBS SELECTIONS FOR AWARD NEGOTIATIONS

On October 13th, the DOE's Office of Clean Energy Demonstrations (OCED) announced the selection of seven Regional Clean Hydrogen Hubs. The Regional Clean Hydrogen Hubs (H2Hubs) will kickstart a national network of clean hydrogen producers, consumers, and connective infrastructure while supporting the production, storage, delivery, and end-use of clean hydrogen. Funded by the Bipartisan Infrastructure Law (BIL), the H2Hubs will accelerate the commercial-scale deployment of clean hydrogen—a valuable energy product that can be produced



with zero or near-zero carbon emissions and is crucial to meeting the President's climate and energy security goals. Together, they will also reduce 25million metric tons of carbon dioxide emissions from end-uses each year, creating tens of thousands of good-paying jobs across the country while supporting healthier communities. Over the next several years, OCED will inject up to \$7 billion into the seven hydrogen hubs, creating thousands of jobs and creating thousands of opportunities for small business to get involved through subcontracting. Interested small business can get more information [here](#).

OCED is currently planning the next round of funding opportunities for its Energy Improvement in Rural or Remote Areas (ERA) program. The ERA program received \$1 billion from the Bipartisan Infrastructure Law to improve the resilience, reliability, and affordability of energy systems in communities across the country with 10,000 or fewer people. ERA aims to fund community-driven energy projects that demonstrate new energy systems, deliver measurable benefits to customers and build clean energy knowledge and capacity throughout rural America. Future ERA opportunities will be posted at <https://oced-exchange.energy.gov/>.

PORTFOLIO PROJECTS

Loan Programs Office

WORKING ALONGSIDE THE DOE LOAN PROGRAMS OFFICE

The Loan Programs Office finances large-scale, all-of-the-above energy infrastructure projects in the United States. LPO has granted loans to a range of projects from innovative clean energy to advanced transportation vehicle manufacturing and more. Learn more about the projects that are in your area [here](#).



LEGISLATIVE UPDATES

Below are updates from the SBA's Legislative & Regulatory FY 2023 Wrap up for small business government contracting programs:

1. Office of Management and Budget, February 2023 Memorandum

([M-23-11 Creating a More Diverse and Resilient Federal Marketplace through Increased Participation of New and Recent Entrants](#))

- Focus on new and recent contractors to provide fresh innovative thinking.
- Common definitions of "new entrant" and "recent entrant."
- [Supplier Base Dashboard](#) to track an agency's mix of new entrants, recent entrants, and established vendors.
- "Priority supply chains"--market segments where agencies have experienced challenges finding contractors.
- [Government-Wide Procurement Equity Tool](#) to support outreach for greater geographic and demographic diversity in procurement competitions.

2. FAR Final Rule: Small Disadvantaged Business Threshold ([88 FR 53751](#), Aug. 8, 2023)

- Removes the \$750,000 net-worth threshold for small disadvantaged business status, and replaced with reference to SBA regulations.
- Current SBA threshold is \$850,000.

GOALING UPDATES

The OSDBU is pleased to share updates from the SBA on goaling negotiations for FY 2024 Government-wide small business goals:

- Small Business Prime: 23% (same goal as previous years)
- Small Disadvantaged Business (SDB) Prime: 13% (an anticipated increase from the SDB Prime Goal of 12% in FY 2023)
- Subcontracting Small Business: 29.6%

Please note, the FY 2024 Small Business Goals have not been finalized. For more information on increasing the share of contracting dollars awarded to SDBs, please refer to the December 2021 Office of Management and Budget Memorandum ([M-22-03 Advancing Equity in Federal Procurement](#)).

With regards to internal DOE small business goaling, the OSDBU is pleased to share that the SB Goaling Workshop Training presentation is available in iPortal under the "Training" tab in the Small Business Dashboard. Please note that the FY 2024 Timeline is subject to change, but notification of such changes will be provided.

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

SMALL BUSINESS PARTNERSHIPS



On August 29, 2023, Sandia National Laboratories hosted a Small Business Forum in Albuquerque, New Mexico in partnership with the OSDBU.

