

Small Businesses – Making a Difference

DIRECTOR'S NOTE

Greetings!

As we bring you our second newsletter, let us rededicate ourselves to the values that we all share, coming together to make our country and this great nation strong. It will take large businesses and small businesses working together in doing our part to return the country to its booming economic growth. There continues to be a large number of small, minority and women-owned firms that are still seeking to do business with EPA for the first time.

There is still much work to be done in accomplishing our small business goals. Again, it will take the efforts of all of us working together to meet these accomplishments. We should all aspire to



Jeanette L. Brown, Director

close the business opportunity gap here in America and within EPA.

This newsletter features a contract award being made to an Alaska Native Corporation in support of our Office of Solid Waste and Emergency Response. We also highlight the experience of one of our

summer interns as she worked here in OSDBU. We have also moved much closer to having our Proposed Rule under the Agency's DBE program updated. Recently, we awarded an environmental assessment grant to a Historically Black College and University, North Carolina Central University.

United we stand. God Bless America and let us continue to pray for our nation and our president.

Office of Small and Disadvantaged Business Utilization MISSION STATEMENT

THE MISSION OF THE U.S. ENVIRONMENTAL PROTECTION AGENCY'S OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION IS TO SUPPORT THE PROTECTION OF THE ENVIRONMENT AND HUMAN HEALTH BY FOSTERING OPPORTUNITIES FOR PARTNERSHIPS, CONTRACTS, SUBAGREEMENTS, AND GRANTS FOR SMALL AND SOCIOECONOMICALLY DISADVANTAGED CONCERNS.



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GOALS AND ACCOMPLISHMENTS

EPA FISCAL YEAR (FY) 2001 3rd QUARTER

DIRECT PROCUREMENT	ACCOMPLISHMENTS	FY 2001 GOALS
Total Dollars	\$667.3 M	\$1.2B
Small Businesses	26.1%	23.5%
8(a) Businesses*	8.4%	6.0%
Small Disadvantaged Businesses*	2.2%	3.5%
Women-Owned Small Businesses	3.3%	5.0%
HUB Zones	.01%	2.0%
Service Disabled Veterans	.00%	1.0%

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

NOTE: Subcontracting data will not be available until the end of December 2001.

EPA FISCAL YEAR (FY) 2002

Based on Estimated Contract Obligations of \$1.2B

DIRECT PROCUREMENT	DOLLAR VALUE	GOAL
Small Businesses	\$282 M	23.5%
8(a) Businesses*	72 M	6.0%
Small Disadvantaged Businesses*	42 M	3.5%
Women-Owned Small Businesses	60 M	5.0%
Hub Zones	30 M	2.5%
Service Disabled Veterans	40 M	3.0%

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

SUBCONTRACTS	DOLLAR VALUE	GOAL
Subcontract Obligations	\$200 M	—
Small Businesses	100 M	50.0%
Small Disadvantaged Businesses*	40 M	20.0%
Women-Owned Small Businesses	12 M	6.0%
HUB Zones	5 M	2.5%
Service Disabled Veterans	6 M	3.0%

NOTE: Subcontracting goals are subject to increase in individual solicitations in an effort to meet overall Agency goals.

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 Is Considering Proposing DBE Rule

EPA OSDBU currently is working on a rulemaking proposal for participation by disadvantaged business enterprises (DBEs) in procurement under EPA financial assistance agreements. This rulemaking proposal, which would be published in the Federal Register for public comment, would be a follow on to OSDBU's June 19, 2000 staff draft of the preamble and rule, which was posted on EPA's website.

Under the rulemaking proposal, EPA's Minority Business Enterprise (MBE) and Women's Business Enterprise (WBE) program would be renamed as EPA's DBE program in a new Part 33 of the Code of Federal Regulations. Part 33 is intended to harmonize EPA's statutory DBE objectives with the United States Supreme Court Decision in Adarand Constructors, Inc. v. Peña, 115 S. Ct. 2097 (1995).

In Adarand, the Supreme Court extended strict judicial scrutiny to Federal programs that use racial or ethnic criteria as a basis for decision making. The proposed rule, if finalized, would affect all EPA financial assistance agreements as well as identified loans under financial assistance agreements capitalizing a revolving loan fund. OSDBU is looking towards an early calendar year 2002 rulemaking proposal date, with a series of public hearings being held across the country later on that year. For further information, contact David Sutton at 202-564-4100.

