

Environmental Protection Agency



Office of Small Business Programs

DOE Kansas City, Missouri
May 11, 2011



www.epa.gov/osbp

U.S. Department of Energy — 12th Annual Small Business Conference & Expo
May 10-12, 2011 - Kansas City, MO



U.S. ENVIRONMENTAL
PROTECTION AGENCY

OFFICE OF SMALL BUSINESS PROGRAMS
(OSBP)

Small Business Making a Difference While Opening Doors!



Getting to Green

Dr. Jeanette L. Brown, Director

Follow the Money



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EPA and OSBP Mission

- The U.S. Environmental Protection Agency's (EPA) mission is to protect human health and the environment.
- The Office of Small Business Programs (OSBP) supports EPA's mission by fostering opportunities for partnerships, contracts, sub-agreements, and grants for small and socioeconomically disadvantaged concerns, including their advocacy in EPA regulations & compliance.
- OSBP's Green Initiative Task Force develops information, resources and tools to assist small business in going green.



“Gaining Opportunities by Going Green”



www.epa.gov/osdbu/greening.htm

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Legal Basis for Greening Government

Federal government's legal progression in going green:

- Resource Conservation and Recovery Act (RCRA), Section 6002 (1994).
- Farm Security and Rural Investment Act (2002 Farm Bill), Section 9002.
- Energy Policy Act of 2005.
- Energy Independence and Security Act of 2007.
- Executive Orders 13514, 13423, 1322, and 13101.



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Benefits to Greening a Small Business

- **Highly marketable within the government acquisition process.**
- Saves money by reducing waste and increasing efficiency.
- Attracts green consumers.
- Attracts motivated employees.
- Differentiates your business from competitors.
- Provides flexibility in uncertain times.
- Demonstrates leadership and commitment.



Green Contract Clause Requirements

Example Requirements:

- Provide recycled and recyclable products.
- Use energy and water efficient products.
- Develop waste reduction measurements.
- Utilize green conferencing methods.
- Provide LEED certifications and/or green buildings.



EPA's Environmental Preferable Purchasing

A green purchasing initiative that assists federal (and other) buyers to purchase more sustainable products and services.



Examples include:

- ✓ BioPreferred Program.
- ✓ Energy Star and Federal Energy Management Program.
- ✓ Alternative Fuel Vehicles/Alternative Fuels Program.
- ✓ The WaterSense Program.
- ✓ Design for the Environment--DfE Label and Products.
- ✓ Comprehensive Procurement Guidelines for Recycled Content.



EPA Voluntary Partnership Programs

SmartWay:

An EPA launched brand that identifies products and services that reduce transportation-related emissions.



Design for the Environment (DfE):

A voluntary program that allows manufacturers to put the DfE label on household and commercial products, such as cleaners and detergents, that meet stringent criteria for human and environmental health.



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EPA Voluntary Partnership Programs

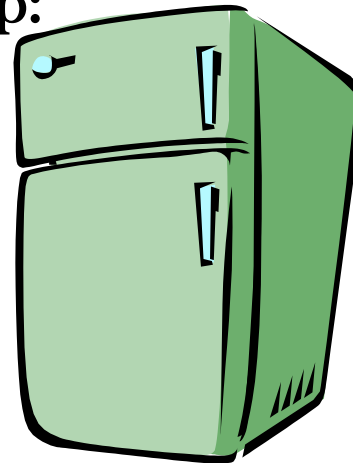
Green Power Partnership:

A voluntary program that supports the organizational procurement of green power by offering expert advice, technical support, tools and resources.



GreenChill Refrigeration Partnership:

An EPA Partnership with food retailers to reduce refrigerant emissions and decrease their impact on the ozone layer and climate change.



