

Small Business News Briefs

Quarter 2, 2004 Fiscal Year Small Business Performance is Positive



The Laboratory has validated and reported positive small business achievements for Quarter 2, 2004 Fiscal Year (FY04). According to the calculations, the Laboratory is, for the most part, meeting its socio-economic percentage goals.

In the last issue of the Small Business News Briefs (February/March Issue; Vol.2, Issue 1), the Small Business Office (SBO) released the Laboratory's approved FY04 Socio-economic Goals. When the SBO obtained the dollars spent with small businesses during the first six months of FY04, it compared the results with the approved goals. Below is a snapshot of that comparison.

"We are surpassing our goals in the Small Woman-Owned and Small Veteran-Owned Business categories," said Teresa Trujillo, Labora-

tory SBO leader. "We are, however, shy of meeting our Small Business, Small Disadvantaged Business, and HUBZone goals. We anticipate that those figures will increase, because we are just within tenths of a percentage of meeting those goals, and the Laboratory's overall procurement volume is usually higher in the second half of the fiscal year."

During Quarter 2, FY04, the Laboratory spent \$240.4 million (54% of Laboratory total business) in New Mexico; \$178.4 million was spent in Northern New Mexico (40% of Laboratory total business).

"As stated in the last issue, goals are set annually to ensure that a percentage of Laboratory procurements are placed with small and other socioeconomic businesses,"

said Trujillo. "The annual goals are approved by the Department of Energy."

Teresa adds that the FY04 goals were established in accordance with an Office of Government Contracting guidelines document dated July 3, 2003. The document recommends establishing realistic goals trends using over the last three years.

For more information on the Quarter 2, FY04 statistics, please call the SBO at (505) 667-4419.

5th Annual Department of Energy Small Business Conference

On June 14, 2004, Department of Energy (DOE) Secretary Spencer Abraham sent out a [memo](#) to all major prime contractors requesting their active participation and support of the 5th Annual DOE Small Business Conference. The event is to be held July 6-9, 2004, in Philadelphia, Pennsylvania. Hundreds of Small Business representatives are expected to participate in this three-day event.

Representatives from Los Alamos National Laboratory, along with representatives from its sister Laboratories, Lawrence Livermore National Laboratory and Lawrence Berkeley National Laboratory, will be in attendance.

"A priority of this administration is to ensure that Government Contracts are open to all small businesses that can supply the Government's needs, and I fully support that objective," said Secretary Abraham in his memo to major prime contractors. "I intend to give this conference my full support and hope you will do the same."

Last year the DOE Small Business Conference was held in Albuquerque, New Mexico. Although the conference is in Pennsylvania this year, the Laboratory strongly encourages all New Mexico small businesses to participate.

For more information on the conference, go to <http://www.smallbizconference.com>.



Secretary Abraham

	FY04 Approved Goals	FY04, Qtr2 Laboratory Procurements	
Total Procurement	—	\$444.6M	—
Constrained Base*	—	\$376.4M	(100%)
Large Business (LB)	—	\$219.9M	(58.4%)
Small Business (SB)	42%	\$156.5M	(41.6%)
Small Woman-Owned Business (SWO)	10.5%	\$ 42.5M	(11.3%)
Small Disadvantaged Business (SDB)	10.5%	\$ 38.5M	(10.2%)
8(a)	—	\$ 6.9M	(2%)
HUBZone (HUB)	1%	\$ 2.3M	(.6%)
Small Veteran-Owned Business (SVO)	3%	\$ 19.4M	(5%)

Laboratory Small Business Program in Transition

Many of you have probably called the SBO inquiring about how to do business with the Laboratory and you've heard this response, "SBO is no longer providing outreach services. Our Laboratory's Small Business Advocacy (LSBA) Team is now responsible for that function and I can transfer you to that extension."

That is correct. The SBO is no longer managing the small business outreach functions (trade fairs,

source lists, vendor inquiries, eg.). They are focusing on ensuring that the Laboratory complies with University of California/Department of Energy prime contract requirements. These requirements entail tracking and monitoring Laboratory performance in all key areas that relate to small business contracting.

