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Mission and Installation Contracting Command



Small Business Programs

Sandy Spiess

Small Business Programs

sandra.k.spiess.civ@mail.mil

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MICC Small Business: Leadership from the Top



***"If we want to keep America moving forward, we need to keep investing in our small businesses."
-- President Barack Obama***





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MICC Small Business: Leadership from the Top



***"Small businesses not only lead the Nation in innovation, they are also proven drivers of competition and incubators for business growth."
-- Secretary of Defense Leon Panetta***





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MICC Small Business: Leadership from the Top



"Promoting opportunities for small businesses to win contracts is a top command priority."

MICC Commanding General Kirk F. Vollmecke, 7 MAY 2012



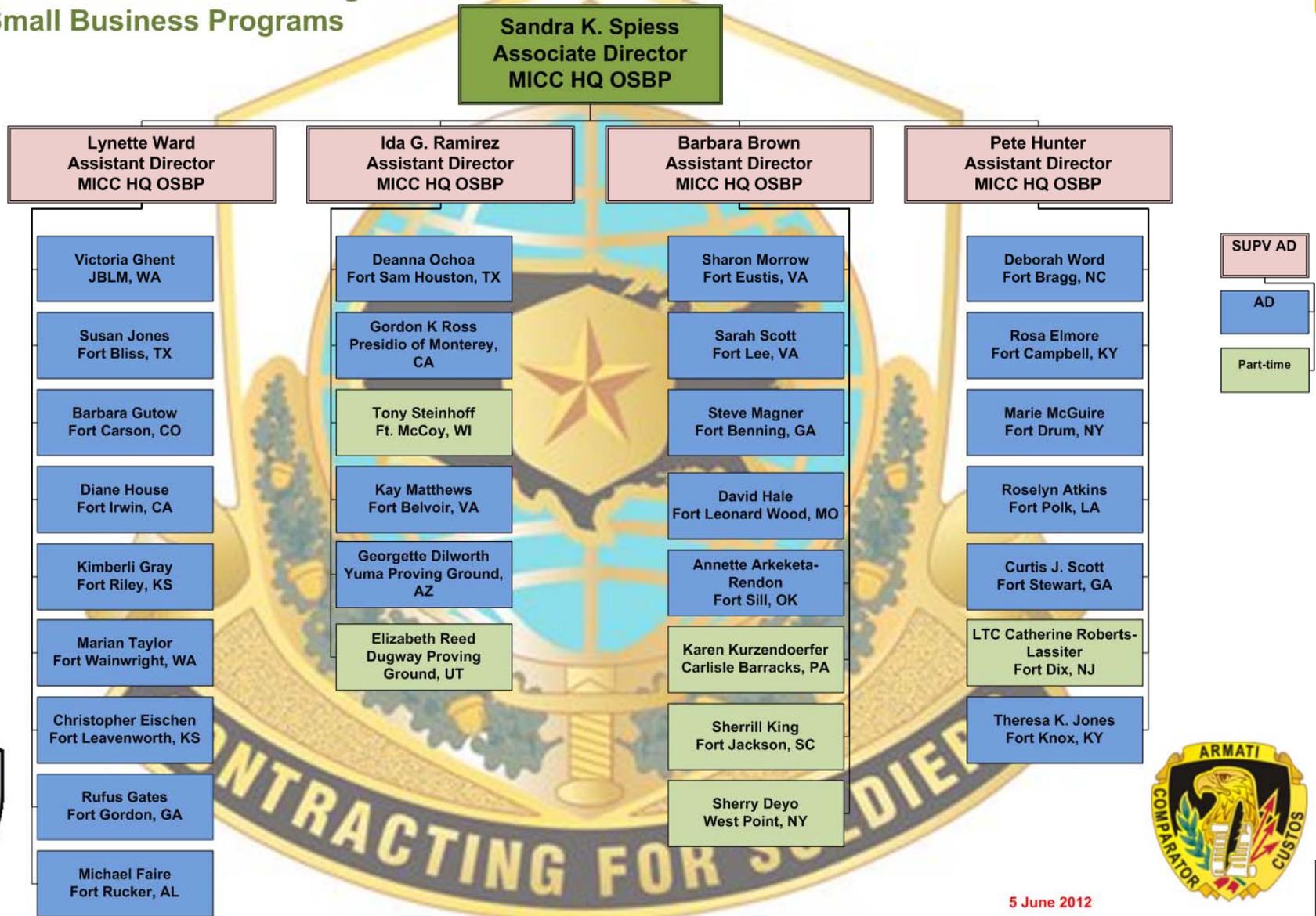


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Small Business Programs: Who we are



