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LOS ALAMOS NATIONAL LABORATORY



Credit: Bob Brewer



SMALL BUSINESS PROGRAM SUMMARY ACQUISITION SERVICES MANAGEMENT FISCAL YEAR 2007



All pictures featured in the LANL Daily NewsBulletin

The Laboratory recognizes the vital role small businesses have on the nation's economy. It also recognizes the significant impact small businesses have on the state and local economies of New Mexico and Northern New Mexico. Small businesses perform well as suppliers of goods and services to the Laboratory and their size makes them flexible, competitive and innovative. The Laboratory is committed to strengthening its relationship with the small business community because the Laboratory strongly believes that procuring from small businesses is the right thing to do. The Laboratory is committed to maintaining an environment where small businesses will prosper and we will continue to make progress advancing that goal.

This report is an overview of the number of Laboratory dollars placed with small businesses and its socioeconomic subcategories in conjunction with the impact on the economy of New Mexico and Northern New Mexico. This report also summarizes our efforts to maximize subcontracting opportunities to small businesses and provides the Laboratory's procurement achievements and initiatives undertaken during fiscal year 2007 as well as those planned for fiscal year 2008.

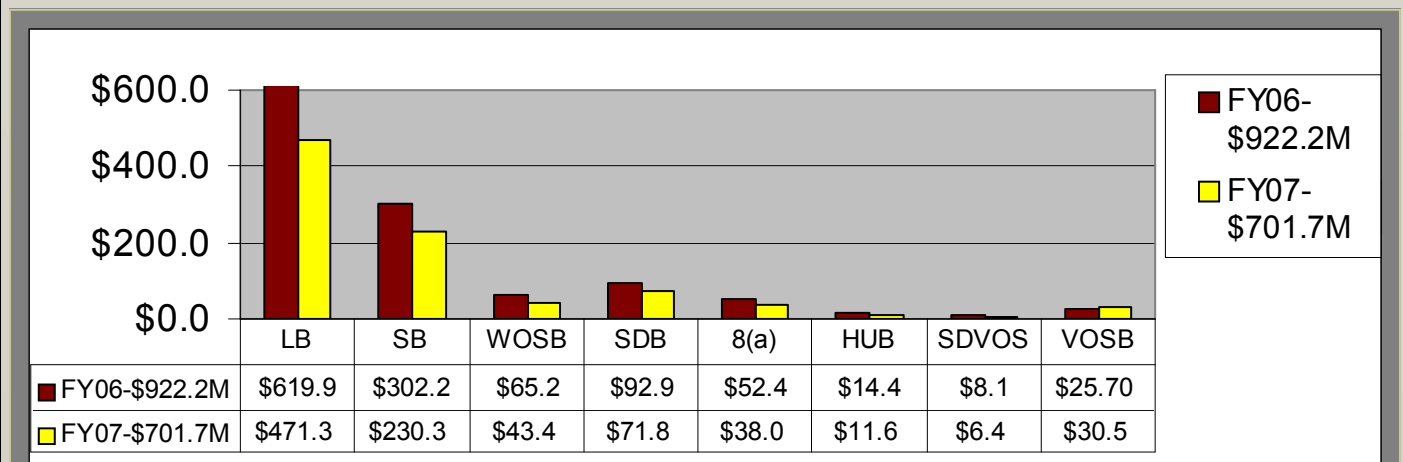
FY07 Nationwide Socioeconomic Performance		Percentage Achieved
Total Procurement *	\$719.6M	
Constrained Procurement Base **	\$701.7M	
Large Business (LB)	\$471.3M	67.2%
Small Business (SB)	\$230.3M	32.8%
Woman-Owned Small Business (WOSB)	\$43.4M	6.2%
Small Disadvantaged (SDB)	\$71.8M	10.2%
8(a)	\$38M	5.4%
Hubzone (HUB)	\$11.6M	1.7%
Veteran-Owned Small Business (VOSB)	\$30.5M	4.3%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	\$6.4M	0.9%

* FY07 "Total Procurement" represents the Laboratory's commitments to purchase goods and services from private and non-profit companies worldwide, including educational institutions, state and local governments, other DOE facilities.

**FY07 "Constrained Base" excludes commitments with foreign entities and affiliate contracts, pursuant to Small Business Administration Guidelines

Note: The 2007 Fiscal Year began October 1, 2006 and ended September 30, 2007.

