

## **AFCEC Small Business Talking Points (Updated August 2014)**

- Small businesses are responsive, innovative and flexible in ways that simply can't be matched by big companies.
- Almost all source selections are either 100 percent small business set-aside or have partial set-asides. AFCEC's partnerships with small businesses have helped the agency find solutions for Airmen that cannot be realized through any other means in the marketplace.
- In this economic climate, we must build stronger ties with small businesses as we work together to achieve efficiencies that enable us to better sustain our installations and support our warfighters.
- AFCEC is devoted to creating and delivering strategies that bring innovative, agile and efficient small business solutions to our customers. We are striving to reach beyond government-mandated statistical goals to make small business our solution of choice as we move the agency to full operating capability.
  - In fiscal year 2013, the Air Force's small business program goal was 22.5 percent for prime contracting. AFCEC shattered those goals by obligating 37.4 percent for San Antonio operations and 31.5 percent for Tyndall AFB-based missions.
  - As of 30 June 2014, AFCEC San Antonio operations has obligated 48.7 percent and Tyndall AFB operations has obligated 49.3 percent to small business prime contractors
- AFCEC is committed to our small business partners
  - A&E source selections are broken into regional and worldwide for design and construction.
    - Regional A&E source selections are 100 percent small business set-aside.
    - For environmental services, the majority of the contract awards will be under the 100 percent small business set-aside competition. Additionally, task order awards will first look at this set of contractors for award.
  - Environmental services regional contracts are expected to be 100 percent small business set-asides, as they come on board
  - Performance based remediation contract awards have been small business friendly
    - In FY11, 8 of 14 awards went to small businesses = total dollars \$190M or 56%
    - In FY12, 9 of 16 awards went to small businesses = total dollars \$254M or 55%
    - In FY13, 6 of 8 projects were small business set-asides = total dollars \$139M or 75%
- In June, AFCEC stood up the Enterprise Procurement Division under the Planning and Integration Directorate to achieve consistency and standardization across the organization. The standardization will support small business programs and goals through better planning and communication about business opportunities.
- We are focused on small business throughout the acquisition process. The Air Force Installation Contracting Agency (AFICA) San Antonio Small Business Programs Office is involved in all source selections from the beginning of the acquisition. Additionally, a small business specialist is an active member on each source selection board and evaluates small business volume submittals.
- Our GEITA11 (Global Engineering Integration and Technical Assistance) contract, a 100% Small Business Set-Aside, was awarded to 11 contractors with a value of \$950M
  - The contracts seek management and professional services, studies, analyses and evaluations; and engineering and technical expertise to assist AFCEC in accomplishing requirements of the Air Force Civil Engineer mission ... seamlessly ... worldwide.

### **Key resource information:**

- Regulations frequently change and the Small Business Administration makes numerous changes throughout the year. It's critical that small businesses stay informed by going to the SBA website and registering for email notifications of regulation changes.

- All upcoming acquisitions are posted on the Federal Business Opportunities (FedBizOpps) website ([www.fbo.gov](http://www.fbo.gov)) and the AFCEC website under “Business Opportunities.”
  - All of AFCEC’s full and open competition contracts have very tight subcontracting plans. The list of prime contractors can be found on the AFCEC webpage under “Business Opportunities” and then under “Current AFCEC Contracts.”
  - Small businesses should market themselves to these large businesses by contacting the Small Business Liaison Officer (SBLO) for each of these firms.
  - For a listing of SBLOs, small businesses may contact the AFICA Small Business Office located here in San Antonio at (210) 395-8907 or email [afica.sbjbsa@us.af.mil](mailto:afica.sbjbsa@us.af.mil)
- Several agencies offer websites with a lot of helpful information about how to get started and what to do to get into federal contracting.
  - U.S. Small Business Administration, [www.sba.gov](http://www.sba.gov)
  - Air Force Small Business website, [airforcesmallbiz.org](http://airforcesmallbiz.org)
    - Includes link to find the small business specialist for each Air Force base.
  - Procurement Technical Assistance Center, [www.aptac-us.org/new](http://www.aptac-us.org/new)
    - Free resource for small businesses on working with local, state and federal contracting activities.
    - Most states have one but if yours does not just contact the office closest to you.

**From U.S. Small Business Administration:**

- The hard work, dedication and sacrifice of America’s 28 million small business owners drive job creation and innovation across the economy.
- Small businesses are responsible for creating two out of three net new private sector jobs in our communities.
- The U.S. government is the largest single purchaser of goods and services in the world, buying everything from armored tanks to paper clips. Every year, the federal government awards more than \$500 billion in contracts, and a significant share of those contracts are specifically allotted to small businesses.
- The SBA works with agencies to award at least 23 percent of all prime government contracts to small businesses, with specific statutory goals for small disadvantaged businesses (SDB), businesses that are women-owned (WOSB) or service-disabled veteran-owned (SDVOSB), and businesses that are located in historically underutilized business zones (HUBZone).
- The SBA ensures that small businesses have access to long-lasting development opportunities, which means working with small businesses to help them stay competitive, as well as encouraging federal agencies to award more contracts to small businesses.
- The SBA-Certified Programs were created to assist specific businesses in securing federal contracts and therefore can only be issued by SBA administrators. For the Self-Certified Programs, you can determine for yourself if your business meets the requirements by referring to the Federal Acquisition Regulation (FAR).
- Just as Congress has given federal agencies a goal of procuring 23 percent of federal contracts from small businesses, so too must federal agencies meet specific contracting goals for other categories of small firms. These goals are:
  - 23 percent of contracts for Small Businesses
  - 5 percent of contracts to Small Disadvantaged Businesses
  - 5 percent to Women-Owned Small Businesses
  - 3 percent to Service-Disabled Veteran-Owned Small Businesses
  - 3 percent to HUBZone Small Businesses