



Office of
Small Business Programs (OSBP)
where small business makes a **big** difference



Richard Mann, Small Business Program Manager

OSBP UPDATE

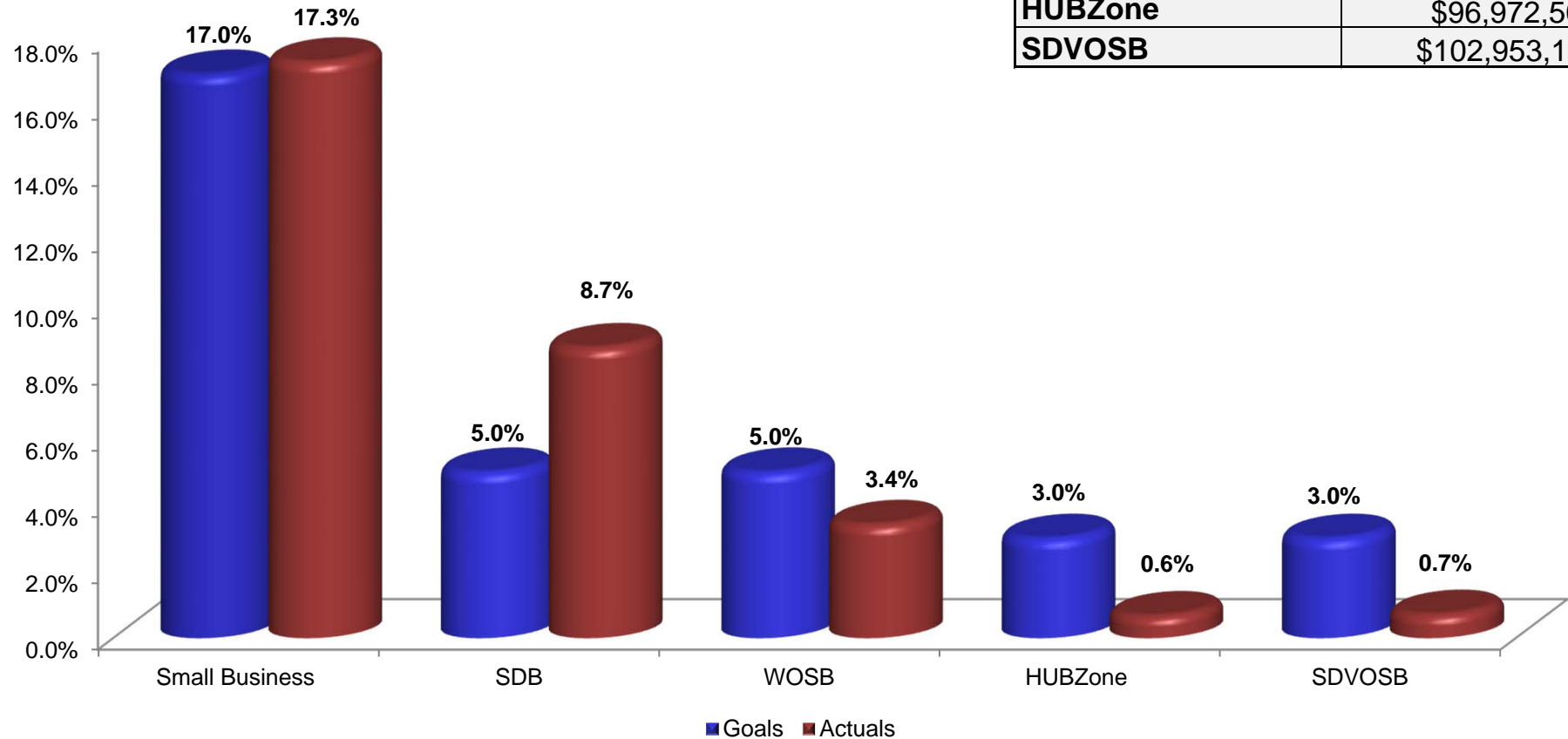
June 28, 2016

NASA Agency September FY15

Prime Goals vs. Actual Percentages

