

Headquarters Air Combat Command

SAME Conference ***18 Apr 11***



Becky Carpenter
Air Combat Command
Director of Small Business

This Briefing is:
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Who we are

- **Air Combat Command**
 - **Currently have 13 installations (Including Langley)**
- **Located at Langley AFB**
 - **Not NASA**
- **3 contracting offices at Langley**
 - **HQ**
 - **AMIC**
 - **633rd**
- **Awarded \$3.4B in FY 10**
 - **\$985M to small business**



Who we are (con't)

- **633rd Contracting Squadron (Joint Based w/Eustis)**
 - **previously known as 1st CONS, or base contracting**
- **Provides base support to Langley and to Ft Eustis**
 - **Examples**
 - **Services to include:**
 - **Dining Facility, Grounds Maintenance, janitorial, etc**
 - **Supplies to include:**
 - **Office supplies, hardware, software, etc.**
 - **Construction**
 - **Anything needed to run the installations**



Acquisition Mgmt & Integration Center (AMIC)

Mission *Provide strategic acquisition facilitation, integration, and management for Air Combat Command, U.S. government agencies, and allies through integrated program management and contracting support that produce mission-focused solutions while meeting contingency challenges*

- **Unique SPO environment for services acquisitions – integrated contracting, program management, functional, and quality assurance personnel**
- **Manage 14 contracted programs internal to AMIC**
 - **Responsible for >35 major sites in U.S. and 11 countries**
 - **Accountable for program investment/assets exceeding \$3.5B**
- **AMIC Total Active Contract Portfolio exceeds \$5B**
 - **In FY, total obligations executed exceeded \$550M**
 - **COMACC lead for AFPEO/CM level acquisitions**
- **For complex acquisitions (\$100M+), multi-location/multi-national, “umbrella type” requirements, A-76s (300+ FTEs), provide acquisition/post-award management consulting services**



UPDATE CCR

- *******Update Your SB Information on CCR *******
- **Make sure the information is accurate and detailed.**
- **E-mail address listed**
- **Keywords of any special knowledge or equipment.**
- **Past performance information of Federal, State, local government contracts and prime contractor subcontracts.**



WORK WITH PTAC

- **Get Help from the PTAC system**
 - **Contact your nearest Procurement Technical Assistance Center,**
<http://www.dla.mil/db/procurem.htm>
 - **Native American PTACs are listed at http://www.aptac-us.org/new/Govt_Contracting/find.php**
- **They are in the business of finding contracting opportunities (prime and sub)**
 - **Federal, State, and local level**
 - **Business opportunities**
 - **Assist you in understanding the federal marketplace**
 - **Contacts with large prime subcontractors**
 - **Well worth your time**



WHO BUYS WHAT WHERE

- **Learn who buys the product or service you sell**
- **It's possible we buy it either from one of our contracts or through GSA schedules**
 - **Contact the associated SBS and find out how and who they currently buy from**
 - **If it is done by ABILITYONE (NISH handicap workshop or a NIB contractor); these are required sources so they would not be available to the public**
 - **If it is a service, it is likely on a 5 year contact; ask when the current contact will expire and when they are going to solicit**



FOLLOW THE MONEY

- **The buyer is not always the only person you need to talk to. You may need to do some inquiries to see who the requestor is and talk to that person.**
- **“Old Fashioned Selling”**
 - **Work all the connections and methods you know to find out who the person is with the budget**
 - **Small Business office does not know until the requirement hits their desk**
 - **New or technical requirements, most times the buyer does not know until the purchase request is sent. Follow the money and research**



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U.S. AIR FORCE SMALL BUSINESS
INNOVATION, EFFICIENCY & AGILITY
TO WORK IN SUPPORT OF THE AIR FORCE MISSION

FOR GOVERNMENT LEADERSHIP | FOR INDUSTRY | FOR THE ACQUISITION COMMUNITY | FOR MEDIA

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BEYOND GOALS

"Beyond Goals" is a strategy to bring the innovation, agility and efficiency of small businesses to the mission of the Air Force to fly, fight and win ... in air, space and cyberspace.

Beyond Goals pushes past percentages to ensure the Warfighter's access to a comprehensive set of capabilities in support of Air Force priorities.

LEARN MORE ABOUT AIR FORCE SMALL BUSINESS

SPOTLIGHT

Predators knock at Gates with help from Small Business
April 26, 2009
CLICK FOR MORE INFO

NEWS

April 26, 2009
Visitors get the government low-down

April 9, 2009
AF officials spread word about innovation

April 9, 2009
AF officials look at bigger role for small business

March 26, 2009
Conference enlightens small business owners

March 20, 2009
Contract Management: Beyond Goals

February 3, 2009
Editor's Perspective, February 2009

Current Statistics for Air Force Small Business

CHECK CURRENT STATISTICS

Locate a Small Business Specialist

Use the Air Force Office of Small Business Programs Locator to find the right Small Business Specialist for your opportunity.

