

# Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

## SAME Conference 21 March 2006

---

Ms. Tracey L. Pinson  
Director, Office of Small and Disadvantaged Business Utilization (SADBU)  
Office of the Secretary of the Army

## Army Small Business Office



### VISION

**To Be The Premier Advocacy Organization  
Committed To Maximizing Small Business  
Opportunities In Support Of The Warfighter  
And The Transformation Of The Army.**

## Army Small Business Office



### MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters
- Spearhead Innovative Initiatives that Contribute to Expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities
- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs

## Army Small Business Office



# ARMY PRIME CONTRACT AWARDS FY 05 (01/23/06)



	Total Dollars	Achieved	Army Target	Nat'l Goal
<b>US Business</b>	<b>\$70,802</b>			
<b>Small Business</b>	<b>\$20,381</b>	<b>28.8%</b>	<b>27.0%</b>	<b>23.0%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 6,658</b>	<b>9.4%</b>	<b>8.8%</b>	<b>5.0%</b>
<b>Women-Owned SB</b>	<b>\$ 2,625</b>	<b>3.7%</b>	<b>4.1%</b>	<b>5.0%</b>
<b>HUBZone Small Business</b>	<b>\$ 2,226</b>	<b>3.1%</b>	<b>3.0%</b>	<b>3.0%</b>
<b>Service Disabled Veteran-Owned SB</b>	<b>\$ 501</b>	<b>0.7%</b>	<b>0.9%</b>	<b>3.0%</b>

*Dollars Shown in Millions*



## Army Small Business Office



# INSIDE THE NUMBERS



- Small Business: \$19.9B (Exceeded Target)
- Small Disadvantaged Business: \$6.5B (Exceeded Target)
- Women Owned: \$2.5B (First Federal Agency)
- HUBZone: \$2.1B  
Target/Goal: 3.1% (Highest in Federal Government)
- SDVOSB (FY03 – FY05):  
Increased dollars from \$100M to \$454M  
Increased percentage of dollars by 350%

## Army Small Business Office



# ARMY RCI SMALL BUSINESS FY 05 (Sep 05)



	<b>TOTAL DOLLARS</b>	<b>ACHIEVED</b>	<b>TARGET</b>
<b>Total Contracts Awarded</b>	<b>\$1,510,097,128</b>		
<b>Small Business</b>	<b>\$ 948,528,220</b>	<b>62.3%</b>	<b>49.9%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 118,700,401</b>	<b>7.9%</b>	<b>7.7%</b>
<b>Women-Owned SB</b>	<b>\$ 104,394,373</b>	<b>6.9%</b>	<b>7.0%</b>
<b>HUBZone</b>	<b>\$ 63,165,480</b>	<b>4.2%</b>	<b>1.4%</b>
<b>Veteran-Owned SB</b>	<b>\$ 50,349,191</b>	<b>3.3%</b>	<b>3.0%</b>

