



# SBE

THE SMALL BUSINESS ENTREPRENEUR

## Director's Corner >



David Sutton, OSDBU Director

Greetings to all of you. As we begin Fiscal Year 2009, the state of our economy is daunting—and small businesses find it increasingly difficult to generate enough revenue to stay afloat. Because small businesses are so vital to our national economy (they employ over 50% of all private sector workers), we in the Federal sector must do all we can to utilize small businesses to the maximum extent practicable when they can meet our needs at fair and reasonable prices—the basic tenet of the Federal Small Business Program. So what are we doing about it? Well my office is taking a closer look at DOJ's planned procurements to make sure that requirements that are within the capability of small businesses are in fact set-aside for small businesses. And we have gotten outstanding support in this area from the various DOJ components—our thanks to all of you. We are also monitoring large businesses' subcontracting accomplishments with small businesses more closely, because after all, "money is green" and in times like these, most small businesses don't care whether their dollars are coming from prime or subcontracts, as long as they generate revenue.

*Continued on page 2*

## Contents >

- 2** Director's Corner Continued
- 3** New Deputy Director
- 4** What DOJ Buys
- 5** Small Business Goals and Accomplishments
- 7** Vendor Outreach Sessions
- 8** FY 2007 Small Business Award Recipients
- 10** U. S. Department of Justice Small Business Contacts





These two actions become increasingly important because of the types of services we buy here at DOJ, many of which are not available through small businesses prime contractors. For example, there are probably no small businesses that can operate a 4,500 bed criminal alien detention facility. (And if you are a small business out there and you can, please let us know!) Therefore, we have to seek all other possible opportunities that ARE within the capability of small businesses and set those requirements aside. And we are showing progress. For example, even though DOJ did not meet any of its small business percentage goals for FY 2007, the most recent fiscal year for which the goaling data has been finalized, our procurement dollars going to small businesses increased over the prior year in every area except the Service Disabled Veteran-Owned Small Business (SDVOSB) area. This is indeed progress, but we need to work a little harder to show progress in the SDVOSB area as well.

You might ask ..."Well if your dollars going to small businesses increased year over year in four of five areas, why did you not meet any of your goals?" Well, for now, let's say that the reason is that the goaling process needs work. SBA seeks to negotiate goals in a manner that will assure that the Federal Government meets its overall small business goal of 23%, taking into account the available procurement dollars in each Federal Department/Agency. When negotiating the goals, SBA starts the process by taking an average of each department's/agency's actual small business accomplishments over the past three fiscal years. The next step is to consider the types of products and services the various departments/agencies plan to buy and whether these products and services are available from small businesses. Although SBA has taken this second step with some Departments, it has not done so with others. For example, based on our FY 2008 Forecast of

Contracting Opportunities, we told SBA that DOJ could do about 25% of our prime dollars with small businesses during FY 2008, because many of the services we required were not available from small businesses. But instead of lowering our overall small business goal from 32.4% to 25%, they increased our goal to 36.8% to compensate for lowering goals at other departments.

Preliminary indications are that DOJ's small business accomplishments for FY 2008 will be slightly better than our forecasted 25%, due to the hard work of our contracts and program staffs, but significantly less than the 36.8% goal established by SBA. Overall, the Federal Government did not meet its 23% goal in FY 2007 and will likely not meet it for FY 2008. This shows that to raise goals for some departments because goals for other departments were decreased will not ensure that the Federal Government's overall small business goal of 23% will be met.

So what action will our office take? Well until the goaling process is fixed, our office will continue to make sure SBA knows of DOJ's capabilities toward the 23% statutory small business goal. But we will also continue to do everything we can to afford small businesses the maximum practicable opportunity to participate in DOJ prime and subcontracts.

A listing of the major products/services included in our FY 2009 forecast are on page 4 of this newsletter. If you represent a small business, we also encourage you to view our forecast of contracting opportunities in detail at [www.usdoj.gov/jmd/osdbu](http://www.usdoj.gov/jmd/osdbu). If you would like to market your firm as a small business subcontractor to our large business primes please let us know and we will provide you their contact information.

