

Federal Aviation Administration Small Business Development Program News

Director's Corner



Every year, we make many investment decisions on topics ranging from radar systems to office supplies and as we build NextGen to upgrade the airspace system, we'll be making many more of these decisions in the coming years.

While contracts to large companies often make headlines, small business contracts are equally important. In fact, without them, we couldn't succeed.

Small companies often fill gaps that big ones cannot. They have an inspiring capacity for innovation and provide necessary competition, which enhances quality and lowers costs.

Also, promoting Small Business Development Programs means promoting our country's economic growth. Small businesses create the greatest number of new jobs, making them essential to our national economy. Many of the advantages are borne out by concrete economic gains. According to the U.S. Department of Commerce, Bureau of the Census and International Trade Administration, small businesses:

- Represent 99.7% of all U.S. employer firms;
- Employ 64% of net new private sector jobs;
- Pay more than 42% of total U.S. private-sector payroll;
- Generated 60% to 80% of net new jobs annually over the last decade;
- Produced 13 to 14 times more patents per employee than large patenting firms; and
- Employ 43% of high tech workers.

There are many advantages to contracting with small businesses:

- Streamlined procurement process;
- Contract awards are structured to facilitate rapid procurements and efficient administration;
- Direct contract awards to 8(a) certified firms, service-disabled veteran-owned small businesses, Alaskan Native Corporations and Indian Tribal Entities that are trusted and reliable small business industry partners can provide customized, innovative solutions.
- Broadens competition base;
- Increases competition base since it fosters the development of qualified small business sources of supply, and "levels the playing field" between the large companies and small businesses; and
- Promotes economic gain. The contributions of small businesses to our National economy in terms of innovation, job creation, efficiency, increased competition, reduced prices, and qualified sources of supply warrant the inclusion of small business to the greatest extent possible when making federal contract award decisions.

The FAA Small Business Development Program Group, ACQ-021 is your partner. The Group has Liaison Representatives at Washington Headquarters, the William J. Hughes Technical Center, the Mike Monroney Aeronautical Center, and the Central, Eastern, and Western Service Areas. You are encouraged to contact the Small Business Liaison Representatives listed at <http://www.sbo.faa.gov> for further information regarding the Program.

*Fred Dendy
Director, Small Business Development*

Volume 2 Issue 1

March 2013

Pg.1 DIRECTOR'S CORNER

Pg.2 SMALL BUSINESS POLICY STATEMENT

Pg.3 What We Do? / Goals

Pg.4 SMALL BUSINESS FLOW CHARTS

Pg.5 EMPLOYEE HIGHLIGHTS

Pg.6 SMALL BUSINESS LIAISON REPRESENTATIVES



Federal Aviation
Administration

FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS POLICY STATEMENT

In 2010 there were 27.9 million small businesses in the United States, and 18,500 firms with 500 employees or more. Small firms accounted for 64 percent of the net new jobs created between 1993 and 2011 and hire 43 percent of high-tech workers (such as scientists, engineers, and computer workers). Small businesses are critical to helping the Federal Aviation Administration (FAA) provide the safest, most efficient aviation system in the world. We cannot do our job without them.

A high priority of this Administration is to advance America's economic growth and competitiveness domestically and internationally. The FAA, along with the U.S Department of Transportation, supports expanding opportunities and promoting economic growth for all businesses, while especially encouraging and assisting small businesses, socially and economically disadvantaged 8(a) businesses, women-owned businesses, and service-disabled-veteran-owned small businesses. The FAA will help small businesses compete on an equal level by taking the following actions:

- (1) Establishing annual direct Major Procurement Program Goals (MPPG) for small business participation in our procurements, at the prime as well as subcontract level;
- (2) Encouraging prime contractors to take part in the FAA's Mentor/Protégé Program, through which they can mentor minority institutions, including Historically Black Colleges and Universities and Hispanic Serving Institutions, as well as socially and economically disadvantaged and women-owned small businesses;
- (3) Providing FAA's annual procurement forecast at the beginning of each fiscal year;
- (4) Conducting outreach to the small business community to tell them about procurement opportunities at FAA and how to do business with the Agency; and
- (5) Monitoring how well each FAA line of business does in achieving Agency small business goals.

I expect senior management throughout FAA to actively support these actions/goals.

As we lead the 21st century aviation community, we are committed to including small businesses, socially and economically disadvantaged 8(a) businesses, women-owned businesses, and service-disabled-veteran-owned small businesses in the process.

