



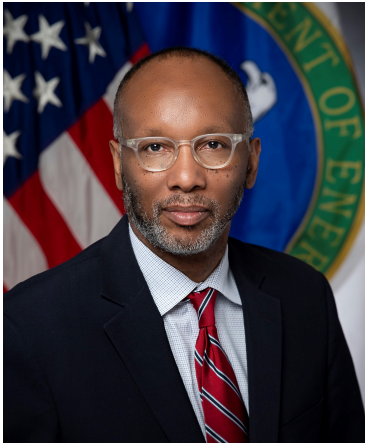
Quarterly Newsletter

January 2024



OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

FROM THE DIRECTOR



On behalf of the OSDBU, it is my pleasure to share the Department's small business activities and achievements.

In the spirit of the new year and progression, the OSDBU is excited to share the Department's five key initiatives in Fiscal Year (FY) 2024 to help maximize opportunities for small businesses. The initiatives will build on past efforts and collaboration throughout the Department to support small businesses and advance equity. You can learn more in this [special video](#).

In small business achievement, DOE continues to make impressive gains. According to preliminary FY 2023 small business numbers, the most recent

year for data available, the Department is projected to cross the \$11B milestone for the first time in its history. DOE's FY 2023 small business achievement will be finalized once the Department receives its Small Business Procurement Scorecard from the U.S. Small Business Administration (SBA) later this year. After negotiations with the SBA, DOE's FY 2024 small business and socio-economic goals have been established and will be released shortly.

On the events front, the OSDBU enjoyed hosting the DOE Small Business Program Manager (SBPM) Summit on January 18-19. More than 80 SBPMs attended the summit in person and virtually and made it a productive engagement event. The OSDBU is also excited to announce that the 2024 DOE Small Business Forum & Expo will take place on June 4-5 in Minneapolis. The expansion of the 2024 DOE Small Business Forum & Expo with your participation and support is a top OSDBU priority. The conference website has been launched and you can [register here](#). We are also pleased to announce we will co-host two Small Business Opportunity Days in March. On March 5, we will partner with Kansas City National Security Campus (KCNSC) on a HUBZone Small Business event, while on March 27 we will partner with Princeton Plasma Physics Laboratory (PPPL) on a Women-Owned Small Business event.

As a special note, the OSDBU gives a big thanks and kudos to Paul Ross, formerly the OSDBU's Principal Deputy Director, who has retired. Congratulations to Paul on his outstanding accomplishments during his more than 30 years of Federal service, including more than 10 years at DOE. The Department's progress and achievements in maximizing small business utilization would not have been possible without him and we wish him the best in the future! Tamara Miles, formerly the OSDBU's Deputy Director for Small Business Programs, has assumed the role of Acting Principal Deputy Director. In other organizational updates developments, René Flores Jr., formerly the OSDBU's Senior Project Administrator - Contract Support, is now a Federal employee of the OSDBU.

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

Ron Pierce

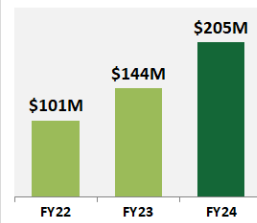
Ron P. Pierce, Director
Office of Small and Disadvantaged Business Utilization
U.S. Department of Energy

DOE SMALL BUSINESS ACHIEVEMENT

With the Department's ongoing initiatives to increase opportunities for underrepresented small businesses, DOE continues to make progress in socio-economic achievement. In the first quarter of FY 2024, the Department projects increased prime awards to three of the four socio-economic categories graded by the SBA.

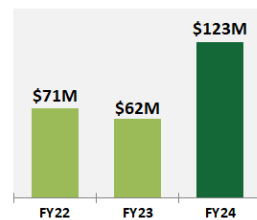
Below please find a preliminary first quarter data summary, including Federal Procurement Data System-Next Generation (FPDS-NG) awards over a three-year period. Please note that the data has not been finalized.

SDB Awards (\$)



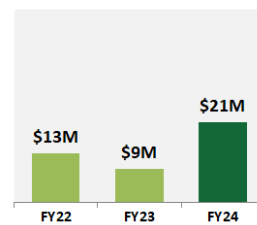
- The Department is outpacing prime small business awards to Small and Disadvantaged Businesses (SDB) for a total of \$205M.
- This marks an increase of more than \$61M from this period in FY 2023.

