



Volume 1 • 2010

Director's Note

2010 is well under way and we continue to monitor the latest developments concerning the environment, the economy, and the intersection of the two. In this installment of the OSBP newsletter, we focus on the Disadvantaged Business Enterprise (DBE) Program. The Disadvantaged Business Enterprise (DBE) Program is an outreach, education, and goaling program designed to increase and encourage the utilization and participation of DBEs in procurements funded by EPA assistance agreements. OSBP's Indirect Procurement Team establishes policy and provides procedural guidance for the DBE Program. The DBE Program requirements apply to all procurements for equipment, supplies, construction and services under all EPA grants, cooperative agreements, and IAGs.

Specific DBE Program functions include:

- Developing and monitoring DBE Program policy and procedures.
- Providing outreach and training to internal and external DBE program stakeholders.
- Providing technical and programmatic assistance to minority and womenowned businesses.
- Collecting, compiling, and analyzing data on MBE/WBE utilization under

EPA financial assistance agreements, including Interagency Agreements (IAs).

As always, we strive to keep our readership informed and updated. Inside this newsletter, you will find the latest small business news with a special focus on those individuals and entities that represent the very best of the positive work and progress of Disadvantaged Business Enterprises. We are also especially pleased to recognize the recent Award Recipients from the Administrator's 21st Annual Small Business Awards Ceremony. I hope that you will take a moment to absorb this information as you continue to progress in 2010.

Read and Reflect, Jeanette L. Brown, Director Office of Small Business Development

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President Obama Outlines Latest in a Series of New Small Business Proposals

Successful SBA programs expanded to increase working capital, help businesses refinance



Washington, D.C. On February 5, 2010 in Lanham, Maryland, President Obama proposed the expansion of two critical Small Business Administration (SBA) lending programs, aimed at allowing small businesses to refinance and increasing limits for working capital. These are both legislative proposals designed to help small businesses through what continues to be a difficult period in credit markets.

President Obama said, "The true engine of job creation will always be businesses. What government can do is fuel that engine: by giving entrepreneurs and companies the support to open their doors, expand, and hire more workers. Today, we're taking another step towards assisting small business owners get the capital they need to grow and hire."

SBA Administrator Karen Mills said, "These proposals will provide us with two effective tools to help small businesses meet specific challenges brought on by the recession. First, in the tight credit market of the last two years, lines of credits have been cut for small firms. Raising the limit

on SBA Express loans to \$1 million will mean more small business owners will have quicker access to this source of capital to help restock inventories and support larger revenue sales, and literally take that next step to grow their business and create new jobs. Second, thousands of good, creditworthy businesses find themselves caught by declining real estate values as a result of this recession. With many of them now facing mortgages coming due in the next few years, the ability to refinance into SBA's 504 loan will give them the chance to lock in long-term, stable financing, as well as protect jobs by protecting small businesses from foreclosure."

Details of the President's New Small Business Initiatives are Below:

1. Expand SBA's existing program to temporarily support refinancing for owner-occupied commercial real estate loans:

The Administration is proposing legislation to temporarily allow for the refinancing of owner-occupied commercial real estate (CRE) loans under the SBA's 504 program, which provides guarantees on loans for the development of real estate and other fixed assets. Currently, 504 loans cannot be used for the refinancing of maturing debt. This change would respond to the difficulties many current, solvent borrowers face in refinancing existing commercial real estate loans.

Businesses with a loan maturing in the next year who are current on all loan payments will be eligible. Lenders that are refinancing mortgages for existing customers will make a loan for up to 70 percent of the current property value; and SBA will help finance the remaining 20 percent. For new lenders taking on a refinancing project, SBA will take on a greater share of financing, up to 40 percent. SBA's proposal for a temporary, zero-subsidy CRE refinancing program would be funded through additional fees for refinancing projects, not through a Congressional appropriation. This proposal will help refinance up to \$18.7

billion each year in commercial real estate that might otherwise be foreclosed and liquidated.

2. Temporarily increase the cap on SBA Express loans from \$350,000 to \$1 million:

The President is proposing to temporarily increase the maximum SBA Express loan size to \$1 million, which would expand the program's ability to help a broad range of small businesses through a streamlined approval process. Unlike traditional 7(a) loans, lenders can use their own paperwork for SBA Express loans, which can be structured as revolving lines of credit. Currently, these Express loans are capped at \$350,000 and carry a 50 percent guarantee. Fees would cover virtually all of the added costs of this proposal.