Data generated February 19, 2016 from FPDS-NG

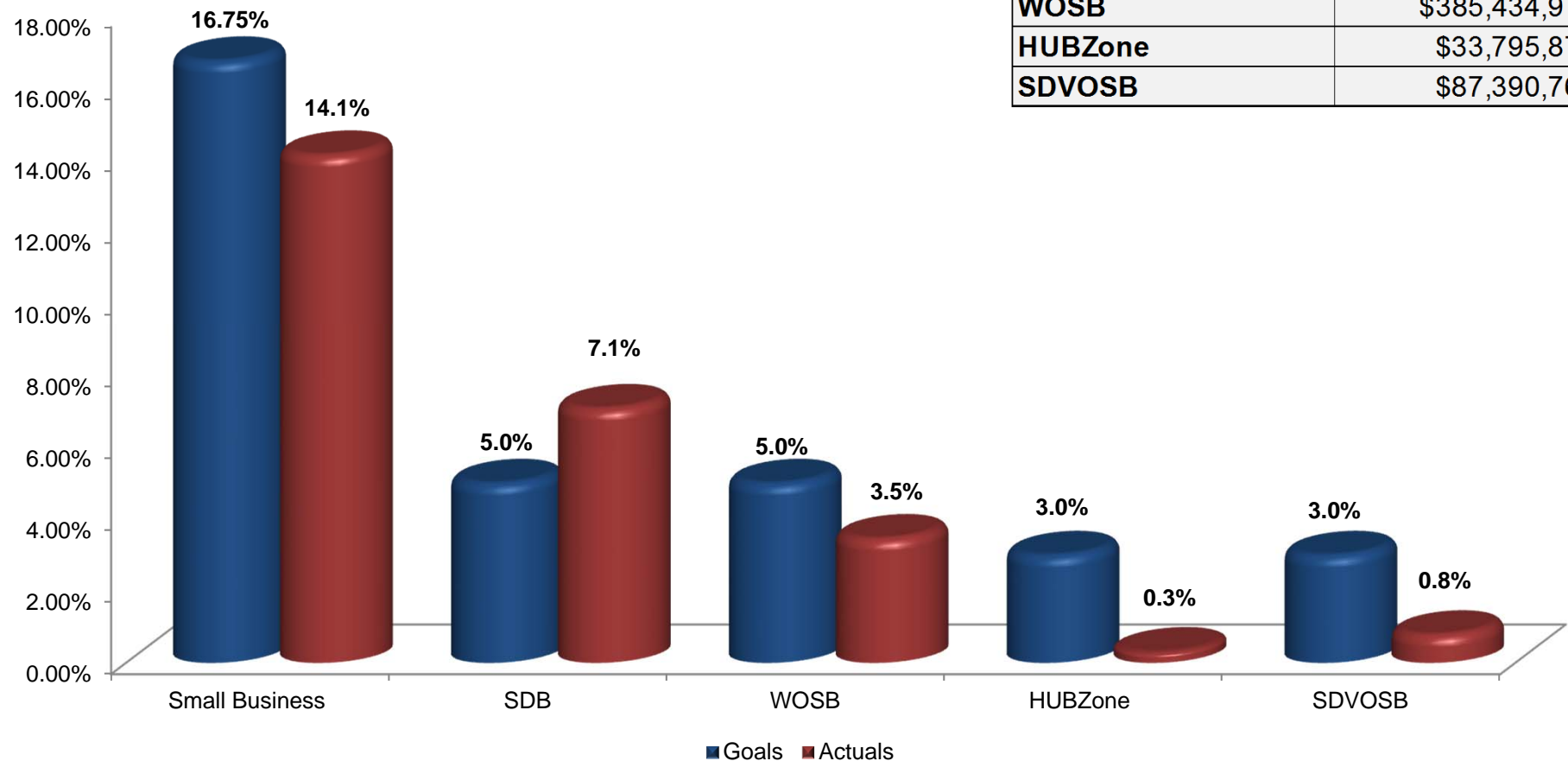
CATEGORY	DOLLARS
TOTAL DOLLARS	\$14,417,976,808
SMALL BUSINESS	\$2,505,260,175
SDB	\$1,255,064,849
WOSB	\$485,868,301
HUBZone	\$96,972,500
SDVOSB	\$102,953,179



