

USDOE'10

EMPOWERING SMALL BUSINESS



Welcome to Atlanta

USDOE'10
EMPOWERING SMALL BUSINESS

11th Annual Small Business Conference & Expo
Georgia World Congress Center, Atlanta, GA, May 10-12, 2010

Value of Small Businesses

“We should start where most new jobs do – in small businesses, companies that begin when an entrepreneur takes a chance on a dream, or a worker decides its time she became her own boss.”

State of the Union Address, January 27, 2010



Jobs and Small Businesses

“Jobs will be our number one focus in 2010. And we’re going to start where most new jobs do – with small businesses.”



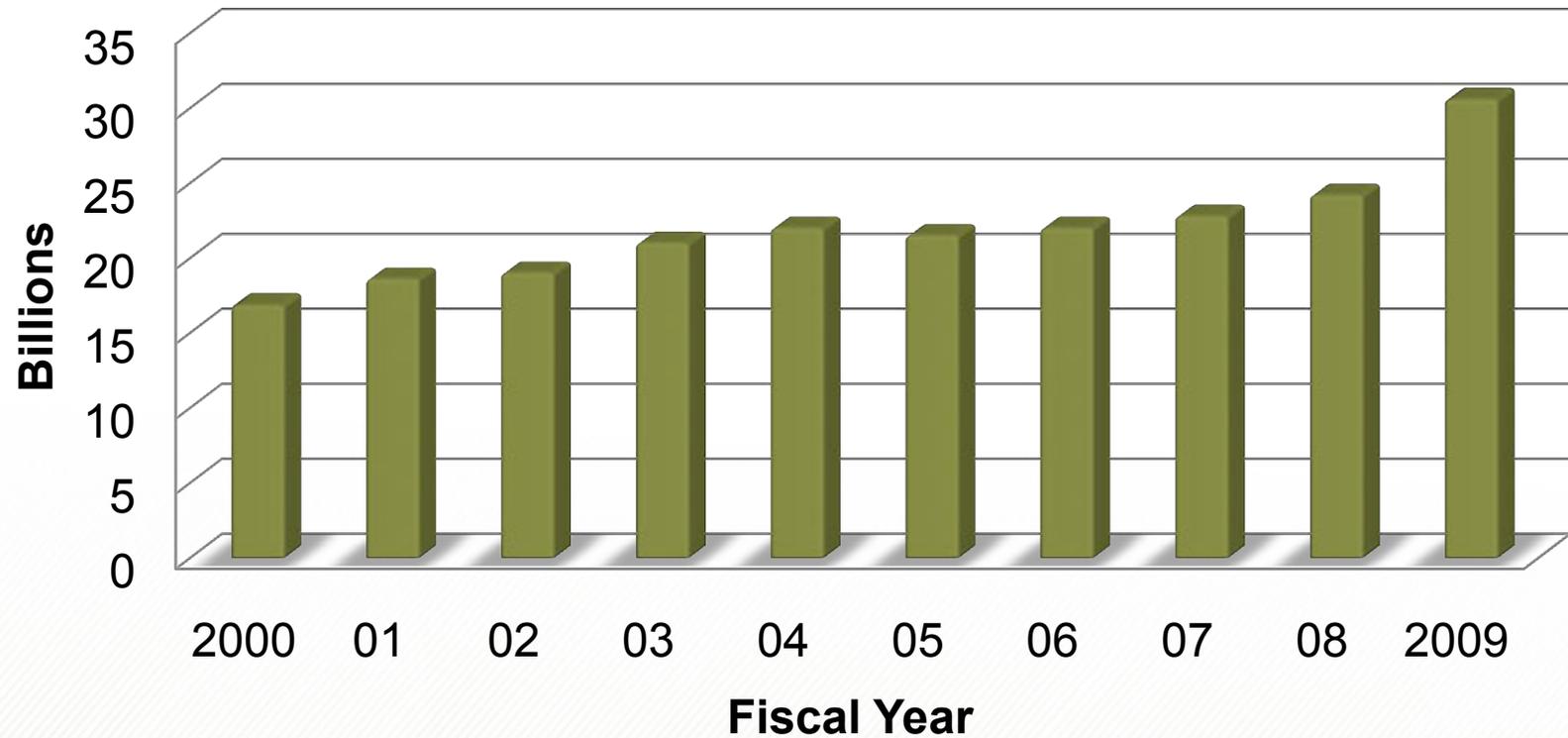
Nashua, New Hampshire, February 2, 2010

Procurement Budget Growth

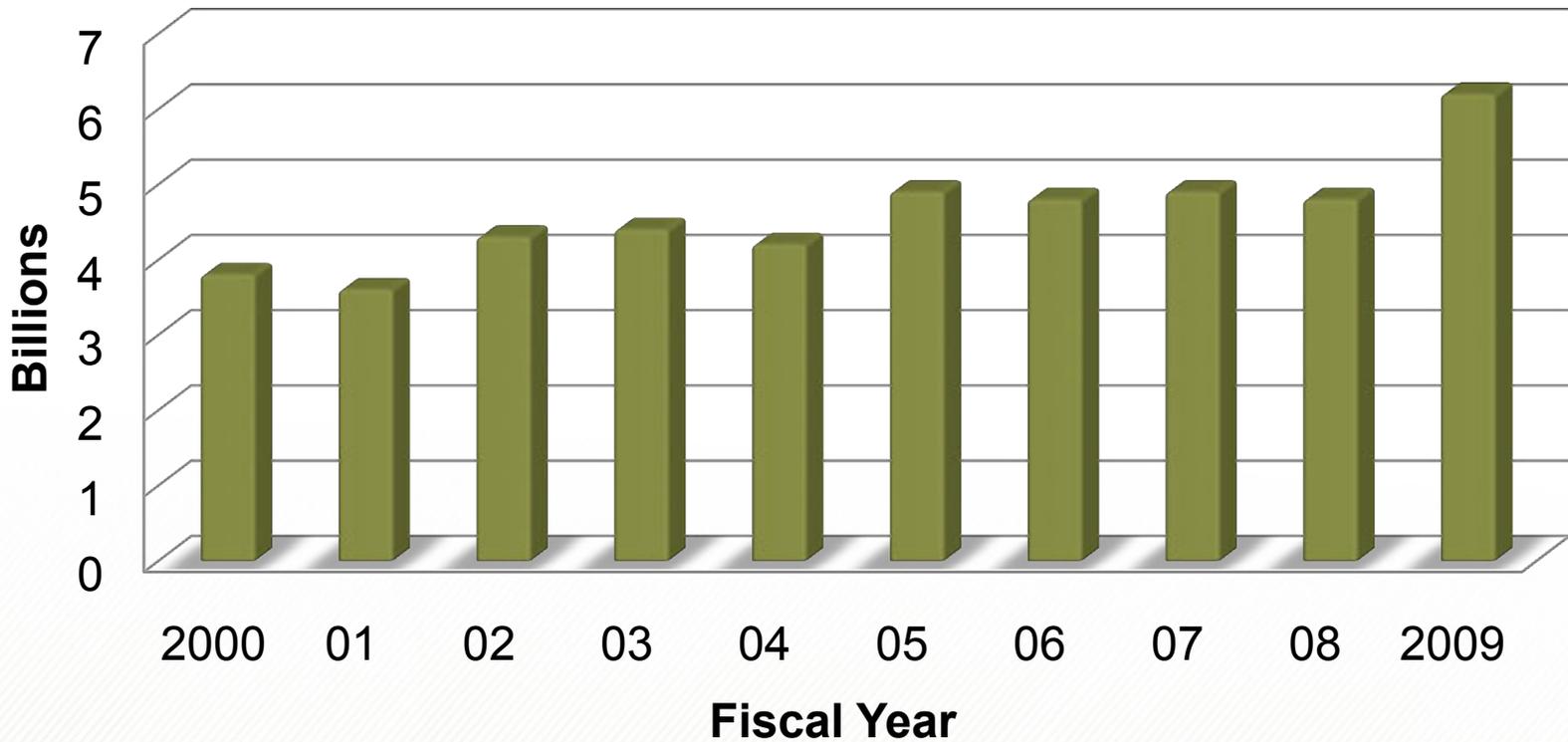
- From FY 2000 through FY 2009, the Department of Energy increased its total prime and subcontract contribution to small business concerns from \$3.77 billion to \$6.23 billion.
- This was a 65.3% Increase.



