



**WARNER ROBINS AIR LOGISTICS CENTER**

# **3rd Annual Requirements Symposium *Small Business Session***

**Office of Small & Disadvantaged  
Business Utilization  
Warner Robins Air Logistics Center  
Robins AFB GA**

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# AREAS OF DISCUSSION

- **Small Business Program**
- **Contracting at WR-ALC**
- **Role Of SB Office**
- **WR-ALC Buying Program & SB Performance**
- **Tour of the Web**



# **SMALL BUSINESS PROGRAM**

- **OBJECTIVE**

- Maximize Contracting Opportunities for Small Business
- Promote Effective Outreach to Small Business

- **GOAL CATEGORIES**

- Small Business (SB)
- Small Disadvantaged Business (SDB)
- Woman-Owned Small Business (WOSB)
- Historically Underutilized Business (HUB) Zone Small Business
- Service-Disabled Veteran-Owned Small Business (SDVOSB)

# DOD SET-ASIDE PROGRAMS

- **Order of Precedence**



- **8(a) Set-Aside**

- FAR 19.800(e)

- **HUBZone or Service-Disabled Veteran-Owned SB\***

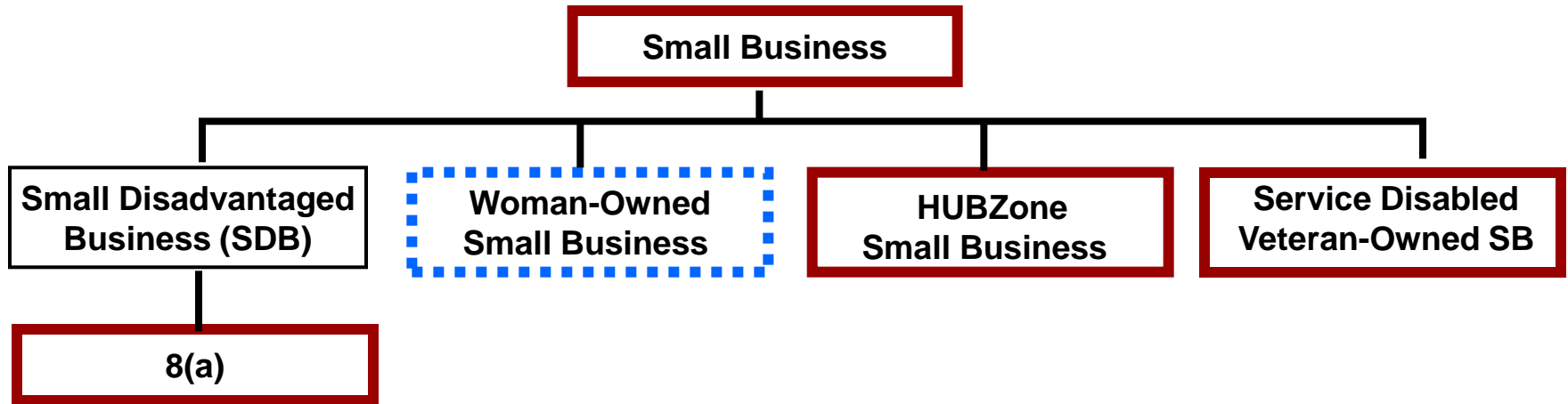
- FAR 19.1305(a) and 19.1306(a);  
FAR 19.1405(a) and 19.1406(a); and  
FAR 6.302-5(c)(2)(i)

- **Small Business Set-Aside**

- FAR 19.502-2

\*NOTE: After first consideration of the 8(a) program, consideration for the HUBZone program followed by SB set-aside are clearly delineated. The preference for the SDVOSB program is not clearly delineated. Given the recent emphasis on the SDVOSB Program via Executive Order, it makes sense to consider SDVOSB equally with HUBZone after 8(a) consideration.

# SET-ASIDE AUTHORITY



## CATEGORIES OVERLAP



= No Set-Aside



= May Use Set-Aside



= Future Set-Aside Authority

# SECTION 8(a) PROGRAM

- **Business Development Program for SDBs**
- **9 Year Term**
- **SBA Certifies & Monitors All Firms**
- **Allows Sole Source Contracts**
  - Thresholds: Up to \$3M for Services and \$5 M for all Other
  - Over Thresholds Can Compete 8(a)



# HUBZONE PROGRAM



- **Background**

- Created by HUBZone Act of 1997 (PL 105-135)
- Purpose
  - Provide federal contracting assistance for qualified small business concerns located in economically distressed urban and rural areas
  - Increase employment opportunities; Stimulate capital investment

- **HUBZone Small Business**

- Small business and at least 51% owned by U.S. citizens
- *Principal* office located in a HUBZone
- At least 35% of employees must reside in a HUBZone