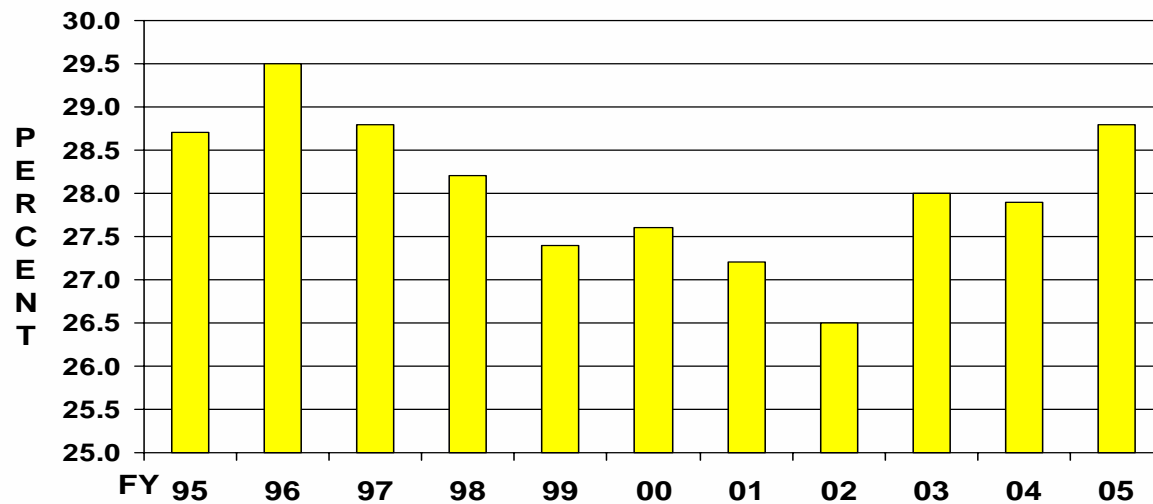
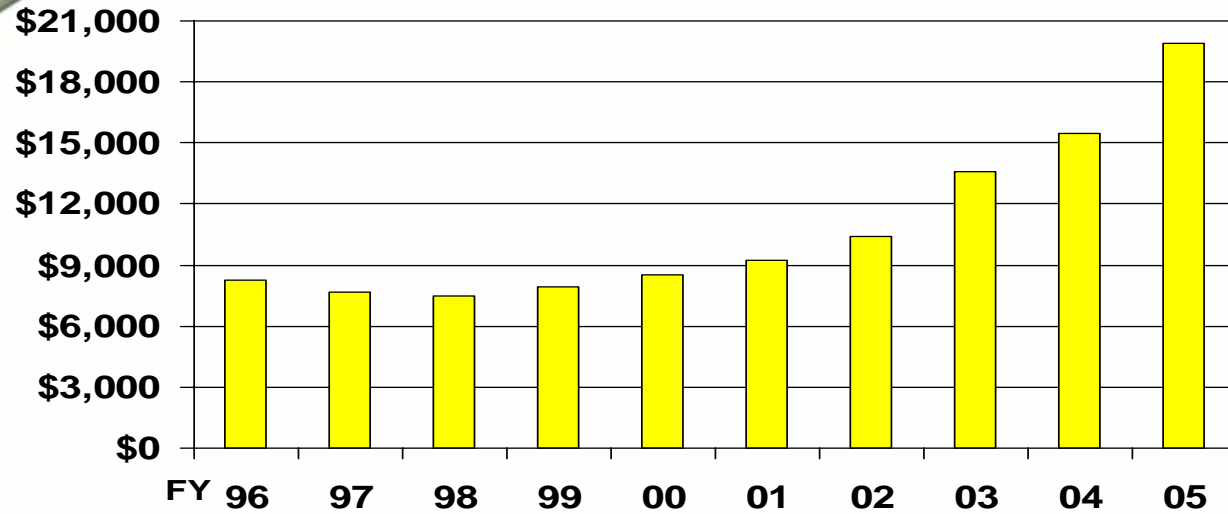
Cumulative Since FY 2000

