

# ***Department of the Air Force***

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*Integrity - Service - Excellence*

## **Office of Small Business Programs: Director's View**



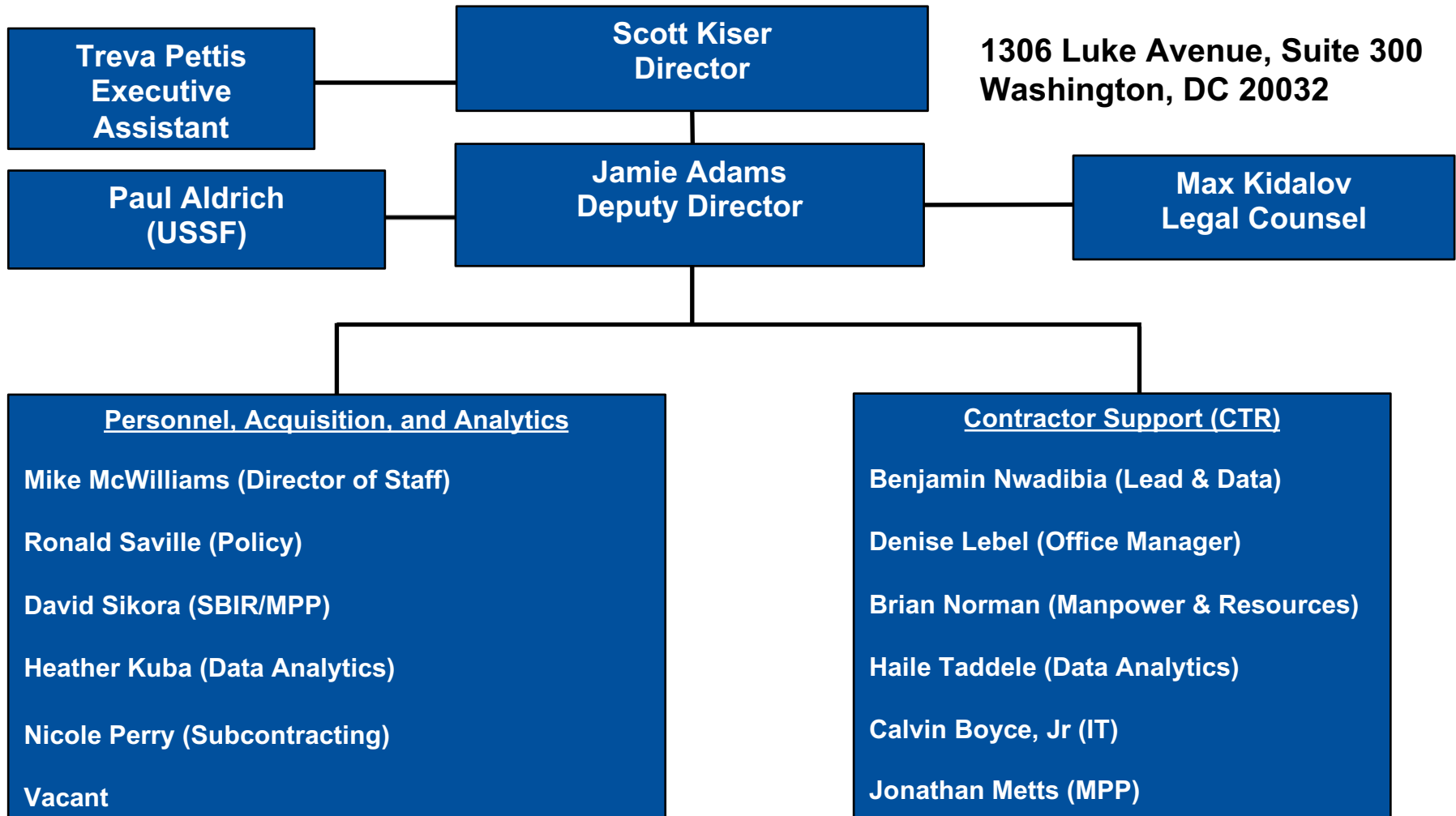
**Scott Kiser, SES  
SAF/SB  
19 Aug 21  
v3**

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*Integrity - Service - Excellence*