- **Eligibility**

- SBs terminated/facing imminent termination from the HUBZone Program because their location is no longer economically distressed can continue to participate in HUBZone Program until the results of the next census data collection (scheduled for 2010) are released

- **HUBZone Contracting Preferences**

- HUBZone Set-Aside Competition
  - Reasonable expectation at least two HUBZone firms will submit offers and award can be made at fair market price
- HUBZone Sole Source
  - Acquisition > \$100,000
  - Anticipated award will not exceed certain dollar thresholds (\$5 M for manufacturing and \$3 M for all other)
  - Firm is responsible and award can be made at fair price
  - A J&A is required
- Price Evaluation Preference of 10%
  - Full & Open Competition > \$100,000
  - Can not be used to unseat another SB

- **SBA Website of Certified HUBZone Firms**

- <https://eweb1.sba.gov/hubzone/internet/general/approved-firms.cfm>
- Query Dynamic SB Search function in CCR
  - <http://www.ccr.gov>

# SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS PROGRAM

- **Created by Veterans Entrepreneurship and Benefits Improvement Act of 2003 (PL 108-183)**
- **Added to FAR as Part 19.14**
- **Contracting Preferences**
  - SDVSB Set-Aside Competition
    - Reasonable expectation at least two SDVSBs will submit offers and award can be made at fair market price
  - SDVSB Sole Source
    - Acquisition >\$100,000
    - Anticipated award will not exceed certain thresholds (\$5 M for manufacturing and \$3 M for all other)
    - Firm is responsible and award can be made at fair price
    - A J&A is required



# SMALL BUSINESS SET-ASIDES

- After applying the set-aside order of precedence, all acquisitions within or exceeding the Simplified Acquisition Threshold are to be set-aside for SB wherein there is a reasonable expectation that:
  - (1) Offers will be obtained from at least two responsible small businesses\*; and
  - (2) Award can be made at a fair market price.

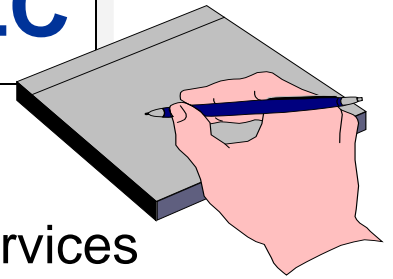
\*If there are no SB manufacturers, SBA may waive the non-manufacturer rule. Up to \$25,000, offerors may provide the product of either a large or small business manufacturer.

# WOMAN-OWNED SMALL BUSINESS PROGRAM

- **Executive Order 12138 established program**
- **Section 811 of PL 106-554 provides for a Procurement Program for WOSBs (Dec 2000)**
  - Authorizes Set-Asides
  - Not yet implemented
    - Industrial areas where WOSB participation is lacking have to be identified
  - SBA conducted initial study but methodology was determined to be deficient
  - As of May 2005, SBA to conduct another WOSB Study and then issue proposed regulations



# CONTRACTING AT WR-ALC



- **78th Air Base Wing**

- 78<sup>th</sup> Contracting Squadron procures the supplies/services for the day-to-day operation of Robins AFB

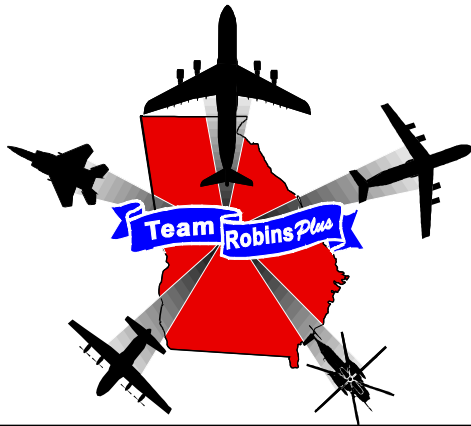
- **330<sup>th</sup> Aircraft Sustainment Wing**

- Acquires supplies/services in support of the C-5, C-130, C-17, F-15, U-2, E-8C, and SOF/CSAR aircraft with primary focus on engineering services and major mod programs

- **542<sup>nd</sup> Combat Sustainment Wing**

- Acquires spare parts for C-5, C-130, and F-15 as well as supplies/services in support of electronic warfare, avionics, missiles, ground support equipment, automatic test systems, vehicles, and basic expeditionary airfield resources
- Includes Commodity Councils: Support Equipment; Aircraft Structural; and Electronics

# WR-ALC/BC & SBA STRUCTURE



**WR-ALC COMMANDER**

**Small Business Administration  
Area III Office (Georgia)**

**OFFICE OF SMALL & DISADVANTAGED  
BUSINESS UTILIZATION  
WR-ALC/BC**

**SBA Procurement  
Center Representatives  
(SBA/PCR)**

**1 Director  
1 Secretary  
2 SB Specialists  
2 Source Development Specialists**

**1 Breakout PCR  
1 Traditional PCR**

# ROLE OF SMALL BUSINESS OFFICE

- **Maximize SB Participation**
  - Review Acquisitions, Make Set-Aside Recommendations, and Provide Sources
  - Attend Program Reviews/Acquisition Strategy Panels
  - Publicize SB Program
- **Counsel Contractors**
  - Advise what the Center's Needs are
  - Coordinate Inquiries/Guidance Requests
  - Interface with Wings
- **Evaluate Subcontracting Plans**