These proposals complement the President's broader small business agenda—a key part of his overall jobs plan. The other elements of the small business agenda include:

- Extending small business expensing and bonus depreciation for 2010. Eliminating capital gains taxes for small businesses in 2010.
- A Small Business Jobs and Wages Tax
 Credit that would cut taxes for more than
 1 million small businesses by paying up
 to \$5,000 for every net new job and covers
 payroll taxes on overall wage increases in excess of inflation.
- A proposal to transfer, through legislation, \$30 billion to a new Small Business
 Lending Fund that will support lending by community and smaller banks.
- Additional SBA lending proposals, including an extension of the Recovery Act programs that eliminate fees and raise guarantees on SBA's two largest loan programs and permanent increases in the maximum loan sizes for major SBA programs.

What are DBEs, MBEs, and WBEs?

Disadvantaged Business Enterprises (DBEs) are:

Entities owned and/or controlled by a socially and economically disadvantaged individuals as described by Title X of the Clean Air Act Amendments of 1990 (10% stature) and Public Law 102-389 (8% statute) respectively:

- A Small Business Enterprise (SBE)
- A Small Business in a Rural Area (SBRA)
- A Labor Surplus Area Firm (LSAF)
- A Historically Underutilized Business (HUB) Zone Small Business Concern, or a concern under a successor program

Minority Business Enterprises (MBEs) are entities that are at least 51% owned and/or controlled by a socially and economically disadvantaged individuals as described by Title X of the Clean Air Act Amendments of 1990 and Public Law 102-389, respectively.

Women's Business Enterprises (WBEs) are entities that are at least 51% owned and/or controlled by women (under 10% and 8% statutes).

DBE Rule, Forms & Fact Sheets can be found online at: http://www.epa.gov/osbp/dbe-forms.htm

Mr. Tommie Madison is currently serving as the Acting DBE Program National Coordinator. Ms. Joyce Coates and Ms. Barbara Overton are SEE Program Analysts for the team. Contact information can be found on page 11.

Spotlight on Professional Organizations for DBE Contractors

The Women's Business Enterprise National Council (WBENC)



The Women's Business Enterprise National Council (WBENC), founded in 1997, is the nation's leading advocate of women-owned businesses as suppliers to America's corporations. It also is the largest third-party certifier of businesses owned and operated by women in the United States. WBENC works to foster diversity in the world of commerce with programs and policies designed to expand opportunities and eliminate barriers in the marketplace for women business owners. WBENC works with representatives of corporations to encourage the utilization and expansion of supplier/vendor diversity programs. For more information, visit the WBENC online at http://wbenc.org/.

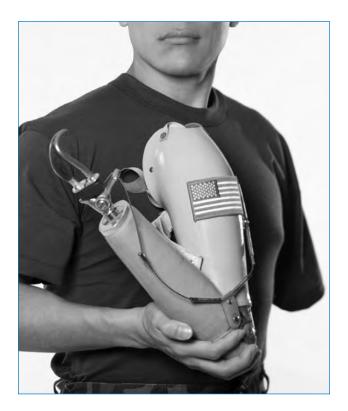
The Association for Service Disabled Veterans (ASDV)

In March of 1986, a group of members of Disabled American Veterans in Palo Alto, California decided to explore the possibility that entrepreneurial programs for service disabled and

prisoner of war veterans (SDV) could be of value in supplementing disability income and increasing quality of life. The Association for Service Disabled Veterans (ASDV) was subsequently founded as a non-profit public benefit organization with the goal of creating opportunities for SDVs to achieve and maintain their rehabilitation through enterprise development and managed employment. Today, ASDV is a national association that is establishing greater economic participation for service disabled and prisoner of war veterans and all of the 80 million veteran family members in the United States.

ASDV is the pioneer in the inclusion of service disabled and prisoner of war veterans enterprise (SDVE) in the specially assisted procurement programs of the Federal and State Governments and their Private Sector contractors. ASDV now provides a "new" service for full members; seeking and initiating contracting and procurement opportunities for members in both the government and private sector.

Learn more about the ASDV online at http://www.asdv.org/.



