

U.S. Environmental Protection Agency

OAM Contractor Forum

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Leader
Office of Small Business Programs

Philadelphia, PA 04/30/2009



OSBP Mission

Small Businesses ~ Making a Difference

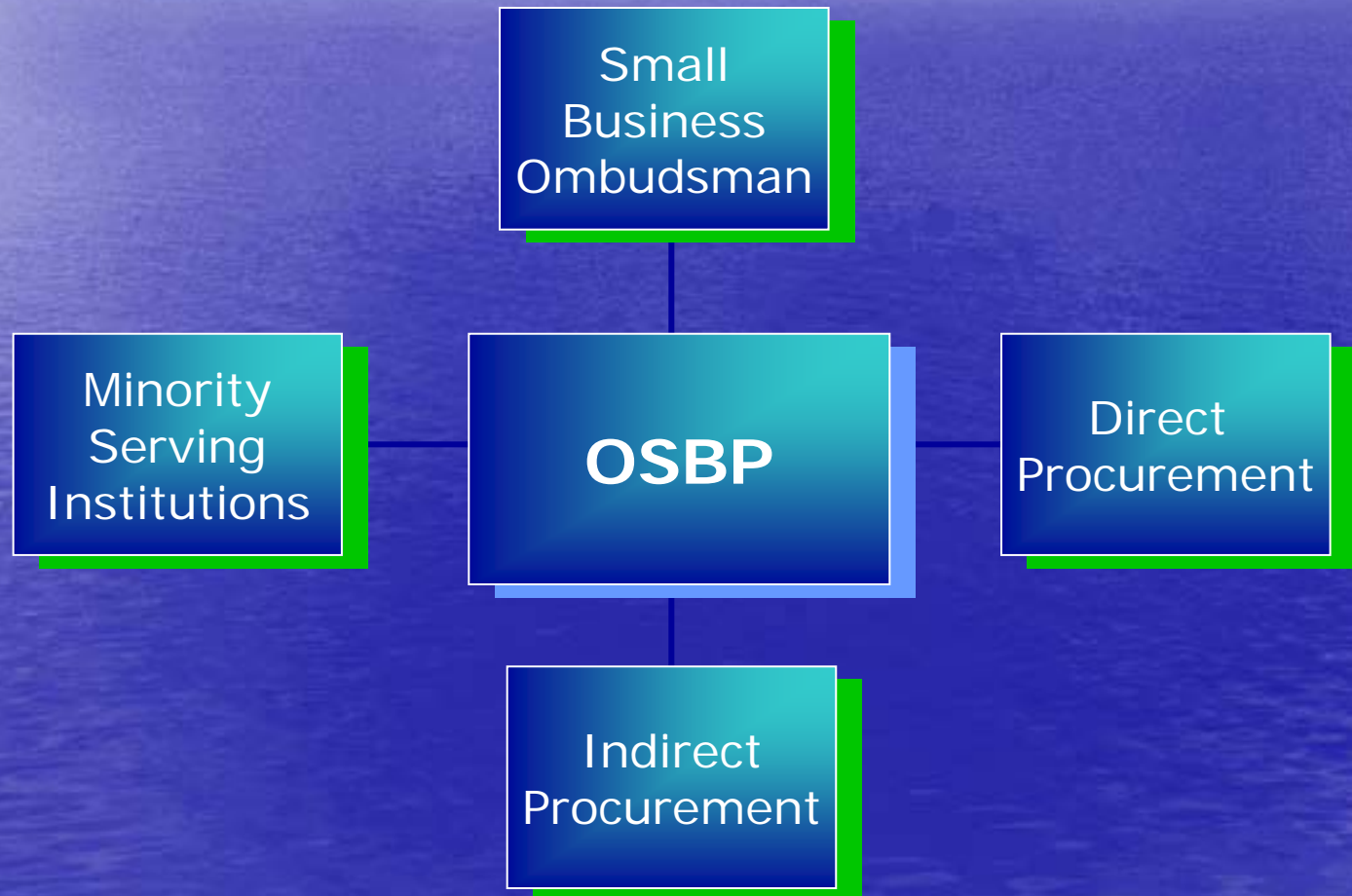
The Mission of the U.S. Environmental Protection Agency's Office of Small Business Programs is to support the protection of the environment and human health by fostering opportunities for partnerships, contracts, subagreements, and grants for small and socioeconomically disadvantaged concerns.

