



Federal Aviation
Administration

FAA Small Business Development Program

Presented to:

Congressman Bill Posey

Federal Contracting Conference

By: Inez C. Williams, Director

Small Business Development Program

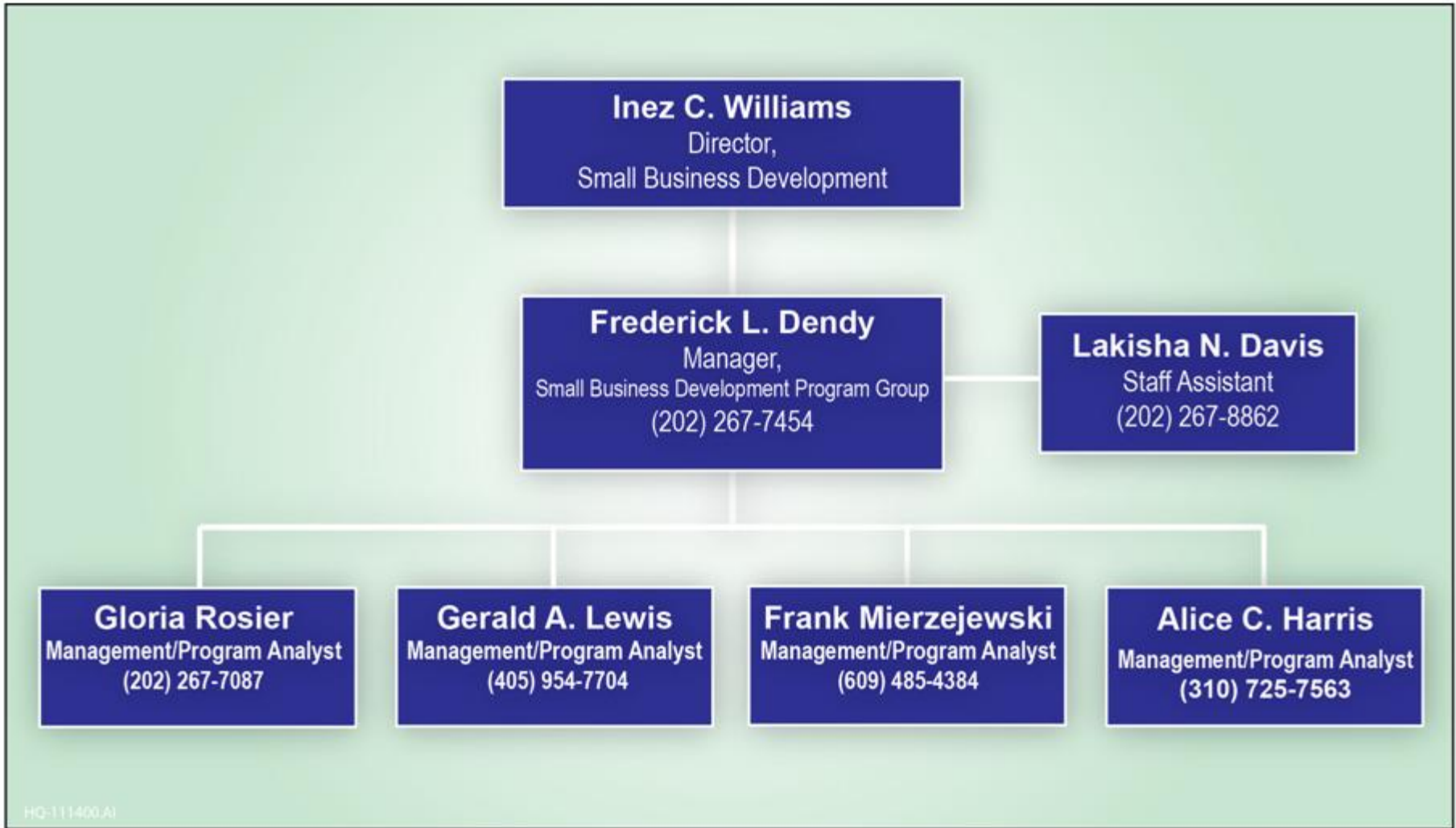
Date: May 2012

TOPIC DISCUSSION POINTS

- Roles/Responsibilities
- Goals/Accomplishments
- Service-Disabled Veteran-Owned SB Databases
- Set-Aside Determination and Coordination Process
- Sample Documents
- North American Industry Classification System (NAICS)
- Set-Asides
- Noncompetitive Procurements
- Affiliation General Principles
- Teaming Arrangements
- SBA Recertification Final Rule
- Lending/Bonding Assistance
- Electronic FAA Accelerated and Simplified Tasks (eFAST)