WOSB Awards (\$)



- DOE is also trending higher in prime small business contracting with Women-Owned Small Businesses (WOSB) for a total of \$123M.
- This is more than \$61M from the amount DOE awarded during this period in FY 2023.

HUBZone Awards (\$)



- DOE is also outpacing prime small business awards to Historically Underutilized Business Zone (HUBZone) Small Businesses for a total of \$21M.
- This marks an increase of approximately \$12M from this period in FY 2023.



FY 2024 SMALL BUSINESS INITIATIVES

In the new Fiscal Year, the Department continues to advance the Administration's policy of using Federal contract spending to support small businesses and increase equity. DOE seeks to expand small business partnerships with underserved communities to support its mission, including growing the clean energy economy. The OSDBU is pleased to share DOE's plans in FY 2024 to increase opportunities for small businesses through five initiatives:

1. UPGRADE, IMPROVE, FUND, AND IMPLEMENT THE DOE's ACQUISITION FORECAST

The first initiative is a joint effort with the OSDBU, National Nuclear Security Administration, and the Office of Acquisition Management, established through the Acquisition Forecast Improvement Working Group. To make it easier to engage with DOE, the new Acquisition Forecast will be a one-stop shop for the Department's prime and subcontracting opportunities, grants, and other financial assistance. The new and improved DOE Acquisition Forecast will help achieve the following:

- Attract new entrants to expand DOE and NNSA partner base and increase competition.
- Enable existing industry partners to better respond to future business opportunities.
- Create greater equity in procurement and financial assistance actions by increasing internal collaboration towards socio-economic achievement.

2. DOE SMALL BUSINESS OPPORTUNITY DAYS AT THE NATIONAL LABS

As the second initiative, the OSDBU is partnering with the National Labs 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. Each Opportunity Day will focus on a specific socio-economic category and provide in-depth information, resources, and a wide range of opportunities to support DOE's mission.

Prior Opportunity Days in partnership with the National Labs include the following:

- **Women-Owned Small Business Opportunity Day on March 28, 2023:** Hosted by the OSDBU, Lawrence Livermore National Laboratory and Oak Ridge National Laboratory.
- **HUBZone and SDB Small Business Opportunity Day on May 3, 2023:** Hosted by the OSDBU, National Energy Technology Laboratory.
- **DOE and PNNL Small Business Synergy Day on November 8, 2023:** Hosted by the OSDBU and Pacific Northwest National Laboratory (PNNL).

DOE has awarded more than \$20 million dollars from this series of events and the OSDBU will continue collaborating with National Laboratories on Small Business Opportunity Days.

3. REFORM AND EXPAND THE DOE MENTOR-PROTEGE PROGRAM

The third initiative, established through the Mentor-Protégé Program Working Group (MPPWG), is to enhance the DOE's Mentor-Protégé Program that develops long-term business relationships between small businesses and DOE prime contractors. As a joint effort, the Working Group is chaired by the OSDBU and includes 20+ Small Business Program Manager volunteers from across the enterprise as well as representatives from various DOE headquarter offices. The updates and improvements to the DOE MPP will attract new mentors and proteges, expand DOE's small business supplier base, and ultimately increase participation in the program.

Improvements will include the following:

- Clarify protégé eligibility requirements.
- Establish standard best practices for training and development activities.
- Align mentor synergies and resources to maximize opportunities to protege participants including multiple complex experiences throughout the complex.
- Streamline the reporting and administration of the Program.



FY 2024 SMALL BUSINESS INITIATIVES

4. ESTABLISH HUBZONE AND VETERANS SMALL BUSINESS ADVISORY BOARDS

As the fourth initiative, the OSDBU has established Advisory Boards to share insights, coordinate, and collaborate in efforts to meet and exceed the Department's FY 2024 HUBZone Small Business and Service-Disabled Veteran-Owned Small Business (SDVOSB) goals, as agreed upon with the SBA.

The HUBZone and SDVOSB Advisory Boards include OSDBU leadership and team members, HUBZone and SDVOSB company owners, founders, and advocates. Key objectives are to create a reverse industry day, conduct market research, and better understand industry requirements.