CLICK TO START SEARCH

Contract Opportunities

Search the Long Range Acquisition Estimate (LRAC) database to identify upcoming opportunities from the U.S. Air Force.

CLICK TO START SEARCH

Outreach Events

May 2009

Event	Location	Date
Small Business Programs	San Diego	October 1
Support Programs	San Diego	October 1
Air Force Small Business in the News	San Diego	October 1
Outreach Events	San Diego	October 1
Contact Us	San Diego	October 1

Contract Opportunities

Contract Title	Agency	Value	Category
Small Business Programs	Small Business Programs	\$1,000,000 to \$1,000,000	Small Business Programs
Support Programs	Support Programs	\$100,000,000 to \$1,000,000,000	Support Programs
Air Force Small Business in the News	Air Force Small Business in the News	\$10,000,000 to \$100,000,000	Air Force Small Business in the News
Outreach Events	Outreach Events	\$10,000,000 to \$10,000,000	Outreach Events



AirForceSmallBiz.Org

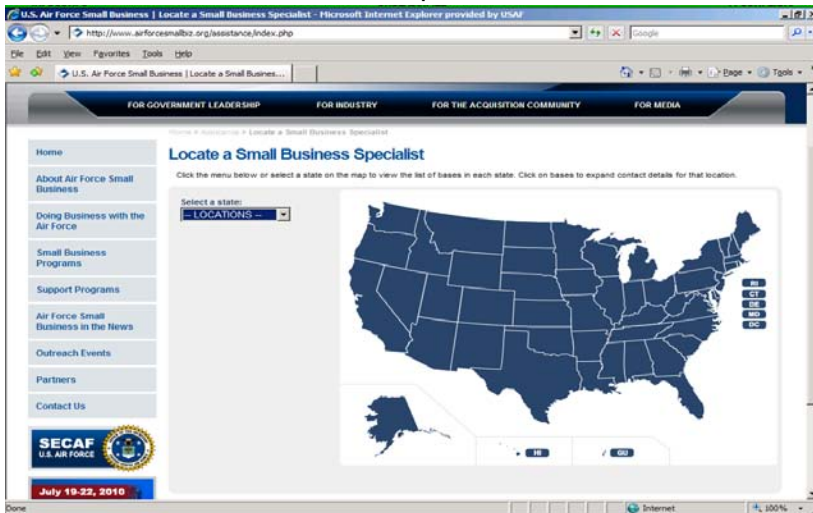
SB Specialist Locator & LRAE



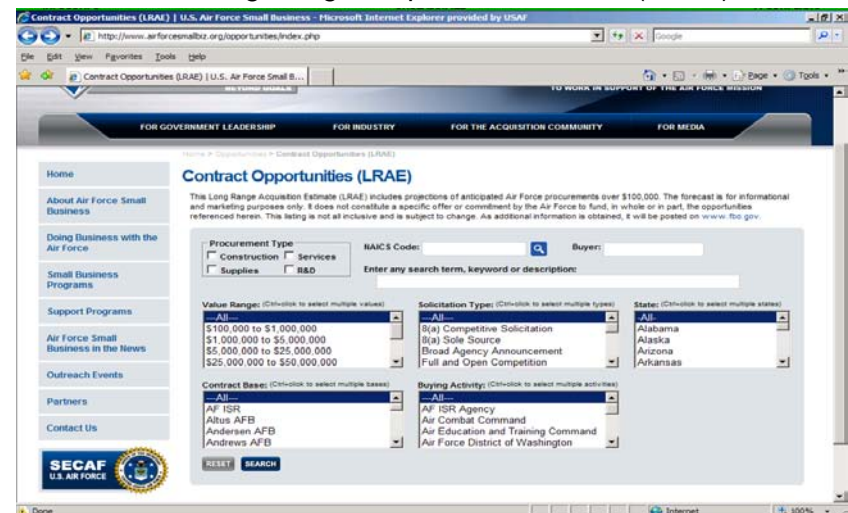
Small Business Specialist Locator

Long Range Acquisition Estimate

Small Business Specialist Locator



Long Range Acquisition Estimate (LRAE)





LONG RANGE ACQUISITION ESTIMATE

- **AF Long Range Acquisition Estimate includes projections of anticipated Air Force procurements over \$100,000.**
 - **The forecast is for informational and marketing purposes only and is located at <http://www.airforcesmallbiz.org/Opportunities/af-query.asp>**
 - **If you see a requirement you can perform, contact the person listed providing information about your company including capabilities, past performance, previous relevant contracts or experience, and any special requirements for the type of requirement listed such as security clearances or bonding**



Long Range Acquisition Estimate

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LRAE Query Results

Page 1 of 3 with 74 matching records found in this search.