Why OSBP Exists

Section 15(k) of the Small Business Act requires that all federal agencies with procurement powers establish an Office of Small and Disadvantaged Business Utilization (OSDBU) and specifies which functions OSDBU Directors are responsible for carrying out in their roles as advocates for small businesses. To learn more, visit www.osdbu.gov.

1. Supervisory authority over personnel
2. Working with Agency acquisition officials
3. Identifying solicitations
4. Facilitating small business participation
5. Assisting small businesses to obtain payments from the Agency
6. Assisting small businesses to obtain payments from prime contractors
7. Determining/Reviewing individual acquisitions for small business set-asides
8. Assigning a small business technical advisor

OSBP Program Components



EPA Direct Procurement Program



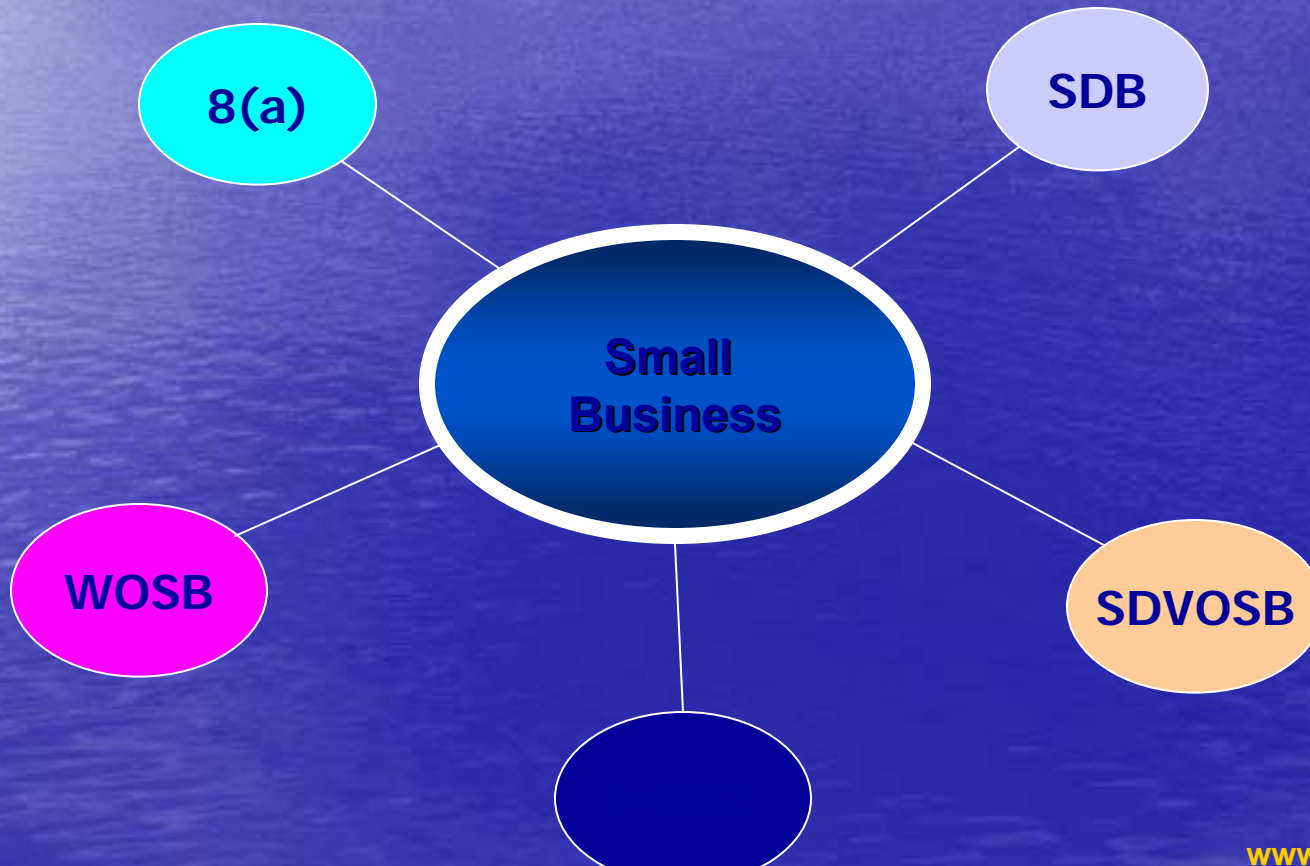
EPA's Direct
Procurement
Program
(Acquisition)