Small Business Development Program Group



Small Business Development Program Group Responsibilities

- Establish FAA-wide SB Development Program Policy and Guidance
- Establish mechanisms for monitoring & evaluating the effectiveness of the SB Development Program
- Ensure FAA-wide implementation & accomplishment of SB Development Program objectives



Procurement Team Responsibilities

- Effective implementation of SB Development Programs in contracting actions, including achieving program goals
- Increase small business participation in procurements
- Obtain guidance from the SB Development Program Group as it relates to small business issues

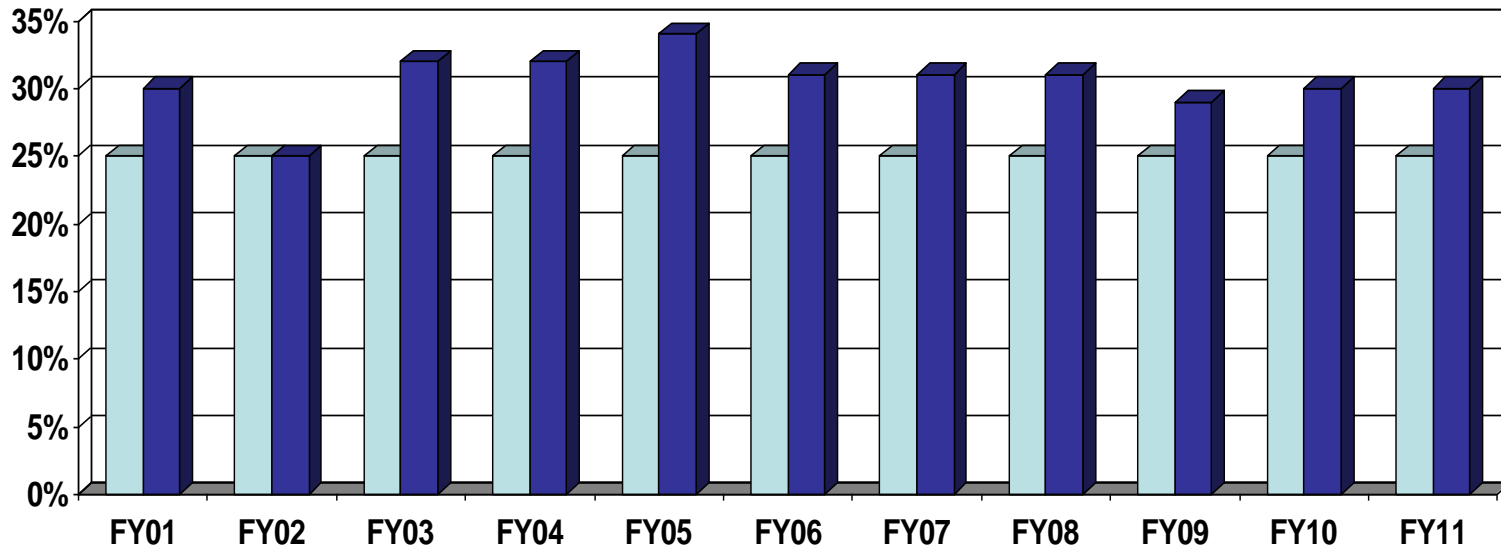


Major Procurement Program Goals vs. Accomplishments (Direct Contracts to Small Business)

