



SBE

THE SMALL BUSINESS ENTREPRENEUR

Spring 2006

Director's Corner ▶

OSDBU Hosts Small Business Awards Ceremony



David Sutton, OSDBU Director and Mike Allen, Deputy Assistant Attorney General, Policy, Management and Planning

The Office of Small and Disadvantaged Business Utilization (OSDBU) held its annual Small Business Awards ceremony on May 9, 2006, in the Great Hall of the Robert F. Kennedy Department of Justice (DOJ) Building. The purpose of the ceremony was to recognize Department components, prime contractors, and individuals who made significant contributions to the Department's Small Business Program during fiscal year (FY) 2005.

OSDBU Director David Sutton hosted the ceremony. Stephen D. Galvan, Chief Operating Officer and Chief of Staff, U.S. Small Business Administration (SBA), delivered the keynote address in which he discussed the utilization of small businesses and their importance to America's economy. He also commended DOJ and its Bureaus for the small business goals they met and exceeded, and encouraged them to increase their efforts in areas where goals were not met. Deputy Assistant Attorney General,

continued on p. 2

Contents ▶

- 2 Top 25 NAICS at DOJ During FY 2005
- 4 Small Business Success Story: Applied Quality Communications, Inc.
- 4 Small Business Goals and Accomplishments
- 6 Vendor Counseling/Outreach Events
- 8 FY 2005 Small Business Award Recipients
- 11 FY 2005 Small Business Awards Ceremony Photo Gallery
- 13 U. S. Department of Justice Small Business Contacts





Policy, Management, and Planning, Michael Allen, also spoke and presented the awards to the recipients. Although Paul Corts, Assistant Attorney General for Administration, could not be present for the ceremony, he addressed the attendees via a video message in which he extended congratulations to all of the award recipients and expressed his support for the Small Business Program and the OSDBU staff.

Nine of the Department's major components received awards for exceeding one or more of the Department's Small Business Goals for FY 2005. Four large business prime contractors also received awards for exceeding one or more of the Department's subcontracting goals, which incidentally brought to light a small business success story.

J.C. Chang and Associates of Torrence, California, received an award for exceeding the Historically Underutilized Business Zone (HUBZone) small business subcontracting goal for FY 2005. Remarkably, the company is a former HUBZone firm that developed into a large business. The firm is now assisting other HubZone firms to build on their past performance and to grow. J.C. Chang's efforts clearly demonstrate one of the key components of the President's Small Business Agenda: "to create an environment where entrepreneurs can flourish."

In addition to the Department's Small Business Specialists, other individuals were recognized for their individual contributions to the Department's Small Business Program during FY 2005, including leadership efforts in implementing the small business program within the Department; developing a small business procurement review form; providing technical assistance to the OSDBU staff on the Federal Procurement Data System-Next Generation (FPDS-NG); leading the Department's implementation of the Electronic Subcontract Reporting System (eSRS), which will help the Department better assess its small business subcontracting accomplishments; and for making significant contributions to the Department's FY 2005 Information Technology (IT) Small Business Counseling Session. Large business

prime contractors that made significant contributions to the IT session were also recognized.

The awards ceremony not only served as an opportunity for Department components, prime contractors, and individuals to celebrate their small business accomplishments and challenge each other to surpass this year's accomplishments, but also served as an opportunity to reinforce the importance of the small business program which is so vital to our national economy.

A detailed listing of the award recipients is on page **8** of this newsletter.

Top 25 NAICS Codes at DOJ during FY 2005 ▶

The North American Industry Classification System (NAICS) is used to determine whether a business is considered "small" for the purposes of Federal procurement programs. Depending on the industry, the small business size standard may be based on the number of employees, average annual revenues, or a combination thereof. This standard sets the upper limit for size a for-profit concern can be and still qualify as a small business for Federal programs. For more information on size standards, please visit <http://www.sba.gov/size>.

The following list (located on page **3**) includes the top 25 NAICS codes used by Department of Justice (DOJ) contracting officers during FY 2005, and the total dollars obligated under each code. While these codes may not always be the top 25 NAICS codes at DOJ, this listing shows small business contractors where DOJ might be spending its money. This information should be used to determine if there is a potential match between DOJ's needs and the services a small business contractor can offer. Small businesses are also encouraged to review the details of our Forecast of Contracting Opportunities at <http://www.usdoj.gov/jmd/osdbu>.