Mission and Installation Contracting Command Office of Small Business Programs





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Small Business Programs: Contact Us



<http://www.acc.army.mil/micc/contact-sbo.asp>

Mission and Installation Contracting Command

Search ARMY.MIL

ARMY.MIL > AMC > Army Contracting Command > Mission & Installation Contracting Command

CONTACT MICC SMALL BUSINESS SPECIALIST

Please fill out all of the following fields:

Your Name: *Tell us your name.*

Your Email: *Enter your email address.*

Subject of this request: *Subject of this request.*

Small Business Office Location: Select one...

Questions or Comments:

MISSION AND INSTALLATION CONTRACTING COMMAND (MICC)

- HOME
- LEADERSHIP
- ABOUT US
- OFFICE OF SMALL BUSINESS PROGRAMS
- CONTRACTING OFFICES
- BUSINESS OPPORTUNITIES
- REGULATIONS & POLICIES
- INDUSTRY OUTREACH PROGRAM
- NEWS ARCHIVES
- CAREER OPPORTUNITIES
- RELATED LINKS
- OTHER COMMANDS
- ARMY CONTRACTING





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A SMALL BUSINESS IS...



A concern that is organized for profit;



Has a place of business in the U.S.;



Operates primarily within the U.S. or makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor;



Is independently owned and operated; AND



Is not dominant in its field on a national basis.





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A SMALL BUSINESS IS...



Small in its industry

NAICS Codes	NAICS U.S. industry title	Size standards in millions of dollars	Size standards in number of employees
311230	Breakfast Cereal Manufacturing		1,000
311311	Sugarcane Mills		500
311312	Cane Sugar Refining		750

400 employees and operates in all three industries. (S, S, S)

600 employees and operates in all three industries. (S, L, S)

800 employees and operates in all three industries. (S, L, L)

1,001 employees and operates in all three industries. (L, L, L)





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MICC PROCUREMENT FORECAST

The MICC Advanced Acquisition Plan is:

-  **A forecasting tool targeted to both industry and government**
-  **A snapshot of existing and planned contracting actions for next fiscal year and beyond**
-  **Updated Yearly**
-  **Current as of 7 May 2012**



<http://www.acc.army.mil/micc/AdvancedAcquisitionPlan.xls>



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How Do I Find Army Contract Opportunities?

Identify current contract opportunities in your industry by checking the Governmentwide Point of Entry (GPE) at:

<https://www.fbo.gov/>

The GPE is the exclusive source for notices of proposed contract actions over \$25,000.

(FINAL RULE, 01 OCTOBER 2003, 68 FR 56676)



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How Do I Find Army Contract Opportunities under \$25,000?

AFARS 5104.502 (S-90) “All contracting offices will post ***all solicitations*** to the Army Single Face to Industry (ASFI) Acquisition Business website.”