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

Sailing With a Number



The 21st century opened this year with the news from the Census Bureau that over 35 million Latinos live in the United States of America. Hispanic-owned enterprises contribute over \$300 billion a year to the economy, and their labor is mostly responsible for harvesting the food that feeds the nation. This fact now takes on a new socio-economic and political significance for those involved in small business development.

Numbers alone, however, do not explain the diversity of needs among the Latino community. New immigrants from Latin America bring into play resources that are not easily absorbed in our economy because of linguistic and cultural nuances. A vibrant sense of entrepreneurship characterizes the Latino small business owner, who tends to be hard working and resourceful. Yet, when it comes to navigating the turbulent rivers of federal procurement, the tow-line is missing. EPA/OSDBU is exploring ways to include more Latino firms in its list of contract recipients. Since June of this year, a unique outreach effort was launched that will make it easier for Latino firms to access the contracting opportunities EPA offers. A full-time Spanish-speaking business advisor, has been designing informational material and training workshops, as well as conducting one-on-one counseling sessions. This approach has enabled nearly 30 firms to become more aware of the EPA procurement process with the hopes that in the near future they will become viable vendors. In February, an "Encuentro de Empresarios Latinos"¹ expects to bring together firms interested in EPA procurement opportunities from the greater Washington D.C. area. For further information contact Frank Carpenter at 202-564-4584.

The Business School at Howard University in Washington D.C. has partnered with EPA/OSDBU to provide this new line of services. The navigation of the federal procurement process can now become an easier sail...or is that sale?

¹Encuentro is loosely translated as a reunion, a finding, or a meeting with the importance of learning about a theme or one another.

EPA/Howard University Outreach Center

For those who market to EPA, the message is clear. Come prepared. Expect keen competition. Know your way through the many paths of access and success.

This is where the Outreach Center comes in: We help you prepare to position your firm for the days ahead and the promise of profitable projects:

- ☐ Business Plan Development
- ☐ Market Plan Strategies
- ☐ Grant Application Support
- ☐ Business Management Practices
- ☐ How To Get On The GSA Schedule
- ☐ EPA Financial Assistance Agreements
- ☐ Business Legal Considerations
- ☐ E-Commerce Issues and Answers
- ☐ Any Business Issue

Vendors are invited to call us and make an appointment to discuss their business needs. We also urge program and procurement officials to refer vendors to us who may benefit from our services. No fee is required. Contact us at **202-564-4584** or email at Carpenter.Franklin@epa.gov.

RESOURCES FOR MINORITY, DISADVANTAGED AND WOMEN-OWNED BUSINESSES

Virginia Department of Minority Business Enterprise (DMBE)

responsible for assuring that minority, disadvantaged, and women-owned businesses are an integral part of Virginia's economic growth

www.dmbe.state.va.us

Virginia Minority Supplier Development Council (VRMSDC)

an economic development agency dedicated to the growth and success of Virginia's business community.

www.bwni.com

EPA's Expanded Use of Small Businesses

The FY 2000 Federal Procurement Data System Report demonstrates that EPA expanded its competitive bidding base through new contracts to small businesses that had no previous contracts with the agency. In FY 2000, EPA awarded fifty-three new contracts to small businesses that had never done business with the agency before, which is over a 100% increase from FY 1999. These new contracts were to women-owned small businesses and small disadvantaged business firms as shown in the chart below. EPA has made a concerted effort to include small businesses in its acquisition planning and market research to attract a diverse contractor cadre that support the agency in protecting the environment and improving human health. For more information on doing business with EPA, please visit EPA's Office of Acquisition Management's Internet site at www.epa.gov/oam or contact EPA's Competition Advocate, Corinne M. Sisneros, at sisneros.corinne@epa.gov.

Category	Number in FY 1999	Number in FY 2000
Small Disadvantaged Business	17	40
Women-Owned Small Business	9	13
Small Business Total	26	53

For Information
On How To Start
Or
Expand Your Small Business
Contact
The Small Business
Administration
www.sba.gov

CONTRACT AWARDS

EPA Provides Grant to North Carolina Central University

On September 5, 2001, Congressman David Price (4th District of North Carolina) announced that the EPA would award North Carolina Central University (NCCU) a grant of \$831,800 to assess environmental risk in minority and economically disadvantaged communities.

This initiative was spearheaded by Bill Laxton, Director, EPA Office of Administration, RTP and Jerry Dodson, Small Business Specialist, Contracts Management Division. Dr. Gary Foley, Director of the EPA National Exposure Research Laboratory indicated that the money, along with a renewed commitment to working with NCCU faculty and students, ties into the EPA's public-health mission.

