



### Small Business Programs (OSBP)

where small business makes a big difference









Glenn A. Delgado, Associate Administrator

# GODDARD CONTRACTOR'S ASSOCIATION MEETING

January 20, 2015

## NASA Agency September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

CATECORY

			CATEGORY	DOLLARS
			TOTAL DOLLARS	\$13,569,980,207
			SMALL BUSINESS	\$2,492,504,787
			SDB	\$1,220,455,339
19.7%			HUBZone	\$117,502,821
20.0%			WOSB	\$448,475,746
18.0% -			SDVOSB	\$78,097,211
16.0% - 14.0% -				
12.0% -	9.0%			
10.0% - 8.0% -	5.0%		5.0%	
6.0% -	3.0 %		3.3%	3.0%
4.0% -		3.0%		
2.0%		0.9%		0.6%
0.0% Small Business	SDB	HUBZone	WOSB	SDVOSB
		■Goals ■Actuals		

## AFRC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

				CATEGORY	DOLLARS
				TOTAL DOLLARS	\$105,670,813
				<b>SMALL BUSINESS</b>	\$58,450,640
				SDB	\$36,666,633
	EE 20/			HUBZone	\$8,766,497
60.0%	55.3%			WOSB	\$15,591,284
	49.8%			SDVOSB	\$5,345,098
50.0% -					
40.0% -		33.1% 34.7%			
30.0% -					
20.0% -		_		14.8%	
10.0%			7.9% 8.3%	6.1%	5.1%
0.0%	Small Business	SDB	HUBZone	WOSB	SDVOSB
			■Goals ■Actuals		

## ARC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

					CAT	EGORY	D	OLLARS
					<b>TOTAL D</b>	OLLARS		\$484,589,769
					<b>SMALL B</b>	USINESS		\$165,781,668
					SDB			\$105,284,678
	34.2%				HUBZone	•		\$6,466,105
35.0% ]	30.0%				WOSB			\$20,020,414
	30.076				SDVOSB			\$2,246,450
30.0% -								
25.0% -	_	21.7%						
20.0% -								
15.0% -								
10.0% -		6.0%						
					5.0%	4.1%		
5.0% -			0.3%	1.3%			1.7%	0.5%
								0.5%
0.0%								
	nall Business	SDB	HUBZone	)	WOSB		SDVOSB	
			■Goals ■Ad	ctuals				

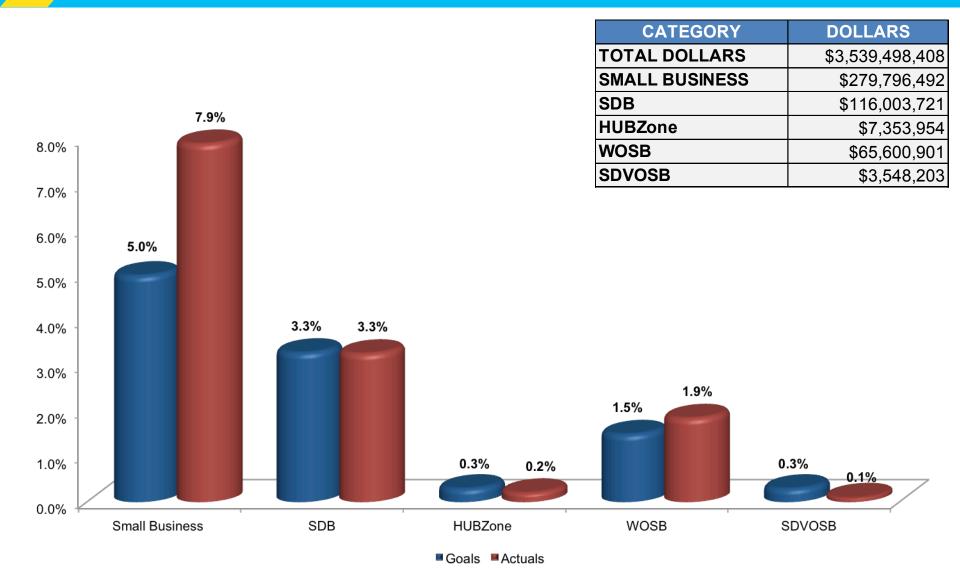
## GRC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