[Excel Format \(74 records\)](#)

Buying Activity: Air Mobility Command
Activity: Pope AFB
State: NC
NAICS Code: 488111
Est RFP Date: 10/2008
Description: Transient Aircraft Services... [More](#)
[af-showrec.asp?ID=3142](#)

Buying Activity: Air Mobility Command
Activity: Scott AFB
State: IL
NAICS Code: 488111
Est RFP Date: 10/2006
Description: Transient Aircraft Services... [More](#)
[af-showrec.asp?ID=8352](#)

Buying Activity: Air Education and Training Command
Activity: 30
State: MS
NAICS Code: 488119
Est RFP Date: 04/2008
Description: Airfield management and transient aircraft services. Includes arrival services, ... [More](#)
[af-showrec.asp?ID=9076](#)

Today's strength
For tomorrow's Air Force

USAF
SMALL BUSINESS

Hot Items

- SB Learning Ctr
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- Outreach Pgm Ofc
- Programs
- Training
- User's Guide

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LRAE-Excel Spreadsheet

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D1 Activity

	D	E	F	G	H	I	J	K	L	M	N
1	Activity	State	IIAICS Code	Description	Value Range	Incumbent Sole/Source	Contract Number	Est RFP Date	Est Award Date	Solicitation Type	Point of Contact
2	Eielson AFB	AK	5E+05	Packing and crating services for Government personnel shipment of	Unknown at Time of	Golden North Van Lines, World	F65503-D-0003-0006	(10/2002)	(03/2003)	Small Business Set-Aside	Ms_Paula_Gibbs_paula.gibbs@eielson.af.mil
3	Eielson AFB	AK	5E+05	Transient Alert Services	\$1,000,000 to	Northern Management	F65503-98-C-0011	(10/2002)	(03/2003)	Small Business Set-Aside	Paula_Gibbs_paula.gibbs@eielson.af.mil
4	Tinker AFB	OK	5E+05	TRANSIENT ALERT SERVICES	\$1,000,000 to \$5,000,000	STERLING SERVICES INC	F34650-02-C-0042	(10/2010)	(09/2011)	Small Business Set-Aside	Cinde_Mittuch_cinde.mittuch@tinker.af.mil
5	Lackland AFB	TX	5E+05	Non-Personal Services to perform Transient Alert Aircraft Services at Lackland AFB Texas. Basic year with	\$5,000,000 to \$25,000,000	Transient Environmental Alert	F41650-98-D-0007	(07/2002)	(06/2003)	Small Business Set-Aside	Patricia_Wertz_patricia.wertz@lackland.af.mil
6	McConnell AFB	KS	48819	Transient Aircraft Maintenance	\$100,000 to \$1,000,000	T Square Logistics	F1461403C0001	(04/2007)	(09/2007)	Small Business Set-Aside	Ed_Harvell_ed.harvell@mcconnell.af.mil
7	Nellis AFB	NV	5E+05	Packing and Crating, Local Moves	\$100,000 to \$1,000,000	Ace World Wide Moving & Storage	F26600-00-D-V006	(01/2004)	(09/2004)	Small Business Set-Aside	Ms_Laurie_I_Banks_Laurie.Banks@nelis.af.mil
8	Langley AFB	VA	5E+05	Packing and Crating for Multiple Locations	\$100,000 to \$1,000,000	Kloke Movers	F4460099D90001	(04/2009)	(12/2009)	Small Business Set-Aside	Eddice_Hazen_eddice.hazen@langley.af.mil
9	Langley AFB	VA	5E+05	Packing and Crating for multiple locations	\$100,000 to \$1,000,000	Harrison's Moving and Storage	F4460099D9003	(04/2009)	(12/2009)	Small Business Set-Aside	Eddice_Hazen_eddice.hazen@langley.af.mil
10	Langley AFB	VA	5E+05	Packing and Crating for multiple locations	\$100,000 to \$1,000,000	Cook's Moving Service	F4460099D9002	(04/2009)	(12/2009)	Small Business Set-Aside	Eddice_Hazen_eddice.hazen@langley.af.mil
11	Elmendorf AFB	AK	5E+05	RUNWAY MAINTENANCE: The contractor shall provide all personnel, equipment, tools, materials, supervision, and other items and services necessary to perform removal of snow and ice, Foreign Object Damage (FOD), and vegetation from airfield pavements, and perform	\$1,000,000 to \$5,000,000	State of Alaska	F65501-01-C-0002	(01/2004)	(09/2004)	Sole Source	Larry_Hurlburt_Contract_Admin_lawrence.hurlburt@elmendorf.af.mil lori.johnston@elmendorf.af.mil
				PACKING AND CRATING: The contractor shall furnish all personnel, equipment, facilities, supplies, services and materials, except as specified as Government-furnished,	\$1,000,000	Trans World	F65501-00-D-				Mark_Allworden_Contract Admin...

