NASA Agency September FY15
Prime Goals vs. Actual Percentages
Data generated November 20, 2015 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$14,414,304,176</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$2,505,158,618</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,262,133,584</td>
</tr>
<tr>
<td>WOSB</td>
<td>$493,206,056</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$96,978,941</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$102,953,179</td>
</tr>
</tbody>
</table>
NASA FY15 Subcontracting Goals vs. Actual Percentages - End-Year

Data pulled March 14, 2016 from eSRS

Final Numbers - SBA Froze on Mar. 14, 2016
FY15 Small Business Awards

- Met or Exceeded Statutory 3% Goal to Service-Disabled Veteran-Owned Businesses
  - Armstrong Flight Research Center
- Met or exceeded all five Center Small Business Socioeconomic Goals
  - Glenn Research Center
  - Marshall Space Flight Center
- NASA Small Business Administrator’s Cup winner – Marshall Space Flight Center
  - Five (5) times in eight years
NASA SBA Scorecard
Data from SBA Scorecards FY11-FY15

<table>
<thead>
<tr>
<th>Agency Grade</th>
<th>B</th>
<th>A</th>
<th>A</th>
<th>C</th>
<th>B</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>$2.5</td>
<td>$2.6</td>
<td>$2.7</td>
<td>$2.5</td>
<td>$2.5</td>
</tr>
<tr>
<td>$4.5</td>
<td>$4.6</td>
<td>$5.0</td>
<td>$4.8</td>
<td>$4.9</td>
</tr>
<tr>
<td>$14.0</td>
<td>$13.4</td>
<td>$12.7</td>
<td>$13.6</td>
<td>$14.4</td>
</tr>
<tr>
<td>$11.0</td>
<td>$12.0</td>
<td>$13.0</td>
<td>$14.0</td>
<td>$15.0</td>
</tr>
</tbody>
</table>
NASA Agency April FY16
Prime Goals vs. Actual Percentages
Data generated May 10, 2016 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$10,095,933,641</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$1,366,494,401</td>
</tr>
<tr>
<td>SDB</td>
<td>$712,252,314</td>
</tr>
<tr>
<td>WOSB</td>
<td>$339,100,610</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$31,264,469</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$81,803,820</td>
</tr>
</tbody>
</table>
FY16 Small Business Awards

• Call for Nominations: Small Business Advocates Awards (SBAA) & Small Business Industry Awards (SBIA)
  • August 1, 2016
• SBIA nominated companies must be registered in NASA Vendor Database (NVDB) at time of nomination,
  • http://www.osbp.nasa.gov/vendor_database.html
• Awards Info: http://www.osbp.nasa.gov/award.html
• Mentor-Protégé Agreement of the Year
  • Not submitted via the NVDB, emailed to OSBP
# SBA Scorecard Grading

## Old vs. New (NDAA 2016)

<table>
<thead>
<tr>
<th>Scorecard Factor Categories</th>
<th>Current Weight Criteria</th>
<th>New Weight Criteria (starting FY17)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime</td>
<td>80%</td>
<td>50%</td>
</tr>
<tr>
<td>Subcontracting</td>
<td>10%</td>
<td>20%</td>
</tr>
<tr>
<td>Progress Factors</td>
<td>10%</td>
<td>0%</td>
</tr>
<tr>
<td>Number of SB KR’s</td>
<td>0%</td>
<td>10%</td>
</tr>
<tr>
<td>15 USC 644 17 items (Peer Review)</td>
<td>0%</td>
<td>20%</td>
</tr>
<tr>
<td></td>
<td><strong>100%</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>
The Office of Small Business Programs
HBCU/MSI Initiatives

- Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum
  - As other prime contractors may have experienced, NASA’s challenge is meeting and exceeding the HBCU/MSI goal, both prime and subcontracts
  - OSBP currently working to add goal to NASA FAR Supplement
Regional Outreach Events

• In support of the FY16/FY17 NASA Small Business Improvement Plan outreach initiative to...
  • “promote small business awareness and participation, utilizing innovative techniques at nontraditional venues in geographically targeted areas, to enhance all categories of small business”

• Participation from various representatives and offices, internal and external to NASA, including:
  • Office of Small Business Headquarters & Small Business Specialists
  • Technical Advisors and/or Coordinators
  • Federal, State and local Organizations/Agencies
  • Procurement Technical Assistance Centers
  • Chamber of Commerce Chapters
Jeffco EDC Presents: Aerospace and Defense Small Business Industry Day

