

Federal Aviation Administration

Small Business Development Program News

DIRECTOR'S CORNER



NOTES FROM INEZ

In FY10, the FAA awarded \$3.9B in direct procurement awards, of which over \$1B (30% against a goal of 25%) was awarded to small business. In FY11, the FAA is striving to meet if not exceed its FY10 percentage accomplishment/awards to small business. One of the tools that we use to reach out to the small business community is our annual training conference. This year's Annual FAA National Small Business Procurement Opportunities Training Conference and Trade Show will be held in Atlantic City, N.J. July 18 – July 21, 2011.

This outreach event directly supports the Air Traffic Organization's Business Plan (Organizational Excellence Goal). This event also provides procurement opportunities and training for the small business community, while affording large businesses and procurement officials the opportunity to network with small businesses interested in procurement opportunities with the FAA. Approximately 800 conference attendees are expected. The William J. Hughes Technical Center and FAA Washington Headquarters are jointly hosting this year's outreach event. Information on teaming opportunities, information technology perspectives, the agency contract weather program and of course, NextGen will be discussed. For your reference, the conference flyer is provided on page 4 of this Newsletter.

As we continue to transition from air traffic control to air traffic management, come to the conference to see the latest technology exhibited by small and large businesses, participate in the information packed workshops and town hall discussions not only surrounding NextGen but other National Airspace related topics as well.

Inez C. Williams
Director, Small Business Development

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What We Do?

- Write FAA Small Business Development Program policy and guidance
- Set annual direct contract and subcontracting goals for small businesses, women-owned small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals, service-disabled veteran-owned small businesses for participation in FAA acquisitions
- Establish mechanisms for monitoring and evaluating the effectiveness of the small business program
- Ensure FAA-wide implementation and accomplishment of small business objectives.

Small Business Development Program On-line Training



The Small Business Development Program Group's on-line training course is available to help program managers, contracting specialists, contracting officers and all acquisition personnel to understand how to do business with small businesses (including service-disabled veteran-owned small businesses, socially economically disadvantaged small businesses (8(a) certified firms), and small disadvantaged businesses.)

The on-line training course covers the following areas of interest:

- Small business laws and regulations, and commonly used terminologies.
- FAA Small Business Development Program features and its benefits.
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Access the training in eLMS – the FAA's electronic learning management system at <https://elms.dot.gov/>. Refer to Course No. FAA60000099, FAA Small Business Development Program.

Customer Resources

FAA employees can access sample documents available for download at <http://sboadmin.faa.gov>, and at the same site be sure to complete the Small Business Development Program Group Survey. The survey will be used to assess the effectiveness of the Small Business Development Program Group's services.

Do you have questions regarding the Small Business Development Program? Find help at Frequently Asked Questions located at: <http://www.sbo.faa.gov/FreqAskedQuestions.cfm>.

“Source-Net” Database

A tool available to identify small business sources is the FAA small business database titled “Source-Net.” Over 2000 small businesses are contained in this database that have registered their contact information and capability statements with the FAA. You may query the database by North American Industry Classification System Code, company name, supply/service, state, etc. The database can be viewed at <http://www.sbo.faa.gov/Source-NetBusinessDatabase.cfm>.

Effective April 2011, the following changes were made to the AMS:

| AFFECTED AMS GUIDANCE | REVISIONS (Underlined) |
|--|---|
| Procurement Guidance T3.6.1.A.3(b): Prime Contracting with Small Business | Conducting set-asides with small businesses, very small businesses, small businesses owned and controlled by socially and economically disadvantaged individuals, <u>and service-disabled veteran-owned small businesses</u> |
| Procurement Guidance T3.6.1.A.3(b)(3): Prime Contracting with Small Business | Procurements may also be set-aside exclusively for competitive award among socially and economically disadvantaged businesses (SEDBs) that are expressly certified by the Small Business Administration (SBA) for participation in the SBA's 8(a) program. Each firm claiming 8(a) status is required to provide a copy of its SBA 8(a) certification letter to the Contracting Officer (CO) as evidence of eligibility. <u>The CO must confirm with the responsible Business Opportunity Specialist at SBA that the offeror is in good standing with the 8(a) Program at the time of award. The CO should obtain Small Business Specialist contact information from the 8(a) offeror. There is no requirement for</u> SBA's approval to make award to the selected socially and economically disadvantage business (SEDB). |
| Procurement Guidance T3.6.1.A.3(b)(7): Prime Contracting with Small Business | <u>The CO must verify the self-certification at: http://www.vip.vetbiz.gov</u> |
| Procurement Guidance T3.6.1.A.3(b)(8): Prime Contracting with Small Business | There is no requirement to obtain the SBA's or Veteran Administration's approval to make award to the selected SDVOSB. <u>However, unless the firm is designated as a SDVOSB on the VA website, the CO must not make an award to the firm as a SDVOSB.</u> |

Annual FAA National Small Business
Procurement Opportunities
Training Conference and Trade Show



Federal Aviation
Administration

NEXTGEN:
*Giving the World
New Ways to Fly*

July 18 – 21, 2011
Atlantic City, New Jersey
Taj Mahal Conference Center
1000 Boardwalk • (800) 825-8888

This outreach event is designed specifically for small businesses seeking prime contract, subcontracting, and/or mentor-protégé procurement opportunities of all types. Workshops are information-packed and the conference forums are designed for firms to network with one another as well as with government agency procurement decision makers. All types of businesses, including large and small firms, are encouraged to participate.

Attendees

| | | |
|---|----------------------|--------------------------|
| Attendee Fee: Includes a reception, lunch, two continental breakfasts, two afternoon breaks, and conference materials. Three or more company employee attendees will receive a 10% registration discount. | On/Before Feb. 28: | \$375 Early Bird Special |
| | March 1 - June 1: | \$425 |
| | June 2 - July 5: | \$500 |
| | On-site | \$550 |
| | Federal government** | \$100 |

Cancellation fees on or before June 7, 2011, are \$125 for attendees. No refunds after June 7, 2011.

Exhibitors

| | | |
|--|----------------------|---------|
| Exhibitor Fee: Includes one attendee, a reception, lunch, two continental breakfasts, two afternoon breaks, an 8 x 10 booth, and conference materials. | Small business | \$899 |
| | Large business | \$1,199 |
| | Federal government** | \$100 |

Cancellation fees on or before June 7, 2011, are \$225 for exhibitors. No refunds after June 7, 2011.

Government agencies invited: Department of Defense, Department of Transportation, General Services Administration, National Aeronautics and Space Administration, Small Business Administration, Department of Veterans Affairs

FAA Participants: Washington Headquarters, William J. Hughes Technical Center, Mike Monroney Aeronautical Center, Eastern Service Area, Central Service Area and Western Service Area

Hosted by the William J. Hughes Technical Center and Washington Headquarters

For more information, please visit our website: www.asballiance.com

The FAA does not endorse any product, service or enterprise in connection with this event.

*Pre-registration closed after July 5

**Does not include state and local agencies

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