

Federal Aviation Administration

Small Business Development Program News

Director's Corner

Greetings,

It was once said that “it takes a village to raise a child” – Well I proclaim that “it takes a village to grow a successful Small Business Development Program” which includes committed small business advocates working collaboratively with procurement and program officials coupled with vendors delivering quality products on time and within budget.

This “village” has molded the FAA into a “Good Corporate Citizen”. In fact, the agency’s extensive outreach initiatives to the small business community, through the procurement process, shows that it is committed to the importance of being a “Good Corporate Citizen” as an integral part of its core business. As for “bottom-line” benefits, I have found that building our Small Business Development Program improves our acquisition outcomes, strengthens our aviation industrial base and results in economic development.

Highlighted in this newsletter, are new small business development initiatives and activities implemented this fiscal year that will continue to grow the Small Business Development Program - such as business matchmaking events and learning sessions. You are encouraged to participate.

Lastly, I thank you who have contributed to the success of the Small Business Development Program, and look forward to the future as it presents opportunities in store for our small business partners.

Fred Dendy
Director, Small Business Development



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Major Procurement Program Goals/Accomplishments Report October 1, 2013 – February 28, 2014

(Goals/Accomplishments = % of total direct procurement dollar obligations)

Routing Symbol	Small Business	Small 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	25%	9%	5%	3%
ATO	20%	8%	3%	3%
ACR	95%	93%	2%	95%
AFN	26%	11%	7%	3%
AGI	0%	0%	0%	0%
AHR	42%	20%	.24%	23%
ANG	75%	17%	18%	13%
AOC	10%	10%	0%	0%
APL	79%	0%	0%	0%
ASH	21%	14%	17%	.01%
ARP	1%	.07%	.02%	-.04%
AST	60%	38%	0%	1%
AVS	73%	1%	12%	16%

Learning Sessions and Business Matchmaking Events

(Point of Contact: Lakisha Davis (202) 267-8862)

Small Business Development Learning Sessions

Business Matchmaking Events

DATE	LOCATION and AUDIENCE	DATE	LOCATION
February 20, 2014	Washington Headquarters Contracting Officers and Contract Specialists	March 19, 2014	Eastern Service Area (College Park, GA)
February 25, 2014	Eastern Service Area Logistics Management Specialists	March 25, 2014	Washington Headquarters (Bessie Coleman Conference Center)
February 27, 2014	Eastern Service Area Air Traffic Organization Engineering Services Group	April 9, 2014	William J. Hughes Technical Center (Atlantic City, NJ)
March 18, 2014	Mike Monroney Aeronautical Center Contracting Officers and Contract Specialists	April 24, 2014	Mike Monroney Aeronautical Center (Oklahoma City, OK)
April 23, 2014	Eastern, Central and Western Service Areas, and William J. Hughes Technical Center Contracting Officers and Contract Specialists	3 rd Quarter of FY-14	Central and Western Service Areas