NCCU Chancellor James H. Ammons and Dr. Yolanda Banks-Anderson, Director of NCCU's environmental science program expressed their excitement and the benefits that EPA, NCCU and the residents of Durham and surrounding areas would receive by the research focus.

An advisory board will be appointed to provide guidance for the project. Members of the board will include NCCU faculty, representatives from federal, state and local agencies and representatives from community-based organizations and environmental firms.



Alaska Native Corporation Awarded OSWER Contract



*Sitting (left) Richard Medlin, EPA
(right) Harvey Spade, Bristol Bay Corporation
Standing (left to right) David J. O'Connor, EPA;
Myrna Mooney, EPA; David Sutton, EPA; Dev Barnes,
EPA; and Dugan Neilson, Bristol Bay Corporation*

EPA awarded a contract in support of the Office of Solid Waste and Emergency Response(OSWER) to an Alaska Native Corporation, Bristol Bay Native Corporation. A signing ceremony took place on October 2, 2001 and those in attendance included the Acting Assistant Administrator, OARM, and representatives from OAM, OSDBU, and OSWER. Awarded under the 8(a) program, the contract is for an estimated \$15.5 million for the life of the contract which is expected to run five years. The contract will be for site assessment, design, corrective action plans, and/or oversight of remedial activities necessary to cleanup petroleum releases from underground storage tanks (UST) in Indian country throughout the ten EPA regions. This award demonstrates EPA's commitment not only to the important environmental issues on Indian lands but to providing economic opportunities to minority-owned businesses.

CONTRACT OPPORTUNITIES

FedBizOpps Designated as Governmentwide Point of Entry for Procurement Opportunities

FedBizOpps (www.fedbizopps.gov) has been designated as the single source for federal government procurement opportunities that exceed \$25,000. The interim Federal Acquisition Regulation was published in the Federal Register on May 16th.

The interim rule would give Federal agencies until October 1, 2001, to complete their transition to, or integration with FedBizOpps. After October 1, all agencies must use FedBizOpps to provide the public access to notice of procurement actions over \$25,000. To give the public a period to adjust to the change, notices will be posted on FedBizOpps and published in the Commerce Business Daily from October 1, 2001 to January 1, 2002. After January 1, 2002, contracting officers can stop posting notices in the Commerce Business Daily.

In recent months, FedBizOpps has undergone extensive testing, modification and review to be certain that it has the capacity and reliability to satisfy the demands of governmentwide operation. Currently 29 agencies use the FedBizOpps system to post any and all relevant procurement information on the Internet, including procurement notices, solicitations, drawings, and amendments, and eventually receive proposals electronically.

By signing up to automatically receive procurement information, by solicitation number, selected organizations, and product service classification, vendors can react more quickly to procurement opportunities because they are better informed. Vendors can also search procurements by solicitation number, date, procurement classification code, and agency for active or archived solicitations. To date, over 90,000 vendors are registered to receive notification of business opportunities from FedBizOpps.

The FedBizOpps web site provides assistance by e-mail and a toll-free helpline. The site also links to FirstGov.gov, Federal Asset Sales, Federal Commons, Department of Defense Business Opportunities, and the Minority Business Development Agency.



The Commonwealth of Virginia is changing the way that it does business through an innovative, dynamic web-based e-procurement solution called eVA.

Virginia's new purchasing system, eVA, was launched in March. It automates and streamlines the Commonwealth's purchasing activities, making business faster and easier.

Vendors only have to register once to do business with all state agencies and institutions. All eVA participants have convenient access to the state's solicitations and award notices. Vendors will experience an increase in potential business opportunities by posting their products in eVA's catalog-based electronic mall.

Virginia rules provide no preferences for any particular class of vendors. Additional benefits and features such as on-line auctioning and bidding, push-technology and the ability to analyze purchasing data will be available before the end of this year. Once vendors sign-up with eVA, they will be able to access all of the Commonwealth's business opportunities.

Over 2,737 businesses have registered with eVA since March and about 500 vendors have signed the eVA Trading Partner Agreement. More than 340 catalogs with approximately 1,600,000 products can be viewed in eVA's e-Mall. Over 100 state agencies are using eVA to do business.

Virginia has developed an innovative funding model for eVA. Participating vendors pay an annual registration fee and a nominal transaction fee. Before implementing this funding method, Virginia met with vendor focus groups that helped develop the funding model. eVA is recognized as one of the lowest cost self-funding models in the nation.

When fully implemented, the Commonwealth expects to have 174 agencies and thousands of merchants conducting more than \$1 billion in business a year.

For more information, call (804) 786-3842, or visit eVA at www.eva.state.va.us.



