



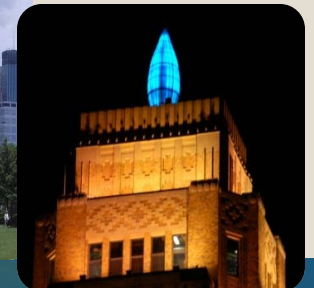
U.S. ENVIRONMENTAL
PROTECTION AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS

"Thinking Small Business First – Professionalism, Innovation, Collaboration, Advocacy"

Region 5 FY2011 Snapshot & Small Business Updates

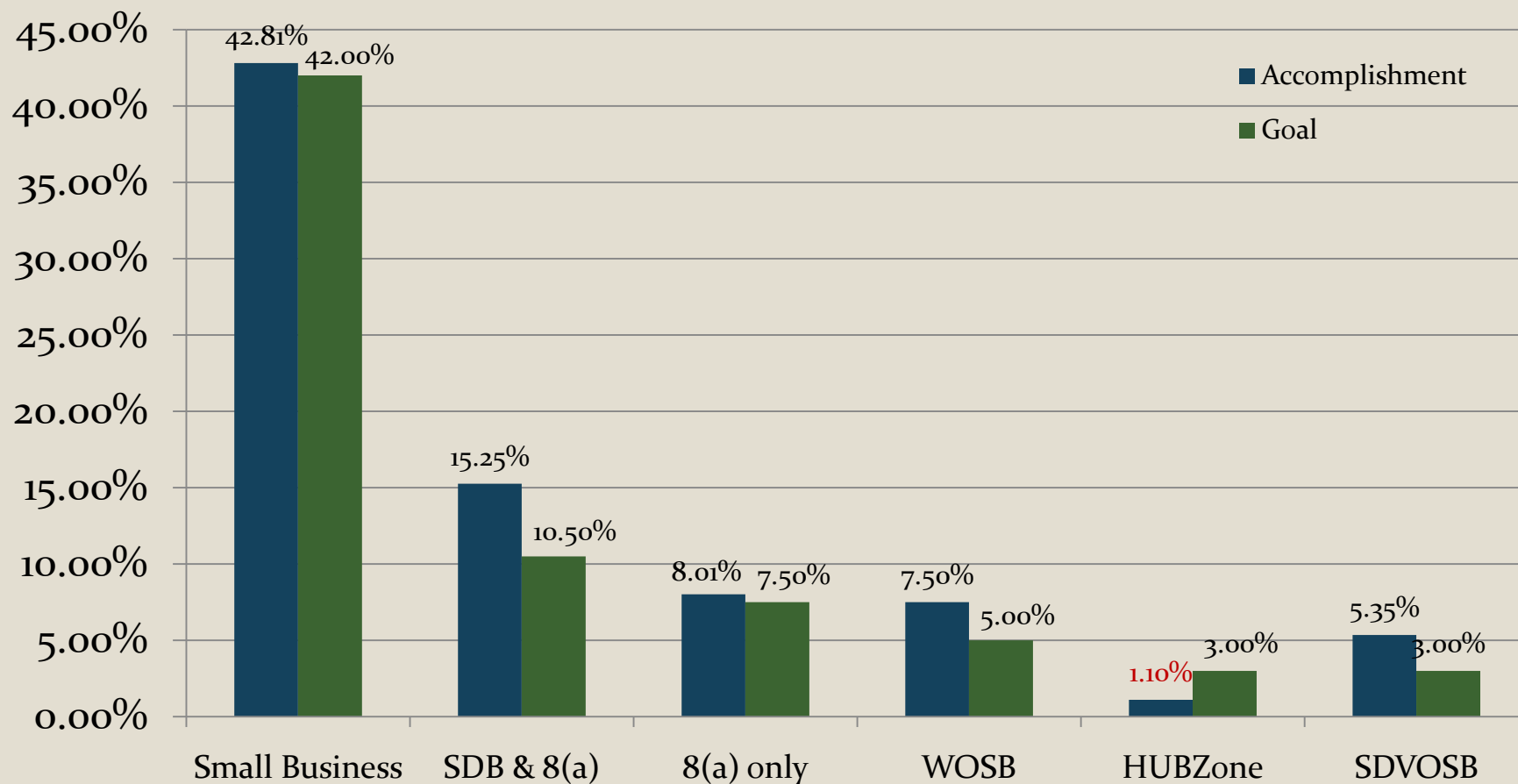
Dr. Jeanette L. Brown, Director



EPA Small Business Accomplishments FY2011

Source: FPDS-NG (as of 10/21/11)