Dollars Shown in Millions

# Army Small Business Office



## ARMY SMALL BUSINESS PROGRAM HISTORY

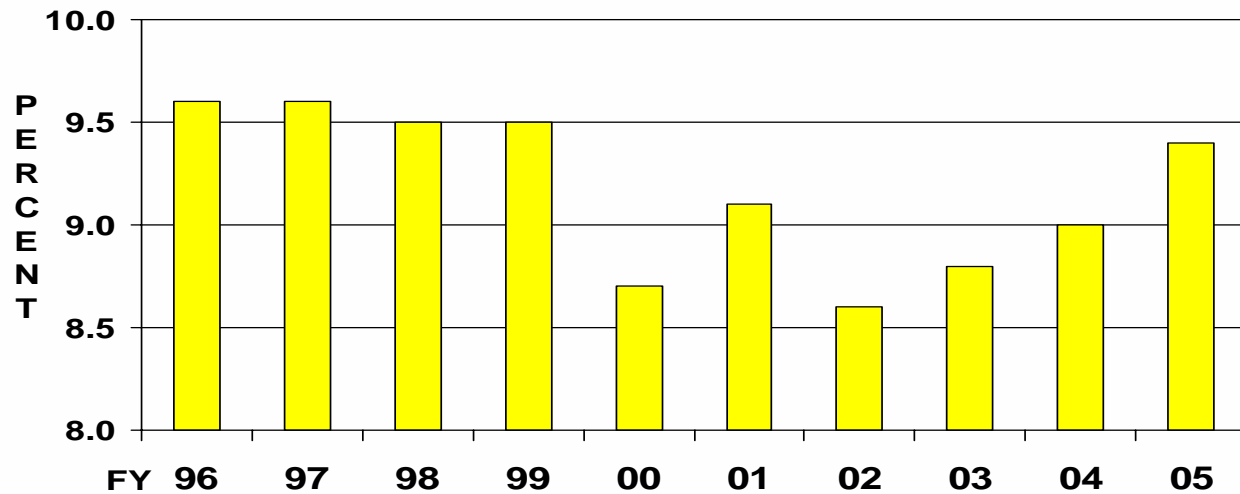
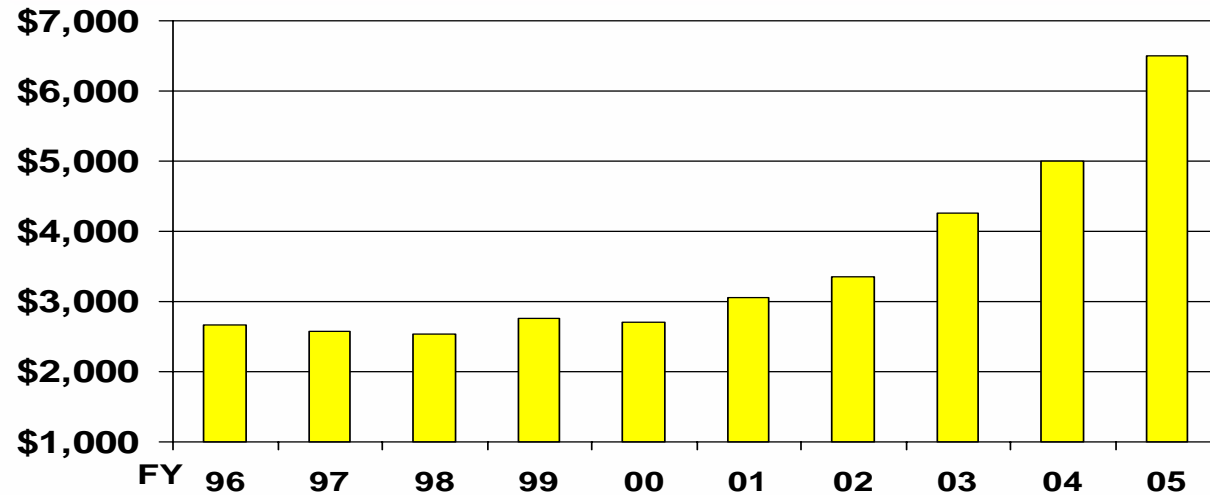