By cultivating productive and collaborative relationships, the Advisory Boards will share insights, coordinate, and develop a strategy to help increase the diversity of the DOE supplier base and expand the share of contract dollars to SDVOSBs and HUBZone Small Businesses in the years to come.

5. EXPANSION OF THE DOE SMALL BUSINESS FORUM & EXPO

The fifth initiative is the expansion of the DOE Small Business Forum & Expo, the OSDBU's signature two-day conference to connect small businesses with the Department, share resources and best practices for success, and provide a wide range of opportunities.

More than 1,200 people attended the 2023 DOE Small Business Forum & Expo in New Orleans and the OSDBU is making this year's Forum & Expo in Minneapolis even bigger and better. Keynotes and General Sessions at the 2023 DOE Small Business Forum & Expo included:

- The Honorable Jennifer M. Granholm, Secretary, U.S. Department of Energy
- Wendell Pierce, Actor, Author, Activist, and Small Business Owner
- Annual Small Business Awards Ceremony
- OSDBU Directors' Panel
- Small Business Owners' Panel
- The EPIC Pitch Competition

The OSDBU will be bringing back much of what made the 2023 DOE Small Business Forum & Expo a big success, while introducing new features to the agenda. To support small businesses and entrepreneurship with a green twist, the EPIC Pitch Competition in collaboration with the Office of Technology Transitions and the National Renewable Energy Laboratory may be returning. In addition, the agenda will feature new breakout sessions on upcoming DOE procurement opportunities, initiatives, and how to best engage with the various program offices, laboratories, and sites. The FY 2023 Annual Small Business Awards Program has been launched! OSDBU is accepting written nominations until **Feb. 8, 2024**, and we are seeking all DOE program offices, labs and sites to participate. To review the program, and guidelines, please visit <https://www.energy.gov/osdbu/annual-small-business-awards-program>. To obtain access to the awards submission's portal, please contact Anita Anderson within OSDBU (anita.anderson@hq.doe.gov).




Highlights from the 2023 DOE Small Business Forum & Expo (July 11-12, 2023 in New Orleans, LA).

EMCBC AND GOLDEN FIELD OFFICE: RECENT SMALL BUSINESS AWARDS

The OSDBU is pleased to share two notable DOE small business awards made in the first quarter of FY 2024:

1. **Mike McCreanor**, Contracting Officer at the Office of Environmental Management Consolidated Business Center (EMCBC), awarded a new small business set-aside contract to provide continued occupational medical services to thousands of Hanford Site employees. The award was made on October 19, 2023 to Inomedic Health Applications, Inc. (IHA), a Small Disadvantaged, Women-Owned, and Minority-Owned Small Business located in Hampton, Virginia. The Department is aligning with the start of 24/7 direct-feed low-activity waste (DFLAW) operations at the Waste Treatment and Immobilization Plant (WTP) to treat low-activity tank waste and the expected increase in services needed by the occupational medical services provider. The period of performance of the new contract will include a base period of three years (including a transition period of 60 days), and two option periods of two years each, for a total of seven years, with a maximum value of \$208,083,568. IHA will provide occupational medical services to thousands of federal and contractor employees at Hanford as the site prepares for sustained tank waste treatment operations. Please find additional information on the [EM website](#).
2. **Rex Amicone**, Contracting Officer at the Office of Energy Efficiency and Renewable Energy's Golden Field Office, awarded a new Women-Owned Small Business Set-Aside contract on October 31, 2023 for a total value of \$13,326,876.06. The scope of this Performance Work Statement (PWS) supports the Solar Energy Technologies (SETO) Office and includes Funding Opportunity Announcements (FOA), Lab Calls, and related vehicle solicitation planning, execution, monitoring, and assessment support, other program and project technical support such as planning, assessments, analyses, reviews, and workshops, and other technical support as directed.

KCNSC HUBZone OPEN HOUSE Co-Hosted by DOE OSDBU



KCNSC HUBZone Open House
Co-hosted by DOE OSDBU

Tuesday, March 5, 2024


Kansas City National Security Campus
14510 Botts Road, Kansas City, MO 64147

Are you a HUBZone small business looking for procurement opportunities? Then you'll want to attend this event!

