



MSFC SMALL BUSINESS UPDATE

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February 23, 2023



FY23 FEDERAL GOVERNMENT, NASA, AND MSFC SMALL BUSINESS GOALS

CATEGORIES	GOV'T	NASA	MSFC
SB	23.0%	16.87%	6.3%
SDB	12.0%	8.9%	3.4%
WOSB	5.0%	5.0%	2.0%
HUBZone SB	3.0%	3.0%	0.5%
SDVO SB	3.0%	3.0%	0.5%

METRICS (THROUGH JANUARY 31, 2023)

CATEGORIES	GOVT. % GOALS	NASA % GOALS	NASA \$ ACHIEVED	NASA % ACHIEVED	MSFC % GOALS	MSFC \$ ACHIEVED	MSFC % ACHIEVED	% OF AGENCY
PROC. \$			\$4,488.1M			\$1,063.5M		23.7%
SB	23.0%	16.87%	\$627.9M	14.0%	6.3%	\$73.6M	6.9%	11.7%
SDB	12.0%	8.9%	\$313.4M	7.0%	3.4%	\$40.9M	3.9%	13.1%
HUBZone	3.0%	3.0%	\$43.1M	1.0%	0.5%	\$5.3M	0.5%	12.3%
WOSB	5.0%	5.0%	\$160.3M	3.6%	2.0%	\$23.4M	2.2%	14.6%
SDVO SB	3.0%	3.0%	\$75.4M	1.7%	0.5%	\$21.1M	2.0%	28.0%

Data generated on February 6, 2023

MSFC SIGNIFICANT FY 2023 SMALL BUSINESS CONTRACT AWARDS

START DATE	AWARDEE	CLASSIFICATION	CONTRACT #	TITLE	POTENTIAL VALUE
Dec. 1, 2022	MM Technologies	SB	80MSFC23CA003	NASA Financial Support Services	\$519.6M
Jan. 1, 2023	RSI-Quantitech JV, LLC	8(a) and SDVO SB	80MSFC23A004	Marshall Engineering Technician & Trade Support Services	\$276.5M

MSFC ACQUISITION UPDATE

TITLE	INCUMBENT	CONTRACT	PREVIOUS COMPETITION	DRAFT RFP	RFP RELEASE
Marshall Logistics Support Services	L&M Technologies	80MSFC18A0001	SB set-aside	Jan-23	Apr-23
IDIQ Minor Construction	Multiple	Multiple	SB set-aside	Mar-23	May-23
Center Operations Building Automation	LinTech Global	80MSFC20D0007	GSA 8(a Stars) set-aside	NA	Jul-23
Occupational Health Services	Inomedic Health Applications	80MSFC19D0022	SB Set-Aside	Jul-23	Sep-23
Custodial and Refuse Collection Services	All Native Synergies Group	80MSFC19D0024	8(a) Sole Source	Aug-23	Oct-23
Engineering Services and Science Capability Augmentation	Jacobs Technology	80MSFC18C0011	Full & Open	Dec-23	Mar-24
Facilities Operations and Maintenance Support Services	Amentum	80MSFCC0007	Full & Open	Mar-24	May-24
Consolidated Agency Technology Transfer Services	Acuity Edge	80MSFC18C0040	HUBZone SB Sole Source	TBD	TBD

MSFC FY23 AND BEYOND SMALL BUSINESS DIRECT GOALS CHALLENGES

- Increase Agency's performance against direct goals in all categories especially the subcategory goals of SDB, WOSB, HUBZone SB, and SDVO SB, and the one percent HBCU and MSI goal.
- Minimize the impact of strategic sourcing and Agency enterprise Product Service Lines (PSL) on NASA's small business direct dollars and small business contract base.
- Recognize impact of using GSA for contracting with small businesses.
- Minimize the potential impact of the new Exploration Production and Operations Contract model on MSFC's existing small business contract base.

