



Small Businesses – Making a Difference

DIRECTOR'S NOTE

Greetings! It is indeed a privilege for me to address you in this our first newsletter edition. Thanks to all of you who have supported the Agency's Small Business Program over the years. It has been more than four years now since I have been assigned to serve as the Director of OSDBU. We have made many accomplishments together as a team. Thanks!



Jeanette L. Brown, Director

As the country is experiencing the biggest economic boom on record, it is my hope that all sectors of the economy benefit greatly in this prosperity. The focus is on economic development and sustainable development. The emergence of small business has created more opportunities and collaborative efforts among local municipalities, economic and community development agencies, state governments, financial institutions as well as colleges, universities and tribal entities. OSDBU's goal is to ensure that the socioeconomically disadvan-

tagged, small disadvantaged, service disabled veteran, hubzones, women-owned, tribally-owned, small businesses, HBCUs, minority colleges and universities are included in the process. We want to ensure that our constituents are involved in EPA programs aimed at fostering and furthering economic development. Programs such as Brownfields and Superfund quickly come to mind.

Although the small business programs are changing to comply with federal laws, they continue to be a viable source for growth and development for many small firms. We can achieve a safer, cleaner environment with the participation of ALL.

To date, the Agency has met or exceeded the majority of its FY 2001 goals. We have increased contract awards to women-owned businesses and met goals established by the SBA. None of this can happen without your continued support, so I again thank you.



Welcome New EPA Administrator

On December 22, 2000, **Christine Todd Whitman**, former Governor of New Jersey, was named by President

George W. Bush as EPA Administrator. She grew up in Hunterdon County, N.J., and earned a bachelor's degree in government from Wheaton College in Massachusetts.

Whitman was the first woman governor of New Jersey in 1993 and served two terms. Prior to becoming governor, she headed the New Jersey Board of Public Utilities and the Somerset

County Board of Freeholders. As governor, Christine Todd Whitman proposed the state's first stable source of funding for land preservation, a 10-year plan to save forever 1 million acres of open space and farmland. By 2010, New Jersey will have permanently preserved 40 percent of its total land mass, with more than half of it pledged or preserved during her tenure.

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Mission of EPA OSDBU

EPA's Office of Small and Disadvantaged Business Utilization (OSDBU) performs the following functions:

- ✱ Provides policy, procedures and oversight of the implementation of programs described under Sections 8 and 15 of the Small Business Act as amended and various Executive Orders.
- ✱ Develops programs to stimulate and improve involvement of socioeconomic businesses in the Agency's overall acquisition process.
- ✱ Responsible for assuring small, small disadvantaged, and women-owned firms are given their "fair share" of subagreement opportunities under grants and cooperative agreements awarded by the Agency.
- ✱ Serves as advocate, counselor, trainer and liaison to small business community.
- ✱ Outreach activities include interagency sponsored conferences, one-on-one counseling and group seminars.

SmallBizMall.gov Celebrates 1st Anniversary

April 3, 2001 marked the first anniversary of SmallBizMall.gov, the first government e-commerce portal dedicated to ordering from 8(a) small and disadvantaged information technology businesses. SmallBizMall.gov proves itself to be a mainstay in the federal e-commerce marketplace at a time when other e-commerce sites still struggle to survive.

SmallBizMall.gov, was developed by CeKA Technologies, Inc., a Vienna, Virginia 8(a) firm, along with their partner, Onlinesuppliers.com (OLS) and is the first government website that showcases 8(a) small and disadvantaged businesses. Federal clients who do business on the mall may receive 8(a) or small disadvantaged credit for their purchases. The mall also features comparison shopping, quantity discounts, special pricing and safe, secure transaction processing. Government buyers can browse, shop and buy on line, 24 hours a day, 7 days a week.

Additional information about SmallBizMall.gov or the SBSDC may be found on the web at www.fast.sdc.gsa.gov or by calling 1-877-327-8732.

Rulemaking Draft Proposed DBE Rule


EPA is in the process of promulgating regulations to implement its MBE/WBE Fair Share Policy. The Policy requires States, Indian Tribes, Trust Territories and other organizations, that will receive financial assistance from EPA, to make good faith efforts to award a portion of their procurement dollars to MBEs and WBEs. The Fair Share Policy applies to contracts and subcontracts for construction, equipment, supplies and services.