"This change was made as part of the Laboratory's overall efforts to
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Transition

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improve its business processes," said John Bretzke, Supply Chain Management Division Leader. "The SBO and the LSBA provide different functions, but both are vital to the Laboratory's small business efforts and its response to Laboratory stakeholders."

To learn more about the LSBA team, go to http://www.lanl.gov/orgs/cr/cr_lsba.shtml.

Laboratory Creates Business Management Committees

In an effort to enhance and strengthen the Laboratory's ongoing business improvement initiatives and foster greater economic development in the state, the Laboratory has created



Associate Director for Administration Richard Marquez uses a pie chart to illustrate recent Laboratory procurement activity during the inaugural meeting of the Laboratory Business Advisory Council, back in early April Photos by James E. Rickman, Public Affairs

three separate business management committees. These committees are the Senior Management Procurement Council, the Laboratory Business Advisory Council, and the Consortium of Major Laboratory Subcontractors.

"These committees will give the Laboratory a three-pronged approach to the acquisition of goods, services, construction, and equipment," said Richard Marquez, Associate Director for Administration (ADA). "Laboratory procurements have a major economic

impact to the Northern New Mexico region and the entire state. These committees are an excellent way to make sure we meet our contractual responsibilities to promote economic development, while maintaining efficient and effective business practices at the Laboratory."

The three separate committees are comprised of Laboratory managers, regional business leaders, and representatives of major Laboratory subcontractors. To learn more about the committees go to <http://www.lanl.gov/orgs/pa/newsbulletin/2004/04/07/text03.shtml>.

Northern New Mexico Tree-Thinning Company Receives Great Reviews from Laboratory End User

"We are very pleased with the work this company has done and look forward to doing more work with its personnel in the future," said Phoebe Suina, Project Team Lead for Facility & Waste Operations (FWO) Division, Infrastructure Projects. Suina is referring to the work of Hurd Brothers Logging, a small Northern New Mexico, HUBZone company out of Chama. The family-owned business has recently completed a \$115 thousand tree-thinning project for the Laboratory's FWO Division.

"The project began in late April and the five-man crew of Hurd Brothers logging successfully completed the project within two and a half weeks," said Suina. "That time frame was very satisfactory to our expectations, because I was expecting a crew to take 3-5 weeks to thin the 100 acres of forest land required for the project."

Hurd Brothers Logging is currently owned by Andrew and Daniel Hurd. The company began back in 1968 by their father Mel Hurd. It was in 1996 when Andrew and Daniel bought the business from their father. They have since performed work for both the government and private industry.

"We have done work with the Laboratory in the past," said Andrew. "We began providing tree-thinning services to Los Alamos in 2002 for the Cerro Grande Rehabilitation Project. In the past 2 years, we have thinned about 1,800 acres of forest and

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SBO Welcomes New Member to Team



Above: James Kloepfel

The SBO would like to introduce the newest member of its team. He is James Kloepfel, a Bernalillo native with lots of energy and drive. He joins the team as a Project Administrator, whose main duty is to serve as an executive advisor to the SBO Leader on a wide range of Laboratory strategic, high impact issues and initiatives at the office, division, and institutional level.

"It was about three months ago that I received a phone call from the Laboratory's Small Business Office Leader, asking me if I wanted to join their team as a Project Administrator," said Kloepfel. "It was exciting to receive the news that I was being offered a position that enables me to enhance small business program initiatives at the Laboratory."

Kloepfel joins the SBO team with 17-plus years experience in

both the Federal and Private Industry.

"For the first three years of my professional career, I worked as a federal investigator doing DOE security clearance background investigations," said Kloepfel. "I left the federal government to join the private industry in providing management and technical professional services to the Federal Government. I also was self-employed for a few years as a business consultant."

Kloepfel is now responsible for supporting the success of the Laboratory's Senior Management Procurement Council, oversight and management of the Consortium of Major Subcontractors, and other special projects in coordination with the Laboratory's administrative and technical organizations.

