

Department of the Air Force

One Team, One Fight!

Small Business Programs Defense Industry Forecast

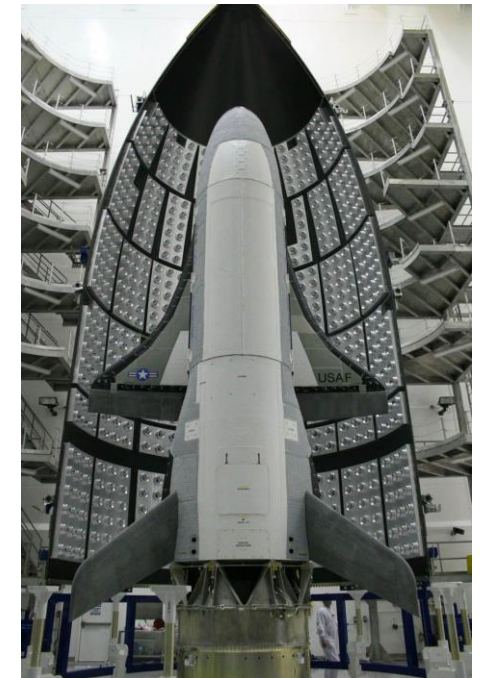


**Mr. Scott Kiser, SES
Director, SAF/SB
Nov 2024
Version #1**



SAF/SB Mission

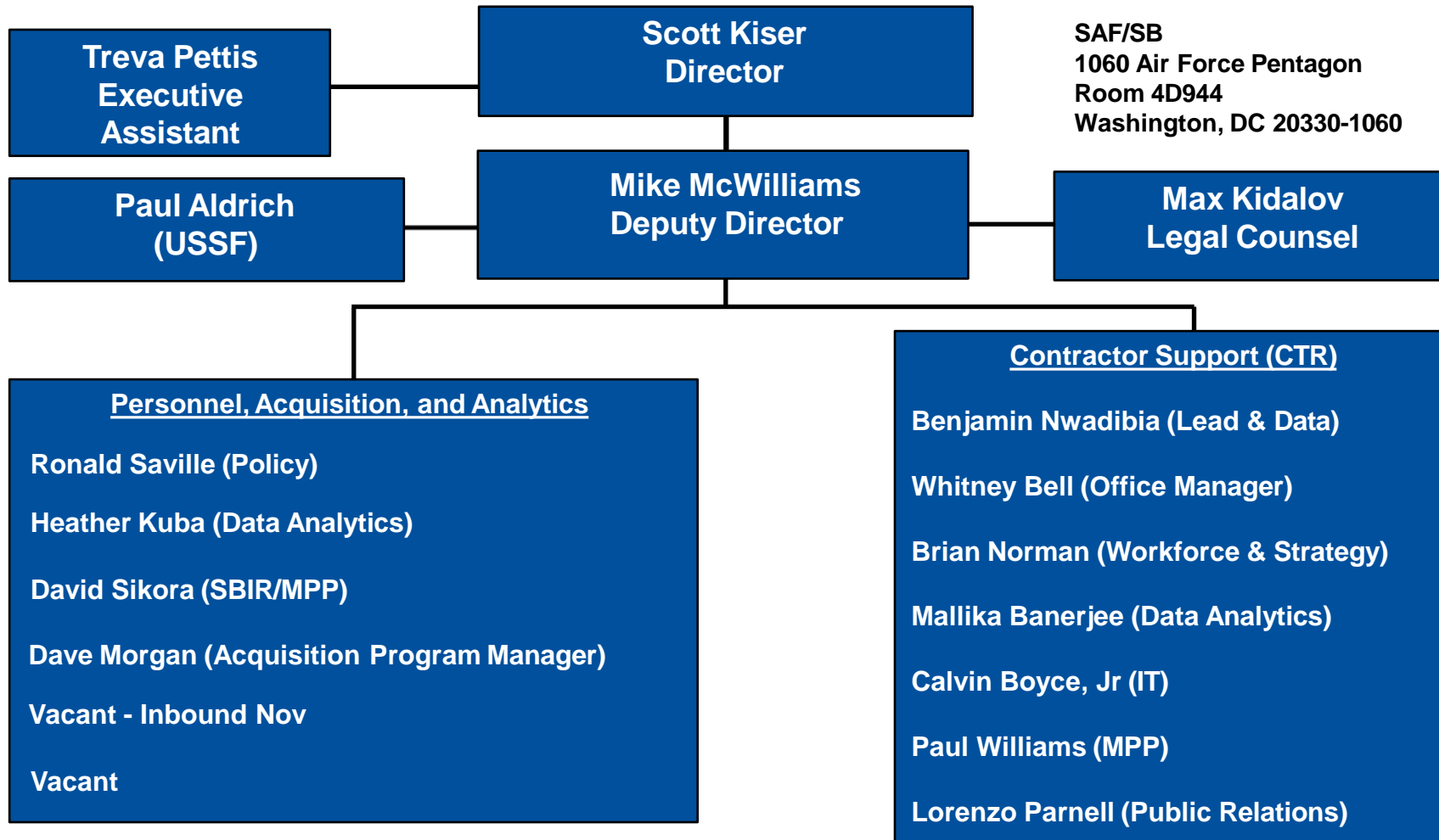
- SAF/SB supports the full spectrum of Departmental Missions across air, space, and cyberspace:
 - U.S. Air Force Mission: “Fly, Fight, and Win...Airpower Anytime, Anywhere”
 - U.S. Space Force Mission: “Secure our Nation’s Interests In, From, and To Space”
- SAF/SB: Fosters “Innovation, Agility, Efficiency” through SBIR/STTR & socioeconomic programs
 - Promote innovation & efficiencies
 - Foster competition
 - Expand the Defense Industrial Base