OSDBU anticipates issuing a proposed rule this fiscal year; and anticipates issuing a final rule by the end of calendar year 2002. To review the draft rule, visit our website at www.epa.gov/osdbu. For further information, call 202-564-4100.

Public Hearings Schedule

Philadelphia/New York	11/8-9/00
Chicago/Kansas City	12/4/00
Dallas	1/23-2/4/01
San Francisco	2/13-14/01
Atlanta	3/6/01
Boston	4/10/01
Denver	4/24/01
Seattle	5/22/01

EPA's Small Business Innovation Research (SBIR) Program

EPA is one of ten Federal agencies that participates in the SBIR Program established by the Small Business Innovation Development Act of 1982. The SBIR Program is an important part of EPA's research and development efforts and helps the Agency to achieve its overall mission to protect human health and the environment. Through the SBIR Program, EPA makes awards to small, high-tech firms for research and development of cutting-edge technologies. EPA's Phase I Solicitation opened on March 29, 2001 and will close on May 24, 2001. The solicitation will be posted on the National Center for Environmental Research website at www.epa.gov/ncercu/sbir 

GOALS AND ACCOMPLISHMENTS

EPA FISCAL YEAR 2000 GOALS and ACCOMPLISHMENTS

Estimated Obligations	Negotiated	Accomplishments		
DIRECT PROCUREMENT	DOLLAR VALUE	GOAL	DOLLAR VALUE	ACCOMPLISHMENT
Small Business	\$282 M	23.5%	\$287 M	26.2%
8(a) Businesses*	72 M	6.0%	65 M	6.0%
Small Disadvantaged Businesses*	42 M	3.5%	88 M	8.0%
Women-Owned Businesses	60 M	5.0%	36 M	3.3%
Hub Zones	12 M	1.5%	600 K	0.1%
*Since 8(a)s are SDBs, EPA, in essence, has an SDB goal of 9.5%				

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SUBCONTRACTOR	DOLLAR VALUE	GOAL	DOLLAR VALUE	ACCOMPLISHMENT
Subcontractor Obligations	\$200 M	-	\$1610 B	-
Small Businesses	100 M	50.0%	588 M	37.0%
Small Disadvantaged Businesses	40 M	20.0%	174 M	11.0%
Women-Owned Businesses	12 M	6.0%	110 M	7.0%

The Federal government purchases millions of dollars in goods and services each year that range from paper clips to complex space vehicles. It is the policy of the United States, as stated in the Small Business Act, that all businesses have the maximum practicable opportunity to participate in providing goods and services to the government. To ensure that small businesses get their fair share, the SBA negotiates annual procurement preference goals with each Federal agency and reviews each agency's results. The SBA is responsible for ensuring that the statutory government-wide goals are met in the aggregate.

EPA FISCAL YEAR 2001 GOALS

Based on estimated contract obligations of \$1.2 billion

DIRECT PROCUREMENT	DOLLAR VALUE	GOAL
Small Business	\$282 M	23.5%
8(a) Businesses*	72 M	6.0%
Small Disadvantaged Businesses*	42 M	3.5%
Women-Owned Businesses	60 M	5.0%
Hub Zones	30 M	2.5%
Service Disabled Veterans	12 M	1.0%

*Since 8(a)s are SDBs, EPA, in essence, has an SDB goal of 9.5 %

SUBCONTRACTOR	DOLLAR VALUE	GOAL
Subcontractor Obligations	-	200 M
Small Businesses	\$100 M	50.0%
Small Disadvantaged Businesses	40 M	20.0%
Women-Owned Businesses	60 M	6.0%
Hub Zones	5 M	2.5%
Service Disabled Veterans	12 M	1.0%



WOMEN-OWNED BUSINESSES



Congress Boosts Small Women-Owned Businesses

We are pleased to inform you that Congress gave SBA the authority for a restricted competition program for women-owned small businesses (WOSB) just before the close of the last session. The legislative authority is in 8(m) of SBA's reauthorization bill and is now Pub. L. 106554.