- **Manage Outreach Program**
  - Procurement Conferences
- **Track Progress in Meeting SB Goals**
  - Advise Commander and Wings monthly
- **Education**
  - Internal & External Customers
  - Advise & Assist PCOs on SB Matters
- **Source Development**
  - Market Research
  - Source Approval Process Administrators

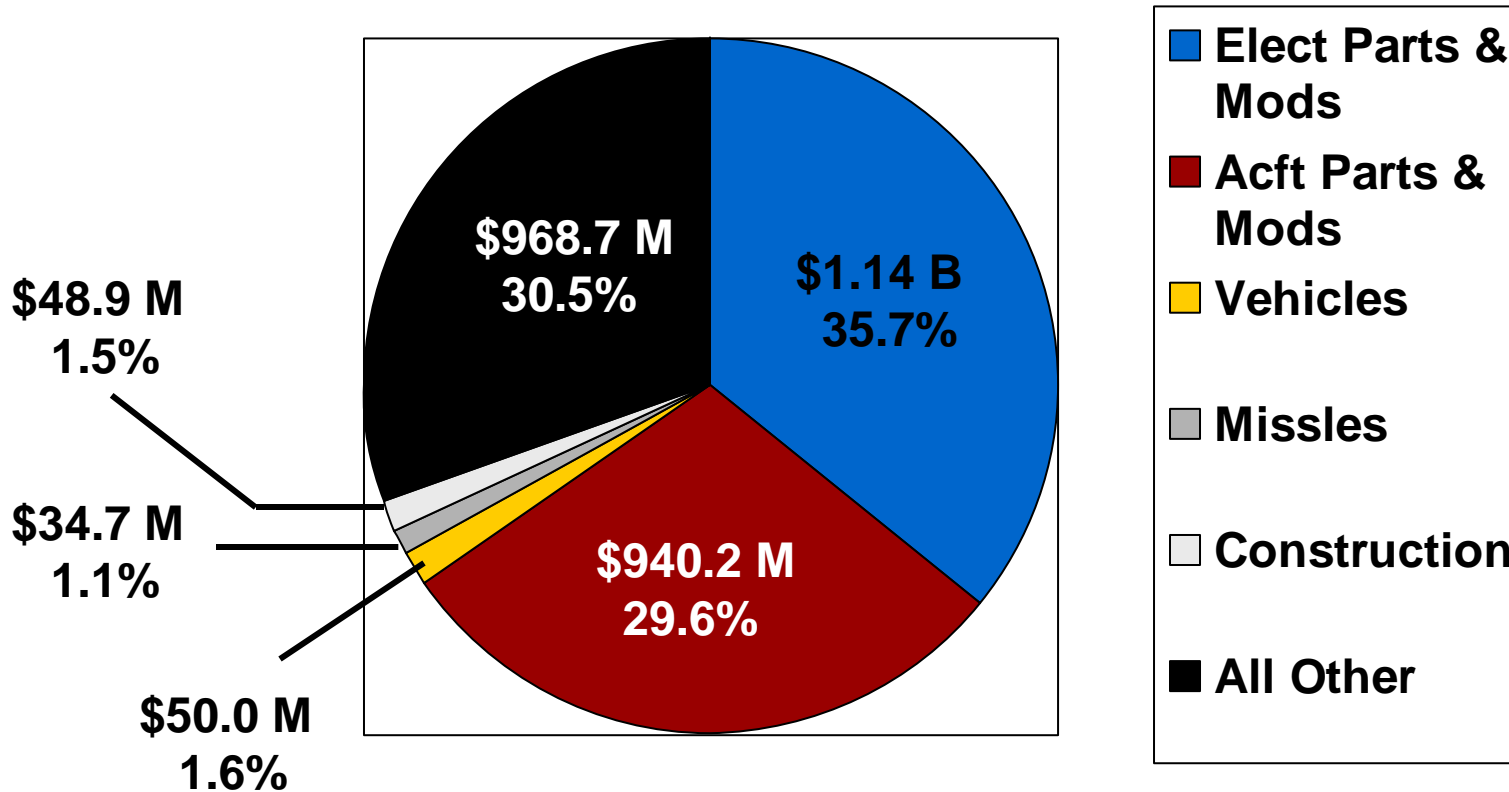


# MARKETING

- **Call, write, or visit the Small Business Office. An analyst will advise how and where to market your firm.**
- **Provide data on your firm (preferably via e-mail) that can be forwarded to SB Liaisons for dissemination.**
  - Clear description as to what your firm does/provides.
  - List of clients including work performed for them, dollar value, performance period, and contact point with phone number. (Ensure your profile in *CCR Dynamic SB Search* is accurate and current).
- **Make appointments with program personnel/end-users to further discuss your capabilities.**
- **Watch for opportunities in *FedBizOpps*.**



