

FROM THE DIRECTOR



These are challenging times for members of every community, especially for small businesses that help advance DOE's missions. Despite these challenges, the Agency's commitment to small business has never been stronger. As many of you may be aware, the Summer '20 New Mexico Small Business Expo has been canceled. Please know that canceling this year's event is in the best and safest interest of everyone and that we'll make every effort to return to Albuquerque next summer with another great event.

On a positive note, I'm pleased to share some good news. FY 2019 was the best year in the last ten years for small business contracting at DOE, totaling approximately \$7.68 B in Prime, MOSRC, and Subcontracting. This marks an increase from FY 2018 in both total small business (\$7.12 B) and across all socio-economic categories. In addition, DOE anticipates receiving an "A" grade from the SBA for the fifth straight year.

The DOE procurement community has shown that it will do whatever is necessary to help the Agency meet its varied missions while helping the small business community. We have expanded our "Notes From The Field" section for this issue to provide small business success stories that support the national fight against COVID-19.

In this issue, we highlight the Opportunity Zones Initiative established by the 2017 Tax Cuts and Jobs Act (TCJA). The TCJA fosters economic and community revitalization in areas that need it most to help lift Americans out of poverty.

I'm pleased to report that another initiative, the Forecast Improvement Working Group (FIWG), has made significant progress towards their goal of providing higher-quality acquisition forecasts for the small business community seeking to do business with the DOE.

Most of you have been working from home for several months now, while continuing to be spouses, parents and teachers. Your hard work and support have continued unabated through these tough times. Thank you for your dedication and continued efforts to support DOE in this ever-changing world.



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

DIRECTOR'S SPOTLIGHT:

Opportunity Zones and the DOE

The Opportunity Zones initiative was established by the 2017 Tax Cuts and Jobs Act (TCJA) to bring economic and community revitalization in areas that need it most to help lift Americans out of poverty. This once-in-a-generation initiative established 8,764 census tracts certified by the U.S. Department of the Treasury as "Opportunity Zones." The Opportunity Zones offer a tax incentive to spur economic development and job creation in these urban and economically distressed areas.

Many of the investments are uniquely tailored to fit the needs and potential of particular communities and are predominantly led by the business community, but with a role for federal agencies to play as well. The Department's efforts in this area are led by the Director of the Office of Economic Impact and Diversity (ED), the Honorable James E. Campos.

To date, DOE's efforts have consisted of partnerships with educational institutions and specifically Historically Black Colleges and Universities (HBCUs) to increase opportunities, scholarships, and paid internships for minority students' studies in energy and STEM.

Additionally, ED and the Office of Indian Energy Policy and Programs have amended the grant eligibility and scoring criteria for several Grants and Funding Opportunity Announcements (FOAs) to better target Opportunity Zones. DOE and ED are continuing to look at new ways to create more opportunities to provide resources to businesses, institutions, non-profits, and other organizations working in Opportunity Zones.

SBPMs are encouraged to visit [OpportunityZones.HUD.gov](https://www.opportunityzones.hud.gov) for comprehensive information for all stakeholders, including a listing of communities that have formulated prospectuses for their respective strategy. Learn about best practices for Opportunity Zones in the report from the [White House Opportunity and Revitalization Council](#).

FY 2019 SMALL BUSINESS AWARDS PROGRAM – AWARD RECIPIENTS

Federal SBPM of the Year: **Gary Lytttek, NNSA SBSM**

Federal Procurement Director of the Year: **Joseph Giove III, Office of Fossil Energy**

Laboratory Director of the Year: **Dr. Thomas Mason, Los Alamos 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): **Office of the Chief Human Capital Officer**

FMC SBPM of the Year: **Karen West, Honeywell Federal Manufacturing & Technologies**

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

FMC Small Business Achievement of the Year: **Triad National Security, LLC**

Mentor of the Year: **Y-12 National Security Complex**

Protégé of the Year: **BrainJuice Mobile, LLC.**

8(a)/SDB of the Year: **GCJ, Inc.**

WOSB of the Year: **Precision Ferrites & Ceramics, Inc.**

HUBZone Small Business of the Year: **Performance Maintenance, Inc.**

SDVOSB of the Year: **TEVET**

SBIR/STTR Small Business of the Year: **Subsurface Insights, LLC**

Small Business of the Year: **MarCom, LLC**

OSDBU Director's Excellence Award: **Deborah Black, DOE's Office of Headquarters Services**

OSDBU Director's Excellence Award: **Christopher Greene, DOE's Office of Acquisition Management**

OSDBU Director's Excellence Award: **Barry Ross, DOE's Office of Acquisition Management**