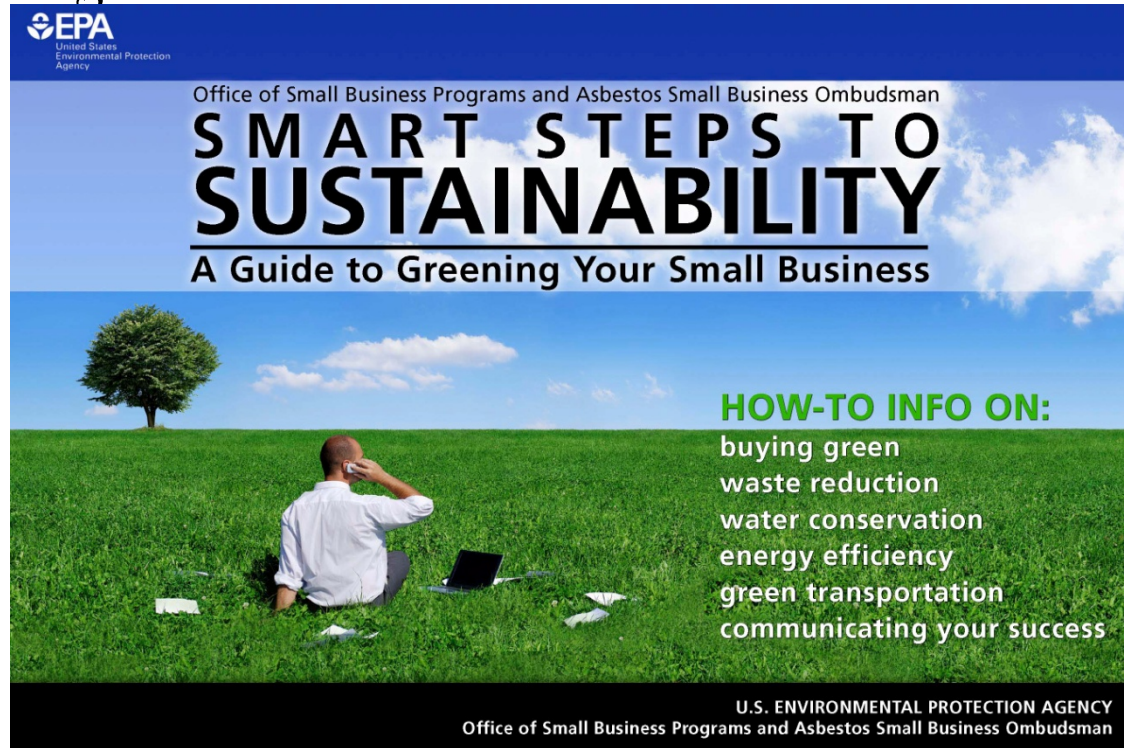
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Small Business Resource Guide

EPA's free, on-line greening publication designed especially for small businesses

Assistance in moving beyond compliance and into sustainability



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Smart Steps Highlights

- Focus on different opportunities to conserve and reduce impacts:
 - Waste
 - Water
 - Energy
 - Purchasing
- Encourage participation in EPA voluntary programs for industry and business.
- Environmental statistics and case studies.



Smart Steps Highlights cont...

- Step by step guidance for a strategic approach to greening
- Impact questionnaire worksheets to assess one's environmental sustainability interest and awareness of green initiatives
- Motivation and vision charts to progress after internal assessment



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U.S. ENVIRONMENTAL
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OFFICE OF SMALL BUSINESS PROGRAMS DISADVANTAGED BUSINESS ENTERPRISE PROGRAM



Increasing Opportunities for Disadvantaged Business Enterprises

The Disadvantaged Business Enterprise (DBE) Program: Advocates and ensures that minority and women owned businesses are afforded the opportunity to compete for a “fair share” of procurements funded by EPA financial assistance agreements.

Statutory Authorities

➤ **Public Law 101-549, November 15, 1990**

To the extent practicable, not less than 10% of the funding for research resulting from the Clean Air Act Amendments of 1990 will be made available to DBEs.

➤ **Public Law 102-389, October 6, 1992**

To the fullest extent possible, at least 8% of federal funding for prime and subcontracts awarded in support of authorized programs will be made available to socially and economically disadvantaged individuals (within the meaning of section 8(a) of the Small Business Act).