National Socioeconomic Accomplishments

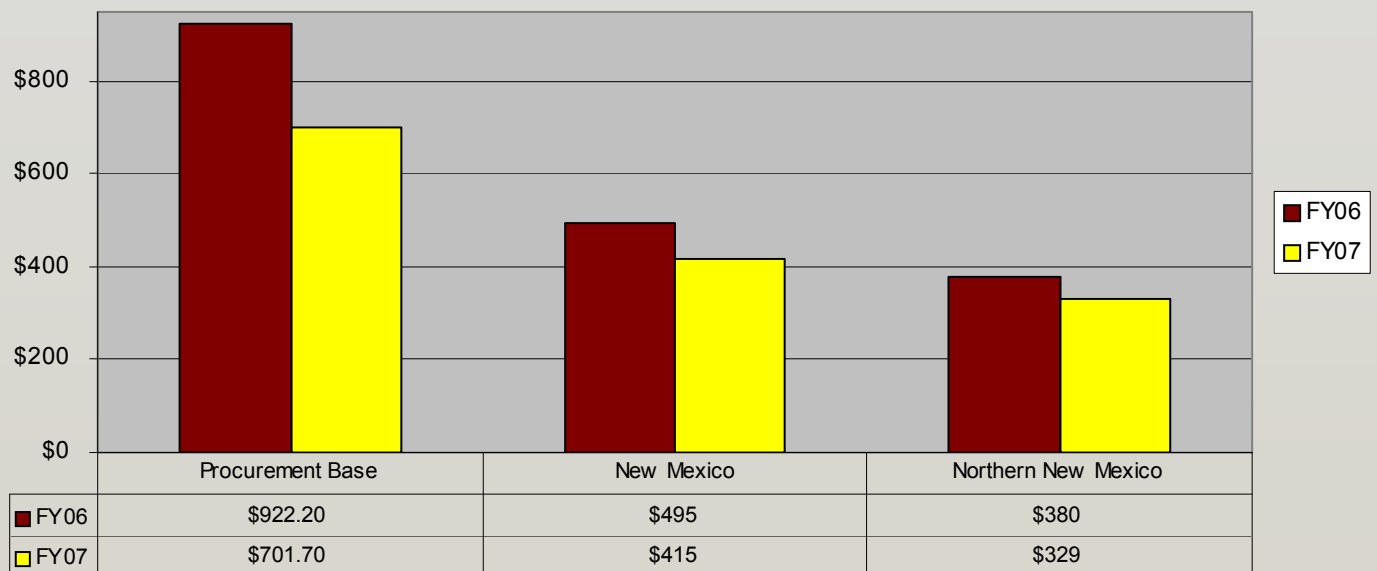


Economic Impact in New Mexico and Northern New Mexico

- In fiscal year 2007, the Laboratory purchased approximately \$415 million in goods and services with both large and small businesses in New Mexico. This total reflects 59.2 percent of the Laboratory’s total constrained procurement base of \$701.7 million.
- In fiscal year 2007, procurements placed with both large and small businesses in Northern New Mexico totaled \$329 million. This total reflects 46.9 percent of the Laboratory’s total constrained procurement base.

New Mexico & Northern New Mexico Business Distribution-FY07	
Total NM Businesses	\$415 M
Total NNM Business	\$329 M

Contract Commitments by Fiscal Year (In Millions of Dollars)



Small Business Subcontracting Program

When the Laboratory awards subcontracts to large business whose subcontracts exceed \$500,000 (\$1 million for construction), these major large business subcontractors must submit Small Business Subcontracting Plans with proposed goals for small business and the various socioeconomic categories consistent with LANL’s Subcontracting Plan. These plans are reviewed by a procurement specialist along with LANL’s Small Business Office and negotiated appropriately based on the scope of work and the percentage to be subcontracted out.

Although, the Laboratory cannot use the second tier dollars as part of achieving its small business goals under the prime contract, the second tier procurement awards impact the economy locally, regionally and nationally. Therefore, the Small Business Program Office is very assertive in pushing for goals that are commensurate with the scope of work to be performed and assisting our large businesses identify small business for lower tier subcontracting opportunities.