# SAF/SB Organization Chart



As of August 2, 2021 – SAF/SB Team





# What We Do: SAF/SB's Mission Responsibilities

## Small Business Act Compliance

- Policy
- Program Management

## Regulatory Compliance Assistance & Relief

## Small Business Liaison & Advocate

## SBIR/STTR Oversight & Assistance

## Outreach, Counseling & Training

## Complaints & Appeals Resolution

## Strategizing Goals



## Acquisition Strategies/Planning

- Reviews
- Gives Advice
- Market Research
- Business Intelligence
- Subcontracting

## Mentor Protégé Program

## Organizational Climate Leadership

## Functional Workforce Leadership

- Facilitates Training





# Statutory Mandates & Directed Responsibilities

## Program Management

- Program Reports to SECAF (3)
- SB BoD Strategy (4)
- Supervisory authority over personnel (7)
- Advises contracting officers and reviews activity (10)
- Federal Procurement Data System reports
- SBIR/STTR Program Review (21)
- Gov't Purchase Card Compliance (18)

## Program Execution

- Assists small business concerns (17)
- Obtains payments, late payment interest penalties, & other information (6)
- Assigns SB Technical Advisors (8)
- Check Subcontracting Plans (20)
- Provides advice on acquisition strategies and market research (5), (11), (12), (20)

## Policy

- Review, Develop, Submit, Share (4)
  - Statutory
  - Federal
  - OSD
  - DAF
- Mandatory Procedures
- Advise, Respond to Policy Questions (4)

## Training

- Oversee SB Credential Training (7)
- Assess, Report on SB Workforce and Industry Training (16)
- Develop Programs
- Provide Training Tools & Resources for SBs and others (13), (19)

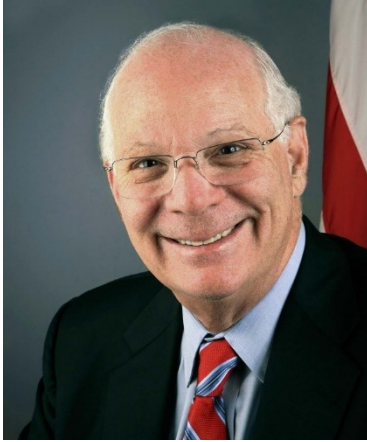
## Outreach

- Host, Sponsor, Guide Strategic Outreach Programs (17c) (19)
- Participate in Events
- Receive Unsolicited Proposals (14)
- Liaison, Partnering and Information Sharing (9)
- Share Industry Forecasts, NAICS
- Support SBA, SBDC/PTAC etc. (9)

<https://uscode.house.gov> / From 15 U.S.C. § 644(k) (3) through (21)



# U.S. Senate Committee on Small Business & Entrepreneurship



**Chair**

**Ben Cardin  
(MD)**



**Ranking Member**

**Rand Paul  
(KY)**

**Majority Members (10 including Chair):**

**Maria Cantwell (WA)  
Jeanne Shaheen (NH)  
Ed Markey (MA)  
Cory Booker (NJ)  
Chris Coons (DE)  
Mazie Hirono (HI)  
Tammy Duckworth (IL)  
Jack Rosen (NV)  
John Hickenlooper (CO)**

**Minority Members (10 including Ranking Member):**

**Marco Rubio (FL)  
James Risch (ID)  
Tim Scott (SC)  
Joni Ernst (IA)  
James Inhofe (OK)  
Todd Young (IN)  
John Kennedy (MO)  
Josh Hawley (MO)  
Roger Marshall (KS)**

**\*Majority and Minority memberships are equal due to 50-50 Senate split + VPOTUS as President of the Senate**



# House of Representatives Committee on Small Business



**Chair**  
**Nydia Velázquez**  
**(NY-07)**



**Ranking Member**  
**Blaine Luetkemeyer**  
**(MN-03)**

**Majority Members (15 including Chair):**

**Vice Chair Rep. Kweisi Mfume (MD-7)**

**Jared Golden (ME-2)**  
**Jason Crowe (CO-6)**  
**Sharice Davids (KS-3)**  
**Dean Phillips (MN-3)**  
**Marie Newman (IL-3)**  
**Carolyn Bourdeaux (GA-7)**  
**Troy Carter (LA-2)**  
**Judy Chu (CA-27)**