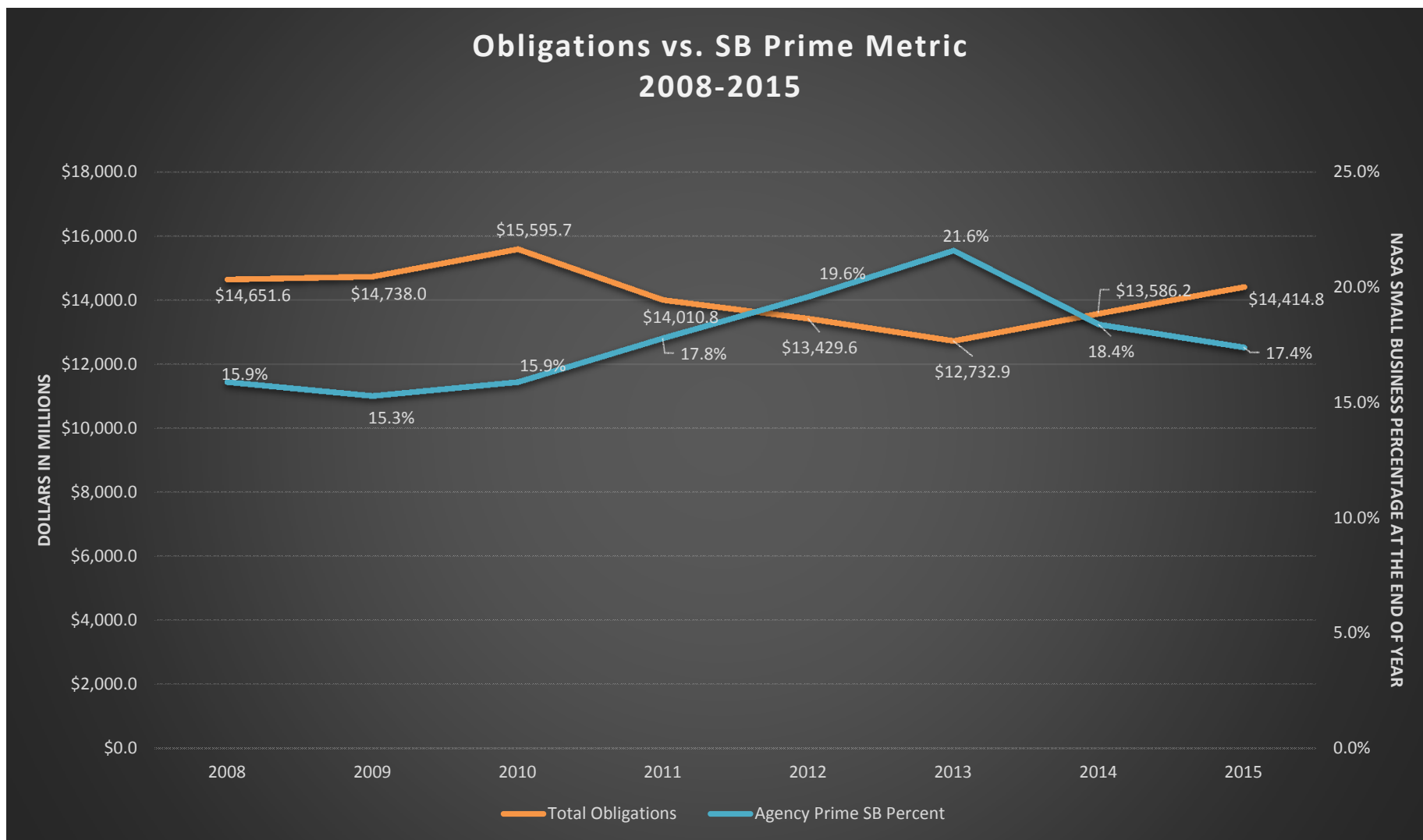
NASA Agency May FY16 Prime Goals vs. Actual Percentages

Data generated June 6, 2016 from FPDS-NG

CATEGORY	DOLLARS
TOTAL DOLLARS	\$11,121,373,854
SMALL BUSINESS	\$1,572,379,236
SDB	\$787,030,275
WOSB	\$385,434,973
HUBZone	\$33,795,878
SDVOSB	\$87,390,767



