



PEO
STRI



Small Business Information Forum Initiative

TEAM ORLANDO

Meet and Greet

Jointly Hosted by:

PEO STRI & NAWCTSD

Offices of Small Business Programs

Tara Wagner, (407) 384-3517, tara.wagner@us.army.mil

Tony Delicati, (407) 380-4121, anthony.delicati@navy.mil



Purpose

- Expose emerging small businesses and aspiring entrepreneurs to TEAM ORLANDO leadership and other local command/organization leaders
- Provide insight into mission, priorities and how small business may participate
- Introduce yourselves to make yourselves known

Inspire YOU to seek, learn,
contribute and succeed!



NAWCTSD Small Business Trends



	NAWCTSD FY11	NAWCTSD FY12	NAWCTSD FY13	NAWCTSD FY14
Prime Contracting				
Total Dollars	\$ 762,041,753	\$ 809,926,323	\$ 685,240,014	\$ 1,026,709,299
Small Business	23.692%	24.326%	20.863%	19.463%
Threshold Target				
Objective Target	36.000%	22.000%	32.000%	24.000%
Dollars	\$ 180,543,770	\$ 197,023,566	\$ 142,963,103	\$ 199,828,820
SMALL DISADVANTAGED BUSINESS	12.066%	13.032%	12.042%	6.028%
Threshold Target				
Objective Target	10.000%	9.000%	8.000%	12.690%
Dollars	\$ 91,945,617	\$ 105,545,579	\$ 82,513,539	\$ 61,888,634
VETERAN-OWNED SB**	5.539%	3.455%	3.161%	3.733%
Dollars	\$ 44,969,358	\$ 27,985,029	\$ 21,657,977	\$ 38,328,661
SERVICE-DISABLED VETERAN-OWNED SB	2.864%	1.744%	2.395%	3.238%
Threshold Target				
Objective Target	1.000%	2.180%	1.800%	1.500%
Dollars	\$ 21,823,339	\$ 14,126,899	\$ 16,412,643	\$ 33,243,969
WOMAN-OWNED SB	5.299%	4.465%	5.563%	3.548%
Threshold Target				
Objective Target	5.500%	5.100%	5.500%	5.500%
Dollars	\$ 40,381,621	\$ 36,166,693	\$ 38,120,262	\$ 36,426,889
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.690%	0.195%	0.145%	0.702%
Threshold Target				
Objective Target	0.800%	0.250%	0.500%	0.149%
Dollars	\$ 5,258,753	\$ 1,577,992	\$ 992,396	\$ 7,207,624



PEO STRI Small Business Trends



	PEO STRI FY11	PEO STRI FY12	PEO STRI FY13	PEO STRI FY14
Prime Contracting				
Total Dollars	\$ 1,857,868,650	\$ 1,830,898,944	\$ 1,617,412,990	\$ 1,622,617,103
Small Business	15.866%	14.750%	18.356%	16.234%
Threshold Target				
Objective Target	19.000%	20.570%	18.000%	18.000%
Dollars	\$ 294,778,230	\$ 270,055,510	\$ 296,892,193	\$ 263,412,743
SMALL DISADVANTAGED BUSINESS	1.849%	2.199%	2.296%	2.042%
Threshold Target				
Objective Target	5.000%	5.000%	5.000%	5.000%
Dollars	\$ 34,343,396	\$ 40,269,844	\$ 37,131,191	\$ 33,125,894
VETERAN-OWNED SB**				
Dollars	\$ 42,080,333	\$ 49,305,828	\$ 62,996,332	\$ 79,000,367
SERVICE-DISABLED VETERAN-OWNED SB	1.751%	1.608%	2.053%	2.703%
Threshold Target				
Objective Target	3.000%	3.000%	3.000%	3.000%
Dollars	\$ 32,536,178	\$ 29,449,988	\$ 33,201,986	\$ 43,854,337
WOMAN-OWNED SB	1.261%	1.662%	1.048%	0.820%
Threshold Target				
Objective Target	4.000%	4.000%	4.000%	4.000%
Dollars	\$ 23,427,213	\$ 30,424,079	\$ 16,945,188	\$ 13,309,517
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.005%	0.026%	0.010%	0.729%
Threshold Target				
Objective Target	1.000%	1.000%	1.000%	1.000%
Dollars	\$ 97,523	\$ 478,455	\$ 165,757	\$ 11,822,809



Participants

PEO STRI: MG Jonathan Maddux

NAWCTSD: CAPT Wes Naylor

AFAMS: COL Brad Crites

PMTRASYS: COL William Yates

RDECOM STTC: COL Gary Laase

JTIEC: CAPT (ret) Kent Gritton

FLETC: Dan Balash

VHA SimLEARN: CAPT (ret) Harry Robinson

ADLI: Steve Hicks

UCF IST: Dr. Randy Shumaker

NCS: LT Gen (ret) Tom Baptiste

SPAWAR PEO EIS: Scott Dunlap

DoD OSBP: Kenyata Wesley, SES

Know YOUR customers and their priorities!



Situational Awareness

- Proposed Rule 79 FR 77955, Small Business Government Contracting and National Defense Authorization Act of 2013 Amendments, dated Monday, December 29, 2014
- Comments must be received on or before February 27, 2015
- Recommend careful review as the rule proposes various small business related amendments authorized by various sections of the NDAA of 2013 to include the limitations on subcontracting and non-manufacturer rules.



Wrap-Up

- Engage your Small Business Professionals
 - ✓ Be prepared by knowing the command mission and the type products and services acquired
 - ✓ Identify and promote your niche capability
 - ✓ Avoid overselling and over committing
 - ✓ Bring problems forward early on
- Share your proposed topics

Introduce yourselves to **YOUR** customers!