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 is at your service!
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

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.

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

**Energy Efficiency & Renewable Energy**
- BIL Consumer Electronics Battery Recycling and Reprocessing**
- Electric Drive Vehicle Battery Recycling and Second-Life Applications Programs

**Joint Office of Energy & Transportation**

**Funding FY2023 Total: $7.4B**

- **$134M**
- **$51M**
- **$2.8B**
- **$60M**
- **$4.4B**

**Cybersecurity, Energy Security, & Emergency Response**
- Rural and Municipal Utility Advanced Cybersecurity Grant and Technical Assistance Program
- Enhanced Grid Security

**Manufacturing & Energy Supply Chains**
- Advanced Energy Manufacturing and Recycling Grant Program
- Battery Processing and Manufacturing
- State Manufacturing Leadership

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

*$Acquisition at NETL Project Management at HQ*

**Availability of funds or schedule delays could cause some funding to be awarded in FY24**

Total: **$7.4B**
$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**
- Solid oxide electrolysis of water for hydrogen
- Advanced natural gas reforming and gasification with CCS

**Transport & Storage**
- Microwave-enabled modular ammonia production from hydrogen
- Subsurface hydrogen storage in depleted oil and gas reservoirs

**Utilization**
- Operability of SOFCs with integrated energy systems
- Hydrogen and ammonia gas turbine combustion

Strategic Systems Analysis

U.S. DEPARTMENT OF ENERGY
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

www.energycommunities.gov
**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**

**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

- 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
NETL Snapshot

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

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
Partnering with NETL

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

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)

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

Funding Opportunities:
https://www.netl.doe.gov/business/solicitations

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

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

**What does NETL purchase?**
## Prime Contract Overview

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

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)*
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

Continued: NETL’s Acquisition, Site Support Activity
Continued: NETL’s Acquisition, Site Support Activity

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

- **NETL Site Support Electronic Reading Room**
  www.netl.doe.gov/business/site-support

- **NETL Small Business Corner**
  www.netl.doe.gov/small-business

- **System for Award Management**
  https://www.SAM.gov

- **FedConnect (Search Public Opportunities)**
  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
Brian J. Anderson, Ph.D.
NETL Director
brian.anderson@netl.doe.gov

VISIT US AT: www.NETL.DOE.gov
@NETL_DOE
@NETL_DOE
@NationalEnergyTechnologyLaboratory
OSDBU/NETL HUBZone & SDB Small Business Opportunity Day

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Today, tomorrow, and beyond, SmallBusiness@hq.doe.gov is at your service!
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

http://smallbusiness.energy.gov
OSDBU Mission and Commitment

➤ **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.

http://smallbusiness.energy.gov
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)

<table>
<thead>
<tr>
<th>Year</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2015</td>
<td>$5.7B</td>
</tr>
<tr>
<td>FY 2016</td>
<td>$6.5B</td>
</tr>
<tr>
<td>FY 2017</td>
<td>$6.85B</td>
</tr>
<tr>
<td>FY 2018</td>
<td>$6.16B</td>
</tr>
<tr>
<td>FY 2019</td>
<td>$7.68B</td>
</tr>
<tr>
<td>FY 2020</td>
<td>$8.7B</td>
</tr>
<tr>
<td>FY 2021</td>
<td>$9.7B</td>
</tr>
<tr>
<td>FY 2022</td>
<td>$TBD</td>
</tr>
</tbody>
</table>

*Individually Scorecard (sba.gov)
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

<table>
<thead>
<tr>
<th>Procurement Method</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Full &amp; Open Competition</td>
<td>Acquires goods and services through open competition, allowing all eligible suppliers to submit proposals.</td>
</tr>
<tr>
<td>Full &amp; Open Competition After the Exclusion of Sources (SB Set-asides)</td>
<td>In some cases, after excluding certain sources, a full and open competition is conducted.</td>
</tr>
<tr>
<td>Other than Full &amp; Open Competition (Non-competitive)</td>
<td>Used when full and open competition is not feasible or appropriate.</td>
</tr>
<tr>
<td>Simplified Acquisition Procedures (SAP)</td>
<td>A streamlined process for acquiring goods and services.</td>
</tr>
<tr>
<td>General Service Administration (GSA) Federal Supply Schedules (FSS)</td>
<td>Federal governmentwide contracts for supplies and services.</td>
</tr>
<tr>
<td>Category Management strategic contracts, Blanket Purchase Agreements (BPAs), Indefinite Delivery Contracts, etc.</td>
<td>Contracts for recurring purchases.</td>
</tr>
<tr>
<td>Unsolicited Proposals</td>
<td>Requests for proposals from specific suppliers.</td>
</tr>
<tr>
<td>Funding Opportunity Announcements</td>
<td>Announcements of funding opportunities for specific projects.</td>
</tr>
<tr>
<td>Prize Competitions</td>
<td>Competitions where the best idea or innovation is rewarded.</td>
</tr>
</tbody>
</table>