≈\$1.2 Billion



Direct Procurement Program

Small Business Sectors



Acquisition Process Circle



Small Business Goals by Percentages

Based on estimated contract obligations of \$1.2 Billion for Direct and \$200 Million for Subcontract

Fiscal Years 2008/2009

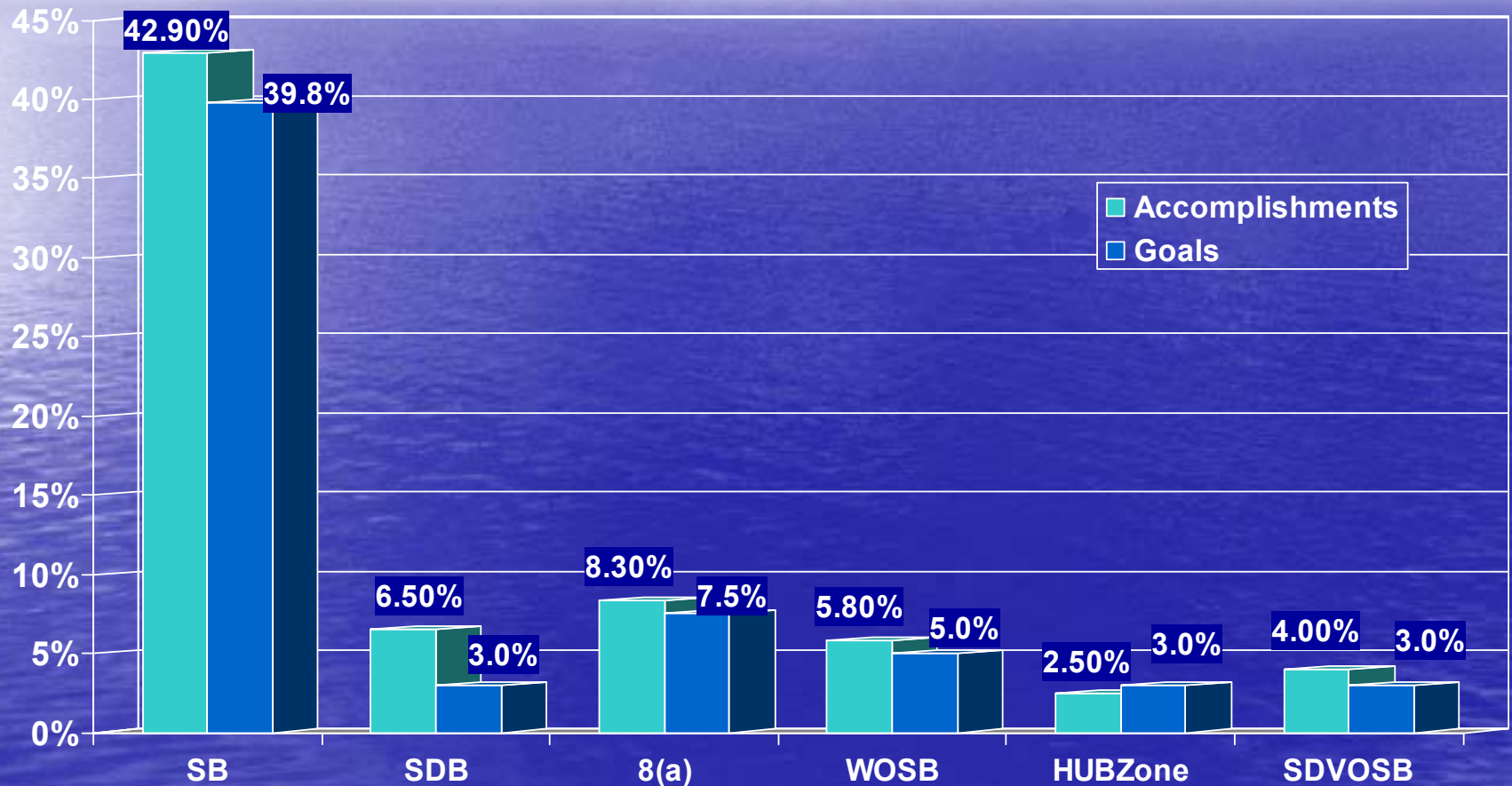
Estimated Obligations	Negotiated	
	Dollar Value	Goal
Direct		
Small Businesses	\$477M	39.8%
8(a) Businesses	\$90 M	*7.5%
Non 8(a) Small Disadvantaged Businesses	\$36 M	*3.0%
Women-Owned Small Businesses	\$66 M	5.5%
HUBZone Businesses	\$36 M	3.0%
Service Disabled Veteran-Owned Small Businesses	\$36 M	3.0%
Subcontract	Dollar Value	Goal
Small Businesses	\$100 M	50.0%
Small Disadvantaged Businesses	\$40 M	20.0%
Women-Owned Businesses	\$15 M	7.5%
HUBZone Businesses	\$6 M	3.0%
Services Disabled Veteran-Owned Small Businesses	\$6 M	3.0%

