



MSFC SMALL BUSINESS UPDATE

David Brock,
MSFC Small Business Specialist
April 26, 2022



CURRENT STATUS OF THE MSFC SMALL BUSINESS PROGRAM

- MSFC achievement of all small business goals the past five years, and on target to meet all FY22 small business goals.
- MSFC Product service line competitions have resulted in two small business set-aside to date, PPC and NFSS.
- Active in reach program targeting the MSFC procurement and technical community, e.g., annual Office of Procurement “Chat” sessions with individual buying groups and SB Program briefings to MSFC organizational leadership teams on a twelve-to-eighteen-month basis.
- Robust local and regional outreach program, e.g., semiannual Marshall Small Business Alliance meetings, annual HBCU and MSI Partnership meeting, quarterly Joint Counseling sessions featuring small business service providers and small business machine shops/fabricators, telecom Wednesdays (four to five telecoms), and regional business forums.
- Two active industry councils, the Marshall Prime Contractor Supplier Council and Small Business Executive Leadership Team.

MSFC SMALL BUSINESS OFFICE SUPPORT

- One SBS.
- Two contractor support persons.
- Contracting officer on rotation for one year (rotation ends in June).
- Five contracting officers/specialists participating on the Procurement Small Business Action Team (participation for one year).
- MSFC Small Business Technical Advisor.
- Sixteen MSFC Small Business Technical Coordinators.
- Small Business Administration Procurement Center Representative.

METRICS (THROUGH MARCH 31, 2022)

| CATEGORIES | GOVT. % GOALS | NASA % GOALS | NASA \$ ACHIEVED | NASA % ACHIEVED | MSFC % GOALS | MSFC \$ ACHIEVED | MSFC % ACHIEVED | % OF AGENCY |
|------------|---------------|--------------|------------------|-----------------|--------------|------------------|-----------------|-------------|
| PROC. \$ | | | \$6,580.0M | | | \$1,309.6M | | 20.0% |
| SB | 23.0% | 15.75% | \$1,124.9M | 17.1% | 8.0% | \$134.6M | 10.3% | 12.0% |
| SDB | 11.0% | 8.2% | \$550.6M | 8.4% | 3.9% | \$69.9M | 5.3% | 12.7% |
| HUBZone | 3.0% | 3.0% | \$77.7M | 1.2% | 0.5% | \$11.5M | 0.9% | 14.8% |
| WOSB | 5.0% | 5.0% | \$307.4M | 4.7% | 2.8% | \$68.2M | 5.2% | 22.2% |
| SDVO SB | 3.0% | 3.0% | \$101.6M | 1.5% | 1.0% | \$23.5M | 1.8% | 23.1% |

Data generated on April 4, 2022

MSFC PRODUCT SERVICE LINES (PSL)

| PSL | COMPETITION | STATUS |
|--|--|-------------------------|
| Consolidated Agency Technology Transfer Services | Anticipating a HUBZone SB set-aside – SINGLE Award | Draft RFP 1st qtr. FY23 |
| NASA Financial Support Services | SB set-aside...single award | In Competition |
| Program Planning and Control | SB set-aside | Awarded in Sept. 2021 |

MSFC FY2018-2021 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

| CATEGORIES | NASA % GOALS | FY18 \$ ACHVD. | FY18 % ACHVD. | FY19 \$ ACHVD. | FY19 % ACHVD. | FY20 \$ ACHVD. | FY20 % ACHVD. | FY21 \$ ACHVD. | FY 21 % ACHVD. |
|------------|--------------|----------------|---------------|----------------|---------------|----------------|---------------|----------------|----------------|
| SV | | \$718.1M | | \$749.5M | | \$1,193.3M | | \$1,262.9M | |
| SB | 32.5% | \$405.7M | 47.7% | \$366.0M | 48.8% | \$405.7M | 34.0% | \$406.9M | 32.2% |
| SDB | 5.0% | \$51.3M | 7.1% | \$41.4M | 5.5% | \$71.4M | 6.0% | \$49.9M | 4.0% |
| WOSB | 5.0% | \$80.6M | 11.2% | \$83.4M | 11.1% | \$109.0M | 9.1% | \$101.1M | 8.0% |
| HUBZone SB | 3.0% | \$26.2M | 3.6% | \$47.7M | 6.4% | \$36.2M | 3.0% | \$38.5M | 3.1% |
| SDVO SB | 3.0% | \$23.3M | 3.2% | \$37.8M | 5.0% | \$32.9M | 2.8% | \$31.2M | 2.5% |

CALL FOR MSFC FY22 INDUSTRY NOMINATIONS

- Small Business Prime Contractor of the Year
 - Small Business Subcontractor of the Year.
 - Large Business Prime Contractor of the Year.
 - Mentor-Protégé Agreement of the Year.
- Note: The MSFC FY22 Industry and Advocates Award Ceremony will be held in conjunction with the 34th Marshall Small Business Alliance meeting tentatively set for September 29, 2022.