SAF/SB Organization Chart

Small Team, Big Impact: Light, Lean 2-Letter

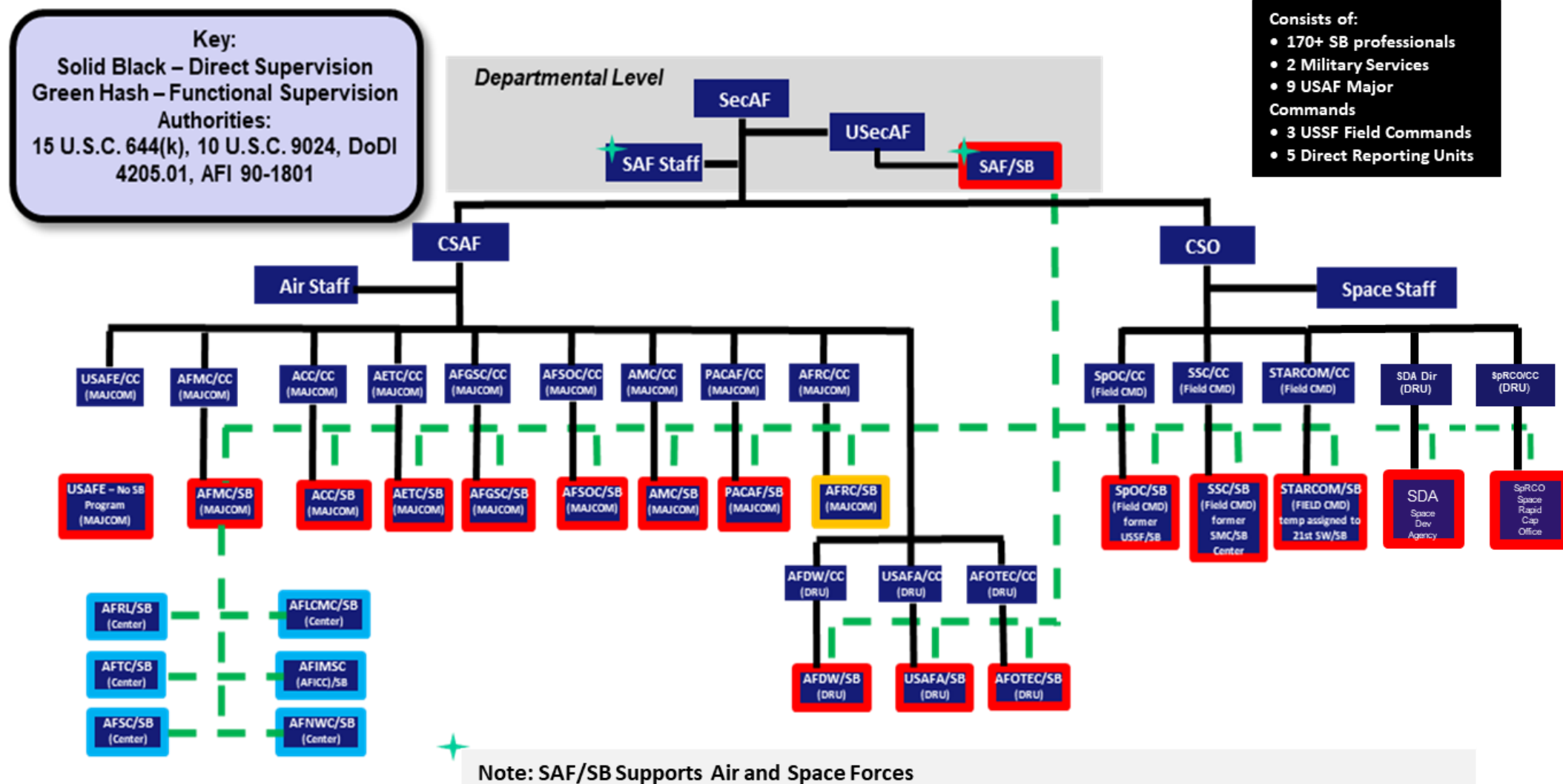


Data provided by SAF/SB Exec Admin and is current as of 12 Nov 24

One Team, One Fight!



DAF Small Business Programs Coverage Across USAF & USSF





What We Do: SAF/SB's Mission Responsibilities



<https://uscode.house.gov> / From 15 U.S.C. § 644(k) (3) through (21)



Senate Armed Services Committee

Subcommittee on Readiness 22 Mar 2023

- Farooq A. Mitha and small business directors from the Army, Navy and Air Force told lawmakers about the barriers small businesses face when trying to work with the department, tools the department uses to increase small business participation, and DOD's recently released small business strategy.
- "Small businesses make up 99% of all businesses in the United States and are a critical contributor to our national security," Mitha said. "Last fiscal year, the department spent \$85.2 billion on small business prime contracts, and nearly 25% of the department's prime contracts go to small businesses."