*\$ in millions*

# Army Small Business Office



## ARMY SDB PROGRAM HISTORY

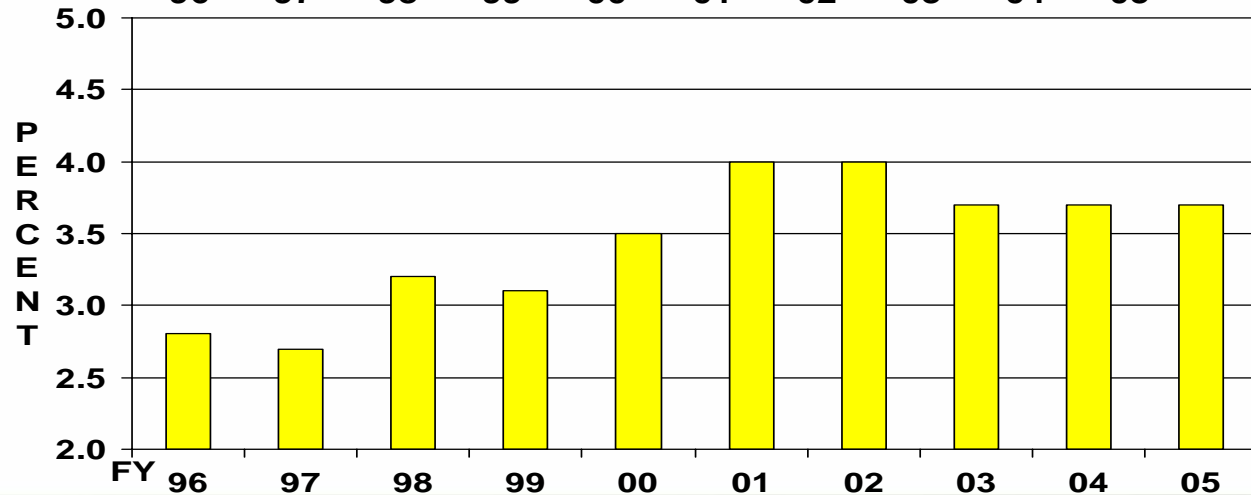
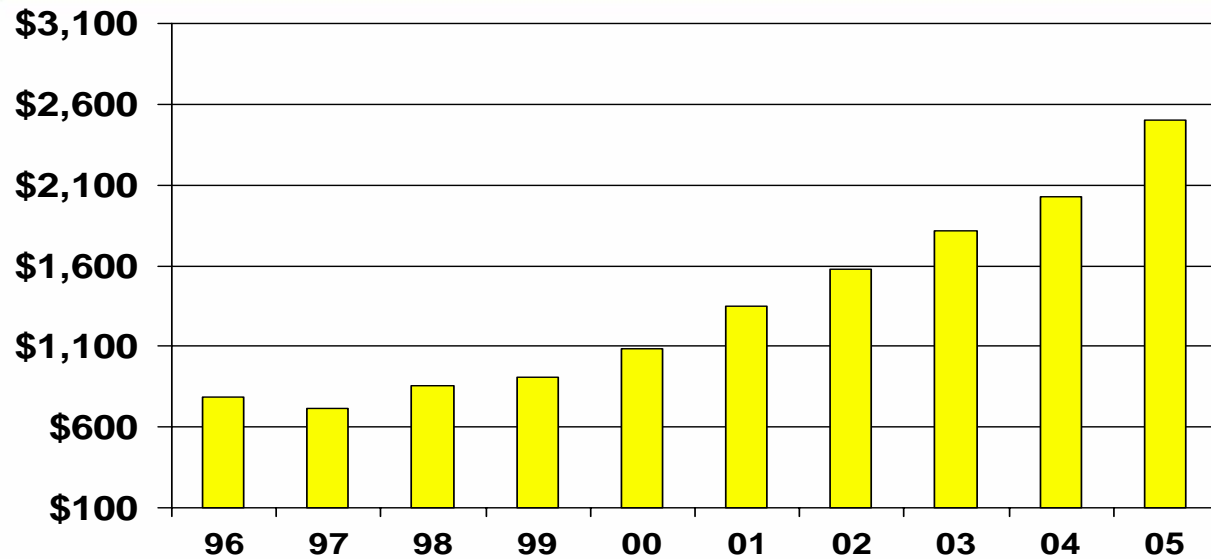


