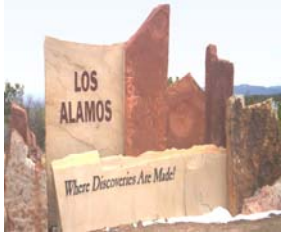


**Summer Edition  
2009**



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# Small Business News

## Greetings from the Small Business Program Manager

Greetings Colleagues,

It has been a busy summer, and the Small Business Program Team has many success stories to share with you. The Laboratory has made excellent progress increasing both small business awareness and meeting the Laboratory's Socioeconomic Goals. Our goal is to continue awarding subcontracts to small businesses with an emphasis on local northern New Mexico small businesses and the various socioeconomic categories of small business. As advocates for small businesses we are constantly working on finding new and innovative means to provide outreach and engage small businesses with "How to do Business with LANL." For more information, visit our website at [www.business.lanl.gov](http://www.business.lanl.gov) or send us an email at [business@lanl.gov](mailto:business@lanl.gov).



Dennis Roybal, Small Business Program Manager

## ASM Division welcomes Doug McCrary as the new Acquisitions Services Management Division leader



Doug McCrary, ASM Division Leader

ASM Division welcomes Doug McCrary as the new Acquisition Services manager. He began working at the Laboratory on July 27 and succeeds Kevin Chalmers. He has extensive experience in global supply chain management and business systems. Prior to joining the Laboratory, he headed the Supply Chain Management and Information Technologies divisions at the Pantex Plant in Amarillo, Texas.

## Small Business Program Office provides awareness on socioeconomic goals

ASM Division hosted a "Contract Assurance System Carnival Challenge" to build awareness of the various contractor assurance programs. Jim Carrigan and Yvonne Gonzales, members of the Small Business Program Office, staffed a booth to raise awareness of LANL's small business goal, the different socioeconomic goals, and more importantly, how working together with the procurement staff could lead to higher achievement goals. Awareness was provided in a fun & creative manner, such as having employees participate in a ring toss to see how many goals they could toss a ring around, with a prize for the most goals.



James Carrigan and Yvonne Gonzales pose in front of the SBPO Booth at the Contract Assurance System Carnival Challenge.

## Los Alamos National Security creates mentor-protégé agreements with two veteran-owned businesses

By Steve Sandoval, Communications Office

Los Alamos National Security, LLC (LANS) and Los Alamos National Laboratory have entered into new mentor-protégé agreements with SDV Construction and Trillacorpe Construction, both service-disabled veteran-owned small businesses. Both agreements fall under the umbrella of DOE's Mentor Protégé Program, said Dennis Roybal, the Laboratory's Small Business Program manager. The agreements are designed to foster the growth of these companies to become a successful subcontractor to LANS, DOE, NNSA, other government agencies, and private industry. According to Roybal, the companies are qualified to perform small construction projects and will help LANS accomplish its mission for DOE and NNSA. "Although we need to strive to achieve all of our small business goals, I am especially moved by our duty to veterans and service-disabled veterans," said Roybal. "We are very excited that these two agreements are with business owners who have served our nation." These mentor-protégé agreements are the fourth and fifth such agreements LANS has signed since it took over the management and operation of the Laboratory. The Lab and LANS also have mentor-protégé agreements with North Wind, Inc., TSAY Construction and Services, and Performance Maintenance Inc.

*"We are very excited that these two agreements are with business owners who have served our nation," said Dennis Roybal, the Laboratory's Small Business Program manager.*



## Construction Forum a success

By: Steve Sandoval, Communications Office

More than 200 companies registered for a Los Alamos National Laboratory sponsored Construction Forum which was held this spring in Albuquerque, N.M. Its purpose was to provide contracting information to construction companies seeking to do business with LANL. New opportunities for businesses resulted from the federal economic stimulus package funding for environmental cleanup work. The more than 300 people in attendance were able to network with staff from the Lab's Procurement Office and Small Business Program Office to learn more about procurement opportunities and site requirements. Site tours of specific areas related to upcoming work at the Laboratory was coordinated to give those people unfamiliar with the Laboratory and the Los Alamos area a better perspective and understanding of the area and necessary site requirements. In addition to a number of breakout sessions tailored for construction professionals, the forum gave businesses an opportunity to network and form new alliances. Representatives from the U.S. Small Business Administration, the New Mexico 8(a) & Minority Business Association, and the New Mexico Small Business Development Center also were available to help business owners. The overall goal of the Construction Forum was achieved through the many contacts and networking opportunities available to all that attended.



