



**STENNIS SPACE CENTER  
SERVICE-DISABLED VETERAN-OWNED  
SMALL BUSINESS INDUSTRY DAY**

# NASA Small Business Update

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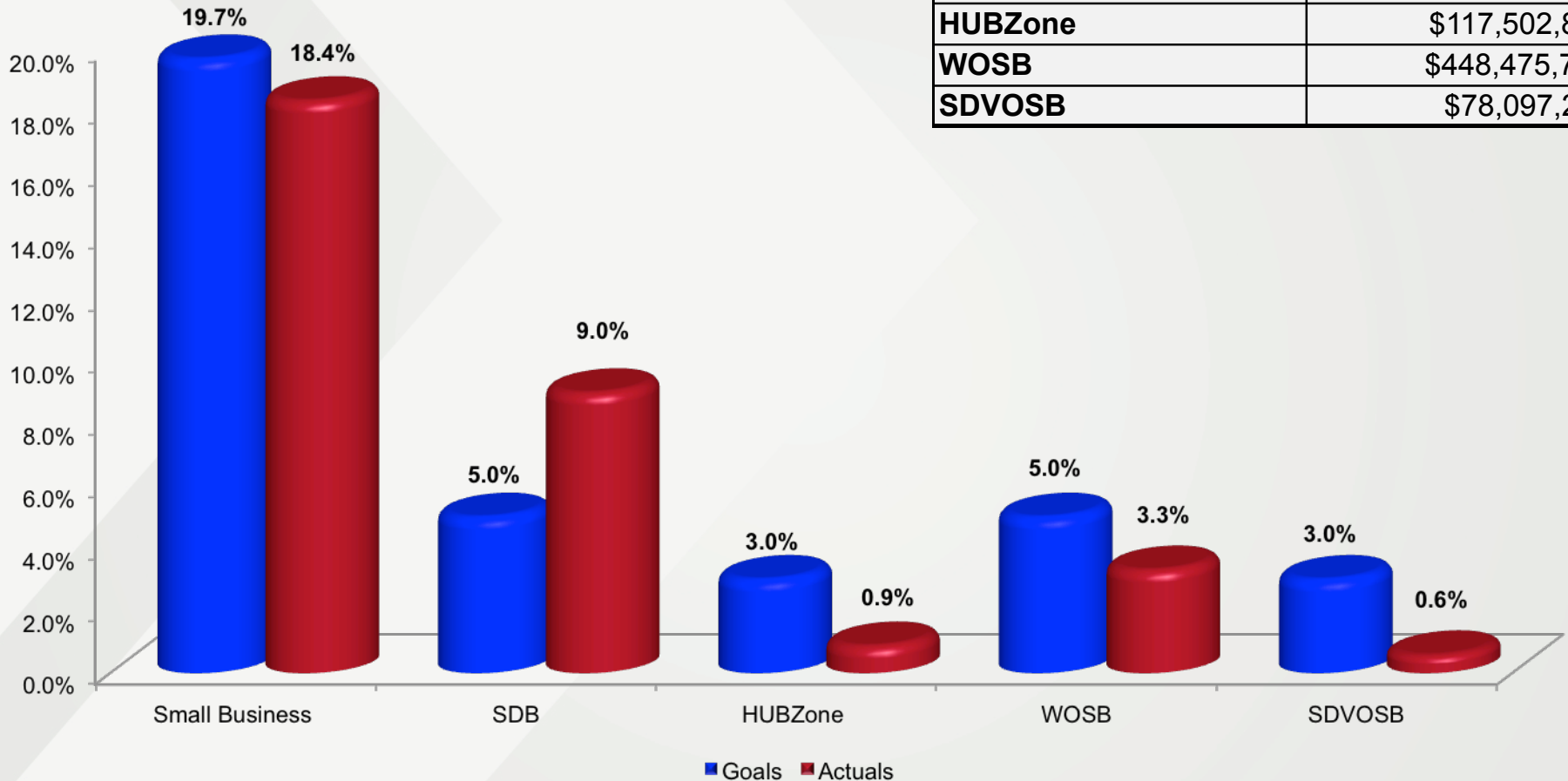
February 3, 2015

