

# FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS MATTERS



## DIRECTOR'S CORNER

*As I look to the future, 2016 promises to be an exciting year for small business development.*

*The eFAST Team has already begun an impressive open season which I anticipate will broaden our contractor base and further small business procurement opportunities this fiscal year. Go eFAST Team!*

*Next month, the call for the 2015 "Best of the Best" Awards Nominations will be issued via "MyFAA Daily Broadcast" which kicks-off the process of recognizing the extraordinary achievements and contributions of FAA employees toward small business development during Fiscal Year 2015. Stay tuned.*

*On March 9, the very first FAA "Mentor-Protégé Program Symposium" will be hosted at the Natcher Conference Center on the National Institutes of Health Campus in Bethesda, MD. This event is expected to include more than 500 industry representatives seeking teaming partnerships.*

*Nine outreach events will be hosted this year to communicate procurement matters with industry and enhance information sharing. Special thanks to all FAA acquisitions and program officials that continue to participate in these important events!*

*Work continues on introducing new FAA small business website enhancements that will build upon current applications and capture the essence of small business development.*

*It is anticipated that small business will receive approximately \$1B in total procurement dollar obligations this fiscal year.*

*Teaming with each Small Business Ombudsman will continue.*

*With that said, this year presents many remarkable program opportunities in store on the horizon as our work continues!*

Fred Dendy  
Director, Small Business Development

## SPOTLIGHT

### PERSPECTIVES FROM CONNIE HOUPT

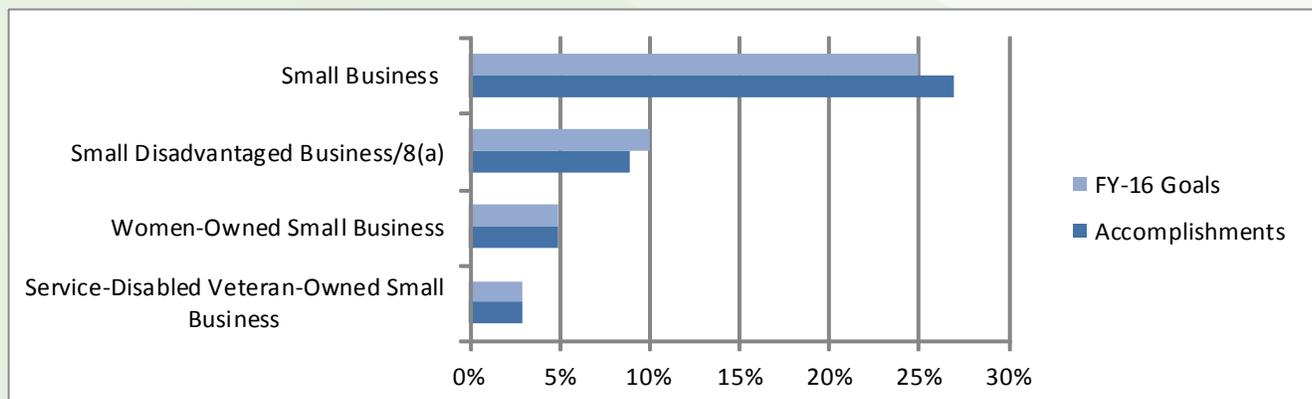
#### 2014 "BEST OF THE BEST" PROCUREMENT OFFICIAL OF THE YEAR

*"The Small Business Administration (SBA) estimates that small businesses make-up 99.7% of employers and employ 49.2% of private sector employees.*

*Direct exposure to end customers, learning from mistakes rapidly, and low organizational inertia provide the entrepreneurial vigor that drives our economy. Because they are customer oriented, small businesses look for creative and "outside the box" solutions. Their size and business models require them to develop the highest value, highest margin product or service they can deliver as fast as they can. These solutions tend to solve problems efficiently for their customers.*