Pictured is Anna Muller, President of NEDA Business Consultants, Inc. and John Bretzke, Deputy Associate Director for Project Management & Site Services.



Pictured is Joyce Matthews, CMRR Acquisition Manager and Patrick G. Duran, Field Office Representative for New Mexico Congressman Ben Ray Lujan.

## LANS awards \$753 million in contracts to small businesses in New Mexico

*SUPPORTING NEW MEXICO'S ECONOMY*

**By Tajana K. Rosev, Communications Office**

Los Alamos National Security, LLC awarded subcontracts for a total of more than \$753 million to several New Mexico small businesses. This figure includes some \$120 million in subcontracts the Laboratory awarded last fall. A contract signing ceremony was held earlier this year at the Hotel Blue in Albuquerque. New Mexico Senator Jeff Bingaman attended the event. "These subcontract awards for products and professional services demonstrate the Laboratory's continued investment in New Mexico small businesses and our support of local communities in the area of economic development," said former Acquisition Services Management (ASM) Division Leader Kevin Chalmers. The Laboratory awarded a \$396 million subcontract to COMPA Industries, Inc., a vendor management services firm that specializes in federal staff augmentation. The company is a small business established in 1986 and headquartered in Albuquerque. Three subcontracts have been issued to companies that will provide the Laboratory with computer products. Technology Integration Group (TIG), a certified minority-owned small business, received a subcontract valued at \$98 million to provide Dell computers. The contract is for three years with an option to extend for another four years. Holman's Inc., a company headquartered in Albuquerque, was awarded two subcontracts, one valued at \$42 million to provide Apple computers and another, valued at more than \$37 million, to provide Hewlett Packard computers. Both subcontracts are for three years with an option to extend for another four years. The Lab awarded a subcontract to Frank's Supply Company, Inc. for electrical, tools, wire, and cable. Family owned since 1953, the company has four stores in New Mexico, including in Los Alamos, and employs more than 100 full-time employees. The contract is for a total of more than \$24 million and is for three years with an option to extend for another four years. Hacienda Home Centers, Inc., is a small disadvantaged business that was founded in 1975 in Espanola, New Mexico. Hacienda has grown to include five stores and a separate main office, located in Northern New Mexico. Hacienda was awarded a contract valued at \$11.7 million to provide plumbing and tool supplies. The contract is for a three-year term with an option to extend up to four additional years. Two subcontracts totaling \$28 million were awarded to companies to conduct well-drilling operations for the Laboratory. A contract with Terranear PMC (TPMC), LLC is for three years with an option to



extend for another two years. TPMC specializes in environmental remediation and compliance, radiological waste management, and engineering design and construction management services. A contract with North Wind, Inc., is for three years with an option to extend for another two years. North Wind, Inc. is a small business leader in the environmental management, engineering, construction, scientific consulting, and information technology industries. LANS also awarded a contract valued at about \$6 million to Portage, Inc. for engineering and environmental services. Portage, Inc., is a small disadvantaged engineering and environmental services firm with offices throughout North America. The company employs about 75 Northern New Mexico residents. Last fall, the Laboratory awarded \$120 million in subcontracts to four companies: TSAY Construction and Services, LLC of Ohkay Owingeh; CNSI Inc.; TEAM Technologies Inc.; and Fiore Industries.