Approximately 200 small businesses attended the event to learn about the Department's procurement structure and a wide range of opportunities to support the DOE's mission. Los Alamos National Laboratory, Lawrence Livermore National Laboratory, Consolidated Nuclear Security LLC, SLAC National Accelerator Laboratory, and Kansas City National Security Campus also supported the event.

The agenda featured Opening Remarks from OSDBU Director Ron Pierce, introduction of new Sandia National Laboratories Small Business Program Manager Zach Mikelson, presentations of DOE small business opportunities, and a Matchmaking session to connect small business suppliers with the Department's buyers.



OSDBU and Sandia National Laboratories representatives at the Sandia Small Business Forum in Albuquerque, NM.

Thanks to Sandia for hosting this DOE small business event in partnership with the OSDBU. If you would like to share a DOE small business event or success story or have a suggestion for another topic in this newsletter, please email your submissions to Darren Lurie at darren.lurie@hq.doe.gov.

SENATOR ERNST IOWA ENTREPRENEUR EXPO

The OSDBU collaborated with Ames National Laboratory on September 22, 2023, to support Senator Ernst's Entrepreneur Expo: A GovCon and Innovation Expo for Iowa's Small Businesses. Hosted by Iowa Senator Joni Ernst, Ranking Member of the Senate Committee on Small Business and Entrepreneurship, the Expo introduced Iowa's small businesses to the federal marketplace and provided them with opportunities to engage with federal contracting and innovation-focused programs.

OSDBU Director Ron Pierce presented in a session that included participation from the Center for Industrial Research and Service (CIRAS) APEX Accelerator and provided an introduction to government contracting and partnering with the DOE. The OSDBU and Ames National Laboratory supported the afternoon networking session to connect with small businesses and provide various opportunities to support the DOE's mission.



OSDBU Director Ron Pierce, and Ames National Laboratory's Karl Duke (Director of Procurement) and Austin Tidemann (Small Business Program Manager) at the Ernst Entrepreneur Expo in Ames, IA.

OSDBU, PNNL, AND EOPA WILL CO-HOST VETERANS SMALL BUSINESS EVENTS IN NOVEMBER



On November 8, 2023 the OSDBU and the Pacific Northwest National Laboratory (PNNL) will co-host a veteran-focused small business event to increase small business partnerships with the DOE's West Coast Sites. Representatives from the OSDBU, PNNL, and other DOE West Coast sites including Idaho National Laboratory, One Hanford, National Renewable Energy Laboratory, Lawrence Livermore National Laboratory, Lawrence Berkeley National Laboratory, and SLAC National Accelerator Laboratory, will be on hand to provide information about how to do business with and upcoming procurement opportunities at their site. Round robin matchmaking and exhibit booth time will be held to give small businesses the opportunity to have more in-depth discussion and connection with the OSDBU and West Coast Sites and to network with other small businesses in their sector of expertise. For questions on the November 8th event, please contact small.business@pnnl.gov.



On November 16, 2023 the OSDBU and the Elected Officials to Protect America (EOPA) organization will co-host a veterans small business event at DOE Forrestal Headquarters in Washington, D.C. The event will focus on Inflation Reduction Act (IRA) opportunities for small businesses, including veteran-owned and service-disabled veteran-owned small businesses. Event participants will include elected officials, veterans who are lawmakers and business owners, entrepreneurs, technical assistance organizations, and other federal agencies. The OSDBU and EOPA co-hosted the August 15th, 2022 Climate Emergency and Clean Energy Summit at DOE Forrestal Headquarters. The event featured attendance from 114 military veterans and state/local lawmakers in person, while over 100 people attended the event virtually. [Please find more information here about the November 16th event.](#)

MARK YOUR CALENDARS

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

- October 30, 2023 U.S. Department of Energy's Justice Week 2023: Equity Empowered (October 30-November 3, 2023)
- November 8, 2023 DOE and PNNL Small Business Synergy Day
- November 16, 2023 5th Annual Veteran-Owned Small Business Day: Inflation Reduction Act Opportunities (DOEVETS'23)



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