- "We risk losing mission-critical domestic capabilities, innovation and strong supply chains. To respond to this, the department is working to strengthen our small business supply chains, increase competition and attract new entrants."
- The new DoD SB Strategy "calls for, among other things, the establishment of a small business integration group, the implementation of a common training curriculum for small business professionals in the acquisition workforce, and streamlining points of entry into the defense marketplace."



U.S. Department of Defense

SOURCE: <https://www.defense.gov/News/News-Stories/Article/Article/3339784/dod-increases-efforts-to-bring-small-businesses-into-defense-industrial-base/>



Unprecedented Emphasis on Small Business

POTUS

EO 13985

EO 14017

EO 14091

President's Mgt
Agenda

CONGRESS

10 USC

15 USC

2 Committees,
1 Subcommittee

SASC Hearings

NDAA goaling
increases

SBA, OMB

SBA Annual
Goaling
Guidance

OMB Memos

DoD

Equity Action
Plan

Small Business
Strategy

Defense
Industrial Base
Strategy

DAF

Strategies to
Achieve SDB
Max use of 8(a)s
Memo to PEOs
SecAF Small Bus
Contracting
SB Participation
in MACs
More!



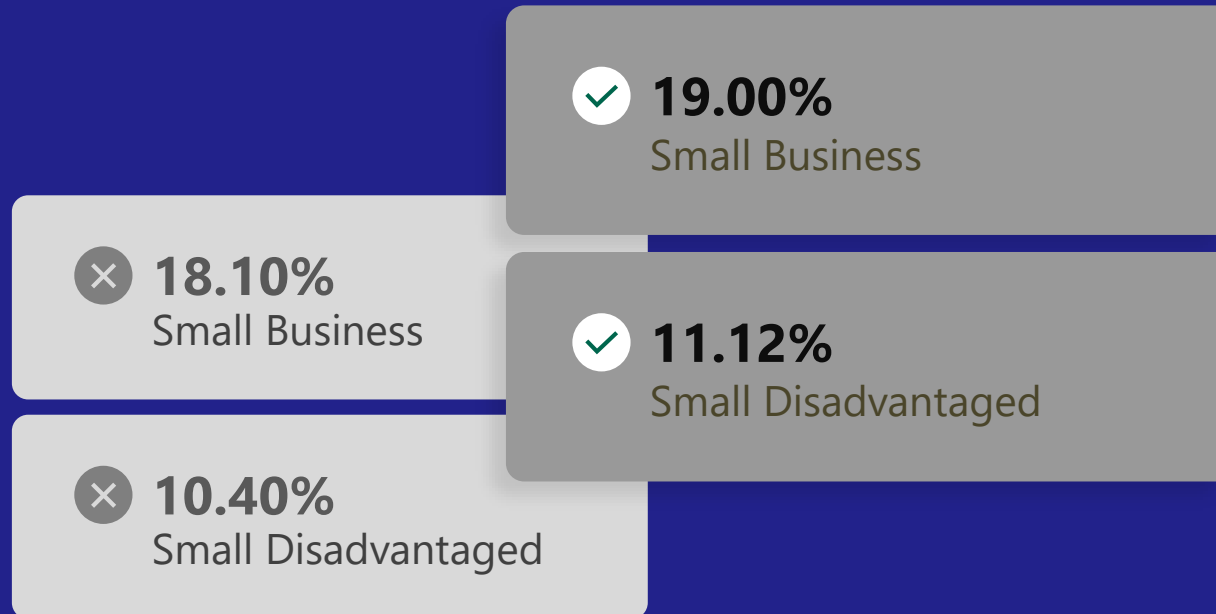
POTUS Executive Orders (EOs)

