

FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS MATTERS



DIRECTOR'S CORNER

Did you know that the FAA [Mentor-Protégé Program \(MPP\)](#) was implemented in 1999? It is designed to assist smaller entities in enhancing their capabilities to perform as FAA prime contractors and subcontractors. In fact, the MPP has uniquely transformed and grown small businesses as a direct result of their participation in developmental areas such as financial management, organizational management, overall business management, business development, engineering and other technical capabilities.

I'm pleased to announce the first FAA "Mentor-Protégé Program Symposium" was hosted in Bethesda, MD on March 9th. Approximately 325 industry representatives attended the event representing many "high-tech" disciplines from engineering support services to providers of information technology services to construction and more.

A special thanks to Marcus Benefield, MPP Administrator, for taking the lead and hosting an outstanding symposium, and to Donnice Wynn, James N. Berry, Anna Kasior, Lakeisha Wiley-Bess, and Willie Ferguson for volunteering their valuable time and expertise to support this event!

Fred Dendy, Director, Small Business Development

SPOTLIGHT

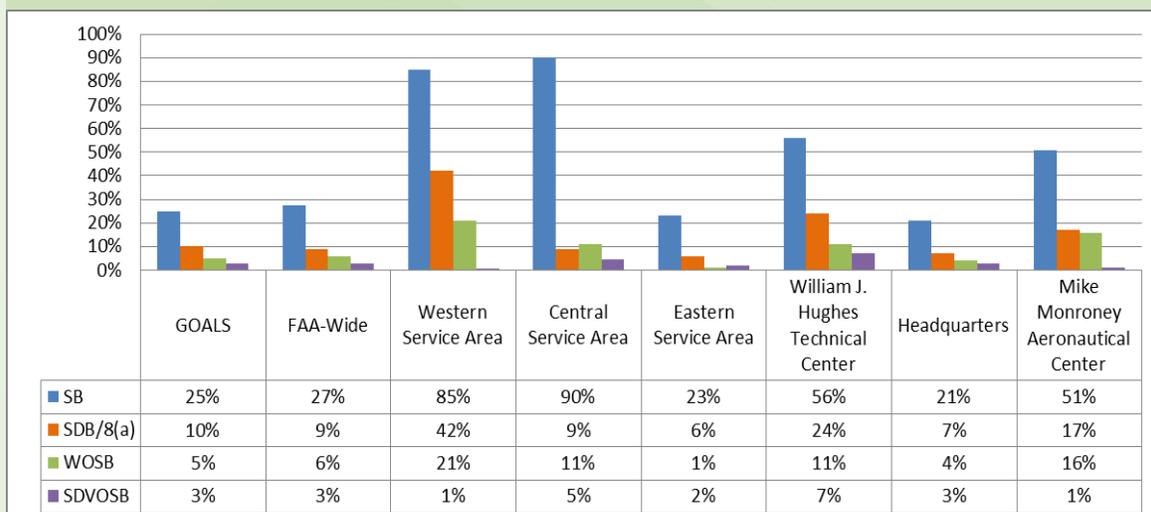
PERSPECTIVES FROM THE "BEST OF THE BEST" AWARDEE PROGRAM OFFICIAL OF THE YEAR, MOHIT NADIYADRA

"The Small Business Development Program Group has had a very positive impact on my Line of Business. I coordinate with them whenever I am working in a new geographical area, provide them a scope of work, and they suggest the appropriate procurement strategy. This helps immensely to keep our projects on schedule.

One myth is that small businesses do not have enough expertise. As far as general construction goes, some of the small businesses have more knowledge and the most competent employees in my experience. For instance, a large company may have expertise in one particular discipline, but they may not know the overall project scope like a small business does.

My greatest small business success story is with a small 8 (a) contractor. They learned the FAA's way of doing business and understood the risks and impacts associated with FAA work. As time went by, they had a very good reputation for getting work done safely on FAA projects without impacting FAA operations. Not too long after, they competed for and received multiple Job Order Contracts in the Northwest Mountain Region. Currently, they have graduated from the 8 (a) Program and are bidding on much larger projects. I don't think this would have been possible without the 8 (a) Program; it provided them the opportunity to learn and grow." - Mohit

FY 2016 SMALL BUSINESS GOALS & ACCOMPLISHMENTS-As Of 3/14/16:
(% of Total Procurement Obligations)





OUTREACH EVENTS

FAA Mentor-Protégé Symposium March 9, 2016



Over 300 representatives attended the Mentor-Protégé Program Symposium to foster large and small business partnerships.

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

Did you know?

- The Small Business Administration has issued a new Table of Size Standards effective February 26, 2016. You can download a copy at www.sba.gov/size.
- Information on the Department of Transportation **Short Term Lending Program** can be obtained by calling (800) 532-1169 (Maximum line of credit is \$750K).
- [Mentor-Protégé Program learning session](#) will be held on April 12th. (FAA Only)
- [Service-Disabled Veteran-Owned Small Business learning session](#) will be held on May 18th. (FAA Only)
- Comments? Please contact your [Small Business Liaison Representative](#).

NOMINATIONS ARE CURRENTLY BEING ACCEPTED FOR "BEST OF THE BEST" AWARDS

It's time to nominate your colleague(s) for the Small Business Development Program's "Best of the Best" Awards! Each award acknowledges the significant achievements and contributions of FAA employees and organizations in support of the goals and objectives of the FAA Small Business Development Program during **Fiscal Year 2015** in the following categories:

- Small Business Advocate of the Year**
- Program Official of the Year**
- Procurement Official of the Year**
- Procurement Team of the Year**
- Corporate Citizen of the Year**

You are encouraged to nominate individuals, teams and/or organizations using the award categories/criteria and nomination forms provided below:

[Award Categories/Criteria](#) *

[Award Nomination Template](#)

Submit all nominations via email to:
9-ACQ-BestoftheBestAwards@faa.gov

Key Timelines:

April 29, 2016: Deadline for Receipt of Nominations

July 21, 2016: Awards Ceremony in the Elwood R. Quesada Auditorium at 2 pm ET and will be webcast live.

Learn more about the Small Business Development Program through this [short video on MyFAA TV](#).

For more information, contact Gloria Rosier at (202) 267-7087 or gloria.rosier@faa.gov.

** Previous awardees are not eligible to receive this year's award.*