Sewer & Water Board Contracts Include DBEs In Sewer Rehab Program

When the Sewerage and Water Board of New Orleans developed its program to rehabilitate the sewage collection system in 1996, an important component was the inclusion of economically disadvantaged businesses in contracts.

The Board's Economically Disadvantaged Business Program (EDBP) has been in existence since the early 1980s. The board of directors sets policy and participation goals and the EDBP staff administers the operations and activities. Two successful DBE partners among the many working on various phases of the program are JLJ Construction Company and Integrated Logistical Support Inc. (ILSI), both of New Orleans.

JLJ, a utility contractor with approximately thirty percent participation in several major contracts, had done sewer line repairs, pavement restoration and casting adjustments of manholes. The company is working for primary contractors in the two districts where construction is underway. ILSI, with fifteen to thirty percent participation on various contracts, has worked on the collection system evaluation studies with consulting engineering firms in five districts. They provide data management, field supervision and public relations and public information in advance of the study phase.

Region I Awards 8(a) START Contract

On July 30, 2001, EPA New England (Region I) awarded an 8(a) START contract to the Joint Venture of The Planners Collaborative Inc. (PCI) and Resource Applications, Inc. (RAI). The contract has a 3-year period of performance, for a not-to-exceed amount of \$2.9m. PCI, an 8(a) firm located in Boston, is new to EPA's Superfund Program. RAI, a SDB located in Virginia, has had both SF prime contracts and subcontracts to provide enforcement and technical assistance services. The scope of work for the START 8(a) contract was expanded to include enforcement support services in order to maximize utilization of both the 8(a) and START2 contract with Roy F. Weston.

EPA Region IX Pilots Business Forum

On June 19, 2001, EPA's San Francisco Regional Office held its first business forum. Representatives of three small firms and one large company presented their capabilities to EPA staff from the Contracts, Superfund, and Waste Management program offices. Later that day, the companies networked with EPA in an informal "mini-trade" fair setting. In contrast with Region IX's Business Trade Fair, which in February attracted over 150 companies, the more-focused business forum allowed a small number of individual firms more one-on-one, quality time with program staff. EPA, in turn, was able to gain a deeper understanding of each firm's qualifications, capabilities, and experience. Additional forums will be held periodically, and on a quarterly basis as needed, according to Joe Ochab, Region IX's Small Business Advocate.

Texas Water Development Board Office of Project Finance and Construction Assistance (OPFCA) Small, Minority and Women-Owned Business Enterprise Program

The goal of OPFCA's Small, Minority and Women-Owned Business Enterprise Program is to provide our internal and external customers with the information, training and technical assistance needed to successfully implement the six affirmative steps as required in our federal grants. To simplify and increase consistency in reporting across all federally funded programs, the SMWBE Guidance Manual and reporting forms were revised this summer. For example, an entity receiving Drinking Water and Colonia Wastewater Treatment Assistance Program funds will complete the same reporting form.

The revised SMWBE Guidance Manual incorporates examples of ads, information on how to access SBA's Pro-Net, the Texas General Services Commission HUB database, Texas Marketplace and regional databases, and sample completed forms. The SMWBE manual is part of each Program Guidance Manual and is reviewed with the potential applicant at the pre-application conference.

For more information, contact Patricia M. Loving, Program Administrator at **512-936-0800** or e-mail her patricia.loving@twddb.state.tx.us.

Small Business Ombudsman

As the small business gateway for EPA, the Ombudsman's function falls into three main categories: (1) Developing and providing compliance assistance and tools for small businesses; (2) Providing information about small business to EPA; and (3) Identifying small business needs for EPA rules, enforcement and policy development.

SMALL BUSINESS DIVISION

Small Business Ombudsman Regulatory Assistance and Outreach Program

<u>FTE Employees:</u>	<u>Title</u>	<u>Contact #</u>
Karen Brown	Division Director & Small Business Ombudsman	202-260-1390
Delane Anderson	Program Analyst	202-260-8210
Dan Eddinger	Program Analyst	202-260-1133
Eileen McGovern	Program Analyst	202-260-5352
Angela Suber	Program Analyst	202-260-7205
Bridgette Dent	Secretary	202-260-2807
Joyce Billious	Office Automation Clerk	202-260-1968