NOTE: Subcontracting goals are subject to increase in individual solicitations in an effort to meet overall Agency goals. www.epa.gov/osdbu

*Since 8(a)s are SDBs, EPA, in essence, has an SDB goal of 7.5%. www.epa.gov/osdbu

EPA Small Business Accomplishments

FY2008



19.202-1 -- Encouraging Small Business Participation In Acquisitions.

- Divide proposed acquisitions of supplies and services (except construction) into reasonably small lots (not less than economic production runs) to permit offers on quantities less than the total requirement.
- Plan acquisitions such that, if practicable, more than one small business concern may perform the work, if the work exceeds the amount for which a surety may be guaranteed by SBA against loss under 15 U.S.C.694b.
- Ensure that delivery schedules are established on a realistic basis that will encourage small business participation to the extent consistent with the actual requirements of the Government.
- Encourage prime contractors to subcontract with small business concerns (see [Subpart 19.7](#)).

Definition:
"RULE OF TWO" - Small Business Set-Aside
FAR 19.502-2 (a)

The contracting officer shall set-aside an acquisition for small business participation when there is a reasonable expectation that offers will be obtained from at least two responsible small business concerns that are competitive in terms of market prices, quality, and delivery.



Subcontracting



FAR Part 19.702(1) requires subcontracting plans.

- Plans are required when a contract or contract modification is expected to exceed \$550,000 (or \$1,500,000 for construction). The plan states the extent to which the prime contractor will use Small Businesses, SDBs, WOSBs, HUBZones, and SDVOSBs as subcontractors.
- OAM developed a model subcontracting plan outline for reference. Two of the key elements to be included in the plans are:
 - The percentages of the total subcontract dollars planned for Small Businesses, SDBs, WOSBs, HUBZones and SDVOSBs.
 - A summary of the work to be performed by these firms.
- EPAAR 1519.705-4 requires offerors to obtain advice and recommendations from OSDBU when approving subcontracting plans.

Subcontracting (Cont.)

- OSDBU reviews the plan to determine whether the prime contractor has complied with EPA's subcontracting goals.
- **The Goals for FY'08/09 Subcontracting are:**

Small Business	50.0%
Small Disadvantaged Business	20.0%
Women-Owned Small Business	7.5%
HUBZone Business	3.0%
Service Disabled Veteran-Owned Small Business	3.0%
- Upon reviewing the plans, OSDBU recommends to the CO whether the plan should be approved or disapproved.
- Prime contractors report actual accomplishments through the new Electronic Subcontracting Reporting System (eSRS). For more information, visit www.esrs.gov.
 - SF-294 - Subcontracting Report for Individual Contracts
 - SF-295 - Summary Subcontract Report

Small Business Vendor Profile Database

The system has been developed to track Small, Small Disadvantaged, Minority, Women-Owned, HUBZone, Service Disabled Veteran-Owned, and American Indian/Alaska Native businesses, as well as HBCUs, HACUs and MIs available to do business with EPA. This database provides a means to search and retrieve vendors by ownership, NAICS Codes, corporate capabilities, SBA 8(a) status, and other designations as desired. The public has access through the WEB.