Employee Highlights

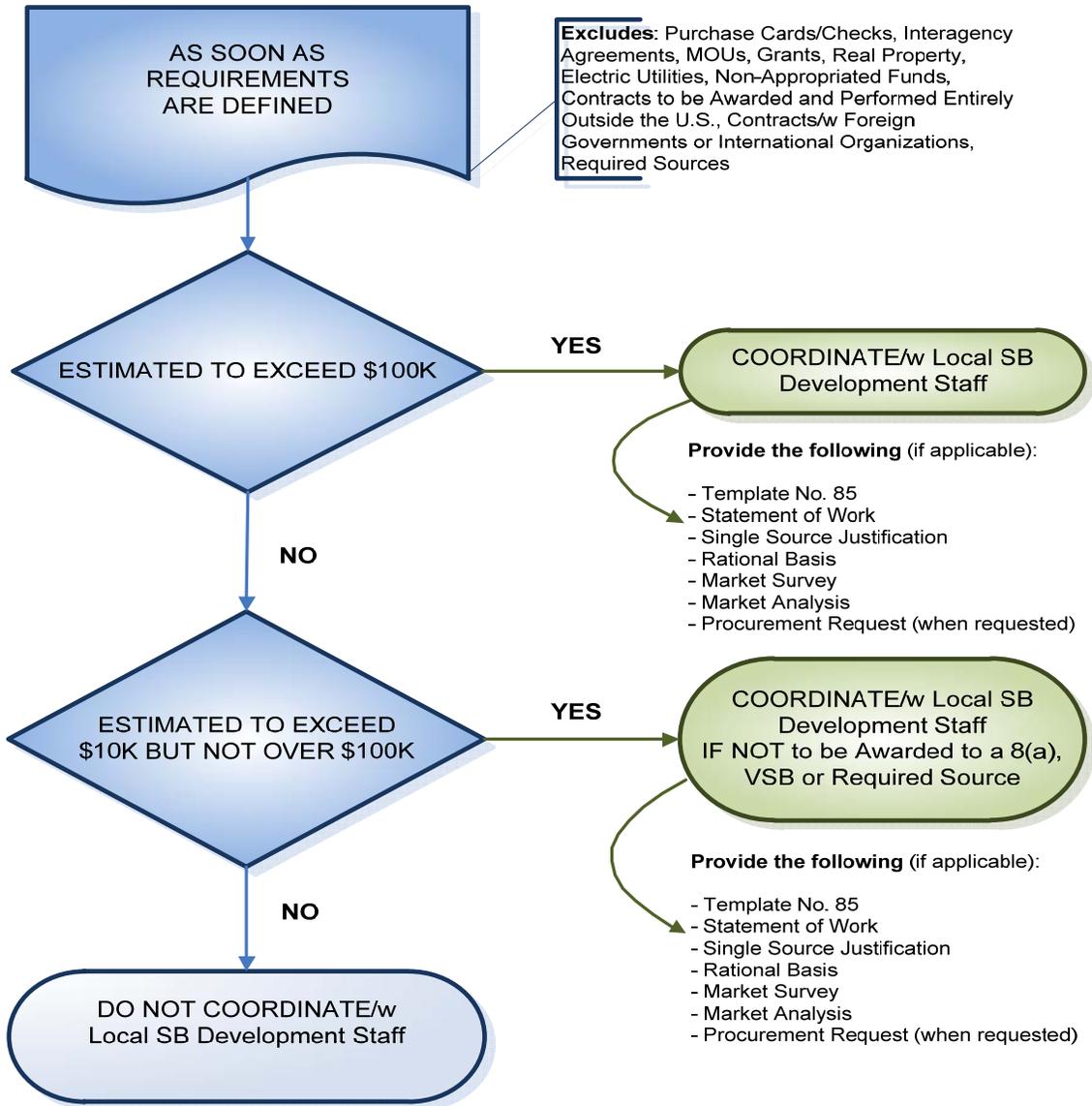


Jeri Bird joined the Small Business Development Program Group, ACQ-21, on January 27, 2014. Jeri will perform Small Business Liaison Representative responsibilities in support of the Central and Western Service Areas. Jeri has over 20 years of experience in the acquisition arena including 6 years with the FAA as a Contracting Officer and Team Lead assigned to the Central Service Area (CSA) Contracting Division procuring construction, services and supplies in support of the CSA and Nationwide.