Michael P. Huerta
Administrator

Date: JAN 18 2013

What We Do?

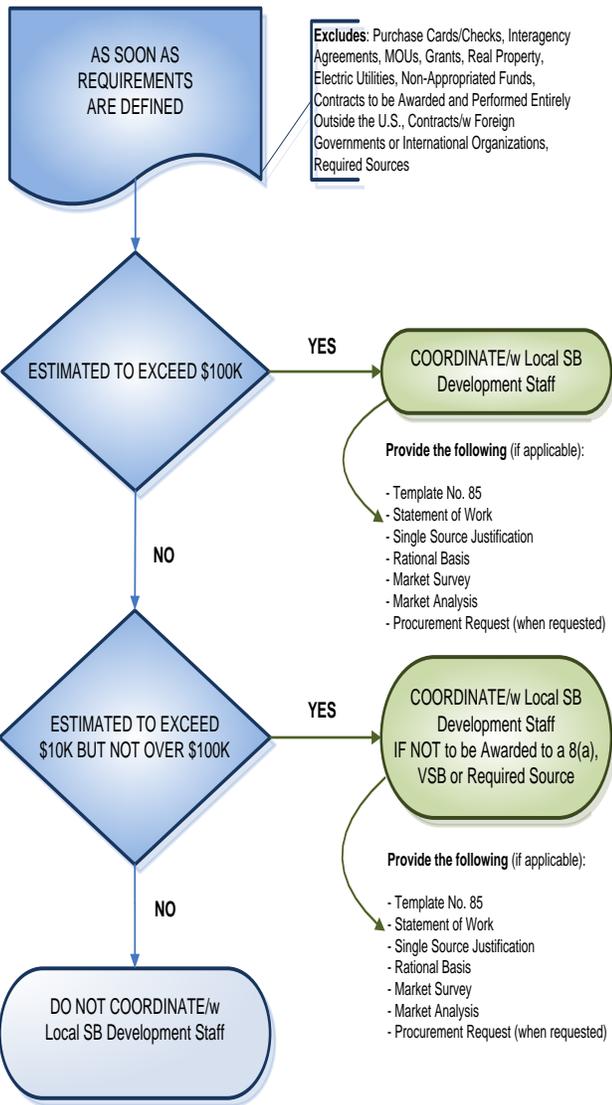
- Write FAA Small Business Development Program policy and guidance.
- Set annual direct contract and subcontracting goals for the inclusion of small businesses, women-owned small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals, service-disabled 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 (Accomplishments) Report October 1, 2012 – March 15, 2013 (% of total direct procurement dollars obligated)

Organization*	Small Business	Socially and Economically Disadvantaged Business (includes 8(a))	Women-Owned Small Business	Service-Disabled Veteran-Owned Small Business
	25% Goal	10% Goal	5% Goal	3% Goal
FAA-WIDE	30%	9%	5%	4%
ATO	27%	10%	5%	5%
ACR	83%	64%	2%	0
AFN	30%	8%	5%	2%
AGC	29%	13%	0.05%	12%
AGI	0	0	0	0
AHR	38%	26%	1%	-0.04%
ANG	63%	16%	23%	16%
AOC	79%	79%	0	0
APL	28%	2%	0	0
ASH	38%	24%	2%	1%
ARP	34%	-0.20%	2%	13%
AST	77%	52%	0	0
AVS	55%	19%	7%	3%