The Office of Federal Contract Assistance for Women Business Owners (CAWBO) in the Office of Government Contracts (GC) is moving forward to implement this legislation. SBA is developing a plan working with their legal and policy offices to draft revisions to the Federal Acquisition Regulation (FAR) and the Code of Federal Regulations (CFR).

The "competition restriction" is not mandatory, but is a tool agencies may use to help them award more of their contracts to WOSB. As you know, in FY 1999 WOSBs received 2.5 percent of the total federal procurement. While some agencies far exceeded the 5 percent goal, SBA appreciates the assistance provided by many to achieve this new program for WOSBs. SBA wants the implementation to be effective and to reflect your insights. Therefore, SBA is requesting that you communicate any suggestions about implementation to Sheryl J. Swed, Assistant Administrator for the Office of Federal Contract Assistance for Women Business Owners (CSWBO). You may contact Ms. Swed at 202-205-6413 or sheryl.swed@sba.gov.

Websites for Women Business Owners

The National Foundation for Women Business Owners (NFWBO)

the premier source of information on
women business owners
and
their enterprises worldwide.
www.nfwbo.org

Business Women's Network Interactive (BWNI)

"Providing women with the real tools for success"
www.bwni.com

CONTRACT AWARDS

Alaskan Indian Tribe Awarded Largest 8(a) Tribal Contract Ever

EPA, in concert with the U.S. Small Business Administration, announced the award of a \$65 million contract to the Arctic Slope Regional Corporation (ASRC) Aerospace, a small, disadvantaged business enterprise founded by Inupiat Eskimos. Under its new contract with EPA, ASRC Aerospace will provide information management, records management and library support services at EPA offices nationwide for up to five years. This is the largest contract ever awarded by EPA to an Indian tribe or an Alaskan Native Corporation. The contract was awarded under authority of the Business Opportunity Development Reform Act of 1988 (Public Law 100-656), which permits noncompetitive awards to small, disadvantaged tribal firms to provide business development opportunities.

CONTRACT OPPORTUNITIES

•EPA is continuing to update its contracting strategy for the Superfund program. This program addresses the clean up of abandoned hazardous waste sites. It is EPA's largest contracting program. Excluding replacement contracts for site cleanup (which are still being reviewed) and laboratory analyses, implementation plans call for the award of 77 contracts, including 33 (about 43%) set-aside for small businesses and 8(a)s. Although most of these contracts have been awarded, approximately 15 remain to be awarded. Additional contracts are also planned for laboratory analyses. We commend the Superfund program for its efforts in increasing contracting opportunities for small businesses. Keep your eye on EPA's acquisition website (www.epa.gov/oam) for these and other contracting opportunities with EPA. In addition, review the "Forecast of Contracting Opportunities" at the same website.

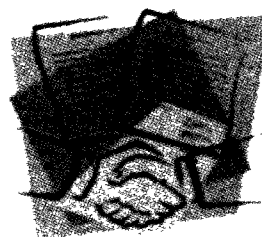
A Small Business Victory in Region IV

Region IV is proud to have three 8(a) contracts in areas once dominated by large umbrella type contracts and businesses. The most recent award is a one-of-a-kind contract for the acquisition of site assessment services and chemical safety audits. The fixed rate hybrid contract represents a significant commitment for this 8(a) certified contractor. In addition to these contracts, Region IV also has four other major program contracts which have been awarded to small businesses.

WOSB Awarded Region IX Contract

On September 29, 2000, Region IX awarded an ID/IQ contract. The contract for Laboratory Analytical Services for Organic and Inorganic Samples went to EMAX Laboratories, Inc., Torrance, CA, a small minority and woman-owned business. The contract was solicited as a 100% small business set-aside.

•Mr. David Curtis, Acting Director, Office of Equal Opportunity for the Metropolitan Atlanta Rapid Transit Authority (MARTA) announced in a meeting with the Metro Intergovernment Association of Equal Opportunity Officials (MIAEOO) that MARTA has many opportunities for MBEs/WBs. Interested contractors are encouraged to contact Mr. Curtis at 404-848-5114.