Join us for:

- Procurement opportunities shared by the Department of Energy (DOE) and DOE/NNSA Prime Contractors
- HUBZone Supplier Spotlights
- An SBA presentation on upcoming changes to the HUBZone Program
- Networking

Formal invitation to follow.

The OSDBU will partner with Kansas City National Security Campus to host a HUBZone small business event on March 5, 2024. Additional information:

- In-person event. Seating is limited and will be first come, first serve basis. All attendees must pre-register.
- Registration for HUBZone suppliers will go live Jan. 22, 2024.
- Please review [OSDBU's Calendar of Events](#) for the registration link.

WASTE MANAGEMENT SYMPOSIA 2024



On March 10-14, the OSDBU will support the Waste Management Symposia in Phoenix, AZ. It is an annual conference on radioactive waste management and related topics, now marking its 50th year. The OSDBU will participate in a session focusing on reducing barriers to working with the DOE and its major facility management contractors.

The session will provide an overview of the unique procurement landscape that small businesses encounter when looking to do business with the DOE and will provide best practices and resources to increase small businesses capacity to compete for and win prime and/or subcontracts. Additionally, the session will include updates on the DOE Mentor Protégé Program with Q&A to elicit industry feedback on pending program improvements.

For more information, please visit the [Waste Management Symposia website](#).

LEGISLATIVE UPDATES

Below are updates from the Small Business Procurement Advisory Council regarding government contracting programs:

1. NDAA for Fiscal Year 2024: HR 2670 (December 22, 2023)

- Sect. 862: Primes must notify Contracting Officer (CO) if payment under a small-business subcontracting plan is 30+ days past due.
- Sect. 863: Increase SDVOSB goal to 5%.
- Sect. 864: Eliminate self-certification for SDVOSBs, prime and subcontracting.
- Sect. 865: Requires U.S. Department of Defense (DoD) to consider the past performance of a small business's affiliates.

[Please find more information here.](#)

2. Office of Management and Budget (OMB) Memorandum: M-24-01 Increasing the Share of Contract Dollars Awarded to Small Disadvantaged Businesses for Fiscal Year (FY) 2024 and in Subsequent FYs (Oct. 25, 2023)

- As required by EO 14091, OMB sets an SDB goal for FY24 of 13%:
 - Agencies negotiate their SDB goals with SBA to cumulatively award 13% of Federal contract spending to SDBs.
 - 8(a) program remains an important gateway for expanding contract access to those who have experienced past discrimination.
- SDB goal for FY25 and beyond is 15%.
- Forthcoming efforts will include:
 - Opportunities on multiple-award contracts.
 - Quality, timeliness, and access to procurement forecasts.
 - Innovative acquisition practices to reduce transaction costs.
 - Improving practices for small business subcontracting.

[Please find more information here.](#)

GOALING UPDATES

The OSDDBU is pleased to share updates from the SBA on the Government-wide small business goals:

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

Please note, the FY 2024 DOE Small Business Goals have been finalized and received from the SBA and OSDDBU will be transmitting those goals and related information to the field shortly.

For questions, please contact Tamara L. Miles, Acting Principal Deputy Director at tamara.miles@hq.doe.gov and René Flores Jr at rene.flores@hq.doe.gov.

SMALL BUSINESS PARTNERSHIPS



The AbilityOne Program employs more than 42,000 people who are blind or have significant disabilities in the manufacturing and delivery of products and services, including more than 3,000 wounded veterans. The program seeks to tap this underutilized workforce to deliver high-quality, mission-essential products and services to Federal agencies, providing jobs with competitive wages and benefits to match the individual's interest and skills.

Earlier this year, the Supply Chain Management Center (SCMC) was asked to help expand access to AbilityOne products and services across the Department of Energy. The SCMC is a strategic supply chain program dedicated to simplifying the buying process to enable savings for the Department of Energy (DOE) Environmental Management (EM) and National Nuclear Security Administration (NNSA) prime contractors.

Bree Ramirez and Robert Leuszler, members of the SCMC commodity management team, spearheaded an initiative to negotiate an enterprise-wide commodity agreement for AbilityOne products that could be used by SCMC partner sites nationwide.