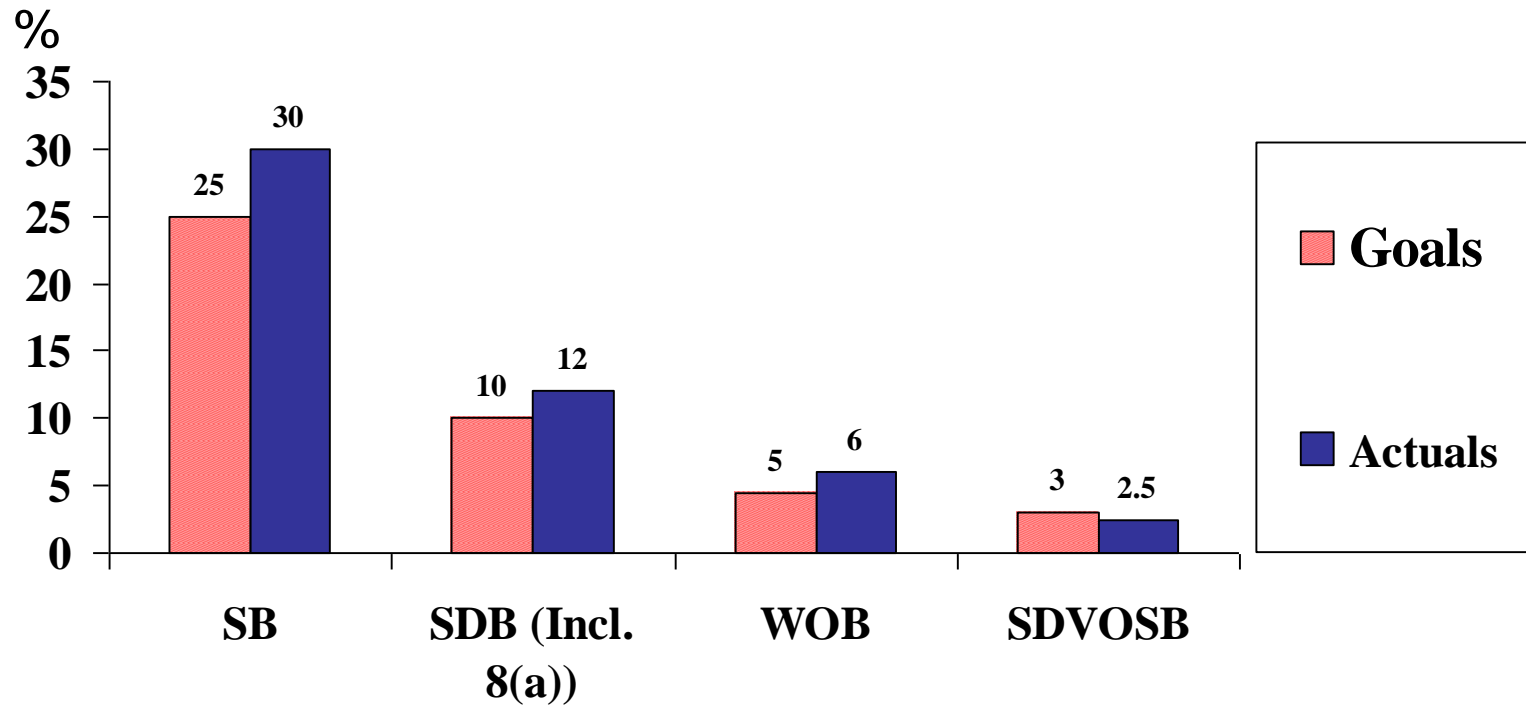
■ Goal
■ Actual

	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
Total Dollars Obligated	\$4.2B	\$3.2B	\$2.9B	\$2.5B	\$3.1B	\$3.3B	\$3.4B	\$3.5B	\$3.8B	\$3.9B

Small Business Goals & Accomplishments



FY-11 Major Procurement Program Goals
Agency Goals vs. Accomplishments
(10/01/10 – 9/30/11)
(\$3.9B Total Obligations Awarded)



Service-Disabled Veteran-Owned Small Business Databases

- SDVOSB's will need to be registered in the following database system prior to award - <http://www.vip.vetbiz.gov>
- <http://www.sbo.faa.gov/SEARCHVENDORS.CFM>
- http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- <http://www.gsa.gov/vetsgwac>



Small Business Set-Aside Determination and Coordination Form

- **Attach the following documentation (if applicable):**
 - **Statement of work**
 - **Market survey/analysis**
 - **Copy of the fully executed single source justification**
 - **Rational basis statement**
 - **Contract bundling memo**
 - **Tiered evaluation (Tiered Order of Precedence)**

(<http://fast.faa.gov>)

- **Comply with AMS SB Set-Aside Determination Coordination Policy and Guidance**



Sample Documents

<http://sboadmin.faa.gov/Secure/Administration.cfm>

- **Market Survey**
- **Subcontracting Provisions**
- **Rational Basis Statement**
- **Labor Rate Comparison**



North American Industry Classification System

- **Downloads/Reference Files/Tools:**
<http://www.census.gov/eos/www/naics/>
- **Official 2007 U.S. NAICS Manual/CD_ROM:**
National Technical Information Service @ (800) 553-6847 or (703) 605-6000
<http://www.ntis.gov/products/naics.aspx>
- **Follow the intent of 13 CFR 121.402:**
 - **A firm must not exceed the size std. as of the due date for submission of initial offers to be a SB**
 - **Include size std. that is effective on the date the SIR was issued**



Procurement Set-asides

- Procurements may be set-aside for competition among:
 - Small business
 - Very small business
 - Socially and economically disadvantaged business (SEDB) that are 8(a)-certified by Small Business Administration (SBA)
 - Service-disabled veteran-owned small business (SDVOSB)
- Procurements exceeding \$10,000 but not over \$100,000 are automatically reserved for SEDB (8(a)-certified) vendors.
- Women-owned Business Set-asides not implemented.



