



AFSPC Small Business Program

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First & Foremost:

Turn on your cell phone!!

You never know when that small business contract/subcontract opportunity will be presented.



Overview

- Organization
- Charged with.....
- Goals/Beyond Goals
- Challenges
- Opportunities



Organization

- AFSPC/CC (General Kehler)
 - Director of Small Business Programs (Lori Houghton)
 - 21st SW/BZ (Reggie Selby)
 - 30th SW/BZ (Vacant) (Temp: Claudia Boga)
 - 38th CEG/PK (Sam Cochran)
 - 45th SW/BZ (Alice O'Neal)
 - 460th SW/LGCD (Terry Bashore)
 - 50th SW/LGC (Vacant) (Soon will be: Paul Aldrich)
 - 61st SW/LGC (Dennis Hass) (Future: Will Strozier)
 - SMC/BC (Will Strozier)
 - 90th MW/LGCD (Bryan Scott) (Soon will be AF Global Strike Command)
 - 341st MW/CD (Charles Weibel) (Soon will be AF Global Strike Command)

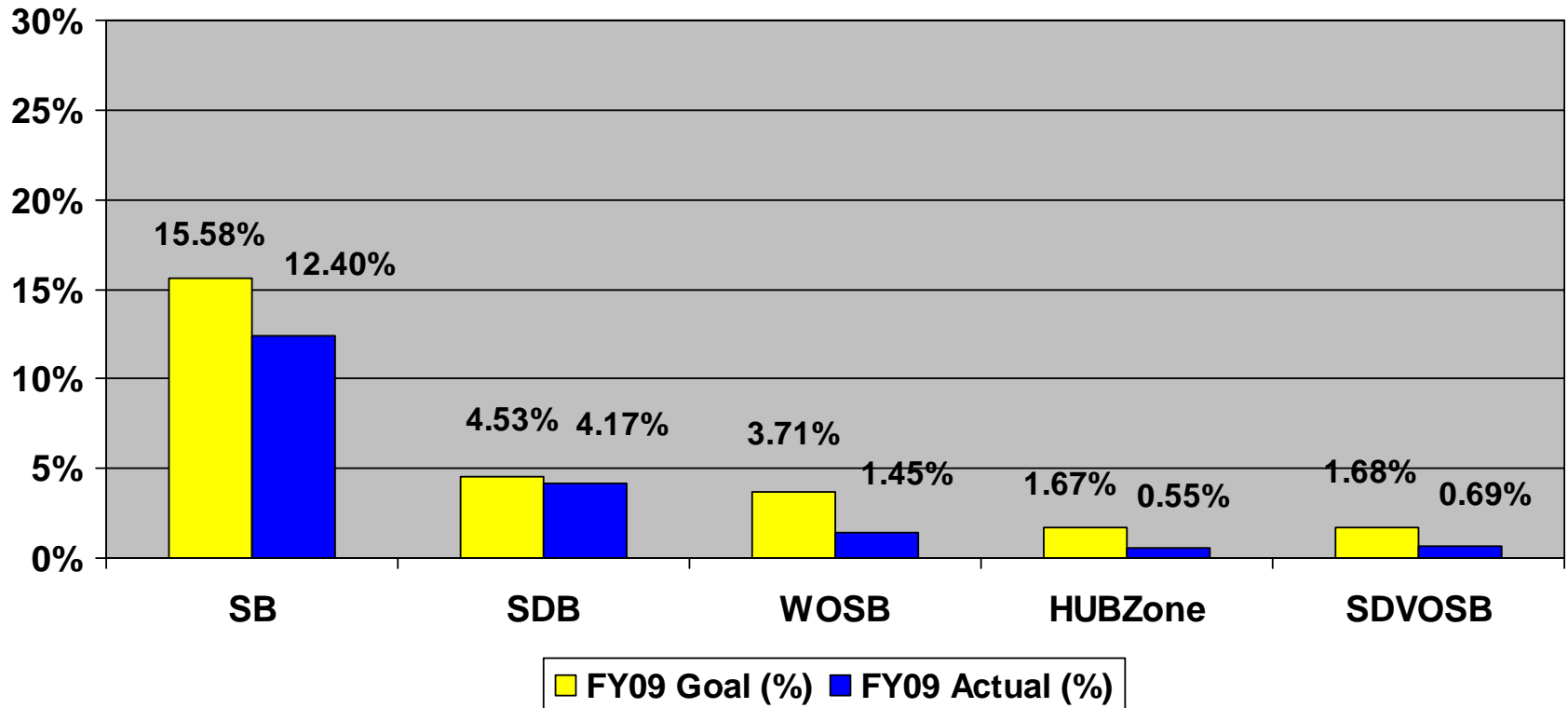


Charged With...

- Execution & Management of the Space Command Small Business Program
 - Develop Command SB Strategic Plan
 - Establish SB Policy/Manage Award Program
 - Establish goals/track performance
 - Directly involved with acquisition strategy
 - Review/assist with market research
 - Acquisition small business decisions
 - Consolidation/bundling analysis decisions



Goals/Beyond Goals





Goals/Beyond Goals

- FY 07 \$8.2B was available to Small Business
 - \$826M awarded to Small Business
- FY 08 \$9.5B was available to Small Business
 - \$888M was awarded to Small Business
 - \$1.3 B more than preceding yr; \$66M more awarded
- FY 09 \$8.3B was available to Small Business
 - \$992M was awarded to Small Business
 - \$1.2B less than preceding yr; \$104M more awarded
 - \$166M more than FY 07 with basically same \$ available
 - Effects of ARRA? Possibly.....



Challenges

- Reduced budgets/manpower
- Contractor to civilian conversions
- Consolidated contracts
- Strategic Sourcing
- Continuous change of personnel
- Socio-economic programs competing for limited contract dollars



Opportunities

- PTAC
- Small Business Specialists
- Teaming Arrangements/Joint Ventures
- Subcontractor opportunities
- Small Business Outreach events
- www.AirForceSmallBiz.org
 - Long Range Acquisition Estimates
- FebBizOpps – sources seeking synopsis
 - Market research



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Questions?