- **EO 13985** rel 20 Jan 21 – *Advancing Racial Equity and Support for Underserved Communities Through the Federal Government*
 - Agencies to work to make contracting opportunities more readily available to all eligible firms and to remove barriers faced by underserved individuals and communities.
 - As follow-up, 1 Jun 21 POTUS announced bold new goal: increasing share of contracts going to SDBs by 50% by 2025 – an unprecedented target projected to translate to additional \$100B to SDBs over 5 years.
- **EO 14017** rel 24 Feb 21 – *America's Supply Chains*
 - Directs whole-of-government approach to assessing vulnerabilities in, and strengthening the resilience of, America's critical supply chains to promote economic & national security, and good-paying jobs at home.
 - In Feb 22, DoD released "Securing Defense-Critical Supply Chains," an action plan developed in response to the EO. The plan contains major Small Business provisions.
- **EO 14091** rel 1 Feb 23 – *Further Advancing Racial Equity and Support for Underserved Communities Through the Federal Government*
 - Government-wide goal for Federal procurement dollars awarded to small business concerns owned and controlled by socially & economically disadvantaged individuals (SDBs) SHALL be 15 percent in FY25.
 - Further, agencies SHALL undertake efforts to increase contracting opportunities for all other small business concerns as described in the Small Business Act (15 U.S.C. Chapter 14A).



Small Business Goals Comparison FY23-24

**DoD OSBP
levied FY23**



**DoD OSBP
levied FY24**

In Addition, Legislative P.L. 118-31, the National Defense Authorization Act for FY24, increased the SDVOSB goal from 3% to 5%.



