



U.S. ENVIRONMENTAL
PROTECTION AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS

Small Business Making a Difference While Opening Doors!

Doing Business with EPA

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Programs

202-566-2075



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The mission of the U.S. Environmental Protection Agency's Office of Small Business Programs is to support the protection of human health and the environment by advocating and advancing the business, regulatory, and environmental compliance concerns of small and socio-economically disadvantaged businesses, and minority academic institutions.



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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 the responsibilities of OSDBU Directors in their roles as advocates for small businesses.

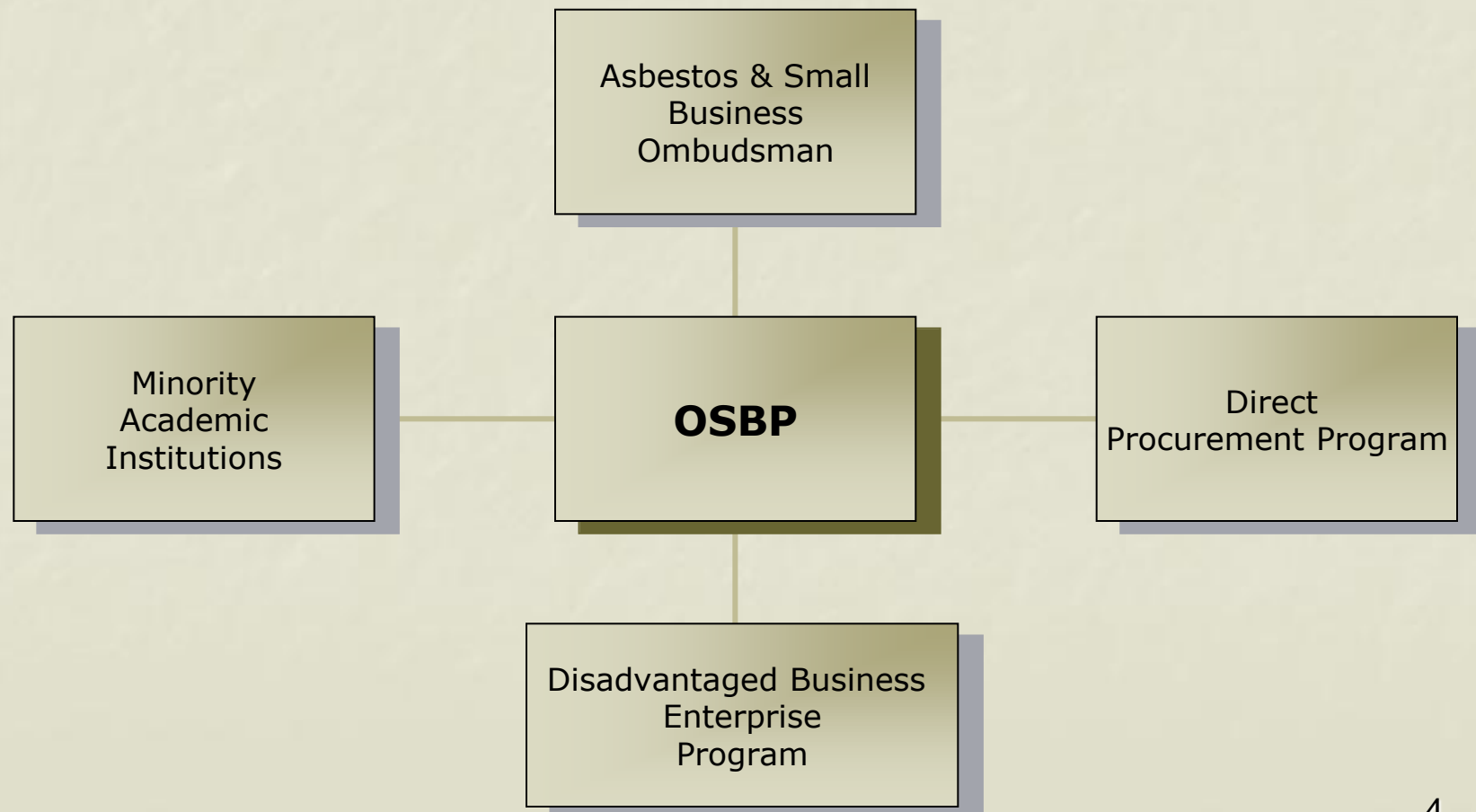
* At EPA, the OSDBU function is contained within the OSBP