MPP UPDATE

Esther Veras,
7th Sense Consulting Contractor Support



NASA APPROVED MENTORS - STATUS

| Mentor Name | Expiration Date | Mentor POC | Phone No. | E-mail Address |
|--|-----------------|-------------------------|--------------|--|
| a.i. Solutions, Inc. | 7/12/2024 | B. Steve Owens | 321-867-0670 | steve.owens@ai-solutions.com |
| AECOM | 1/28/2024 | Shawn Ralston | 703-559-1338 | shawn.ralston@aecom.com |
| Amentum Services, Inc. (New Mentor) | 2/16/2028 | Debbie Newberry | 817-224-1303 | deborah.newberry@amentum.com |
| Bastion Technologies, Inc. (New Mentor) | 2/28/2027 | Kim E. Whitson | 256-585-5150 | kwhitson@bastiontechnologies.com |
| Bechtel National, Inc. (New Mentor) | 5/20/2026 | Lisa Tribuce-Leoung Tat | 703-429-6261 | ltribuc@bechtel.com |
| CH2M Hill, Inc. (New Mentor) | 2/7/2028 | Lauren Terry | 720-286-5318 | lauren.terry@jacobs.com |
| CSRA, LLC | 12/26/2022 | Bruce Moore | 256-947-5033 | bruce.moore@gdit.com |
| Deloitte & Touche, LLP (New Mentor) | 10/25/2026 | Victoria Vo | 703-585-3946 | vicvo@deloitte.com |
| Enterprise Services, LLC | 10/9/2023 | Jeff Henderson | 703-736-4015 | jeff.henderson@perspecta.com |
| Hamilton Sundstrand Space System International, Inc. | 12/14/2022 | Mark Beardslee | 860-654-6897 | mark.beardslee@utas.utc.com |
| Honeywell International, Inc. (Aerospace-Glendale) | 12/5/2023 | Cruz Andino Vargas | 787-658-2289 | cruz.andino@honeywell.com |
| Jacobs Technology, Inc | 9/8/2026 | JoAnn Belt | 256-961-1769 | joann.v.belt@nasa.gov |
| Jones Edmunds & Associates, Inc. (New Mentor) | 11/04/2026 | Douglas Toth, PhD., PE | 352-258-8816 | dtoth@jonesedmunds.com |
| Leidos Innovations Corporation | 11/13/2023 | Chireda Gaither | 571-526-6026 | chireda.b.gaither@leidos.com |
| LJT & Associates, Inc. | 9/17/2023 | Matthew Kilroe | 443-283-2500 | --- |
| Lockheed Martin | 12/22/2026 | Orysia Buchan | 315-456-3018 | orysia.d.buchan@lmco.com |
| Northrop Grumman | 2/19/2027 | Jenifer Scoffield | 435-863-2017 | jenifer.scoffield@ngc.com |
| PAE Applied Technologies, LLC | 4/3/2023 | Stephen Brettel | 281-224-5874 | stephen.p.brettel@nasa.gov |
| Peraton, Inc. (New Mentor) | 4/25/2027 | Willie Franklin | 303-815-6214 | wfrank01@peraton.com |
| Raytheon Company | 11/19/2026 | Crystal King | 571-250-3725 | crystal_l_king@raytheon.com |

*Highlighted Companies are either new or recently renewed.

NASA APPROVED MENTORS – STATUS (CONT.)

| Mentor Name | Expiration Date | Mentor POC | Phone No. | E-mail Address |
|---|-----------------|-----------------------------------|------------------------------|--|
| Science Applications International Corporation (SAIC) | 12/17/2026 | Bruce Emerson Rita Brooks | 256-544-8547 571-203-6832 | bruce.g.emerson@nasa.gov marguerite.brooks@saic.com |
| Sierra Lobo, Inc. | 4/3/2023 | Chuck Stidham | 567-401-1051 | cstidham@sierralobo.com |
| Southwest Research Institute | 4/12/2028 | Gregory Fletcher Eva Carpenter | 210-522-6269 210-522-2237 | gregory.fletcher@swri.org eva.carpenter@swri.org |
| Teledyne Brown Engineering, Inc. | 6/25/2026 | Debbie Batson | 256-726-1393 | debbie.batson@teledyne.com |
| The Boeing Company | 4/7/2026 | Christina Washington Tina Wang | 703-872-4845 | christina.m.washington@boeing.com tina.t.wang@boeing.com |
| Wyle Laboratories, Inc. d/b/a KBRWyle | 10/19/2022 | Gracie Orr Jaime Downs Applebe | 832-205-6982 281-853-5027 | gracie.orr@us.kbr.com jaimie.downs@us.kbr.com |