# WR-ALC TOTAL BUYING PROGRAM for FY05



**TOTAL DOLLARS AWARDED: \$3.2 B\***

\* THESE DATA DO NOT INCLUDE DOLLARS AWARDED BY AFMETCAL, FOR AWARDS TO EDUCATIONAL/NON-PROFIT INSTITUTIONS, FOREIGN MILITARY SALES, OR FOR WORKED PERFORMED OUTSIDE THE UNITED STATES.



# FY05 WR-ALC SMALL BUSINESS PROGRAM PERFORMANCE

<u>CATEGORY</u>	<u>GOAL</u>	<u>PERFORMANCE</u>
SB Base	N/A	\$3.20 B
SB	\$868.7 M/ 20.6%	\$735.9 M/ 23.0%
SDB	\$211.3 M/ 4.6%	\$205.3 M/ 6.4%
WOSB	\$ 95.0 M/ 1.7%	\$ 80.4 M/ 2.5%
HUBZone	\$ 72.9 M/ 1.2%	\$ 87.6 M/ 2.7%
SDVOSB	\$ 4.5 M/ 0.3%	\$ 11.2 M/ 0.35%



# WR-ALC SB TREND DATA

	<u>FY02</u>	<u>FY03</u>	<u>FY04</u>	<u>FY05</u>
<b>Small Business Base</b>	<b>\$2.76 B</b>	<b>\$3.38 B</b>	<b>\$3.52 B</b>	<b>\$3.20 B</b>
<b><u>Goal Category</u></b>				
<b>Small Business (SB)</b>	<b>\$571.7 M</b>	<b>\$710.4 M</b>	<b>\$849.5 M</b>	<b>\$735.9 M</b>
<b>Small Disadvantaged</b>	<b>\$139.9 M</b>	<b>\$163.2 M</b>	<b>\$159.4 M</b>	<b>\$205.3 M</b>
<b>Woman-Owned SB</b>	<b>\$ 45.6 M</b>	<b>\$ 64.2 M</b>	<b>\$ 79.9 M</b>	<b>\$ 80.4 M</b>
<b>HUBZone SB</b>	<b>\$ 20.0 M</b>	<b>\$ 47.2 M</b>	<b>\$ 54.8 M</b>	<b>\$ 87.6 M</b>
<b>Service-Disabled Vet SB</b>	<b>\$ 0.6 M</b>	<b>\$ 4.3 M</b>	<b>\$ 8.1 M</b>	<b>\$ 11.2 M</b>

**FY02: Winner of SAF Small Business Program Excellence Award**

**FY03: Winner of SAF Small Business Program Excellence Award**

# CHALLENGES & RESPONSES:

## *The Acquisition Environment*

- **Challenges**

- Fewer solicitations with more items consolidated, fewer awards.
- Government buying less data. More Commercial items, fewer mil specs.
- More Centralized Contracts with decentralized ordering (i.e. GSA, AF/DOD wide contracts, Purchasing Supply Chain Management)
- Increasing \$ in services, less \$ in items.

- **Responses**

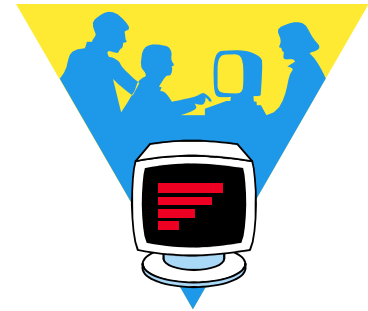
- Government
  - BC attends all acquisition planning kickoff meetings for efforts over \$5 M and participates in contract buy team/repair team meetings.
  - BC/SBA are integral part of market research activities for buys over \$100,000.

# CHALLENGES & RESPONSES: (continued)

- Industry Responsibility
  - Respond to posted SSS and RFIs
    - Commodity Council and other Hot Topics
  - Use collective voice of trade/business associations
  - Share your thoughts with the Small Business Administration
  - Keep open communication with your elected officials
- The direction taken can impact your future. Let your voice be heard!



# TOUR OF THE WEB



- **WR-ALC/BC Website**
- **WR-ALC/PK Website**
- **Sell-to-the-Air Force Website**
- **Central Contractor Registration (CCR)**
- **SBA Website**
- **Federal Business Opportunities Website**
- **DD 2345 Export Control Data Website**
- **GSA Schedules E-Library**

# Time for Your Questions