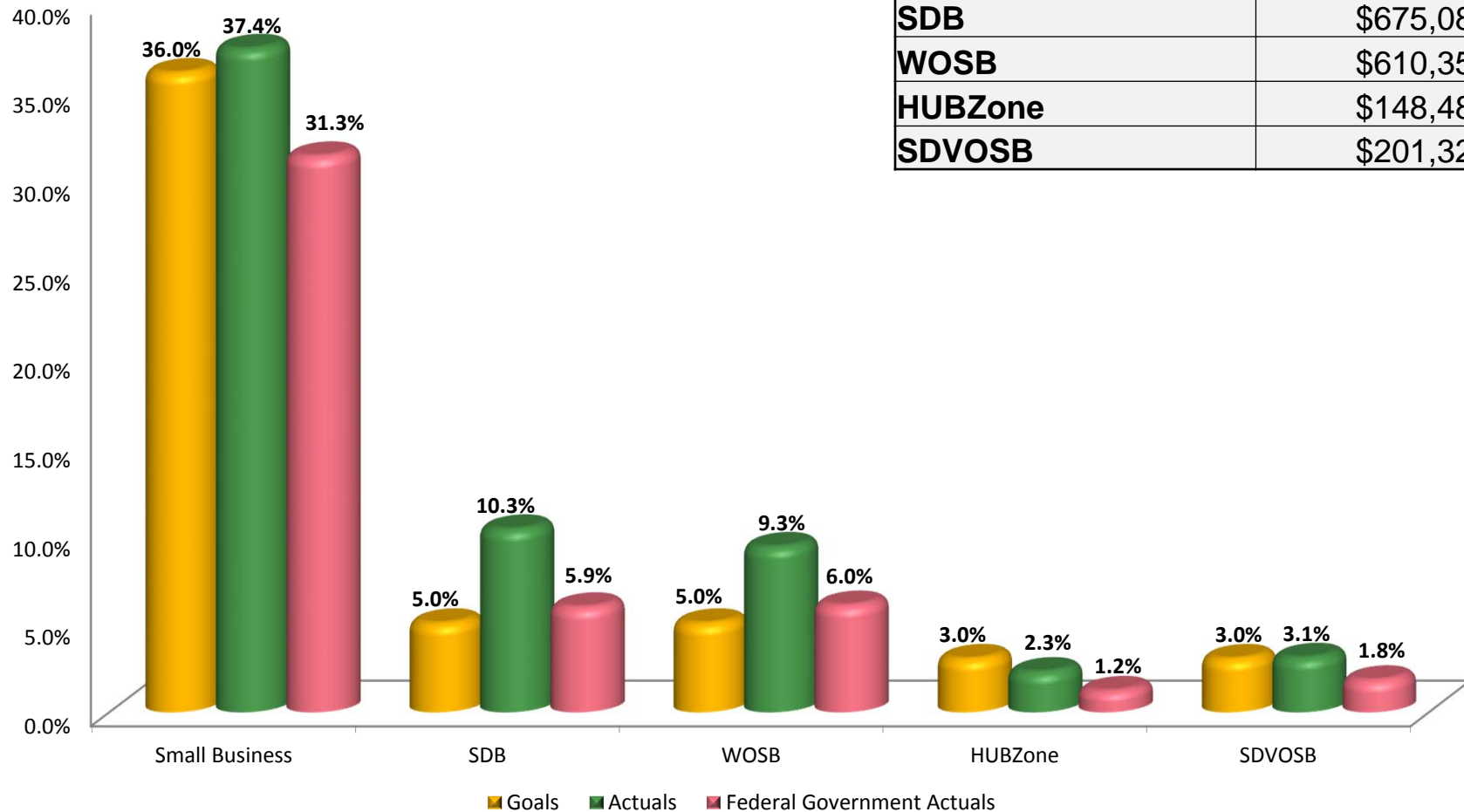
Total Spend vs. Small Business Metric



NASA FY15 Subcontracting Goals vs. Actual Percentages - End-Year

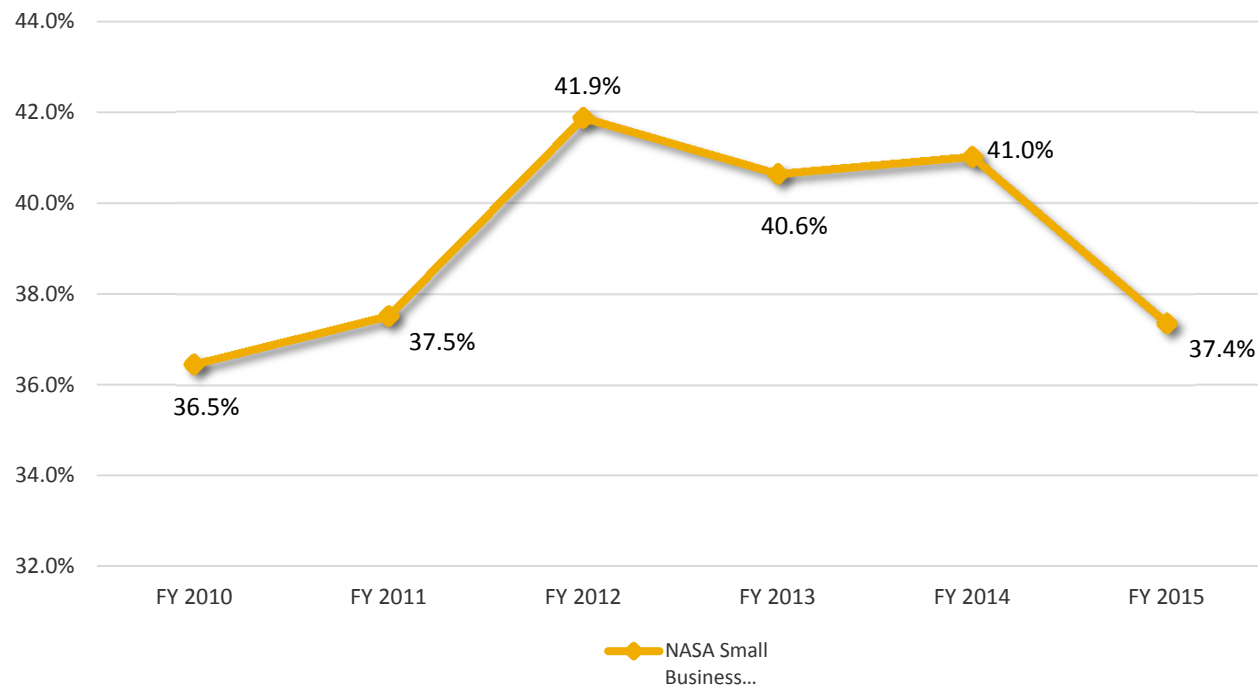
Data pulled March 14, 2016 from eSRS

CATEGORY	DOLLARS
TOTAL DOLLARS	\$6,570,979,479
SMALL BUSINESS	\$2,454,929,635
SDB	\$675,082,509
WOSB	\$610,356,408
HUBZone	\$148,485,186
SDVOSB	\$201,324,744



NASA SB Subcontracting Percentage, 2010-2015

Fiscal Year	NASA Small Business Subcontracting %
FY 2010	36.5%
FY 2011	37.5%
FY 2012	41.9%
FY 2013	40.6%
FY 2014	41.0%
FY 2015	37.4%



Two Methods of Subcontracting Goals

1. Percent of Total Subcontracting Dollars

- Required by Small Business Act and FAR
- Used by Small Business Administration in annual scorecard assessment
- Penalizes use of other-than-small Subcontractors

$$= \frac{\text{Total Dollars Subcontracted to Small Business}}{\text{Total Dollars Subcontracted}}$$