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Direct Procurement Program (Acquisition)



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Small Business Sectors





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Fiscal Years 2008/2009

Estimated Obligations	Negotiated	
	Dollar Value	Goal
Direct		
Small Businesses	\$477.6M	39.8%
8(a) Businesses	\$90 M	*7.5%
Non 8(a) Small Disadvantaged Businesses	\$36 M	*3.0%
Women-Owned Small Businesses	\$60 M	5.0%
HUBZone Businesses	\$36 M	3.0%
Service Disabled Veteran-Owned Small Businesses	\$36 M	3.0%
Subcontract		
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%

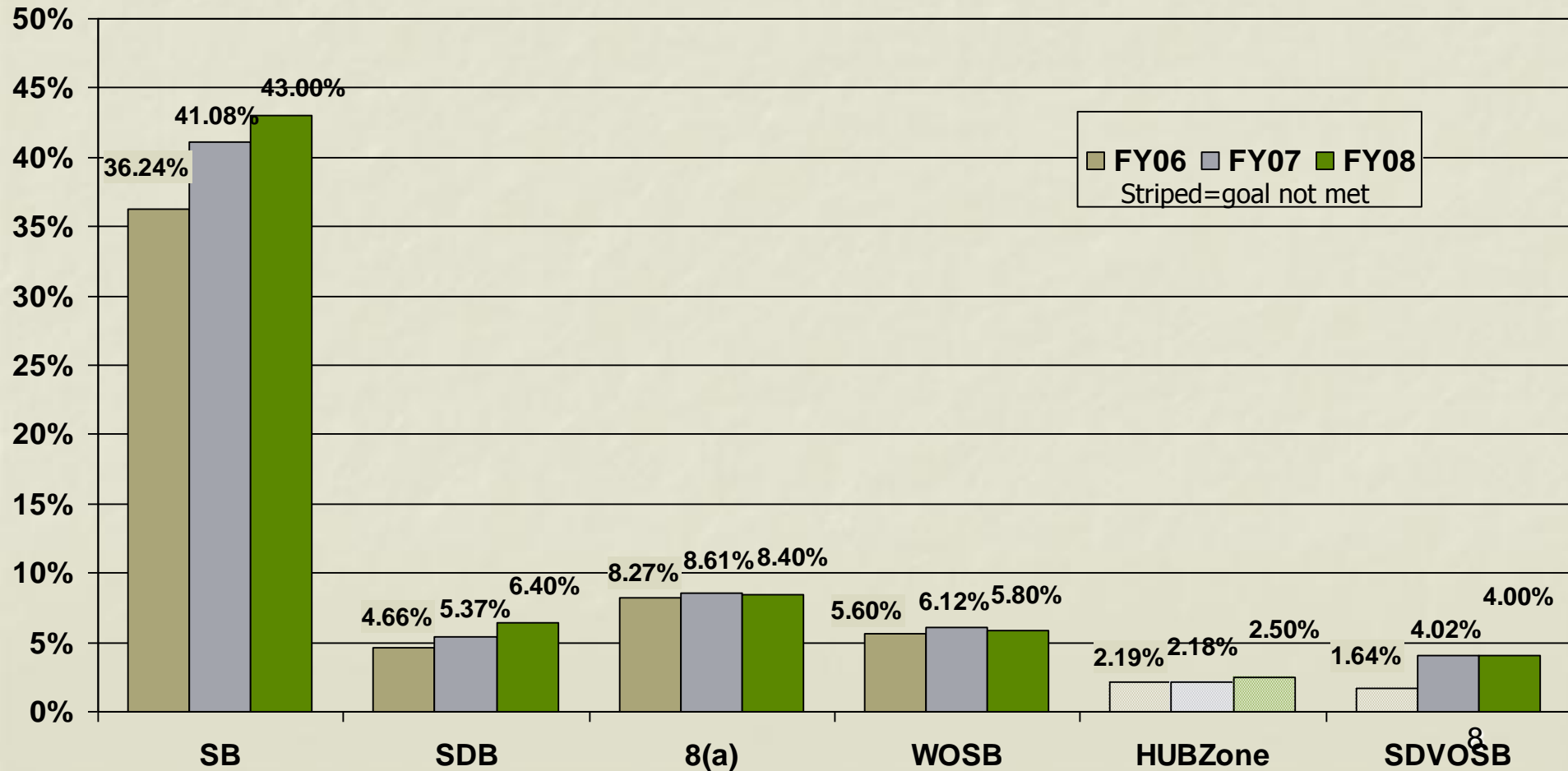


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FY06-FY08 Small Business Accomplishments





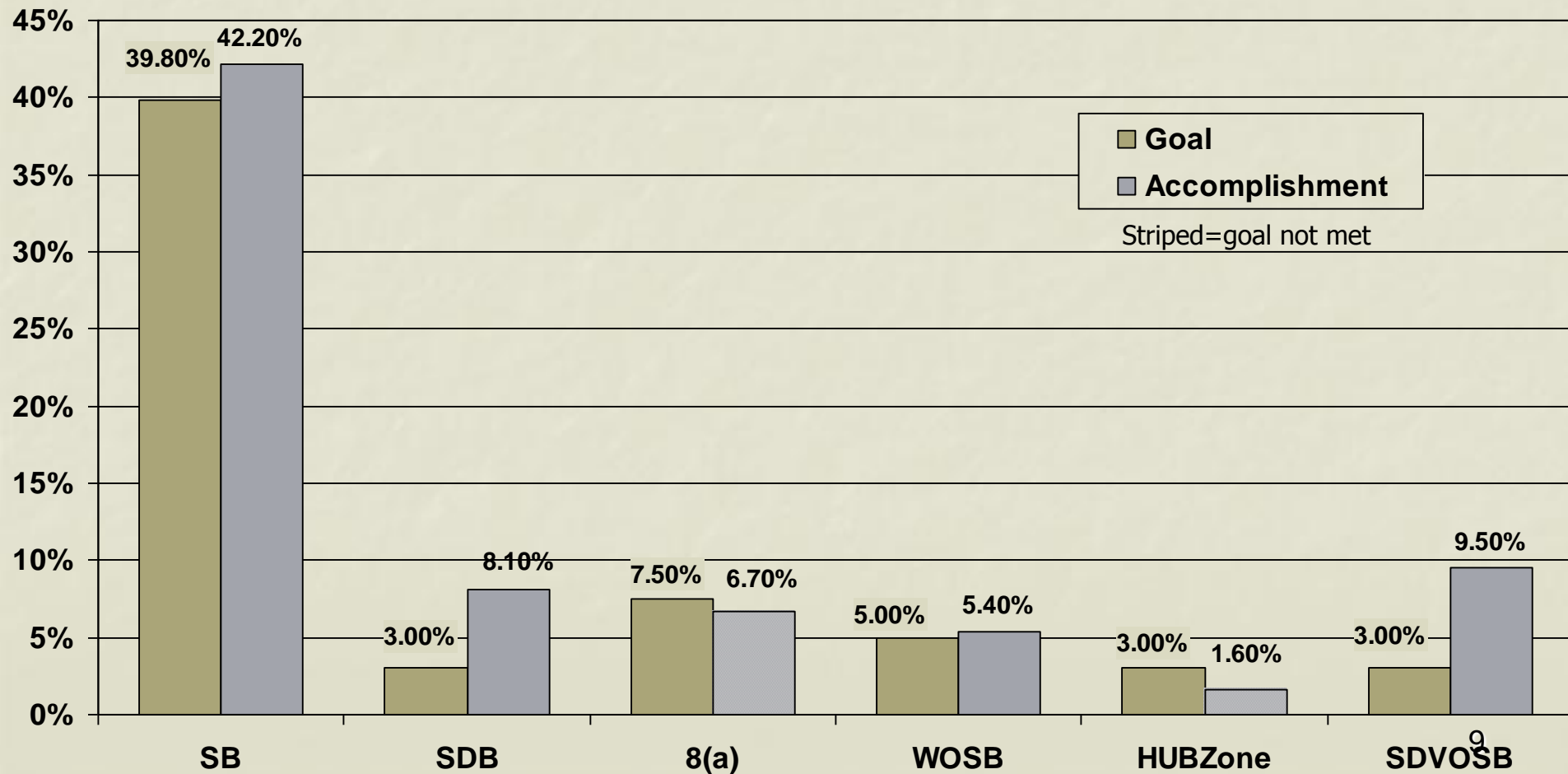
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FY09 3rd Quarter Small Business Accomplishments





