


SMALL BUSINESSES: They Make an Economic Impact



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Conservation and Development
Forum**

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Today ORNL is DOE's largest multipurpose science and energy laboratory

- **\$1 billion budget**
- **4,000 employees, 3,000 research guests annually**
- **Nation's largest unclassified scientific computing facility**
- **Managing the \$1.1B US ITER project**
- **Nation's largest science facility: the \$1.4 billion Spallation Neutron Source**
- **Nation's largest concentration of open source materials research**
- **Nation's largest energy laboratory**
- **\$300 million modernization in progress**

SMALL BUSINESS FACTS

- **Small Businesses are Firms with Fewer than 500 Employees.**
- **In 2004, there were 5.9 Million Firms with Employees and 19.5 Million Firms without Employees.**
- **There were More than 17,000 Large Businesses in 2004.**
- **In 2006, there were 26.8 Million Businesses in the United States.**
- **Small Businesses Represent 99.9% of the 26.8 Million Businesses.**

THE MEANING BEHIND THESE FACTS

- **Small Businesses Drive the U.S. Economy**
- **Employ Half of All Private Sector Employees**
- **Job Creation is 60 to 80 Percent**

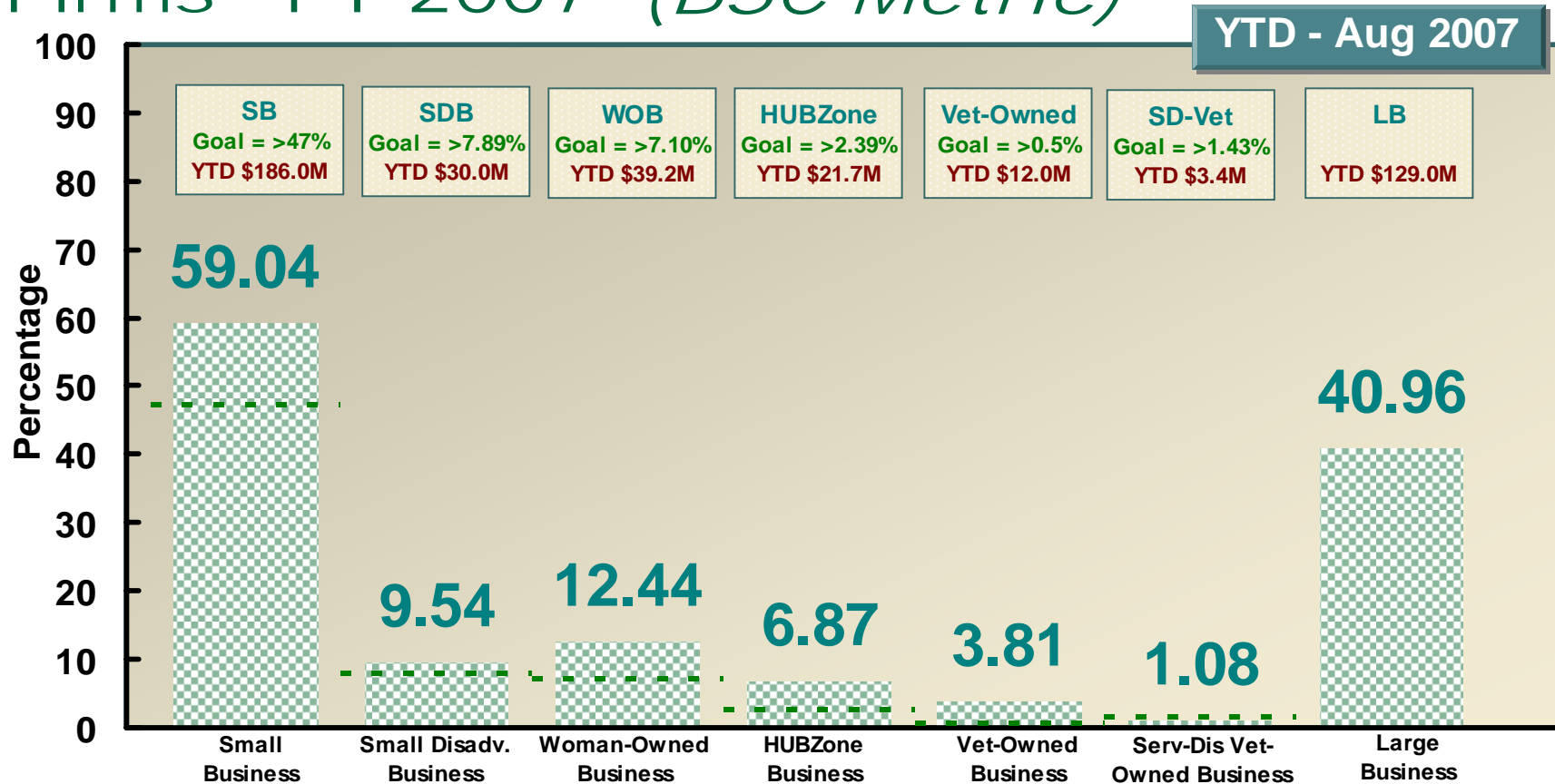