INCREASE IN THE GOVERNMENT SDB DIRECT GOAL

CATEGORY	Current	FY22	FY23	FY24	FY25	FY26
SDB	5%	11%	12%	13%	14%	15%

MSFC FY 2019-2022 PRIME CONTRACTOR CUMULATIVE SUBCONTRACTING TOTALS

CATEGORIES	NASA % GOALS	FY19 \$ ACHVD.	FY19 % ACHVD.	FY20 \$ ACHVD.	FY20 % ACHVD.	FY21 \$ ACHVD.	FY21 % ACHVD.	FY22 \$ ACHVD.	FY22 % ACHVD.
		\$718.1M		\$1,193.3M		\$1,262.9M		\$1,280.2M	
SB	35.50%	\$366.0M	48.80%	\$405.7M	34.00%	\$406.9M	32.20%	\$533.1M	41.60%
SDB	5.00%	\$41.4M	5.50%	\$71.4M	6.00%	\$49.9M	4.00%	\$69.6M	5.40%
WOSB	5.00%	\$83.4M	11.10%	\$109.0M	9.10%	\$101.1M	8.00%	\$116.8M	9.10%
HUBZone SB	3.00%	\$47.7M	6.40%	\$36.2M	3.00%	\$38.5M	3.10%	\$37.3M	2.90%
SDVO SB	3.00%	\$37.8M	5.00%	\$32.9M	2.80%	\$31.2M	2.50%	\$41.7M	3.30%

MSFC FY 2022 TOP 20 LARGE PRIME CONTRACTS

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
1	Space Launch System (SLS) Stages	Boeing	80MSFC20C0052 & NNM07AB03C	LB	\$1,237.9M
2	Human Landing System (HLS)	SpaceX	80MSFC20C0034	LB	\$818.7M
3	SLS RS-25 Engine	Aerojet Rocketdyne	NNM16AA02C	LB	\$303.0M
4	SLS Booster	Northrop Grumman Corp.	80NMSFC20D0008 & NNM07AA75C	LB	\$292.2M
5	Engineering Services & Skills Capabilities Augmentation	Jacobs	80MSFC18C0011	LB	\$235.3M
6	SLS Interim Cryogenic Propulsion	Boeing	NNM12AA82C	LB	\$110.1M
7	Chandra Science Center	Smithsonian Astrophysical Observatory	NAS8-03060	NP	\$71.3M
8	SLS RL10 Engine	Aerojet Rocketdyne	NNM16AA12C	LB	\$38.1M
9	Mission Operations & Integration	Teledyne Brown Engineering	NNM13AA29C	LB	\$38.0M
10	Facility Operations & Maintenance	Amentum	80MSFC17C0007	LB	\$30.9M

MSFC FY 2022 TOP 20 LARGE PRIME CONTRACTS (CONT.)

NO.	CONTRACT TITLE	PRIME	CONTRACT NUMBER	CLASSIFICATION	\$ OBLIGATED
11	ESCAPADE	University of California	80MSFC19C0041	NP	\$27.4M
12	Huntsville Operations Support Center	COLSA Corporation	NNM17AA12C	SDVO SB	\$26.8M
13	Mars Ascent Vehicle Integrated Sys.	Lockheed Martin Corp.	80MSFC22CA005	LB	\$21.2M
14	Mars Ascent Propulsion	Northrop Grumman	80MSFC21C0010	LB	\$18.2M
15	Cryogenic Demonstration Mission	Lockheed Martin Corp.	80MSFC21CA001	LB	\$16.4M
16	Mission to Binary Asteroids	University of Colorado	80MSFC19C0038	LB	\$15.6M
17	Lunar Lander Concept Development	Lockheed Martin Corp.	80MSFC21CA017	LB	\$15.0M
18	Near Earth Object Surveillance	University of Arizona	80MSFC20C0045	NP	\$14.4M
19	SLS Launch Vehicle Stage Adapter	Teledyne Brown Engineering	NNM13AA35C	LB	\$14.1M
20	LUCI Discovery 2014	Southwest Research Institute	NNM16AA08C	NP	\$13.2M