Top 25 NAICS at DOJ During FY 2005 ▶

NAICS Code	Description	Total Dollars Obligated
236220	Commercial and Institutional Building Construction	\$143,657,393
922140	Correctional Institutions	\$134,503,333
561210	Facilities Support Services	\$127,510,072
541199	All Other Legal Services	\$84,697,499
561612	Security Guards and Patrol Services	\$79,157,643
541519	Other Computer-Related Services	\$50,355,779
622110	General Medical and Surgical Hospitals	\$32,532,222
541512	Computer Systems Design Services	\$29,504,746
221122	Electronic Power Distribution	\$28,407,309
237130	Power and Communication Line and Related Structures Construction	\$24,180,285
623990	Other Residential Care Facilities	\$22,792,228
334111	Electronic Computer Manufacturing	\$22,562,443
237110	Water and Sewer Line and Related Structures Construction	\$22,025,616
541511	Custom Computer Programming Services	\$21,063,425
561431	Private Mail Centers	\$20,904,348
221210	Natural Gas Distribution	\$20,897,861
443120	Computer and Software Stores	\$19,343,196
722310	Food Service Contractors	\$17,137,963
541611	Administrative Management and General Management Consulting Services	\$16,659,377
221310	Water Supply and Irrigation Systems	\$15,550,811
424410	General Line Grocery Merchant Wholesalers	\$13,582,272
514191	On-Line Information Services	\$13,229,181
532411	Commercial Air, Rail, and Water Transportation Equipment Rental and Leasing	\$13,002,580
238160	Roofing Contractors	\$12,888,073
334210	Telephone Apparatus Manufacturing	\$10,006,001



Small Business Success Story ▶

Applied Quality Communications, Inc.

A Service-Disabled Veteran-Owned Small Business

Applied Quality Communications (AQC) of Oxon Hill, Maryland, has been doing work for the Federal Bureau of Investigation (FBI) since 1990. The company's contracts were obtained through a variety of procurement methods, including full and open competition, 8(a) competitive, 8(a) sole source, and the U.S. General Services Administration (GSA) Information Technology Schedule 70. Although AQC has now graduated from the 8(a) program, it continues to serve the FBI as a Service-Disabled Veteran-Owned Small Business.

AQC's primary areas of business expertise include systems integration, systems engineering, communications engineering, hardware/software procurement, technology assessment, product assurance and testing, training, facilities support, program/project management, and distance learning. It provides telecommunications and computer-related services for all industry segments—government and commercial, domestic and international.

Founded in 1990 by George Essex, a Vietnam combat veteran, and Alma Cravins-Essex, AQC has built a long-term relationship with the FBI, providing engineering design and telecommunications system integration. As George Essex remarked, "DOJ's mission is to enforce the law and defend the United States. Our enthusiasm comes from knowing that we contribute to the mission."

In addition to the work being done at the DOJ, AQC has numerous contracts with other Federal Departments and Agencies, including quality assurance testing on information technology vehicles for the U.S. Army and providing biometric and secure access systems to the Treasury Department. AQC has recently expanded into

Knowledge Systems and Distributed Learning through the Defense Contracts Management Agency (DCMA). AQC also deploys, hosts, and enhances a Learning Management System (LMS) that has trained 11,000 DCMA employees worldwide. To ensure that AQC will continue to provide valuable, high-quality services to its customers, the company has embarked on attaining ISO 9001:2000 certification.

Please join us in congratulating AQC on its accomplishments. You may visit their website at www.aqci.com.

DOJ's Small Business Goals and Accomplishments ▶

The DOJ OSDBU negotiates goals with SBA and monitors accomplishments for the participation of small businesses in Justice Department acquisitions. To assist the Department in achieving its goals, the OSDBU reviews procurements, maintains resource information, and provides technical advice and assistance to the contracting staffs as needed. DOJ's small business goals and accomplishments follow.

