

US Department of Energy

Appalachian Regional Development Initiative Workshop; May 24, 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
National Energy Technology Laboratory
(Pittsburgh)

Oak Ridge National Laboratory, Tennessee

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

ENERGY.gov

The Oak Ridge National Laboratory

ENERGY.gov

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ENERGY.gov

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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

•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?"

Department of Small Business Services PTAC

Kentucky Procurement Assistance Program

<http://www.thinkkentucky.com/kpap>

KY Cabinet for Economic Development

<http://www.thinkkentucky.com/kpap>

Phone: (800) 838-3266

Program Headquarters **Tim Back** - Interim Program Manager

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Small Business Administration Small Business Development Centers

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

**Kentucky District Office 600 Dr. Martin Luther King Jr Place Room 188
Louisville, KY 40202 United States
Phone: 502-582-5971**

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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