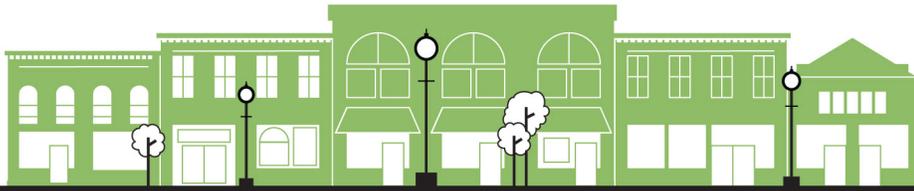


FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS MATTERS



DIRECTOR'S CORNER

Fiscal Year 2016 was an exciting time for small business development. With your support, and effective cross-functional collaboration, the Small Business Development Program continued to excel throughout the year. Here are some of last fiscal year's program successes:

- **Exceeded our goals.**
 - By awarding 29% (\$1.3B) of the total direct procurement dollars to small business primes against a goal of 25%, we surpassed all FAA-wide small business goals and government-wide statutory minimum goals;
- **Brought thought leaders together to foster professional development.**
 - By hosting the first FAA Annual Mentor-Protégé Program Symposium convening together 350 industry participants;
- **Stayed connected.**
 - By participating in more than 60 external small business outreach events, including 10 FAA hosted outreach events, against a goal of 6;
 - Implemented new FAA small business development website applications and enhancements to content management and user tools;
- **Optimized small business learning tools.**
 - By updating the Small Business Development Program course in eLMS, we provided valuable course content and on-line tool enhancements to all participants;
 - Delivered 6 comprehensive Small Business Development Program learning sessions to procurement and program officials;
- **Celebrated our achievements.**
 - Developed and implemented the "Best of the Best" Awards Program FAA-wide resulting in 68 FAA employee nominees and 21 award recipients being recognized.

Your enormous contributions to these accomplishments are second to none. Congratulations and job well done!

Fred Dendy
Director, Small Business Development Program

SPOTLIGHT

Employee engagement matters. It influences overall productivity and fosters a sense of pride in our collective work. Here are some thoughts from Gloria Rosier discussing her daily work in the Small Business Development Program.

"The work in the Small Business Office (SBO) is interesting and challenging. The days range from meeting with vendors, participating in one-on-one business matching at conferences, reviewing subcontracting plans, reviewing small business set-aside determination and coordinations, and planning/executing outreach events, etc. All is done in an effort to ensure small businesses are afforded the opportunity to compete for contracts at the Federal Aviation Administration (FAA)."

"Because I believe in fairness and equal opportunity, the duties stated above are done with total commitment and integrity. Through the hard work of the FAA employees the goals and accomplishments of the Agency have been met and/or exceeded. I appreciate all the support the SBO has received from the lines of business and staff offices."

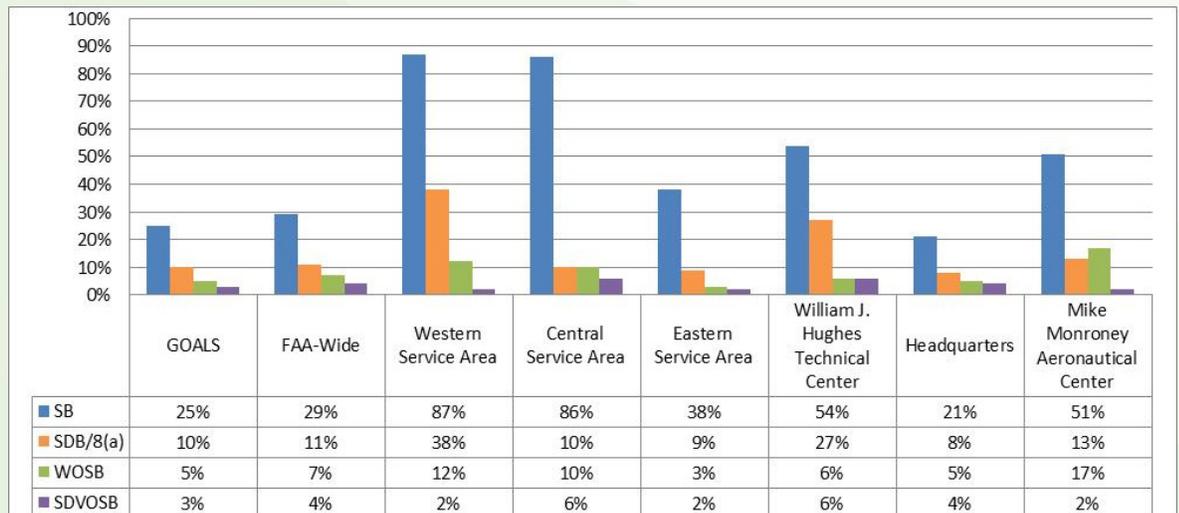
Gloria Rosier
Management Program/Analyst
FAA Small Business Development Program Group, ACQ-21

2015 "Best of the Best" Award Recipient
Small Business Advocate of the Year

FISCAL YEAR 2016 SMALL BUSINESS GOALS & ACCOMPLISHMENTS

(% of Total Procurement Obligations)