<u>SEE Employees:</u>		
James Malcolm	Chemical Engineer, Toxic Substances and Hazardous Materials	202-260-1616
Larry Tessier	Civil Engineer, Asbestos, Radon, and Lead	202-260-1946
Tom Nakley	Civil Engineer, CWA, SDWA and General Assistance	202-260-1863
William Crosswhite	Economist	202-260-6804
Howard Boddie	Computer Specialist	202-260-1557
Esther McCrary	Senior Secretarial Support Staff	202-260-1775
Peggy Alexander	Senior Secretarial Support Staff	202-260-1474

Major Functions/Products:

- Serve as a port of entry for small businesses to EPA
- Advocate for small business regulatory issues and relief inside EPA
- Coordinate small business issues with program offices, regions, and states
- Focus on asbestos regulatory requirements/handle questions and complaints
- Operate and maintain a small business hotline that averages 1,100 calls per month
- Participate in regulatory development workgroups representing small business interests
- Prepare semi-annual newsletter that reaches over 20,000 internal and external customers
- Organize meeting with the deputy administrator and Small Business Trade Associations
- Oversee and prepare Report to Congress on the status of CAAA State Section 507 programs
- Manage contracts, grants and cooperative agreements to strengthen State Small Business Ombudsman Technical Assistance Programs
- Sponsor Annual Small Business Regional Liaison Conference
- Develop guidance and policies for small businesses
- Resolve disputes between small businesses and EPA dealing with policies and regulations
- Distribute small business publications, regulations, guidance, and tools

Customers:

- Small Businesses/Small Business Trade Associations
- State Small Business Ombudsmen and Technical Assistance Programs
- EPA senior managers, media offices and agency staff, EPA regions and states offices
- Individual citizens
- EPA deputy administrator
- Congressional representatives and staff, governors, Environmental Counsel of States (ECOS)
- Assistance providers, i.e., EPA Compliance Centers, Pollution Prevention Programs (P2), Small Business Development Centers (SBDCs), Manufacturing Extension Partners (MEPs)

Small Business Ombudsman Toll Free Hotline 800-368-5888
Main Line **202-260-0490** FAX Number **202-401-2303**

PEOPLE

2

PEOPLE

Footprints

*by: Sacnite Rodriguez
OSDBU Summer Intern 2001*



“Many people walk into and out of our lives. Some leave footprints. But we are never ever the same again.” This is the quote that comes to mind when I think of my intern experience. I came here expecting to learn new things and meet new people. However, nothing could have prepared me for the wealth of knowledge and contacts that I have gained. I have not only made advances in my professional life, but also in my educational and personal life.

When I first came into this office, I was clueless on how the Office of Small and Disadvantaged Business Utilization fit into the EPA puzzle. I could not understand what small business outreach had to do with cleaning up spills and analyzing potent chemicals. I thought that this was a place primarily for science majors; people with Chemistry and Biology backgrounds. I thought that the EPA was a place that operated in a laboratory setting, constantly conducting research and testings to determine the harmful substances that are in our environment and finding ways to clean them up.

Gradually I learned that EPA does not and could not function alone on science components and needs other areas to function properly. EPA also deals with law, business, economics (budget), education, politics, contracts with many different types of business, and much more. With the various projects that I completed, I gradually learned more about OSDBU and what it is all about. For example, by going through the staff’s individual calendars and classifying meetings according to the GPRA, I was able to get a feel for the type of meetings that the staff attends. I was then able to inquire about a certain meeting and what types of business is conducted at these meetings.

With the introduction of my second project (OSDBU Acquisition Tracking System), I began to learn what 8(a), set-asides, small business, competitive contracts meant. I learned about the endless types of different services that the businesses can provide to the EPA. I learned what technical terms like SIC/NAICS codes, procurement methods, contracting/project officers meant. I learned that creating a database similar to the Forecast of Contracts requires a great deal of time, but when completed, is a great source of information.

While working with Myrna and Pat on their Small Business workshops, I learned how much preparation is needed to produce a workshop. I learned that even when you do confirm attendance and it seems that you get a big crowd, some attendees will not show up. I learned that one of the major complaints from small businesses (who are trying to do business with EPA) is the famous phone tag game and bundling of contracts.

While a great deal of information was learned in this office, I also learned a great deal outside of the office. Through Jay Gloede, the Coordinator of CRCC, I (along with other EPA interns) was exposed to the field work of EPA. I really enjoyed the trips to the National Wildlife Visitor Center, EPA laboratories, and the EPA Anderson vessel. It gave me an opportunity to see the “science” side of EPA, which I find to be very intriguing.

I realize how lucky I am to have worked at this office and to have the experience that I had. I hope that my future leads me back to Washington, D.C. and maybe this office. OSDBU has made this experience worth repeating again, and has permanently left footprints in my life. Thank you.