**Dwight Evans (PA-03)**  
**Antonio Delgado (NY-19)**  
**Chrissy Houlahan (PA-06)**  
**Andy Kim (NJ-03)**  
**Angie Craig (MN-02)**

**Minority Members (12 including Ranking Member):**

**Vice Ranking Member, Roger Williams (TX-25)**  
**Jim Hagedorn (MN-1)**  
**Pete Stauber (MN-8)**  
**Dan Meuser (PA-9)**  
**Claudia Tenney (NY-22)**  
**Andrew Garbarino (NY-2)**  
**Young Kim (CA-39)**  
**Beth Van Duyne (TX-24)**  
**Byron Donalds (FL-19)**  
**Maria Salazar (FL-27)**  
**Scott Fitzgerald (WI-5)**





# “The Why”

## Russia’s and China’s Geopolitical Offensive in Africa

### ECONOMY US trade deficit widens to a 5-month high of \$55.5 billion in May

PUBLISHED WED, JUL 3 2019 - 8:42 AM EDT

### POLITICS The U.S. Is Worried About China’s Investments—This Time in Israel

The U.S. has long warned about encroaching Chinese influence around the world. And it’s touching America’s closest allies.

### South China Sea: Satellite image shows Chinese fighter jets deployed to contested island

### Caribbean Islands becoming hot spots for Chinese investment

Marco Rubio, says he is ‘very concerned’ about China’s efforts to extend influence into Latin America and the Caribbean

By Brad Lendon

50,545 views | Jul 5, 2019, 04:42am

### U.S. Military Satellites Likely Cyber Attacked By China Or Russia Or Both: Report

Zak Doffman Contributor  
Cybersecurity



### South China Sea: How Beijing breached 2015 pledge to not militarise Spratly Islands

BEIJING broke a 2015 election pledge by beginning to militarise the controversial Spratly Islands as South China Sea tensions with the US continue to spiral.

By CLIVE HAMMOND

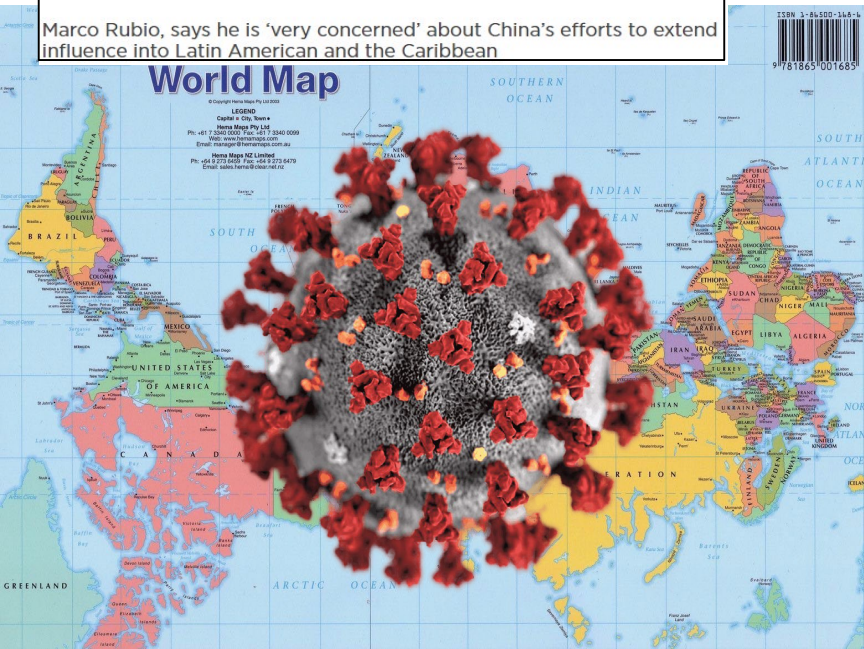
PUBLISHED: 00:54, Fri, Jul 12, 2019 | UPDATED: 01:19, Fri, Jul 12, 2019