OSDBU's Small Business Outreach Center

In its commitment to assure that small and disadvantaged businesses have equal access to business opportunities with the EPA, OSDBU has established an outreach center in concert with Howard University's Small Business Development Center. The services of the **Outreach Center** are designed to enable developing, emerging and start-up firms to strengthen their competitive position in the EPA marketplace. A few of the services available are:

One-On-One Business Counseling

By calling Franklin H. Carpenter at 202-564-4584, you can obtain the kind of support necessary for your growth and business stability.

Orientation Sessions About EPA Procurement and Grant Opportunities for MBE/DBE firms, Native American Tribes, Historically Black Colleges and Universities and other institutions linked to the development of small business enterprises.

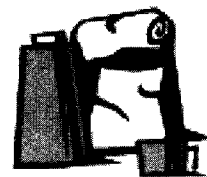
Assistance in the Preparation of Competitive Proposals and Grant Applications commensurate with EPA purchasing and grant requirements.

Wide Array of Specific Training Modules:

- * Business Plan Development
- * Loan Package Development and Submission
- * Business Management Practices
- * Marketing and Product Development
- * E-Commerce Issues and Answers
- * How To Start A Small Business
- * EPA Financial Assistance Agreements
- * Contract and Grant Management Tutorial
- * How To Complete a Grant Application
- * Business Legal Considerations and Their Importance
- * How to Get on the GSA Schedule



EPA/OSDBU Launches Brown Bag Luncheon



April 25th marked the beginning of a unique series of meetings for EPA officials and the business community. Known as the Brown Bag Luncheon Initiative, vendors are presented an opportunity at lunch time to learn how they can sharpen their efforts to market their commodity or service to the EPA. Sponsored by OSDBU and Howard University School of Business, the informal format allows vendors to interact with contract officers and procurement officials face to face.

Jeanette Brown, Director of OSDBU, in launching the once-per-month luncheons, stated "EPA's OSDBU's mission is to advocate the use of qualified small disadvantaged, hub zone, and women-owned businesses in assisting the agency in meeting its mission. For this reason, VENDORS are encouraged to acquire VITAL information from our series of Brown Bag Luncheons."

Franklin H. Carpenter, Director of the EPA/Howard University Outreach Center observes, "You will experience in an informal environment the sharing of information with the EPA community, the business community and cameo appearances by notable personalities. Conversation between presenter and luncheon guest is expected."

The Brown Bag Luncheons will convene once per month from 12:00 p.m. to 1:00 p.m. on the following dates: April 25th, May 23rd, June 20th, July 25th, August 22nd, September 20th, October 24th, November 15th, and December 5th.

The location for these luncheons is:
1200 Pennsylvania Avenue N.W.
Washington, DC 20460
The Ariel Rios Building North
Room 6402 Conference Room

Attendance is free and participants are expected to bring their own lunch ☞ There will be ample food for thought.

For more information, please call 202-564-4584 or fax inquiries to 202-501-0189.



Region VIII Loses Preferred 8(a) Firm

ISSI, which held various EPA contracts, suffered financial and management difficulties that were unable to be corrected. Unfortunately, this resulted in their losing several Region VIII contracts. Despite our efforts we were unable to place other 8(a) firms in some of the tasks because of time critical issues. However, we reacted positively and assisted the program staff with identifying suitable replacements.

In one contract where ISSI was performing Superfund Community Relations Support services, we assisted in finding an 8(a) firm, Golden Rule, which we hope will eventually fill the void left by ISSI.

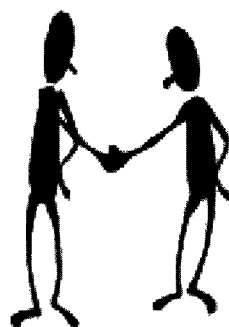
Clyde Loasso, Mark Caban and Maureen Martin of our Regional contracting and procurement staff demonstrated outstanding customer service qualities during these extremely difficult times. EPA remains committed to the 8(a) program.



RETIREMENT



Robert I. Richardson, retired on December 29, 2000, after 32 years of Federal Service. Mr. Richardson joined EPA in 1984 and served in Region V as MBE/WBE Coordinator. Prior to joining EPA, Mr. Richardson worked as a Minority Business Development Specialist for the Minority Business Development Agency, U. S. Department of Commerce in Chicago, IL.



