Welcome to Sandia’s Small Business Forum

Today’s Topic:
Small Disadvantaged Business

In Partnership with:
U.S. Department of Energy, Office of Small and Disadvantaged Business Utilization
U.S. Small Business Administration
New Mexico Minority Business Development Agency Business Center

Forum Agenda

Sandia’s Small Business Program
Doing Business with the U.S. Department of Energy
How to Qualify as a Small Disadvantaged Business
Minority Business Development Agency and What We Can Do for Your Business
The Importance of Small Disadvantaged Business at Sandia and Upcoming Opportunities
Final Comments
Sandia’s Small Business Program

Paul Sedillo, Small Business Program Manager, Sandia National Laboratories
Engineering Sciences at Sandia Labs
Office of Management and Budget (OMB)

- Federal Government is the largest consumer of goods, products, and services in the world
- Changes by the White House will boost contracting opportunities for small, disadvantaged businesses
- Executive Order 13985
- The president has set a goal of increasing the share of contracts awarded to small, disadvantaged businesses (SDBs) to 15% by 2025
Sandia’s Small Business Commitment

*Exceptional service in the national interest*
Doing Business with the U.S. Department of Energy

Nicola Ohaegbu, Procurement Analyst and Small Business Technical Advisor (SBTA), U.S. Department of Energy, Office of Small and Disadvantaged Business Utilization
History and Mission

Ensure America’s security and prosperity by addressing its energy, environmental, and nuclear challenges through transformative science and technology solutions.

**Energy**
Catalyze the timely, material, and efficient transformation of the nation’s energy system and secure U.S. leadership in energy technologies.

**Science and Innovation**
Maintain a vibrant U.S. effort in science and engineering as a cornerstone of our economic prosperity with clear leadership in strategic areas.

**Nuclear Safety and Security**
Enhance nuclear security through defense, nonproliferation, and environmental efforts.

**Management and Operational Excellence**
Establish an operational and adaptable framework that combines the best wisdom of all Department stakeholders to maximize mission success.
FY 2021 Budget

- NNSA (S5): 20.1, 43%
- Science and Energy (S4): 16.1, 34%
- Direct Reports: 10.7, 23%
- Undersecretary (S3): 0.2, 0%
OUR MISSION
Maximize contract opportunities for small businesses while advancing the Agency’s missions

OUR COMMITMENT
O: Open the lines of communication through outreach and training
S: Serve as small business advocates
D: Deliver useful information
B: Build public and private industry relationships
U: Utilize DOE Programs and best practices
OSDBU Strategic Objectives

**OSDBU OBJECTIVES**

**OBJECTIVE #1**
Simplify Doing Business with DOE

**OBJECTIVE #2**
Maximize SB Opportunities

**OBJECTIVE #3**
Maximize SB Awards

**ENABLING ACTIVITIES**

OSDBU Staff & SBPMs
Education/Resources
Inreach/Outreach
Compliance Requirements

**DOE P 547.1, Small Business First Policy**

“The Department of Energy (DOE) will foster a dynamic business environment for the small business community, which includes small, veteran-owned, service-disabled veteran-owned, HUBZone, small disadvantaged, and women-owned small business concerns. This will widen the scope of opportunities that small businesses can participate in, while also strengthening the Agency, and in turn, the American economy.”
DOE exceeded its FY 2020 statutory prime and subcontracting small business goals and achieved its highest small business obligations to date

- $8.7B obligated to small businesses in FY 2020 (of $35.5B total)
  - $5.1B in direct prime and first-tier M&O subcontract small business awards
  - $3.6B in direct subcontract small business awards
- 1 in 4 contract dollars awarded to small businesses

<table>
<thead>
<tr>
<th>Total Small Business Obligations (Prime + MOSRC* + Subcontracts)</th>
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<tbody>
<tr>
<td>FY 2015</td>
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<tr>
<td>FY 2016</td>
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<td>FY 2017</td>
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<td>FY 2018</td>
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<tr>
<td>FY 2019</td>
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<tr>
<td>FY 2020</td>
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</tbody>
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* Management & Operating Subcontract Reporting Capability

http://smallbusiness.energy.gov
### What DOE Buys

**Top 5 NAICS* Codes – Prime**

- 562910 – Remediation Services
- 541611 – Administrative Management and General Management Consulting Services
- 541330 – Engineering Services
- 561210 – Facilities Support Services
- 541513 – Computer Facilities Management Services