### LANL Awards Subcontracts to NM Small Businesses

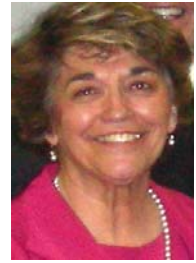
CNSI	\$32M
Compa Industries, Inc.	\$396M
Fiore Industries, Inc.	\$9.4M
Frank's Supply Co, Inc.	\$24.3M
Hacienda Home Centers Inc.	\$11.7M
Holman's Inc.	\$42M
Holman's Inc.	\$37.1M
North Wind, Inc.	\$14M Est
Technology Integration Group (TIG)	\$98M
Portage Inc.	\$6M
Team Technologies, Inc.	\$14.1M
Terranear PMC, LLC	\$14M Est
Tsay Construction & Services, LLC	\$65M
	\$753M - Total

### News Update:

In addition to the more than \$753 million awarded to small businesses, the LANL Small Business Program Office team is partnering with Procurement staff this fiscal year to aggressively set-aside major procurement requirements for small businesses. During August, up to \$300 million was awarded to small business, with many having offices in Northern New Mexico. This resulted in more than \$1 billion in multi-year awards to small businesses thus far in fiscal year 2009.

## **LANS awards new Staff Augmentation Subcontract to COMPA Industries, Inc., a New Mexico small business**

COMPA Industries, Inc. was awarded a new subcontract valued at \$395 million, to provide LANS with staff augmentation labor. COMPA is a Small Disadvantaged Business that is also woman-owned. Edna Lopez is the co-founder/CEO of COMPA Industries, a family owned and operated business. COMPA is a professional, technical, and administrative staff augmentation and project management company that has been doing business with the government since 1986. COMPA will implement a Web-based staff augmentation requisitioning Vendor Management System that will streamline the acquisition process for staff augmentation workers at the Laboratory. The new staff augmentation subcontract will enable hiring managers to continue obtaining quality staff augmentation contract labor; increase efficiency, improve cycle time, reduce overall costs, and gain performance visibility through reporting capabilities. The new contract will allow the Laboratory to enhance compliance controls and decrease administrative and management burden while retaining control of strategic staff decisions.



**Edna Lopez co-founder and CEO of COMPA Industries**

## **Subcontracts awarded for architecture and engineering services**

*NORTHERN NEW MEXICO SMALL BUSINESSES ARE AWARDED SUBCONTRACTS*

**By Steve Sandoval, Communications Office**

Six small businesses are receiving subcontracts totaling up to \$200 million for providing architectural and engineering services to Los Alamos National Laboratory. The small businesses receiving the subcontracts from Los Alamos National Security, LLC are Lopez Engineering, Inc.; Merrick & Company; Mosaic-STC, A Joint Venture; Professional Project Service, Inc.; Vigil Enterprises, Inc.; and Weidlinger-Navarro Northern New Mexico Joint Venture. These six small businesses represent a total of 41 firms, both large and small, that teamed to compete for architecture and engineering contract work. Three of the businesses are located in Northern New Mexico while the other three have strong roots in the region. The subcontracts, which run five years, call for the companies to augment in-house design engineering capabilities at the Laboratory. "These competitively bid subcontracts will help the Laboratory meet mission goals and requirements for design engineering," said Kathryn Smith of the Laboratory's Acquisition Services Management Division. "The subcontracts also demonstrate the Laboratory's continuing commitment to working with small businesses in Northern New Mexico and the region. We are confident that these companies will provide excellent services to Los Alamos National Laboratory," said Dennis Roybal, Small Business Program manager for the Laboratory.

