



**ENTREPRENEURS  
ENERGY  
& ENVIRONMENT**

## **E3 115: Leadership & Innovation – The EPA’s Small Business Opportunities and Sustainability Initiatives**

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**Presented by: Jeanette Brown**

**Director, EPA Office of Small Business Programs**





- ★ The Voice for Women in Business in our Nation's Capital.
- ★ National nonpartisan public policy organization representing over half a million Women Business Owners including over 50 business organizations.
- ★ Advocates for and on behalf of women in business.
- ★ Instant Impact teams across the country engaging with legislative officials and the business community to advocate for Women Business Owners.



U.S. ENVIRONMENTAL  
PROTECTION AGENCY

# OFFICE OF SMALL BUSINESS PROGRAMS (OSBP)



*Small Business Making a Difference While Opening Doors!*

## EPA for Women Impacting Public Policy



# Fiscal Year 2011 Small Business Achievements by Percentage

Based on estimated obligations of \$1.9 Billion

\* Preliminary

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 and FY2011

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%

# Environmental Protection Agency 2009 Small Business Procurement Scorecard

A - 115.5

Prime Contracting Achievement: 117.67

Categories	2008 Achievement	2009 Goal	2009 Achievement
Small Business	44.23%	39.81%	47.32% (\$0.950B)
Small Women Owned Small Business	4.70%	5.00%	4.62%
Small Disadvantaged Business	13.39%	5.00%	13.64%
Service Disabled Veteran Owned Small Business	3.66%	3.00%	7.76%
HUBZone	2.21%	3.00%	2.13%

119.01

Categories	2008 Achievement	2009 Goal	2009 Achievement
Small Business	53.3%	6700%	72.90%
Women Owned Small Business	10.75%	5.00%	13.48%
Small Disadvantaged Business	9.15%	5.00%	28.85%
Service Disabled Veteran Owned Small Business	0.83%	3.00%	2.62%
HUBZone	5.13%	3.00%	10.64%

# Legislative Small Business Changes

- ▶ Simplified Acquisition threshold is increased from \$100,000 to \$150,000.
- ▶ 8(a) thresholds for competition have increased from \$3.5M to \$4.0M, and \$5.5M to \$6.5M for manufacturing NAICS codes.
- ▶ The prime contractor subcontracting plan threshold is raised \$550,000 to \$650,000, and the construction threshold has increased from \$1.0M to \$1.5M
- ▶ On 10/04/2010 SBA implemented the long awaited Women Owned Small Business Contracting Program.,
  - 51% owned and controlled by women owned firms
  - 83 eligible industries
  - Threshold will be \$3.0M
- ▶ On 09/27/2010 President Obama signed legislation that re-establishes parity among socio-economic categories of small businesses.

# Helpful Websites

- ▶ **SBA Scorecard**

<http://www.sba.gov/content/small-business-procurement-goaling-scorecards>

- ▶ **SBA Sub – Net**

[www.sba.gov/content/sub-net](http://www.sba.gov/content/sub-net)

- ▶ **EPA Procurement Forecast**

[www.epa.gov/oam/](http://www.epa.gov/oam/)

- ▶ **Federal Data Procurement Data System – New Generation (FPDS–NG)**

[http://www.fpds-ng.com/fpdsng\\_cms/](http://www.fpds-ng.com/fpdsng_cms/)

- ▶ **SBA’s Women – Owned Small Business Program**

<http://www.sba.gov/wosb>

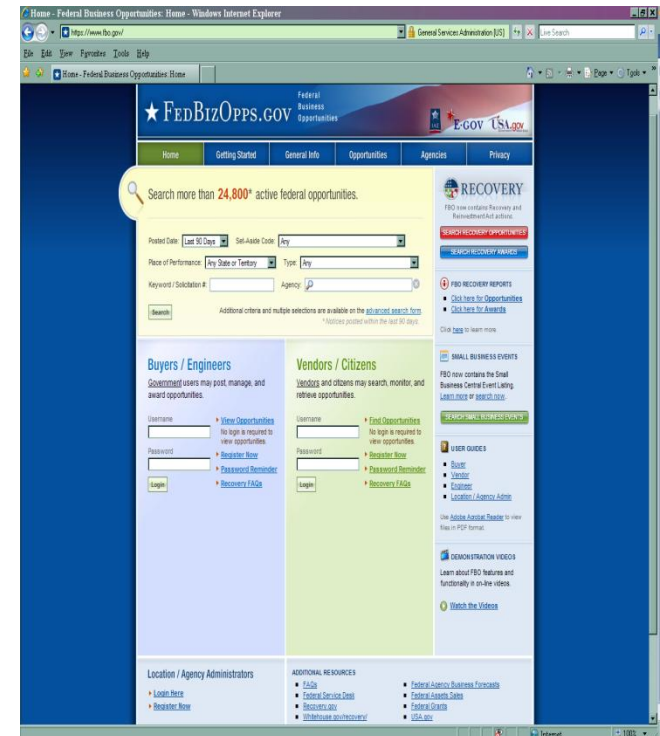
# Outreach Events

- Brownfield's Conference (Outreach) Philadelphia, PA April 3–5, 2011
- U.S. Department of Energy's Annual Small Business Conference Kansas City, MO May 10–12, 2011
- Market Place RTP, NC June 1, 2011
- HUBZone Small Business Washington, DC July 14, 2011
- Environmental Consulting Washington, DC September 15, 2011
- Service Disadvantaged Veteran Owned Small Business Washington, DC November 15, 2011