<http://cfpub.epa.gov/sbvps>



EPA Regional Small Business Coordinators by States

Region 1 - Valerie Bataille

(617) 918-1674

CT, MA, ME, NH, RI, VT

Region 2 – Donna Johnson

(212) 637-3373

NJ, NY, PR, VI

Region 3 - Romona McQueen

(215) 814-5155

DC, DE, MD, PA, VA, WV

Region 4 – Charles Hayes

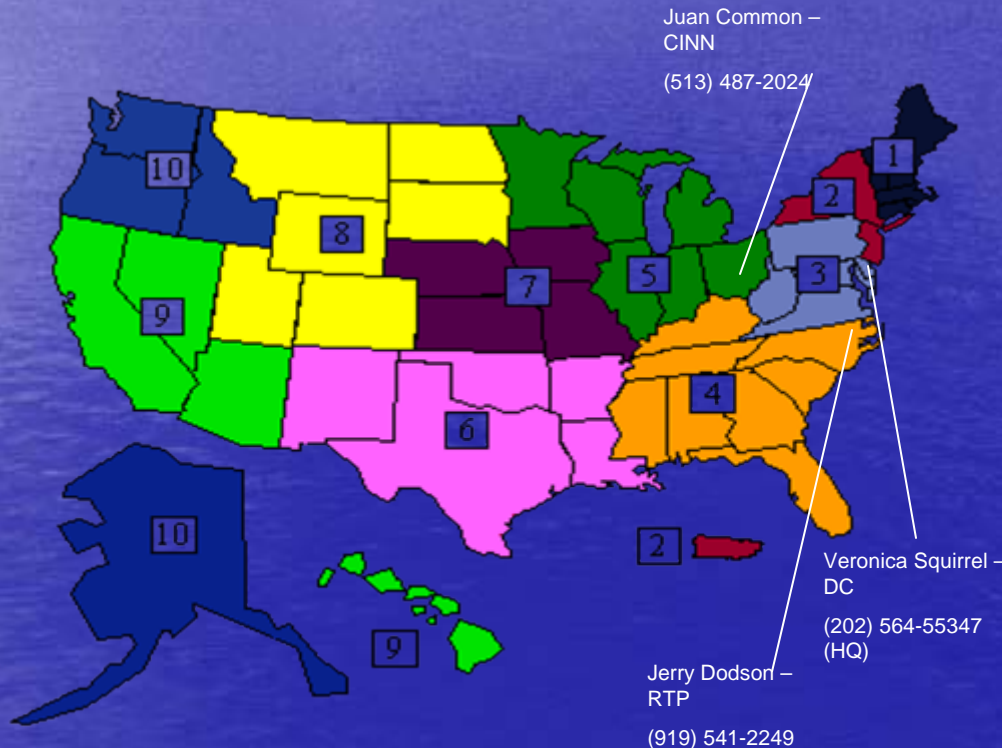
404-562-8377

AL, FL, GA, KY, MS, NC, SC, TN

Region 5 - Adrienne Callahan

(312) 353-5556

IL, IN, MI, MN, OH, WI



Region 6 - Debora Bradford

(214) 665-7406

AR, LA, NM, OK, TX

Region 7 - Chester Stovall

(913) 551-7549

IA, KS, MO, NE

Region 8 - Marshall Pullman

(303) 312-6499

CO, MT, ND, SD, UT, WY

Region 9 - Joseph Ochab

(415) 972-3761

AZ, CA, HI, NV, AS, GU

Region 10 – Greg Luchey

(206) 553-2967

AK, ID, OR, WA

OSBP Counseling Sessions For Calendar Year 2008

- **March 17, 2009** **EPA OSDBU Woman Owned
Small Business Counseling
Session**

- **July 16, 2009** **EPA OSDBU Hubzone Small
Business Counseling Session**

- **October 15, 2009** **EPA OSDBU Small Business
Counseling Session/
Environmental Consulting
Services**

- **November 12, 2009** **Service Disabled Veterans Owned
Small Business EPA OSDBU Small
Business Counseling Session**

Thank you for your Support



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