



Office of the Director

To/MS: Master Management  
From/MS: Charles F. McMillan, DIR, A100  
Phone/Fax: 7-5101/Fax 7-2997  
Symbol: DIR-15-094  
Date: July 23, 2015

**SUBJECT: SUBCONTRACTING OPPORTUNITIES WITH SMALL BUSINESS**

Los Alamos National Laboratory has maintained a strong institutional commitment to small business subcontracting over the years. It is my intention that we continue this commitment, which was formalized in the Prime Contract Appendix M provision for a regional purchasing preference as well as the Appendix E Subcontracting Plan goal of 50% small business utilization.

We must demonstrate our efforts to achieve these commitments by working together as an institution, and individually as managers, to actively increase procurement opportunities for our neighboring communities and pueblos.

Managing to current budget constraints will make the task of finding additional small business contracting opportunities challenging. However, the subcontracting goal is to sustain last year's percentage of small business participation. With an approximate overall annual procurement "spend" in excess of \$500 million, there are many opportunities to enhance small business utilization. I challenge all managers to actively seek ways to accomplish our goals. Should you need help to identify small businesses that can meet your requirements, please contact ASM's Small Business Program (ASM-SBP) at [business@lanl.gov](mailto:business@lanl.gov) or 7-4419.

Thank you in advance for your assistance in nurturing the Laboratory's robust small business subcontracting program.

Cy: SI-RMS, via [locates@lanl.gov](mailto:locates@lanl.gov)  
DIR-15-094