Our Mission and Vision

• Our **mission** is to maximize prime and subcontracting opportunities for small businesses through policy, advocacy, counseling and training.

• Our **vision** is to be a trailblazer in creating a sustainable culture of small business inclusiveness that helps to expand our industrial base.
Increasing Small Business Participation

- Post appropriate notices for information, sources, and events
- Consider the “Relationship Among Small Business Programs” (for stand alone contracts and established vehicles)
- Communicate acquisition strategy decisions when possible
- Create/Obtain source lists
- Populate/publicize forecasts
Increasing Small Business Participation (cont’d)

• Establish a separate small business participation **evaluation** factor (promotes a greater opportunity for small business utilization)
  • NOTE: DFARS 215.304(c)(i)(B) states proposals addressing the extend of SB performance **shall be separate** from subcontracting plans

• Support and host various industry outreach events
Industry Outreach

- Pre-solicitation conferences/Industry Days (for specific requirements)
  - Provide clarity, addressing challenges, etc.
  - Facilitate one-on-one meetings as needed

- Carderock Showcase Events
  - (e.g. 8(a) Showcase, Reverse Industry Days)

- Summit for the Combatant Craft Division (Little Creek, VA)

- Support various Government-industry events

- Post-award orientation (performance history, extent of subcontracting, amongst others)
Subcontracting Matters

- Fifteen required elements shall be included in plans (see FAR 19.704)
- Considerations to incentivize subcontracting…contractor’s efforts
- Reporting Plans
  - eSRS and SeaPort-e
- Monitoring compliance for CPARS
- Meeting w/ SB Liaison Officers and/or Subcontracts Administrators to address achievements, etc.
## FY18 Goal Attainment Status

<table>
<thead>
<tr>
<th>FY18 Goals</th>
<th>Total Eligible Dollars = $123.4M (as of 7 June)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Actuals</td>
</tr>
<tr>
<td>Small Business</td>
<td>43.05%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>8.84%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>2.59%</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>3.55%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>.99%</td>
</tr>
</tbody>
</table>

**Goals Achieved**

**Goals Not Achieved**