Unsolicited Testimonial

Received via email from Mr. Wesley K. Paul to Mr. Tommie Madison on January 29, 2010



Mr. Madison:

I am writing this email to appreciate the efforts of the Obama administration and the USEPA in assisting DBE firms through the Recovery and Reinvestment Act and stimulus program. We have been in business since 1999 and have had very little success in obtaining any contracts from the prime contractors who have consistently obtained waivers from using well qualified MBE and DBE firms. Their excuse of not able to find qualified DBE or MBE does not hold water since the invention of Google! A prime contractor who is interested in getting the contracts from USEPA can now easily find out by just visiting the State and City minority office by not even leaving his/ her desk. Google! Every reputable and qualified DBE/MBE firm now has a Web site that can provide enough information about DBE firms. Because of the strict requirements and accountability requirements of the present administration under President Obama, we have been getting calls from these prime contractors who have not done so even after we have marketed them. I want to thank your office for taking to task those contractors who don't fulfill their obligations in not hiring DBE and MBE firms.

While much debates rage in Washington about the stimulus plan not being effective, I want to share the view of a small business in the Midwest.

Ark Engineering Services Inc. appreciates the stimulus plan that has helped our firm to avoid cut backs and lay offs. We feel that the Obama administration has done the right thing. Of vital importance is the real effort and action taken by the USEPA and your office to assist DBE firms in getting the benefits of the stimulus money. I am more than happy to give a testimonial to this fact. Please continue to help the DBE firms. Recently USEPA region had given some stimulus money to the Indiana Finance Authority (IFA) with the requirement of MBE participation. As a result of this requirement we have got many calls to use of drilling services. To answer the question has the stimulus money worked for you? YES! Please continue your commitment to DBE firms. Thanks. My kudos to your office, USEPA, and EPA administrator Lisa Jackson.

Wesley K. Paul, P.E., CP.
Principal Engineer
Ark Engineering Services Inc.
6347 S. East Street
Indianapolis, Indiana 46227
T 317.787.3700 F 317.787.4700
http://www.ark-esi.com

EPA/OSBP Mission

To support the protection of human health and the environment by advocating and advancing the business, regulatory, and environmental compliance concerns of small and socio-economically disadvantaged businesses, and minority academic institutions.

ChEs & EnvEs, Make Their Mark in Industries from Energy to Agribiz

"Engineering is meant to be hard; that's normal. But in today's workplace no one goes it alone."

—Lisa Jackson, EPA

By Claire Swedberg Contributing Editor, Diversity Career

Lisa Jackson, administrator of the U.S. Environmental Protection Agency (EPA, Washing-

ton, DC) is one of the most influential ChEs in the U.S., maybe the world. The foundation she built with her BSChE and MSChE in the 1980s, she says, has stayed with her throughout a career path that led her through the EPA, to chief of staff to New Jersey's governor Jon S. Corzine, then back to work in the area of her greatest passion, the environment. As EPA Administrator, Jackson leads a staff of 18,000 professionals.



At Port Newark, NJ, Environmental Protection Agency chief Lisa Jackson announces a plan to reduce toxic ship emissions along U.S. coast-lines and waterways.

"Who knew!" she says with a smile. "Engineering can lead anywhere. It teaches you to solve problems," and that is one of her most valuable skills.

Time for the Environment

This is a really good time to go into EnvE, ChE or the energy-related sciences, Jackson declares. Her boss, who happens to be President Obama, is dedicated to expanding a "green revolution," and

that will mean lots of work for engineers with sharp minds and innovative ideas.

The government, she adds, is a good place for sharp minds. In today's world energy is related to environment, and both mean jobs. People of many disciplines and descriptions need to be able to work together. The EPA is encouraging applicants who can work together in a diverse team.

Lisa Jackson: Career Priorities at the EPA

Lisa Jackson is the first African American, although not the first woman, to head the EPA. She has set her career priorities on reducing greenhouse gas emissions, improving air quality, managing chemical risks, cleaning up hazardous waste sites and protecting America's water.

When she got her BSChE summa cum laude from Tulane University (New Orleans, LA) in 1983 and went on to an MSChE from Princeton University (Princeton, NJ), Jackson was already interested in the environment. Her attention had been caught by the Love Canal environmental disaster around Buffalo, NY and the launch of the Superfund program, and she wanted to get into the work. "If engineers could design a system that created environmental problems,





they should also be able to design solutions to those problems," she says.