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"Rule of Two"

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.



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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%



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Subcontracting Opportunities

The following website is a Subcontracting Directory for contractors and subcontractors to post notices for subcontracting opportunities and thereby increase competition for subcontracts. The website also provides subcontracting opportunities under the American Recovery and Reinvestment Act (ARRA) Subcontract Solicitations.

https://federalallies.org/SBA_Subcontract_Network.html



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OSBP Training and Counseling Sessions

Below is a list of upcoming procurement conferences that OSBP gives at EPA Headquarters. These conferences are designed to counsel Contractor's on how to do business with EPA.

April, 2010

Woman Owned Small Business

July 14, 2010

HubZone Small Business

September 14, 2010

Environmental Consulting

November 9, 2010

Service Disabled Veteran Owned Small Business



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Small Business Vendor Profile System (SBVPS)

The SBVPS has been developed by OSBP 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.

To register your company, visit:

http://www.epa.gov/osbp/direct_vendor.htm



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Tips for Marketing to EPA

- 1. *Research the Federal Procurement Data System (FPDS) maintained by GSA.*** Review the top 5 to 10 industry procurement totals for EPA and for the specific program operating within EPA at <https://www.fpds.gov/>. Analyze the FPDS data to determine what the major procurement buying activities are for each operating administration. This research may indicate whether your specific NAICS code, or niche industry, has potential procurement opportunities.
- 2. *Focus on your business successes with other government agencies and use them to help you decide which opportunities you will pursue.*** If you have had success in one Federal Agency in a specific NAICS category and you learn from your research above that EPA conducts procurements within that same NAICS category-leverage that past success with strong past performances references.



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Tips for Marketing to EPA

3. *Familiarize yourself with your potential client's goals and objectives.* Review EPA's annual budget information, Strategic Plan – www.epa.gov/ocfo/plan/plan.htm and Annual Performance Plan – <http://www.epa.gov/adminweb/budget>.

4. *Develop key networking strategies.* Make a point of meeting and speaking with other EPA prime and sub- contractors that have successfully worked on environmental-related contracts in the past to learn from their experiences and to evaluate potential teaming opportunities. Learn more about the EPA Mentor Protégé Program at www.epa.gov/osdbu/pdfs/protege.pdf

Get to know the trade associations that are in your industry niche- especially the ones that are active in the geographic area in which you conduct business.

Register with the Central Contractor Registration (CCR) for greater visibility

Contracting Officers and prime contractors use the Department of Defense's (DOD) CCR database to find small, disadvantaged and women-owned businesses. Be sure that they can find you by registering in the database at <http://www.ccr.gov/> and be sure to keep your company's email address and profile up to date.



