

DEPARTMENT OF THE AIR FORCE SMALL BUSINESS PROGRAMS

INNOVATION | AGILITY | EFFICIENCY

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What is the Small Business Program?

- **A resource resulting in innovation, agility, and affordability**
- **Future competition & choice for decision-makers**
- **Knowledge informing our requirements & decisions**

Industrial Base Development Program

- **Consists of large & small businesses**
- **Develops future sources of government requirements**
- **Create strategies & requirements that generate competition**

Tools to make smart decisions

Strategic, future capabilities



SUBCONTRACTING WITH THE DEPARTMENT OF THE AIR FORCE

- The Department of the Air Force prime/subcontracting strategy
- Contracts for labor, manufacturing, supply examples
- Subcontracting plan for contracts/modification > \$750K (\$1.5M construction)

<i>Subcontracting Goals</i>	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21
SB	31.70%	36.70%	36.70%	36.70%	36.00%	34.50%	34.00%	33.00%	32.00%	32.00%	32.25%
HUBZone	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDVOSB	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
SDB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
WOSB	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%

SB=Small Business, **WOSB**=Women-Owned Small Business, **SDB**=Small Disadvantaged Business, **HUBZone**=Historically Underutilized Business Zone, **SDVOSB**=Service-Disabled Veteran-Owned Small Business

- For more information: <https://eweb1.sba.gov/subnet/>





HOW MUCH DO WE SPEND?

The Air Force has increased SB opportunities in prime and subcontracting:

- **In FY20: The Air Force awarded \$63,259,486,136 in prime contracts of which \$14,414,747,303 or 22.79% was awarded to SB**
- **In FY19: The Air Force awarded \$65,581,173,315 in prime contracts of which \$12,838,031,190 or 19.58%**
- **In FY20: The Air Force reported \$766,696,412 in subcontracting dollar of which \$159,243,450 or 20.8%**
- **In FY19: The Air Force reported \$782,082,265 in subcontracting dollar of which \$156,711,992 or 20%**





WHERE THE AIR FORCE IS GOING

- **The Department of the Air Force Small Business Program Office and our Small Business Professionals (SBPs) continue to participate in market researches and acquisition strategies**
- **SBPs advise Contracting Officers to include SB Participation in the Source Selection as an evaluation criteria**

OSBP has not assigned SB Subcontracting goals and FY20 data is not available at this time

- **FY19 DoD achieved 38.6% in excess of 32% goal in SB subcontracting**





SUBCONTRACTING CHALLENGES

The Electronic Subcontracting Reporting System (eSRS) is part of the President's Management Agenda for Electronic Government:

- **Developed to collect subcontracting accomplishments**
- **This Internet-based tool**
- **Eliminates the need for paper submissions**

The SB contractors can help us by responding to our source sought in beta.sam.gov.

- **The Performance Work Statement (PWS) helps government in identify subcontracting opportunities.**
- **Review the Subcontracting Network System (SUBNet)**
<https://eweb1.sba.gov/subnet/>





HOW WE ARE SUCCEEDING

DoD Comprehensive Subcontracting Test Program

- Expires on December 31, 2027 and determines comprehensive subcontracting plans on a corporate, division, and plant-wide basis
- How contractors are eligible to participate
- 9 companies participated in CSP in 2019:

Test program was a time/manpower saver with reviewing one Comprehensive Subcontracting Plan (CSP) report annually

Subcontracting Achievement:			20.62%
	2018 Achievement	2019 Goal	2019 Achievement ¹
Small Business	32.90%	32.00%	38.60%
Women Owned Small Business	5.10%	5.00%	5.20%
Small Disadvantaged Business	4.10%	5.00%	4.00%
Service Disabled Veteran Owned Small Business	2.20%	3.00%	2.10%
HUBZone	1.50%	3.00%	1.60%





GET INVOLVED WITH THE AIR FORCE

- **Respond to source sought in beta.sam.gov**
- **Review the Subcontracting Network System (SUBNet)**
- **Contact the Small Business Liaison Offices for the DoD Comprehensive Subcontracting Test Program Participants**

