

Federal Aviation Administration Small Business Development Program News

Director's Corner



Fiscal Year 2012 is winding down, and currently the Federal Aviation Administration (FAA) has awarded over two-thirds of its direct acquisition dollars, \$3B. Twenty-nine percent of those direct procurement dollars (against a goal of 25%) have been awarded to small business.

With regret, the FAA National Small Business and IT Shared Services Partnership & Training Conference, scheduled to be held July 16-19, 2012 in Atlantic City,

New Jersey was cancelled in its' entirety. However, the FAA remains committed to the inclusion of small businesses in our \$4B a year acquisition process as is reflected in our goal accomplishments thus far this fiscal year. The FAA is reviewing its' conference policies and procedures, and are exploring alternative ways to provide outreach to the small business community. The FAA is considering participating in events such as the U.S. Department of Commerce Minority Enterprise Development Conference, Annual Office of Small and Disadvantaged Business Utilization Procurement Conference and various vendor-day events to share procurement information. Toward those objectives, the Headquarters Small Business Development Program Office, assisted by the FAA's Eastern Service Area Acquisition Office, Mr. Eddie Wright, supported Congressman Bill Posey's Federal Contracting Conference, May 22-23 in Melbourne, Florida. In August, Ms. Jeri Bird (Central Service Area Acquisition Office) as well as Mr. Gerald Lewis (FAA Service-Disabled Veteran-Owned Small Business Advocate) will represent the FAA at Congressman Silvestre Reyes, 7th Annual Veterans Business Conference in El Paso, Texas. My thanks to the Eastern and Central Service Area Acquisition Managers, Troy Slezak and Lawrence Ayers, respectively, for their support of these outreach efforts, not withstanding their heavy workloads. I look forward to, with the aid and assistance of our acquisition organization nation wide, to responding to other invitations in support of the FAA's outreach to the small business community.

Inez C. Williams

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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.
- Establish mechanisms for monitoring and evaluating the effectiveness of the small business program.
- Ensure FAA-wide implementation and accomplishment of small business program objectives.

Major Procurement Program Goals and Accomplishments

Prime Contract Categories	Goal Percent	Accomplished Percent 10/1/10 - 9/30/11	Accomplished Percent 10/1/11 - 7/24/12
Contracts Awarded to Small Business Concerns	25%	30%	29%
Contracts Awarded to Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals (Includes-8(a))	10%	12%	12%
Contracts Awarded to Small Business Owned and Controlled by Women	5%	6%	6%
Contracts Awarded to Small Business Concerns Owned and Controlled by Service Disabled Veterans	3%	2%	4%

What's new in the Acquisition Management System (AMS) effecting small businesses?

Effective April 2012 new changes to the AMS were made in consonance with recently published Federal Acquisition Regulation changes:

AFFECTED AMS POLICY, GUIDANCE AND CLAUSE	REVISIONS
GUIDANCE: T3.3.1 Contract Funding, Financing & Payment	(a) To the extent practicable, all invoices for contracts with small businesses will be paid not later than the 15th day after receipt of a proper invoice, rather than the 30th day as specified above. This accelerated payment to small businesses does not in any way modify the payment due date (30th day) for applying the Prompt Payment late payment interest penalty provisions as specified in paragraph c. "Interest" below. (b) For all new awards, the CO must indicate in PRISM whether the contractor is a small business by checking "Y" or "N" in the respective box. If a contractor is a small business, the accelerated payment terms must also be indicated. For existing awards, Accounting and Contracts will be provided a listing of all existing small business awards converted to accelerated payment.

Service-Disabled Veteran-Owned Small Business

Contracting Officers must verify the certification of Service-Disabled Veteran-Owned Small Businesses (SDVOSB) prior to contract award. See AMS Procurement Guidance - Section - 3: Prime Contracting with Small Business, paragraph b. (7) and (8), revised 4/2011. Please direct any questions pertaining to the SDVOSB program to Gerald A. Lewis, FAA SDVOSB Program Advocate at (405) 954-7704 or gerald.a.lewis@faa.gov.