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COMMODITY COUNCIL?

- **Is your product or service covered by a commodity council?**
 - **If so, you must work with the contracting office that does the contracts for the commodity council so you can get on their contract vehicles**
 - **If you are not on their contracts, you will get little or no AF business for the covered commodity**
 - **Most of the contracts are multiple award**
 - **Win the chance to bid on work**



IT COMMODITY COUNCIL

- **Desktops, notebooks—AFWAY Contract Vehicles**
- **Network Equipment, Services, and Information Technology Services in AMC—NETCENTS Contract Vehicle**
- **ITCC has developed an approach that implements an OSD strategy to consolidate existing AF contracts for wireless handheld services and devices across AF.**
- **"Wireless handheld devices" are defined under this effort as cellular telephones, e-mail-enabled PDAs (e.g., Blackberries), integrated Blackberry/cellular phones, pagers, and any wireless handheld devices.**



AFWay

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IT Commodity Council
DoD Software Agreements (ESI)
Microsoft License Agreement
QEB Documents
MAJCOM Policies
Virtual Small Business Center

HELP
AFWay Help
AFWay CBT
AFWay User's Manual
Vendor Guide

Shop AFWay



QEB0702 - Schedule

<https://afway.af.mil/ProductSearch/productsearch.asp?5=>

Trusted sites

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Contracts Issued Under the Information Technology Commodity Council Umbrella

- **Defense Message System (DMS); Lockheed Martin Corporation (F01260-95-D-0001) [LB]**
- **Enterprise Cellular Agreements**
 - **Cingular (W91RUS-06-A-0003) [LB]**
 - **Sprint (W91RUS-06-A-0002) [LB]**
 - **Verizon (W91RUS-06-A-0001) [LB]**
 - **T-Mobile (W91RUS-06-A-0004) [LB]**
- **Enterprise Hardware Agreements (EHAs) - Desktop / Laptop / Server (DLS)**
 - **- Dell Marketing L.P. (FA8771-05-A-0608) [LB]**
 - **- Gateway Companies, Inc. (FA8771-05-A-0610) [LB]**
 - **- Hewlett-Packard Company (FA8771-05-A-0611) [LB]**
 - **- iGOV (FA8771-05-A-0602) [SB]**
 - **- MPC-G, LLC (FA8771-05-A-0609) [LB]**
 - **- NCS Technologies Inc. (FA8771-05-A-0603) [SB]**
 - **- Westwood Computer Corporation Inc. (FA8771-05-A-0601) [SB]**
- **Enterprise Hardware Agreements (EHAs) - System Accessory/ Rugged Device (SARD)**
 - **- GTSI (FA8771-04-A-0603) [SB]**
 - **- Intelligent Decision Inc. (FA8771-04-A-0604) [SB]**
 - **- Rocky Mountain RAM LLC (FA8771-04-A-0607) [SB]**
 - **- Technology Integration Group (TIG) (FA8771-04-A-0605) [SDB]**
 - **- Westwood Computer Corporatin Inc. (FA8771-04-A-0602) [SB]**
 - **- World Wide Technology Inc. (FA8771-04-A-0601) [SDB]**