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Increasing Opportunities for Disadvantaged Business Enterprises

DBE Program:

- Publishes Agency's DBE "Fair Share" goals on OSBP website, and ensures that grantee procurement opportunities are known to minority and woman owned businesses
- Manages and monitors proper implementation of the DBE rule (40 CFR Part 33)
- Negotiates objectives/goals for DBE utilization (every three years)
- Reviews and evaluates reports and recipients compliance with the DBE Program
- Certifies minority and women owned businesses



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Increasing Opportunities for Disadvantaged Business Enterprises

DBE Program:

- Is a cross-cutting outreach, education, and goaling program designed to increase the participation of DBEs in procurements funded by EPA assistance agreements
- Requires EPA grant recipients to make opportunities known and accessible to disadvantaged business enterprises
- Works closely with DBE Coordinators in Headquarters and Regions to implement the program
- Provides training to the Agency personnel and grant recipients
- Meets with small businesses in one-on-one settings



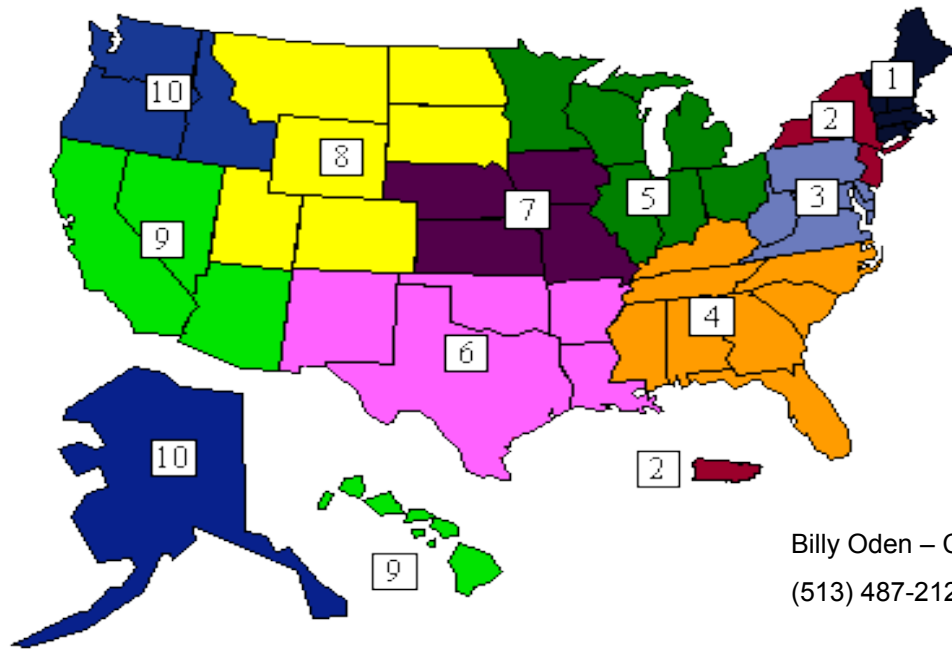
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DBE Small Business Coordinators



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 – Shasa Brown-Perry
 (215) 814-5405
 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

Billy Oden – CINN
 (513) 487-2126

Jerry Dodson – RTP
 (919) 541-2249

Sara Ayres – HQ
 (202) 564-5347 (HQ)

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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OSBP Website Resources

➤ **OSBP News:** Focuses on the activities of the four lines of business within the Office of Small Business Programs, such as the Direct Program, DBE Program, Minority Academic Institutions Program and the Asbestos & Small Business Ombudsman Program.

www.epa.gov/osbp/newsletters.htm

➤ **Calendar of Events:** For a list of events hosted by EPA, other Federal Agencies and Industry, visit: www.epa.gov/osbp/calendarofevents.htm

➤ **OSBP Counseling Sessions:** OSBP hosts free interactive sessions to provide counseling on "How to Do Business with EPA" and an overview of EPA contracting opportunities available to small businesses. A schedule can be found on our calendar of events. Firms can register on-line at: www.epa.gov/osbp/regisform.htm.