Prime Contracting Base

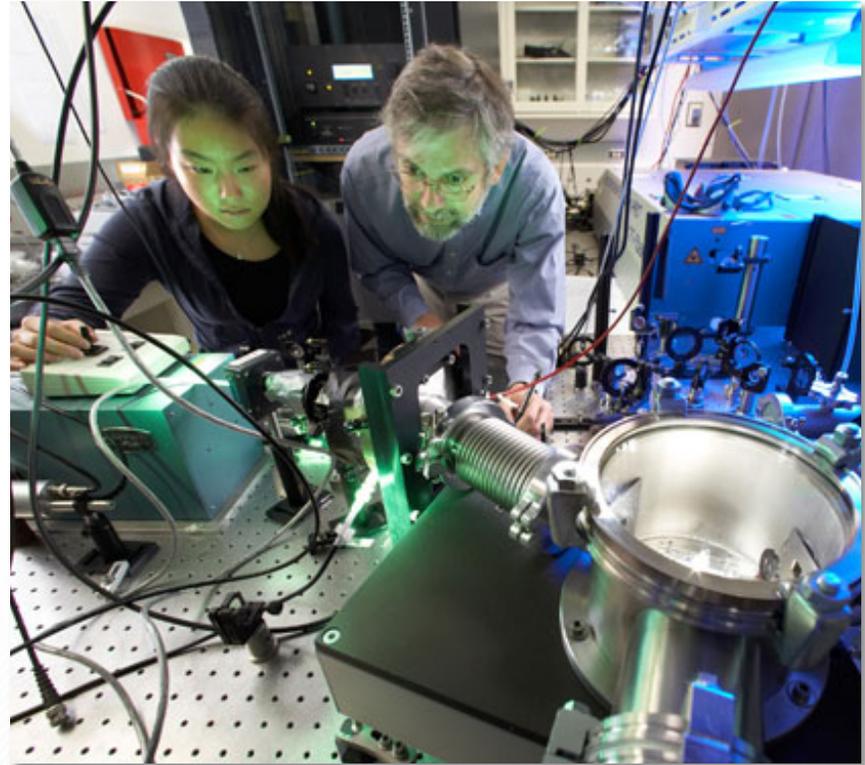


Small Business Growth



Site and Facility Management Contractors

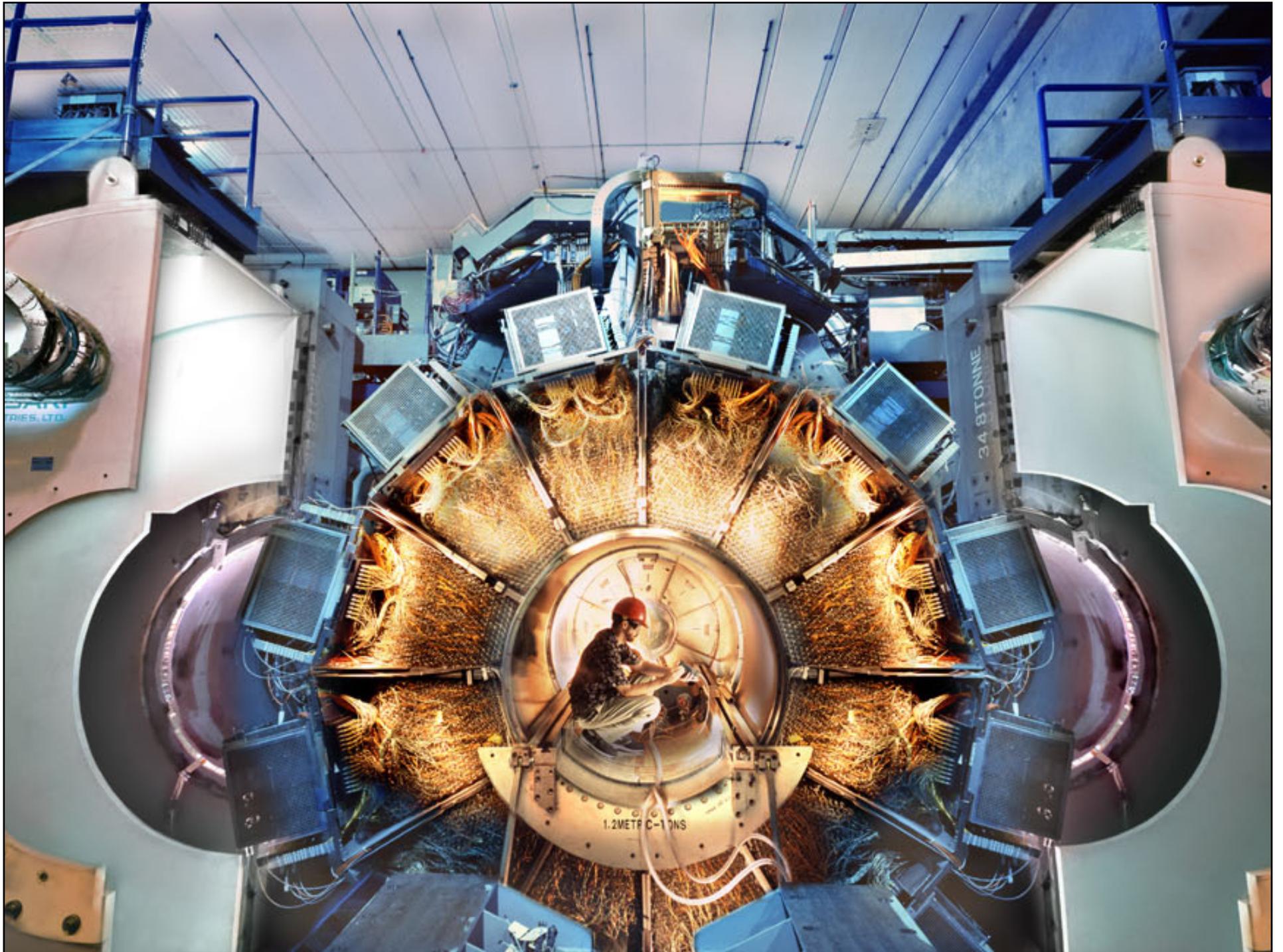
- 85% of DOE's procurement dollars are obligated to site and facility management contractors.
- In FY 2009, our large FMCs subcontracted \$4.0 billion (51.3%) to small business concerns.