After college she found a job as staff level engineer at the EPA, first at its Washington, DC Headquarters and later at a regional office in New York, NY. She directed hazardous waste cleanup operations in central New Jersey and helped direct the region's enforcement division.

Jackson joined the New Jersey Department of Environmental Protection (DEP) in 2002 as assistant commissioner for compliance and enforcement, then assistant commissioner for land use management. In 2006, New Jersey governor Jon S. Corzine appointed her State Commissioner of the DEP.

As Commissioner, Jackson was known for her fight against greenhouse gases, her aggressive action on pollution and her open dialogue with stakeholders in the public policy process. She was also an advocate for underserved communities seeking fair environmental protection. Governor Corzine appointed her his Chief of Staff, but not for long. When he took office, President Obama wooed her away to be EPA chief.

Government is Great Experience

Jackson's engineering background, she says, taught her to define problems and resolve them. "I think that training is invaluable," she notes.

She recognized her own energetic drive early in her career. She has always been in government work and encourages engineers to look at positions there.

"I'm a strong believer that the Federal Government is a great place for young people to get experience early on. In the private sector that could take decades," she says. She raised two children while expanding her career role at the EPA, thanks in part to the agency's mother-friendly environment. "The Federal Government is one place where there's no parent penalty," she says.

"Engineering is meant to be very hard; that's normal," Jackson believes. "But in the workplace of today no one goes it alone. We're trying to get diverse teams around a table." The President, she adds, "likes to see teams that can come up with robust solutions."

For her own part, Jackson finds that the challenges keep coming. "The President is a great boss. He's got us working really hard," she says. At this point in history, she finds Washington, DC an exciting and vibrant place. "Young people are optimistic; they know change can be a very good thing," Jackson concludes.

 $Source: \underline{http://www.diversitycareers.com/articles/pro/09-augsep/} \underline{chg_tech_ches_enves.htm}$



Business with the US Army Corps of Engineers



The small business office's mission statement for the US Army Corps of Engineers is: "to sustain the Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers mission and strengthen our Nation's economic development." This office is led by Anthony E. Bell, Chief and Associate Director, Small Business Programs.

Small and disadvantaged businesses and vendors that desire to do business with the US Army Corps of Engineers should visit the Web site for the division, district, center or laboratory with which they desire to do business in order to learn about the missions and the types of services/supplies each procures. Call, write or visit the Corps of Engineers, Deputy for Small Business in the location of interest to you to discuss your firm's capabilities, interest and capacities to perform. Vendors should register in the Central Contractor Registration (CCR) database. It is MANDATO-RY that all vendors be registered under the CCR program.

For more information, visit the US Army Corps of Engineers Web site at http://www.usace.army.mil/Pages/default.aspx.

Administrator's 21st Annual Small Business Awards Ceremony



Congratulations to the following Award Recipients from the Administrator's 21st Annual Small Business Awards Ceremony held on January 20, 2010.

Administrator's Award Recipients:

- Outstanding Direct Procurement Achievement—Region VII Special Emphasis and Remedial Branch, Superfund Division
- Outstanding State and/or Local Performance Achievement (Indirect Procurement)—Meja Maka (Wisconsin)
- Outstanding DBE Accomplishments by an EPA Employee or Group—Region V GMO Assistance Section Team Leaders and DBE Coordinator
- Outstanding Accomplishments by an EPA Employee with Respect to the Simplified Acquisitions Program—Donna Stingley (Region V); Cheryl Hill (Region VI)
- Outstanding Accomplishments by a Small Business Contractor or Subcontractor— HeiTech Services, Inc.; Langdon, Inc.

 Outstanding Accomplishments by a Prime Contractor—Black & Veatch Special Projects Corporation; CH2M Hill

Director's Award Recipients:

- Outstanding Accomplishments in Support of the Minority Academic Institutions Program—Tammy Thomas (OSBP)
- Outstanding Accomplishments in Support of Service-Disabled Veteran-Owned Small Businesses—Region V
- Outstanding Small Business
 Accomplishments Exceeding 4 out of 6
 Agency Small Business Goals—Region
 III; Region V; Region VIII; Region
 IX; Office of Inspector General (OIG);
 Office of the Administrator (OA); Office
 of Prevention, Pesticides, and Toxic
 Substances (OPPTS)
- Outstanding Small Business
 Accomplishments Exceeding 5 out of 6
 Agency Small Business Goals—Region
 VII; Region X; Office of Administration
 and Resources Management (OARM)

Crystal Duck Award Recipients

- Outstanding Overall Support of the Small Business Program—Martha Cuppy (Region VII); Lee Thomas (Region VII); Steve Schwartz (OPPTS)
- Outstanding Support of the Minority Academic Institutions Program— Ben Scaggs (OARM); Helena Wooden-Aguilar (OA)
- Outstanding Small Business
 Contracting Accomplishments—
 Office of Administration and Resources
 Management (OARM); Marie Noel
 (Region VII)

OSDBU Procurement Conference April 21, 2010!