"We are extremely happy to have James join the SBO team," said Teresa Trujillo, Laboratory SBO Leader. "He will be a valuable member because part of his responsibilities will be to make decisions that will significantly affect the ability of the Laboratory's small business program to achieve its overall objectives and long-range goals."

Tree Thinning

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processed saw wood and fire logs.”

The most recent project that the Hurd Brothers completed was the Rendija Canyon project, where they performed mechanical tree-thinning services and harvested trees. The company was awarded the \$115 thousand contract on a competitive bid back in March and began work on April 26, 2004.

“Our working relationship with the company has been great,” said Suina. “We are very satisfied with the way they performed their services when it came to safety, security, and flexibility of incorporating Laboratory policies and procedures into their everyday work duties.”

Andrew states that this recent contract came at an ideal time. “Usually during the Spring, there is

no work for our company because the ground is still wet in the higher elevations, such as Chama,” said Andrew. “However, this contract enabled us to work during a time when we usually stay at home with no income coming into our pockets because the forest is dryer in Los Alamos.”

The Hurd Brothers are currently partnering with the National Forest Service on a Biomass project for the Jemez Mountain School District. The project entails fire mitigation services and finding ways to use small-diameter wood chips in a boiler system to heat the school. Andrew adds that the company is also working for smaller mills that ship wood to Santa Fe, Albuquerque, and Alamosa, Colorado.

To find out more about Hurd Brothers Logging, you can e-mail Andrew Hurd at ahurd@cvn.com.



Above: Before tree thinning in Rendija Canyon. **Below:** After tree thinning in Rendija Canyon.

Photos Courtesy of Shannon Smith (FWO)



Laboratory Major Subcontractor Boosts Construction Program at El Rito Campus

An Adobe and Carpentry Construction Program well known for producing professional builders is getting a helping hand from one Laboratory major subcontractor. In the past year, Washington Group International (WGI) has donated three trucks, a small excavating tractor, office furniture, tools, safety supplies, and in-kind services to the Northern New Mexico Community College (NNMCC), El Rito Campus. The donation is part of the subcontractor's effort to stimulate the Northern New Mexico economy through its Northern New Mexico Economic Development Plan it has with the University of California (UC).

“This initiative is not just about



Picture Courtesy of NNMCC, El Rito, webpage

our contract, but the strong relationship we have with UC that enables both of us to enhance local community development together,” said Randy Bohachek, WGI Project Manager.

“Our company is in the construction arena, and we have a history of building around the world,” said Courtney Appearon, WGI Southwest Region Program Manger. “This relationship with the College is very critical to what we do historically, so by teaming up with the educational systems and programs, we are able to help the students advance their skills, which enhances their ability to work and increases their earning potential.”

The NNMCC Construction Program began in 1998 as a 4-year program, where students obtain hands-on training during the day and attend classes at night.

“The carpentry students work a 40-hour per week job with the Northern New Mexico-based firm, Blue Sky Builders, while taking

classes with me two nights a week,” said Quentin Wilson, NNMCC Construction Program Instructor. “Once the carpentry students complete the 4-year program, they receive their journeyman's certificate. An adobe construction student can choose between a one-year certificate and a two-year associate's degree that leads to obtaining a contractor's license.”

Wilson claims the program is a strong vehicle to provide the northern New Mexico community with well-qualified builders; however, the skills the students obtain will be even more valuable now that WGI is assisting with some training. “I am really happy with the relationship we have established with the company, not only because we are receiving much-needed equipment and construction supplies, but we are also upgrading our skills because this global company is introducing us to the latest construction industry techniques.”

Wilson adds that the future looks bright between the College and WGI because the company plans to provide more training courses (eg., concrete pouring), computers, equipment, and supplies.

To learn about the Adobe and Carpentry Construction Programs, go to the NNMCC El Rito webpage <http://www.nnmcc.edu/www/elrito/>. More information on WGI can be found at <http://www.wgint.com/>.

Note: The Small Business News Briefs will be changing from a bi-monthly publication to a quarterly publication. For more information call the SBO at (505) 667-4419.

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LALP-04-024