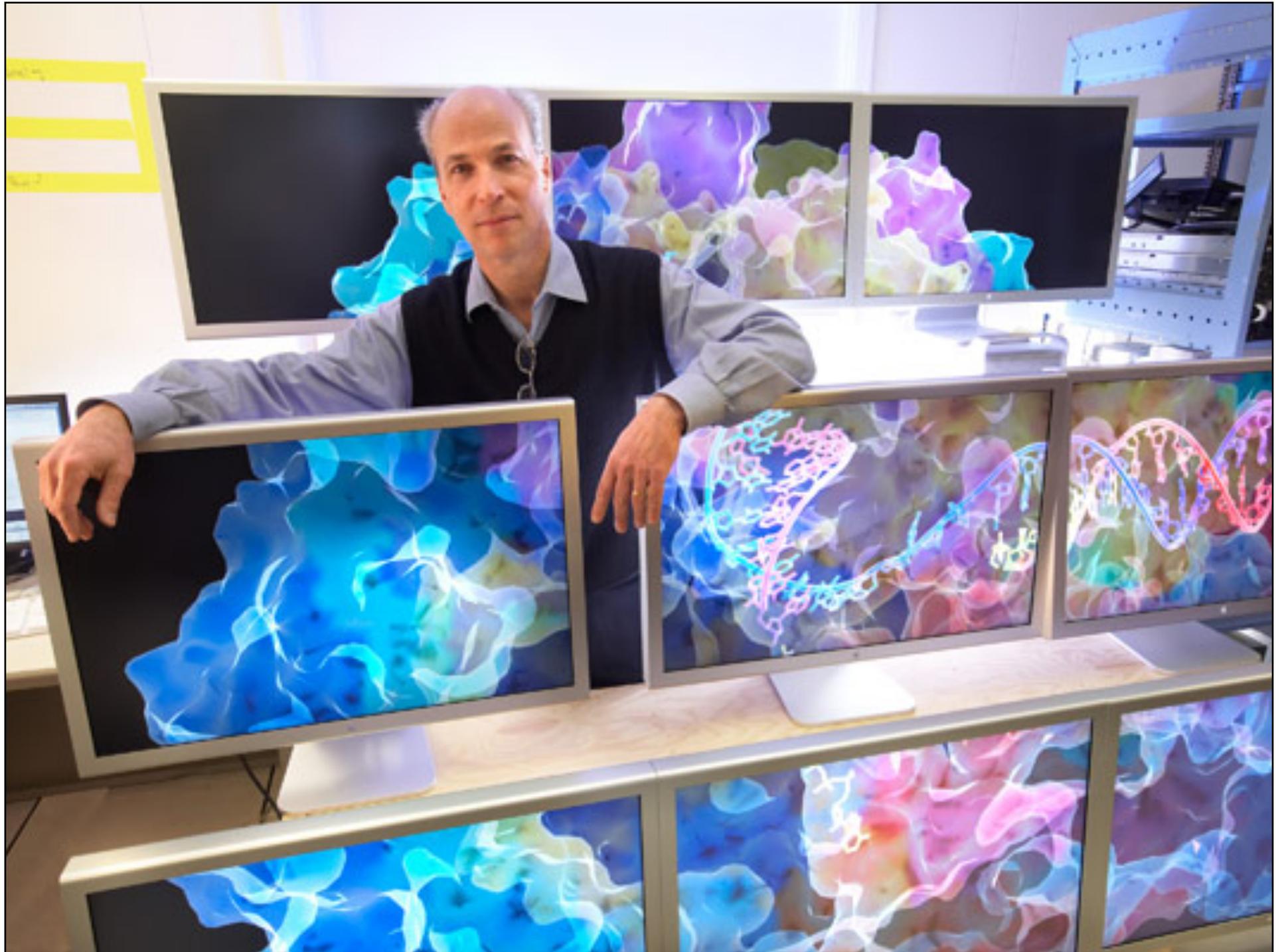


Major DOE Laboratories and Field Facilities









How to Do Business With DOE



Preparing Winning Proposals & Teaming



Packed Exhibit Hall



Secretarial Awards Luncheon



Matchmaking Sessions

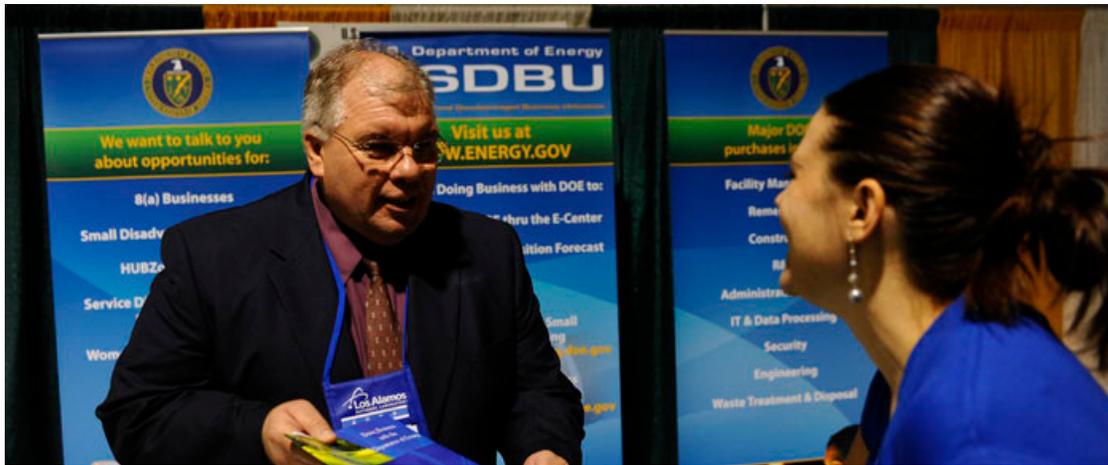


Matchmaking Sessions

- Buyers matched with small business concerns on the basis of NAICS codes.
- One-day forum.
- 98 tables with 15-20 minute interviews.
- Approximately 40 missions.
- Approximately, \$21 billion in contracts —
 - \$4.7 from DOE's major contractors and approximately
 - \$17 billion from other agencies
- \$776 million in contracts placed or pending awards.



American Recovery and Reinvestment Act of 2009



DOE obligated 8.4% to small business concerns —
\$587.4 million

The seal of the United States Department of Energy is centered in the background. It features an eagle with wings spread, perched atop a shield. The shield contains symbols for energy: a sun, an atom, a lightning bolt, and a power plant. The words "DEPARTMENT OF ENERGY" and "UNITED STATES OF AMERICA" are inscribed around the perimeter of the seal.

Enjoy the conference!

<http://smallbusiness.doe.gov>

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