DAF Small Business Performance Metrics / Goals

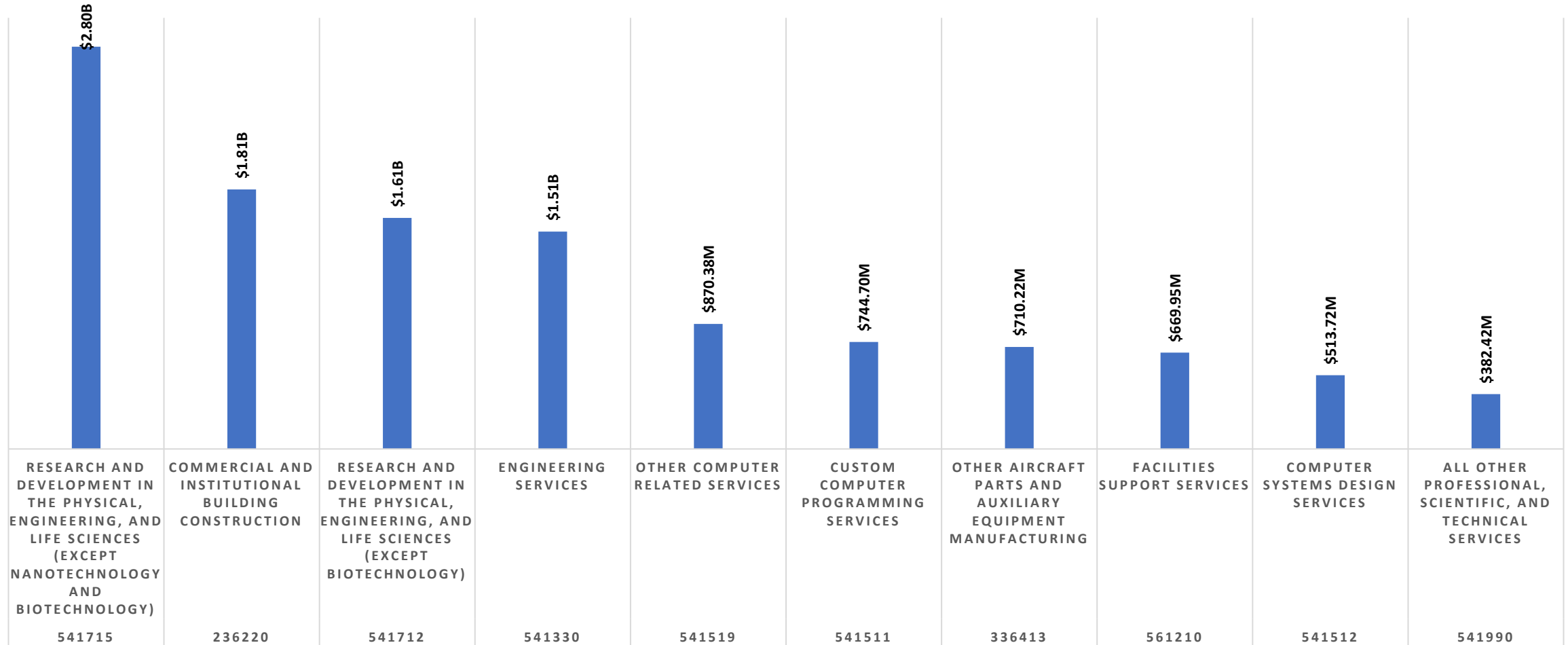
FY	Total \$s	SB \$s	Overall SB	SAT	SDB	SDVOSB	WOSB	HUBZ
FY20 Final	\$63.73B	\$14.62B	22.94%	77.45%	8.84%	3.41%	3.66%	1.72%
FY20 Goals			19.86%	68.50%	5.00%	2.60%	3.50%	1.20%
FY21 Final	\$69.36B	\$15.22B	21.95%	75.98%	9.00%	3.18%	3.48%	1.50%
FY21 Goals			19.86%	68.50%	5.00%	2.60%	3.50%	1.20%
FY22 Final	\$68.04B	\$15.57B	22.89%	78.20%	10.18%	3.43%	4.03%	1.82%
FY22 Goals			18.10%	68.50%	9.58%	2.60%	3.50%	1.20%
FY23 FINAL	\$80.39B	\$16.85B	20.96%	79.23%	9.14%	3.08%	3.34%	1.76%
FY23 Goals			18.10%	68.50%	10.40%	3.00%	3.60%	1.30%
FY24 YTD	\$81.36B	\$17.85B	21.93%	80.74%	9.99%	3.29%	3.57%	1.65%
FY24 Goals			19.00%	68.50%	11.12%	3.00%	3.60%	1.30%

*Data source: "Small Business Achievements by Awarding Organization" Oct Preliminary EOY report from FPDS-NG via SAM.gov

One Team, One Fight!

