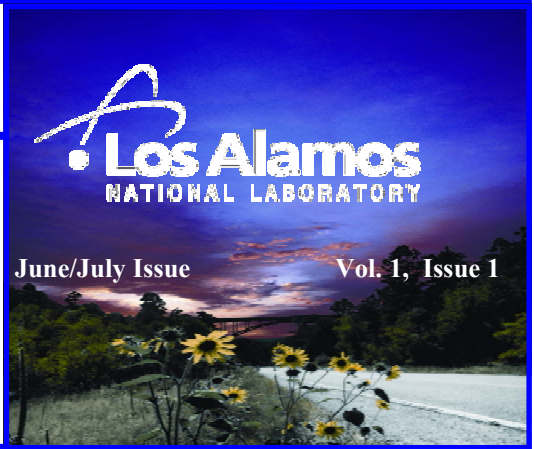
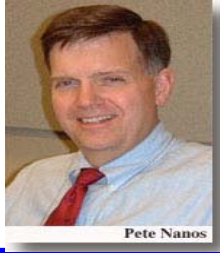


# Small Business Office News Briefs



## New Laboratory Director Issues Laboratory-Wide Policy



On April 3, 2003, three months into his assignment as Director, G. Pete Nanos took time from his busy schedule to issue the institutional position on small business subcontracting. Read below to learn more.



## Memorandum

*Office of the Director*

### Subject: Laboratory Small Business Policy

The Small Business Act, as amended by public law mandates that government prime contractors utilize small, small disadvantaged, women-owned, HUBZone, and US veteran/disabled veteran-owned businesses. This government policy is clearly articulated in the University of California's Prime Contract with the U.S. Department of Energy (Appendices D, F, J, and M).

National studies measuring the impact of small businesses on the economy have found that small businesses comprise more than 99 percent of all employers, 51 percent of private sector employment, 52 percent of the U.S. gross domestic product, and are the source for two-thirds of net new jobs. To a significant degree, it is small businesses that will keep our economy moving and be part of the overall recovery of our country.

I believe strongly that the Laboratory has a responsibility to uphold this small-business policy to the maximum extent possible through its purchases of goods and services. Purchasing is the single mechanism available to us that directly infuses capital into the economy. We have a stake in supporting small businesses, particularly those in the surrounding counties and those in the state of New Mexico.

Historically, the Laboratory has achieved excellence in meeting the challenges of its mission. Part of this success can be directly attributable to outstanding support of many small business subcontractors. As employees of an institution dedicated to public service, it is crucial that we recognize the impact of our procurement decisions. As leaders in protecting national security for the nation, I look to each Laboratory employee to be fully aware that each purchasing decision *also* supports and contributes to our economic security.

## SBO Receives High Ratings for Small Business



"Outstanding" is how the Small Business Administration (SBA) rates the Laboratory's Small Business Subcontracting Program. The SBA conducted an audit in April to determine whether the Laboratory's Small Business Office (SBO) was in compliance with Public Law 95-507, Section 211.

The law, which governs small business programs in federal agencies, identifies what institutions such as the Laboratory are doing as required by lawmakers. After the audit was conducted, the SBA informed Director Nanos that the Laboratory earned an

"outstanding" rating, the highest rating given by the SBA.

Laboratory SBO Leader Teresa Trujillo says the Procurement buyers and employees of the SBO should be congratulated for a job well-done and for earning such a high rating.



### Don't Miss Your Opportunity to Participate in NM 9000



Beginning September 8, 2003, the New Mexico Economic Development Department (NMEDD)

will begin its NM 9000 Program in northern New Mexico. The ISO 9000 workshops will be held at the Santa Fe Business Incubator once a month and are expected to last until May of 2004.

The northern New Mexico session is sponsored by Los Alamos National Laboratory, Sandia National Laboratories, as well as Honeywell Federal Manufacturing and Technologies, offer classes in other parts of the state.

ISO 9000 is appropriate for all business types, including services, manufacturing, school systems, hospitals,

hotels, and others.

