



Naval Surface Warfare Center, Carderock Division

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Why Do We Have A Small Business Program?

National Policy

It is the policy of the Government to place *a fair proportion* of its acquisitions with *small business, small disadvantaged business, HUBZone small business, women-owned and service disabled veteran-owned business concerns.*

Such concerns shall also have the *maximum practicable opportunity to participate* as subcontractors in contracts awarded by any executive agency...”



Small Business in the United States

28,443,856 Small Businesses

- The top most common industry for small employer firms across the United States is professional, scientific and technical services.

USASpending.gov useful way to focus your marketing efforts!

Small Business Programs

Major Programs:

- **Small Business**
- **Small Disadvantaged Business**
- **8(a) Business Development Program**
- **Historically Underutilized Business Zone**
- **Service Disabled Veteran Owned**
- **Women Owned Small Business**
- ❖ **DOD Mentor-Protégé Program - *<http://www.secnav.navy.mil/smallbusiness/Pages/mentor-protege.aspx>***

Small Business

Command Goal Achievement - FY 2015

1st Quarter

US Prime Awards	FY 2013 (Eligible = \$710.2M)			FY 2014 (Eligible = \$969.8M)			FY 2015 (Eligible = \$75.5M)		
	Target	Dollars	Actual	Target	Dollars	Actual	Target	Dollars	Current
Small Business (SB)	40.91%	\$302.2M	42.52%	40.91%	\$418.4M	43.14%	43.14%	\$34.8M	46.15%
HUBZone	0.94%	\$3.7M	0.52%	0.94%	\$5.0M	0.52%	0.52%	\$506.6K	0.67%
Service-Disabled Veteran-Owned (SDVOSB)	1.07%	\$9.23M	1.30%	1.07%	\$21.0M	2.17%	2.17%	\$907.4K	1.20%
Small Disadvantaged Business (SDB)	9.44%	\$84.9M	11.96%	9.44%	\$113.7M	11.72%	11.72%	\$10.7M	14.27%
Woman-Owned (WOSB)	4.30%	\$42M	5.92%	4.30%	\$43.4M	4.48%	4.48%	\$4.6M	6.19%

What is Small Business?

A Small Business (SB) is

....a concern, including its affiliates, that is *independently owned and operated, not dominant* in the field of operation in which it is bidding on government contracts, and *qualifies* as a small business *under* the criteria and *size standards specified by the SBA*. The most common size standards are as follows:

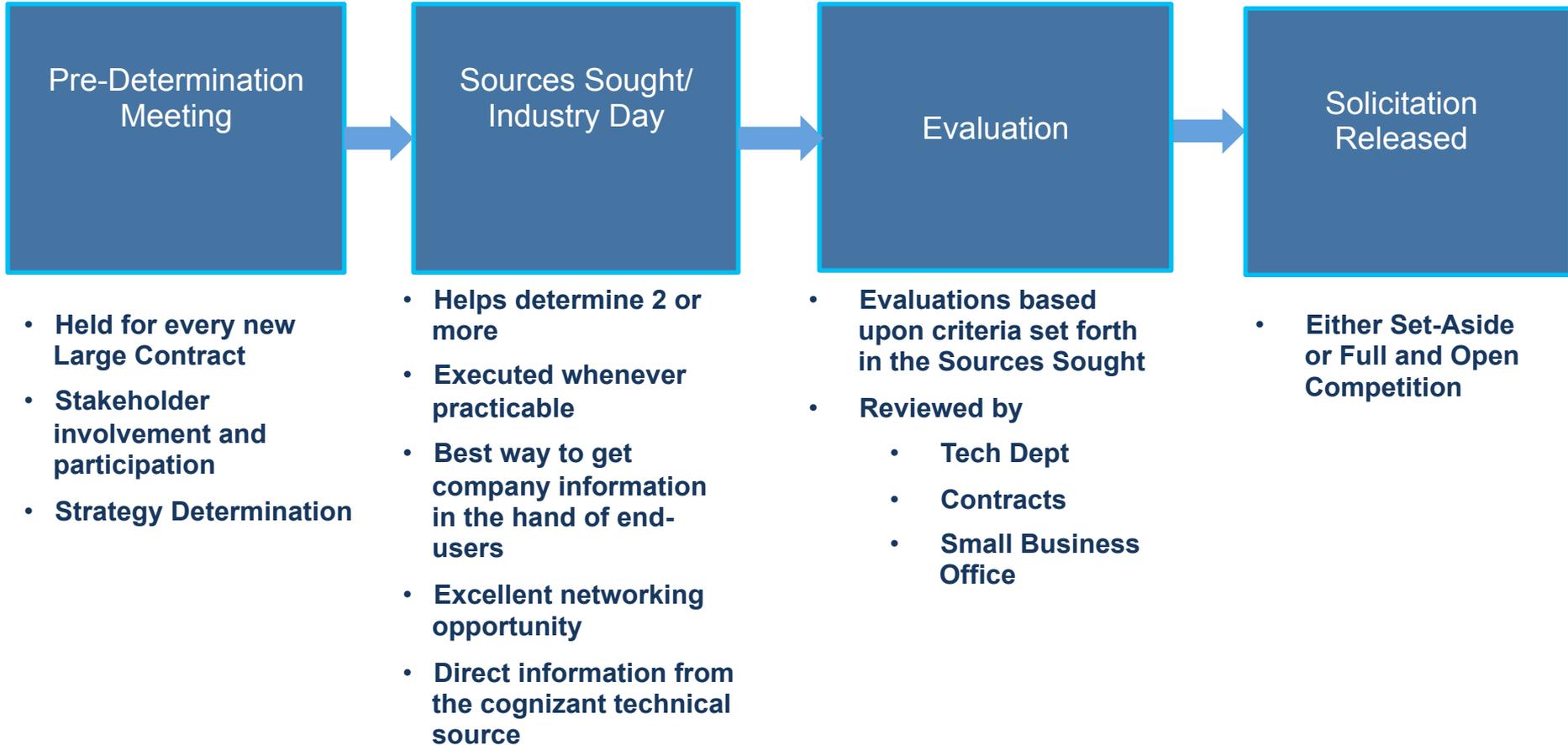
- 500 employees for most manufacturing industries
- 1000 employees for ship building and repair
- \$38.5 million for Military and Aerospace Equipment and Military Weapons (SeaPort-e) (NAICS Code 541330)

FY14 SeaPort-e Prime Status

- **Total SeaPort-e Prime Contracts: 2,444**
 - **Small Business: 2,098**
 - **SDB: 806**
 - **8(a): 411**
 - **WOSB: 575**
 - **EWOSB: 163**
 - **VOSB: 777**
 - **SDVOSB: 515**
 - **HUBZone: 89**

85% Overall Small Business Base

Small Business Set-Aside Process





DoD's Mandate To Do More Without More

Better Buying Power (BBP) is the implementation of best practices to strengthen the Defense Department's buying power, improve industry productivity, and provide an affordable, value-added military capability to the Warfighter.

- *Better Buying Power released on September 19, 2014*

Improve Tradecraft in the Acquisition of Services:

Increase small business participation, including more effective use of market research. This is a continuing effort. Small businesses remain one of DoD's most productive sources of innovation - in services as well as in products.

Better Buying Power 3.0 Feedback

<https://www.betterbuying3.com>

Limitations on Subcontracting –

Significant changes in the SBA’s recent proposed rule of Dec. 29 is the application of subcontracting limitations to one or more additional tiers of subcontracts. Comments were due on February 28, 2015. {**Docket No. SBA–2014–0006**}

“Small Business the Foundation of our Economy, Yesterday, Today and Tomorrow”

Small Business – Outreach

- **Sea Air Space Small Business Forum, April 15, National Harbor, MD**
- **Government Procurement Conference, April 25, Washington Convention Center, Washington, DC**
- **Women’s Business Enterprise Council National Conference, June 23-25, Austin, TX**
- **The Spring National SBIR/STTR Conference, June 14-17, Gaylord Hotel and Conference Center at Washington DC National Harbor**
- **NDIA 27th Navy Gold Coast Small Business Procurement Event, August 25-26, San Diego, CA**