Contracts-ITCC Umbrella

- **Enterprise Software Agreements (ESAs) - Business and Modeling Tools**
 - - BPWin/ERWin (DAAB15-01-A-0001) [LB]
- **Enterprise Software Agreements (ESAs) - Business Intelligence**
 - - Business Objects (SP4700-05-A-0003) [-]
- **Enterprise Software Agreements (ESAs) - Collaborative Tools**
 - - Invoke Software (CESM-E) (DABL01-03-A-1007) [LB]
- **Enterprise Software Agreements (ESAs) - Database Management Tools**
 - - Air Force-Wide Oracle Support Enterprise License Agreement (ELA) (F01620-00-A-8007) [None]
 - - IBM Informix (DEAL-I/D) (DABL01-03-A-0002) [LB]
 - - Microsoft Products (see ESA - Office Systems) [LB]
 - - Oracle Products (see ESA - Enterprise Resource Planning) [LB]
 - - Sybase Products (DEAL-S) (DAAB15-99-A-1003) [LB]
- **Enterprise Software Agreements (ESAs) - Enterprise Architecture Tools**
 - - Rational Software (AVMS-R) (DABL01-03-A-1006) [SB]
- **Enterprise Software Agreements (ESAs) - Enterprise Management**
 - - Citrix (W91QUZ-04-A-0001) [LB]
 - - Computer Associates Enterprise Management Software (C-EMS2) (W91QUZ-04-A-0002) [LB]
 - - Microsoft Premier Support Services (MPS-1) (DAAB15-02-D-1002) [LB]
 - - NetIQ (W91QUZ-04-A-0003) [LB]
 - - ProSight (W91QUZ-05-A-0014) [SB]
 - - Quest Products (W91QUZ-05-A-0023) [LB]
 - - Telelogic Products - Bay State Computers (N00104-04-A-ZF13) [SBD]
 - - Telelogic Products - Northrup Grumman Computing Systems (N00104-04-A-ZF14) [SBD]



Contracts-ITCC Umbrella

- **Enterprise Software Agreements (ESAs) - Enterprise Resource Planning (ERP)**
 - - Digital Systems Group (N00104-04-A-ZF19) [LB]
 - - Oracle (DEAL-O) (DAAB15-99-A-1002) [LB]
 - - SAP Software (N00104-02-A-ZE77) [LB]
- **Enterprise Software Agreements (ESAs) - ERP Systems Integration Services**
 - - Accenture (N00104-04-A-ZF12) [LB]
 - - Bearing Point (N00104-04-A-ZF15) [LB]
 - - Computer Sciences (N00104-04-A-ZF16) [LB]
 - - Deloitte Consulting (N00104-04-A-ZF17) [LB]
 - - IBM (N00104-04-A-ZF18) [LB]
- **Enterprise Software Agreements (ESAs) - Geographic Information Systems (GIS)**
 - - Environmental Systems Research, Inc (ESRI) (-) [-]
- **Enterprise Software Agreements (ESAs) - Information Assurance Tools**
 - - Network Associates, Inc (NAI) (DCA100-02-C-4046) [LB]
 - - Securify (FA8771-06-A-0303) [LB]
 - - Symantec (FA8771-05-A-0301) [LB]
 - - Symantec Antivirus (DCA100-02-C-4049) [LB]
 - - Trend Micro (DCA100-02-C-4045) [LB]
 - - Xacta - Telos Corporation (F01620-03-A-8003) [LB]
- **Enterprise Software Agreements (ESAs) - Operating Systems**
 - - Novell (N00039-98-A-9002) [SB]
 - - Sun (SSTEW) (DCA200-02-A-5011) [LB]
- **Enterprise Software Agreements (ESAs) - Records Management**
 - - TOWER Software Corporation (FA8771-06-A-0302) [SB]



Contracts-ITCC Umbrella

- **Enterprise Software Agreements (ESAs) - Office Systems**
- - Adobe - ASAP (N00104-03-ZE88) [SB]
- - Adobe - CDW-G (N00104-03-ZE90) [LB]
- - Adobe - GTSI (N00104-03-ZE92) [SB]
- - Air Force Wide Microsoft Products Enterprise License Agreement (ELA) (F01620-00-A-8007) [LB]
- - Microsoft Products - ASAP (N00104-02-ZE78) [SB]
- - Microsoft Products - CDW-G (N00104-02-ZE85) [LB]
- - Microsoft Products - Dell (N00104-02-ZE83) [LB]
- - Microsoft Products - GTSI (N00104-02-ZE79) [SB]
- - Microsoft Products - Hewlett Packard (N00104-02-ZE80) [LB]
- - Microsoft Products - Softchoice (N00104-02-ZE81) [SB]
- - Microsoft Products - Softmart (N00104-02-ZE84) [LB]
- - Microsoft Products - Software House International (N00104-02-ZE86) [LB]
- - Microsoft Products - Software Spectrum (N00104-02-ZE82) [LB]
- - Red Hat (HC1013-04-A-5000) [SB]
- - WinZip (w91QUZ-04-D-0010) [SB]
- **Enterprise Software Agreements (ESAs) - Section 508 Tools**
- - HiSoftware 508 Tools (N00104-01-A-Q570) [SB]
- **Enterprise Software Agreements (ESAs) in DoD Enterprise Software Initiative (ESI)**
- - DoD Enterprise Software Initiative [LB]
- - Microsoft Premeire Services (FA8771-04-C-0003) [LB]
- **GCSS-AF - Non Developmental Items Licensed Software & Maintenance**
- - Lockheed Martin Federal Systems (F01620-96-D-0004) [LB]
- **ITS (8a) - Information Technology Services (Section 8a)**
- - Business Technologies and Solutions, Inc (BTAS) (F01620-03-D-0002) [8(a)]
- - Ingenium Corporation (F01620-03-D-0003) [8(a)]
- - Smartronix, Inc. (F01620-03-D-0004) [8(a)]