				CATEGORY	DOLLARS
				TOTAL DOLLARS	\$357,288,135
				SMALL BUSINESS	\$249,283,469
	CO 80/			SDB	\$158,523,364
	69.8%			HUBZone	\$23,009,494
70.0% 7	60.0%			WOSB	\$37,702,538
	60.0%			SDVOSB	\$12,164,459
60.0% -					
	_				
50.0% -	_	44.4%			
	_				
40.0%	_	35.0%			
	_				
30.0%	_				
	_				
20.0%	_			40.69/	
	_		0.40/	10.6%	
10.0%	_		3.5%	5.1%	1.7%
					1.776
0.0%					
	Small Business	SDB	HUBZone	WOSB	SDVOSB
			■Goals ■Actuals		

## GSFC/HQ September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

				CATEGORY	DOLLARS
				TOTAL DOLLARS	\$2,786,599,297
				<b>SMALL BUSINESS</b>	\$729,743,858
				SDB	\$517,804,123
				HUBZone	\$2,131,709
30.0%	26.2%			WOSB	\$68,285,817
				SDVOSB	\$6,124,247
25.0%	22.1%				
20.0%		18.6%			
15.0%					
10.0%					
5.0%				3.1% 2.5%	2.1%
0.0%			0.3% 0.1%		0.2%
0.0%	Small Business	SDB	HUBZone	WOSB	SDVOSB
			■Goals ■Actuals		

## JSC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG



## KSC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

DOLLARS

CATEGORY

				CATEGORY	DULLARS
				TOTAL DOLLARS	\$1,483,154,098
				SMALL BUSINESS	\$276,802,662
				SDB	\$62,015,929
	18.7%			HUBZone	\$4,244,922
20.0% ]				WOSB	\$7,719,905
18.0%				SDVOSB	\$2,010,731
16.0% - 14.0% - 12.0% - 10.0% - 8.0% -	13.7%				
6.0%		4.2% 2.4%			
4.0% -					
2.0%			0.3% 0.3%	0.3% 0.5%	0.3% 0.1%
0.00/					
0.0% +	Small Business	SDB	HUBZone	WOSB	SDVOSB
			■Goals ■Actuals		

## LaRC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

				CATEGORY	DOLLARS
				TOTAL DOLLARS	
				SMALL BUSINESS	
				SDB	\$42,596,685
	43.6%			HUBZone	\$2,225,141
45.0%	40.0%			WOSB	\$123,153,448
40.0%	10.0 78			SDVOSB	\$4,966,003
40.076					
35.0%					
				27.9%	
30.0% -					
25.0%					
20.0% -					
15.0% -				12.5%	
13.0 %		8.7%			
10.0%					
					0.7% 1.1%
5.0% -			0.3% 0.5%		0.7% 1.1%
0.0%					
	Small Business	SDB	HUBZone	WOSB	SDVOSB
			■Goals ■Actuals		

## MSFC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

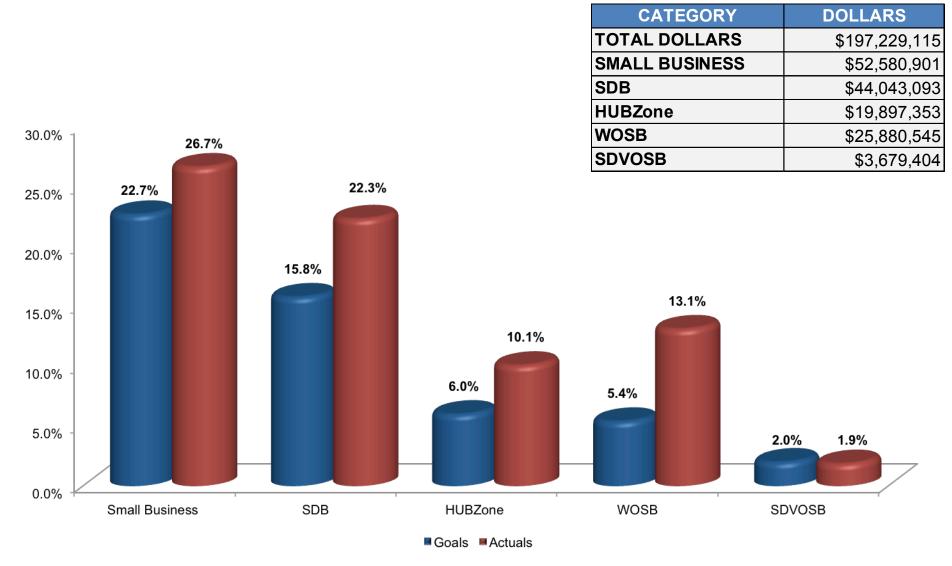
				CATEGOR'	Y DOLL	ARS
				<b>TOTAL DOLLAR</b>	<b>S</b> \$1,84	2,589,076
				SMALL BUSINES	<b>\$2</b> 9	1,680,358
	15.8%			SDB	\$11	1,474,745
	13.076			HUBZone	\$4	2,351,938
16.0% ]				WOSB	\$6	4,054,378
	_			SDVOSB	\$3	6,281,867
14.0%	_					
12.0% -	_					
12.070						
10.0%	9.1%					
8.0% -		6.0%				
		0.0%	<b>)</b>			
6.0%		3.6%		0.50/		
4.00/		5.070		3.5%		
4.0% -			2.3%		2.0%	1
2.0% -		_	0.3%	1.1%	1.0%	
2.070			0.3 //			
0.0%						_/
	Small Business	SDB	HUBZone	WOSB	SDVOSB	
			■Goals ■Actuals			

