

2015 SAME Omaha Post Industry Day

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Deputy for Small Business
Office of Small Business Programs



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US Army Corps of Engineers
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Dialogue

- Deputy for Small Business
- Small Business Tenets
- Quality Improvements
- Small Business Updates



Deputy for Small Business

- Appointed by the District Commander
- Responsible only to and report directly to the District Commander or Deputy District Commander
- Advisor to Commander on Small Business Issues
- Supervisory authority over District personnel with functions related to sections 8, 15 and 31 of the Small Business Act.
- Formal Liaison with the Small Business Administration



Small Business Tenets

- Develop Program Management Plan (PMP)
- Implement Small Business Programs and Objectives
- Promote the Economic Development and the Security of the Nation through small business participation
- Ensure Project Delivery Teams (PDT) execute Nation's small business programs and objectives



Why Small Business?

Small Business Act:

It is the policy of the Government to provide maximum practicable opportunities in its acquisition to members of the Small Business Community (SBC).

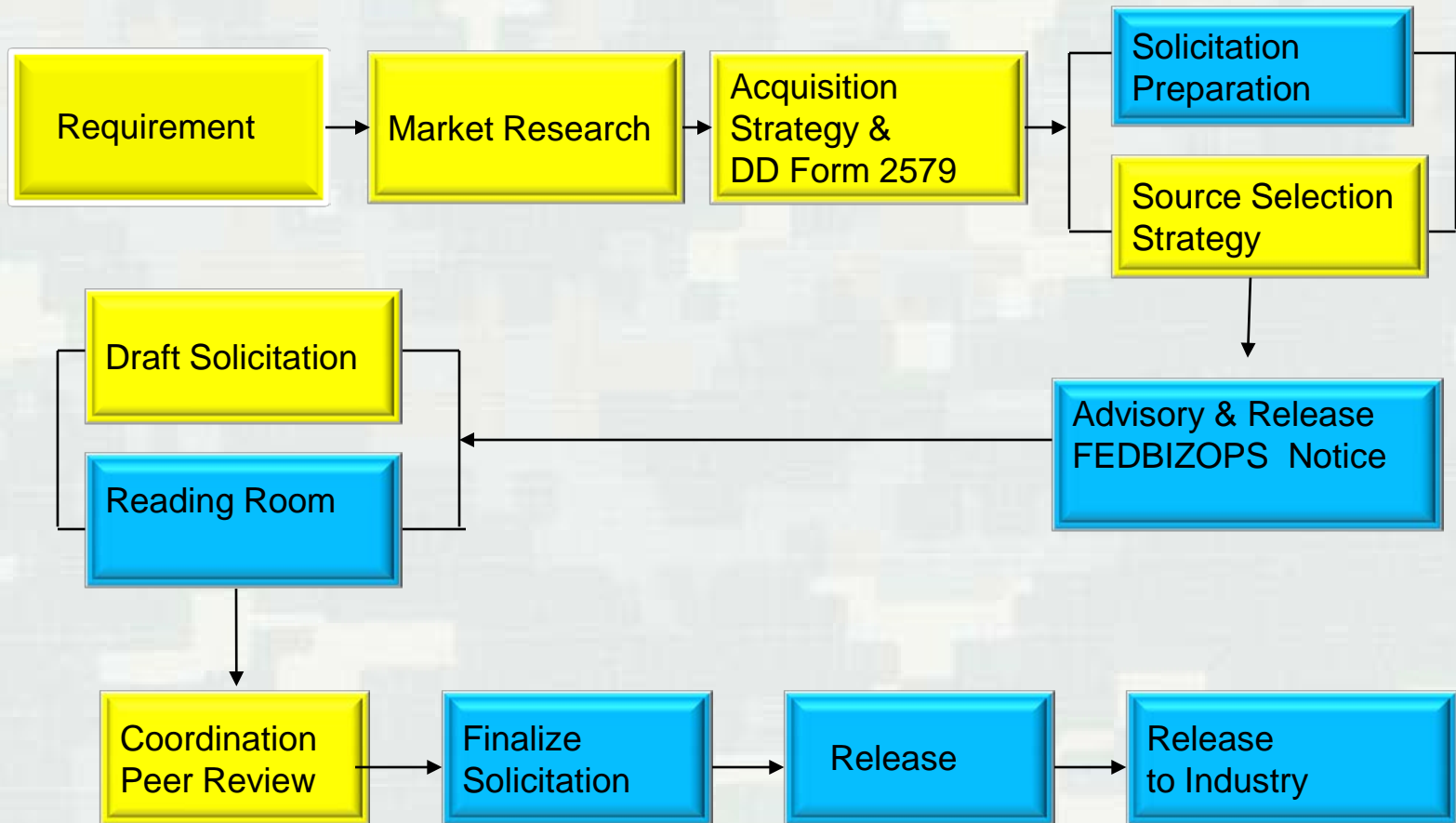
Section 8: Small Business Administration's Business Development Program aka Section 8(a)