In November, the SCMC made an award to [Pacific Office Solutions, LLC](#), a small, women-owned, HUBZone company that provides office and technology supplies. This new SCMC agreement can be used by all DOE M&O contractors, saving significant time at the site level.

Many sites, plants, and labs across the Department of Energy have pledged a certain percentage of their spend to AbilityOne. The SCMC award to Pacific Office Solutions enables the DOE NNSA & EM sites to receive credit towards their AbilityOne pledges without sacrificing their small business socioeconomic goals.

Thanks to the SCMC for sharing these updates. If you would like to share a DOE small business story or have a suggestion for another topic in this newsletter, please email your submissions to Darren Lurie at darren.lurie@hq.doe.gov.

SBPM TRAINING SUMMIT

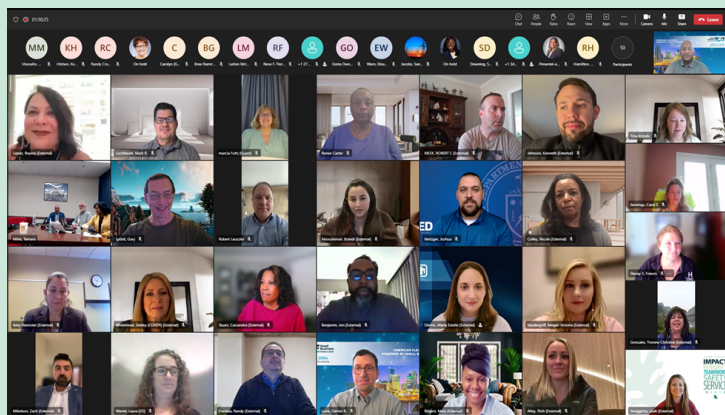
On January 18-19, the OSDBU hosted the Small Business Program Manager (SBPM) Summit. Geared towards the Department's acquisition community, the two-day training event covered procurement and legislative updates, strategies to increase small business opportunities, and best practices.

Day 1 of the summit took place at DOE Forrestal Headquarters and featured welcome and opening remarks from OSDBU Director Ron Pierce and Acting Principal Deputy Director Tamara Miles, updates from DOE's Office of Acquisition Management, and a presentation from the U.S Small Business Administration (SBA) on individual subcontracting plans and reporting. In addition, the OSDBU facilitated breakout sessions covering approaches to increase opportunities for Service-Disabled Veteran-Owned, Women-Owned, Small Disadvantaged, and HUBZone small businesses.



OSDBU Director Ron Pierce gives welcome remarks on Day 1 of the SBPM Summit in DOE Forrestal Headquarters.

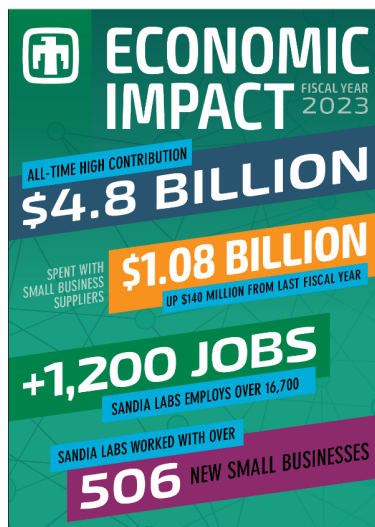
Day 2 of the summit featured a presentation from the SBA on legislative and regulatory updates for small business government contracting programs and various interactive best practice sessions on DOE small business topics, including the DOE Mentor-Protégé Program and small business outreach. More than 80 SBPMs representing program offices, national laboratories, and sites attended the summit in person and virtually. Thanks to SBPMs for making the summit a great success!



Various SBPMs, the OSDBU, and other members of the DOE Acquisition Community on Day 2 of the SBPM Summit hosted virtually.

SANDIA NATIONAL LABORATORIES ACHIEVEMENTS

Sandia National Laboratories' economic impact for fiscal year 2023 reached an all-time high of nearly \$4.8 billion, which was \$559 million more than in 2022.



The impact is evident in the 1,200 new jobs added in the last year, the \$114 million in gross receipts taxes paid to the state and the \$1.08 billion paid to the small business suppliers who help provide critical components for Sandia to fulfill its mission.