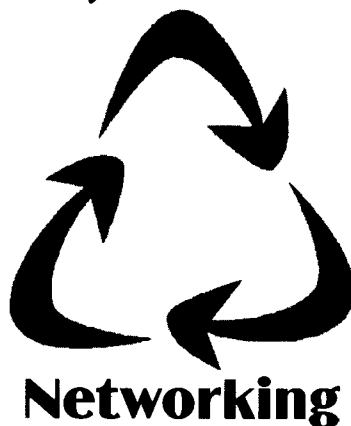
EPAs New AGENCY COMPETITION ADVOCATE

In November 2000, Ms. Corinne M. Sisneros joined EPA in the Office of Acquisition Management as the new Agency Competition Advocate. Ms. Sisneros works directly for the Agency's Procurement Executive to develop goals and plans for increasing competition in the agency through research, training negotiation and innovation. Ms. Sisneros also serves as the Protest Control Officer and is responsible for the management and coordination of the activities associated with all contract protests to the Agency or the General Accounting Office.

SMALL BUSINESS TRAINING

Contract Vendor Forum, Fair

In October, Region IV hosted the 2000 Contract Vendor Forum and Fair in Atlanta, GA. The purpose of this annual event is to create networking opportunities between large and small/small disadvantaged businesses in areas where EPA requirements are procured. The event included special training sessions hosted by SBA and also provided opportunities for small/small disadvantaged businesses to share experiences and successes. The highlight of the event was the contractor forum where businesses were given the opportunity to ask the agency's program and contracting officials questions. Over 300 individuals attended this two-day event and more than 75 vendors were represented.



EPA/SBA Joint Training

The EPA and SBA are currently planning a joint training effort. This comprehensive overview will focus on Small Business Programs. The training is targeted at Contracting Officers, MBE/WBE Coordinators, Project Managers and Small Business personnel. The training is tentatively set for October 2001 in Washington, D.C. This training will also be provided at EPA's other two buying centers, Research Triangle Park and Cincinnati and several of the agency's regional offices. Please contact Elaine Rice at 202-564-4100 for more information.

Contractor Forum

The EPA held a Contractors Forum on March 21, 2001 in Washington, D.C. The morning program focused on the changing procurement environment and future EPA requirements. In addition, a panel of EPA personnel addressed questions and concerns on doing business with EPA. The afternoon session focused on EPA's mentor/protege program. Also another Contractors Forum was held in Chicago, Illinois, on June 19, 2001.



SBA Training

On December 13, 2000, Region VIII hosted a three hour SBA training which covered HUB ZONES, PRONET and the 8(a) Program. The interactive training was held at the regional computer training facility. Attendees received hands-on-training using the SBA PRONET system.

Get More Information On Training

Contact the



at 202-564-4100

EVENTS ♦ EVENTS ♦ EVENTS

CALENDAR

JUNE

DATE	EVENT SPONSOR/LOCATION	CONTACT
June 4-6	2001 Acquisition & Assistance Management Conference Hilton Alexandria Mark Center Alexandria, VA	Loretta Sutton (202) 208-3493
June 6-9	Alliance of HBCUs 2001 Eighth Annual Conference TN HBCUs Nashville Downtown Hotel-Nashville, TN	Kathy Robinson (615) 963-5797
June 8	Strategic Planning Meeting EPA Educational Center Muir Room	David Sutton (202) 564-4444
June 12-14	SRMAC Meeting Boston, MA	
June 13-17	NAMC 32nd Annual Conference New York, NY	Len Britton (718) 246-8380
June 18	Managerial Support Services Business Counseling Day OSDBU EPA - Auditorium	Myrna Mooney (202)564-4386
June 19	Contractors Forum EPA OAM - Chicago, IL	Corrine Sisneros (202)564-4321
June 20	EPA/Howard University Brown Bag Luncheon US EPA/OSBDU Howard Univ.	Frank Carpenter (202)564-4584
June 21	OSDBU Directors' Luncheon GSA	
June 21-24	Second Regional Procurement Fair , Conquistador Hotel Fajardo, Puerto Rico	Gilberto Marquez (787) 763-6811
June 26	Interagency TA Conference USDA Murrow Conference Room National Press Club Washington, DC	Elaine Rice (202) 564-4141

