

Small Business Newsletter

Greetings from the Small Business Program Manager

Greetings Colleagues,

On behalf on the Small Business Program Team we would like to share the many successes that contributed to the Laboratory’s progress in increasing awareness in how to do business with the Laboratory, and in meeting the Laboratory’s socioeconomic goals in all categories. As advocates for small businesses we work diligently to provide outreach initiatives to small businesses, to include partnering with other entities, such as Sandia National Laboratories, local Chambers of Commerce, the New Mexico Procurement Technical Assistance Centers, the New Mexico 8(a) and Minority Business Association, and communicating the various procurement opportunities that the Laboratory has available. For more information, about the Los Alamos National Laboratory Small Business Office, visit our website at www.business.lanl.gov or send us an email at business@lanl.gov.



Dennis Roybal, Small Business Program Manager

Forum offered assistance and networking opportunities for small businesses

By Steve Sandoval, Communications Office

Small business owners were able to get first-hand information about doing business with Los Alamos National Laboratory at a half-day small business forum at the Ohkay Owingeh Conference Center in Española earlier this year. The half-day forum included networking opportunities and breakout sessions led by Laboratory staff members, as well as presentations by representatives of the U.S. Small Business Administration, the New Mexico Procurement Technical Assistance Center, and the New Mexico Small Business Technical Assistance Program. “The forum was designed to inform small business owners of resources available to them, and, more important, to hear from small businesses on what we, can do

to help them be more successful at the Laboratory,” said Dennis Roybal of the Small Business Program Office. In the breakout sessions, business owners had the opportunity to meet Laboratory acquisition managers and give a short briefing on their company, and/or share ideas about what the Laboratory can do to help them be more successful in doing business. “This is an excellent opportunity for small business owners to learn more about Laboratory procurement operations and at the same time, market their company to Laboratory procurement staff,” said Roybal. Additionally, small businesses can network with large businesses that may be interested in developing teaming relationships. Other participating

agencies included the American Indian Chamber of Commerce of New Mexico, the Energy Technology and Environmental Business Association, New Mexico 8(a) and Minority Business Association, Sandia National Laboratories, and others.



One of many Christmas wreaths dedicated to American soldiers at the Santa Fe National Cemetery.

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Business Networking Forum provides environmental teaming opportunities

By Fred DeSousa, Communications Office

Close to 100 businesses attended the Lab's networking forum at the Cities of Gold conference center in Pojoaque in August. Lab environmental managers unveiled the strategy aimed at completing LANL's cleanup and remediation work by 2015. It's a strategy that will be worth up to \$1 billion to businesses awarded these contracts.

2015 is the deadline for LANL remediation and cleanup under a 2005 agreement with the state of New Mexico. "We're going to need these contracts to help get us to 2015," LANL's Gordon Dover of Environmental Programs told the crowd. "We're going to rely on you folks to give us good, innovative solutions." The room was filled with companies specializing in excavation, demolition, environmental remediation, and radioactive waste management. Nearly 50 representatives signed up for a "speed dating" session, where businesses have up to three minutes to describe their company and the services they provide. Speed dating helps small businesses find partners to compete for contracts.

LANL issued Requests for Proposals for four master task order agreements (MTOAs) covering nearly the entire gamut of expected cleanup and waste management work. The first awards could come in early 2011. After LANL selects two to six qualified businesses for each MTOA, they then compete for individual tasks.

Hundreds attend Lab sponsored construction forum

By Steve Sandoval, Communications Office

Los Alamos National Laboratory sponsored a Construction Forum in Española earlier this year, to communicate to the community the planned construction projects and potential economic opportunities at the Laboratory. A Web site <http://www.lanl.gov/construction/> was unveiled at the meeting to offer up-to-date information about Laboratory construction projects and will include a moderated question-and-answer section where business owners and the general public can ask questions about the planned projects.