### CHINA BUSINESS & ECONOMY

### China Admits One Belt, One Road has Commercial and Military Objectives

BY CHRIS STREET

July 11, 2019 Updated: July 11, 2019





# *National Security Imperative*

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- 
- A stylized world map with a light blue background and a grid of latitude and longitude lines. The map is centered on the Atlantic Ocean and shows the continents in a light tan color.
- **“We have an enduring interest in expanding economic prosperity and opportunity...an imperative on an economic recovery grounded in equitable and inclusive growth, as well as investments to encourage innovation, strengthen national competitiveness, produce good-paying jobs, rebuild American supply chains for critical goods, and expand opportunities for all Americans.”**
  - **White House, INTERIM SECURITY STRATEGY GUIDANCE, March 2021**





# SAF/SB Linkages

## STRATEGY ALIGNMENT

### National Defense Strategy

1. Lethality
2. Strengthen Alliances
3. Greater Performance & Affordability

### Department of the Air Force

1. Build the USSF
2. Modernize Air & Space Forces
3. Strong Leaders/Resilient Families
4. Strengthen Allies & Partners

### SAF/SB Lines of Effort

1. Mission-Focused SB Leaders
2. Tools Not Rules
3. Partner of Choice
4. Establish the USSF





# ***SAF/SB's Approach to Align Strategy to Effect: The Board of Directors***

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## **Board of Directors (BoD)**

### **“Mission-Focused Small Business Leadership”**

- **SAF/SB's strategic approach is based on leading private sector practices for change leadership and management**
- **By design, the BoD OKR is a systems approach that is entrepreneurial, proactive, builds leadership, and shifts from beyond *compliance* focus towards *mission* focus**
- **The BoD meets monthly as a group; Line of Effort (LOE) leaders meet bi-weekly w/stakeholders to drive Key Results**
- **Achieving progress within four major LOEs aligned to directly achieve impact for NDS and DoD Strategy areas**

***Harnessing Proven Approach to Clarify, Inspire, Motivate, and Drive Change: Google was Born on Objectives/Key Results (OKRs) Strategic Framework***





# SAF/SB BoD's 4 Lines of Effort (LOE)



## LOE 1: Mission-Focused Small Business Leaders

- Objectives: 3
- Key Results: 13



## LOE 2: Tools Not Rules

- Objectives: 3
- Key Results: 10



## LOE 3: Partner of Choice

- Objectives: 3
- Key Results: 5



## LOE 4: Establish the US Space Force

- Objectives: 3
- Key Results: 10



**Source: SB Board of Directors Strategy Document FY 20-23 under Director's Corner on Air Force Small Business E-Center Main Page – just paste into you web browser:  
<https://usaf.dps.mil/sites/10969/SitePages/Home.aspx>**



# SAF/SB Program Topics of Interest

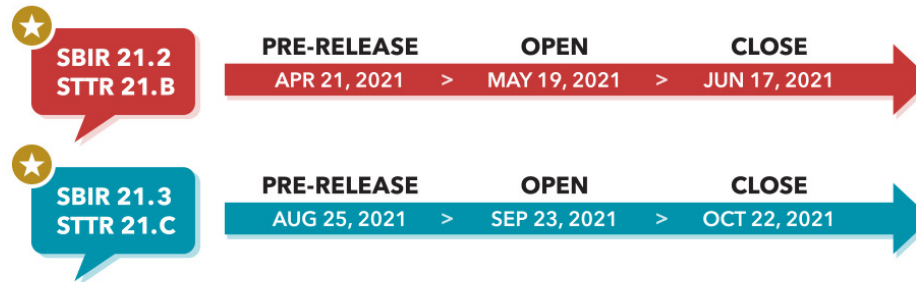
- **Small Business Innovation Research (SBIR)/Small Business Technology Transfer (STTR)**
- **Air Force Pitch Day**
- **Mentor-Protégé Program (MPP)**
- **First Look**
- **Outreach**





# SBIR/STTR

## FY 2021 | DoD SBIR/STTR BAA SCHEDULE



**SBIR/STTR programs harness the talent of U.S. technology companies**

- **SBIR focuses on small tech companies & entrepreneurs**
- **STTR funds R&D projects between SBs & research institutions**

**SBIR/STTR programs utilize DoD Broad Agency Announcements**

**The DoD schedules 3 main solicitation times per year**

**<https://www.afwerx.af.mil/sbir.html> and <https://www.sbir.gov/about>**



# ***Finding New Ways to Engage SBs and Infuse Innovation***



## **MISSION**

AFWERX transitions agile, affordable, and accelerated capabilities by teaming innovative technology developers with Airmen and Guardian talent.