## NSSC September FY14 Prime Goals vs. Actual Percentages Data generated December 3, 2014 from FPDS-NG

				CATEGORY		OCLLARS
				TOTAL DOLLARS	3	\$553,052,046
				SMALL BUSINESS	S	\$195,959,480
				SDB		\$26,042,366
				HUBZone		\$1,055,710
40.0% ]	35.4%			WOSB		\$20,466,517
				SDVOSB		\$1,730,750
35.0%						
	28.2%					
30.0% -						
25.0%	_					
23.070	_					
20.0%	_					
	_					
15.0%	_					
	_					
10.0%	_	4.7%		3.4%		
	_	2.0%	0.3% 0.2%	3.4%	0.3%	0.3%
5.0% -						
0.0%						
0.070	Small Business	SDB	HUBZone	WOSB	SDVOSB	
			■Goals ■Actuals			

### SSC September FY14 Prime Goals vs. Actual Percentages Pata generated December 3, 2014 from EPDS-NG

	Data generated December 3, 2014 from FPDS-NG

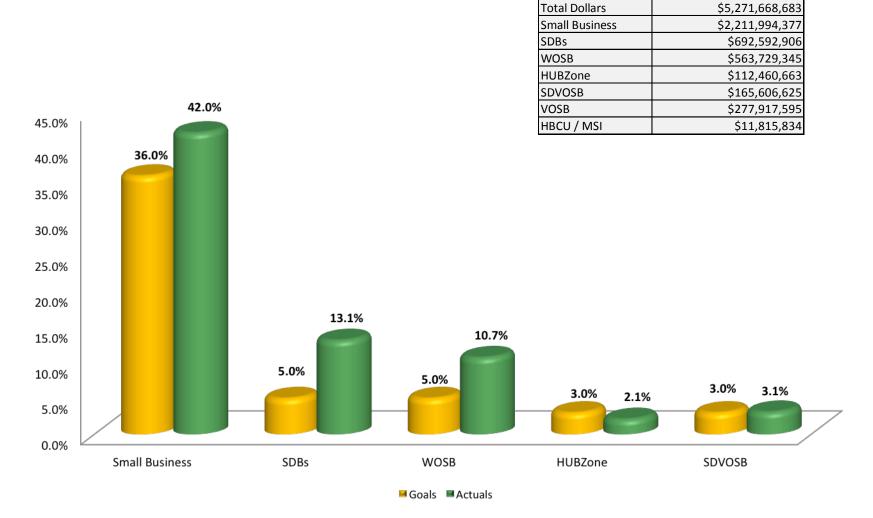


### NASA Agency September FY14 Subcontracting Goals vs. Actual Percentages

**CATEGORY** 

Data generated December 18, 2014 from eSRS

**DOLLARS** 



#### NASA Agency December FY15 Prime Goals vs. Actual Percentages Data generated January 6, 2015 from FPDS-NG

				CATEGORY	DOLLARS
				TOTAL DOLLARS	\$2,503,926,824
				SMALL BUSINESS	\$335,025,797
				SDB	\$172,180,600
	17.0%			WOSB	\$65,432,306
18.0% ]	17.0%			HUBZone	\$11,951,814
40.00/				SDVOSB	\$16,228,286
16.0% -	13.4%				•
14.0%					
12.0%					
10.0% -					
10.0%		6.9%			
8.0%					
		5.0%	5.0%		
6.0%			3.070		
4.0% -			2.6%	3.0%	3.0%
4.0 /0					0.00/
2.0%				0.5%	0.6%
0.0%	Small Business	SDB	WOSB	HUBZone	SDVOSB
	Omaii Dusiiless			HODZONG	0D V 00D
			■Goals ■Actuals		