# NASA Agency September FY14

## Prime Goals vs. Actual Percentages

Data generated December 3, 2014 from FPDS-NG

CATEGORY	DOLLARS
<b>TOTAL DOLLARS</b>	\$13,569,980,207
<b>SMALL BUSINESS</b>	\$2,492,504,787
<b>SDB</b>	\$1,220,455,339
<b>HUBZone</b>	\$117,502,821
<b>WOSB</b>	\$448,475,746
<b>SDVOSB</b>	\$78,097,211

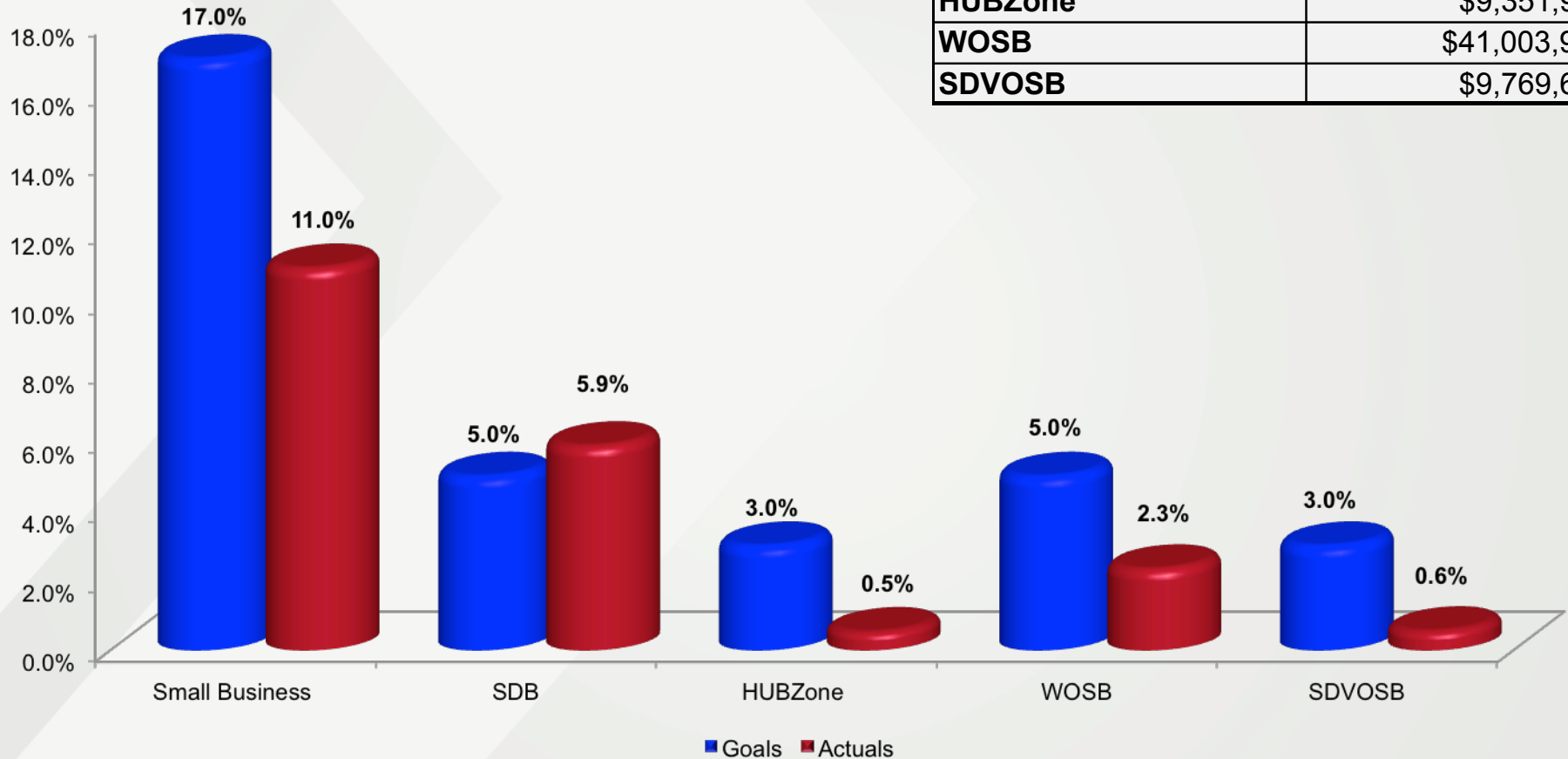


# NASA Agency November FY15

## Prime Goals vs. Actual Percentages

Data generated December 3, 2014 from FPDS-NG

CATEGORY	DOLLARS
<b>TOTAL DOLLARS</b>	\$1,751,711,559
<b>SMALL BUSINESS</b>	\$192,390,468
<b>SDB</b>	\$102,978,361
<b>HUBZone</b>	\$9,351,904
<b>WOSB</b>	\$41,003,969
<b>SDVOSB</b>	\$9,769,619

