



Small Business Programs (OSBP)

where small business makes a big difference









Glenn A. Delgado, Associate Administrator

THE STATE OF SMALL BUSINESS AT NASA

NASA Industry Forum March 18, 2014

About the NIF:

- Opportunity to share center-level information that is of concern to both NASA as well as NASA's contractors.
- Comprised of contractor representatives from all NASA centers
- Includes representatives from both small and other than small businesses.

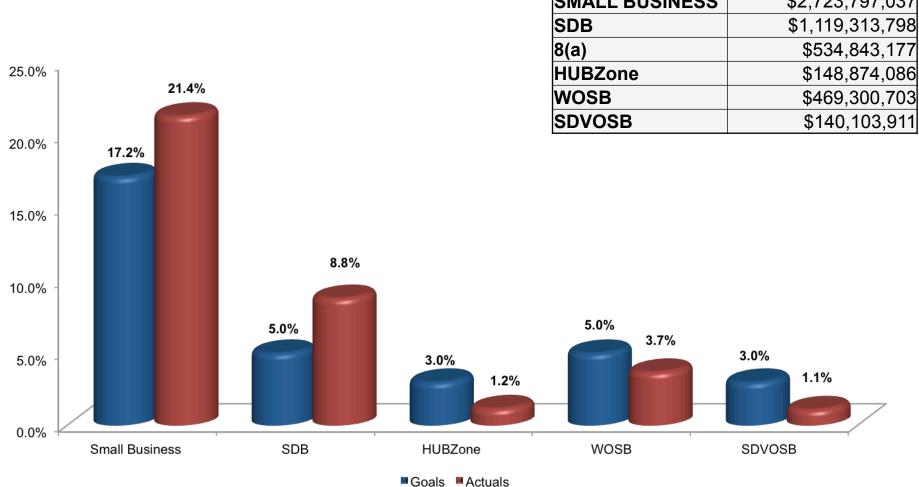
- Members will not be requested or expected to:
 - Reach consensus decisions
 - Provide consensus advice or recommendations to the Agency
- Centers shall recommend vendors to the Office of Small Business Programs (OSBP)

- Associate Administrator for OSBP shall invite representatives from Center recommendations.
- OSBP intends to rotate invitees periodically.
- NIF will meet no more than twice per year:
 - Approximately 1.5 days each meeting
 - To the extent possible, OSBP will schedule NIF meetings to tie in with other relevant events in the Washington, DC area.
 - NIF members (or their employers) are responsible for their own travel costs.

- Meeting participation:
 - NIF members should be able to discuss their Center's business environment, and any related issues.
 - Purpose to educate OSBP as well as other Centers of matters of concern, and to discuss possible solutions or improvements.
 - NASA Senior Management or Mission
 Directorates may address the NIF to discuss
 the future missions of the Agency.
 - Participation is non-retributional and confidential to the .

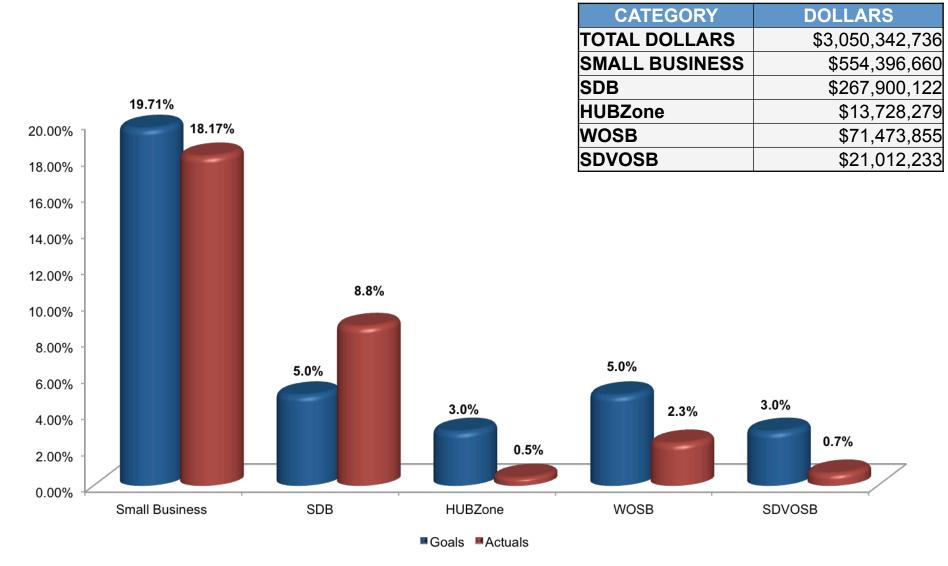
NASA Agency Final FY13 Prime Goals vs. Actual Percentages Data generated November 4, 2013 from FPDS-NG