Contracts-ITCC Umbrella

- **ITS - Information Technology Services**
 - - Centech (F01620-02-A-0001) [SDB]
 - - EDS (F01620-02-A-0008) [LB]
 - - General Dynamics (F01620-02-A-0002) [LB]
 - - Lockheed Martin (F01620-02-A-0004) [LB]
 - - Multimax Inc. (F01620-02-A-0005) [SDB]
 - - Northrop Grumman Information Technology (F01620-02-A-0003) [LB]
 - - Northrop Grumman Missions Systems (NGMS) (F01620-02-A-0009) [LB]
 - - RS Information Systems (F01620-02-A-0006) [SDB]
 - - Sumaria (F01620-02-A-0007) [SDB]
- **Maxi-Minis And Databases (MMAD)**
 - - GTSI (MMAD-G) (DAAB07-00-D-H251) [LB]
 - - IBM (MMAD-I) (DAAB07-00-D-H252) [LB]
- **Network-Centric Solutions (NETCENTS)**
 - - Booz Allen Hamilton Inc. (FA8771-04-D-0006) [LB]
 - - General Dynamics Network Systems Inc. (FA8771-04-D-0007) [LB]
 - - Lockheed Martin Systems Integration (FA8771-04-D-0008) [LB]
 - - Multimax Inc. (FA8771-04-D-0003) [SB]
 - - NCI Information Systems Inc. (FA8771-04-D-0005) [SB]
 - - Northrop Grumman Information Technology Inc. (FA8771-04-D-0004) [LB]
 - - Telos Corporation (FA8771-04-D-0009) [SB]
 - - The CENTECH Group Inc. (FA8771-04-D-0002) [SB]



DENISE BAYLOR, SBS, SSG

- If you want to find out more about Air Force Way (AFWAY), NETCENTS, and the Wireless contract vehicles ---- go to, <https://afway.af.mil>
- If you want further information on AFWAY or NETCENTS opportunities for small business companies please contact:
 - Denise S. Baylor, Small Business Director
 - HQ 754th Electronic Systems Group
 - denise.baylor@gunter.af.mil
 - (334) 416-4137





Air Force Wide Contracts

- **Medical**
- **Office supplies**
- **Others to come**

Point of contact:

Barb Liptak
Small Business Director
Enterprise Sourcing Group(ESG)
Wright-Patterson AFB, Ohio

barbara.liptak@wpafb.af.mil

(937) 257-2822



<http://www.afcee.brooks.af.mil/>



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The Air Force Center for Environmental Excellence

Brooks City-Base, San Antonio, Texas

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 - Post Closing Mgmt (PCM)
 - 7-Base PBC Market Research
 - 4P A-E 08 Market Research
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Contact Information

Send questions or comments about pages within the Contracting area of the AFCEE web site to afcee.ac.awaq@brooks.af.mil.

Contract Information
AFCEE/AC
3300 Sidney Brooks
Brooks City-Base TX 78235-5112
Local: (210) 536-5677
DSN: 240-5677
Fax: (210) 536-1194

AFCEE/ACH
8150 Aeromedical Road
Brooks City-Base TX 78235-5123




Environmental & Construction Contracting

The Air Force Center for Environmental Excellence is pleased to offer our customers ready access to a multi-billion dollar total contract capacity with a number of the nation's most capable contractors.

From remedial study and design to full service remediation, AFCEE covers the spectrum of your environmental cleanup and construction management needs.

AFCEE also offers contract services for base comprehensive planning, pollution prevention and compliance services, and environmental planning requirements under the National Environmental Policy Act.