FY12 Upcoming Outreach Events

Event	Location	Date	Point of Contact and/or Website
Business Matchmaking	Pennsylvania Convention Center Philadelphia, PA	7/25	http://www.businessmatchmaking.com/
OMSDC 34th Annual Business Conference and Opportunity Fair	Downtown Doubletree Hotel & Tulsa Convention Tulsa, OK	7/25 – 7/26	Debra Ponder Nelson (405) 767-9900 www.omsc.org
National Small Business Federal Contracting Summit-Summer Conference	Embassy Suites Washington DC	8/1 - 8/2	http://www.uswcc.org
eFAST Industry Day	FAA Headquarters Washington, DC	8/2	Candice Cantrell candice.ctr.cantrell@faa.gov (202) 386-9832
Tinker and the Primes Requirements Symposium	Sheraton Midwest City Hotel at the Reed Conference Center Midwest City, OK	8/13 – 8/15	www.TinkerandthePrimes.com
The 7th Annual Veteran's Business Conference	Wyndham El Paso Airport Hotel El Paso, Texas	8/15	Keith Gutierrez (915) 831-7749
2012 Indian Country Business Summit, Embassy Suites Hotel Conference Center	Embassy Suites Norman, OK	8/26 – 8/29	http://summit.aiccok.org/

Team Building Workshop



Gerald Lewis, Alice Harris, Gloria Rosier, Raymond Stover (Facilitator), Inez Williams, Lakisha Davis, Frank Mierzejewski, and Fred Dendy

The Small Business Development Program Group conducted team building workshop sessions April 18-19, 2012 at the William J. Hughes Technical Center. The purpose of the workshop was to develop strategies and tools designed to improve the Small Business Development Program and to enhance employee performance through team collaboration. Discussion topics included: Destination 2025, FAA-wide Small Business Development Program implementation and accomplishments, business planning initiatives and activities; as well as various team building behavioral exercises. Special thanks to Raymond Stover, William Sheehan and William Zeiger for their invaluable support.

Did You Know?

Alice Clark Harris serves as a Senior Management and Program Analyst for the FAA Small Business Development Group, Western Service Center - Los Angeles Office. She is the National Administrator and Advocate for the Mentor-Protégé Program and the Women-Owned Small Business Advocate for the FAA. She has worked in the federal government for approximately 34 ½ years, in which 20 years of this time she served in leadership and management positions within FAA and Department of Defense. Prior to the FAA realignment, Alice was the Acquisition Branch Manager for the FAA Western Pacific Region and the Western Logistics Service Area - Los Angeles for approximately 15 years. Alice completed her course work requirements for her Doctorate of Management and Organizational Leadership degree this year from University of Phoenix, and is currently working on her dissertation to obtain a doctoral degree. In her leisure, Alice spends time with her husband, three adult children, three grandchildren - Jasmine, Terrell, and Jessica, and her three dogs. Her hobbies include golfing, bowling, playing tennis, and any other outdoor activities when time permits.

Mentor-Protégé Program

The FAA Mentor-Protégé Program is designed to assist in the development of small companies who desire to do business with the FAA. Mentors provide technical and financial assistance to small businesses including: Socially and Economically Disadvantaged Businesses, Service-Disabled Veteran-Owned Businesses, Women-Owned Businesses, Minority Institutions, and Historically Black Colleges and Universities. Through participation in the program, mentors enhance the small businesses' capability to perform FAA prime contracts and subcontracts while fostering the establishment of long-term business relationships between these entities.

Alice C. Harris, is the Mentor-Protégé Program Administrator. Submit all Mentor-Protégé agreements and semi-annual reports to Alice for review, approval and program administration. Alice can be reached at (310) 725-7563 or by mail: FAA, Western-Pacific Region, ACQ-021, ATTN: Alice Harris, P.O. Box 92007, Los Angeles, CA 90009-2007. A complete overview of the program along with the list of participating mentors is available at <http://www.sbo.faa.gov>.





Electronic FAA Accelerated and Simplified Tasks (eFAST)

eFAST is the FAA's preferred acquisition vehicle for providing small business solutions. The vehicle can be used to identify companies for upcoming procurements. There are 487 qualified Master Ordering Agreement holders, whose rates have been pre-approved by the FAA. The eFAST services are provided at a low fee to the program office. The following eight functional areas are included within eFAST: Air Transportation Support, Business Administration and Management, Research and Development, Services Engineering, Computer/Information Systems Development, Computer Systems Support, Documentation and Training, and Maintenance and Repair.

For more information on eFAST, visit the website at <http://www.faa.gov/go/efast>.

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