NASA’s HBCU/MI Technology Infusion Road Tour at Jackson State University

Welcome!
NASA Agency September FY16
Prime Goals vs. Actual Percentages
Data generated February 21, 2017 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
<td>$15,993,717,656</td>
</tr>
<tr>
<td>SMALL BUSINESS</td>
<td>$2,666,446,582</td>
</tr>
<tr>
<td>SDB</td>
<td>$1,307,308,409</td>
</tr>
<tr>
<td>WOSB</td>
<td>$647,981,573</td>
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<tr>
<td>HUBZone</td>
<td>$82,695,426</td>
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<tr>
<td>SDVOSB</td>
<td>$137,881,363</td>
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</table>

Bar chart showing prime goals vs. actual percentages for different categories.
NASA Agency July FY17
Prime Goals vs. Actual Percentages
Data generated August 4, 2017 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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<tr>
<td>TOTAL DOLLARS</td>
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<tr>
<td>SMALL BUSINESS</td>
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<tr>
<td>SDB</td>
<td>$924,614,362</td>
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<tr>
<td>WOSB</td>
<td>$572,573,387</td>
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<td>HUBZone</td>
<td>$46,286,129</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>$132,544,814</td>
</tr>
</tbody>
</table>

### Chart Description

#### Small Business
- **Goals**: 16.0%
- **Actuals**: 15.2%

#### SDB
- **Goals**: 5.0%
- **Actuals**: 6.8%

#### WOSB
- **Goals**: 4.2%
- **Actuals**: 5.0%

#### HUBZone
- **Goals**: 1.0%
- **Actuals**: 3.0%

#### SDVOSB
- **Goals**: 1.0%
- **Actuals**: 3.0%
NASA Agency September FY16
Subcontracting Goals vs. Actual Percentages
Data generated February 13, 2017 from FPDS-NG

<table>
<thead>
<tr>
<th>CATEGORY</th>
<th>DOLLARS</th>
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</thead>
<tbody>
<tr>
<td>TOTAL DOLLARS</td>
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<tr>
<td>SMALL BUSINESS</td>
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<tr>
<td>SDB</td>
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<td>WOSB</td>
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<td>HUBZone</td>
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<td>VOSB</td>
<td>$330,791,115</td>
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<tr>
<td>SDVOSB</td>
<td>$194,371,349</td>
</tr>
<tr>
<td>HBCU/MSI</td>
<td>$18,811,762</td>
</tr>
</tbody>
</table>

Bar chart showing subcontracting goals vs. actual percentages for various categories.
NASA Office of Small Business Programs
FY11-FY16 HBCU/MI Goals vs Actuals Metrics

<table>
<thead>
<tr>
<th>FISCAL YEAR</th>
<th>AGENCY TOTAL DOLLARS</th>
<th>PRIME HBCU/MSI DOLLARS OBLIGATED</th>
<th>SUB HBCU/MSI DOLLARS OBLIGATED</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY11</td>
<td>$14,004,001,101</td>
<td>$35,200,000</td>
<td>$18,800,000</td>
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<td>FY12</td>
<td>$13,416,337,393</td>
<td>$47,200,000</td>
<td>$17,500,000</td>
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<td>FY13</td>
<td>$12,732,212,886</td>
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<td>$16,300,000</td>
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<td>FY14</td>
<td>$13,597,154,582</td>
<td>$37,500,000</td>
<td>$12,200,000</td>
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<td>FY15</td>
<td>$14,417,976,809</td>
<td>$16,286,431</td>
<td>$16,315,209</td>
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<tr>
<td>FY16</td>
<td>$15,993,717,656</td>
<td>$27,457,728</td>
<td>$18,811,762</td>
</tr>
</tbody>
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HBCU/MI Program Background

- **51 U.S.C. 30304 (Pub. L. 111-314)** provides NASA with separate authority to maintain its program for HBCU/MI.

- **2001:** In pursuant to 10 U.S.C. 2323, Administrator Goldin implemented a 1% goal of total contract value of prime and subcontracting awards for acquisitions to HBCUs/MIs.

- **2014:** Administrator Bolden reemphasized the 1% goal.
  - As other prime contractors may have experienced, NASA’s challenge is meeting and exceeding the HBCU/MSI goal, both in prime and subcontracts.

