

US Department of Energy

Appalachian Regional Development Initiative Workshop; May 18, 2011

US Department of Energy HQ Presentation

Doing Business with DOE

The Department of Energy (DOE) owns the land and facilities, and large facility management contractors (FMCs) manage and operate it on a daily basis.

These FMCs are:

Limited Liability Corporations (LLC) –Performance-Based, Award Fee, Award Term Contract.

FMCs include Management and Operating (M&O) contracts, Management and Integrated (M&I) contracts, and environmental restoration management contracts. DOE obligates approximately 85% of its procurement dollars to FMCs.

Activities of DOE include:

Specific mission support requirements at
Brookhaven National Laboratory (Long Island)

West Valley Demonstration Project

National Energy Technology Laboratory
(Pittsburgh)

Along with Mission Requirements, each site has
administrative products and services
requirements

HQ's Funding Priorities

- ★ Energy Efficiency and Renewable Energy
- ★ Fossil Energy
- ★ Nuclear Energy
- ★ Environmental Management
- ★ National Nuclear Security Administration

Eligibility

- ★ Meets mission Requirements
- ★ Is self-certified as a firm within a Small Business Administration Socio-Economic Status designation
 - Small Business
 - Minority-Owned Small Business
 - Women-Owned Small Business
 - Historically Underutilized Business Zone (HUBZone)
 - Service-Disabled Veteran-Owned Small Business

Areas to Focus on to Ensure Responsiveness

- ★ **Register with the Central Contractor Registry (CCR.Gov)**
- ★ **Answer the mission need posed**
- ★ **Meet the deadline**
- ★ **Consider teaming**

DOE's Application Process

- ★ Rolling deadlines
- ★ Meet and Greet your Small Business Program Manager
- ★ Share capabilities, get on selected source list

- ★ www.grants.gov

The West Valley Demonstration Project is at the Western New York Nuclear Service Center, 40 miles south of Buffalo, New York. The U.S. Department of Energy (DOE) has operational responsibility for approximately 165 acres.

Recovery Act Information

The Recovery Act work at the West Valley Demonstration Project (WVDP) will accelerate the clean-up of the former spent nuclear fuel reprocessing facility.

Funding for this project is in addition to the current planned appropriation for the West Valley Demonstration Project.

ENERGY.gov

POSTED DATE	National Energy Technology Laboratory SOLICITATION/ FUNDING OPPORTUNITY ANNOUNCEMENT NUMBER	SOLICITATION/FUNDING OPPORTUNITY ANNOUNCEMENT SUBJECT TITLE	CLOSING DATE(S)	DOE CONTACT
04/19/11	DE-FOA-0000451	Clean Cities FY 2011 FOA	6/13/11	S. Miltenberger
04/04/11	DE-FOA-0000518	Advanced Fossil Energy Research: Novel Developments in Sensors and Controls for Fossil Energy Power Generation and Fuel Production Technologies	5/16/11	M. Davison
03/07/11	Notice of Intent	Smart Grid Consumer Engagement Revised Notice of Intent (Posted 04/20/11)	TBD	S. Funk
02/15/11	DE-FOA-0000441	Small Scale Field Tests of Geologic Reservoir Classes for Geologic Storage	04/05/11	A. Cary
02/15/11	DE-FOA-0000442	Graduate Automotive Technology Education (GATE)	04/18/11	A. Lopez
02/04/11	DE-FOA-0000461	Power Electronics R&D for Electric Utility	03/18/11	K. Cassell
01/13/11	DE-FOA-0000446	Program Year 2011 Weatherization Formula Grants	08/01/11	M. Hampton

POSTED

**DATE SOLICITATION/ FUNDING OPPORTUNITY
ANNOUNCEMENT**

**CONTACT 10/26/10 [DE-FOA-0000408](#) Support of
Advanced Coal Research at U.S. Colleges and
Universities 12/09/10 N. Anderson**

**10/20/10 [DE-FOA-0000409](#) Support of Advanced
Fossil Resource Utilization Research By
Historically Black Colleges and Universities and
Other Minority Institutions
(HBCUs/OMIs) 12/01/10 H.Blackwell**

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Solicitations & Business Opportunities

Business Alert Notification System

FedBizOpps, FedConnect, and Grants.gov provide e-mail notification services to interested parties who want to receive information about the posting of an acquisition or financial assistance opportunity.

Register for acquisition opportunity notices at [FedBiz Opps](#).

Register for funding opportunity notices at [FedConnect](#) and [Grants.gov](#).

ALSO, contact the Small Business Program Manager of that location...