Fiscal Year 2007 Small Business Program Initiatives



- Forecasted opportunities were updated and posted on the Small Business Home Page. The forecasted opportunity page provides advance notice of opportunities for the procurement department, subcontractors, and all those involved in the acquisition planning.
- The Small Business Program Office continued to partner with the Department of Energy (DOE), the National Nuclear Security Administration (NNSA), the U.S. Small Business Administration (SBA), New Mexico's Eight Northern Pueblos, local chambers of commerce, the NNM Supplier Alliance, the New Mexico 8(a) & Minority Business Association, American Indian Chamber of Commerce, Albuquerque Hispano Chamber of Commerce, Woman in Public Policy, and other business organizations and committees to maximize business and economic development opportunities for small businesses.
- Newsletters were distributed and posted on the continually updated web site, <http://business.lanl.gov>. All prior newsletters and communication grams are also available on the Web site archive.
- The Small Business Program Office partnered with many of the Northern New Mexico Suppliers. LANL made a commitment to host two small business events per year, and during FY07 LANL hosted and co-hosted supplier forums on February 8, 2007, and August 10, 2007. Several other matchmaking events also were held throughout the year to achieve small business set-asides for larger procurements.
- The Regional Preference Program was implemented pursuant to the requirements of Appendix M of the Prime Contract between LANS, LLC and DOE-NNSA.
- All purchase requisitions greater than \$100,000 required review of small businesses in order to maximize opportunities for small business set-asides.
- A lean six sigma black-belt Process Improvement Project (PIP) was conducted to determine how LANL could better achieve its small business socioeconomic goals. Recommendations of the (PIP) will be implemented in FY08.

Fiscal Year 2008 Small Business Program Planned Initiatives



- Develop and implement a second mentor/protégé agreement.
- Strive for predictable procurement award schedules.
- Maintain a vendor-friendly, reliable procurement forecasting tool.
- Ensure partnerships and foster communications to enhance efficient business development.
- Continue to communicate early, honestly and completely with small businesses.
- Build trust and collaboration with the local community.
- Continue to host semi-annual supplier forums, and supplier/subcontractor matchmaking events sponsored by the Small Business Program Office and the Procurement groups.
- Work towards transparency in measuring procurement actions with full reporting to small business organizations.

Small Business Program Honors

The **8th Annual DOE Small Business Conference** was held June 26-28, 2007, in Washington D.C. The conference provided an opportunity for prominent business and government leaders to discuss ways for small businesses to better access DOE and prime contractor procurement opportunities. Small businesses showcased their products or services and participated in a Matchmaking Forum. Four LANL suppliers were recognized at the 8th annual DOE Conference in Washington D.C. The small business contractor of the year was awarded to **Frank's Supply** of Albuquerque. The 8(a) SDB small business prime contractor of the year was awarded to **Tsay Construction Services Corporation** of Ohkay Owingeh Pueblo. The small business construction firm of the year was awarded to **TEF Construction Inc.** of Albuquerque. The small business technology firm of the year was awarded to **Holman's Inc.** of Albuquerque. **North Wind Inc.** was awarded the Mentor-Protégé team award as the protégé. North Wind is headquartered in Idaho Falls, Idaho but has offices in Los Alamos and Las Cruces. The nominators for Tsay Corporation, Holman's and Frank's Supply were Jim Palmer, Alison Stransky and Feliz Vigil, all contract administrators in Los Alamos's Acquisition Services Management Division.

The **9th Annual DOE Small Business Conference** will be held in San Antonio, TX during June 24-26, 2008. We look forward to seeing you there!!



Clay Sell, John Santoru of Holman's and Theresa Speake



Left to right: Clay Sell, Melissa Deavers-Rivera, Betty Jacques, Rick Lamb of Frank's Supply and Theresa Speake



Clay Sell, Donn Wiese of Tsay Corporation and Theresa Speake

Conclusion

As one can see, there are several initiatives underway in working toward achieving our small business goals. We are encouraged from our accomplishments of the past year and will strive to continue the advancement and maximization of subcontracting opportunities for small businesses. We are motivated by the small business entrepreneurial spirit, we look forward to the opportunity for driving our economic growth by providing subcontracting opportunities thereby creating more jobs and enabling communities and small businesses to pursue their dreams.

The Small Business Program Office is a small business advocate and a resource for the small business community. We look forward to effectively implementing our initiatives in fiscal year 2008.

The Small Business Program Office looks forward to working with you in the upcoming year. If you have comments or questions, please email: business@lanl.gov, and we will respond in a timely manner. If you need additional resources, please visit our Web site at: <http://business.lanl.gov>. In addition, the Los Alamos National Laboratory small business events are posted on the Web site and we look forward to your attendance! We ask that businesses interested in procurement opportunities with the Laboratory register with the Central Contractor Registration (CCR) database. Register on the CCR Web site or call 1-888-227-2423. Entering your NAICS code is very important; the NAICS code determines the business size based on its industry code. To find your company's NAICS code, visit the NAICS Web site found within: <http://www.sba.gov>.