ISO 9000 is a program with a series of quality management standards accepted internationally. The program contains a set of requirements and guidelines defining an effective management system.

For more information on NM 9000, view <http://sbo.lanl.gov>. To register for the workshops, call Ken Manicki of NMEDD at (505) 827-0563.



## Northern New Mexico, Woman-Owned Business Receives \$1.38 Million Contract with Laboratory



Angela Sanchez-Pope, owner of Environmental Safety Services, meets with Warren Finch, team leader of Supply Chain Management-1 (Team-4), and Leroy Gonzales, contract administrator for Supply Chain Management-1 (Team-4), for the official signing of the \$1.38 million contract with Los Alamos National Laboratory.

“Obtaining a large contract is always a challenging experience, but we are finally here and my staff and I look forward to getting this job done,” said Angela Sanchez-Pope, owner of Environmental Safety Services, Inc. Her northern New Mexico business recently received a \$1.38 million contract with the Laboratory.

“This is a stepping stone into the Laboratory for Environmental Safety Services, Inc.,” said Leroy Gonzales, a contract specialist in Procurement (SUP-1). “It’s also a major accomplishment that the Laboratory was able to award such a large contract to a small northern New Mexico, woman-owned business, [that] can meet the needs of a technical division such as Dynamic Experimentation [Division].”

The Dynamic Experimentation (DX)

Division’s principal activities are research, development, and testing in support of nuclear weapons at the Laboratory. Pope and her personnel will be assisting Test Engineering (DX-5), which is currently supporting Nevada Test Site activities. Environmental Safety Services, Inc., will provide hazards analysis support for the Arming, Timing, and Firing Nuclear Explosive Safety Management Study.

“It is unique to find a true northern New Mexico business that can provide such highly technical capabilities for the DX Division,” said Warren Finch, Team Leader for Team 4. “This substantial contract, awarded to Environmental Safety Services, Inc., is a prime example that these types of businesses do exist in northern New Mexico, and all it takes is persistence on the part of the Laboratory and the

supplier to create a win-win situation.”

The \$1.38 million contract awarded to Pope’s business is expected to be in place through 2004.

Pope emphasized that she is ready to get to work. “Again, we are excited to begin the work needed to assist DX-5,” said Pope. “We hope this experience will lead to other future business opportunities with the Laboratory.”

For more information on Environmental Safety Services, Inc., e-mail Pope at [ess@speakeasy.net](mailto:ess@speakeasy.net)



**Pope shaking hands with Finch after the signing of a \$1.38 million contract. Gonzales stands far right.**

## Upcoming Events August

### Federal Dollars & Sense for Women-Owned Business Conference

**Date:** August 21, 2003

**Location:** Workforce Training Center  
5600 Eagle Rock NE  
Albuquerque, NM

**Time:** 7:00 a.m.-4:30p.m.  
**Fee:** \$25

**Contact:** (505) 346-6759

### Market Research and The Marketing Plan

**Date:** August 21, 2003

**Location:** Santa Fe Business Incubator  
3900 Paseo del Sol  
Santa Fe, NM

**Time:** 8:00 a.m.-12:00p.m.  
**Fee:** None

**Contact:** (505) 473-7011

### OSHA Course 301 Excavation, Training, & Soil Mechanics

**Date:** September 29 -  
October 1, 2003

**Location:** Safety Counselling Inc., Training Center  
3207 Mathew Ave. NE  
Albuquerque, NM

**Time:** TBA  
**Fee:** \$595

**Contact:** (505) 881-1112

### Financial Management

**Date:** September 18, 2003

**Location:** Los Alamos Research Park  
4200 West Jemez Rd.  
Los Alamos, NM

**Time:** 8:00a.m - 12:00p.m.  
**Fee:** None

**Contact:** (505) 473-7011

### How to Invoice the Laboratory

**Date:** When Requested

**Location:** TBA

**Time:** TBA

**Fee:** None

**Contact:** (505) 667-4419



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