Section 15: Set-aside programs; bundling and consolidation requirements and prescriptions

Section 31: Historically Underutilized Business Zone aka HUBZone



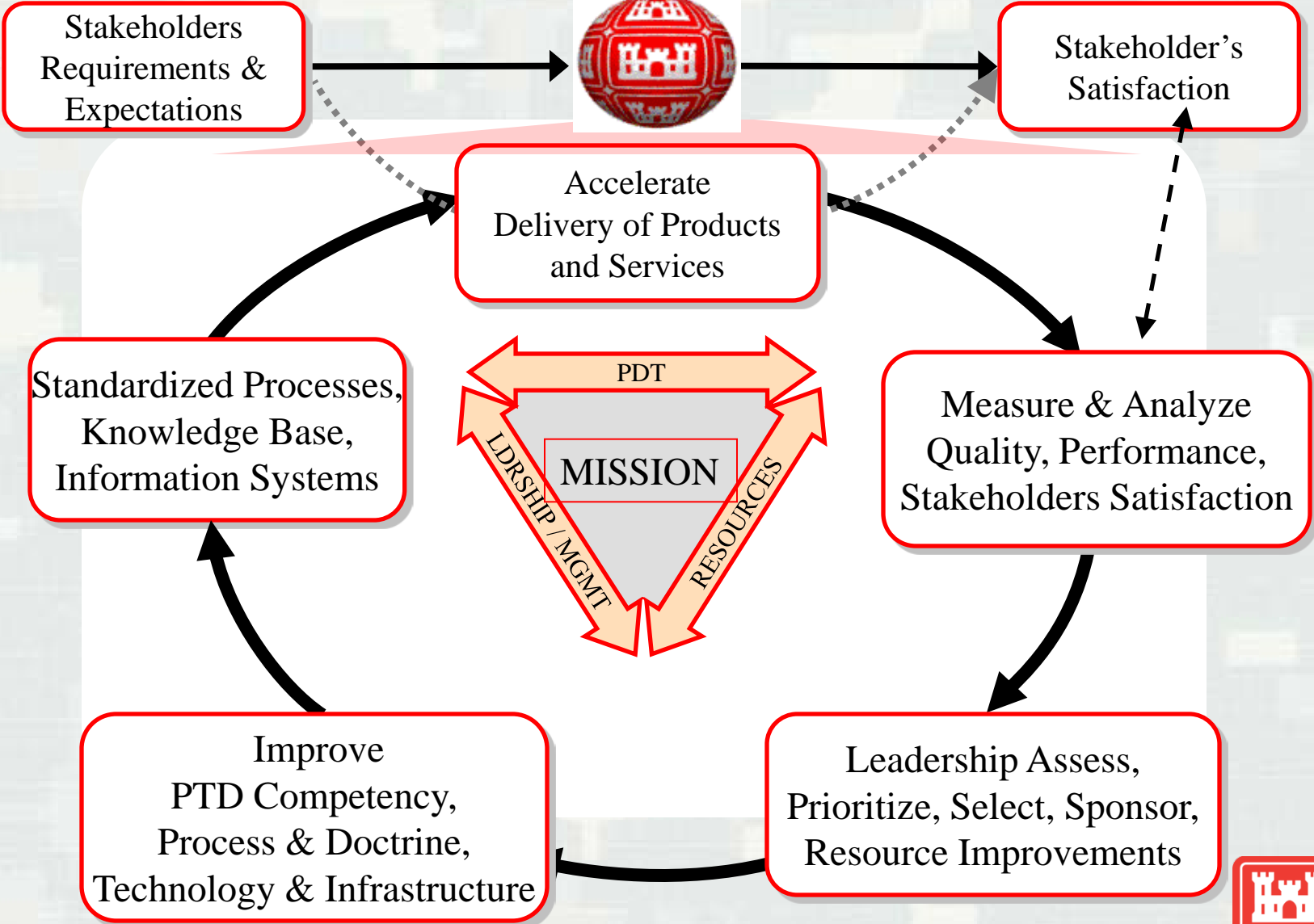
Pre-award Acquisition Sequence



 Deputy for Small Business Engaged



QUALITY IMPROVEMENT

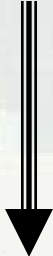


Priority Scheme

Section 8(a) SDVOSB HUBZone WOSB



Small Business



Other than Small



Anticipate

Innovate

Collaborate

Communicate

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ADJUSTED BASELINE

Total Workload \$900,015	Target		Projection	
	SB (35%)	\$ 315,005	\$ 237,294	26%
WOSB (5%)	\$ 45,001	\$ 9,754	1%	
SDB (10%)	\$ 90,002	\$ 56,860	6%	
HBCU (2.5%)	\$ -	\$ -	0%	
HUBZ (5%)	\$ 45,001	\$ 8,654	1%	
SDV (5%)	\$ 45,001	\$ 22,458	2%	
VOSB (5%)	\$ 45,001	\$ 22,458	2%	

PRIME AWARDS

Current Execution \$800,492	Target		Execution	