<https://acquisition.army.mil/asfi/>



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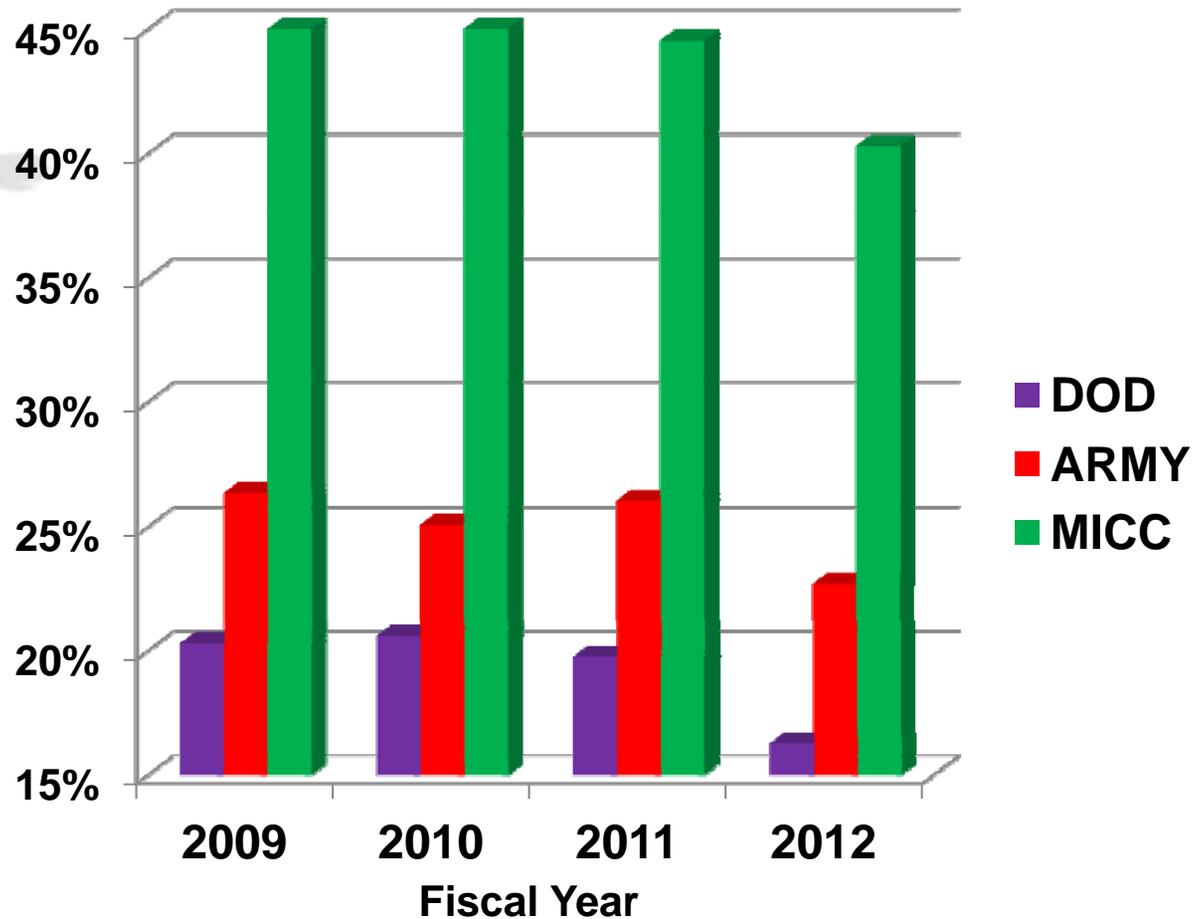
MICC Small Business Programs



Leading the pack

In each year since its stand-up, the Mission and Installation Contracting Command has contributed to DoD Small Business percentages.

MICC Small Business Achievements Compared (FY09-FY12 YTD)





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SUCCESS – FY11 SDVOSB



The commitment of the Mission and Installation Contracting Command was instrumental in the Army surpassing the SDVOSB goal for the first time.

Army Surpasses 3% Contracting Goal for Veteran-Owned Small Businesses

We are pleased to announce that in FY11, the Army surpassed the statutory goal for contracts with Service-Disabled Veteran-Owned Small Businesses (SDVO/SB). Total contracts awarded to these businesses exceeded \$3.17 Billion, or 3.5% of total Army procurement dollars.

We want to recognize the hard work and commitment of our Army acquisition team and small business community for making this happen. They identified appropriate opportunities and organized numerous outreach events, training sessions and one-on-one meetings with Veteran entrepreneurs. Particular recognition goes to the Army Office of Small Business Programs for working with our DoD and interagency partners, creating the SDVO/SB web portal, and developing innovative training and communications solutions.

The SDVO/SB Program was established under the Veterans Entrepreneurship and Small Business Development Act. Expanding opportunities for our Veterans helps them succeed in this difficult economic time. We look forward to building on this success and finding new ways to assist those who have served this Nation and now continue in the private sector to contribute to the Army's mission.

The Army is equally committed to playing a prominent role in helping to reduce the Veteran unemployment rate by assisting returning Soldiers and Veterans find suitable employment within the Army and the Federal Government. This will be done through a process of enhanced recruitment efforts and promotion of employment opportunities for Veterans. Army Strong!