Acquisition Forecast Database

Internet User Guide to Locate Procurement Opportunities at EPA

Welcome to the EPA Acquisition Forecast Database

This database is part of EPA's initiative to enhance our electronic communication with the business community and to provide "real time" information about procurement opportunities with the U.S. Environmental Protection Agency (EPA).

The information in the database is based on the best information available at the time of posting and is intended for PLANNING PURPOSES ONLY and does not constitute a commitment by EPA to buy the described supplies and services.

Internet Address

The Forecast Database is free and available to anyone interested in doing business with EPA and is located at: <http://www.epa.gov/oam> and click on "EPA's Acquisition Forecast Database"

Procurement Data

The following is a list of data in the database with a definition.

Procurement Office: EPA's Procurement Division or Region issuing the procurement.

End User by AAship or Region: The end user's main EPA Program Office or Region(s) the procurement supports.

End User by Program Office, Division or Laboratory: The name of the Program Office that the procurement will directly support.

NAICS Code: The North American Industry Classification System (NAICS) Code that sets the small business size standard to the procurement. For more information on NAICS Codes, visit the Internet at: <http://www.sba.gov/size>

Description of the Acquisition: The supply or service the agency will be buying.

Contract Type: The type of contract anticipated to be awarded.

Procurement Method: The anticipated method for conducting the procurement. Please note that market research will determine the actual method of procurement, so this can change during the procurement process.

Estimated Dollar Range: The estimated value of the contract for its entire period of performance.

Solicitation Issue Date: The estimated date when the solicitation will be issued.

Target Award Date: The estimated target award date.

EPA Contact: The contracting person responsible for the procurement action.

Other Procurement Information: This information is critical to increase competition. Check here for Conflict of Interest or Limitation of Future Contracting Information

Status: Check here for the current status of the procurement action.

Award Information: Upon award, it will list the Contractor and the Award date.

Attachments or Internet Link: The attachments may include, if it is a follow-on requirement, the current contract number and the former or current SOW, or the Internet link for the SOW.

Updated Records in the Forecast Database

The Forecast Database will reflect the "real time" status of each procurement opportunity and be dated to reflect the latest revision. We encourage frequent visits to check the status of procurement opportunities and find new procurement opportunities added throughout the year.

We are striving to keep the data on EPA procurement opportunities current, accurate, and complete to increase competition through improved communication with the Contractor community.

Questions? Please contact:
EPA's Office of Acquisition Management (OAM)
Attention: Competition Advocate
1200 Pennsylvania Avenue, NW
Mail Code 3801R
Washington, D.C. 20460
Business Phone Number: (202) 564-4321
Fax: (202) 565-2473

Funding for Minority and Disadvantaged Businesses

It is the new millennium and more and more minorities are stepping into or want to step into the role of “business owner”. Other than being minorities, what is the one thing most of these people have in common? Lack of money. Many minorities do not have the financial resources to effectively startup and efficiently operate their prospective businesses. Do not let this obstacle prevent you from having your dream come true. Financial assistance is available.



The Minority Business Development Agency (MBDA) provides business development and management support through a network of local community-based outreach centers throughout the United States. MBDA provides funding for Minority Business Development Centers (MBDC), Native American Business Development Centers (NABDC), Business Resource Centers (BRC) and Minority Business Opportunity Committees (MBOC) that are located throughout the nation. The centers offer a wide range of business services to minority entrepreneurs. Assistance is provided to socially or economically disadvantaged individuals who own or wish to start a business. Such persons include women, Asian Pacific Americans, Asian Indians, Black Americans, Eskimos/Aleuts, Hasidic Jews, Native Americans, Spanish speaking Americans, and Puerto Ricans. For more information on MBDA, go to www.mbda.gov.

The Women-Owned Small Businesses (WOSB) of the Department of Defense provides funding for training, outreach and technical assistance to increase opportunities for small businesses owned by women. For information about WOSB go to www.acq.osd.mil/sadbu/wosb.

Government loans help thousands of minority-owned businesses each year. The Small Business Administration (SBA) is a great government source for information on financial assistance. For more information go to www.sba.gov. You may also go to www.businessfinance.com to find out more about loans that meet your needs.

Another place to help with funding for minorities are banks. Many local banks are certified as preferred SBA

lenders. Ask your bank if they have such a designation. If so, it is a strong indication of its commitment to small business. Many banking institutions have implemented aggressive loan programs to allow easier access to funds with the goal of building and growing a successful business. Wells Fargo and Bank of America have aggressive lending programs for minorities. Go to www.wellsfargo.com and www.bankofamerica.com for more information about their lending programs. First State Bank in Danville, Virginia loans more money to blacks than most financial institutions in the country. To find out more about their loan programs, call **804-793-4611**.

