

Federal Aviation Administration Small Business Development Program News

Director's Corner



Small firms in the United States have generated 65% of net new jobs annually over the last 17 years and have hired at least 43% of high tech workers (such as scientists, engineers, and computer workers). Small firms account for half of private sector non-farm employment. Not only are small businesses the engines of economic growth for the American economy, small businesses are critical to helping the Federal Aviation Administration (FAA) provide the safest, most efficient aviation system in the world.

In Fiscal Year 2010, (the latest year for which national data is available) the Federal Government awarded small businesses nearly \$100 billion in federal prime contracts, which was 22.7% of eligible contracting dollars, against a statutory goal of 23%. In Fiscal Year 2010, the FAA awarded \$3.8Billion in prime contract dollars, of which \$1Billion was awarded directly to small business (29.6%), against an FAA goal of 25%. Fiscal Year 2012 was an exceptional year for the FAA Small Business Development Program; for the first time in agency history, the FAA exceeded all of its' small business goals. FAA awarded \$4.1Billion in prime contract dollars during Fiscal Year 2012, of which \$1.2Billion (30.15%) was awarded to small business, against a goal of 25%. This accomplishment reflects the FAA's commitment to the inclusion of small business in its' acquisition process, as well as teamwork and collaboration across all lines of business. I am extremely proud of the committed and knowledgeable Small Business Development Program Team which continues to be focused on the achievement of FAA's Small Business Development Program goals and objectives. Their ability to work collaboratively across all FAA lines of business, as well as externally with large and small businesses, to establish relationships and partnerships for a common good, is second to none. Special thanks to the entire acquisition workforce, FAA lines of business and staff offices for their unwavering support of the agency's small business program goals and objectives. My thanks to the small business contractors who support the FAA on a daily basis, for their outstanding past/present performance as well as large businesses willingness to team with small businesses to meet FAA goals and objectives.

January 3, 2013, will culminate for me forty-four years and seven months of dedicated service to the people of the United States of America; having served as a Contract Specialist with the National Aeronautics and Space Administration, a Contract Specialist, and Supervisory Contracting Officer, (with an unlimited warrant) and Director of the Small Business Development Program for the FAA. Words cannot express my gratitude to the best small business staff in the federal government, as well as the unwavering support of the Assistant Administrator, Office of Finance and Management and the Deputy Assistant Administrator, Acquisitions & Business Services. Thanks to all!

Inez C. Williams

**Volume 1
Issue 6**

November 2012

Pg.1 DIRECTOR'S CORNER

Pg.2 WHAT WE DO? & GOALS AND ACCOMPLISHMENTS

**Pg.3, 4 "BEST OF THE BEST" AWARDS & UPCOMING
OUTREACH EVENTS**

Pg.5 ACQUISITION MANAGEMENT SYSTEM CHANGES

Pg. 6 SMALL BUSINESS COORDINATION FLOW CHART

Pg. 7 SMALL BUSINESS LIAISON REPRESENTATIVES

What We Do?

- Write FAA Small Business Development Program policy and guidance.
- Set annual direct contract and subcontracting goals for the inclusion of small businesses, women-owned small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals, service-disabled veteran-owned small businesses in the FAA's acquisition process.
- Establish mechanisms for monitoring and evaluating the effectiveness of the FAA's small business program.
- Ensure FAA-wide implementation and accomplishment of small business program objectives.

Major Procurement Program Goals and Accomplishments

Prime Contract Categories	FY-12 Goal %	FY-12 Accomplished % 10/1/11 - 9/30/12	FY-13 Goal %	FY-13 Accomplished % 10/1/12 - 11/14/12
Contracts Awarded to Small Business Concerns	25%	30.15%	25%	20.11%
Contracts Awarded to Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals (Includes-8(a))	10%	11.94%	10%	7.39%
Contracts Awarded to Small Business Owned and Controlled by Women	5%	6.39%	5 %	2.64%
Contracts Awarded to Small Business Concerns Owned and Controlled by Service Disabled Veterans	3%	3.53%	3%	1.41%

2011 "Best of the Best" Awards Ceremony

On August 28, in the Elwood R. "Pete" Quesada Auditorium, the Small Business Development Program presented the 2011 "Best of the Best" Awards to industry and procurement officials that have made exceptional achievements and significant contributions to the FAA Small Business Development Program during Fiscal Year 2011. It should be noted that the FAA exceeded the government-wide goal of awarding 23% of all federal dollars to small businesses. In FY 2011, 30% percent of the FAA procurement obligations – more than \$1 billion – were awarded to small businesses. Congratulations to the awardees and the acquisition workforce for a job well done!