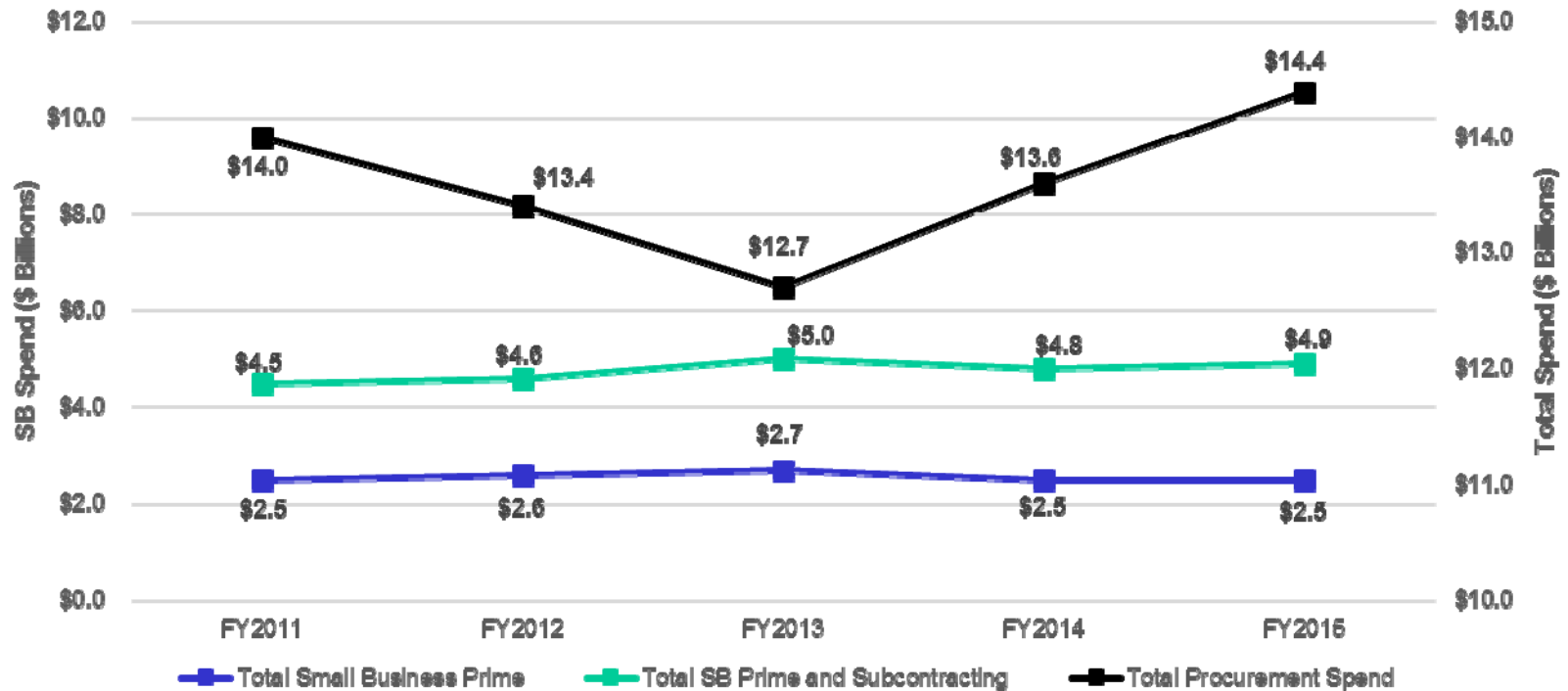
Two Methods of Subcontracting Goals

2. Percent of Total Contract Value

- Required by NASA
- More meaningful for small businesses
- Does not penalize use of other-than-small contractors
- Recommended goals published in NASA solicitations

$$= \frac{\text{Total Dollars Subcontracted to Small Business}}{\text{Total (or Current) Contract Value}}$$