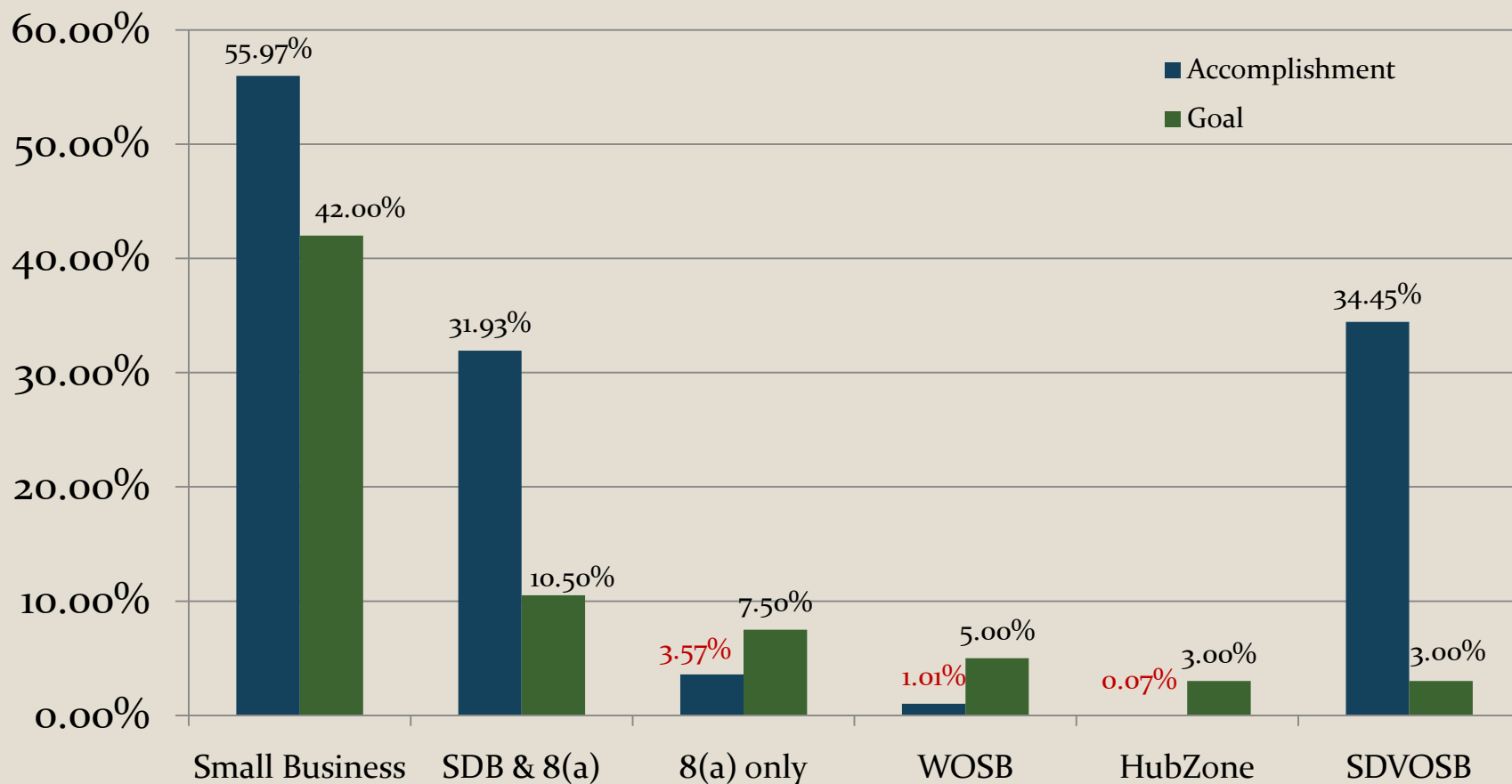
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R5 Small Business Accomplishments FY2011 (DRAFT)

Source: ICMS, EAS & SPEDI

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White House Requests/ Initiatives

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- “Foot in Door” Strategy
 - Program Managers/ Contracting Officers should meet with small business vendors on a regular basis.
- Multiple Award Contracts (MAC)
 - New authority will be issued by the Federal Acquisitions Council.
 - Use of set-asides in connection with multiple award contracts, including GSA schedule buys.
- Two or more high-level outreach events by June 2012
- Strengthened subcontracting requirements (Small Business Job Act)

White House Requests/ Initiatives (cont.)