# FedBizOpps.gov Small Business Central Listing for Outreach and Training

- ▶ The new Small Business Central Event Listing Outreach and Training provides a dynamic “calendar” for allowing small business users to search for business development, matchmaking, and training opportunities by various criteria, including agency, date, location, and small business category. In order to assist current or potential small businesses contracting with the government, consistent with the Task Force’s recommendation, agencies are requested to take the following steps:
  - Agencies should begin posting small business events to FedBizOpps as soon as possible and no later than March 15, using the instructions in Attachment 1. Agencies should post information as soon as it becomes available to give small businesses time to plan their participation in the agency’s event.
  - Agency OSDBUs and small business directors should publicize the availability of this new automated search tool within their small business community after they have begun to post notices and no later than March 31.



## What We Purchase – EPA'S TOP 10 NAICS CODES

Rank	NAICS Code	Description
1	562910	Remediation Services
2	541620	Environmental Consulting Services
3	541710	Research and Development in the Physical, Engineering, and Life Sciences
4	561210	Facilities Support Services
5	541519	Other Computer Related Services
6	541611	Administrative Management and General Management Consulting Services
7	541511	Custom Computer Programming Services
8	541380	Testing Laboratories
9	541512	Computer Systems Design Services
10	924110	Administration of Air and Water Resource and Solid Waste Management Programs

# Doing Business with the Government – Shift to Green

**Office of Management and Budget, Office of Federal Procurement Policy**

[Federal Register / Vol. 72, No. 248 / Friday, December 28, 2007 / Notice:](#)

Proposed policy letter on the acquisition of green products and services.



# Doing Business with the Government – Shift to Green

## Energy Independence and Security Act of 2007 (EISA)

**Energy Efficiency:** EISA requires federal agencies to reduce energy intensity by 3 percent per year, or 30 percent by FY 2015 (compared to an FY 2003 baseline):

- 9 percent by FY 2008
- 12 percent by FY 2009
- 15 percent by FY 2010
- 18 percent by FY 2011
- 21 percent by FY 2012
- 24 percent by FY 2013
- 27 percent by FY 2014
- 30 percent by FY 2015



# Doing Business with the Government – Shift to Green

## Green Contract Clause Requirement (examples)

- ▶ energy efficient electronics or services
- ▶ recycled and recyclable products
- ▶ waste reduction measurements
- ▶ green conferencing methods
- ▶ LEED certifications and/or green buildings

# Green Purchasing Plan (GPP)



EPA's Green Purchasing Plan (GPP) is a broad Program that encompasses the following Federal Programs:

- ✓ The Comprehensive Procurement Guidelines
- ✓ The BioPreferred Program
- ✓ Environmentally Preferred Purchase (EPP) Program
- ✓ The ENERGY STAR and Federal Energy Management Program
- ✓ Environmentally Preferable Purchasing Program;
- ✓ Alternative fuel vehicles / alternative fuels Program;
- ✓ The WaterSense Program;
- ✓ Significant New Alternatives Program
- ✓ Priority chemicals Program.

# EPP: 'Green' Contracting Vehicles

- ▶ Government-wide Acquisition Contract (GWAC)
  - Recycling Electronics and Asset Disposition Services (READ)
- ▶ Blanket Purchase Agreement (BPA)
  - Green Novelty and Award Items
  - Green Office Supplies
  - Information Technology

# Questions / Comments





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# Programs Powered by WIPP:

E3 is a part of the *Women, Money and Opportunity* series, which combines resources and the wealth of knowledge within the WIPP community to educate women business owners.



**Give Me 5**  
WIPP Gateway Program  
for Federal Contracting  
[www.GiveMe5.com](http://www.GiveMe5.com)



**Entrepreneurs, Energy & Environment**  
WIPP Gateway Program for  
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[www.EntrepreneursandEnergy.com](http://www.EntrepreneursandEnergy.com)



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Call 415-434-4314  
or contact  
Hannah Starkel,  
[hstarkel@wipp.org](mailto:hstarkel@wipp.org)



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WIPP Gateway Program  
for Securing Funding  
[www.WomenAccessingCapital.com](http://www.WomenAccessingCapital.com)



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