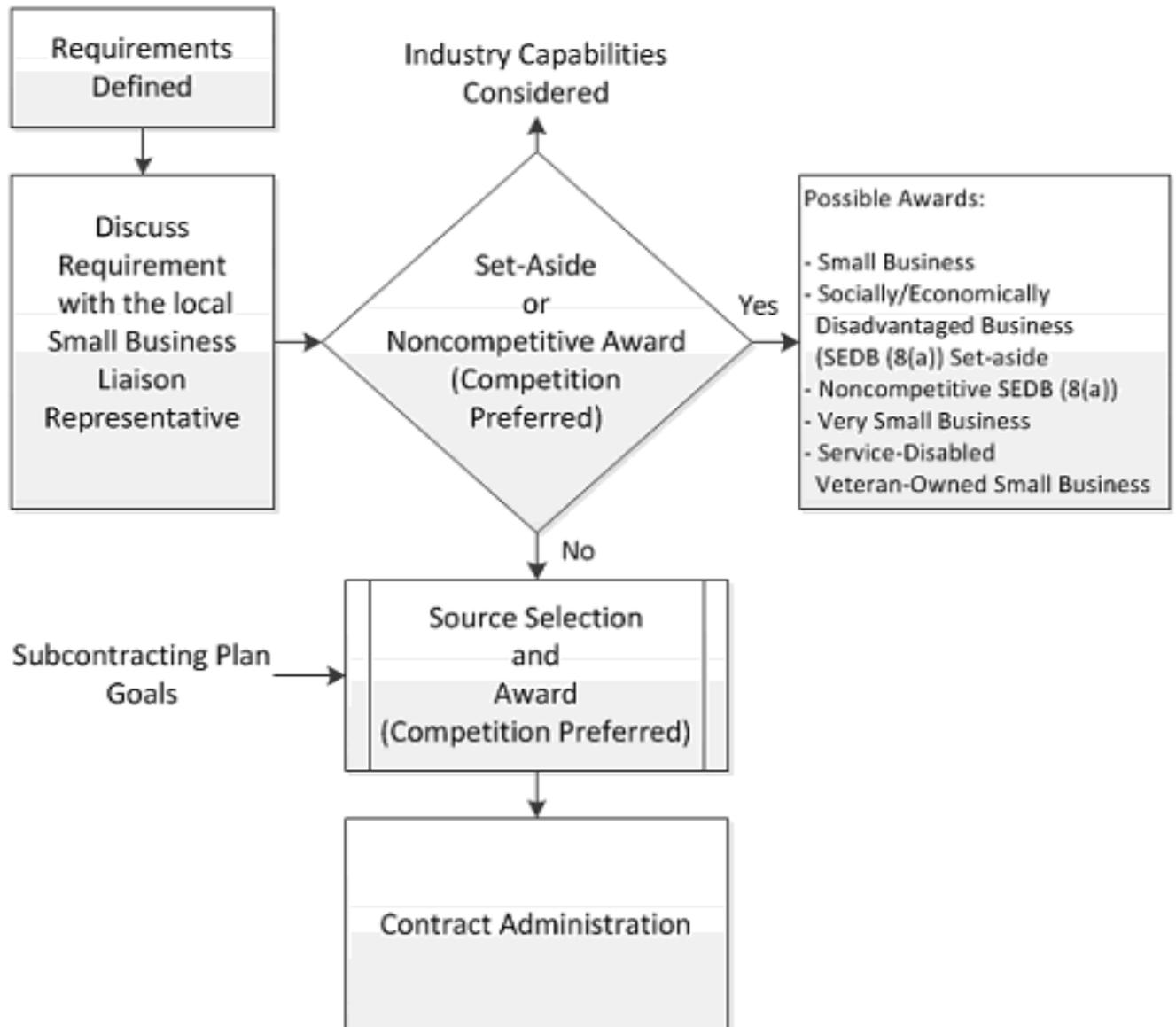
Jeri began her federal career with the U.S. Army Aviation Systems Command and has held several positions within the Department of Defense and General Services Administration. Jeri holds a BA in Political Science, and a Master's Degree in Public Policy Administration. She also holds a Certificate in Contract Management and is a graduate of the FAA's Program for Emerging Leaders.

Welcome Jeri!

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



Small Business Development Program (Procurement Basics)



WOMEN'S HISTORY MONTH

Women's History Month is an annual declared month worldwide that highlights the contributions of women to events in history and contemporary society. In the United States, Women's History Month traces its beginnings back to the first [International Women's Day](#) in 1911. In February of 1980 President Jimmy Carter issued a presidential proclamation declaring the week of March 8th, 1980, as National Women's History Week. In 1987, Congress passed [Pub. L. 100-9](#) which designated the month of March 1987 as Women's History Month. Since 1995, U.S. presidents have issued annual proclamations designating the month of March as Women's History Month.

According to a survey conducted by American Express, as of 2013, it is estimated that there are over 8.6 million women-owned businesses in the United States, generating over \$1.3 trillion in revenues and employing nearly 7.8 million people. Women-owned businesses are the fastest-growing segment of new businesses in our economy.

The Federal Aviation Administration currently has an annual goal of awarding 5% of total dollars contracted to Women-Owned Small Businesses (WOSB). As of February 2014, the agency has awarded 5% of total dollars to date in FY 14 to WOSB. While we are currently on target to meet our goal, the Small Business Development office has a strategic goal of increasing our dollars contracted to WOSB in FY 14 by 1%. In order to achieve this goal, it is important that we seek out WOSB firms to participate in our procurements

WOSB can be identified via the following resources:

FAA Source-Net: www.sbo.faa.gov/Home.cfm

System for Award Management: www.sam.gov

SBA Dynamic Small Business Search: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

Over the next several months the Small Business Development Group plans to increase participation in WOSB sponsored events. If you are aware of any WOSB who have performed successfully for the agency in the past or who may be candidates for future awards, please encourage them to contact your Small Business Specialist to present their capabilities and get registered in the FAA Source Net database. If you receive information about local WOSB sponsored events please share them with your Small Business Specialist. With all of us working together we hope to meet or exceed our strategic goal and increase business opportunities not only for WOSB, but for the diverse workforce they employ.

Questions or Concerns can be addressed to:

Jeri Bird, FAA Woman-Owned Small Business Advocate

817-222-4391/ jeri.bird@faa.gov



Did You Know?

***Small Business Sample Documentation, including the following,
are located at the Small Business Office Admin. website:***

<http://sboadmin.faa.gov/Secure/Administration.cfm>

Subcontracting Provisions (Sections L & M)

Rational Basis

Market Survey

Master Subcontracting Plan Template

Joint Venture Agreement

FAA Small Business Liaison Representatives

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