A number of construction projects over several years are scheduled on Pajarito Road, including legacy cleanup initiatives, waste treatment facilities, enhanced security infrastructure for the Lab's plutonium facility, and the building of a replacement laboratory for chemistry and metallurgy sciences. Pajarito Road is an access-controlled road on LANL property between Los Alamos and White Rock. Los Alamos Deputy Laboratory Director Isaac "Ike"

Richardson said LANL hosted the meeting to give the public and other interested parties first-hand knowledge about the projects. "We are anticipating over the course of about a decade, up to a thousand new jobs mostly in construction crafts. Almost all will be hired through subcontractors," said Richardson.

It's a better deal for the businesses and a better deal for the government," said Michael Graham, associate director for Environmental Projects. Rather than starting from scratch on dozens of relatively small contracts, the Lab and MTOA winners have a streamlined and more predictable process. "They won't have to go through the entire bid process, and we won't either," Graham said. The MTOA strategy has proven effective in managing Recovery Act work and other environmental tasks. Two, \$100 million MTOAs are in place to manage demolition, cleanup, and monitoring funded by the American Recovery and Reinvestment Act.



Photo of a mule deer in Los Alamos, N. M.

"LANL is committed to providing a level playing field for employment and economic development opportunities," Richardson said, adding that construction projects at LANL are subject to funding that must be approved by Congress. "Nothing is certain until Congress acts and the President signs a bill," he said.

Tom McKinney, the Laboratory's associate director for Project Management and Site Services, said cultural and environmental impact studies have been completed while additional studies on local traffic impacts and utility needs are under way.

2010 New Mexico Small Business Week Awards Celebration & Veterans Small Business Conference a success

The U.S. Small Business Administration (SBA) New Mexico District Office, the New Mexico Small Business Development Center Network and the New Mexico Department of Veterans' Services hosted a conference in June. It offered attendees an opportunity to attend different training sessions, a Business Expo, and an awards ceremony to honor the New Mexico Small Business Week Award Winners. The event provided small business owners, with an opportunity to network and meet one-on-one with lending representatives, buyers and contracting officers from federal agencies and prime contractors. Los Alamos National Laboratory was a sponsor of this event and also submitted five award nominations.



Left to right: Moe Zamora, J. Roy Miller, Yvonne Gonzales, and Jim Carrigan at the 2010 New Mexico Small Business Week Awards.



Paul Schwarz, left, a LANL Procurement Specialist, communicates with a small business supplier about LANL forecast opportunities.



Lloyd Calderon, left, director of the Veterans Business Development Center, accepting the Veteran Small Business Champion of the Year New Mexico, Region VI award as SBA Director John Woosley looks on.

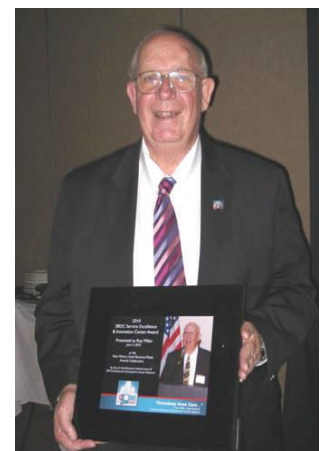
J. Roy Miller receives Service Excellence & Innovation Center Award

At the 2010 Small Business Awards Celebration held this summer at the Hotel Albuquerque in Albuquerque, New Mexico, Mr. J. Roy Miller, director of the New Mexico Small Business Development Center, was awarded the SBDC Service Excellence & Innovation Center Award.

Miller has been instrumental in promoting and supporting the creation of new businesses in New Mexico since 1996. Based on the many accomplishments and achievements of Miller, LANL Small Business Manager Dennis Roybal nominated Miller for the U.S. Small Business Administration's 2010 Small Business Development Center Service Excellence & Innovation Center Award.

Los Alamos National Laboratory's (LANL) Small Business Program Office works closely with the New Mexico Small Business Administration and the New Mexico Small Business Development Centers. LANL fully realizes the value and importance of having resources available to provide support to the small business communities.