OSDBU Director's Excellence Award: **Nacole Morton, DOE's Office of Headquarters Procurement Services**

OSDBU Director's Excellence Award: **Blake Clemmer, DOE's Office of Headquarters Procurement Services**

OSDBU Director's Excellence Award: **Leslie Bourgeois, Strategic Petroleum Reserve**

OSDBU Director's Excellence Award: **Project Enhancement Corporation**

OSDBU Director's Excellence Award: **Bernhard Knutsen, Appsential IDW Team, Office of Corporate Business Systems**

OSDBU Director's Excellence Award: **Brianna Pippens, Appsential IDW Team, Office of Corporate Business Systems**

DOE Gears of Government Award Winners

DOE Small Business Program Managers Leslie Bourgeois (Strategic Petroleum Reserve) and Trevor Bluth (Idaho Operations Office) have been selected for this year's Gears of Government Awards. These awards recognize individuals and teams across the federal workforce whose dedication supports exceptional delivery of key outcomes in three areas: mission results, customer service, and accountable stewardship.



Ms. Bourgeois was chosen for the award for providing expertise and management to the Strategic Petroleum Reserve Project Management Office to ensure the office maintains operational excellence and proper stewardship of taxpayer dollars. Her leadership enhanced mission results and accountable stewardship of government resources.

Ms. Bourgeois received her award for leading a one-year effort to revise SPR internal policy controls documentation. "It is important that policy changes are written in a manner that everyone can buy into, using appropriate language to communicate policy effectively," Ms. Bourgeois said.



Mr. Bluth was recognized for the award as part of the Idaho National Laboratory Sheep Fire Response Team. The team's rapid emergency response helped contain the fire at the Idaho National Laboratory and ensure the safety of personnel and facilities.

During this five-day fire, SBPM Trevor Bluth acted as a Management Duty Officer and helped to coordinate firefighting efforts. Given that a fire at INL could potentially involve a release of radiation, Trevor and his team went above and beyond to secure INL. Mr. Bluth remains extraordinarily humble, stating: "It was a whole bunch of us involved in it. Everybody was great at helping each other. We responded appropriately to our training."

NOTES FROM THE FIELD: COVID-19 EDITION

Sandia National Laboratory

Sandia National Lab worked with Wayward Sons Craft-Distillery in Santa Fe, New Mexico who reconfigured its operations to produce a hand sanitizer they named Elbow Bump.

“They needed someone with a technical background to help them figure out how to make this product and test its effectiveness,” said Sandia chemist Jessica Kruichak, who worked with the company. “Because there has been a shortage, it’s humbling that I was able to help them with that.”

Sandia worked with Wayward Sons through the New Mexico Small Businesses Assistance program that pairs Sandia and Los Alamos National Laboratory with small businesses facing technical challenges. The program provides access to the labs’ expertise and capabilities at no cost to the company.

Kruichak and Sandia analytical chemist Curtis Mowry provided technical consulting and resources to help the company determine correct quantities of materials for the hand sanitizer and whether manufacturing of the product could be scaled up while maintaining its effectiveness.

Jackie Kerby Moore, manager of Technology and Economic Development at Sandia, said it has been gratifying to see the NMSBA program address issues associated with the COVID-19 pandemic.

“We are proud that Sandia helped a local company create a new product line and retain employees,” she said.

In addition to helping prevent the spread of COVID-19 with hand sanitizer, SNL is also helping to treat those stricken by the illness and in need of respiratory assistance. In less than a month, SNL converted 100 respiratory machines New Mexico hospitals already had on hand into machines that can safely be used as ventilators to help treat patients with severe cases of COVID-19.

Sandia researchers developed pathogen management kits that can be attached to respiratory machines and use ultraviolet light to disable COVID-19 and other pathogens before a patient’s exhaled breath is circulated back into the hospital room.

The team plans to transfer the pathogen management kit technology through a Cooperative Research and Development Agreement to a regional manufacturer to increase the production rate substantially.

Thanks to **SBPM Paul Sedillo** and his team at SNL for sharing these small business success stories.



Sandia National Laboratories analytical chemist Curtis Mowry conducted gas chromatography on materials used for hand sanitizer.



Sandia National Laboratories chemist Jessica Kruichak tested hand sanitizer for the company to make sure it meets standards set by the World Health Organization and the U.S. Food and Drug Administration.

Fluor Idaho

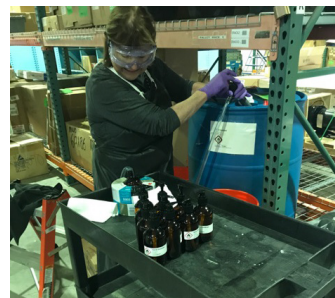
While maintaining Essential Mission Critical Operations, Fluor Idaho’s Supply Chain Management Team turned to local small businesses to provide food, facemasks, and other goods to employees.