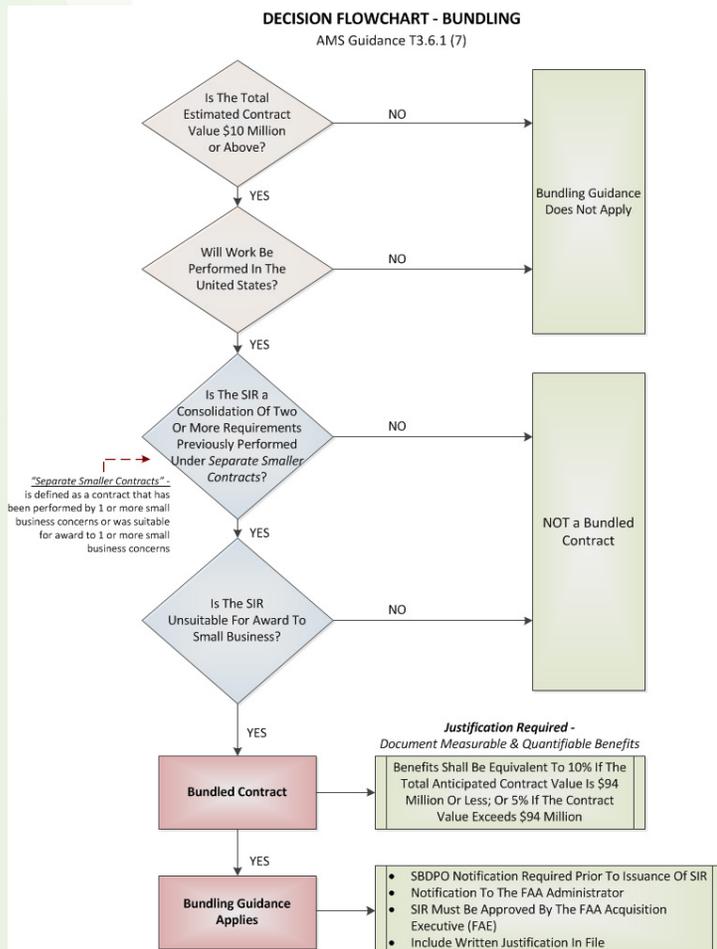
- SB - Small Business
- SDB/8(a) - Small Disadvantaged Business
- WOSB - Women Owned Small Business
- SDVOSB - Service-Disabled Veteran-Owned Small Business





CONTRACT BUNDLING

Is your consolidated contract bundling? Check out the below flowchart to assist in the bundling decision-making process.



Did you know?

- Updated FAA Small Business Development Program course is now available in eLMS. (FAA60000099) Special thanks to the development team: David Juarez, Gloria Rosier, Johanna Juico-Villareal, and Michael Frazier.
- Effective October 1st, Small Business Determination and Coordination Forms should be sent to the following Small Business Liaison Representatives via e-mail:
 - Headquarters** – Marcus Benefield & Gloria Rosier
 - Western Service Area** – Lelanie Rivera
 - Central Service Area** – Jeri Bird
 - Eastern Service Area** - Cigifredo (Tony) Ortiz
 - Mike Monroney Aeronautical Center** – Gerald Lewis
 - William J. Hughes Technical Center** – Deborah Hemphill
- Comments? Please contact your Small Business Liaison Representative.

FY 2017 PROCUREMENT FORECAST

In order to provide the small business community with reasonable procurement opportunities, and to comply with the President's desire to expand procurement opportunities for small businesses, it is the policy of the FAA to make its' Annual Procurement Forecast available to all interested business owners. The Procurement Forecast for Fiscal Year 2017 is now available on the Small Business Development Group website at <http://www.sbo.faa.gov>.

The new fiscal year looks to offer many diverse opportunities for small business firms to establish themselves as partners in helping to keep the National Airspace System safe. Take a look!

Thank you to all who assisted in compiling the Fiscal Year 2017 Procurement Forecast. Your efforts are appreciated!

William J. Hughes Technical Center Kicks Off First Vendor Day of FY 2017

On Wednesday, November 9th the Small Business Development Office will host the first Small Business Vendor Day of Fiscal Year 2017. This outreach event will take place in Atlantic City, NJ, from 8:30 a.m. until 12:45 p.m. The purpose of this event is to provide outreach, procurement opportunities, training, and acquisition guidance to small businesses with special emphasis on small, disadvantaged, women-owned and service-disabled veteran-owned businesses. Vendor Day activities will include industry display tables in the Atrium, as well as concurrent activities in the Auditorium. FAA programs and managers will also have tables in the Atrium area of the Technical Center to provide an informal atmosphere in which industry may interact with FAA program officials and procurement decision makers. The program in the Auditorium will feature information about technical NAS engineering programs, contracting opportunities, IT acquisition strategy, and acquisition programs. Pre-registration is required. Contact Deborah Hemphill at deborah.hemphill@faa.gov for further information.

SAVE THE DATE! FAA Small Business Vendor Days

William J. Hughes Technical Center, Atlantic City, NJ - 11/9/16

Eastern Service Area, College Pk., GA - 1/11/17 (tentative)

Central Service Area, Ft. Worth, TX - 1/25/17

Western Service Area, Renton, WA - 1/26/17 (tentative)

Mike Monroney Aeronautical Center, OKC., OK - 4/12/17

Headquarters, Washington, DC - TBD

Mentor-Protégé Symposium - TBD

For additional information please contact your

[FAA Small Business Liaison](#)