[http://smallbusiness.energy.gov](http://smallbusiness.energy.gov)
## NAICS for FY 22 Awards to HUBZone Small Businesses

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Industry Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>Administrative Management and General Management Consulting Services</td>
</tr>
<tr>
<td>236220</td>
<td>Commercial and Institutional Building Construction</td>
</tr>
<tr>
<td>561110</td>
<td>Office Administrative Services</td>
</tr>
<tr>
<td>541519</td>
<td>Other Computer Related Services</td>
</tr>
<tr>
<td>336112</td>
<td>Light Truck and Utility Vehicle Manufacturing</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
</tr>
<tr>
<td>541620</td>
<td>Environmental Consulting Services</td>
</tr>
<tr>
<td>541512</td>
<td>Computer Systems Design Services</td>
</tr>
<tr>
<td>221210</td>
<td>Natural Gas Distribution</td>
</tr>
<tr>
<td>541810</td>
<td>Advertising Agencies</td>
</tr>
</tbody>
</table>

## 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](https://www.energy.gov/osdbu/acquisition-forecast)
  - 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 | Contract Opportunities](https://samTRACTORS.com)
- **Clean Energy FOAs:** [Clean Energy Infrastructure Programs at Department of Energy | 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/)
- **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/](https://science.energy.gov/sbir/)
- **Prize Competitions:** [EERE Competitions, Challenges, and Industry Prizes | Department of Energy](https://www.energy.gov/)
- **DOE Unsolicited Proposals:** [DOE Unsolicited Proposals | netl.doe.gov](https://www.energy.gov/)

[http://smallbusiness.energy.gov](http://smallbusiness.energy.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.

Supply Chain Management Center (SCMC):
Supply Chain Management Center (doe.gov)

Register in site Supplier Registration database, as applicable.

Major DOE Prime Contractors:
DOE/NNSA Site Facility Management Contracts | Department of Energy

Contact site Small Business Program Manager.

http://smallbusiness.energy.gov
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

http://smallbusiness.energy.gov
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

http://smallbusiness.energy.gov
Upcoming OSDBU Hosted Events

OSDBU National SB Forum & Expo
Register today at energy.gov/DOEForum
New Orleans, LA
July 11-12, 2023

MPP Forum Opportunity Day
Sandia National Laboratory (SNL)
Albuquerque, NM
TBD

http://smallbusiness.energy.gov
Other Important Links

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

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](https://www.energy.gov/osdbu/acquisition-forecast)

DOE Small Business Program Managers Directory: [https://www.energy.gov/osdbu/articles/small-business-program-managers-directory](https://www.energy.gov/osdbu/articles/small-business-program-managers-directory)


Federal Grants: [www.grants.gov](http://www.grants.gov)
For individually-tailored customer care, feel free to contact our office:

Call: (202) 586-7377
Email: smallbusiness@hq.doe.gov

WOSB Program Manager (PM) - Natasha White: Natasha.White@hq.doe.gov

SDVOSB PM – Nicola Ohaegbu: Nicola.Ohaegbu@hq.doe.gov

HUBZone SB PM – Kent Hibben: Kent.Hibben@hq.doe.gov

Small Disadvantaged Business PM - Mark Lochbaum: Mark.Lochbaum@hq.doe.gov

Deputy Director SB Programs: Tamara.Miles@hq.doe.gov

http://smallbusiness.energy.gov
Small Business Resource Panel

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

Moderator
Michelle Burnett
Executive Director
HUBZone Contractors National Council

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

Michelle Burnett
Executive Director
HUBZone Contractors National Council
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
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

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!

www.HUBZoneCouncil.org
How can you help?

SAVE THE DATE

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

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

Michelle.Burnett@HUBZoneCouncil.org
Phone: 240-442-1787

Subscribe to our Mailing List
Click Here

www.HUBZoneCouncil.org
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.
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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

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, $50,757,600 is reserved for small manufacturing projects; $17,071,600 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/

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.
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

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

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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

- 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

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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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How are we doing?

Please take a minute to let us know

www.sba.gov/feedback
Questions?
THANK YOU FOR COMING