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OSBP Website Resources (continued)

- **EPA's Agency Goals:** Goals are based on estimated contract obligations of \$1.3 billion for direct and \$200 million for subcontracts. To view EPA's goals: www.epa.gov/osbp/direct_goals.htm
- **Forecast of Contract Opportunities:** EPA's Forecast database provides current information on direct contracting opportunities. EPA prime contracting opportunities over \$100K can be found on the Forecast Database. <http://yosemite1.epa.gov/oarm/oam/forecastdatabase.nsf>
- **Federal Business Opportunities:** For EPA and other Government contracting opportunities, visit FedBizOps: www.fbo.gov



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OSBP Website Resources (continued)

➤ **EPA Active Contracts Listing:** For those interested in subcontracting for another company that currently holds an EPA contract, visit:

www.epa.gov/oam/ptod/ek1rptv.pdf

➤ **Simplified Acquisition Opportunities:** To see a list of all purchase card holders from various EPA program offices, visit: ww.epa.gov/oam/ptod/purcard.pdf

➤ **EPA's Small Business Innovative Research Program (SBIR):** Provides incentive funding to small businesses to translate their innovative ideas into commercial products that address environmental problems. For more information, visit: www.epa.gov/ncer/sbir



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OSBP Website Resources (continued)

- **Small Business Environmental Homepage:** (www.smallbiz-envioweb.org)- Provides environmental compliance and sustainable business information focused on small business and to serve as a central point for the ASBO, state Small Business Ombudsman (SBO), and state small business environmental assistance programs (SBEAPs) to connect and share information.
- **Smart Steps Greening Guide:** (www.epa.gov/osdbu/green-pubs.htm) A step by step plan for sustainability. Learn about the benefits of going green; create a tailored plan; read profiles of small businesses green success stories; access a comprehensive list of additional resources; and learn about EPA's free, voluntary programs that can help small businesses go green.



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Fiscal Year 2010 Small Business Achievements by Percentage

Based on estimated obligations of \$1.3 Billion

Direct	Goal	Achievements
Small Business	42.0%	43.52%
8(a) Business	7.5%	*8.93%
Small Disadvantaged Businesses	*3.0%	*13.57%
Woman-Owned Small Businesses	5.0%	4.91%
HubZone Businesses	3.0%	0.98%
Service Disabled Veteran-Owned Small Businesses	3.0%	5.15%



EPA Small Business Subcontracting Goals FY2010

Small Business subcontracting goal was increased from 50.0% to 53.3%, the remaining goals remain unchanged

Subcontract Categories	Goal
Small Businesses	53.3%
Small Disadvantaged Businesses	20.0%
Women-Owned Businesses	7.5%
HUBZone Businesses	3.0%
Services Disabled Veteran-Owned Small Businesses	3.0%





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EPA FY10 Small Business Accomplishments

as of 4/12/11

Total dollars expended **\$1,907,802,557.00**

Small Business	- \$827,223,188.72	43.36%
SDB	- \$256,217,883.41	13.43%
WOSB	- \$91,192,962.22	4.78%
Hub Zone	- \$18,696,465.06	0 .98%
SDVOSB	- \$102,269,141.48	5.15%





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EPA's 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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EPA Region 7 Outstanding Program Office

Region 7 has consistently exceeded EPA Small Business Goals for 3 years in a row! Collectively, the regional office personnel has steadfastly maintained a strong record for assuring small companies has the opportunity and accessibility to EPA's commitment to provide small businesses procurement opportunities for the agency. EPA Region 7 personnel are proof that the system really works. We commend them on a job well done. Attached are several remediation sites that was successfully negotiated using small business.



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EPA Region 7 Accomplishments FY10

Total dollars expended	\$92,000,581.24	
Small Business	- \$63,463,278.83	68.98%
SDB and 8(a)	- \$13,326,607.31	14.49%
8(a) Only	- \$13,120,564.57	14.26%
WOSB	- \$2,983,434.60	3.24%
Hub Zone	- \$3,157,585.83	3.43%
SDVOSB	- \$16,252,902.47	17.67%



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Office of Small Business Programs

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