# *Dept of the Air Force Pitch Days*

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- Air Force Pitch Day is an “open topic” concept introduced in 2019
- Rapidly awards Phase I SBIR with same-day contracts

## **Pitch Days:**

- Tech Theme – Dec 2020
- Digital Engineering – Mar 2021
- Weapons – Apr 2021
- Advanced Manufacturing – May 2021
- Artificial Intelligence – Jul 2021
- Air Force Life Cycle Management – Jul 2021
- Nuclear Weapons – Aug 2021
- Space Force Pitch Day – Aug 20



<https://www.afsbirsttr.af.mil/Events/Pitch-Days/>

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# ***Mentor-Protégé Program (MPP)***

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- **Assists eligible SBs (protégés) in developing qualifications and competition ability for prime contracts**
- **DAF currently has 11 active agreements:**
  - **2 – Cyber Security/IT**
  - **6 – Manufacturing**
  - **2 – Innovation**
  - **1 – Medical**

**Mentor-Protégé Contact: David.Sikora.2@us.af.mil**

**For more information, visit the link below:**

**<https://www.airforcesmallbiz.af.mil/Support-Programs/MENTOR-PROTEGE-Program/>**



# ***SAF/AQC-led Initiative: FIRST LOOK***

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- **Align Wing's micro-purchase spend w/ NDAA reform efforts and SECAF vision for smarter business practices**
- **SAF/AQC Solution: FIRST LOOK Program**
  - **Give local and small businesses to the base's mission requirements the "FIRST LOOK" for micro-purchase requirements**
  - **Wing/CC-driven initiative for employing purchasing power**
    - **Not a mandatory procedure**
    - **Encourages GPC (\$2B) cardholders and CONS to purchase local when it make smart business sense**





# Outreach Activity 2021

- 90+ virtual events and +17K audiences reached since Mar 2020
- Strategic Communications and Public Relations focus





# SAF/SB & USSF

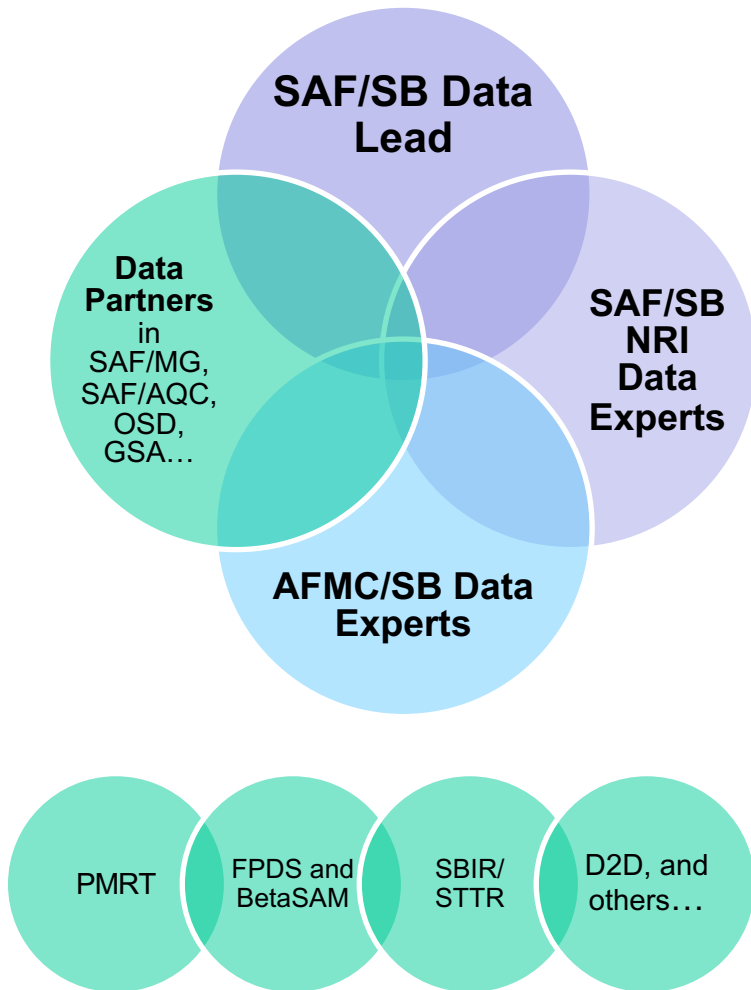
- SAF/SB supports senior DAF leadership
- Establishes policy and guidance for DAF (USAF and USSF) activities
- SAF/SB directs and oversees DAF (USAF and USSF) programs
- Provides SAF/SB support to USSF/SB mission and personnel