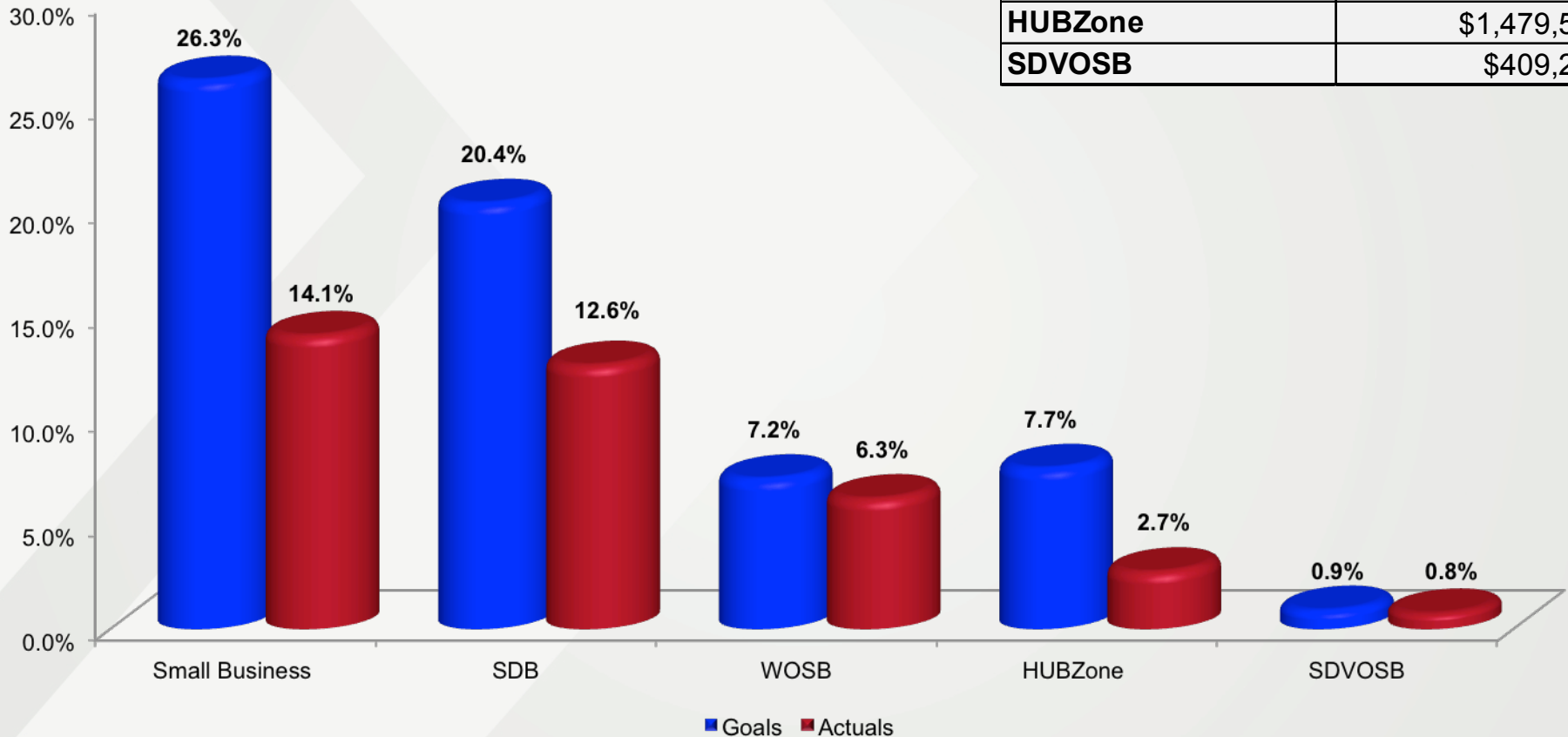


# SSC December FY15

## Prime Goals vs. Actual