SMALL BUSINESS AND TENNESSEE

- **387,545 Small Businesses in Tennessee**
- **They Generate \$16.9 Billion in Revenue**
- **Tennessee is One of the Fastest Growth Spots for Small Businesses**

DIVERSITY IN SMALL BUSINESSES

- **Women-Owned Generated \$950.6 Billion in Revenue**
- **Minority Owned Generated \$694.1 Billion in Revenue**

% Subcontract Dollars Placed with SB Firms - FY 2007 (BSC Metric)



FY 2007 YTD	Historical Data:	FY 00*	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09
SB Base	SB=Small Business	54.57	48.41	49.22	54.10	62.70	50.79	57.84			
\$315.0M	SDB=Small Disadvantaged Business	9.77	7.55	6.42	6.24	9.23	7.09	10.54			
Educ Base	WOB=Small Woman-Owned Business	8.51	7.45	12.21	8.80	10.31	7.86	11.35			
\$41.9M	HUBZone=Historically Underutilized Business Zones	0.05	0.24	0.37	1.97	4.42	3.21	7.35			
Total Proc	Vet-Owned=Veteran-Owned Small Business	N/R	0.32	0.82	1.19	3.00	1.49	4.07			
\$619.1M	SD-Vet=Service-Disabled Veteran-Owned Small Business	N/R	0.037	-0.001	0.028	0.140	0.115	1.652			

Base for SB, SDB, WOB & HUBZone %s Excludes Foreign, GOVT, INTG, IGT & Affiliates and Includes P-Cards.

Data Source: 2096 & Proc Stats 2. * UT-Battelle contract started April 1, 2000. 6 months of data only. Base revised in FY05 & FY07.

