

***Workshop on Improving Small
Business Contracting
Competitiveness at AFSPC***

Alison Brown, Chair

NDIA Rocky Mountain Chapter,
Small Business Committee

July 1, 2010

RMC Small Business Committee Charter

- Champion NDIA top small business issues within Rocky Mountain Chapter (RMC) region
- Liaison with NDIA Small Business Division on issues relevant to RMC small business members
- Liaison with RM Government organizations and Prime Contractors on small business issues
- Outreach on benefits of small business to National Defense
- Facilitate communication of legislative issues among regional small business

NDIA Top Issues 2010

- Issue 4: Increase Government Contract Usage of All Small Businesses
 - UNIFIED PARITY AMONG ALL SMALL BUSINESS CATEGORIES DURING FEDERAL CONTRACT COMPETITIONS
 - DISINCENTIVES FOR NOT MEETING SMALL BUSINESS SUBCONTRACTING GOALS
 - IMPROVING INTELLECTUAL PROPERTY PROTECTION FOR SMALL BUSINESSES
 - PERMANENTLY REAUTHORIZE THE SMALL BUSINESS INNOVATIVE RESEARCH PROGRAM (SBIR)
 - PROTECT SMALL BUSINESS FROM GOVERNMENT INSOURCING INITIATIVES

Inputs are being solicited for 2011 Top Issues

Small Business Contracting Goals

- Sec Wynne – AF Small Business Memo to MAJCOMS, March 26, 2008
 - Recognized AF is significantly below DoD’s statutory requirement of 23% SB contracts
 - Identified need for small businesses to bring innovation, agility and efficiency to AF mission
 - In response to USD(AT&L) request have charged MAJCOM Commanders, PEOs to become part of small business team
 - SAF/SB kicked off “Beyond Goals” campaign with strategic plan for engaging SB to meet mission needs

AFSPC Contracting Goal¹

Air Force Space Command, (AFSC) FY09 to FY13

	FY09	FY10	FY11	FY 12	FY 13	DoD Goal
SB	15.58%	16.18%	16.52%	16.72%	17.48%	22.375%
SDB	4.52%	4.54%	4.63%	4.69%	5.62%	5%
WOSB	3.71%	4.09%	4.18%	4.23%	5.17%	5%
HUBZONE	1.67%	2.24%	2.28%	2.31%	3.28%	3%
SDV	1.68%	3.00%	3.06%	3.10%	4.05%	3%
HBCU/MI	0.60%	0.70%	0.80%	0.90%	1.80%	NA

- FY08 Actual: 9.41% \$827M
- FY09 Target: 15.58% \$1,293M
- **FY09 Actual: 12.4% \$992M**
- FY 10 Target: 16.18% \$1,342M

1. SAFSB Strategic Plan 2009



NDIA Letter to SECAF

- “propose and suggest specific actions to strengthen Air Force small business performance “
- “Our organizations, the Small Business Administration, and the Commerce Department can assist you with finding qualified small businesses to compete for projects there. “
- “*we suggest that you authorize the Air Force to create command-specific small business advisory teams which would work with these commands on identifying qualified small businesses and expanding small business set-asides “*

RMC SBC/SBA Discussions

Dear Dr. Brown and Ms. Lau

As you know, AF Space Command and SMC have been tasked by the Air Force to increase their Small Business Contracting percentages from 9.41% in FY08 to 15.58% in FY09 and 17.48% by FY13. This significant increase will require new thinking on how small businesses can support space acquisition programs in a prime contract role. I would be pleased if the NDIA Rocky Mountain Chapter Small Business Committee and the California Space Authority could provide a briefing package with recommendations from their small business members that could assist me, and my counterpart Leonard Manzaneres in our role as Procurement Center Representatives, in engaging in discussions with AFSPC and SMC on how the current acquisition policy can be adjusted to improve small business contracting competitiveness. I will look forward to receiving these inputs.

//SIGNED//

EDWARD J. KURTZ

PCR Office of Govt Contracting

US Small Business Administration

(719) 556-7935

AFSPC SB Contracting Working Group Charter

- Identify areas where AFSPC is falling short of meeting small business contracting goals
- Identify acquisition models in use by other services to increase SB contracts
- Identify areas where there are qualified SB primes that could benefit AFSPC's programs
- Provide recommendations to SBA on changes to acquisition strategy that could result in more SB contracts and meeting AFSPC's SB Goals