Until Next Time,  
Dave Sutton, Director  
OSDBU





## Robert Connolly Joins OSDBU >



**Robert Connolly** joined the Department of Justice's OSDBU staff in June of 2008, and serves as the Deputy Director. Bob comes to DOJ from the U.S. Small Business Administration (SBA) where he served as Program Analyst in the Office of Government Contracting and Business Development. In that role, he was SBA's representative on the Change Control Board, a multi-agency committee responsible for the implementation of the Federal Procurement Data System-Next Generation, the database used for tracking and measuring contracting achievement by small businesses. Bob brings his eighteen years of small business experience to DOJ, having served in SBA's 8(a) Program, the Small Disadvantaged Business (SDB) Program, the HUBZone Empowerment Contracting Program, and the Small Business Innovation Research and Small Business Technology Transfer (SBIR/STTR) Programs. Please contact Bob if you have any questions about the Department of Justice's small business programs at 202-616-6596 or via e-mail at: [Robert.L.Connolly@usdoj.gov](mailto:Robert.L.Connolly@usdoj.gov).







### What DOJ Plans To Buy

The following list includes the major products/services DOJ plans to purchase during FY 2009. While these products/services make up the majority of the dollars in our FY 2009 forecast, we are also purchasing other products/services. For more details please review our forecast of contracting opportunities at: [www.usdoj.gov/jmd/osdbu](http://www.usdoj.gov/jmd/osdbu) or contact the OSDBU for assistance at 202-616-0521 or by email at [kerrie.d.jackson@usdoj.gov](mailto:kerrie.d.jackson@usdoj.gov).

- . Administrative Management and General Management Consulting Services
- . Aircraft Purchase and Leasing
- . Aircraft Ground Support
- . Call Centers
- . Commercial and Institutional Building Construction
- . Computer Systems Design Services
- . Contract Detention Services
- . Corrugated and Solid Fiber Box Manufacturing
- . Cut Stock, Re-Sawing Lumber and Planning
- . Electric Power Distribution
- . Electrical Contractors
- . General Medical and Surgical Hospitals
- . Groceries and Related Products Merchant Wholesalers
- . Hardwood Veneer and Plywood Manufacturing
- . HSPD12
- . Legal Services
- . Medical Services
- . Miscellaneous Ambulatory Health Care Services
- . Office Administration Services
- . Office Furniture Manufacturing
- . Other Computer Related Services
- . Outpatient Mental Health and Substance Abuse Centers
- . Physicians' Services
- . Residential Care Facilities (Halfway Houses)
- . Roofing Contractors
- . Security Guards and Patrol Services
- . Waste Removal (Solid and Hazardous)
- . Translation and Interpretation Services
- . Utilities





**Figure 1 >**

<b>FY 2007 Small Business Prime Contracting Goals and Accomplishments</b>			
<b>Category</b>	<b>Goal</b>	<b>Accomplishments</b>	
		<b>Dollars</b>	<b>Percentage</b>
Small Business	32.42%	\$1.7 Billion	26.02%
SDB (includes 8(a))	5.50%	\$311 Million	4.60%
8(a)	3.00%	\$187 Million	2.77%
Woman-Owned	5.00%	\$282 Million	4.17%
HUBZone	3.00%	\$47 Million	0.69%
SDVOSB	3.00%	\$50 Million	0.75%

**Figure 2 >**

<b>2007 Small Business Subcontracting Goals and Accomplishments</b>			
<b>Category</b>	<b>Goal</b>	<b>Accomplishments</b>	
		<b>Dollars</b>	<b>Percentage</b>
Small Business	42.90%	\$228 Million	39.65%
SDB	5.97%	\$23 Million	3.93%
Woman-Owned	5.49%	\$35 Million	6.06%
HUBZone	3.00%	\$15 Million	2.59%
SDVOSB	3.00%	\$1.7 Million	0.30%





**Figure 3 >**

<b>FY 2008 Small Business Prime Contracting Goals and Accomplishments</b>			
<b>Category</b>	<b>Goal</b>	<b>Accomplishments</b>	
		<b>Dollars</b>	<b>Percentage</b>
Small Business	36.80%	\$1.7 Billion	30.07%
SDB (includes 8(a))	5.00%	\$321 Million	5.70%
8(a)	3.00%	\$185 Million	3.29%
Woman-Owned	5.00%	\$277 Million	4.93%
HUBZone	3.00%	\$61 Million	1.01%
SDVOSB	3.00%	\$59 Million	1.05%