Figure 1:

FY 2006/2007 Prime and Subcontracting Goals

Figure 2:

FY 2005 Prime Contracting Goals and Accomplishments

Figure 3:

FY 2003 Subcontracting Goals and Accomplishments

(Figures located on page 5)



Figure 1 ▶
FY 2006/2007 Prime and Subcontracting Goals

Category	Prime Goals	Subcontracting Goals
Small Business	32.4%	42.5%
8(a)	3.0%	N/A
Small Disadvantaged	5.5%	5.7%
Woman-Owned	5.0%	5.7%
HUBZone	3.0%	3.0%
SDVOSB	3.0%	3.0%

Figure 2 ▶
FY 2005 Prime Contracting Goals and Accomplishments

Category	Prime Goals* ¹	Actual* ²
Small Business	31.5%	34.3%
8(a)	3.7%	2.2%
Small Disadvantaged	12.0%	3.0%
Woman-Owned	5.0%	6.3%
HUBZone	3.0%	1.2%
SDVOSB	3.0%	0.8%

*¹ Goals for each category are equal to the average of actual accomplishments over the prior three fiscal years or the statutory goal, whichever is HIGHER.

*² FY 2005 Actuals were not yet final at the time of publication.

Figure 3 ▶
FY 2003 Subcontracting Goals and Accomplishments*

Category	Goal	Actual
Small Business	40%	40.3%
Small Disadvantaged	5%	4.5%
Woman-Owned	5%	5.9%
HUBZone	3%	3.5%
SDVOSB	3%	.004%

* At the time of publication, subcontracting accomplishments for FY 2004 and FY 2005 were still being finalized in the federal government's new Electronic Subcontract Reporting System (eSRS).



Vendor Counseling/ Outreach Events ▶

Outreach At Its Best!



The DOJ OSDBU hosts monthly Vendor Monthly Counseling Sessions. These sessions allow small businesses an opportunity to meet the Department's various Small Business Specialists to discuss procurement opportunities and doing business with the government.

The sessions are held on the 3rd Tuesday of each month unless otherwise specified and are held at National Place Building (The Shops), 1331 Pennsylvania Avenue, NW, Room 1160-A, Washington, DC. Small business representatives are welcomed to schedule 15-minute appointment with any of the Small Business Specialists, which are listed on page 13. To schedule an appointment, contact the OSDBU staff on 1-800-345-3712. Appointments will be made on a first come first served basis. Scheduling begins noon EST/EDT on the first work day of each month.

Provided below for your information and for planning purposes are highlights from recent Vendor Counseling Sessions and a schedule of planned Vendor Counseling Outreach Events.

Recent Vendor Counseling Sessions ▶

Information Technology Vendor Counseling Session- June 2005

DOJ's Information Technology Vendor Session provided small business information technology (IT) firms with an overview of the Department's planned IT requirements and gave them an opportunity to network with Department IT professionals and the Department's large business IT prime contractors. Vance Hitch, Chief Information Officer (CIO), of the Department of Justice was the keynote speaker. The session was well attended with over two hundred IT firms. The CIOs from all of DOJ's major bureaus also participated. Presentations are available for your review at: usdoj.gov/jmd/osdbu.

Service Disabled Veteran Owned Small Business Vendor Counseling Session- August 2005

The purpose of the session was for small business specialists to provide SDVOSBs with an overview of the Department's planned procurements. A representative from the Association for Service Disabled Veterans National Task Force for Veterans' Entrepreneurship was the keynote speaker. Over one hundred SDVOSBs participated in the session.

8(a) Vendor Counseling Session - November 2005

The 8(a) Vendor Counseling Session was organized for small business outreach, specifically to the 8(a) community. The small business specialists, representing nine of the ten DOJ bureaus, gave presentations outlining future requirements. The participants had an opportunity to network with the small business specialists, as well as with representatives from other 8(a) firms. Over one hundred forty 8(a) small businesses from various regions,



including Pennsylvania, North Carolina, Kentucky and Alabama participated in the session.

HUBZone Vendor Counseling Session- January 2006

During this session, HUBZone firms in attendance networked with DOJ small business specialists and representatives from large business prime contractors seeking HUBZone subcontractors.