**Top 5 NAICS Codes – Subcontracting**

- 541330 – Engineering Services
- 541990 – Professional Services
- 541715 – Research and Development in the Physical, Engineering, and Life Sciences
- 562910 – Remediation Services
- 611710 – Educational Services

* North American Industry Classification System Codes
How DOE Buys

- Full & Open Competition
- Small Business Set-Asides
- Other than Full & Open Competition (Non-competitive)
- Simplified Acquisition Procedures (SAP)
- General Service Administration (GSA)
- Category Management strategic contracts, Blanket Purchases Agreements (BPAs), Indefinite Delivery Contracts, etc.
- Unsolicited Proposals
- Financial Assistance Opportunities in addition to DOE procurements
• Approximately 80% of DOE’s annual procurement base is allocated to the Agency’s Management and Operating Contractors (M&Os), also commonly referred to as Facility Management Contractors (FMCs)

• DOE Prime Contractors are interested in subcontracting with all categories of SDB 8(a), HUBZone, SDVOSB, WOSB small business concerns

• DOE subcontracting opportunities can be found at: https://www.energy.gov/osdbu/acquisition-forecast

• Supply Chain Management Center (SCMC): https://thescmcgroup.com/
To determine if opportunities exist for your company with DOE prime contractors, we recommend you prepare yourself as follows:

• Research the company and procurement opportunities to determine the right fit

• Register in the Primes’ Supplier Registration database, if required

• Email each Prime’s point of contact with your interest in subcontracting opportunities. Briefly explain how you believe you can assist the Prime

• If you meet with a Prime, be prepared, and most important, be on time

• Follow-up with additional information, if required
## How to Increase Your Success

### LEVERAGE
- Engage SBA, Small Business Development Centers, Procurement Technical Assistance Centers, Minority Business Development Centers and other small business advocates
- Understand and pursue Key DOE Programs like MPP
- Join Trade Organizations
- Review DOE OSDBU Small Business Toolbox
- Engage OSDBU and sites’ Small Business Program Managers

### PREPARE
- Learn what products and services DOE buys at its different sites
- Review DOE and Major Contractor acquisition forecasts and SAM.gov
- Ensure socio-economic certifications and security classifications are current
- Know your business/industry
- Stay current with regulations, laws, policy, etc.
- Establish teaming arrangements, joint ventures, etc.
- Create strong capability statement

### TARGET
- Market/match up your capabilities against DOE/Prime requirements
- Pursue low dollar requirements to build past performance
- Pursue all levels of opportunities
- Participate in outreach events
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Register in DOE Supplier databases

[http://smallbusiness.energy.gov](http://smallbusiness.energy.gov)
Important Links

• System for Award Management: http://sam.gov/
• Fedconnect: https://www.fedconnect.net/FedConnect/Default.htm
• DOE OSDBU Small Business Toolbox: Small Business Toolbox | Department of Energy
• DOE Acquisition Forecasts: https://www.energy.gov/osdbu/acquisition-forecast
• DOE Small Business Program Managers Directory: https://www.energy.gov/osdbu/articles/small-business-program-managers-directory
• DOE Small Business Innovation Research and Small Business Technology Transfer: https://science.energy.gov/sbir/
• DOE Unsolicited Proposal Program: https://www.netl.doe.gov/business/unsolicited-proposals
• DOE MPP: Mentor-Protégé Program | Department of Energy
• Alleged Undue Restriction: https://www.energy.gov/osdbu/small-business-services/submit-notice-alleged-undue-restriction
• U.S. Small Business Administration: https://www.sba.gov/
• Procurement Technical Assistance Centers: https://www.aptac-us.org/
• Minority Business Development Centers: MBDA Programs | Minority Business Development Agency
• North American Industry Classification System (NAICS): https://www.census.gov/eos/www/naics
• General Services Administration: https://www.ebuy.gsa.gov/ebuy/
• Federal Grants: www.grants.gov
Key Takeaways for Doing Business with DOE

Understand the core missions and needs of Program Offices and target your efforts.