Due to the COVID-19 Pandemic, Fluor Idaho was forced to close site cafeterias. The Supply Chain team contacted two local restaurants to help make 220 lunches daily, feeding workers and helping continue essential ICP Core work.

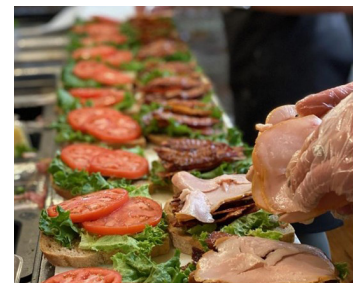
Four local seamstresses were contracted to provide cloth face coverings for Fluor Idaho employees. The cloth face coverings help the Fluor team meet CDC COVID-19 prevention recommendations.

Another challenge was to meet the demands of Fluor Idaho employees for hand sanitizer. They discovered a distillery approximately 20 miles from the Fluor site that had recently converted part of its operations into hand sanitizer production.

This small business connection will allow the Supply Chain Team to meet all of Fluor Idaho’s hand sanitizer needs. The first 55-gallon shipment of locally produced sanitizer has been delivered to Fluor Idaho employees.



Karen Abbot fills smaller bottles with hand sanitizer in the INTEC Issue Room.



220 lunches were sourced locally each work day to feed employees performing essential mission critical operations.

Thanks to Small Business Program Liaison **Jennifer Lloyd** of the Fluor Idaho, LLC team for sharing these small business victories.

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OSDBU INITIATIVE: Forecast Improvement Working Group

The Forecast Improvement Working Group (FIWG) is excited to announce that we have made significant strides in our mission to improve the quality and utility of the acquisition forecasts we provide for the DOE small business community. FIWG has achieved many of our short-term goals by making significant improvements to the types, accuracy and the utility of [acquisition information found on OSDBU's website](#).

M&O information is now separated from DOE HQ and Program Office information and is better characterized by the **type** of information to be found. The links have been updated and have increased in quantity by over 100% from the number previously available. Newly updated Acquisition Forecasts and Expiring Contract Lists are now also available on OSDBU's website. The Expiring Contract List can now be filtered by NAICS codes, location of performance, type of procurement, and by whether the expiring contract is under or over the Simplified Acquisition Threshold of \$250,000.

FIWG is now moving to our mid-term goals. Watch this space for updates. Thanks again to Tanya Crawford tanya.crawford@hq.doe.gov and DeShonjla Peterson deshonjla.peterson@hq.doe.gov for co-chairing DOE OSDBU's efforts on this important initiative. Please feel free to contact them if you have any input.

MARK YOUR CALENDARS Network with OSDBU and Businesses

[30th Anniversary Government Procurement Conference in Washington, DC on September 2, 2020](#)

[HUBZONE Small Business Week Virtual Summit from September 8th-11th, 2020](#)

Please visit [OSDBU's Calendar](#) for more information on more upcoming events.

If you are a SBPM, Small Business News gives you a great way to share what's going on with small business contracting at your site!

Please email your submissions to Darren Lurie at darren.lurie@hq.doe.gov.

NOTES FROM THE FIELD: CONTINUED FROM PAGE 3

Los Alamos National Laboratory

Los Alamos National Lab's Small Business Program Office had its very first virtual Subcontractor Forum on April 30, 2020. They had 180 registrants with representation from 22 states. Highlights included upcoming procurement opportunities, but also covered what steps LANL is taking regarding COVID-19, and they invited their partners from the New Mexico Small Business Development Center and the New Mexico PTAC Program to present detailed information on what assistance their organizations were providing to businesses impacted by COVID-19, which included SBA coronavirus relief options, and information from New Mexico non-profit organizations available to assist with coronavirus relief options.

LANL's Acquisition Services Management (ASM) has identified new suppliers (mostly small businesses) for hand sanitizers, disinfectants, cleaning supplies, face masks and other necessary PPE. ASM procured 2,200 gallons of hand sanitizer from local, Santa Fe, and Taos distilleries. ASM was also able to procure significant quantities of cloth masks from two New Mexico based suppliers and additional large supplies of cloth, KN95, and 3-ply masks from other suppliers around the country, including a women-owned small business on the east coast, and a woman-owned small HUBZone business in Texas.

Thanks to **Yvonne C. Gonzales** of the Los Alamos National Laboratory Small Business Program Office for sharing this good news.



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