

## WM2015 Conference Panel Report

**PANEL SESSION 053: Small Business Contracting Opportunities with US Federal Government and Their Contractors**

**Session Co-Chairs:** **Roger Merrick**, *Engineering /Remediation Resources Group, Inc.*  
**Vanessa Vanover Hatfield**, *E2 Consulting Engineers, Inc.*

**Panel Reporter:** **Vanessa Vanover Hatfield**, *E2 Consulting Engineers, Inc.*

### Panelists:

- **John Evett**, *Small Business Program Manager, US DOE EM*
- **William (Bill) Badger**, *Public Affairs and Strategy Manager, CH2M Hill*
- **Richard E. Brown**, *Director of Procurement, Bechtel National, Inc., Uranium Processing Facility, Y12 National Security Complex*
- **Sharon Brady**, *Vice President of Business Operations, Stoller Newport News Nuclear (SN3)*
- **Marty Gray**, *Executive Director, Technical Support Services, FLUOR Government Group*

There were approximately 70 attendees present for the presentations in which panelists discussed past experience in meeting US DOE small business goals, upcoming procurements and listed various contact information for small business procurements within their DOE divisions as well as additional government divisions. The panel presentations were followed by a question and answer session in which small business attendees asked questions regarding future procurements.

### **Summary of Presentations:**

**John Evett** (replacing David Hess) explained the Small Business First Policy put in place about 2 years ago, stating that they always look at every procurement to see if two or more small businesses out there are capable of performing the work.

Mr. Evett stated that in 2014 the goal was 6% to small businesses, however they exceeded that goal by attaining 7.8% of the total funding obligation to small business prime contracts and the goal for 2015 is also 6%. He gave examples of how they buy and a few tips for success which included responding to Special Notices for Market Research, Sources Sought, EOIs; attend Pre-solicitation/Pre-proposal conferences; and attend trade fairs and industry conferences.

**Bill Badger** gave a brief overview of CH2M Hill; Headquartered in Englewood, CO; more than 25,000 employees; \$6.6B in US revenues; and actively working in more than 105 countries around the world. CH2M Hill's DOE prime contractor projects include operation and cleanup:

1. Hanford Central Plateau Remediation Site (PRC)
  - a. Since contract award in 2008 \$2.17 billion subcontracted with approximately 50% (\$1.9 billion) in awards to more than 460 small businesses
  - b. They expect to award more than \$230M between now and contract end in FY2018
  - c. CHPRC is meeting all small business goals except HUB zone

## WM2015 Conference Panel Report

2. Idaho Cleanup Project (ICP)
  - a. \$2.9 billion ICP-I was completed 10/2012; focus was on reducing risks to workers, the public and the environment and protecting the Snake River Plain Aquifer
  - b. ICP-II runs 2013-2015 and includes
    - i. Sludge
    - ii. Fuel movements
    - iii. Domestic receipts
    - iv. CH TRU
    - v. IWTU
    - vi. Tank closure

**Richard Brown** gave an overview of Bechtel to include – more than 25,000 projects – many first-of-a-kind – in 160 countries in all seven continents. Bechtel is committed to the small business community and have been awarded numerous small business awards/recognition.

Mr. Brown provided information regarding the Bechtel Mentor-Protégé Program and provided a list of current Protégé's. He also provided a list of Bechtel small business advocates for Bechtel managed sites and projects, and provided slides with forecasted procurements for each. Mr. Brown suggested small businesses should register as a Bechtel supplier at [supplier.bechtel.com](http://supplier.bechtel.com) and get listed in the UPF supplier directory at [upfprocurement@12.doe.gov](mailto:upfprocurement@12.doe.gov).

**Sharon Brady** gave a brief on the newly named Stoller Newport News Nuclear (SN3) covering Huntington Ingalls Industries divisions and subsidiaries.

1. Builder of the most complex defense assets in the world for more than 129 years
2. Executed over 2,000 environmental projects for DOE and other clients since 1980
3. Performed environmental service at virtually every site in the DOE EM program
4. 65 years of nuclear engineering and manufacturing

SN3 is a partner in the SRNS, LLC providing management and Operations at Savannah River Site. In FY 2013 small business subcontracting was 67% and total commitments of \$195M and FY2014 was 64% and \$230M. SN3 also currently holds the Legacy Management (LM) contract providing inspections, environmental monitoring and maintenance at 90 sites in 28 states and Puerto Rico. For LM, SN3 has subcontracted \$153M and 64% were small business awards.

Ms. Brady provided Small Business Liaison Officers names as well as contact information.

**Marty Gray** provided a Fluor corporate overview commenting on the more than 65 years of support provided to DOE in a variety of areas as well as supporting Homeland Security and the Department of Defense. Small business is more than just a goal at Fluor, it is an integral part of the Fluor organization, culture and business philosophy. In 2014 Fluor subcontracted \$399 M (50%) to small businesses. They currently have 6 active protégé's participating in the DOE Mentor-Protégé Program.

## WM2015 Conference Panel Report

Small business statistics at select DOE site include:

1. Savannah River Site - Savannah River Nuclear Solutions, LLC - Awarded over \$1.4 billion to small businesses since inception of the contract
2. Portsmouth – Fluor-B&W Portsmouth – More than 62% of subcontracted dollars awarded to small businesses in 2014
3. Paducah Deactivation Project – recently award – strong small business commitment
4. – small businesses currently performing engineering services and support and professional, administrative and technical staffing support
5. Strategic Petroleum Reserve – over 42% of dollars awarded to small businesses

Mr. Gray provided contact information for the Fluor Small Business Liaison Officer as well as the Fluor supplier/contractor registry webpage link.

Post Q/A, John Hale III made an announcement regarding the dates and place for the DOE Small Business Conference – June 16-18, Phoenix, AZ.