Ensure that your website and capability statements clearly articulate your organization’s key offerings.

When meeting with DOE and Primes, know who you are meeting with and their role so that you can explain the relevancy of your offerings.

Mission requirements are constantly evolving — be a partner to help DOE/Primes fill capability gaps by listening to needs and the direction we are going.

Utilize the resources available to navigate DOE opportunities.

http://smallbusiness.energy.gov
For help with doing business with the DOE and individually-tailored business development customer care, feel free to contact our office:

- Call: (202) 586-7377
- Email: smallbusiness@hq.doe.gov
- Or fill out the Doing Business with DOE Form on the OSDBU website

SBIR/STTR Program – Kent Hibben: Kent.Hibben@hq.doe.gov
Mentor-Protégé Program - Mark Lochbaum: Mark.Lochbaum@hq.doe.gov
DOE HQ Forecast - Tanya Crawford: Tanya.Crawford@hq.doe.gov
How to Qualify as a Small Disadvantaged Business

Joshua Baca, Business Opportunity Specialist, U.S. Small Business Administration
Set-Aside for Certification Programs and Socio-Economic Categories

Targeted set-asides and acquisition goals:

- Women-Owned Small Businesses (5%)
- Small Disadvantaged Businesses (including 8(a) certified) (5%)
- HUBZone Small Businesses (3%)
- Service-Disabled Veteran-Owned Small Businesses (3%)

Set-asides are reserved for small business between $3,500 (Micro-purchase Threshold) to $250,000 (Simplified Acquisition Threshold)
What is a Small Disadvantaged Business?

13 CFR § 124.1001 What is a Small Disadvantaged Business?

(a) **General.** A Small Disadvantaged Business (SDB) for purposes of any Federal subcontracting program is a concern that qualifies as small under [part 121 of this title](#) for the size standard corresponding to the six-digit North American Industry Classification System (NAICS) code that is assigned by the contracting officer to the procurement at issue, and that is owned and controlled by one or more socially and economically disadvantaged individuals.
Economically Disadvantaged Requirements to Qualify

- Personal net worth (assets less liabilities) less than $750,000
- Three-year average adjusted gross income is $350,000 or less
- Fair market value of all assets is $6 million or less
Designated Socially Disadvantaged Criteria

Designated Groups

01
- Black American
- Asian Pacific American
- Hispanic American
- Native American
- Subcontinent Asian American

Non-Designated Group Criteria

02

Preponderance of the evidence
- An individual claiming social disadvantage must present facts and evidence that by themselves establish that the individual has suffered social disadvantage that has negatively impacted his or her entry into or advancement in the business world.
8(a) Business Development Program

- Access to business development support
- Build capacity and grow through contracts
- Nine-year program available once per lifetime
8(a) Application Process

BEFORE APPLICATION

- Register for a DUNS number
- Identify NAICS code(s)
- Register with SAM

APPLY FOR CERTIFICATION

- Review application guide
- Gather supporting documentation
- Apply online at certify.SBA.gov

RESOURCES

- Access resources on the Knowledge Base at certify.SBA.gov
U.S. Small Business Administration
New Mexico District Office

**Address:** 2206 Gold Ave, SW
Albuquerque, NM 87102

**Phone:** 505-248-8225

**Fax:** 505-248-8245

**Email:** NewMexico_DO@sba.gov
Minority Business Development Agency and What We Can Do for Your Business

Gabriela Marques, Project Director, New Mexico Minority Business Development Agency Business Center
What We Are

New Mexico Minority Business Development Agency (MBDA)

• An agency of the U.S. Department of Commerce that helps create and retain U.S. jobs by promoting the growth and global competitiveness of minority owned businesses of all sizes

• National network of 36 business centers and a wide range of domestic and international strategic partners

• Provides clients with the technical assistance and access to capital, contract opportunities, and new markets
MBDA is working on behalf of the nation’s 11 million minority-owned firms in support of their growth and global competitiveness.

- **VISION**: Economic prosperity for all American business enterprises
- **MISSION**: To promote the growth of minority-owned business through the mobilization and advancement of public and private sector programs, policy and research.
By the Numbers

There are nearly **11 million** minority-owned businesses in the United States.