	SB (35%)	\$ 315,005	\$ 399,922	50%
WOSB (5.0%)	\$ 45,001	\$ 83,095	10%	
SDB (10.0%)	\$ 90,002	\$ 173,422	22%	
HBCU (2.5%)	\$ -	\$ 43,120	37%	
HUBZ (5%)	\$ 45,001	\$ 89,537	11%	
SDVOB (5%)	\$ 45,001	\$ 41,307	5%	
VOSB (5%)	\$ 45,001	\$ 43,441	5%	

Awards to Other Than Small Business **\$ 400,570**

PPM BASELINES

	Target	PPM-H	PPM-M	PPM-C	PPM-SP	OTH	UNMET
WKLD	\$900,015	\$ 61,800	\$506,659	\$ 67,394	\$ 232,400	\$ 31,762	\$0
SB	\$315,005	\$ 31,240	\$107,430	\$ 40,197	\$ 61,300	\$ 17,712	\$57,126
WOSB	\$ 45,001	\$ 5,562	\$ 1,700	\$ -	\$ -	\$ 1,246	\$36,493
SDB	\$ 90,002	\$ 4,326	\$ 4,000	\$ -	\$ 34,900	\$ 6,817	\$39,959
HBCU	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$0
HUBZ	\$ 45,001	\$ 1,854	\$ -	\$ -	\$ -	\$ 3,400	\$39,747
SDV	\$ 45,001	\$ 3,708	\$ 1,850	\$ -	\$ 11,600	\$ 2,650	\$25,193
VOSB	\$ 45,001	\$ 3,708	\$ 1,850	\$ -	\$ 11,600	\$ 2,650	\$25,193