Percentages

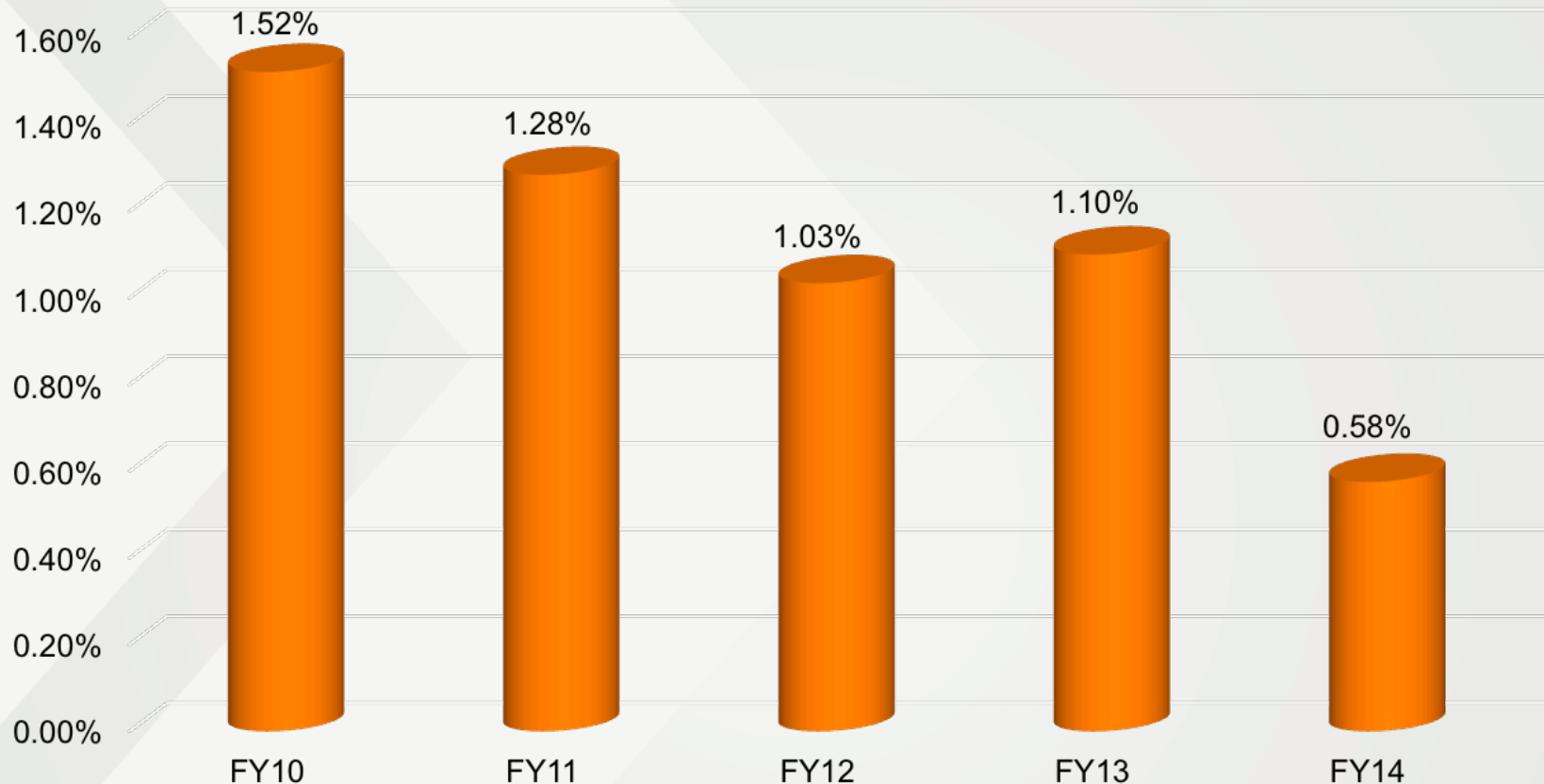
Data generated January 6, 2015 from FPDS-NG