### **GSFC/HQ December FY15** Prime Goals vs. Actual Percentages Data generated January 6, 2015 from FPDS-NG

				CATEGORY	DOLLARS
				TOTAL DOLLARS	\$586,909,866
				SMALL BUSINESS	\$104,344,248
				SDB	\$54,811,383
				WOSB	\$13,034,130
25.0%	22.1%			HUBZone	\$180,089
				SDVOSB	\$1,070,061
20.0% -	17.8%	9.3%			
5.0%			3.0%	0.3% 0.0%	0.2%
0.076	Small Business	SDB	WOSB	HUBZone	SDVOSB
			■Goals ■Actuals		

# Top 10 NAICS Codes for NASA Small Business 2014

6 digit NAICS Code (Description)	Small Business Dollars	% of all Small Business Dollars
541712 (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)) (includes former NAICS 541710)	\$1,025,892,136.77	39.2%
481212 (NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION)	\$244,671,571.80	
541330 (ENGINEERING SERVICES)	\$218,217,172.75	
517110 (WIRED TELECOMMUNICATIONS CARRIERS)	\$161,900,133.36	6.2%
561210 (FACILITIES SUPPORT SERVICES)	\$127,071,077.90	4.9%
541519 (OTHER COMPUTER RELATED SERVICES)	\$71,603,616.08	2.7%
541513 (COMPUTER FACILITIES MANAGEMENT SERVICES)	\$69,068,730.21	2.6%
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$60,052,426.62	2.3%
561612 (SECURITY GUARDS AND PATROL SERVICES)	\$54,761,769.23	2.1%
561110 (OFFICE ADMINISTRATIVE SERVICES)	\$40,121,727.57	1.5%
Subtotal	\$2,317,377,113.12	88.5%
Total Small Business Dollars	\$2,618,823,261.64	n/a

### Top 20 Prime Vendors 2014

Vendor Name	Total Dollars	% Total Dollars
JET PROPULSION LABORATORY/CALIFORNIA INSTITUTE OF		
TECHNOLOGY	\$1,671,519,357.41	11.03%
LOCKHEED MARTIN CORPORATION	\$1,618,980,254.73	10.68%
THE BOEING COMPANY	\$1,567,474,139.36	10.34%
JACOBS TECHNOLOGY INC.	\$858,461,583.09	5.67%
UNITED SPACE ALLIANCE LIMITED LIABILITY COMPANY	\$627,149,957.22	4.14%
RUSSIA SPACE AGENCY (INTERNATIONAL SPACE STATION)	\$586,488,874.38	3.87%
RAYTHEON COMPANY	\$427,821,384.02	2.82%
ORBITAL SCIENCES CORPORATION	\$422,547,205.26	2.79%
NORTHROP GRUMMAN SPACE AND MISSION SYSTEMS CORPORATION	\$324,746,770.64	2.14%
ATK LAUNCH SYSTEMS INCORPORATED	\$320,926,772.05	2.12%
UNITED LAUNCH SERVICES, LLC	\$314,903,100.00	2.08%
SGT, INC.	\$276,144,027.05	1.82%
PRATT AND WHITNEY ROCKETDYNE INCORPORATED	\$271,352,144.97	1.79%
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	\$263,138,120.88	1.74%
SPACE EXPLORATION TECHNOLOGIES CORP.	\$256,277,026.80	1.69%
URS FEDERAL TECHNICAL SERVICES, INC.	\$217,128,106.20	1.43%
BALL AEROSPACE & TECHNOLOGIES CORP.	\$182,200,268.04	1.20%
GENERAL DYNAMICS C4 SYSTEMS, INC.	\$166,259,758.99	1.10%
QINETIQ NORTH AMERICA, INC.	\$140,846,994.22	0.93%
WYLE LABORATORIES INCORPORATED	\$136,429,263.30	0.90%

### **Discussion Topics**

- SBA's willingness to move action to/from 8(a) program
- Business Service Assessment Impact of BSA regarding duplication of effort/ contracts
- Regionalization
- NASA Industry Forum

#### **OSBP Social Media**



**Facebook** 

Likes: 219,453

Weekly Total Post Reach: 2,398

http://www.facebook.com/NASASmallBusiness



**Twitter** 

Followers: 2,786

http://twitter.com/NASA\_OSBP



Blogger (Glenn Delgado's Blog)

Monthly Pageviews: 1,146

All time Pageviews: 9,533

http://nasaosbp.blogspot.com/

#### **Contact OSBP**

NASA Office of Small Business Programs

300 E Street SW

Washington, DC 20546

Tel: (202) 358-2088

Fax: (202) 358-3261

E-mail: <a href="mailto:smallbusiness@nasa.gov">smallbusiness@nasa.gov</a>

Web site: www.osbp.nasa.gov

NASA Vendor Database:

https://vendors.nvdb.nasa.gov

## Questions?