*"The subcontracts also demonstrate the Laboratory's continuing commitment to working with small businesses in Northern New Mexico and the region."*

## Los Alamos National Laboratory names cleanup subcontractors

*SMALL BUSINESSES WILL PERFORM UP TO \$100 MILLION IN ENVIRONMENTAL WORK*

**By Fred DeSousa, Communications Office**

Los Alamos National Laboratory named three small businesses as subcontractors for up to \$100 million in environmental cleanup work. The companies will carry out most of the demolition funded under the American Recovery and Reinvestment Act, as well as other work. "We have a commitment to small businesses and to Northern New Mexico," said Everett Trollinger, project director for ARRA within the Department of Energy's Los Alamos Site Office. "This award is very important to the regional economy." The three companies, Los Alamos Technical Associates (LATA), Portage Inc., and ARSEC Environmental, LLC (ARSEC), will now use a streamlined process to bid for a number of individual demolition and cleanup tasks. A fourth company is expected to be named shortly. LATA, headquartered in Los Alamos, and Portage, with a sizeable Los Alamos office and work force, are Northern New Mexico businesses. ARSEC is a partnership of American Remediation Services located in White Rock, N.M., and Safety and Ecology Corporation of Oak Ridge, Tennessee. Most tasks will be "fixed price" subcontracts, helping ensure timely work without cost overruns. "We're making sure taxpayers will get good value for their money," said Bruce Schappell, deputy associate director of the Laboratory's Environmental Programs organization. The Laboratory estimates at least 100 jobs will be created or saved in this phase alone of Recovery Act work-- from laborers and heavy equipment operators to engineers and project managers. New employees will undergo specialized training for environmental cleanup, giving them skills that could be used at other sites once Los Alamos work is complete. Additionally, the Laboratory will host a networking event in Los Alamos for other businesses interested in providing goods or services. The Laboratory expects to request bids by the end of September for a separate \$100 million "master task order agreement" for transport and off-site disposal of waste and demolition debris. More than 20 unused buildings and structures at Technical Area 21, east of downtown Los Alamos, are slated for demolition. Recovery Act funding will also go to cleaning up the Laboratory's first waste disposal pits, known as Material Disposal Area B, that were in use from 1944 through 1948.

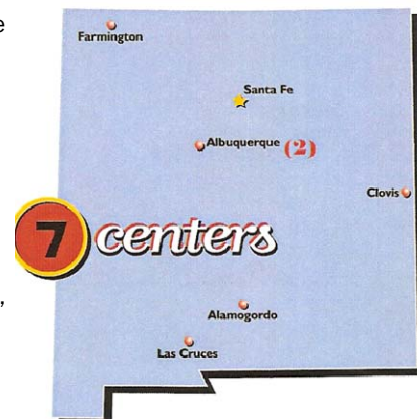
## Procurement Technical Assistance Program (PTAP)

### New Mexico PTAP- Contact Information

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The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTAP centers are located throughout the United States. They are a local resource available at no or nominal cost to business firms, to provide assistance in marketing products and services to the Federal, state, and local governments. New Mexico now has seven (7) centers located across New Mexico. The New Mexico PTAP contact is Wendy Ederer. She has the primary oversight for the seven PTAP centers that are located in Santa Fe, Farmington, Clovis, Alamogordo, Las Cruces, and two in Albuquerque. The PTAP centers have procurement advisors that are experienced in government contracting and provide a wide range of services. Some of the services include counseling and training to enable businesses to successfully compete for government contracts. They offer one-on-one counseling, workshops and training. This is an excellent opportunity for small businesses to get first hand assistance by subject matter experts.





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**We're on the Web**

<http://business.lanl.gov>



## Service-Disabled Veteran-Owned Small Business of the Year Award

Los Alamos Technical Associates, Inc. (LATA) received the Service-Disabled Veteran-Owned Small Business of the Year Award at the U.S. Department of Energy's 10th Annual Small Business Conference held in Long Beach, California this summer. Founded in Los Alamos, New Mexico in 1976, LATA has grown from a nuclear process engineering start-up to one of the nation's leading nuclear operations, engineering, environmental restoration, decontamination and decommissioning, and project management companies. While the DOE continues to be LATA's primary client, they have diversified its core business mix to include the U.S. Department of State, U.S. Air Force, U.S. Army Corps of Engineers, a variety of state and local governments, and a broad complement of Fortune 100 industrial clients. LATA's success is also a DOE success story, demonstrating the ability of a small business to develop the capabilities, resources and sound financial standing required to contribute to the nation's economic growth and the accomplishment of DOE's mission.