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

NASA’S SMALL BUSINESS UPDATE
SMALL BUSINESS EXECUTIVE LEADERSHIP TEAM (SBELT) MEETING
February 16, 2016
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>
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</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$14,414,304,176</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$2,505,158,618</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,262,133,584</td>
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<tr>
<td>WOSB</td>
<td>$493,206,056</td>
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<tr>
<td>HUBZone</td>
<td>$96,978,941</td>
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<tr>
<td>SDVOSB</td>
<td>$102,953,179</td>
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</tbody>
</table>
NASA FY15 Subcontracting Goals vs. Actual Percentages
Data pulled January 29, 2016 from eSRS

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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<tbody>
<tr>
<td>TOTAL DOLLARS</td>
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<tr>
<td>SMALL BUSINESS</td>
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<td>SDB</td>
<td>$673,739,989</td>
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<td>WOSB</td>
<td>$608,048,392</td>
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<td>HUBZone</td>
<td>$147,882,134</td>
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<td>VOSB</td>
<td>$343,423,063</td>
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<tr>
<td>SDVOSB</td>
<td>$201,194,277</td>
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</table>

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>GOALS %</th>
<th>ACTUALS %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>36.0%</td>
<td>37.4%</td>
</tr>
<tr>
<td>SDB</td>
<td>5.0%</td>
<td>10.3%</td>
</tr>
<tr>
<td>WOSB</td>
<td>5.0%</td>
<td>9.3%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3.0%</td>
<td>2.3%</td>
</tr>
<tr>
<td>VOSB</td>
<td>5.0%</td>
<td>5.3%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3.0%</td>
<td>3.1%</td>
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</tbody>
</table>
### NASA Agency January FY16
Prime Goals vs. Actual Percentages

Data generated February 5, 2016 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$4,790,528,459</td>
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<tr>
<td>SMALL BUSINESS</td>
<td>$501,948,597</td>
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<td>SDB</td>
<td>$280,407,250</td>
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<td>WOSB</td>
<td>$133,375,270</td>
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<tr>
<td>HUBZone</td>
<td>$11,863,494</td>
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<tr>
<td>SDVOSB</td>
<td>$30,607,559</td>
</tr>
</tbody>
</table>

#### Chart:
- **Small Business**: 16.75%
- **SDB**: 5.0%
- **WOSB**: 5.0%
- **HUBZone**: 3.0%
- **SDVOSB**: 3.0%

Comparison of Goals vs. Actuals.
HBCU/MSI Technology Infusion Initiative

- Administrator Bolden reemphasized the mandated 1% HBCU/MSI goal in an agency-wide memorandum
- New FY2016 Office of Small Business Programs Pilot Initiative supports NASA, Prime Contractors, and HBCUs/MSIs
  - Designed to assist NASA and Large Prime Contractors meet and/or exceed the mandated HBCU/MSI goal through utilization of the Mentor-Protégé Program
  - The Road Tour will provide HBCUs/MSIs an introduction and a platform to seek NASA and Large Prime Contractors to pursue non-grant funding
- 2½ Day Event; Free of Charge
  - Since the HBCU/MSI Partnerships Meeting in September 2015, 3 Universities have expressed interest in volunteering their facility
    - North Carolina Central University (March 22-24, 2016)
    - University of Texas El Paso (April 19-21, 2016)
    - Florida A&M University (September 27-29, 2016)
HBCU/MSI Technology Infusion Initiative

- **Road Tour Topics will include, but not limited to:**
  - Overview of Mentor-Protégé Program
  - Procurement Overview
  - Office of Education Opportunities and Internships
  - SBIR/STTR Program Overview
  - Workshop: How to complete a needs assessment?
  - Workshop: How to find a Large Prime Contractor/Mentor?

- **Universities/Institutions interested in hosting FY2017 Road Tour**
  - Morgan State University
  - Southern University
  - Tuskegee University
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”

- The OSBP has identified two regional outreach events in FY2016
  - June 7-8, 2016 - Denver, Colorado
  - September 16, 2016 – Springfield, Massachusetts

- 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
NASA and Facebook Potential Collaborations

• NASA Administrator is a tremendous champion for the social media efforts at NASA
  – Administrator has suggested potential collaboration with Facebook

• Suggested Ideas -

• NASA Small Business and Facebook could tour small businesses who are helping the Agency achieve its ambitious goal of sending humans to Mars with companies that also have a presence on Facebook

• Facebook would also participate at this year’s Industry Days
  – Soliciting #AskNASA questions at these events

• Events will be recorded by NASA TV and Facebook’s media team and turned into vignettes featuring the important work of NASA and the power of the use of Facebook to connect companies with their companies
Space Launch System: A Case for Small Business

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

• 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

• Publication will be available April 2016

• Past publications included:
  – Curiosity and NASA’s Mission to Mars: A Case for Small Business
National Small Business Week
May 1-7, 2016

• Administrator Bolden’s small business week video will be available for viewing NASA TV, NASA’s YouTube and OSBP’s social media channels
• Businesses are encouraged to utilize and promote small business week in their organization
• #DreamSmallBiz
FY2016 Industry Days

Service-Disabled Veteran-Owned Small Business Industry Day
Hosted by: NASA Glenn Research Center
Corporate College East
4400 Fishers Road
Warrington, PA 18976

MARCH 1, 2016
NASA prime contractors interested in exhibiting should e-mail smallbusiness.programoffice@jpl.nasa.gov and reference “Exhibit Request” in the subject line. To register, please visit http://www.osbp.nasa.gov.

WOMAN-OWNED SMALL BUSINESS INDUSTRY DAY
Hosted by NASA Glenn Research Center
Corporate College East
4400 Fishers Road
Warrington, PA 18976

SAVE THE DATE
Tuesday, May 3, 2016
To register, please visit http://www.osbp.nasa.gov
NASA prime contractors interested in exhibiting should e-mail GRC-SmallBusiness@nasa.gov and reference “Exhibit Request” in the subject line.

NASA prime contractors interested in matchmaking should e-mail smallbusinessprogramoffice@jpl.nasa.gov and reference “Matchmaking Request” in the subject line.
To register, please visit http://www.osbp.nasa.gov
www.nasa.gov
OSBP Social Media

Facebook Likes: 281,060
Weekly Total Post Reach: 23,410
http://www.facebook.com/NASASmallBusiness

Twitter Followers: 5,309
http://twitter.com/NASA_OSBP

Blogger (Glenn Delgado’s Blog)
Monthly Pageviews: 728
All time Pageviews: 22,274
http://nasaosbp.blogspot.com/
Questions?

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NASA Vendor Database: https://vendors.nvdb.nasa.gov