The Women's Growth Capital Fund is the largest venture capital fund in the Eastern United States. This organization seeks to invest in expansion-stage women-owned and/or managed emerging growth businesses on the East Coast.

Go to www.womengrowthcapital.com for more information.

More Sources

National Association of Women Business Owners – www.nawbo.org

Count Me In for Women's Economic Independence – www.count-me-in.org

Native American Business Development Centers - www.mbda.gov/native

Business Resource Centers – www.morebusiness.com

American Business Women's Association- www.abwahq.org

America's Business Funding Directory- www.businessfinance.com

Lending for Small Businesses- www.smallbiz.com

The Business Loan Center- www.sbaloans.com

EPA's Small Business Innovation Research (SBIR) Program

NEW PHASE I SOLICITATION SCHEDULE

EPA's SBIR program provides financial support to help small science- and technology-based firms develop new environmental technologies and ready them for commercialization. The program targets research to prevent pollution, reduce water and air pollution, manage solid and hazardous wastes, and improve environmental monitoring—in each case, addressing priorities that stem from the agency's strategic plan. In FY 2002, EPA will issue three (3) Phase I Solicitations. There will be two special solicitations—mobile sources and stormwater—and the regular SBIR Solicitation. The special solicitations are designed to meet the pressing needs of EPA's Office of Transportation and Air Quality and EPA Region I. The opening and closing dates are different from the regular solicitation and Phase I contracts will be awarded for \$100,000 over 10 months. The regular solicitation will cover all other EPA research topics and it will NOT include mobile sources or stormwater topics. The FY 2002 Phase I Solicitation Schedule is as follows:

CONTROL AND MONITORING OF MOBILE SOURCE EMISSIONS

(Subtopics: Digital Valve Technology for Engines, Heavy Duty Diesel Engine After-Treatment for NO_x and Particulate Matter, On-Vehicle Diesel Fuel Sulfur Control, On-Vehicle Real-Time Monitoring, Air Toxics Monitoring and Low Level Particulate Mass Measurement.)

PHASE I OPENS: JANUARY 21, 2002

CLOSING DATE: MARCH 21, 2002

TECHNOLOGIES FOR STORMWATER, CSOs and URBAN INFRASTRUCTURE

(Subtopics: Control of Stormwater Runoff and Combined Sewer Overflows (CSOs), In-Situ Treatment of Urban Sediments and Rehabilitation of Urban Infrastructure.)

PHASE I OPENS: JANUARY 21, 2002

CLOSING DATE: MARCH 21, 2002

REGULAR PHASE I SOLICITATION

(Excludes Mobile Sources and Stormwater Subtopics)

(Subtopics: Nanomaterials and Clean Technology, Control of Air Pollution, Drinking Water and Municipal/Industrial Wastewater Treatment, Solid Waste Recycling, Hazardous Waste Management and Site Remediation, and Monitoring and Measurement Technologies.)

PHASE I OPENS: MARCH 28, 2002

CLOSING DATE: MAY 23, 2002

Last year's solicitation describes the SBIR Program, application requirements, and all research topics. If you need a fax copy or if you have any questions, call the EPA HELPLINE at: **(800) 490-9194**. Last year's solicitation also is available at the EPA Web Site. The three new SBIR solicitations will be available as they open by calling the HELPLINE or by visiting the EPA Web Site at www.epa.gov/ncerqa/sbir.

Contractor Forum

The next Contractor Forum is being planned for March 2002. The Office of Acquisition Management (OAM) is planning to host the Contractor Forums twice a year starting March 2002 and again in October 2002. OAM plans to host the one in March 2002 in Washington, D.C. to also include a Business Fair where companies can display their products and services. To find out the latest on the Contractor Forums, please visit OAM's Internet site at www.epa.gov/oam.