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Tips for Marketing to EPA

- 5. *DO YOUR HOMEWORK!!!*** Review the web site of any of the EPA program offices that procure what you have to sell. Review the agency's strategic and annual performance plans and take a look at the EPA web site <http://www.epa.gov/>
- 6. *Be credit card accessible.*** As a small business it is critical that you become credit card accessible. The trend in federal procurement increasingly involves the use of credit cards for purchases



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Top Ten NAICS Codes

1. 562910 - Remediation Services
2. 541620 - Environmental Consulting Services
3. 541519 - Other Computer Related Services
4. 541710 – R&D in the Physical, Engineering, and Life Sciences
5. 541611 – Admin. Management and General Mngmt Consulting
6. 541380 - Testing Laboratories
7. 561210 - Facilities Support Services
8. 541511 - Custom Computer Programming Services
9. 541330 - Engineering Services
10. 518210 - Data Processing, Hosting, and Related Services



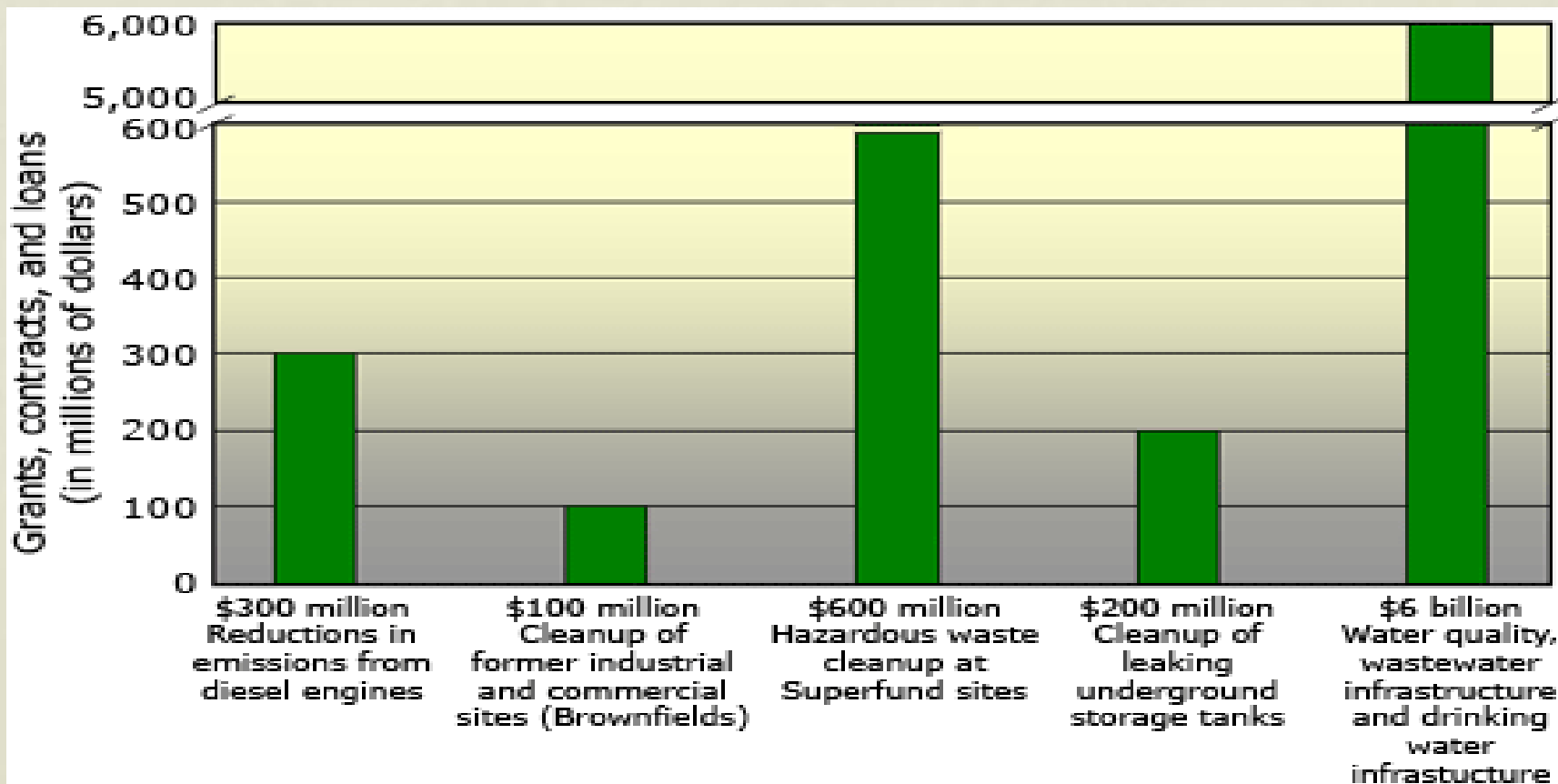
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Recovery Act





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Recovery Act

You can now explore how EPA is administering around the nation the \$7.22 billion it received under the Recovery Act using an interactive map at <http://www.epa.gov/recovery/map.html>.