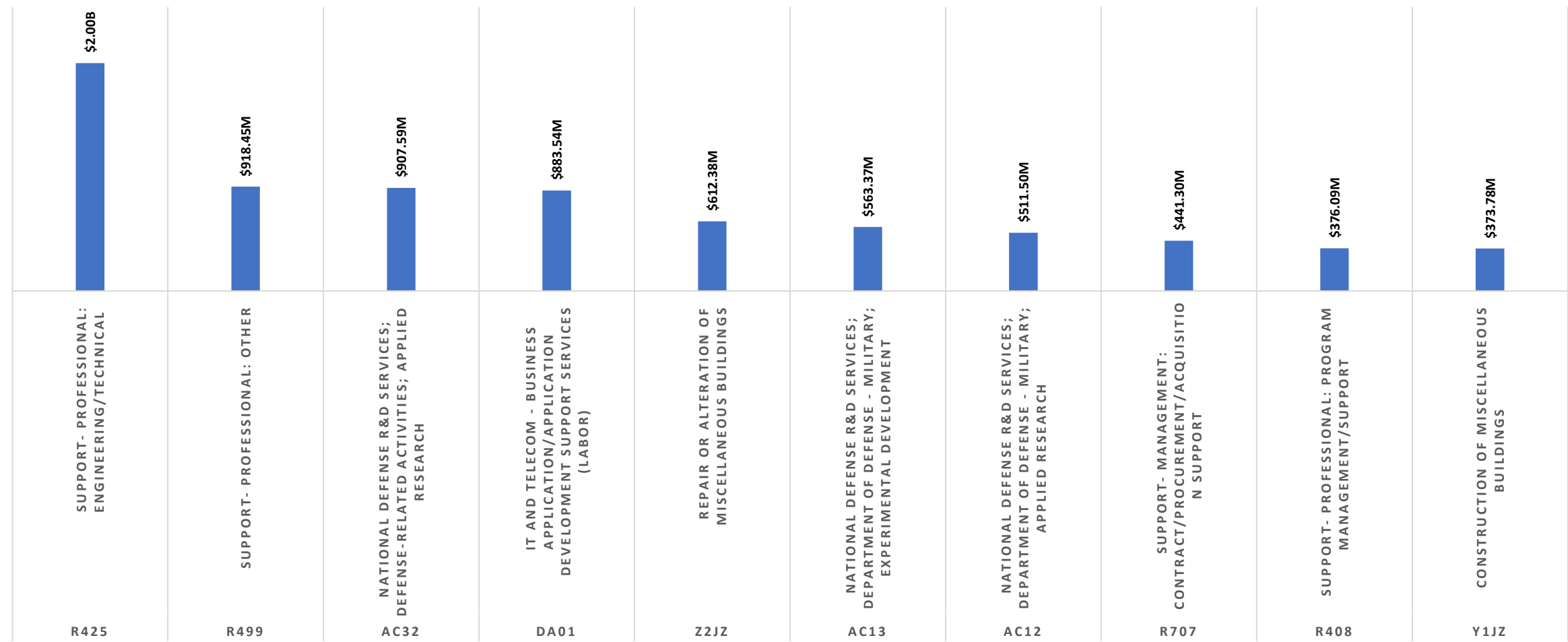


FY24 SB Overall Top Ten NAICS





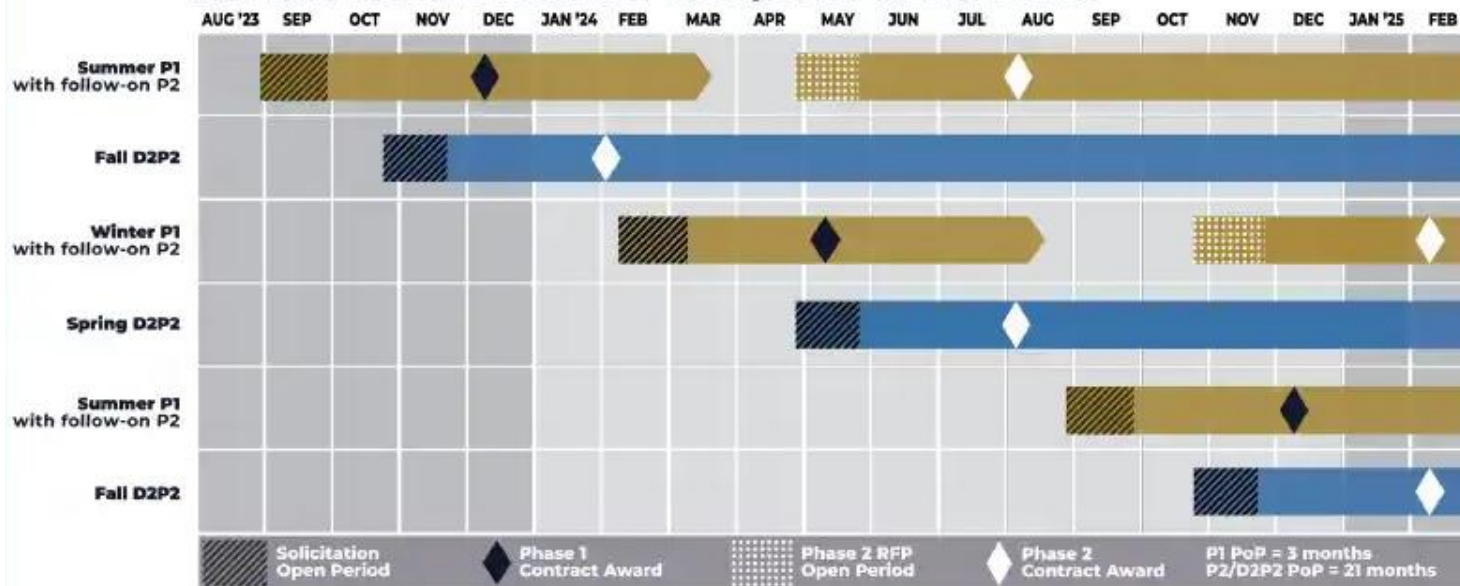
FY24 SB Overall Top Ten PSCs





Small Business Innovation Research Small Business Technology Transition (SBIR/STTR)

ANNUAL CYCLE FOR DAF SBIR/STTR OPEN TOPIC



NOTE: Dates are subject to change.



Visit our website at AFWERX.com
and social media channels:



Open Topic Limits

Phase I Feasibility Study

- Up to \$75K per award (SBIR)
- Up to \$110K per award (STTR)
- 3 month period of performance
- ~700 awards per year

Phase II Prototyping

- Up to \$1.25M per award (SBIR)
- Up to \$1.8M per award (STTR)
- Up to 21 month period of performance
- ~350 awards per year

Phase I releases include SBIR and STTR.

D2P2 releases are SBIR only.



Mentor-Protégé Program (MPP)

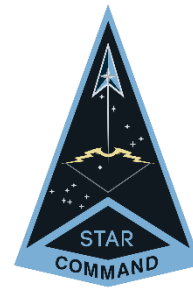
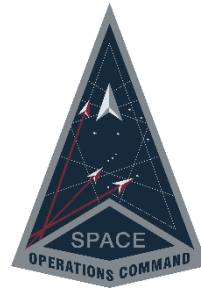
Mentor Protégé provides incentives for eligible companies (Mentors) to furnish eligible SBs (Proteges) with developmental assistance designed to enhance the capabilities of the SBs to perform as supplies under DoD contracts and subcontracts, other Federal Government contracts, and commercial contracts.

- **Significant changes were made to the program in the FY23 NDAA**
 - **DoD Mentor Protégé was made permanent**
 - **Codification of the program – 10 USC 4902**
 - **Lowered threshold for Mentor eligibility from \$100M to \$25M in prior year activity**
 - **Initial maximum agreement length changed from 2 to 3 years**
 - **Established the “Protégé Technical Reimbursement Pilot Program”**
- **Mentor Protégé contact: David.Sikora.2@us.af.mil**

<https://www.airforcesmallbiz.af.mil/Support-Programs/MENTOR-PROTEGE-Program/>



Know Your Target Market





How to do Business with the Department of the Air Force

1

Identify Your Product or Service

- Federal Supply Class or Service codes
<https://psctool.us/>
- North American Industry Classification System (NAICS) codes <http://www.census.gov/naics>
- Prepare a printed and electronic Capability Statement

2

Register Your Business

- Obtain a Unique Entity ID (UEI) . UEI is now assigned to entities when they register with SAM
- Register with the System for Award Management (SAM) www.sam.gov OR call 1-866-606-8220

3

Prepare to Market Your Business to the Department of the Air Force (USAF and USSF)