“For more than seven decades, Sandia Labs’ dedication to outstanding service has significantly contributed to the national good,” Labs Director James Peery said. “Our collaboration with a wide

range of suppliers has been crucial to our achievements. Engaging with small businesses fuels creativity, creates jobs and introduces advancements that enhance the quality of life.”

Along with playing a vital role in national security, Sandia has a big impact on the small business community. Small businesses make up 67% of Sandia’s suppliers. In all, Sandia paid out nearly \$1.1 billion in subcontract payments to small business, with \$481 million of that going to New Mexico small businesses.

Those businesses help supply everything from building construction and office supplies to engineering, computer-related services and the specialized cables, valves and components that Sandia needs to carry out its national security work.

“Small businesses are the backbone of the U.S. economy and the capabilities they offer are vital to our national security mission,” said Zach Mikelson, small business program manager. “Sandia continues to be committed to small businesses both nationally and here in New Mexico. The partnership between Sandia and small businesses strengthens our community and ensures support for Sandia’s mission for years to come.”

For more information on Sandia's achievements, please visit the [Sandia National Laboratories website](https://www.sandia.gov/small-business).

Special thanks to Sandia SBPM Zach Mikelson for sharing these updates.

If you would like to share a DOE small business story or have a suggestion for another topic in this newsletter, please email your submissions to Darren Lurie at darren.lurie@hq.doe.gov.

OSDBU, PNNL, AND EOPA Co-Host VETERANS TWO SMALL BUSINESS EVENTS

1. On November 16, 2023, the OSDBU and the Elected Officials to Protect America (EOPA) organization hosted the 5th Annual Veteran-Owned Small Business Day: Inflation Reduction Act Opportunities at DOE Forrestal Headquarters. The veteran-focused small business event covered in-depth information, resources, and a wide range of Inflation Reduction Act opportunities to support the Department's mission, including advancing the clean energy transition. Featuring remarks from Deputy Secretary David M. Turk and the OSDBU, the event also involved panels of DOE program offices (Office of State and Community Energy Programs, Loan Programs Office, and the Office of Energy Justice and Equity), external Federal agencies (U.S. Environmental Protection Agency), as well as veterans advocacy and clean energy organizations. The audience included state and local lawmakers who are military veterans.
2. On November 8, 2023 the OSDBU and Pacific Northwest National Laboratory (PNNL) hosted the DOE & PNNL Small Business Synergy Day at PNNL in Richland, Washington. Approximately 300 people attended the veterans small business event covering information on partnering with DOE and upcoming procurement opportunities at the Department's West Coast Sites. The agenda featured remarks from Deputy Secretary Turk, OSDBU Director Ron Pierce (pictured above), and PNNL's Executive Director for Performance Management and Chief Risk Officer, Dana Storms. Additional participation in the event included Idaho National Laboratory, One Hanford, National Renewable Energy Laboratory, Lawrence Livermore National Laboratory, Lawrence Berkeley National Laboratory, and SLAC National Accelerator Laboratory.



LAUNCH OF CONFERENCE WEBSITE AND REGISTRATION: 2024 DOE SMALL BUSINESS FORUM & EXPO

The 2024 DOE Small Business Forum & Expo is taking place on June 4-5, in Minneapolis, Minnesota. Hosted by the OSDBU, it will connect small businesses with the Department's national laboratories, program offices, and prime contractors to help advance the DOE's mission.

Features of the 2024 DOE Small Business Forum & Expo will include:

- Inspirational keynotes and general sessions, including the possible return of the popular EPIC Pitch Competition.
- Focused breakout sessions on upcoming procurement opportunities, and initiatives at the Department of Energy, and how to do business with the various program offices, laboratories, and sites.
- One-on-one matchmaking sessions between small businesses and DOE program offices.
- An exhibit hall showcasing the latest products and services to support small business engagement.
- Countless networking opportunities.



The conference website and registration have been launched. Please visit the [OSDBU website](#) to register and get more information.

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.

February 28-29, 2024

Hispanics in Energy's 2024 Energy Legislative Summit

March 5, 2024

KCNSC HUBZone Open House Co-Hosted by DOE OSDBU

March 10-14, 2024

Waste Management Symposia 2024

March 27, 2024

PPPL's WOSB Vendor Day Co-Hosted by DOE OSDBU



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