CATEGORY	DOLLARS
<b>TOTAL DOLLARS</b>	\$53,955,086
<b>SMALL BUSINESS</b>	\$7,590,421
<b>SDB</b>	\$6,820,493
<b>WOSB</b>	\$3,372,489
<b>HUBZone</b>	\$1,479,520
<b>SDVOSB</b>	\$409,217



# NASA Agency FY10 – FY14

## Service-Disabled Veteran-Owned Small Business Dollars and Percentages



Category	FY10	FY11	FY12	FY13	FY14
Service Disabled Veteran Owned Small Business Actions	672	652	654	655	671
Service Disabled Veteran Owned Small Business Dollars	\$237,097,611	\$179,858,759	\$138,747,964	\$140,103,911	\$78,097,211
Service Disabled Veteran Owned Small Business Percentage	1.52%	1.28%	1.03%	1.10%	0.58%

# NASA Supported SDVOSB Events in FY 2014

- Campaign to increase SDVOSB participation:
  - August 2014: NASA hosted 3<sup>rd</sup> annual Veteran-Owned Small Business (VOSB) Industry Day at Langley Research Center
  - June 2014: Attended VETS 2014 in Reno, Nevada
  - August 2014: Attended Elite SDVOB Conference in New York, NY
  - December 2014: Attended National Veterans Small Business Engagement in Atlanta, GA
  - February 2015: NASA to host 4<sup>th</sup> annual VOSB Industry Day at Stennis Space Center

# NASA's Commitment to Veterans Through the Years

Fiscal Year	Date	Center
FY 2012	February 2, 2012	Johnson Space Center
FY 2013	March 13, 2013	Goddard Space Flight Center
FY 2014	August 13, 2014	Langley Research Center
FY 2015	February 3, 2015	Stennis Space Center

# Do Your Homework!

- Start with Small Business Specialist (SBS)
  - Build relationships 18 to 24 months in advance
  - Be persistent but not a Stalker
- Respond to Sources Sought Synopses / Request for Information
- Use Trade associations



# OSBP Social Media



NASASmallBusiness

**Facebook**

**Likes: 223,369**

**Weekly Total Post Reach: 4,299**

**<http://www.facebook.com/NASASmallBusiness>**



@NASA\_OSBP

**Twitter**

**Followers: 2,870**

**[http://twitter.com/NASA\\_OSBP](http://twitter.com/NASA_OSBP)**



NASAOSBP

**Blogger (Glenn Delgado's Blog)**

**Monthly Pageviews: 950**

**All time Pageviews: 9,828**

**<http://nasaosbp.blogspot.com>**

# Questions?

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