Planned Vendor Outreach Events ▶

EVENT	DATE(S)	LOCATION	POINT OF CONTACT
Vendor Outreach Session	June 20, 2006	OSDBU 1331 Pennsylvania Ave., NW Washington, DC 20530 Suite 1160-A 9:00 a.m. to 12:00 p.m.	Kerrie Jackson (202) 616-0521
Vendor Outreach Session	July 18, 2006	OSDBU 1331 Pennsylvania Ave., NW Washington, DC 20530 Suite 1160-A 9:00 a.m. to 12:00 p.m.	Kerrie Jackson (202) 616-0521
SDVOSB Small Business Counseling Session	August 29, 2006	DEA Headquarters 700 Army Navy Drive Arlington, VA 22202	Kerrie Jackson (202) 616-0521
Vendor Outreach Session	October 17, 2006	OSDBU 1331 Pennsylvania Ave., NW Washington, DC 20530 Suite 1160-A 9:00 a.m. to 12:00 p.m.	Kerrie Jackson (202) 616-0521
8(a) Small Business Counseling Session	November 2006	TBD	Kerrie Jackson (202) 616-0521



FY 2005 Small Business Award Ceremony List of Award Recipients ▶

For Exceeding the Department's FY 2005 Prime Contracting Goals ▶

Facilities and Administrative Services Staff	For Exceeding the Department's Goal for the Utilization of Small Businesses as Prime Contractors
Office of Justice Programs	For exceeding the Department's Goal for the Utilization of Small Disadvantaged Businesses as Prime Contractors
Federal Bureau of Investigation	For Exceeding the Department's Goal for the Utilization of Women-Owned Small Businesses as Prime Contractors
Office of the Federal Detention Trustee	For Exceeding the Department's Goal for the Utilization of Women-Owned Small Businesses as Prime Contractors
Federal Bureau of Prisons	For Exceeding the Department's Goals for the Utilization of Small and Women-Owned Small Businesses as Prime Contractors
Federal Prison Industries/UNICOR	For Exceeding the Department's Goals for the Utilization of Small and Women-Owned Small Businesses as Prime Contractors
Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives	For Exceeding the Department's Goals for the Utilization of Small, Small Disadvantaged, and Women-Owned Small Businesses as Prime Contractors
U. S. Drug Enforcement Administration	For Exceeding the Department's Goals for the Utilization of Small, 8(a), and Women-Owned Small Businesses as Prime Contractors
Office of the Inspector General	For Exceeding the Department's Goals for the Utilization of Small, 8(a), Small Disadvantaged, HUBZone, and Women-Owned Small Businesses as Prime Contractors

For Exceeding the Department's FY 2005 Subcontracting Goals ▶

SAIC	For Exceeding the Department's Goal for the Utilization of Small Businesses as Subcontractors
FLINTCO, Inc.	For Exceeding the Department's Goal for the Utilization of Women-Owned Small Businesses as Subcontractors



J.C. Chang & Associates

For Exceeding the Department's Goal for the Utilization of HUBZone Firms as Subcontractors

CACI International, Inc.

For Exceeding the Department's Goals for the Utilization of Small Disadvantaged Businesses and Service-Disabled Veteran-Owned Small Businesses as Subcontractors

For Individual Contributions to Furthering the Utilization of Small Businesses Within the Department ▶

Paul R. Corts

Assistant Attorney General for Administration

Michael Allen

Deputy Assistant Attorney General, Policy, Management, and Planning

Romona Glover

OSDBU

Kerrie Jackson

OSDBU

Grace Foster

Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives

JoAnn Casteel

Federal Bureau of Investigation

Julie Hammond

Federal Bureau of Investigation

Angela Parker

Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives

Anne Hudson

Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives

Pratap Das

Federal Bureau of Prisons

Len Foust

Federal Bureau of Prisons

Vivian Drammeh

Federal Prison Industries/UNICOR

Kenneth Freeman

Justice Management Division

Mark Selweski

Justice Management Division

Harold Belcher

Justice Management Division

Lori Ray

Office of the Federal Detention Trustee

Clarise Bakebanga

Office of the Inspector General

Raymond German

Office of Justice Programs

Yolanda Tillman

U.S. Drug Enforcement Administration

Marketha Graham

U.S. Drug Enforcement Administration



Federico Dimas	U.S. Drug Enforcement Administration
Cleopatra Allen	U.S. Drug Enforcement Administration
Elizabeth Howard	U.S. Marshals Service