MEETING SMALL BUSINESS SUBCONTRACTING PERCENTAGE GOALS CONCERN

- Many of MSFC's prime contractors are not meeting their subcontracting percentage goals. In FY22 alone:
 - Approximately 30 percent of contracts having SB subcontracting percentage goals were not met.
 - Approximately 44 percent of contracts having SDB subcontracting percentage goals were not met.
 - Approximately 30 percent of contracts having WOSB subcontracting percentage goals were not met.
 - Approximately 59 percent of contracts having HUBZone SB subcontracting percentage goals were not met.
 - Approximately 33 percent of contracts having VOSB subcontracting percentage goals were not met.
 - Approximately 52 percent of contracts having SDVO SB subcontracting percentage goals were not met.
 - Approximately 65 percent of contracts having HBCU/MSI subcontracting percentage goals were not met.

MSFC FY19-22 ISR STATS

CATEGORIES	FY19 GOALS MET	FY19 % ACHVD.	FY20 GOALS MET	FY20 % ACHVD.	FY21 GOALS MET	FY21 % ACHVD.	*FY22 GOALS MET	FY22 % ACHVD.
# of ISRs	36		40		41		46	
SB	27/36	75.0%	32/40	80.0%	31/41	75.6%	32/46	69.6%
SDB	17/31	54.8%	14/32	43.8%	17/34	50.0%	22/39	56.4%
WOSB	24/32	75.0%	29/36	80.6%	24/35	68.6%	29/41	70.7%
HUBZone	4/21	33.3%	11/25	44.0%	10/25	40.0%	12/29	41.4%
VOSB	20/29	69.0%	23/31	74.2%	20/31	64.5%	20/35	57.1%
SDVO SB	9/23	39.1%	10/26	38.5%	9/26	34.6%	15/31	48.4%
HBCU/MSI	3/9	33.3%	7/14	50.0%	9/15	56.3%	6/17	35.3%

*FY22 stats based on ISRs submitted at the reporting period dated March 31, 2022.

PROCESSING INDIVIDUAL SUBCONTRACT REPORTS

- As a part of assessment, COs should:
 - 1) Verify accuracy of each field in the report, and if any data is incorrect, reject report and require correction.
 - 2) Make sure that ISRs reflect goals negotiated on the most recent subcontract plan review (within 30 days of reporting period in question).
 - 3) If contractor is failing to meet subcontracting percentage goals in any of the subcontracting categories, ensure that contractors provide an explanation in the remarks section of the report as to why the goals are not being met along with proposed steps for meeting goals, and failure to meet goals is adequately address in CPARs and PEB reports.
 - 4) If contract has ended, make sure contractor submits an ISR coded as “Final” report.

NASA MENTOR PROTÉGÉ PROGRAM

Esther Veras

Contracts Administrator

Seventh Sense Consulting, LLC

ACTIVE MPAS

NASA Center	Mentor	Protégé	Protégé's SB Classification(s)	Contract No.	MPA Duration	End Date
GSFC	Peraton	Metis Technology Solutions, Inc.	WOSB	80GSFC19C0063	12 Months	05/15/2023
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	CH2M/Jacobs	K S Ware & Associates, LLC	WOSB	80MSFC19D0021	36 Months	06/27/2025
NSSC	Leidos	Sure Secure Solutions, LLC	EDWOSB	80NSSC19D0001	36 Months	06/30/2023

SEMI-ANNUAL REVIEWS

- February 6, 2023 – Leidos/Sure Secure Solutions
- February 27, 2023 – Ch2M Hill/KS Ware
- March 13, 2023 – Jacobs/McLaurin Aerospace
- March 16, 2023 – Jacobs/AS&M