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- EPA identified in Best Practices
 - Small business standards will be included in all senior executive performance evaluations.
- ALL Small Business activities /outreach should be posted to FedBizOpps
 - Pre-proposal/ pre-bidders conferences
 - Vendor outreach
 - Meetings
- Success stories should be posted to FedBizOpps
- Scorecard (SBA)

The NEW SBA Woman Owned Small Business Program

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On October 7, 2010, the U.S. Small Business Administration published a final rule **Effective February 4, 2011**, aimed at expanding federal contracting opportunities for women-owned small businesses (WOSBs). The Women-Owned Small Business (WOSB) Federal Contract program authorizes contracting officers to **set aside certain federal contracts** for eligible:

- Women-owned small businesses (WOSBs)
- Economically disadvantaged women-owned small businesses (EDWOSBs)

Eligibility:

- 51% owned and controlled by one or more women;
- U.S. citizen; and
- Must be “small” in its primary industry in accordance with SBA’s size standards.

The NEW SBA Woman Owned Small Business Program (cont.)

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- To participate in the Program, a WOSB must meet the eligibility requirements and either (1) self-certify their business OR (2) be certified by an SBA-approved Third-Party Certifier.
- All WOSBs must register their status in the Central Contractor Registration (CCR) and the Online Representations and Certifications Application (ORCA), as well as upload required documents to the WOSB Program Repository.
- Approved Third-Party Certifiers (as of 10/25/11):
 - El Paso Hispanic Chamber of Commerce
 - National Women Business Owners Corporation
 - US Women's Chamber of Commerce
 - Women's Business Enterprise National Council (WBENC)

HubZone Program Update

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From October 2011 until January 2012, the HUBZone maps will be undergoing significant changes as a result of the 2010 census. In the interim, an address lookup search will provide users with the ability to enter an address and determine whether it is qualified or not.

Visit www.sba.gov/content/hubzone-maps for more information.

OSBP Events/ Training

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- OSBP & OAM 1102 Training
 - Video available, contact Susan Moroni (OAM)
- OSBP SDVOSB Counseling Session November 15, 2011
- OSBP DBE Coordinator's Training January 24, 26, 31 & February 2, 2012 (via video conference)

Region 5 MAI and Non-MAI
Planned Data for FY 2010 , FY 2011 and FY 2012
Actual Data for FY 2010 and FY 2011

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Category	Planned FY 2010	Actual FY 2010 (As of Sept 30)	Planned FY 2011	Actual FY 2011 (As of Sept 30)	Planned FY 2012
Total Non- MAI Awards	\$0.00	\$22,480,756.00	\$0.00	\$13,755,641.36	\$0.00
MAI Awards					
HBCU Awards	\$21,972.00	\$41,681.00	\$0.00	\$76,670.58	\$0.00
TCU Awards	\$0.00	\$1,000.00	\$0.00	\$25,354.97	\$0.00
ANNAPISI Awards	\$0.00	\$2,679,077.00	\$0.00	\$199,327.72	\$0.00
Hispanic Awards	\$0.00	\$3,000.00	\$0.00	\$124,920.54	\$0.00
Total MAI Awards	\$21,972.00	\$2,724,758.00	\$0.00	\$426,273.81	\$0.00
Grand Total	\$21,972.00	\$25,205,514.19	\$0.00	\$14,181,915.17	\$0.00