JULY

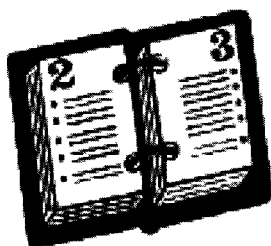
DATE	EVENT SPONSOR/LOCATION	CONTACT
July TBD	Prime /Subcontractor Roundtable EPA Cincinanti, OH	Norman White (513) 487-2024
July 17-19	Superfund PO/CO Training Conference San Diego, CA	Patricia Hawkins (703) 603-8714
July 19	OSDBU Directors' Monthly Meeting - Interior	
July 23	IT Business Counseling Day OSDBU EPA - Auditorium	Myrna Mooney (202)564-4386
July 25	EPA/Howard University Brown Bag Luncheon US EPA/OSBDU Howard Univ.	Frank Carpenter (202)564-4584
July 28 - August 2	Disabled American Veterans National Convention Miami, FL	Lupe Saldana (202) 564-5353

AUGUST

DATE	EVENT SPONSOR/LOCATION	CONTACT
August 2	OSDBU Picnic - OSDBU (TBD)	
August 16	OSDBU Directors' Monthly Meeting - Treasury	
August 22	EPA/Howard University Brown Bag Luncheon US EPA/OSBDU Howard Univ.	Frank Carpenter (202)564-4584

SEPTEMBER

DATE	EVENT SPONSOR/LOCATION	CONTACT
September 5-6	Women In Business 2001 Women's Business Development Center- Chicago Navy Pier	Mia M. Delano (312) 853-3477 EXT 28
September 19-22	USHCC National Convention & Business EXPO - Atlanta, GA	Lupe Saldana (202) 564-5353
September 20	OSDBU Directors' Monthly Meeting - TBD	
September 20	EPA/Howard University Brown Bag Luncheon US EPA/OSBDU Howard Univ.	Frank Carpenter (202)564-4584
September 23-26	19th National MEDWeek Conference MBDA- Omni Shoreham Hotel Washington, DC	Pamela Dessaso (757) 766-6379
September 24-26	Brownsfields 2001 McMormick Place Convention Center- Chicago, IL	www.brownsfields2001.org



COMPANY REGISTRATION

Fax to: Denean Jones (202) 501-0756

Event: _____ Date: _____

Company Name: _____

Contact: _____

Title: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone No.: _____ Fax No.: _____

Email Address: _____

Internet Address: _____

SIC Code(s): _____

Capabilities: _____

CLASSIFICATION

☐ Large

☐ Mid-Size

☐ Small

TRIBAL

☐ Federal Recognized

☐ State Recognized

☐ SDB

☐ Small WOB

☐ 8(a) Certified

☐ HBCU/MI

☐ SDV

☐ HubZone

☐ JWOD

☐ VSB

☐ HACU

ETHNICITY

☐ African-American

☐ Asian-Indian

☐ Asian-Pacific

☐ CAF

☐ Hispanic

☐ Native American

☐ None

☐ Other Minority



U.S. Environmental Protection Agency
Office of Small and Disadvantaged Business Utilization
1200 Pennsylvania Ave., N.W. (1230A)
Washington, D.C. 20460
(202) 564-4100
(202) 501-0756 (FAX)

Request For Publications

NAME: _____

FIRM: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP: _____

PHONE NO.: (____) _____

FAX NO.: (____) _____

EVENT ATTENDING: _____

DATE OF EVENT: _____

Please check publication(s) requested.

- ☐ Doing Business with EPA
- ☐ Mentor-Protege Program
- ☐ Forecast of Contract Opportunities
- ☐ Finding Your Way Through EPA
- ☐ Contract Opportunities Under Superfund (Five Basic Categories)
- ☐ The 8(a) Program
- ☐ Suggested Resources for Identifying Small, Minority, and Women-Owned Businesses
- ☐ HUBZone Fact Sheet

Visit EPA's OSDBU Homepage to view publications
www.epa.gov/osdbu/pubs