The 20th Anniversary OSDBU Procurement Conference will be held from 8:30am to 3:30pm on April 21, 2010 at the Dulles Expo Center North Hall in Chantilly, Virginia. The OSDBU Procurement Conference is a national conference fostering business partnerships between the Federal Government, its Prime Contractors, and small, minorservice-disabled veteran-owned, veteran-owned, HUBZone, and womenowned businesses. There are few days in the life of a business that offer the sales opportunities as the OSDBU Procurement Conference. You will be able to obtain more leads and contacts in one day than anywhere else. This is a unique marketing environment and there are tips available online that will help you take advantage of this opportunity. For additional details, contact Bob Jeffers via email at bj@fbcinc.com via telephone at 800-878-2940 or 301-206-2940 ext. 226 or visit the conference Web Site at http:// www.fbcinc.com/osdbu/.

Request for Publications

To have additional publications delivered to you, visit http://www.epa.gov/sadqfzsu/request.htm, and fill out the contact information form. The following publications are currently available:

- Doing Business With EPA
- Mentor Protege Program
- Forecast for Contract Opportunities

www.epa.gov/osbp

Small Business Vendor Profile System (SBVPS)

The OSBP Small Business Vendor Profile System contains information on number of small and disadvantaged companies that have registered with this office. The information is provided by the individual companies. The intended purpose of this database is to aid large prime contractors to find small and disadvantaged companies to team with the conduction of their business endeavors. The SBVPS is located below and can also be found on the U.S. EPA Web site at http://cfpub.epa.gov/sbvps/.

Date:	_							
Company Name*:								
Contact*:	·	Title:						
Address*:								
City*:		State*:		Zip Code*:				
Phone #*:		Fax #:						
E-mail Address*:		Internet Address:						
NAICS Code(s)*:								
Capabilities:								
Have you done business with the EPA before?*								
Classification	SDB		Etl	nnicity				
Large	Small WOB			African American				
☐ Mid-Size	8(a) Certified			Asian-Indian				
Small	Service Disabled	l Veteran		Asian-Pacific				
	HUBZone			Caucasian American Female				
Tribal	HBCU	BCU						
☐ Federally Recognized	☐ HSI☐ Tribal College/University☐ Other Minority			Hispanic				
State Recognized				Native American				
				Other Minority				
				None				
The fields marked by * are required and must be	o filled in							

OSBP Employee Contact List

Jeanette L. Brown, Director	(202) 566-2075	brown.jeanettel@epa.gov
Kimberly Y. Patrick, Deputy Director	(202) 566-2605	patrick.kimberly@epa.gov
Joan B. Rogers, SBO Team Lead	(202) 564-6568	rogers.joanb@epa.gov
Lester C. Facey, Program Analyst	(202) 566-1321	facey.lester@epa.gov
Teree Henderson, Program Analyst	(202) 566-2222	henderson.teree@epa.gov
Deanna Moultrie-Jackson, Program Analyst	(202) 564-0168	moultrie-jackson.deanna@epa.gov
Michael Nieves, Program Analyst	(202) 566-1478	nieves.michael@epa.gov
Lamont O. Norwood, Direct Team Lead	(202) 566-2933	norwood.lamont@epa.gov
Angela Tyler Suber, Program Analyst	(202) 566-2827	suber.angela@epa.gov
Paula Zampieri, Program Analyst	(202) 566-2496	zampieri.paula@epa.gov
Julie C. Taitt, MAI Team Lead	(202) 564-3697	taitt.julie@epa.gov
Tammy E. Thomas, Administrative Team Lead	(202) 566-1209	thomas.tammy@epa.gov
Denean A. Jones, Information Management Analyst	(202) 566-1578	jones.denean@epa.gov
Bridgette F. Dent, Program Assistant	(202) 566-2819	dent.bridgette@epa.gov
Elnora Thompson, Office Automation Assistant	(202) 566-2709	thompson.elnora@epa.gov
SEE Enrollees		
Treva Alston, Program Assistant	(202) 566-2194	alston.treva@epa.gov
Thelma Harvey, Administrative Assistant	(202) 566-0334	harvey.thelma@epa.gov
Barbara Overton, Administrative Assistant	(202) 566-1509	overton.barbara@epa.gov
Esther McCrary, Administrative Assistant	(202) 566-2824	mccrary.esther@epa.gov
Tom Nakley, Civil Engineer	(202) 566-2826	nakley.thomas@epa.gov
Samar Chatterjee, Program Assistant	(202) 566-2815	chatterjee.samar@epa.gov
Lillian Harris, Program Assistant	(202) 566-1979	harris.lillian@epa.gov
Joyce Coates, Program Assistant	(202) 566-0206	coates.joyce@epa.gov
David Allen, Program Assistant	(202) 566-0913	allen.david@epa.gov
OSBP Main Number	(202) 566-2075	OSBP@epa.gov
OSBP Toll Free Number	(866) 618-7870	
Ombudsman Hotline Number	(800) 368-5888	

