

>> Good afternoon. I'm the NIH Woman-Owned Business Coordinator that is the liaison for not only NIH, but also for the Department of Health and Human Services. We develop initiatives and programs to outreach to the women-owned businesses and as we go along with this presentation you will see that the women-owned businesses here in the U.S. and internationally are growing leaps and bounds. These are some of the Federal laws and regulations that have been established to represent the women-owned business program, Executive Orders 13157, Public Law 103-355, President Clinton was instrumental in passing this, it was suppose to increase opportunities for women-owned businesses, it was issued into the Federal register in May 2003. Public Law 106-554 proposed that women-owned business set-aside, and as Diana said today, there have been some stumbling blocks, but they are still trying to decide how we're going to address actually considering women-owned business as a set-aside, but currently we do have a 5% goal. There's an MOU, memorandum of understanding, between the U.S. Small Business Administration and the Department of Health and Human Services supporting the women-owned business program, that basically is established to also look at increasing goals and opportunities for women-owned businesses—coming up with initiatives that would bring you to the forefront and give you some sort of visibility. Between 1997 and 2002, it is estimated that the number of women-owned firms increased by 14% nationwide—twice the rate of all firms. Employment increased by 30% and sales grew by 40%--the same rates as all U.S. firms, and that says a lot. As of 2002, there are an estimated 6.2 million majority owned, privately held women-owned firms in the U.S. employing 9.2 million people and generating 1.15 trillion in sales, so that tells you that the women-owned businesses and their associates are really growing by leaps and bounds. There is not a set-aside, so we're basically doing a lot of initiatives. The first one is an outreach program. The NIH participates in conferences, state and local fairs, as presenters and also as exhibitors—I see a lot of familiar faces I'm sure I've seen you or met some of you at some of the outreach programs that I've attended this past year. We have a matchmaking-teaming project going on. Sometimes I have a prime contractor such as SAIC or other prime contractors contact our office looking for women-owned businesses—small businesses of all sorts, and I have to be candid and say a couple of times we have been able to match make an interpreter with a prime contractor. We have single-woman owned businesses that are a "one man show" or "one woman show" and we have teamed them up with prime contractors to do sub-contracting opportunities, so we are in the process of matchmaking a lot of small woman-owned businesses. Sub-contracting opportunities. Again, Stanley pointed out that we are very aggressive in our office in trying to fill sub-contracting opportunities in the woman-owned business area. Now, as we go on, you will see a chart that will demonstrate that we're doing pretty well, but we need to do better. When you see opportunities advertised in the FedBizOpps and you know that your firm or your company can't respond to that solicitation, don't give up on sub-contracting opportunities. There are opportunities in there and you need to be aggressive in finding these prime contractors and approach them about sub-contracting, and as a result of that, we have listed on our website a sub-contracting directory. We have an active contract list that you can go out and look at the trends and opportunities that have been at NIH in the past and take that opportunity to contact some of those primes and address their sub-contracting needs. We do one-on-one counseling, we have one-on-one counseling after the seminar today, but we also do it in our office by

appointment only. At times I get phone calls—inquiries, "To what type of certifications do I need to participate in woman-owned business programs at NIH?" Well, this is just three programs that we would recommend that you consider. Diana's already given you, definitions on each one—the 8(a), the SDB program and the HUBZone programs, but in answer to that question, these are three certification programs that you may want to consider as a woman-owned business to participate in some of the projects and requirements at NIH. Finally, key websites, the Center for Women's Business Research is an organization that was chartered by the SBA in the women-owned business program. They have a wealth of information and direction for you. They have statistical information, they have trend information, and they also have memberships to other organizations that you may want to become involved in. The National Women's Business Council is another organization that's fantastic to be involved in. Now, the SBA Office of Women's Business Op—Ownership is a part of the SBA. There's a young lady there, her name is Cynthia Pope, who is involved in this program and she also does round tables and a lot of outreach activities as well. We would encourage you to register in our e-portals in commerce (e-PIC ) site, you can find this site on our home page. When you go into the e-PIC system, there are drop-down boxes where you can identify that you're a woman-owned business, whether you're 8(a), HubZone, veteran, any other opportunities that you want to list, and be very specific about the type of opportunities and direction your company is going in. Just don't say the word "IT" company, be a bit more specific as to what areas you're going to be directed towards. Diana pointed out that the Contractor Registration System (CRS) is also important for you to register in, so as to make your company more visible to the NIH community. I want to just say that the women-owned business program at NIH has really grown—it's continuing to grow. We try to have an initiative at least once a year—some sort of outreach program, and we try to partner with other prime firms. I thank you. My name is listed on our bookmark; it's also listed in our directory. At this time if you have any questions I'll be glad to address them.