2SELA/SE Combined.xls

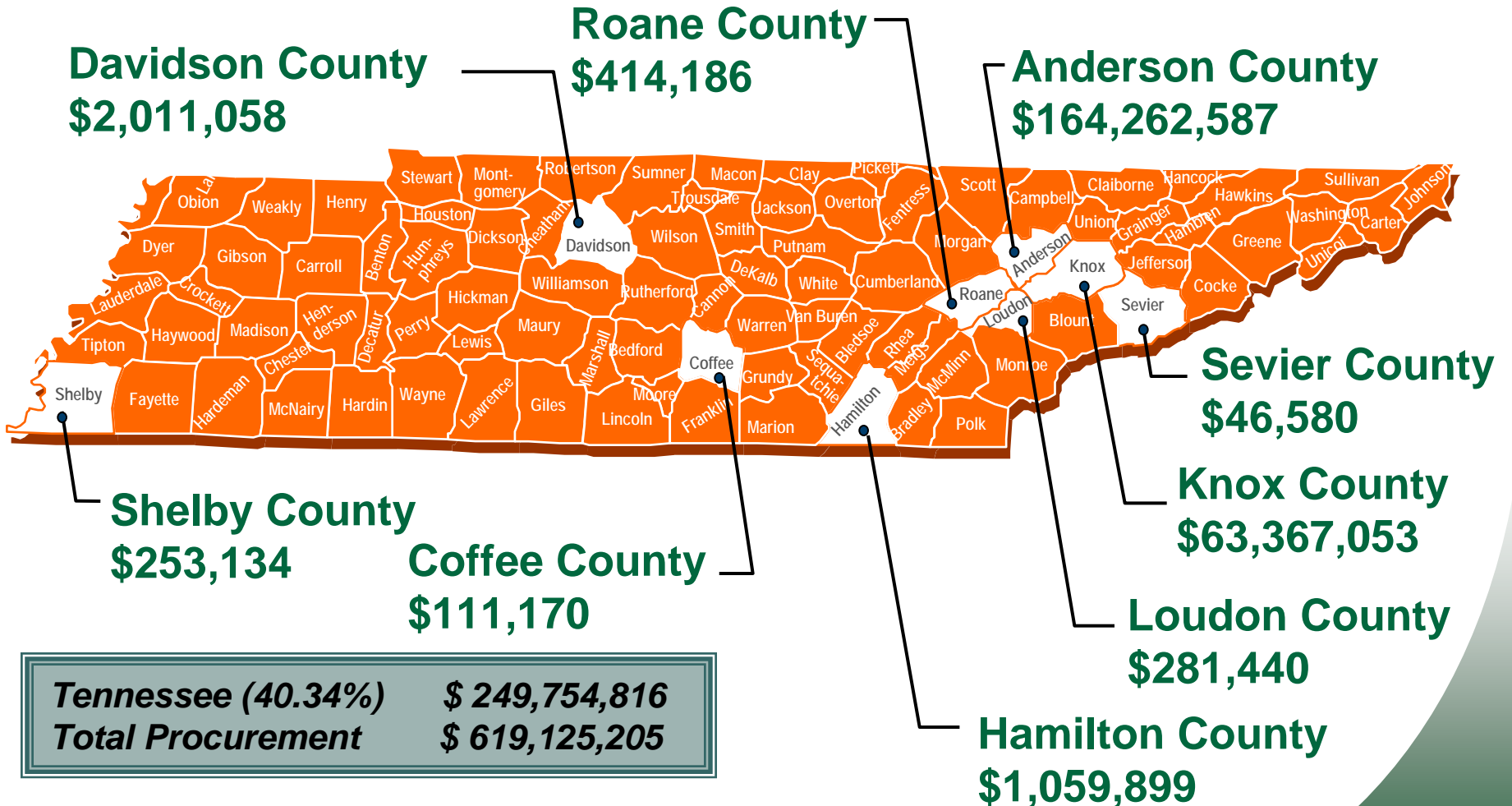
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Contract Dollars Awarded in Tennessee

Cumulative – ORNL, SNS & ITER Combined – FY 2007

August 2007



Base = Total Procurement for ORNL, SNS & ITER Combined . County #s do not include P-Card purchases.

Data Source: SAP BW

P:/ProcGrps/Contract Serv/Metrics/SELA/2007 MON/

TNmap Combined.ppt 9/12/07



KNOXVILLE'S ECONOMIC EDGE

- **Excellent Mix of Large Corporations**
- **Outstanding Mix of Federal Government and Government Prime Contractors**
- **A Wealth of Resources for Small Businesses**

THE NEXT STEP

- **Make the Decision to Reach Out to Small Businesses**
- **Establish a Metro Knoxville Initiative**
- **Seek the National Eye on your Initiative**
- **Keep the Business Diversity in the Mix**

BUILD THE RIGHT INFRASTRUCTURE

- **SB Support Centers**
- **Campaigns**
- **Compete for SB Conferences**
- **Publish your Own National Magazine**
- **Know the Job Creation Stats**
- **Keep Technology Firms High on your List.**

How to Contact Us

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