HBCU/MSI JOINT INITIATIVES

- **HBCU/MSI JCI:**
 - **February 8th, 2023** – from 9:30a.m. (CST) – 11a.m. (CST)
 - *Presenters: Angelo State University (in TX), University of Bridgeport (in CT), University of Maryland-Eastern Shore (in MD) and Vaughn College of Aeronautics and Technology (in NY).*
 - *104 attendees; 8 NASA Centers, 27 LB Prime Contractors, 5 Agencies and 8 HBCU/MSIs.*
 - **April 5th, 2023** – from 9:30a.m. (CST) – 11a.m. (CST)
 - **September 13th, 2023** - from 9:30a.m. (CST) – 11a.m. (CST)
- **4th Quarter FY23 (tentative) – NASA Mentor-Protégé Program Conference**
 - Targeting all eligible protégés.
- **1st Quarter FY24 – 9th Annual HBCU/MSI Partnerships Meeting**

GOOD FAITH EFFORT

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Good Faith Effort

- **New Coverage** - FAR 19.705-7 [b]
- 19.705-7 [b] [1] Indicators of good faith effort (not all inclusive):
 - (i) Breaking out work to be subcontracted into economically feasible units, as appropriate, to facilitate small business participation.
 - (ii) Conducting market research to identify potential small business subcontractors through all reasonable means, such as searching SAM, posting notices or solicitations on SBA's SUBNet, participating in business matchmaking events, and attending preproposal conferences.
 - (iii) Soliciting small business concerns as early in the acquisition process as practicable to allow them sufficient time to submit a timely offer for the subcontract .
 - (iv) Providing interested small businesses with adequate and timely information about plans, specifications, and requirements for performance of the prime contract to assist them in submitting a timely offer for the subcontract .
 - (v) Negotiating in good faith with interested small businesses.
 - (vi) Directing small businesses that need additional assistance to SBA.

Good Faith Effort

- 19.705-7 [b] [1] Indicators of good faith effort (continued):
 - (vii) Assisting interested small businesses in obtaining bonding, lines of credit, required insurance, necessary equipment, supplies , materials, or services.
 - (viii) Utilizing the available services of small business associations; local, state, and Federal small business assistance offices; and other organizations.
 - (ix) Participating in a formal mentor-protégé program with one or more small business protégés that results in developmental assistance to the protégés.
 - (x) Although failing to meet the subcontracting goal in one socioeconomic category, exceeding the goal by an equal or greater amount in one or more of the other categories.
 - (xi) Fulfilling all of the requirements of the subcontracting plan.

Good Faith Effort

- 19.705-7 [b] [2] Indicators of failure to make a good faith effort (not all-inclusive):
 - (i) Failure to attempt through market research to identify, contact, solicit, or consider for contract award small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, or women-owned small business concerns, through all reasonable means including outreach, industry days, or the use of Federal systems such as SBA's Dynamic Small Business Search or SUBNet systems.
 - (ii) Failure to designate and maintain a company official to administer the subcontracting program and monitor and enforce compliance with the plan.
 - (iii) Failure to submit an acceptable ISR, or the SSR, using the eSRS, or as provided in agency regulations, by the report due dates specified in [52.219-9](#), Small Business Subcontracting Plan.
 - (iv) Failure to maintain records or otherwise demonstrate procedures adopted to comply with the plan including subcontracting flow down requirements.

Good Faith Effort

- 19.705-7 [b] [2] Indicators of failure to make a good faith effort (continued):

(v) Adoption of company policies or documented procedures that have as their objectives the frustration of the objectives of the plan.

(vi) Failure to pay small business subcontractors in accordance with the terms of the contract with the prime contractor.

(vii) Failure to correct substantiated findings from Federal subcontracting compliance reviews **or participate in subcontracting plan management training offered by the Government.**

(viii) Failure to provide the contracting officer with a written explanation if the contractor fails to acquire articles, equipment, supplies, services, or materials or obtain the performance of construction work as described in [19.704\(a\)\(12\)](#).

(ix) Falsifying records of subcontract awards to small business concerns.