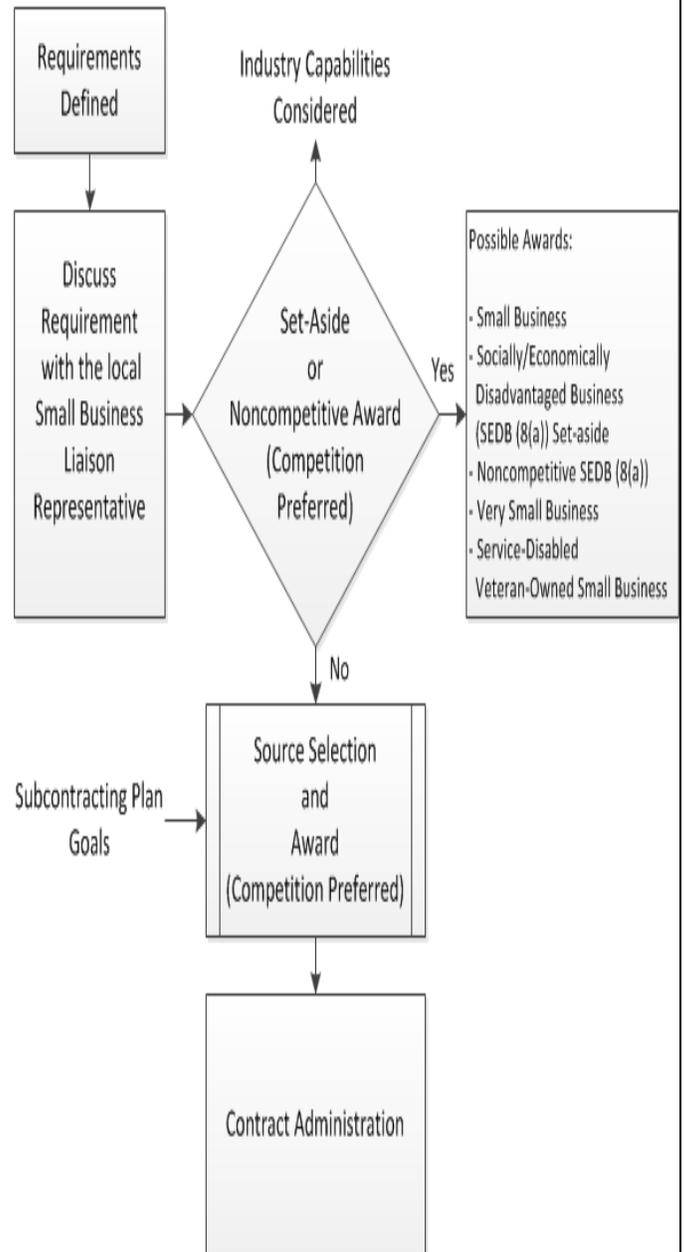
*Organization Acronyms are located at http://faa.gov/about/office_org/

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



11/2012
Revision No. 4

Small Business Development Program (Procurement Basics)



Employee Highlights

		
<p>Alice Clark-Harris, Senior Program/Management Analyst, ACQ-021, Los Angeles Office, recently received a certificate and pin awarded to her in recognition of 35 years of dedicated service in the Federal Government. Congratulations Alice!</p> <p>Alice recently attended a Career Day at the Compton Unified School District, McKinley Elementary School located in Compton, California. Approximately 490 students attend the school which is staffed by 25 teachers. Alice visited approximately six classes that ranged from kindergarten to 5th grade students, providing a briefing on aviation education in the FAA. She was provided with a letter of appreciation from the school for her participation. Great Job Alice!</p>	<p>Marcus Benefield joined the Small Business Development Program Group, ACQ-021, as a Senior Management/Program Analyst on February 24, 2013. Marcus has over 20 years of experience in the field of contracting and served in several positions at the FAA during the past 16 years including Senior Contracting Officer assigned to the Contracting Services Division, Executive Offices Group B, AAQ-450 procuring products/services in support of various staff offices and lines of business in Washington Headquarters. Marcus is a valuable addition to the Small Business Development Program Group. Welcome Marcus!</p>	<p>Cigifredo A. Ortiz, Jr. (Tony) will begin a one year detail in the Small Business Development Program Group, ACQ-021, on April 7, 2013. Tony will perform Small Business Liaison Representative responsibilities in support of the entire Eastern Service Area. Currently, Tony is a Supervisory Contract Specialist, within the FAA Office of Acquisition and Contracting, AAQ-510 in Atlanta. Tony joined the FAA in August 2001 after 26 years of military service in the United States Army. Tony worked as a Contracting Officer until he was promoted to a Front Line Manager in August 2010. Tony has an extensive background in Acquisitions, Property, Security, and Facility Management, and has served in various leadership roles in his almost 40 years of service for the Federal Government. Tony will be a valuable addition to the Small Business Development Program Group. Welcome Tony!!</p>



FAA Small Business Liaison Representatives

HEADQUARTERS

Frederick L. Dendy (ACQ-020)
(202) 267-7454
fred.dendy@faa.gov

Gloria Rosier (ACQ-021)
(202) 267-7087
gloria.rosier@faa.gov

Marcus Benefield (ACQ-021)
(202) 493-4917
marcus.benefield@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

Atlanta Office
Cigifredo A. Ortiz (Tony) (AAQ-510)
(404) 305-5780
(Detail effective on April 7, 2013)
tony.c.ortiz@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>