*Small business is the engine of job creation in the United States. To ignore opportunities to work with them is to decide not to work with 49.2% of American workers and to walk away from innovation. There is nothing small about the impact small businesses have on our economy. Obviously it is our responsibility as the federal government to support and encourage small business enterprises. It is also our greatest opportunity!" - Connie*

FISCAL YEAR 2016 SMALL BUSINESS GOALS & ACCOMPLISHMENTS  
(% of Total Procurement Dollar Obligations (\$708M) as of 1/20/16)





## OUTREACH EVENTS

**The William J. Hughes Technical Center hosted the first Small Business Vendor Day of Fiscal Year 2016 on November 18, 2015.**



***Acting Director,  
William J. Hughes Technical Center, Shelley Yak***

**Over 300 small business representatives met with FAA Procurement/Program Officials to learn how to do business with the Agency.**

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

### Did you know?

- The new primary point of contact for the Electronic Document Storage (eDOCs) tool is Ms. Cheryl Wray. Cheryl can be reached at [cheryl.ctr.wray@faa.gov](mailto:cheryl.ctr.wray@faa.gov). Back-up assistance may be obtained from NaaAku (Stephanie) Ankrah at [naaku.ctr.ankrah@faa.gov](mailto:naaku.ctr.ankrah@faa.gov).
- Frequently Asked Questions can be found at [www.sbo.faa.gov](http://www.sbo.faa.gov).
- Having problems with your subcontracting plan? A Master Subcontracting Plan template is available on the [FAST website](#).
- Implementation of the Women-Owned Small Business Set-Aside policy has been suspended pending SBA's self-certification policy changes.
- Outreach program speaker presentations and newsletters can be viewed on the [Newsletters and Presentations website](#).
- Comments? Please contact your [Small Business Liaison Representative](#).

### **FRANK MIERZEJEWSKI RETIRES SMALL BUSINESS LIAISON REPRESENTATIVE WILLIAM J. HUGHES TECHNICAL CENTER**

*"A little over 25 years ago, I remember pulling onto the parking lot of the William J. Hughes Technical Center. I was a product of 8 years with the United States Navy as a Contract Specialist and an additional 2 years with the Central Intelligence Agency. As I exited my car to meet my new supervisor and workmates, I had one thing on my mind. I was going to do my best to take advantage of this wonderful assignment and I was going to one day make myself proud and show the world what it means to work hard and enjoy what you're doing.*

*Well, I did meet my supervisor and spent the first three years successfully administering contracts of all types. The FAA gave me a professional freedom that I had never received from any other agency.*

*Then came the day I received a temporary assignment to become the William J. Hughes Technical Center's Small and Disadvantaged Business Utilization Specialist. Well, that temporary assignment lasted over 24 years. Looking back over these past twenty five years, I packed a lot of excitement, tears and smiles into those years. I met a ton of interesting people, worked with some of the most caring fellow Small Business Specialists that a person could ever work with, and worked for the most hard-working, thoughtful and caring supervisors I ever could have worked with. Along the way, I'd like to think that I helped a lot of small, disadvantaged, minority, women and service-disabled veterans get a start at becoming a part of the American way.*

*My thanks to all of the aviation community, to all the wonderful people at the Federal Aviation Administration, to each and every fellow employee of the William J. Hughes Technical Center and most of all, my thanks to my FAA Office of Small Business fellow employees (my extended family!). It was my privilege to have served you!" - Frank*

Frank retired on 1/3/16 with 36 years and 2 months of federal service. Marcus Benefield has graciously agreed to serve as the William J. Hughes Technical Center Small Business Liaison Representative until further notice. Thank you Marcus!!

### **CONGRATULATIONS TO LAKISHA DAVIS-SMALL!! STAFF ASSISTANT**

The Small Business Development Program Group is pleased to announce that Lakisha Davis-Small began a 6-month detail in the Office of Civil Rights effective 1/11/16. Lakisha is being trained to be an effective Equal Employment Opportunity Counselor, with the goal of becoming a prime (lead) mediator by the end of her detail.