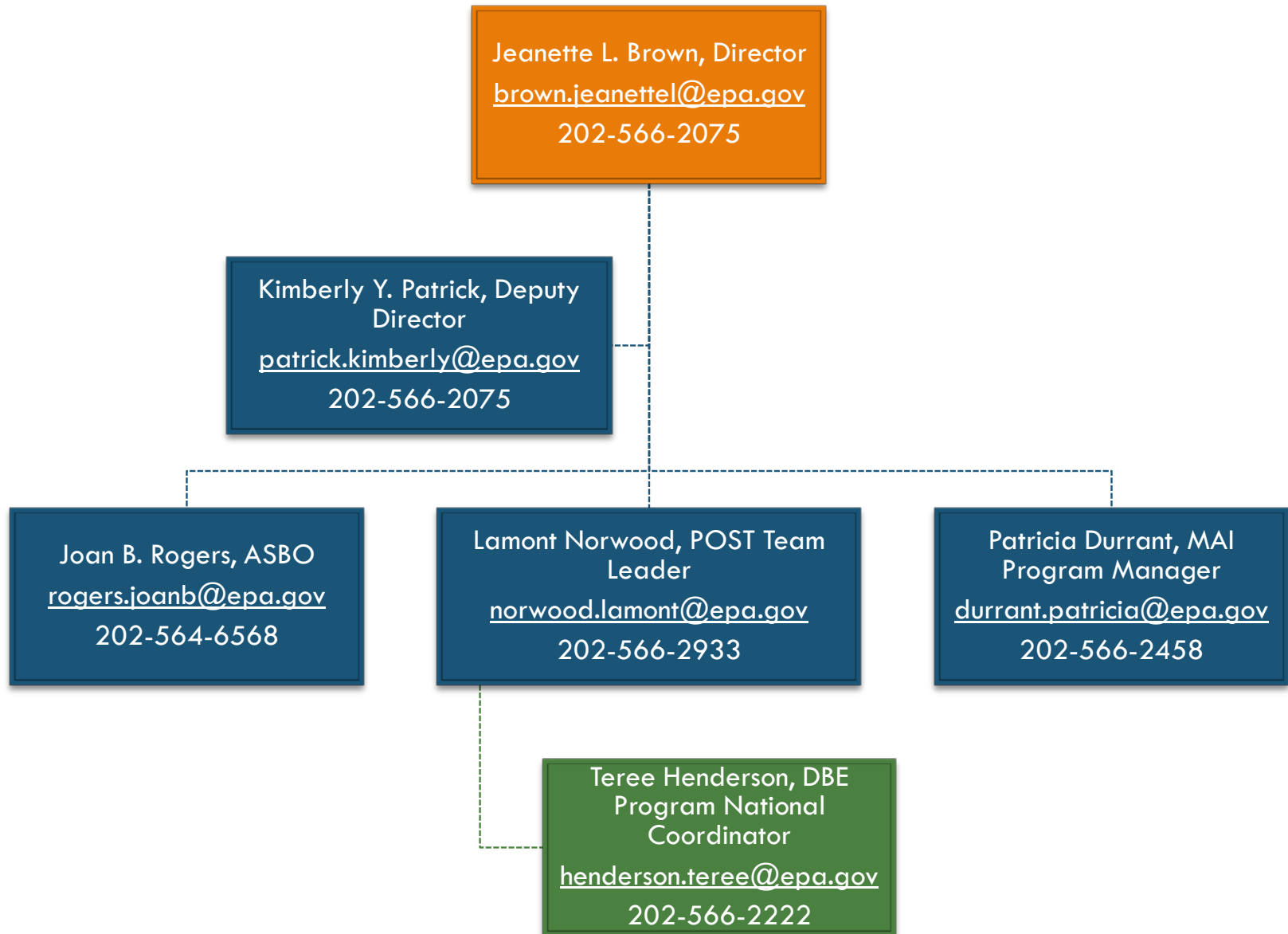
MAI Report Synopsis

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A.	Total FY 11 Financial Support to MAIs:	\$426,273.81
B.	Total FY 11 Financial Support to Non-MAIs:	\$13,755,641.36
C.	Grand Total of A and B:	\$14,181,915.17

HBCU	TCUs	AANAPISIs	HSIs
\$76,670.58	\$25,354.97	\$199,327.72	\$124,920.54

OSBP Key Personnel



*“Thinking Small Business
First – Professionalism,
Innovation,
Collaboration, Advocacy”*



Questions/ Comments?