Slide 29 of 46 Default: Design Trusted sites

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AFCEE Small Business Office

- **Air Force Materiel Command**
- **HQ AFCEE - AF Center for Environmental Excellence**
- **Mail Stop 311 HSW/BC**
- **8046 Crouch Rd**
- **Brooks AFB, TX 78235**

- **Mrs Mary Urey**
- **Director, Small Business**
- **Email: Mary.Urey@brooks.af.mil**
- **Phone: (210) 536-4348**
- **DSN: 240-4348**

- **SB Home Page:**
- **<http://www.afcee.brooks.af.mil/>**



Ask the CO to Set Aside

- **Your Product/Service is identified on a Presolicitation Notice, Synopsis, or Sources Sought on Federal Business Opportunities, www.fbo.gov .**
- **The sooner you contact the CO the better your chances to get a set-aside.**
- **Immediately contact the contracting officer using the phone number on the notice advising them of your company's**
 - ***ability to supply the product/service advertised***
 - ***your intention to bid***
 - ***request the solicitation be set-aside***
- **Follow up with an email including information about your company capabilities/equipment, mentor-protégé relationships, past performance, previous contracts or experience, and any special requirements such as security clearances or bonding.**



COPY EVERYBODY

- You should also copy the unit Small Business Specialist, <http://www.airforcesmallbiz.org>
- SBA Procurement Center Representative if assigned to the office advertising the requirement, <http://www.sba.gov/GC/pcr.html>
- Minority Enterprise Development Specialist at your local SBA office.

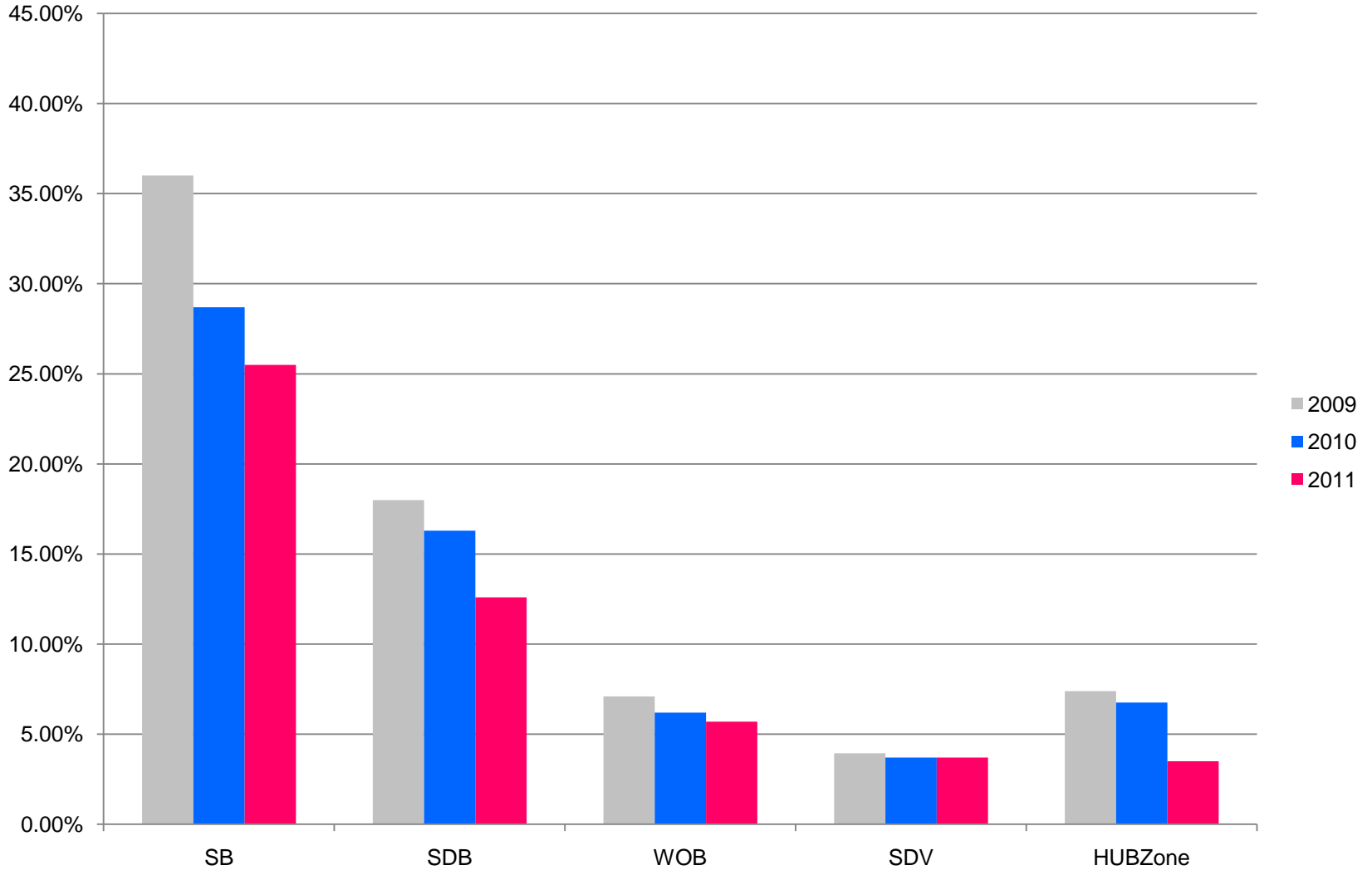


Statutory Goals

- **Small Business (SB) - 23%**
- **Small Disadvantaged Business (SDB) – 5%**
- **Woman Owned Small Business (WOB) – 5%**
- **Historically Underutilized Business Zone (HUBZone) – 3%**
- **Small Disadvantaged Veteran Owned Small Business (SDV) – 3%**

