

FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS MATTERS



DIRECTOR'S CORNER

One of the most important aspects of my job is communicating with you. During this past fiscal year, I have listened to your many ideas regarding procurement initiatives at various forums which were incredibly valuable. The result is that progress continues to be made to further small business development and our acquisition outcomes. Thank you for your input!

For example, internal small business procurement reviews have successfully transitioned from a labor intensive paper process to an electronic process.

Additionally, new small business office [website applications and enhancements](#) have been implemented that improve content features.

This is a clear sign that I am taking customer comments seriously and committed to continuous improvement.

So, I will continue to collect your comments during future forums and explore ways to enhance information sharing and thereby contribute towards greater program success through improved awareness.

Fred Dendy
Director, Small Business Development, ACQ-20

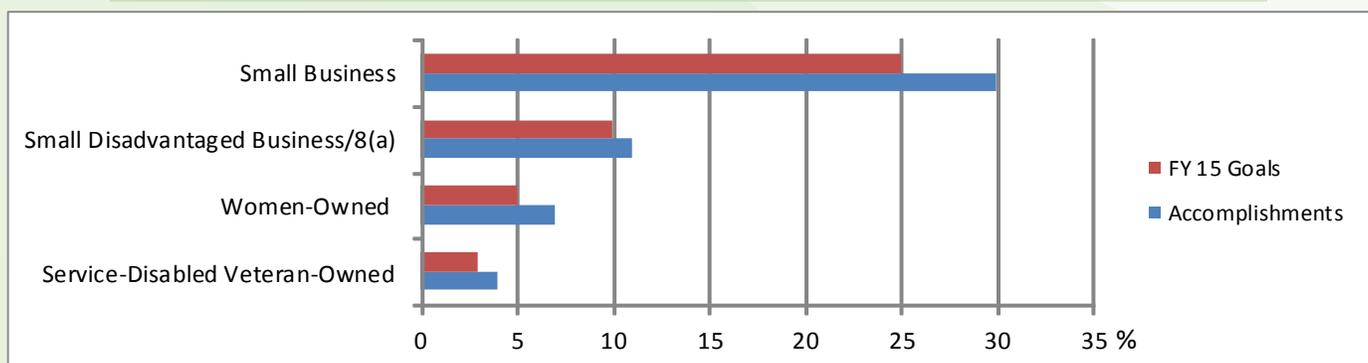
SPOTLIGHT

PERSPECTIVES FROM THE "BEST OF THE BEST" SMALL BUSINESS ADVOCATE OF THE YEAR, MARCUS BENEFIELD

"I'm excited to come to work everyday. Why? Simply put, I love what I do."

I enjoy meeting with small businesses eager for the opportunity to submit a proposal. I enjoy attending conferences to let vendors know how small business friendly the FAA is and how the agency meets or exceeds its small business goals on a yearly basis. I enjoy being the FAA Mentor-Protégé Program Administrator which allows me to assist small businesses just starting out to provide an opportunity to learn the ropes and grow under the tutelage of a larger business. I enjoy seeing small businesses of all socio-economic categories make a name for themselves as they become more successful. I enjoy helping a program office understand the important role small businesses play in not just the FAA but in the Federal Government overall. I enjoy showing a program office how small businesses can deliver a quality product at a very affordable price which helps their yearly budget stretch even further. Last but not least, I enjoy the dedication and passion we have as a team in the Small Business Development Program Group. You just can't beat an environment like that!"

FISCAL YEAR 2015 SMALL BUSINESS GOALS & ACCOMPLISHMENTS (% of Total Procurement Obligations)





OUTREACH EVENTS

Nov. 18, 2015: Small Business Vendor Day,
William J. Hughes Technical Center, Atlantic City, NJ

FAA Small Business Vendor Day Tentative Dates

Eastern Service Area, College Pk., GA - Jan. 13, 2016

Headquarters, Washington, DC - Feb. 3, 2016

Central Service Area, Ft. Worth, TX - Mar. 2, 2016

Western Service Area, Renton, WA - Mar. 16, 2016

Mike Monroney Aero. Ctr. OKC., OK - Apr. 13, 2016

*For additional information please contact your
[FAA Small Business Liaison](#)*

Did you know?

- The Small Business Development Program Group (SBDPG) is now processing Small Business Set-Aside Determination and Coordination forms through Electronic Document Storage (eDocS). Contracting Officers can now upload documents in eDocS for review and approval. eDocS users should have received training. If not, contact Barbara Halleck, eDocS Task Lead, 202-267-4314. Don't delay... get onboard the eDocS way!
- Combined set-asides are now authorized under the Acquisition Management System (AMS). Depending on market research results, a single procurement can be set-aside for up to three socio-economic categories (i.e., an 8(a), service-disabled veteran-owned and/or very small business set-asides.)

THANK YOU FOR YOUR SUPPORT!!

The Small Business Development Program Group is pleased to announce that the FAA has exceeded the FY-15 Small Business Goals in all categories. We owe our success in large part to the many FAA program and acquisition officials who have embraced small business development. We especially appreciate those of you who have been small business advocacy force multipliers in seeking out and fostering contractual relationships with small business firms regardless of the scope of the requirement.

As the small business community continues to exceed performance expectations, and completes projects on time and under budget, it is anticipated that the percentage of FAA dollars awarded to small businesses will continue to exceed the annually established goals. Not only does that bode well for the Agency, but also for the many small business firms across America who are seeking to partner with the FAA in keeping the National Airspace System safe. Let's do it again in FY-16!

"NOTABLE QUOTES"

*"It's a myth that small businesses lack the resources, skills, and qualifications necessary to accomplish complicated FAA design and construction projects. In my experience, small businesses are actually better than big businesses at getting technically difficult work accomplished. I believe it's because small business can more easily adapt to a constantly changing environment, and small businesses are better at teamwork than larger businesses." - **R. Polk, FAA Tech. Ops.***

*"The one myth that I was most familiar with was the idea that small businesses do very little of their own work, and tend to subcontract a significant portion. In my experience it has been very much the opposite. The contractors I've worked with over the years have typically performed almost all the work, and have done so with skill and pride in their workmanship." - **A. Christmas, FAA Tech. Ops.***