"Small business owners add to the vitality of our economy and are the driving force of America's economy, it is our duty to recognize those high achievers that contribute to this nation's competitive edge," said Roybal. Roy shares in the commitment of keeping America as the best place to do business and that the small business sector is one of its great strengths.



J. Roy Miller, NMSBDC State Director

LANL gold sponsor at 11th annual Department of Energy (DOE) Small Business Conference & Expo

The 11th annual Department of Energy (DOE) Small Business Conference & Expo was held in Atlanta, Georgia. LANL was one of the Gold Sponsors of the event and was instrumental in marketing to small businesses to attend the event. These conferences are invaluable to participants because of the multiple alliances formed between small businesses and government agencies, prime contractors, and large or medium size businesses. Networking is the key component of these conferences. Business opportunities are communicated during events such as the “matchmaking sessions,” the expo, and the training breakout sessions. Another key component, is the recognition of small business award recipients. LANL nominated five companies and two received awards; TSAY Construction & Services, LLC and Tvet, LLC. The 12th annual Department of Energy Conference is soon approaching; make certain to visit the website link below to learn more about the event and how to register.



TSAY Construction & Services, LLC received HUBZone Small Business of Year award

TSAY Construction & Services, LLC was named HUBZone Small Business of the Year. TSAY was nominated by Los Alamos National Laboratory (LANL). This award was presented to Donn Wiese, general manager of TSAY Construction & Services, LLC at the 11th DOE annual Small Business Conference & Expo in Atlanta, Georgia, earlier in year.

In the award letter from Joe Garcia, DOE’s former Director of the Office of Economic Impact and Diversity, he stated, “It is not often enough that we are able to recognize the achievements of our small businesses and small business partners. This award recognizes the efforts and commitment of the Department’s small business advocates who take every opportunity to utilize small business concerns to meet its requirements. Small businesses are essential in stimulating the economy and we want the Department to be a leader in providing contract and subcontract opportunities to small businesses. Together we have made significant strides in realigning the mindset to thinking “small business” and not just “big business” when procuring goods and services at the U.S. Department of Energy.”



Tracy Solomon, Tvet, LLC, front row, holding a plaque, stands next to Yvonne Gonzales of Los Alamos and other Sandia small business advocates.

Tvet, LLC receives DOE Service Disabled Veteran Owned Small Business of Year award

Tvet LLC received the Service Disabled Veteran Owned Small Business award at the 11th DOE annual Small Business Conference & Expo in Atlanta, Georgia. LANL was not the only laboratory that felt Tvet, LLC, a supplier of Agilent products, was deserving of this award; Sandia National Laboratories joined us with a joint nomination. In fact, Sandia’s senior manager Billie Weatherly first met Tracy Solomon, CEO of Tvet, LLC at one of LANL’s supplier forums in 2008. They established a connection through the forum, which eventually resulted in Tvet, LLC becoming a test equipment supplier for Sandia. It is always good to hear about the connections that are established through our forums, which many times result in small business success stories.



Bill Valdez, left, acting director of the Office of Economic Impact and Diversity, U.S. Department of Energy presents Donn Wiese, right, with DOE HUBZone Small Business of the Year Award.

New Mexico Minority Business Week celebration

The New Mexico National Minority Enterprise Development (MED) Week celebration recognized and honored accomplished minority businesses and advocates for their personal achievements and contributions. The event is part of National Minority Enterprise Development (MED) Week, an annual celebration proclaimed by the President of the United States, to recognize minority business enterprises for their outstanding contributions to the American economy and society.

Los Alamos National Laboratory (LANL) was a proud supporter of this year's New Mexico Minority Business Week (MED Week) awards celebration, which was held in September at the Hotel Albuquerque in Albuquerque, New Mexico. Thirty-three organizations were co-sponsors, including federal agencies and prime contractors providing an excellent opportunity to network with other minority businesses, and government buyers. LANL procurement staff attended the event and were available to communicate the various business opportunities to those interested in doing business with the Laboratory.



New Mexico Chile Ristras,
a Northern New Mexico tradition

*MED Week is an excellent opportunity to network
with other minority businesses, and government buyers*

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