**For Contributions to the Department's FY 2005 Information Technology
Small Business Counseling Session ▶**

Vance Hitch	Deputy Assistant Attorney General, Information Resources Management/Chief Information Officer
Sheila Fitzgerald	Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives
Lew Sanford	Executive Office of U. S. Attorneys
Sharad Tilak	Federal Prison Industries/UNICOR
Andy Bailey	Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives
Luis Vega	Federal Bureau of Alcohol, Tobacco, Firearms, and Explosives
Mark Shafernich	U.S. Drug Enforcement Administration
Diane Litman	U.S. Marshals Service
James Loudermilk	Federal Bureau of Investigation
Stephen Shelton	Federal Bureau of Investigation
Chrisann Wirtz	Federal Bureau of Investigation
Linda Cureton	NASA
Kerry Gorton	U.S. Department of Agriculture
Lowell Denning	Enterprise Information Services, Inc.
CGI-AMS	
Computer Sciences Corporation	
Electronic Data Systems	
Lockheed Martin Corporation	



FY 2005 Small Business Award Ceremony Photo Gallery ▶



Steven D. Galvan, Chief Operating Officer/Chief of Staff,
U. S. Small Business Administration



FBI Award Recipients



FLINTCO Inc. Award Recipients



Jerry C. Chang of J. C. Chang & Associates

continued on p. 12



CACI Inc. Award Recipients



Department of Justice Small Business Specialists



Vance Hitch, Department of Justice
Chief Information Officer



CGI-AMS Award Recipients



SAIC Award Recipients



ATF Award Recipients



U.S. Department of Justice Small Business Specialists ▶

BUREAU	SMALL BUSINESS SPECIALIST	ADDRESS	CONTACT INFORMATION
Bureau of Alcohol, Tobacco, Firearms & Explosives	Mark Mullen	650 Massachusetts Ave, NW Room 3420 Washington, DC 20006	(202) 927-0221 Office (202) 927-8688 Fax Mark.Mullen@usdoj.gov
Bureau of Prisons	Pratap Das	320 First Street, NW Room 5006 Washington, DC 20530	(202) 307-0895 Office (202) 307-1146 Fax Pratap.K.Das@usdoj.gov
Federal Bureau of Investigation	JoAnn Casteel	935 Pennsylvania Ave, NW Room 10254 Washington, DC 20535	(202) 324-8340 Office (202) 324-1172 Fax Joann.Casteel@ic.fbi.gov
Federal Prison Industries/ UNICOR	Sharon Carter	400 First Street, NW 7 th Floor Washington, DC 20534	(202) 305-7306 Office (202) 305-7365 Fax Scarter@central.unicor.gov
Drug Enforcement Administration	Yolanda Tillman	600 Army Drive Room 850K Arlington, VA 22202	(202) 307-7150 Office (202) 307-7542 Fax Yolanda.T.Tillman@usdoj.gov
Justice Management Division	Ken Freeman	1331 Pennsylvania Ave, NW Suite 1000 Washington, DC 20530	(202) 307-1971 Office (202) 307-1931 Fax Kenneth.H.Freeman@usdoj.gov
Office of the Inspector General	Laura Wohlford	1425 New York Ave, NW Room 7000 Washington, DC 20005	(202) 616-3474 Office (202) 616-4532 Fax Laura.Wohlford2@usdoj.gov
Office of the Federal Detention Trustee	Connie Bare	1331 Pennsylvania, NW Suite 1210 Washington, DC 20530	(202) 353-4601 Office (202) 353-4611 Fax Connie.Bare@usdoj.gov
Office of Justice Programs	Raymond German	810 7 th Street, NW 12 th Floor Washington, DC 20531	(202) 307-0613 Office (202) 307-0086 Fax Raymond.German@usdoj.gov
U.S. Marshals Service	Elizabeth Howard	Business Services Division Suite 932, CS3 Washington, DC 20530-1000	(202) 307-9349 Office (202) 307-9695 Fax Elizabeth.Howard@usdoj.gov