For More Information On Training

**Contact
Patricia Durrant**



202-564-4100

COMPANY REGISTRATION

Fax to: Denean Jones (202) 501-0756

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CLASSIFICATION

- ☐ LARGE
- ☐ MID-SIZE
- ☐ SMALL

TRIBAL

- ☐ FEDERALLY 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
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Request For Publications

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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

CALENDAR



DECEMBER 2001

DATE	EVENT SPONSOR/LOCATION	CONTACT
December 3-7	DOD Small Business Conference & Expo - DOD - Las Vegas, NV	Mary Perry (703) 588-8639
December 5	EPA/Howard University Brown Bag Luncheon-US EPA/OSDBU - Howard Uni- versity Outreach Center Ariel Rios Build- ing, Room 6402 North- Washington, D.C.	Frank Carpenter (202)564-4584
December 20	OSDBU Directors' Christmas Luncheon	



JANUARY 2002

DATE	EVENT SPONSOR/LOCATION	CONTACT
January 14	Congressman Albert Wynn's 7 th Annual Pro- curement Fair and Business Expo - Prince Georges Community College- Novak Field House - Largo, MD	Ken Nealy (202) 225-8699
January 15-17	Superfund Senior Management & Acquisition Council (SRMAC) Meeting - New Orleans, LA	



FEBRUARY 2002

DATE	EVENT SPONSOR/LOCATION	CONTACT
February 25-28	EPA MBE/WBE Regional Coordinators Conference - Washington, D.C.	Elaine Rice (202) 564-4141
February 26	Administrator's Small & Disadvantaged Business Awards Ceremony - Washington, D.C.	Elaine Rice (202) 564-4141
February TBD	Region VIII Tribal Summit - U S EPA	Maurice Velasquez (303) 312-6862

REGIONAL MBE/WBE COORDINATORS

REGION I (CT, ME, RI, MA, NH, VT)
Sharon Molden 617-918-1062
U. S. Environmental Protection Agency
New England Region
One Congress Street (MGM), Suite 1100
Boston, MA 02114-2023

REGION II (NJ, NY, PR, VI)
Otto Salamon 212-637-3417
U. S. Environmental Protection Agency

290 Broadway- 27th Floor
New York, NY 10007-1866

REGION III (DE, VA, MD, PA, DC, WV)
Romona McQueen 215-814-5155
U. S. Environmental Protection Agency
1650 Arch Street
Philadelphia, PA 19103

REGION IV (AL, FL, GA, KY, MS, NC, SC, TN)
Matt Robbins 404-562-8371
Rafael Santamaria 404-562-8110
U. S. Environmental Protection Agency
61 Forsyth Street, S.W.
Atlanta, GA 30303-8960

REGION V (IL, IN, MI, MN, OH, WI)
Darlene Hainer 312-886-6017
U. S. Environmental Protection Agency

77 West Jackson Boulevard (MC-10J)
Chicago, IL 60604-3507

REGION VI (AR, LA, NM, OK, TX)
Debora N. Bradford 214-665-7406
U. S. Environmental Protection Agency
First Interstate Bank Tower at Fountain
Place
1445 Ross Avenue, 12th Floor, Suite 1200
Dallas, TX 75202-2733

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Cecil Bailey 913-551-7462
U. S. Environmental Protection Agency
901 North 5th Street
Kansas City, KS 66101

REGION VIII (CO, MT, WY, SD, ND, UT)
Maurice Velasquez 303-312-6862
U. S. Environmental Protection Agency
999 18th Street, Suite 500
Denver, CO 80202-2405

REGION IX (AZ, HI, CA, NV)
Joe Ochab 415-744-1628
U. S. Environmental Protection Agency
75 Hawthorne Street (PMD-1)
San Francisco, CA 94105

REGION X (AK, ID, OR, WA)
Myrna Jamison 206-553-2931
U. S. Environmental Protection Agency
1200 Sixth Avenue
Seattle, WA 98101

CINCINNATI
Norman G. White 513-487-2024
U. S. Environmental Protection Agency
Contracts Management Division
26 West Martin Luther King Drive

Cincinnati, OH 45268

NORTH CAROLINA
Jerry Dodson 919-541-2249
U. S. Environmental Protection Agency
Contracts Management Division
Research Triangle Park, NC 27711

HEADQUARTERS
Lupe Saldana 202-564-5353
U. S. Environmental Protection Agency
Grants Administration Division
1300 Pennsylvania Avenue (3903R)
Washington, DC 20460

EPA OSDBU STAFF

1200 Pennsylvania Avenue NW (1230A)
Washington, DC 20460
(202) 564-4100
FAX (202) 501-0756

Jeanette L. Brown	Director
David Sutton	Deputy Director
Elaine Rice	Program Analyst
Mark Gordon	Attorney Advisor
Kimberly Patrick	Attorney Advisory/Detailed
Trina Porter	Socioeconomic Business Program Officer
Myrna Mooney	Socioeconomic Business Program Officer/Tribal
Patricia Durant	Socioeconomic Business Program Officer/HBCU
Denean Jones	Information Management Specialist
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