Noncompetitive Procurements

- Contracts may be awarded on a non-competitive basis to SDVOSB (any dollar amount) and SEDB (8(a)-certified)
- For SEDB (8a-certified) awards, total non-competitive contract value is limited to:
 - \$6.5 million or less for manufacturing
 - \$4 million or less for all other procurements
- Procurements exceeding the non-competitive dollar thresholds, may be awarded on a non-competitive basis if:
 - No reasonable expectation of two or more SEDB (8(a)-certified) sources will submit offers in the Government's best interest in terms of quality, price or delivery
 - Award will be made to an Indian tribe or an Alaska Native Corporation



AFFILIATION GENERAL PRINCIPLES

- Follow the general intent of SBA policy and guidance @ 13 C.F.R. 121.103
- Exceptions for Alaskan Native Corp., Indian Tribes, Native Hawaiian Org. and Community Dev. Corp.



Teaming Arrangements, AMS Guidance T3.6.1(A)

- Subcontracting

- Subcontracting plans are required for procurements over \$650,000 (\$1,500,000 for construction)
- Subcontracting goals should be attainable and reasonable
- Prime contractors must periodically report subcontracting awards in the eSRS reporting tool – <http://www.esrs.gov>
- Award fees may be linked to subcontracting accomplishments
- Subcontracting plan not required for commercial items, when there are no subcontracting opportunities, or when prime contractor is a small business
- Include the appropriate NAICS Code in the SIR that represents the predominate area of the overall scope of work



Teaming Arrangements – Mentor-Protégé

Program Status (as of 4/23/12):

- 88 mentor firms approved to participate
- 78 mentor-protégé agreements approved
- 10 mentor-protégé agreements awarded
- Mentor-Protégé Program is not funded



Teaming Arrangements – Joint Ventures

- Two or more businesses may submit an offer as a small business without regard to affiliation such as:
 - Small Business, 8(a), and SDVOSB
- SBA approved Mentor-Protégé joint ventures are not acceptable
- SBA approval required on all (8(a)) joint ventures
- Clause 3.6.1-7, “Limitations on Subcontracting” is applicable



SBA Recertification Final Rule

- Short-term contracts (≤ 5 years duration):
 - Recertification of compliance with size standards required in the event of a merger, acquisition or novation within 30 days of the transaction becoming final.
- Long-term contracts (> 5 years duration):
 - Contracting officer must request that a business concern recertify its' small business size status within 120 days prior to the end of the fifth year & no more than 120 days prior to exercising any option thereafter.
- Contracting officer must update FPDS to reflect the contractor's new size status.
- Contracting officer is not required to terminate the contract when the concern is found to be other than small.



Lending/Bonding Assistance

- Nancy Strine, Mgr., Financial Assistance Division, U.S. DOT (S-40), (202) 366-5343
- DOT Short Term Lending Program
(800) 532-1169 (Maximum line of credit is \$750K)
- American Recovery and Reinvestment Act, Bonding Assistance Reimbursable Fee Program
(www.dot.gov/recovery/ost/osdbu)
- National Association of Surety Bond Producers
(<http://www.nasbp.org>)



Electronic FAA Accelerated and Simplified Tasks (eFAST)

- **Multi-year Master Ordering Agreement (MOA) Program**
- **Functional Areas:**
 - **Air Transportation Support**
 - **Business Administration and Management**
 - **Research and Development**
 - **Services Engineering**
 - **Computer/Information Systems Development**
 - **Computer Systems Support**
 - **Documentation and Training**
 - **Maintenance and Repair**
- **eFAST MOA Holders - <http://www.faa.gov/go/efast>**
- **Melicent Nhan, Contracting Officer, 202-267-3210**
- **Alan Behr, Contracting Officer Technical Representative, 202-267-3213**



Questions?