- **2016:** Initiated the NASA HBCU/MSI Technology Infusion Road Tour pilot program.
NASA HBCU/MSI Technology Infusion Road Tour

Objectives

- Designed to assist NASA and Large Prime Contractors meet and/or exceed the mandated HBCU/MI goal through utilization of the NASA’s various programs
  - An open platform for HBCU and MI representatives to learn about the NASA MPP, SBIR/STTR and processes on how to become involved in NASA contracts
  - Lessons learned discussions with past and present MPP and SBIR/STTR participants
  - HBCU/MI representatives will participate in matchmaking sessions with large prime contractors and various NASA personnel
NASA HBCU/MI Technology Infusion Road Tour

Goals

❖ HBCUs/MIs:
  ➢ Discover new opportunities at NASA, Federal Agencies and Prime Contractors
  ➢ Understand federal government acquisitions and contracts in order to respond to Federal Government requirements & inquiries (i.e. Request for Information, Request for Proposals, Sources Sought)
  ➢ Network with Large Business Prime Contractors

❖ Large Prime Contractors:
  ➢ Find Universities/Institutions that can assist with meeting HBCU/MI goals
  ➢ Enhance base of HBCUs/MIs eligible of fulfilling requirements
  ➢ Increase workforce from new graduates/interns from participating HBCUs/MIs

❖ NASA:
  ➢ Increase HBCU/MI engagement in NASA opportunities
  ➢ Infuse HBCU/MI technology and capabilities to assist with meeting and exceeding NASA’s mission
Since inception in FY16, NASA has visited 5 Universities:

- **March 22-24, 2016**: North Carolina Central University
- **April 19-21, 2016**: University of Texas El Paso
- **September 27-29, 2016**: Florida A&M University
- **January 10-12, 2017**: University of Nevada Las Vegas
- **April 4-5, 2017**: Tennessee State University

Over 500 attendees, including NASA Prime Contractors, Federal Government Agencies, faculty, staff, students and small businesses
Hosting HBCUs/MIs:

Prime Contractors:
Federal Government Partners:

- Department of the Army
- DARPA
- Nevada Governor’s Office of Economic Development
- National Institutes of Health
- United States Office of Personnel Management
- U.S. Small Business Administration
- United States Marine Corps
NASA HBCU/MI Technology Infusion Road Tour Participants

- Small Business Partners:
  - Arcata
  - MRI Technologies
  - GeoControl Systems, Inc.
  - Abacus Technology Corporation
  - Millennium Engineering and Integration Company
  - Leaping Catch, LLC
Participating/Hosting Universities have established beneficial & fruitful relationships with NASA’s Prime Contractors at the various HBCU/MI targeted events:

- Lockheed Martin & Florida A&M University
- Lockheed Martin & University of Nevada Las Vegas
- Aerojet Rocketdyne & University of Texas El Paso
- Parsons Government & Bowie State University
- Parsons Government & Tennessee State University
- KBRWyle & Meharry Medical College
- Teledyne Brown Engineering & University of Nevada Las Vegas
Increase external stakeholder engagement
- Best Practices from NASA Prime Contractors in doing business with HBCUs/MIs
- Revamped the NASA Vendor Database (NVDB)
  - HBCUs/MIs have the ability to upload capability statements
  - Ability to opt into new Subcontracting Module
  - The ability to improve market research
- Incorporated the One Percent HBCU/MI Goal into the NASA FAR Supplement
  - Case number 2016-N034
August 9, 2017: NASA Procurement Notice (PN) 17-14, NFS Case 2016-N034, adds new NFS section 1826.302, to implement policy regarding the Agency-wide one percent goal for Historically Black Colleges and Universities/Minority Institutions.

The latest change is posted to the on-line NFS (http://www.hq.nasa.gov/office/procurement/regs/nfstoc.htm).

NASA HBCU/MI Technology Infusion Road Tour
FY18 Hosting Universities

**FY2018:**

- Clark Atlanta University
  - March 27-28, 2018
  - Room Block information will be available end of August
- University of Hawaii at Manoa
  - Tentatively Scheduled August 2018
What's New for FY18?

- Greater emphasis on subcontracting
  - Reviewing NASA Center contracts with HBCU/MI goals
- Realign HBCU/MI engagement
  - Target NASA Mission Directorates and Prime Contractors with specific HBCU/MI concentrations
- Increase expectations of Mentor-Protege Program with HBCUs/MIs
Questions?

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