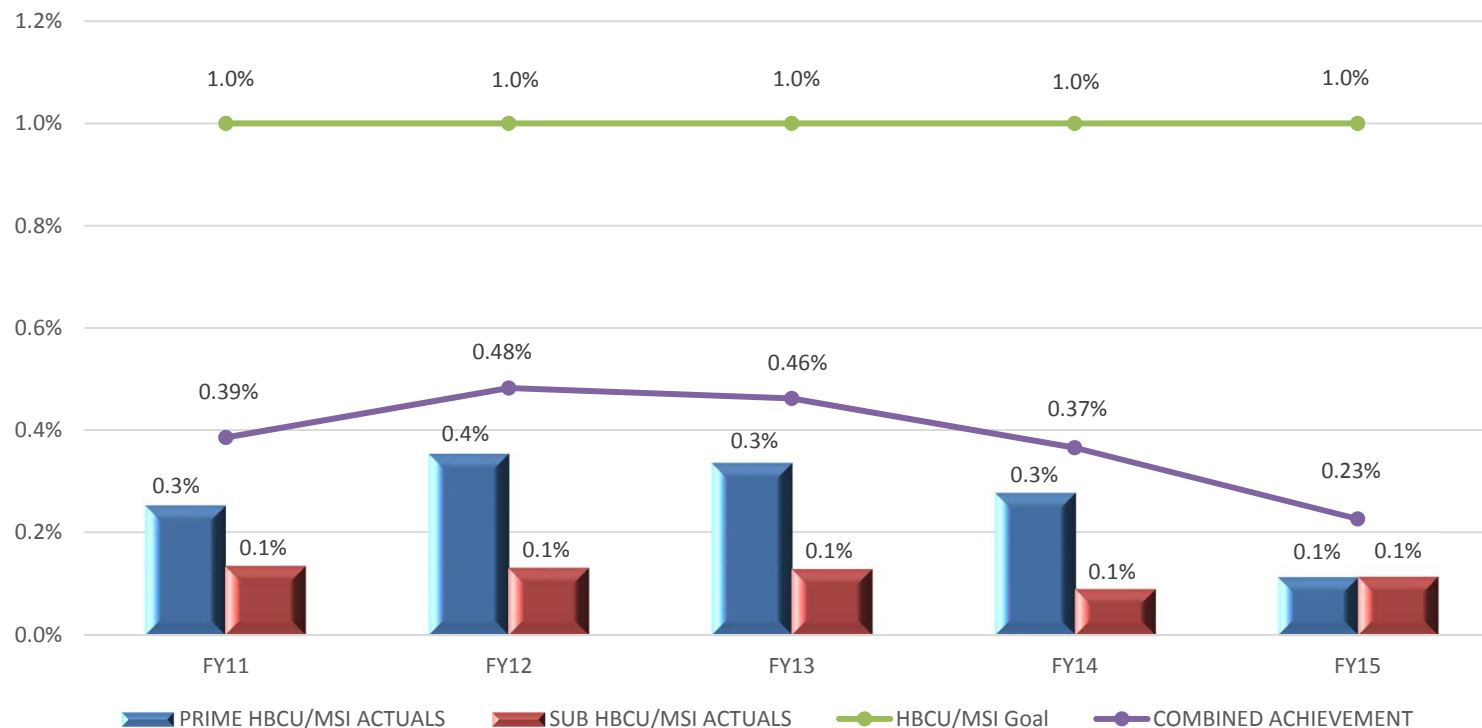
National Aeronautics and Space Administration (NASA) Data from SBA Scorecards FY11-FY15




Agency Grade	FY2011	FY2012	FY2013	FY2014	FY2015
Agency Grade	B	A	A	C	B

The Office of Small Business Programs HBCU/MSI Initiatives

- **Administrator Bolden reemphasized a 1% HBCU/MSI goal in an agency-wide 2014 memorandum**
 - As other prime contractors may have experienced, NASA's challenge is meeting and exceeding the HBCU/MSI goal, both prime and subcontracts





HBCU/MSI Technology Infusion Road Tour Goals

- By the end of the Road Tour event HBCUs/MSIs will:
 - Understand the Mentor-Protégé & SBIR/STTR Programs and the benefits
 - Know how to conduct a thorough needs assessment and provide effective capability statements to large prime contractors
 - Understand federal government acquisitions and contracts in order to respond to various acquisition inquiries (i.e. Request for Information, Request for Proposals, Sources Sought)
 - Know how to engage with Large Business contractors and establish resources needed to maximize the success from a NASA Mentor-Protégé Agreement
- By the end of the Road Tour event Large Prime Contractors will:
 - Have greater knowledge of HBCUs/MSIs capabilities
 - Enhance its base of HBCU/MSI
 - Potentially increase workforce from new graduates / interns from participating HBCUs/MSIs
- By the end of the Road Tour event NASA will:
 - Increase HBCU/MSI engagement in NASA opportunities
 - Infuse HBCU/MSI technology and capabilities to assist with meeting and exceeding NASA's mission

HBCU/MSI Technology Infusion Road Tour



- **Final FY2016 Road Tour Destination, Florida A&M University**
 - September 27-29, 2016
- **Confirmed attendees includes:**
 - NASA:
 - STMD's Dr. Joseph Grant
 - Office of Education's Tania Davis
 - Small Business Specialists from KSC, JPL & NSSC
 - Prime Contractors:
 - Aerojet Rocketdyne
 - Northrop Grumman
 - Orbital ATK
 - Teledyne Brown Engineering
 - Other Federal Agencies:
 - NIH
 - NOAA
 - US Department of Army



HBCU/MSI Technology Infusion Road Tour

- 2017 locations
 - Jackson State University
 - Date tbd
 - Tennessee State University
 - Tentatively early April 2017
 - UNLV
 - Date tbd



Contact Info

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