Rigil Corporation (Woman-Owned Small Business of the Year)



Lockheed Martin (Large Business of the Year)



Electronic FAA Accelerated and Simplified Tasks Team (Procurement Official of the Year)



AeroNavData and Computer Designers (Service-Disabled Veteran-Owned Small Business of the Year)

2011 “Best of the Best” Awards Ceremony (Continued)



**Computer System Designers, LLC
(Small Disadvantaged Business of the Year)**



Solar Screen (Small Business of the Year)

2012 “Best of the Best” Award Nominations

The Small Business Development Program Group will be making its’ call for nominations for the 2012 “Best of the Best.” The awards are for procurement officials and businesses that have made exceptional achievements and significant contributions to the FAA Small Business Development Program during Fiscal Year 2012. The nominations are to be submitted by FAA personnel only. This prestigious national award will be presented in a ceremony during the month of July 2013.

Fiscal Year 2013 Upcoming Outreach Events

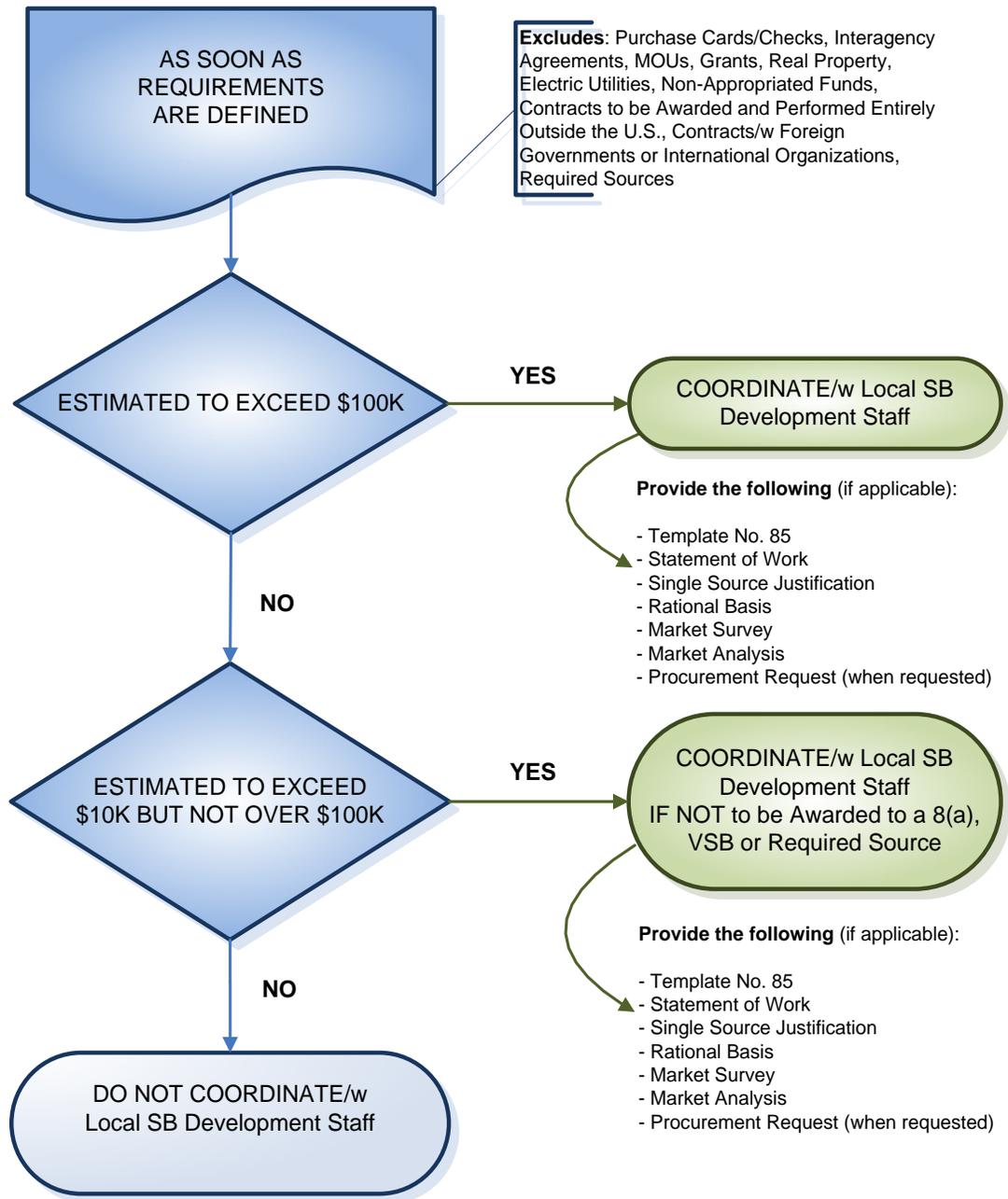
Event	Location	Date	Website
Minority Enterprise Development Week Conference	Omni Shoreham 2500 Calvert Street, NW, Washington D.C	12/5-6/2012	http://www.medweek.gov/home
OMSDC Fall Business Showcase & Supplier Spotlight	7301 N. Broadway Suite 224 Oklahoma, OK	12/14/2012	www.omcdc.org