*\$ in millions*

# Army Small Business Office



## ARMY WOSB PROGRAM HISTORY

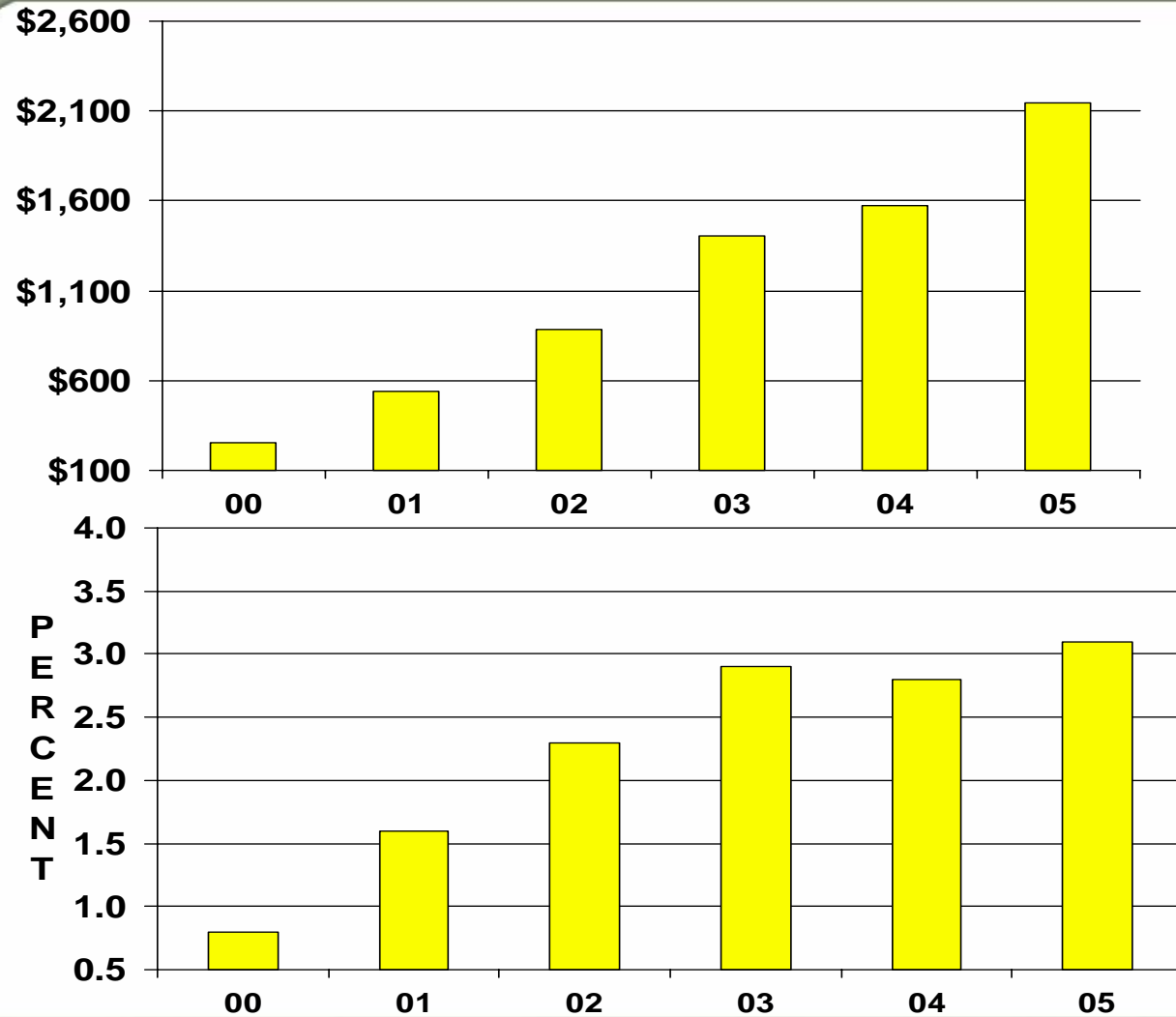


*\$ in millions*

# Army Small Business Office



## ARMY HUBZONE PROGRAM HISTORY

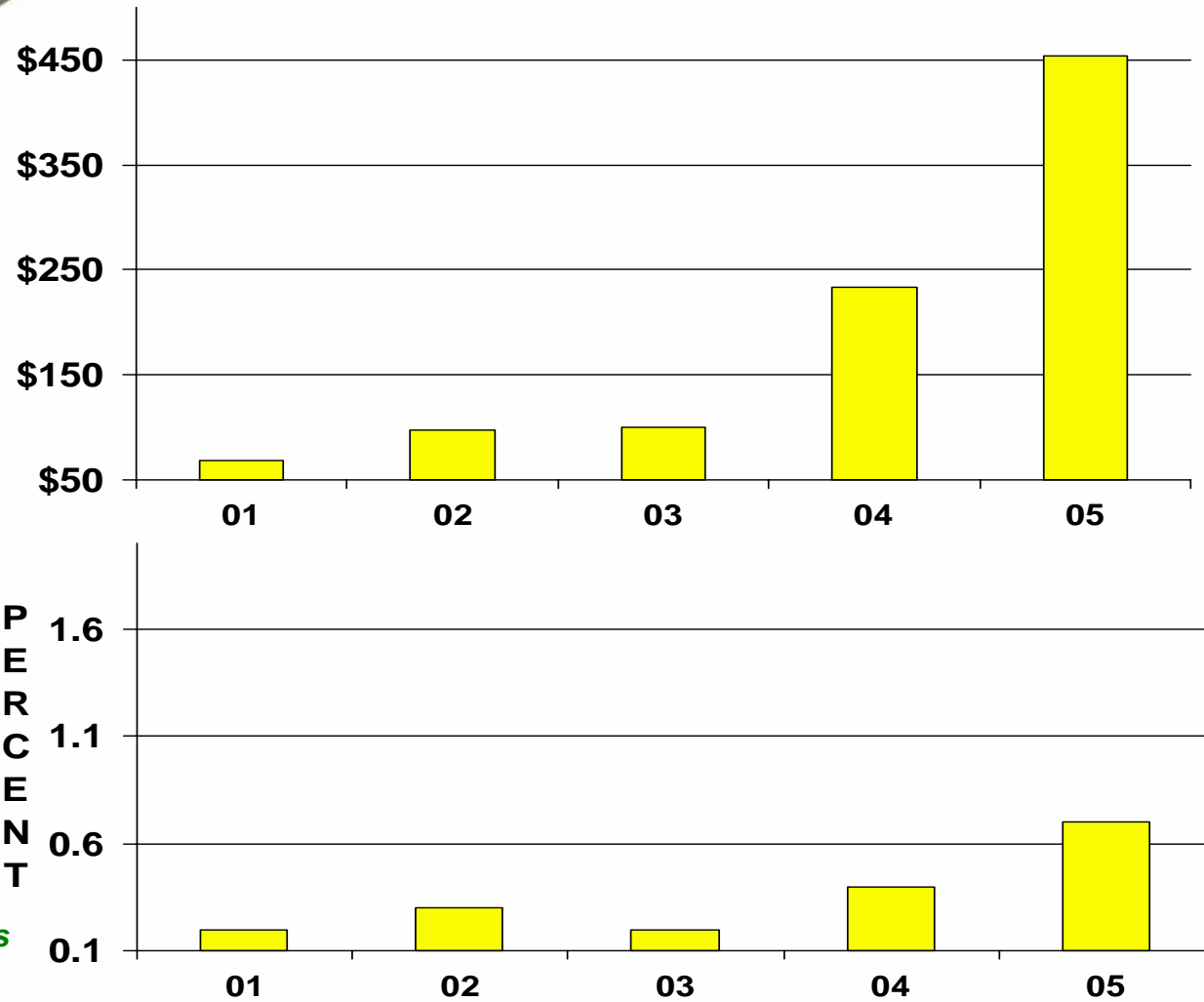


*\$ in millions*

# Army Small Business Office



## ARMY SDVOSB PROGRAM HISTORY



*\$ in millions*

## Army Small Business Office



# HURRICANE RELIEF ARMY PRIME CONTRACT AWARDS



	Dollars Awarded	Achieved	National Goal
<b>Total Contract Dollars</b>	<b>\$ 2,687,864,726</b>		
<b>Small Business</b>	<b>\$ 744,378,730</b>	<b>27.69%</b>	<b>23.0%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 293,789,839</b>	<b>10.93%</b>	<b>5.0%</b>
<b>Women-Owned SB</b>	<b>\$ 83,720,783</b>	<b>3.11%</b>	<b>5.0%</b>
<b>HUBZone SB</b>	<b>\$ 147,767,906</b>	<b>5.50%</b>	<b>3.0%</b>
<b>Service Disabled Veteran-Owned SB</b>	<b>\$ 103,423,601</b>	<b>3.85%</b>	<b>3.0%</b>

As of 17 March 2006

## Army Small Business Office



# HURRICANE RELIEF EFFORT



**US Army Corps of Engineers**

<http://www.usace.army.mil/>

**Small Business Administration (SBA)**

[http://www.sba.gov/disaster\\_recov/index.html](http://www.sba.gov/disaster_recov/index.html)