GOAL: 3%

ARMY: 3.5%

MICC: 7.4%



Raymond F. Chandler III
Sergeant Major of the Army

Raymond T. Odierno
General, United States Army
Chief of Staff

John M. McHugh
Secretary of the Army



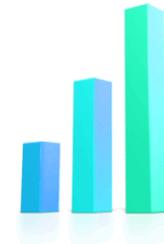
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2012 MICC Small Business Goals

 Small Business **47%**

 Small Disadvantaged Business **24%**



 Service-Disabled Veteran-Owned SB **10%**

 Woman-Owned Small Business **6%**

 HUBZone Small Business **10%**

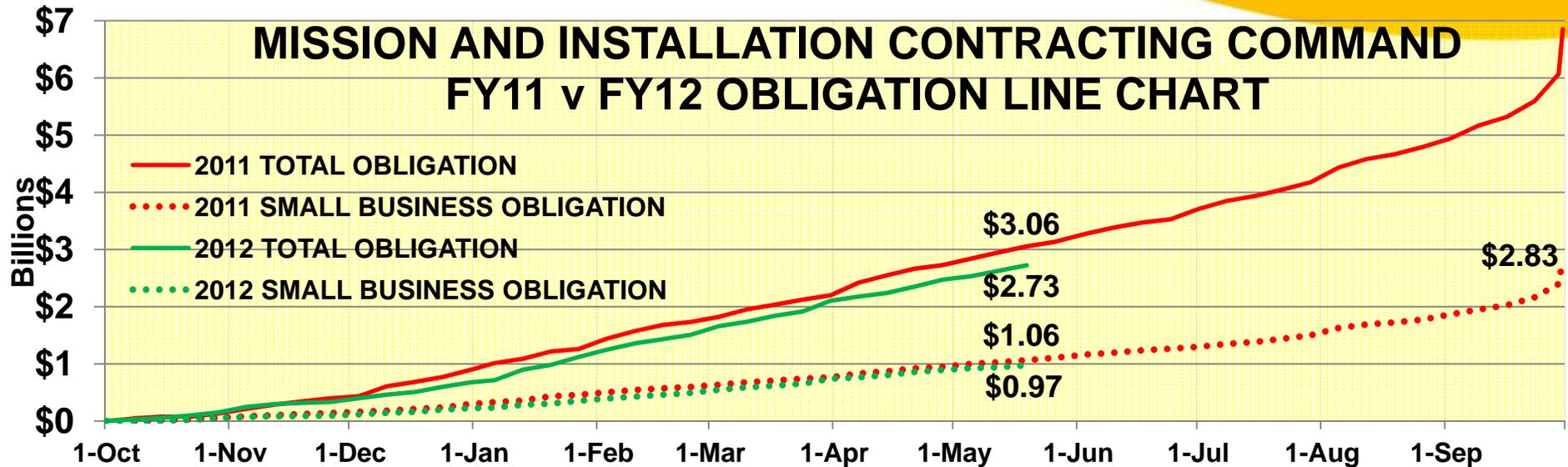




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Fiscal 2012 in perspective



 Roughly 2/3rd of the Fiscal 2012 MICCC Small Business spend **remains to be spent** in the months of June, July, August, and September.





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2012 Small Business Changes and Challenges

-  **January 13** -- The President announced that Karen Mills, the head of the U.S. Small Business Administration, would be elevated to a cabinet-level position.
-  **March 2** -- Final Rule on the Women-Owned Small Business Program.
-  **April 3** – Assistant Secretary of the Army, Ms. Heidi Shyu, issued a memorandum increasing AMC's SB goal from 18.5% to 20.02%.
-  **May 10** – Dr. Carol Lowman, Army Contracting Command Executive Director raises MICC Small Business Goal by .5% **(In \$, roughly \$32.5m)**
-  **May 18** -- HR4310, the National Defense Authorization Act for Fiscal Year 2013, passed the House. Includes dramatic reforms to goaling exclusions and an increase in the Small Business Goal's statutory floor from 23% to 25%.





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Helpful hints for Small Businesses

- Routinely acquaint agencies with the company's capabilities
- Build dialogue with technical requirements personnel
- Attend acquisition conferences, industry days and other outreach events
- Respond to Sources Sought or RFIs. These notices often form the basis for small business set aside decisions.
- If you see a posted opportunity you think should be set-aside, contact the contracting officer and small business specialist directly.
- Consider teaming





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