And for Minority Educational Institution (MEI) Issues, the DOE HQ MEI office can assist: Contact Amanda.Quinones@HQ.doe.gov

NETL Business Contacts

Acquisition and Assistance Forms

Industry Interactive Procurement System (IIPS) and Electronic Commerce

[Joellen Nieman](#) 304-285-4307

Property Manager

[Frances M. Wright](#) 412-386-4530

Simplified Acquisition Program

[Robert L. Mohn](#) 412-386-4963

Site Support/A&E/Construction Contracts

[Raymond Jarr](#) 304-285-4088

Small & Small Disadvantaged Business Specialist

[Lawrence Sullivan](#) 412-386-6115

Unsolicited Proposal Manager

[John N. Augustine](#)

For information about CRADAs:

[Technology Transfer Office](#)

[Jessica Sosenko](#), Technology Transfer Program Manager, 412-386-7417

Other DOE Partners include:

- The New York State Energy Development Office (NYSERDA),
- The New York Procurement Technology Assistance Center (PTAC),
- The Small Business Administration's Small Business Development Centers,
and
- The Department of Commerce's Minority Business Development Administration NY
Office

Other DOE Partners include:

- The New York State Energy Development Office (NYSERDA),

NYSERDA contracts with a variety of firms, individuals, institutions, and organizations for engineering, scientific, technical, and other services for its R&D and deployment programs. Contracts and Solicitations Notices of competitive solicitations are provided to individuals, firms, and organizations through the New York State Contract Reporter, the State Register (when applicable), and targeted mailings.

Example: NYSERDA established a GJGNY Workforce Development Working Group in November 2009 to help identify workforce development and training needs associated with the Green Jobs -Green New York Act. The Working Group included representatives from state agencies, training organizations, energy service providers, constituency based organizations, labor unions, and trade organizations.

NYSERDA fosters and promotes the participation of minority- and women-owned business enterprises in its energy programs.

To obtain paper copies of the [Guide to Doing Business with NYSERDA](#), standard contract and recoupment terms, and further information about NYSERDA's contracting policies, contact Roseanne Viscusi at (518) 862-1090, ext. 3418; fax (518) 862-1091.

•Procurement Technical Assistance Centers provide a wide range of assistance -- most free of charge -- to businesses through one-on-one counseling sessions, classes, seminars and matchmaking events.

Determining Suitability for Contracting: A PTAC counselor can help you determine if your company is ready for government opportunities and how to best position yourself to succeed.

Securing Necessary Registrations: Your PTAC can help you register with the various databases necessary to participate with the government, including the Department of Defense's Central Contractor Registration (CCR),

SDB, 8(a), HUBzone and other certifications: Certain small businesses are eligible for preferred status in some government solicitations.

Researching Procurement Histories: "What agencies have bought products like yours in the past? Which companies have been awarded these contracts?"

City of New York - Department of Small Business Services PTAC

<http://www.nyc.gov/getcertified>

Regional PTAC

Rochester Procurement Technical Assistance Center

<http://www.RochesterPTAC.com>

50 West Main Street

Suite 8100

Rochester, NY 14614

Paulette Birch - Program Director Phone: (585) 753-2015

Email: PBirch@MonroeCounty.gov

Anna Vulaj Fitzsimmons - Business Development Manager Phone: (585) 753-2017

Email: avulaj@monroecounty.gov

Jean Kase - Government Contracting Specialist Phone: (585) 753-2031

Email: JKase@MonroeCounty.gov

Small Business Administration Small Business Development Centers

Syracuse District Office Serving Central New York

SBA offers information on small business loans, grants, bonds and other financial assistance. Find out which method of financing is right for you!

[Learn More about Small Business Loans, Grants, Bonds & Other Financial Assistance](#) While SBA does not make loans directly, you can find a local lender who can help you with your loan application. You may also speak directly with a local SBA representative by calling 315-471-9393.

US Department of Commerce Minority Business Development Agency

National Network for Minority Entrepreneurs

New York National Enterprise Center

26 Federal Plaza Room 3720

New York, NY 10278

212-264-3262 - Telephone

nyro-info@mbda.gov

Williamsburg

12 Heyward Street, 2nd floor

Brooklyn, NY 11211

718-522-5620 - Telephone

yturner@odabdc.org

Welcome to the U.S. Department of Energy's (DOE's) Tribal Energy Program Web site. The Tribal Energy Program promotes tribal energy sufficiency and fosters economic development and employment on tribal lands through the use of renewable energy and energy efficiency technologies.

The program, part of DOE's Office of Energy Efficiency and Renewable Energy, provides [financial](#) and [technical assistance](#) to tribes to evaluate and develop their renewable energy resources and reduce their energy consumption through efficiency and weatherization.

The program also offers [education and training](#) opportunities to help build the knowledge and skills essential for sustainable energy projects.

Thom Sacco is the Tribal Energy point of contact at the US DOE HQ.

Thomas.Sacco@ee.doe.gov

Upcoming Tribal Energy Program Events

Building knowledge and skills is essential to developing, implementing, and sustaining conservation and renewable energy projects on tribal lands. Take advantage of the upcoming, workshops, conferences, and Webinars sponsored by the Tribal Energy Program.

National Tribal Energy Program Training Workshops

Renewable Energy and Efficiency for Tribal Community Development

Save the Date: June 28–30, 2011 Denver, CO

This unique course will help tribal leaders and staffs understand the range of energy efficiency and renewable energy opportunities that exist within their communities. Organizing for tribal community energy sufficiency through education, project development, and networking.

Review -

Register in CCR.gov

Respond to mission need

Rendezvous with Small Business Program Manager

Consider Partnering/Teaming

Share Capabilities for Selected Source List

Contact Information

**“Thank You!” for the chance to share
these suggestions...**

Kent L. Hibben, US DOE HQ

Small Business Specialist

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Email:

Kent.Hibben@HQ.doe.gov