As of January 2009

**Figure 4 >**

<b>FY 2008 Small Business Subcontracting Goals and Accomplishments</b>			
<b>Category</b>	<b>Goal</b>	<b>Accomplishments</b>	
		<b>Dollars</b>	<b>Percentage</b>
Small Business	42.90%	\$310 Million	38.20%
SDB	5.00%	\$35 Million	4.30%
Woman-Owned	5.00%	\$44 Million	5.40%
HUBZone	3.00%	\$36 Million	4.50%
SDVOSB	3.00%	\$2.5 Million	0.30%

As of January 2008





## Planned Vendor Outreach Events >

EVENT	DATE(S)	LOCATION	POINT OF CONTACT
Vendor Outreach Session	February 19, 2009	OSDBU, 1331 Penn Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12:00 pm</b>	Kerrie Jackson (202) 616-0521
Vendor Outreach Session	March 24, 2009	OSDBU, 1331 Penn. Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12 :00 pm</b>	Kerrie Jackson (202) 616-0521
OSDBU 18th Annual Procurement Conference	April 22, 2009	Dulles Expo Center North Hall Chantilly, VA <b>8:00 am to 3:30 pm</b>	Kerrie Jackson (202) 616-0521
Subcontracting Vendor Outreach Session	May 19, 2009	ATF Headquarters Building 99 New York Avenue, NW Washington, DC 20226 <b>9:00 am to 1:00 pm</b>	Kerrie Jackson (202) 616-0521
OSDBU FY 08 Awards Ceremony	June 16, 2009	Main Justice Building Great Hall 10:00 am to 12 Noon (Invitation Only)	Kerrie Jackson (202) 616-0521
Vendor Outreach Session	July 21, 2009	OSDBU, 1331 Penn. Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12:00 pm</b>	Kerrie Jackson (202) 616-0521
Vendor Outreach Session	August 11, 2009	OSDBU, 1331 Penn. Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12:00 pm</b>	Kerrie Jackson (202) 616-0545
SDVOSB Vendor Outreach Session	October 20, 2009	OSDBU, 1331 Penn. Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12:00 pm</b>	Kerrie Jackson (202) 616-0521
HubZone Vendor Outreach Session	November 12, 2009	OSDBU, 1331 Penn. Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12:00 pm</b>	Kerrie Jackson (202) 616-0521
8(a) Vendor Outreach Session	December 15, 2009	OSDBU, 1331 Penn. Ave., NW Washington, DC 20530 Suite 1160-A <b>9:00 am to 12:00 pm</b>	Kerrie Jackson (202) 616-0521





FY 2007 Small Business Award Ceremony List of Award Recipients >

**DOJ Components exceeding one or more of the Department's FY 2007 Prime and Subcontracting Goals >**

Federal Bureau of Prison  
Office of the Federal Detention Trustee  
Justice Management Division  
U. S. Marshals Service  
Federal Prison Industries/UNICOR  
Federal Bureau of Investigation  
Drug Enforcement Administration  
Office of Justice Programs  
Federal Bureau of Alcohol, Tobacco, Firearms, & Explosives  
Office of the Inspector General

**Prime Contractors Exceeding one or more of the Departments' FY 2007 Subcontracting Goals >**

BOOZ ALLEN HAMILTON, INC.  
COMPUTER SCIENCES CORPORATION  
GENERAL DYNAMICS INFORMATION TECHNOLOGY INC  
NATIONAL OPINION RESEARCH CENTER  
RAYTHEON  
ACCENTURE  
CGI FEDERAL  
LABAT-ANDERSON, INC.  
NORTHROP GRUMMAN ELECTRONICS SYSTEMS  
PSA DEWBERRY  
KPMG-LLP  
CARONDELET HEALTH NETWORK INC  
COMMUNITY SOLUTIONS INCORPORATED  
FLINTCO, INC.







GENERAL DYNAMICS C4 SYSTEMS INC.  
MCNEIL TECHNOLOGIES  
NORTHROP GRUMMAN INFORMATION TECHNOLOGY  
OUR HOME INC.  
THE GEO GROUP  
THE UNIVERSITY OF MASSACHUSETTES  
AKAL SECURITY, INC.  
THE ALSTON WILKES SOCIETY  
CORRECTIONS CORPORATION OF AMERICA  
DISMAS CHARITIES, INC.,  
L-3 COMMUNICATIONS VERTEX AEROSPACE LLC  
LOCKHEED MARTIN SERVICES, INC.  
PHILIP SWAGER ASSOCIATES, INC.  
VOLUNTEERS OF AMERICA TEXAS  
CACI INTERNATIONAL  
DATATRAC INFORMATION SERVICES, INC.  
HEARTLINE INC. LUTHERAN SERVICES OF MICHIGAN  
KEANE FEDERAL SYSTEMS, INC  
OKLAHOMA HALFWAY HOUSE, INC  
THE PROGRESS HOUSE ASSOCIATION  
SYSTEMS RESEARCH AND APPLICATION CORPORATION

## OSDBU Star Awards >

### Justice Management Division

Most Improvement in Small Business Subcontracting during FY 2007

### U. S. Marshals Service

Most Improvement in Small Business Subcontracting During FY 2007

### Federal Bureau of Investigation

For its innovative approach to increasing small business prime and subcontracting opportunities during development of its procurement strategy for the ITOC information support services requirement.