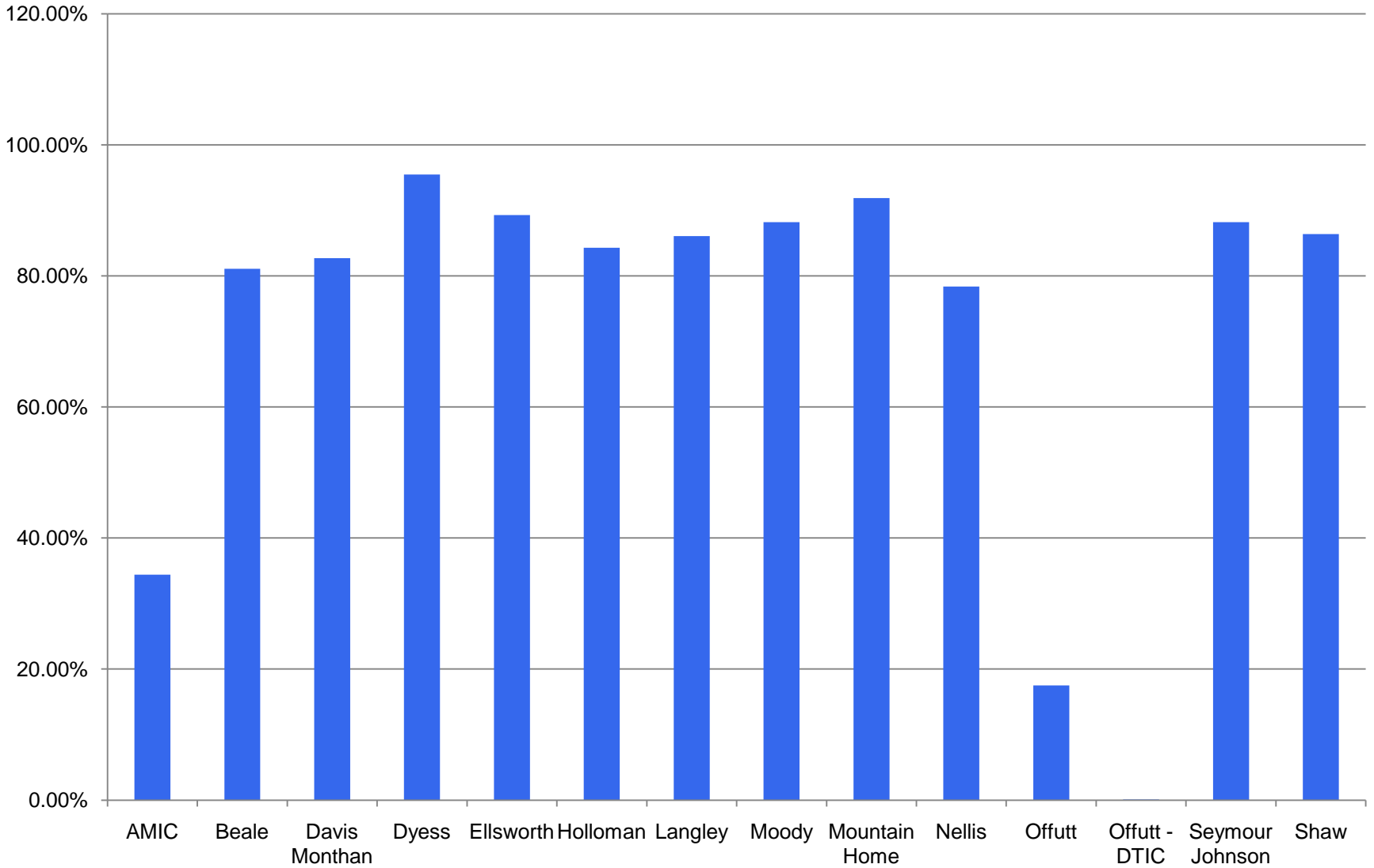


ACC SB Goals & Achievements





Small Business Accomplishments by Base





Questions????

Becky Carpenter
764-1621