- When: Tuesday, June 28, 2016 (8:00 am to 4:30 pm)
- Where: Sheraton Denver West Hotel
  360 Union Boulevard, Lakewood, CO 80228
- Hosted by: Jefferson County Economic Development Corporation
- 350 attendees (Colorado and surrounding area targeted)
FY 2016 Regional Outreach - Massachusetts

• Stairway to the Stars
  • When: Friday, September 16, 2016 (8:00 am to 3:00 pm (tentative))
  • Where: Waltham, MA (tentative)
  • Hosted by: Smaller Business Association of New England, Inc. (SBANE)
Space Launch System: A Case for Small Business

• Newest Small Business Publication – Space Launch System (SLS): A Case for Small Business now available

• NASA’s SLS is a powerful, advanced launch vehicle for a new era of human exploration beyond Earth’s orbit

• 4 Large Prime Contractors
  – Aerojet Rocketdyne
  – Boeing
  – OrbitalATK
  – Teledyne Brown Engineering

• A variety of Small Businesses have supported the SLS Program
  – 20 Small Businesses will be highlighted in publication

• Past publications included:
  – Curiosity and NASA’s Mission to Mars: A Case for Small Business
Future FY17 OSBP Publications

• Upcoming publications highlighting small businesses:
  • James Webb Telescope: A Case for Small Business
  • Socio Economic Small Business Highlights
    • HUBZone Businesses
    • Women-Owned Small Businesses
    • Service-Disabled Veteran-Owned Small Businesses
FY2016 Industry Days

• March 1, 2016 – SDVOSB Industry Day at NMO/JPL
  – 450 attendees
  – Exhibitors from various Industries were in attendance including, but not limited to:
    • Local/State Government: Pasadena Chamber of Commerce, iBank – CA Infrastructure and Economic Development Bank
    • Prime Contractors: Harris Corporation, Lockheed Martin, Northrop Grumman, Space X, Orbital ATK, and more
    • Non Profit Organizations: Aerospace, National Veteran Small Business Coalition, New Directions for Veterans, Southwest Research Institute
    • SDVOSBs: All Points, American Plaque Company, Global Blue, Grauling, Inc., Qual-E-Trade, Saalex, RSO to Go, Servexo
    • Educational Institutions: Caltech

• May 3, 2016 – WOSB Industry Day at GRC
  – ~250 attendees
  – Exhibitors from various Industries were in attendance including, but not limited to:
    • Prime Contractors: Boeing, Dynetics, SGT, Inc.
    • WOSB: Advantus Engineers, LLC, Alphaport, Inc., Alycon, Inc., AMT Diversified Construction, Paragon TEC
    • Educational Institutions: Cuyahoga Community College
FY2016 Industry Days

National Aeronautics and Space Administration

SAVE THE DATE: AUGUST 9, 2016

INDUSTRY DAY

HISTORICALLY UNDERUTILIZED BUSINESS ZONES

EVENT HOSTED BY GODDARD SPACE FLIGHT CENTER
BUILDING 8 AUDITORIUM, 8800 GREENBELT RD., GREENBELT, MD 20771

If interested in matchmaking, please e-mail gsfc-smallbusiness@nasa.gov and reference “Matchmaking Request” in the subject line.
To register, please visit http://www.osbp.nasa.gov.

Office of Small Business Programs (OSBP)
where small business makes a big difference

www.nasa.gov
FY2017 Industry Events

The following Agency events have been confirmed:

- October 2016: KSC Expo (Cape Canaveral, FL)
- March 2017: JPL WOSB Industry Day (Pasadena, CA)
- May 2017: MSFC SDVOSB Industry Day (Huntsville, AL)
- August 2017: HUBZone Industry Day (Edwards Air Force Base, CA)
OSBP Social Media

Facebook Likes: 302,024
Weekly Total Post Reach: 19,355
http://www.facebook.com/NASASmallBusiness

Twitter Followers: 5,848
http://twitter.com/NASA_OSBP

Blogger (Glenn Delgado’s Blog)
Monthly Page Views: 560
All time Page Views: 24,596
http://nasaosbp.blogspot.com/
NASA Office of Small Business Programs
300 E Street, SW
Washington, DC 20546

Tel: (202) 358-2088
Fax: (202) 358-3261

Website: [www.osbp.nasa.gov](http://www.osbp.nasa.gov)
Email: [SmallBusiness@nasa.gov](mailto:SmallBusiness@nasa.gov)
NASA Vendor Database: [https://vendors.nvdb.nasa.gov](https://vendors.nvdb.nasa.gov)