

FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS MATTERS



DIRECTOR'S CORNER

SPOTLIGHT

Did you know that President Obama proclaimed [National Small Business Week](#) (NSBW), May 1-7, 2016, to recognize the critical contributions of America's entrepreneurs and small business owners? The NSBW theme was "Dream Big, Start Small."

Small businesses contribute to the FAA mission in a wide variety of areas such as providing emergency repairs to Air Traffic Control Facilities located in Seattle, Washington and Austin, Texas caused by water damage; facilitating risk based decision making by developing the Hazard Identification Risk Management and Tracking Tool that allows the agency to collect and categorize safety hazard and risk data in an efficient and uniformed way; designing and manufacturing high quality radio direction finding equipment for mobile and fixed-site applications; providing critical laboratory support services to the NextGen Data Communications Program and critical National Aerospace System (NAS) services such as test and evaluation, software and hardware deployment support and documentation development.

Not only does the small business community benefit from working with the FAA, but the FAA is often able to reduce costs and schedules as a result of the low overheads and agility that are the hallmark of many small businesses.

While NSBW is held once each year, the FAA celebrates the success stories of small business firms all year as evidenced by the sustained achievement of FAA small business goals.

I recognize the value and the essentiality of our small business partners in keeping the NAS safe!

Fred Dendy
Director, Small Business Development

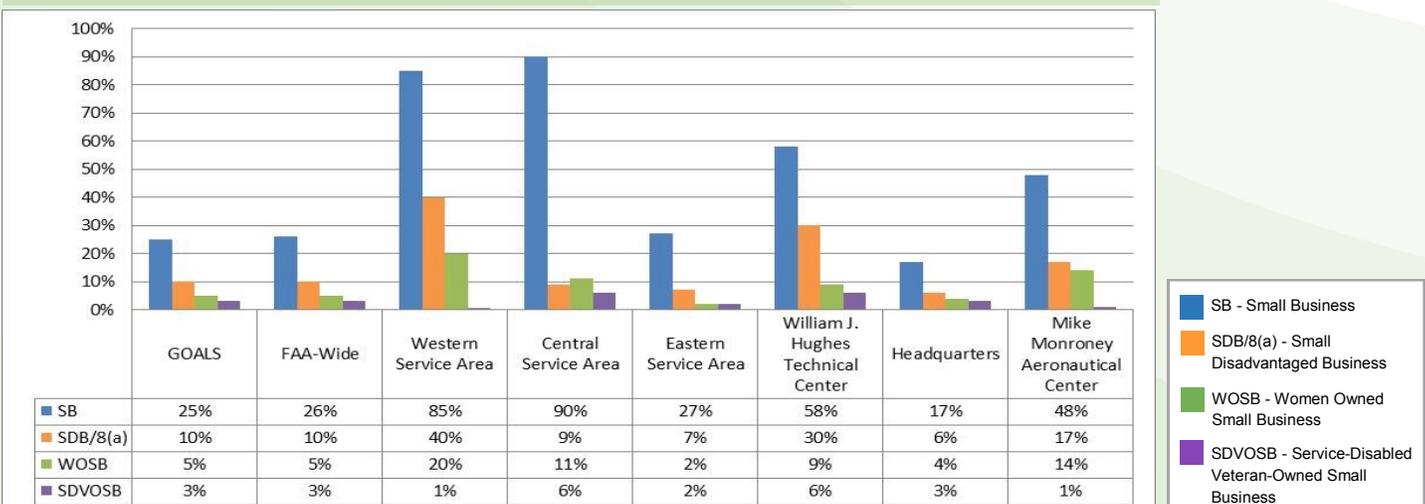
PERSPECTIVES FROM CHRISHAUN JONES

Chief of Staff, Acquisition and Contracting

"I strongly believe in the old adage that "Good Things Come in Small Packages". I don't have to tell you that small businesses are the cornerstone of what makes our country so great. I also don't have to remind you that small businesses drive innovation within our country and are definitely responsible for creating more than half of the jobs in America. They adapt quickly to changing economic climates due to their commitment to customer service. While small businesses do not always remain the same size, they only become large by staying true to their values of teamwork, collaboration, innovation and integrity. Small businesses have so much to offer and the one thing that I love the most is when we support our small businesses, then we are supporting our local communities and helping the future growth of our economy.

It has been a pleasure working with the small businesses that have supported the FAA's mission, which ranged from security to tower simulation training. I know how invaluable small businesses are to our organization's success, which stresses the point that we should not judge small by its cover."

FISCAL YEAR 2016 SMALL BUSINESS GOALS & ACCOMPLISHMENTS - As of 5/2/16
(% of Total Procurement Obligations)





OUTREACH EVENTS

SMALL BUSINESS VENDOR DAY GREAT LAKES REGIONAL OFFICE Hosted on April 20, 2016



**Pictured L-R: G. Gonzalez, S. Mostow, and J. Bird,
Back Row: K. Erkman, D. Weaver, A. Pickett, N. Cibic,
F. Montes, and L. Dominguez**
THANK YOU FOR YOUR SUPPORT!!!

For upcoming events, please view the [Small Business Development Office website](#).

Did you know?

- Small business coordination is required for procurements not set aside for 8(a) or Very Small Businesses valued between \$10K and \$150K, and for all projects over \$150K. Coordination must include documentation such as market research and market analysis materials. ([See AMS 3.6.1.3](#))
- The Small Business Development Program Group maintains a small business database called "Source Net" which is a valuable tool for market research. Source Net can be found at: sbo.faa.gov.
- Tiered Evaluation is a useful procurement strategy when market research does not result in a guarantee of adequate competition within a given set-aside category. See [Procurement Guidance T3.2.2.A.9](#) for more information.
- Comments? Please contact your [Small Business Liaison Representative](#).

EMPLOYEE HIGHLIGHTS



Deborah Hemphill rejoined the Small Business Development Program Group, ACQ-21, on April 3, 2016 after completing a successful career in the Air Traffic Organization, Technical Operations, that began in 2007.

Currently, Deborah performs Small Business Advocate responsibilities in support of the William J. Hughes Technical Center in Atlantic City, NJ.

Deborah has served the FAA in various capacities for the past 15 years performing technical evaluations, procurement planning, and contract administration support; she also was a Small Business Advocate at FAA Headquarters from September 2005 to October 2007.

Deborah holds a Bachelor of Arts Degree in Communications and a Master of Science Degree in Telecommunications. Deborah is a passionate advocate of small business utilization and brings a solid foundation of acquisition and small business experience to her new position. Welcome back, Deborah!

SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS LEARNING SESSION Hosted on May 18, 2016

Thomas Leney, Executive Director, Small and Veteran Business Programs, U.S. Dept. of Veterans Affairs briefed the FAA contracting staff nationwide regarding the current status of the Center for Verification and Evaluation (CVE) processes. Vendors must be verified by the CVE and appear on website www.vip.vetbiz.gov in order to receive contracts with the FAA as SDVOSB firms. Questions? Please contact the CVE Customer Service line at (866) 584-2344.