**Federal Business Opportunities**

<http://www.fedbizopps.gov/katrina.html>

**FEMA**

<http://www.fema.gov/press/2005/katrinabusiness.shtm>

**Department of Homeland Security – Open for Business**

<http://www.dhs.gov/openforbusiness>

**Hurricane Contracting Information Center**

<http://www.rebuildingthegulfcoast.gov/>

## Army Small Business Office



# ARMY SUBCONTRACT AWARDS FY 05 (Preliminary)



	<b>TOTAL DOLLARS</b>	<b>ACHIEVED</b>	<b>TARGET</b>
<b>US Business</b>	<b>\$6,996</b>		
<b>Small Business</b>	<b>\$3,471</b>	<b>49.6%</b>	<b>49.9%</b>
<b>Small Disadvantaged Business</b>	<b>\$ 455</b>	<b>6.5%</b>	<b>7.7%</b>
<b>Women-Owned SB</b>	<b>\$ 497</b>	<b>7.1%</b>	<b>7.0%</b>
<b>HUBZone SB</b>	<b>\$ 240</b>	<b>3.4%</b>	<b>2.4%</b>
<b>Veteran-Owned SB</b>	<b>\$ 286</b>	<b>4.1%</b>	
<b>Service-Disabled Veteran-Owned SB</b>	<b>\$ 39</b>	<b>0.6%</b>	<b>0.5%</b>

*Dollars Shown in Millions*



# MENTOR-PROTÉGÉ PROGRAM



- Provides incentives to prime contractors to develop the technical and business capabilities of SDBs and other eligible protégés to increase their participation in both prime contracts and subcontracts
- Prime contractors may be reimbursed labor costs or receive to credit towards SDB subcontracting goals
- The Defense Authorization Act for fiscal year 2005 extended the MPP until 30 Sep 2010 for approval of new agreements, and until 30 Sep 2013 for incurred costs
- Army Pilot 8(a) Graduate Mentor-Protégé Program
  - **Seeks to get graduated 8(a) firms involved in mentoring emerging 8(a) firms**

## Army Small Business Office



# MENTOR-PROTÉGÉ PROGRAM



- DoD delegated approval authority to services beginning FY 2004
- Army goal is to engage industries to shape and expand the industrial base to support the warfighter
- Seeking agreements with strong technical component, or focus on innovative transfer of state of the art technology
- Policy, guidance & instructions on Army SADBUs website: [www.sellingtoarmy.info](http://www.sellingtoarmy.info)