www.airforcesmallbiz.af.mil/Small-Business/Majcoms-Others-NAICS-Codes/

Review our Web Site

www.airforcesmallbiz.af.mil/

Locate a Small Business Professional

www.airforcesmallbiz.af.mil/Small-Business/Locate-Professional/

- Explore Subcontracting Opportunities
- Understand Government Contracting



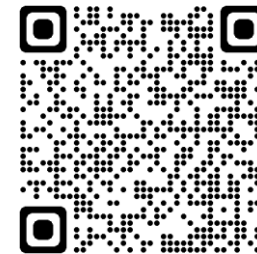
Use Available Resources

Counseling | Financial Assistance | Certifications | Training



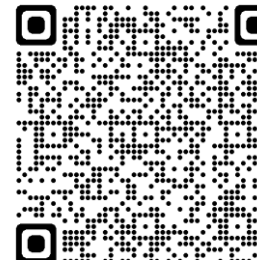
U.S. Small Business
Administration

SCORE[®]
Counselors to America's Small Business



APEX
ACCELERATORS


Small Business
Development Center

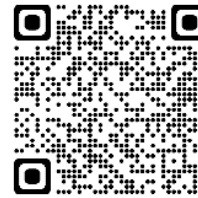




For More Information on DAF Small Business



**Facebook.com/
airforcesmallbiz**



**Linkedin.com/company/
airforcesmallbiz**

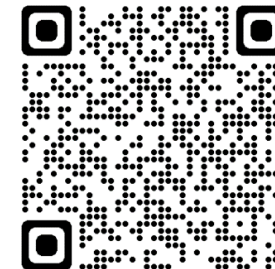


**X Formerly/Twitter.com/
AFSmallBiz**

DAF SB Website: www.airforcesmallbiz.af.mil

Contact Email: SAF.SB.workflow@us.af.mil

SBIR/STTR: www.sbir.gov/about



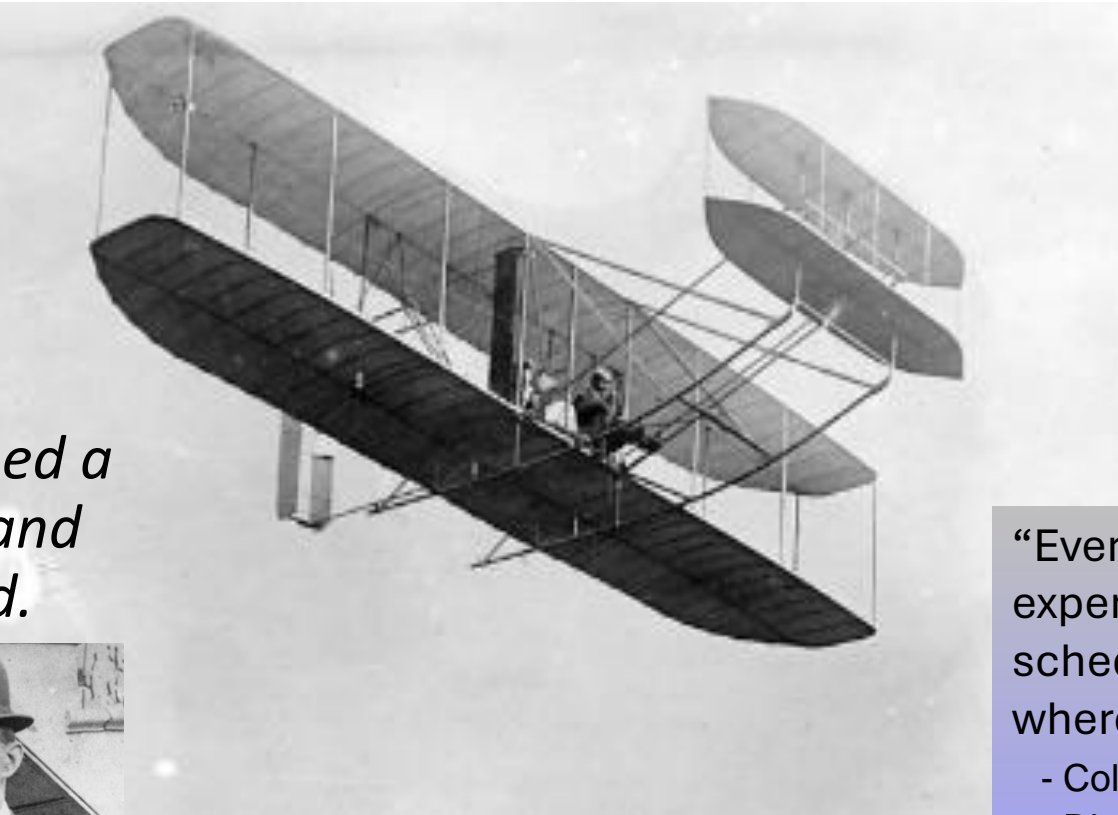


The Department of the Air Force Born from Change and Innovation

The Wright brothers
flew right through
the smoke screen of
impossibility.

Charles Kettering

*Two Brothers owned a
Small Business ... and
changed the world.*



“Every program the Space RCO has is experiencing some level of cost, schedule, performance issues...except where the prime is a Small Business.”

- Col Owen Stephens, USSF

Director of Contracting and Small Business
Space Rapid Capabilities Office (May 2024)



U.S. AIR FORCE

Department of the Air Force Office of Small Business Programs

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MAXIMIZE SMALL BUSINESS OPPORTUNITIES
FOR AIR AND SPACE OPERATIONS.



USSF



Your Questions?