What's new in the Acquisition Management System (AMS) effecting small businesses?

Effective October 2012 new changes to the AMS were made:

AFFECTED AMS POLICY, GUIDANCE AND CLAUSE	REVISIONS
3.6.1.1: Applicability	The policies in this Section apply to FAA procurements for products and services but exclude those procurements using purchase cards, purchase card checks, electric utilities, real property, grants, memoranda of understanding, non-appropriated funds, contracts to be awarded and performed entirely outside of the United States, contracts with foreign governments or international organizations, agreements, and required sources of products/services and use of Government sources including products available from Federal Prison Industries (FPI) (refer to AMS Small Business Program Development Guidance).
3.6.1.3.4: Set-Asides to Small Businesses Owned and Controlled by Socially and Economically Disadvantaged Individuals (8(a) Certified)	The Contracting Officer must submit the Small Business Set-Aside Determination and Coordination Form (Template No. 85) for all such acquisitions (see also AMS Small Business Development Program Guidance for use of this form).
3.6.1.3.5: Noncompetitive Awards to SEDB (8(a)) Vendors	Noncompetitive awards above \$20 million to SEDB 8(a) vendors or a concern owned by an Indian Tribe or a Alaska Native Corporation must be justified and documented as indicated in AMS Small Business Development Procurement Guidance.
T3.6.1A.1: Procurement Team Responsibilities in Support of the Small Business Development Program	Use the Small Business Set-Aside Determination and Coordination Form (Template No. 85) to coordinate with the SBDPO and attach (as applicable) the statement of work, single source rational basis documentation, fully executed single source justification, market survey and market analysis to the form (see also AMS Policy on SEDB 8(a) Set-Asides for use of this form).
3.3.1-20: Providing Accelerated Payment to Small Business Subcontractors	<p>(a) Upon receipt of accelerated payment from the FAA, the Contractor is required to make accelerated payments to small business subcontractors to the maximum extent practicable after receipt of a proper invoice with appropriate supporting documentation from the small business subcontractor.</p> <p>(b) The substance of this clause must be included in all subcontracts with small businesses.</p> <p>(c) The acceleration of payments under this clause does not provide any new rights under the Prompt Payment Act.</p>

SMALL BUSINESS SET-ASIDE DETERMINATION AND COORDINATION PROCESS (AMS 3.6.1.3.4 and T3.6.1A.e)





FAA Small Business Liaison Representatives

HEADQUARTERS

Inez C. Williams (ACQ-020)
(202) 267-8881

inez.williams@faa.gov

Frederick L. Dendy (ACQ-021)
(202) 267-7454

fred.dendy@faa.gov

Gloria Rosier (ACQ-021)
(202) 267-7087

gloria.rosier@faa.gov

Lakisha Davis (ACQ-021)
(202) 267-8862

lakisha.davis@faa.gov

WILLIAM J. HUGHES TECHNICAL CENTER

Frank Mierzejewski (ACQ-021)
(609) 485-4384

frank.mierzejewski@faa.gov

MIKE MONRONEY AERONAUTICAL CENTER

Gerald Lewis (ACQ-021)
(405) 954-7704

gerald.a.lewis@faa.gov

WESTERN SERVICE AREA

Los Angeles Office
Alice C. Harris (ACQ-021)
(310) 725-7563

alice.c.harris@faa.gov

CENTRAL SERVICE AREA

Fort Worth Office
Jonathan Page (AAQ-520)
(817) 222-4352

jonathan.page@faa.gov

EASTERN SERVICE AREA

Boston Office
Kevin Hart (AAQ-510)
(781) 238-7660

kevin.hart@faa.gov

[Newsletter Editor](#)

[Lakisha Davis](#)

800 Independence Ave, SW
Room 432

Washington, DC 20591

Phone: (202) 267-8862

Fax: (202) 493-4380

<http://www.sbo.faa.gov>