CATEGORY
TOTAL DOLLARS
SMALL BUSINESS
SDB
B(a)
UIID7ana



NASA Agency January FY14 Prime Goals vs. Actual Percentages

Data	genera	ated Febi	ruary 4, 20	014 from I	FPDS-NG



National Aeronautics and Space Administration (NASA)

Data from SBA Scorecards FY10-FY12 FY13 Data Estimated (Generated November 4, 2013 from FPDS-NG)



YEAR	GRADE
FY10	С
FY11	В
FY12	А
FY13	А

CATEGORY	FY10	FY11	FY12	FY13
TOTAL DOLLARS	\$15.6B	\$14.0B	\$13.7B	\$12.7B
SMALL BUSINESS	\$2.4B	\$2.5B	\$2.6B	\$2.7B
WOSB	\$349.0M	\$386.5M	\$401.8M	\$469.3M
SDB	\$1.1B	\$982.6M	\$1.0B	\$1.1B
SDVOSB	\$238.0M	\$178.4M	\$138.8M	\$140.1M
HUBZone	\$139.0M	\$106.9M	\$93.1M	\$148.9M

CATEGORY	FY10		FY11		FY12		FY13	
CATEGORY	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL	GOAL	ACTUAL
SMALL BUSINESS	15.90%	15.46%	15.90%	17.82%	15.20%	19.00%	17.2%	21.4%
WOSB	5.00%	2.24%	5.00%	2.79%	5.00%	2.94%	5.00%	3.7%
SDB	5.00%	7.13%	5.00%	7.09%	5.00%	7.65%	5.00%	8.8%
SDVOSB	3.00%	1.53%	3.00%	1.29%	3.00%	1.02%	3.00%	1.1%
HUBZone	3.00%	0.89%	3.00%	0.77%	3.00%	0.68%	3.00%	1.2%

FY13 Top NASA NAICS Codes by Dollars

6 digit NAICS Code (Description)	Total Dollars
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))	\$4,296,102,078.80
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)	\$2,490,229,732.81
541710 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES)	\$1,248,696,415.40
541330 (ENGINEERING SERVICES)	\$1,202,055,476.97
517919 (ALL OTHER TELECOMMUNICATIONS)	\$690,530,284.12
561210 (FACILITIES SUPPORT SERVICES)	\$549,894,009.73
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$438,069,205.64
541512 (COMPUTER SYSTEMS DESIGN SERVICES)	\$388,023,232.54
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$196,857,109.32
541690 (OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES)	\$146,980,088.48
541519 (OTHER COMPUTER RELATED SERVICES)	\$135,194,090.49
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$132,835,698.36
517110 (WIRED TELECOMMUNICATIONS CARRIERS)	\$126,825,910.90
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$98,351,004.22
541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)	\$91,217,540.97
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$84,619,086.83
236210 (INDUSTRIAL BUILDING CONSTRUCTION)	\$65,551,359.81
336419 (OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)	\$53,759,206.18
237130 (POWER AND COMMUNICATION LINE AND RELATED STRUCTURES CONSTRUCTION)	\$36,384,913.28
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)	\$33,362,940.69
561720 (JANITORIAL SERVICES)	\$28,592,754.37
238990 (ALL OTHER SPECIALTY TRADE CONTRACTORS)	\$28,510,337.16
238120 (STRUCTURAL STEEL AND PRECAST CONCRETE CONTRACTORS)	\$20,977,790.00
237110 (WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION)	\$17,944,245.94
238910 (SITE PREPARATION CONTRACTORS)	\$13,343,670.14

Fiscal Year 2014 NASA Small Business Industry Day Events

Date	Center	Location	Socioeconomic Category
March 6, 2014	Dryden Flight Research Center	Los Angeles, CA	Women-Owned
June 10, 2014	Marshall Space Flight Center	Huntsville, AL	HUBZone
August 13, 2014	Langley Research Center	Hampton, VA	Service-Disabled Veteran-Owned

NASA Small Business Social Media

About OSBP Social Media:

OSBP social media sites that provide instant access to procurement opportunities, small business information, or small business community, outreach and matchmaking events



Facebook

Likes: 10,572

Weekly Total Reach: 432

People Talking About the OSBP Page: 72

http://www.facebook.com/NASASmallBusiness



Twitter

Followers: 773

http://twitter.com/NASA_OSBP



Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 157 All time Pageviews: 2,998

http://nasaosbp.blogspot.com/

Contact OSBP

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NASA Vendor Database:

https://vendors.nvdb.nasa.gov