## Army Small Business Office



# MENTOR PROTÉGÉ PROGRAM

## *Program Status*

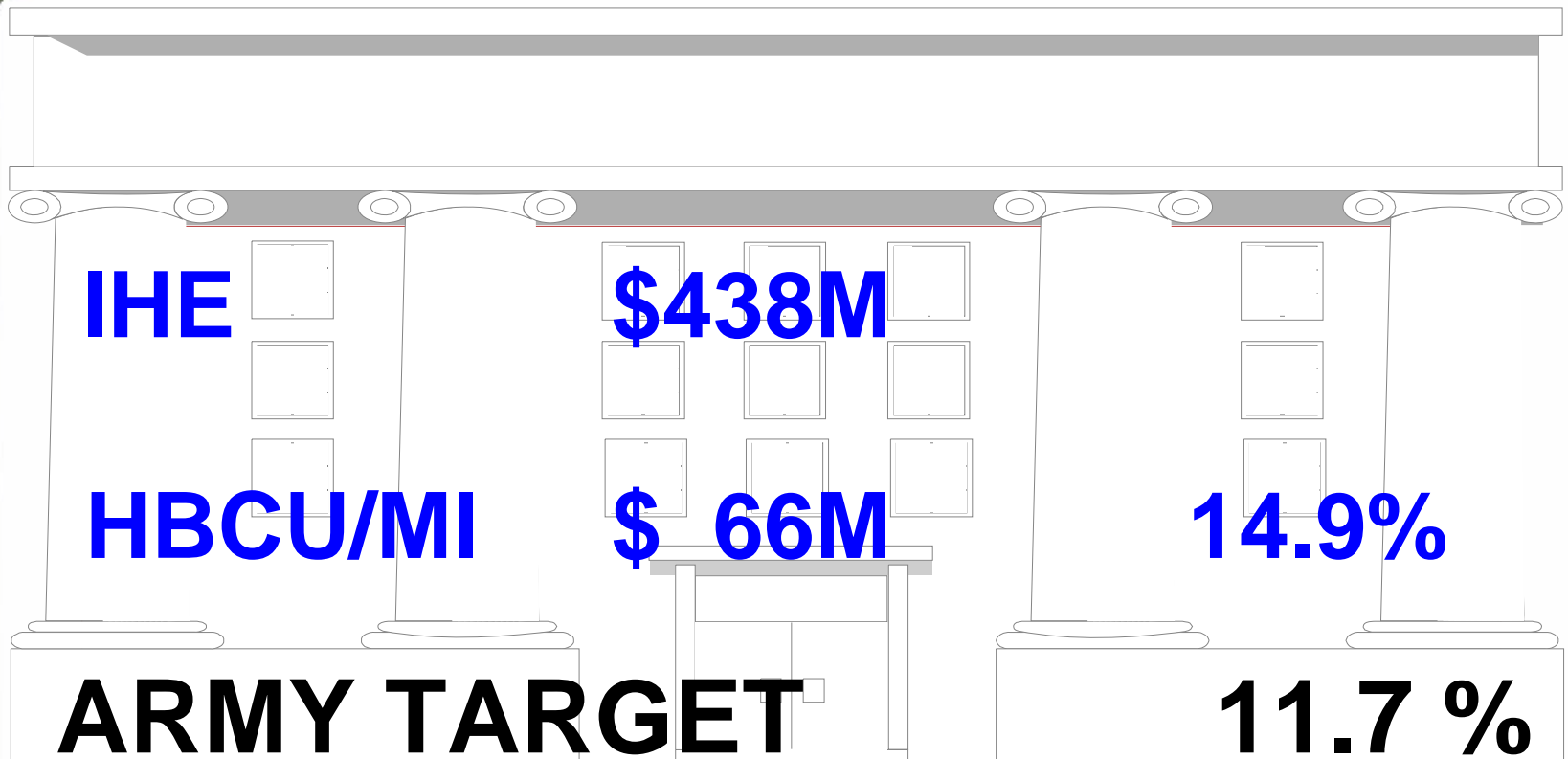


- Army Agreements Should Focus on High-Tech Solutions for the War Fighter
- 36 Active Agreements
  - 22 Mentors
  - 36 Protégés (Can Have Only 1 Active Agreement)
- 7 Mentors are Graduated 8(a) Firms
- FY05 Round III – 9 New Agreements Pending
- Army Awarded 1st MP Agreement in DOD Based Solely on the Protégé's SDVOSB Status
- For Army, 2 Rounds of Proposals for FY 2006
  - 15 December and 15 April

# Army Small Business Office



## HBCU/MI PROGRAM FY 05(1/23/06)



## Army Small Business Office



# ARMY SADBU FOCUS FY 06/07



- Small Business Participation in FCS and Major Army Programs
- Maximize Value of Small Business to the Warfighter by Promoting Contracting Opportunities in Contingency Operations
- Support of BRAC through HUBZone Initiatives
- Service-Disabled Veteran-Owned Small Business Opportunities
- Contract Bundling and Consolidation
- Increased role of HBCUs & MIs in the Acquisition Process
- Residential Communities Initiative
- Subcontracting Policy and Enforcement



# CHALLENGES



- Consolidation / Bundling
- Subcontracting plan enforcement
- Staffing of SADBUs offices

## Army Small Business Office



## WEBSITES



Army SADBUs

<http://www.sellingtoarmy.info>

DOD SADBUs

<http://www.acq.osd.mil/sadbu>

Centralized Contractor Registration (CCR)

<http://www.ccr.gov>

Federal Business Opportunities (Fed Biz Opps)

<http://www.fedbizopps.gov>

Small Business Administration (SBA)

<http://www.sba.gov>

*Questions?*

*[www.sellingtoarmy.info](http://www.sellingtoarmy.info)*