Regional DBE Coordinators

REGION I

(CT, ME, RI, MA, NH, VT)
Valerie Bataille, SDBUO (617) 918-1674
U. S. Environmental Protection Agency
John F. Kennedy Federal Building
One Congress Street, Boston, MA 02114-02203
(617) 918-1909 (Fax)

REGION II

(NJ, NY, PR, VI) Michele Junker, SDBUO (212) 637-3418 U. S. Environmental Protection Agency Region 2 290 Broadway, New York, NY 10007-1866 (212) 637-3518 (Fax)

REGION III

(DE, VA, MD, PA, DC, WV) Kinshasha Brown-Perry (215) 814-5404 U. S. Environmental Protection Agency 1650 Arch Street, Philadelphia, PA 19103

REGION IV

(AL, FL, GA, KY, MS, NC, SC, TN) Charles Hayes (404) 562-8377 U. S. Environmental Protection Agency 61 Forsyth Street, S.W., Atlanta, GA 30303-8960 (404) 562-8370 (Fax)

REGION V

(IL, IN, MI, MN, OH, WI) Adrianne Callahan, SDBUO (312) 353-5556 Acquisition and Assistance Branch 77 West Jackson Boulevard (MC-10J) Chicago, IL 60604-3507 (312) 385-5533 (Fax)

REGION VI

(AR, LA, NM, OK, TX)
Debora N. Bradford, SDBUO (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 (214) 665-7284 (Fax)

REGION VII

(MO, NE, IA, KS) Chester Stovall, SDBUO (913) 551-7549 U. S. Environmental Protection Agency 901 North 5th Street Kansas City, KS 66101 (913) 551-7976 (Fax)

REGION VIII

(CO, MT, WY, SD, ND, UT) Marshell Pullman, SDBUO (303) 312-6499 U. S. Environmental Protection Agency 999 18th Street, Suite 300 Denver, CO 80202-2466 (303) 312-6685 (Fax)

REGION IX

(AZ, HI, CA, NV)
Joe Ochab, SDBUO (415) 972-3761
U. S. Environmental Protection Agency
75 Hawthorne Street (P-22)
San Francisco, CA 94105 (415) 947-3556 (Fax)
Martha Villarreall (415) 972-3666

REGION X

(AK, ID, OR, WA) Greg Luchey, SDBUO (206) 553-2967 U. S. Environmental Protection Agency 1200 Sixth Avenue (OMP-145), Seattle, WA 98101 (206) 553-4957 (Fax)

CINCINNATI

Billy Oden (513) 487-2126 U.S. Environmental Protection Agency Contracts Management Division 26 West Martin Luther King Drive Cincinnati, OH 45268

RESEARCH TRIANGLE PARK

Jerry Dodson (919) 541-2249 U. S. Environmental Protection Agency 109 TW Alexander Dr., #E110C Durham, NC 27709 (919) 541-5539 (Fax)

HEADQUARTERS

Veronica Squirrell (202) 564-5387 U. S. Environmental Protection Agency 1200 Pennsylvania Avenue N.W., #3903R Washington, DC 20460

SEPA United States Environmental Protection Agency

(1230T) Washington, DC 20460

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