Employing more than **6.3 million** people.

Generating more than **$1.8 trillion** in revenue annually.
Who We Serve

Our clients are U.S. minority business enterprises (MBEs) owned and operated by African Americans, Asian Americans, Hasidic Jews, Hispanic Americans, Native Americans, and Pacific Islanders.

The Center will maximize its impact by focusing on high growth sectors in which New Mexico excels: biosciences, aerospace and drone technology, energy, defense, construction, health care, optics and photonics, cybersecurity, advanced manufacturing, and film and television.
We Give Access to...

**Access to Capital**
MBDA connects entrepreneurs to private lenders, including banks, mutual funds, and investors. With the Agency’s support, minority-owned businesses gained access to more than $1.6 billion capital in FY19.

**Access to Contracts**
MBDA produces and promotes information for and about MBEs. In FY19, MBDA helped minority-owned businesses secure $3.1 billion in contracts.

**Access to Markets**
MBDA positions minority-owned businesses to perform in high growth industries, emerging markets and global supply chains. The Agency helped MBEs facilitate more than $300 million in export transactions during FY19.
New Mexico Strategic Partners
MBDA: Then & Now

Minority-owned Employer Firms
(i.e., having one paid employee or more)

When MBDA was created in 1969, there were 90,000 minority-owned firms that had at least one employee. Now there are over 1 million minority employer firms.

Congratulations to all MBEs for your outstanding entrepreneurship and perseverance. As a permanent agency https://buff.ly/3EbV1Er, MBDA is slated to grow its resources to help you thrive in the coming years.
MBDA: Then & Now

MBDA Formation Milestones

1969
Executive Order 11458 creates the Office of Minority Business Enterprise (OMBE).

1979
The Office of Minority Business Enterprise becomes the Minority Business Development Agency.

2021
President signs bill making the Minority Business Development Agency PERMANENT.

In 1969, President Nixon signed Executive Order 11458 creating the Office of Minority Business Enterprise (OMBE), a recognition that that increasing the number and scope of minority businesses is crucial to the U.S. economy. Ten years later, OMBE became MBDA, and in 2021, MBDA became a PERMANENT agency.
Located at
Hispano Chamber of Commerce
1309 4th Street SW.
Albuquerque, NM 87102
www.nmmbda.com
Contact Information

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Project Director
Phone (505) 376.7823
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nter.com

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Business Advisor
Phone (505) 376.7824
Email: msilva@cabqmbdcenter.com

www.nmmbda.com
The Importance of Small Disadvantaged Business at Sandia National Laboratories and Upcoming Opportunities

Leo Valencia, Small Business Advocate, Sandia National Laboratories
# Socio Economic Goals at Sandia

<table>
<thead>
<tr>
<th>Category</th>
<th>Total SB Goals</th>
<th>Small Disadvantaged</th>
<th>Women-Owned</th>
<th>HUBZone</th>
<th>Vet-Owned</th>
<th>Service-Disabled Vet-Owned</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17 Goals</td>
<td>50%</td>
<td>10%</td>
<td>10%</td>
<td>3%</td>
<td>5%</td>
<td>3%</td>
</tr>
<tr>
<td>FY18 Goals</td>
<td>52%</td>
<td>10%</td>
<td>10%</td>
<td>3%</td>
<td>5%</td>
<td>3%</td>
</tr>
<tr>
<td>FY19 Goals</td>
<td>54%</td>
<td>12%</td>
<td>10%</td>
<td>3%</td>
<td>6%</td>
<td>3.50%</td>
</tr>
<tr>
<td>FY20 Goals</td>
<td>56%</td>
<td>12%</td>
<td>10%</td>
<td>3.50%</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>FY21 Goals</td>
<td>58%</td>
<td>13%</td>
<td>10%</td>
<td>3.75%</td>
<td>7%</td>
<td>5.50%</td>
</tr>
<tr>
<td>FY21 Accomplishment</td>
<td>64.96%</td>
<td>20.31%</td>
<td>12.70%</td>
<td>5.66%</td>
<td>9.48%</td>
<td>6.77%</td>
</tr>
<tr>
<td>FY22 Goals</td>
<td>60%</td>
<td>15%</td>
<td>10.5%</td>
<td>4%</td>
<td>7%</td>
<td>5.50%</td>
</tr>
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</table>
Socio Economic Goals at Sandia Increases...