Right now, this map shows at national and state levels:

- EPA total obligations -- the amount of Recovery Act funding EPA will provide each state, and
- EPA gross outlays -- the amount of Recovery Act funding states have received from EPA to date.

In the future, the map will link to project-by-project information



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DBE Small Business Coordinators

Region 1 – Valerie Bataille
(617) 918-1674
CT, MA, ME, NH, RI, VT

Region 2 - Michele Junker
(212) 637-3418
NJ, NY, PR, VI

Region 3 – Sasha Brown-Perry
(215) 814-5404
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

Veronica Squirrell – HQ
(202) 564-5347 (HQ)

Jerry Dodson – RTP
(919) 541-2249

Billy Oden – CINN
(513) 487-2126

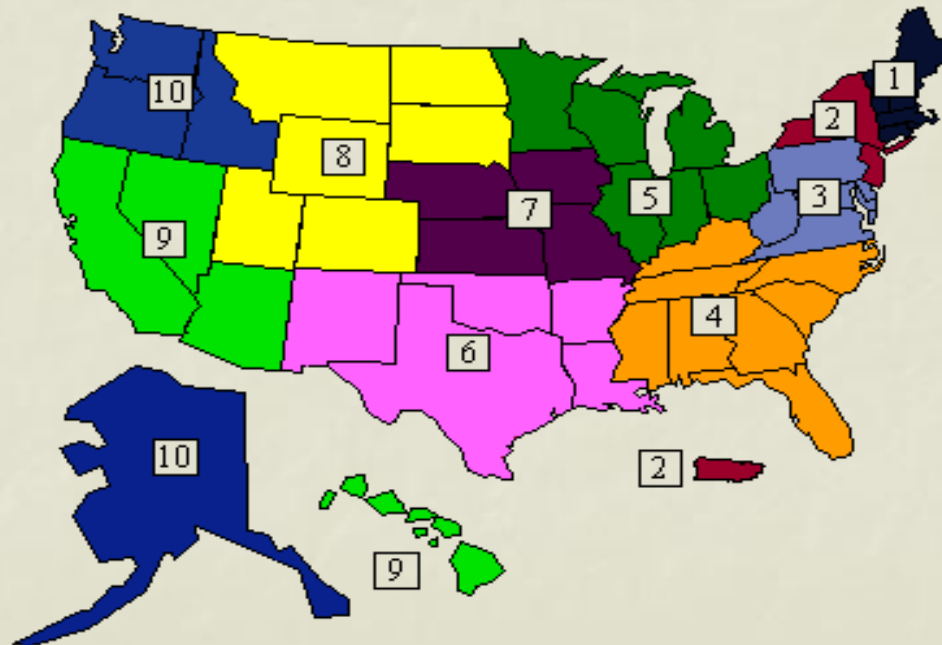
Region 6 - Debora Bradford
(214) 665-7406
AR, LA, NM, OK, TX

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





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- Office of Small Business Programs - <http://www.epa.gov/osbp/>
- Small Business Outreach - http://www.epa.gov/osbp/direct_outreach.htm
- EPA Procurement Forecast - http://www.epa.gov/osbp/direct_biz.htm
- EPA Active Contract Listing - <http://www.epa.gov/oam/ptod/ek1rptv.pdf>
- EPA Vendor Database - http://www.epa.gov/osbp/direct_vendor.htm
- EPA Small Business Goals - http://www.epa.gov/osbp/direct_goals.htm



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Questions/ Comments