**Highlighted Companies are either new or recently renewed.*

ACTIVE MPAS

| NASA Center | Mentor | Protégé | Protégé's SB Classification(s) | Contract No. | MPA Duration | End Date |
|-------------|----------------------------------|---|--------------------------------|---------------|--------------|------------|
| *JSC | Jacobs Technology, Inc. | CRM Solutions, Inc. DBA McLaurin Aerospace | HUBZone, WOSB | NNJ13HA01C | 36 Months | 02/02/2025 |
| *KSC | Jones Edmunds & Associates, Inc. | Drummond Carpenter, PLLC | SDVOSB | 80KSC020D0018 | 24 Months | 03/28/2023 |
| *LaRC | Jacobs Technology, Inc. | Analytical Services & Materials (AS&M) | EDWOSB | NNL13AA14C | 36 Months | 01/24/2024 |
| *MSFC | The Boeing Co. | Southern University | HBCU | NNM07AB03C | 24 Months | 06/22/2022 |
| *NSSC | Leidos | Sure Secure Solutions, LLC | EDWOSB | 80NSSC19D0001 | 24 Months | 06/30/2022 |

**MPAs approved since March 1, 2020*

PENDING MPAS AT MSFC

| NASA Center | Mentor | Protégé | Contract No. | Protégé Classification | POP Months | Status |
|-------------|---------|----------------------------------|---------------|------------------------|------------|---------------------------------|
| MSFC | Jacobs | K S Ware & Associates, LLC | 80MSFC19D0021 | WOSB | 36 Months | Received Monday, April 18, 2022 |
| GSFC | Peraton | Metis Technology Solutions, Inc. | 80GSFC19C0063 | WOSB | 12 Months | Received Friday, April 22, 2022 |

INCOMING AGREEMENTS

| NASA Center | Mentor | Protégé | Contract No. | Protégé Classification | POP Months | Status |
|-------------|-------------------------------|---|---------------|-----------------------------|------------|---------------------------------------|
| GSFC | KBR, Inc. | SPACENAV, LLC | NNG17HP02C | HUBZone-certified | 12 Months | Pending follow-on results |
| GSFC | Peraton | University of Maryland Eastern Shore (UMES) | 80GSFC19C0060 | HBCU | 36 Months | At GSFC/On hold for Contract Novation |
| GSFC | Peraton | KIRA Aerospace, LLC | 80GSFC19C0060 | SDB, Native Indian, HUBZone | 24 Months | At GSFC/On hold for Contract Novation |
| MSFC | Northrop Grumman Space Sector | Florida A&M University | NNM07AA75C | HBCU | TBD | Mentor submitting to MSFC soon |

HBCU/MSI JOINT COUNSELING SESSION (JCI)

- HBCU/MSI JCI – Session per quarter via Microsoft Teams for 90 minutes from 9:30a.m. CST – 11a.m. CST.
- Meeting Dates:
 - April 13, 2022 (HBCUs):
 - Presenters: Alabama State University (ASU) [in AL], Langston University (LU) [in OK], Morgan State University (MSU) [in MD], and Tennessee State University (TSU) [in TN].
 - 103 attendees with 93% of retention towards the end of event (peaked at 103 and the lowest number of attendees during event was 96).
 - NASA Centers Represented: 6 (AMES, JSC, KSC, LaRC, MSFC, NSSC) along with JPL.
 - Large Business Prime Contractors in attendance: 19
 - Small Businesses in attendance: 16 (includes 6 SB Prime Contractors)
 - Agencies: 8 (USAMC-Army, AMCOM, Dept. of Education, GSA, NIH, MDA, NASA, and SBA)
 - HBCUs/MSIs (includes our presenters): 10 (ASU, ECSU, FIU, Langston Univ., MSU of Denver, Morgan State, Navajo State, Oklahoma State, TX University, TN State University)

HBCU/MSI JOINT COUNSELING SESSION (JCS), CONT.

- Next Meetings:
- August 24, 2022 (mostly MSIs)
 - Locked in: Elizabeth City State University (in NC), Florida International University (in FL), Metropolitan State University of Denver (in CO), and Navajo State University (in NM).
- November 9, 2022 (HBCUs and MSIs)
 - Talking with: California Polytechnical State University (in CA), Northwest Indian College (in WA), Virginia State University (in VA)