UPDATES AND ADVISORIES

1	FY14 Small Business Performance Assessment: PPM-S adjust SB Baseline by \$20M. FY 14 SB Projections negative effects.
2	CN14-0002SB: Program Acquisition Strategies and Small Business Coordination Records (DD Form 2579).
3	FAR 19.203: Priority consideration of first tier (SDVOSB, WOSB, SDB & HUBZone) small business categories.
4	DOD Procurement and Acquisition Policy's MFR <u><i>dated 20131001</i></u> : Class Deviation-Contract Consolidated <u><i>effective Immediately</i></u> .
5	PARC Policy Alert No.14-24: The PARC may now delegate PEER Review to District Chief of Contracting up to \$250M.

● Advisory:
● Value adjusted as of last reporting period

No Go ● Statutory ● Go ●



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Subcontracting

Congress has determined that the SB subcontracting plan requirements are an important tool to promote the government's objective to maximize small business participation in federal procurements

✓ Stakes are high for non-compliance

1. May be considered for liquidated damages under FAR 52.219-16
2. Material breach of contract
3. Must be considered in any past performance evaluation

Graybar, B-410886 (B-410886 (20150304) Protester was properly Excluded from competitive range based in part on its consistent failure To meet its small business subcontracting goals on previous contracts.

WOSB Federal Contract Program Proposed Rule

The U.S. Small Business Administration (SBA) proposes to amend its regulations to implement section 825 of the National Defense Authorization Act for Fiscal Year 2015 (2015 NDAA). Section 825 of the 2015 NDAA included language granting contracting officers the authority to award sole source contracts to Women- Owned Small Businesses (WOSBs) and Economically Disadvantaged Women- Owned Small Businesses (EDWOSBs).

Section 825 of the 2015 NDAA also changed the deadline for SBA to conduct a study to determine the industries in which WOSBs are underrepresented to January 2, 2016. As a result, SBA is proposing to amend its definitions of underrepresentation and substantial underrepresentation.

DATES: Comments must be received on or before June 30, 2015.

<http://www.gpo.gov/fdsys/pkg/FR-2015-05-01/html/2015-10331.htm>

Small Business Mentor Protégé Programs

SBA proposed to implement provisions of the Small Business Jobs Act of 2010 and the National Defense Authorization Act of 2013, which pertain to the establishment of a Government-wide mentor protégé program for all small business concerns. The rule would also make minor changes to the mentor-protégé provisions for the 8(a) Business Development program in order to make the mentor-protégé rules for each of the programs as consistent as possible. The rule would amend the current joint venture provisions to clarify the conditions for creating and operating joint venture partnerships, including the effect of such partnerships on any mentor-protégé relationships. Finally, the rule would make several additional changes to current size, 8(a) Office of Hearings and Appeals or HUBZone regulations, concerning among other things, ownership and control, changes in primary industry, standards of review and interested party status for some appeals.

<http://www.gpo.gov/fdsys/pkg/FR-2015-04-07/html/2015-07887.htm>

Extended to May 6, 2015



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Small Business Size Decisions

This rule implements provisions of the National Defense Authorization Act of 2013 (NDAA) pertaining to small business size. This rule amends the U.S. Small Business Administration's (SBA or Agency) program regulations to implement statutory provisions establishing limitations of liability from fraud penalties for individuals or firms that misrepresent business concerns as being small for purposes of Federal procurement opportunities if they acted in good faith reliance upon small business status advisory opinions received from Small Business Development Centers (SBDCs) or Procurement Technical Assistance Centers (PTACs). The rule also amends SBA's regulations to establish the criteria small business status advisory opinions must meet in order to be deemed adequate and specify the review process for such opinions. Finally, the rule further amends SBA's regulations to update the circumstances under which SBA may initiate a formal size determination.

DATES: This rule is effective August 10, 2015.