### Office of the Inspector General

For the most improvement in small business prime contracting of all DOJ components.





## U.S. Department of Justice Small Business Specialists >

Bureau	Small Business Specialists	Address	Contact Information
Bureau of Alcohol, Tobacco, Firearms & Explosives	Mr. John Sickler	99 New York Ave., NE Office: 3E-441 Mail Stop: 3S-125 Washington, DC 20026	(202) 648-7524 (202) 648-9659 <b>Fax</b> <a href="mailto:John.Sickler@atf.gov">John.Sickler@atf.gov</a>
Bureau of Prisons	Pratap Das	320 First Street, NW Room 5995 Washington, DC 20534	(202) 307-0985 (202) 616-6007 <b>Fax</b> <a href="mailto:pdas@bop.gov">pdas@bop.gov</a>
Federal Bureau of Investigation	Kim Ramsey/Melissa Holman	935 Pennsylvania Avenue, NW Room 1B015 Washington, DC 20525-0001	(202) 324-3287 (202) 324-1172 <b>Fax</b> <a href="mailto:Melissa.Holman@ic.fbi.gov">Melissa.Holman@ic.fbi.gov</a> <a href="mailto:Kimberly.Ramsey@ic.fbi.gov">Kimberly.Ramsey@ic.fbi.gov</a>
Federal Prison Industries/ UNICOR	Ms. Vivian Drammeh/ Moses Pettigrew	400 First Street, NW 7th Floor Washington, DC 20534	(202) 305-7306 (202) 514-9695 <b>Fax</b> <a href="mailto:Vivian.Drammeh@usdoj.gov">Vivian.Drammeh@usdoj.gov</a> <a href="mailto:Moses.Pettigrew@usdoj.gov">Moses.Pettigrew@usdoj.gov</a>
Drug Enforcement Administration	Ms. Kori McKay	8701 Morrissette Drive Springfield, VA 22152	(202) 616-5960 (202) 307-7542 <b>Fax</b> <a href="mailto:Kori.N.McKay@usdoj.gov">Kori.N.McKay@usdoj.gov</a>
Justice Management Division	Kenneth Freeman	1331 Penn. Avenue, NW Room 1000 Washington, DC 20530	(202) 307-1971 (202) 307-1931 <b>Fax</b> <a href="mailto:Kenneth.H.Freeman@usdoj.gov">Kenneth.H.Freeman@usdoj.gov</a>
Office of the Inspector General	Oscar McCullough/Janet Glazer	1425 New York Avenue, NW Suite 7000 Washington, DC 20530	(202) 616-3474 (202) 616-4532 <b>Fax</b> <a href="mailto:Janet.Glazer@usdoj.gov">Janet.Glazer@usdoj.gov</a> <a href="mailto:Oscar.McCullough@usdoj.gov">Oscar.McCullough@usdoj.gov</a>
Office of the Federal Detention Trustee	Deborah Johnson	4601 N. Fairfax Drive 9th Fl. Arlington, VA 20534	(202) 353-9475 or (202) 353-4601 202-353-4611 <b>Fax</b> <a href="mailto:Deborah.Johnson3@usdoj.gov">Deborah.Johnson3@usdoj.gov</a>
Office of Justice Programs	Raymond German	810 7th Street, NW 12th Floor Washington, DC 20531	(202) 307-0613 (202) 307-0086 <b>Fax</b> <a href="mailto:Raymond.German@usdoj.gov">Raymond.German@usdoj.gov</a>
U.S. Marshals Service	Elizabeth Howard	Suite 932, CS3 Washington, DC 20530-1000	(202) 307-9349 (202) 307-9695 <b>Fax</b> <a href="mailto:Elizabeth.Howard@usdoj.gov">Elizabeth.Howard@usdoj.gov</a>

