

A cosmic background featuring a dark blue space filled with numerous stars and two prominent spiral galaxies. In the foreground, the reddish-brown surface of Mars is visible on the right side, and a smaller, pale planet is seen on the left. The overall scene is illuminated by a soft, ethereal light, possibly from a distant star or nebula.

MSFC SMALL BUSINESS PROGRAM UPDATE

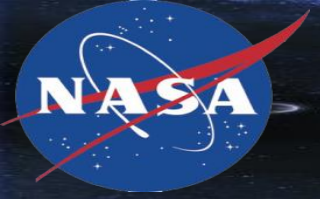
SEPTEMBER 27, 2017



Metrics (Through September 26, 2017)

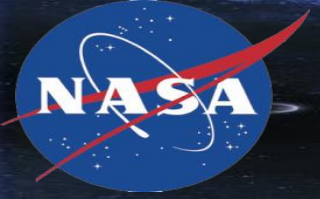
CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$15,736.6M			\$2,292.5M		14.6%
SB	23.0%	16.0%	\$2,490.8M	15.8%	12.2%	\$308.7M	13.5%	12.4%
SDB	5.0%	5.0%	\$1,161.7M	7.4%	4.8%	\$144.7M	6.3%	12.5%
HUBZone	3.0%	3.0%	\$65.6M	0.4%	0.3%	\$6.0M	0.3%	9.1%
WOSB	5.0%	5.0%	\$687.6M	4.4%	3.3%	\$106.2M	4.6%	15.4%
SDVO SB	3.0%	3.0%	\$153.5M	1.0%	3.0%	\$82.9M	3.6%	54.0%

*Data as of September 26, 2017



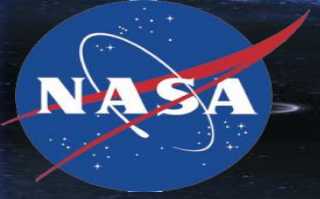
MSFC Business Forum Initiative

- Created in January 2004 as a community outreach tool designed to:
 - Introduce the NASA marketplace to specific target areas around the country;
 - educate communities on the economic and technological impact of NASA Programs on our nation; and
 - promote the goals and objectives of the STEM Program to local schools in target areas.



Summary of Business Forum Agenda Topics

- MSFC at a Glance
- NASA/MSFC program/project updates
- Acquisition forecast
- Doing business at NASA/MSFC
- Doing business with NASA/MSFC prime contractors



Previous Business Forums

DATE	EVENT	LOCATION
March 2003	Syracuse Business Forum	Syracuse, NY
August 2003	Hardware Development and Manufacturing NASA Business Forum	Guntersville, AL
September 2003	Montana NASA Business Forum	Missoula, MT
September 2003	Spokane NASA Business Forum	Spokane, WA
May 2004	Northeast Alabama NASA Business Forum	Scottsboro, AL
May 2004	Jackson Business Forum	Jackson, MS
September 2004	Northwest Alabama NASA Business Forum	Huntsville, AL
March 2005	Kansas City NASA Business Forum	Kansas City, MO
May 2005	Montana NASA Business Forum	Missoula, MT
June 2005	National Business Forum	New Orleans, LA



Previous Business Forums (Cont.)

DATE	EVENT	LOCATION
August 2005	Thomasville Business Forum	Thomasville, AL
August 2005	Mobile Business Forum	Mobile, AL
November 2005	Atlanta Business Forum	Atlanta, GA
January 2006	NASA Business Forum at the Mercedes Plant	Tuscaloosa, AL
January 2006	Pensacola NASA Business Forum	Pensacola, FL
April 2006	Tucson NASA Business Forum	Tucson, AZ
February 2008	Limestone County NASA Business Forum	Athens, AL
May 2008	Historically Black College & University NASA Business Forum	New Orleans, LA
August 2008	Scottsboro Business Forum	Scottsboro, AL
August 2008	Thomasville Business Forum	Thomasville, AL



Previous Business Forums (Cont.)

DATE	EVENT	LOCATION
February 2009	Northeast Alabama NASA Business Forum	Gadsden, AL
September 2010	Northeast Alabama Business Forum	Hanceville, AL
May 2012	Maine Aerospace Alliance Business Forum	Portland, ME
September 2013	Mobile Business Forum	Mobile, AL
August 2014	Jackson Business Forum	Jackson, MS
April 2015	Montgomery Business Forum	Montgomery, AL
August 2015	New Orleans Business Forum	New Orleans, LA
November 2015	Mobile Regional Business Forum	Mobile, AL
May 2016	Chattanooga Regional Business Forum	Chattanooga, TN
November 2016	Las Vegas Regional Business Forum	Las Vegas, NV



Planning the Event

- SBS works closely with representative(s) from the MSFC Office of Strategic Analysis & Communications (OSAC) to identify target areas.
- OSAC representative makes contact with representative(s) from the Chamber of Commerce in targeted area to set up a telecom to discuss the concept.
- Chamber of Commerce along with others in targeted area (e.g., SBDC, PTAC, etc.) take the lead in the planning and coordination of event.
- Once date for event has been set, bi-weekly telecoms are held to monitor status.



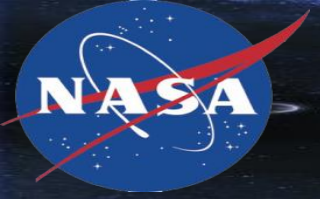
Planning the Event (Cont.)

- MSFC representatives participating in the planning include:
 - OSAC representatives
 - SBS and SB office staff
 - Selected MSFC Small Business Technical Coordinators (SBTC)
 - MSFC Small Business Technical Advisor (SBTA)
 - MSFC Procurement Small Business Action Team (PSBAT) members
 - Marshall Prime Contractors Supplier Council (MPCSC) Events Coordinator
 - Small Business Executive Leadership Team (SBELT) Events Coordinator



MSFC Business Forums Planned for FY 2018

DATE	EVENT	LOCATION
October 2017	"Launching Your Business with NASA" Regional Forum	Decatur, AL
November 2017	Mobile Business Forum	Mobile, AL



MSFC FY 2018 Focus

- Increase goal performance against the Center's WOSB, SDVO SB, and HUBZone SB direct goals
- Place greater emphasis on prime contractor small business subcontracting goal performance, and increase collaboration between the MSFC SB Office and large business prime contractor contract specific leadership teams through planned visits, telecoms, etc.
- Develop an outreach plan designed to target local communities within a 30 to 60 mile radius of MSFC
- Conduct several internal mini outreach events showcasing SDVO SB and HUBZone SB concerns
- Work closely with organizational leadership teams to promote the goals and objectives of the NASA SB Program, and to identify new procurement opportunities for SB participation
- Increase collaboration between the SB Office and MSFC small business technical coordinators