**Proposed Overall SB**
- FY17 – 50%
- FY18 – 52%
- FY19 – 54%
- FY20 – 56%
- FY21 – 58%
- FY22 – 60% 2% increase year over year

**FY22 Small Business Subcategory**
- SDB – 15% Up 2%
- WOSB – 10.5% Up 0.5%
- HUBZone – 4% Up 0.25%
- VOSB – 7%
- SDVOSB – 5%
### Sandia Socio-Economic Set-Asides

Per FAR Part 19 – Small Business Programs

<table>
<thead>
<tr>
<th>HUBZone, SDVOSB, WOSB, or EDWOSB</th>
<th>8(a), DOE or NTESS Protégé</th>
</tr>
</thead>
<tbody>
<tr>
<td>a) Reasonable expectation that offers would be received from two or more suppliers</td>
<td>a) Supplier has acceptable performance</td>
</tr>
<tr>
<td>b) Supplier has acceptable performance</td>
<td>b) Price can be deemed fair and reasonable</td>
</tr>
<tr>
<td>c) Price can be deemed fair and reasonable</td>
<td></td>
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</tbody>
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**Dollar Thresholds:**

- **HUBZone**: $7M for manufacturing* NAICS and $4M all others
- **SDVOSB and WOSB/EDWOSB**: $6.5M for manufacturing* NAICS and $4M all others
- **8(a), DOE or NTESS Protégé**: $7M for manufacturing* NAICS and $4M all others
Sandia Upcoming Opportunities

- Facilities and large design build construction work for our NM and CA locations
- Electrical Construction Partnership (In house optical engineering)
- Capacitors
- Y-12 Security Escorts
- Semiconductor Manufacturing and Testing Equipment

Reference Sandia’s Business Opportunities Website (BOW) for additional opportunities
Sandia’s top subcontracting industries in Fiscal Year (FY)21 were:

- Computer Related Services
- Research and Development (R&D)
- Commercial and Institutional Building Construction
- Engineering Services
- Electronic Computer Manufacturing
- Machine Shops
### Subcontract – Related Payments

**Overall**

<table>
<thead>
<tr>
<th>Category</th>
<th>Overall Payment</th>
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</thead>
<tbody>
<tr>
<td>Total Subcontract Payments</td>
<td>$1,369,484,000</td>
</tr>
<tr>
<td>Total Small Business</td>
<td>$838,459,000</td>
</tr>
<tr>
<td>Small Business</td>
<td>$384,063,000</td>
</tr>
<tr>
<td>Disadvantaged</td>
<td>$222,242,000</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$173,092,000</td>
</tr>
<tr>
<td>Veteran-Owned</td>
<td>$132,438,000</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$93,189,000</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$68,800,000</td>
</tr>
</tbody>
</table>

**New Mexico**

<table>
<thead>
<tr>
<th>Category</th>
<th>Payment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Subcontract Payments</td>
<td>$475,456,000</td>
</tr>
<tr>
<td>Total Small Business</td>
<td>$360,118,000</td>
</tr>
<tr>
<td>Small Business</td>
<td>$131,873,000</td>
</tr>
<tr>
<td>Disadvantaged</td>
<td>$128,011,000</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>$81,680,000</td>
</tr>
<tr>
<td>Veteran-Owned</td>
<td>$44,399,000</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$16,835,000</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$34,952,000</td>
</tr>
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**New Mexico Total Procurement Impact**

- **Subcontract Payments**
  - Small Business: $360,118,000
  - Other than Small Business: $115,338,000
  - As Percent of Total Subcontract Payments: 35%
  - Procurement Card Payments: $9,635,000

**California Total Procurement Impact**

- **Subcontract Payments**
  - $485,091,000
  - $475,456,000

- **As Percent of Total Subcontract Payments**
  - Small Business: 25%
  - Other than Small Business: 15%

- **Procurement Card Payments**
  - $9,635,000
  - $14,338,000

The Supplier Diversity Team
Final Remarks

Additional Questions?

supplier@sandia.gov

Thank you for your time!