# DAF Small Business Data Team





# *Department of the Air Force*

## *COVID-19 Updates*

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- **What the coronavirus pandemic has meant for small business**
- **\$3.09B in DAF's COVID-19 response contract spend (not including assistance), SBs have received over \$1.17B or 37.87%**
- **SAF/SB adapted to teleworking and virtual platforms leveraged**
- **Outreach during the pandemic: 17,000+ audiences reached / 90+ virtual events attended**
- **Under Secretary of Defense for Acquisition & Sustainment responds to Industrial Policy with bi-monthly meetings for DoD/industry members**
- **A Joint Task Force weekly market intel deep dive sprints**
- **SAF/SB established dedicated website for COVID-19 resources**

Data provided by SAF/SB Data Team using SAM.gov as of 02-Aug-21

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# Air Force Small Business COVID-19 Information

As of 03 Aug 21

## SAF/SB Updates

- AF Total Eligible Funds | SB Obligated
  - 2021 Total \$55B | \$11.1B (19.9%)\*
  - 2020 Total \$63.7B | \$14.6B (22.9%)\* RECORD!
  - 2019 Total \$65.5B | \$13.02B (19.8%)
- SBIR/STTR
  - 2021 **3,285** Contract Actions (Obligated \$858M)
  - 2020 **3,790** Contract Actions (Obligated \$1.5B)
- COVID-19 SB Data (Cumulative)
  - 786** COVID-19 SB AF Awardees
  - 2,069** SB AF Contract Actions (Obligated \$1.17B)

SAF/SB link and Info updated daily -- COVID-19 focused

\*15 USC § 644(x)(1) SB double credit for socio economic scorecard purposes

## SAF/SB Engagements

- SAF/SB Dir/Dep on TF/Telecons
  - DAF-ACT
  - OUSD A&S Covid-19 INDPOL
  - SBA/SBPAC
  - JATF, OSD OSBP, IBC
- SAF/SB Data Analyst -> DAF-ACT



CABAN Resources LLC is a small business company located in El Segundo, California. Awarded a COVID-19 contract on June 30, 2021 by ACC for \$138,931.20. With completion date of Jan 2023. The contract was issued for 2 FTE Advanced Office Clerks, 23D Medical Group, Moody AFB, GA.

To deliver on this, CABAN will leverage their experience and knowledge in providing people you need to effectively manage health information and deliver first-rate patient care. CABAN offers a specialized suite of services, including full departmental outsourcing, oncology data management, HIM education and training.

[Home Page - https://www.airforcesmallbiz.af.mil](https://www.airforcesmallbiz.af.mil)

**Support Needed from DAF-ACT Director?**

NSTR



# DAF FY20 SBIR/STTR BUDGET

## FY20 Department of the Air Force SBIR Budget

	BUDGET	TOPICS	PROPOSALS	SBIR PH I AWARDS	SBIR PH II AWARDS
FY 2017	\$357,458,934	157	1926	267	209
FY 2018	\$542,849,828	218	3534	358	224
FY 2019	\$697,548,747	198	4721	1211	451
FY 2020	\$775,519,336	17	4788	819	617

## FY20 Department of the Air Force STTR Budget

	BUDGET	TOPICS	PROPOSALS	STTR PH I AWARDS	STTR PH II AWARDS
FY 2017	\$50,111,066	38	267	56	30
FY 2018	\$81,597,172	37	316	50	33
FY 2019	\$97,792,253	45	458	121	52
FY 2020	\$108,717,664	6	405	153	102

Source: AFWERX Briefing to Small Business Board of Directors, June 2021



# DAF Small Business Program Performance

Overall Fiscal Year	2018	2019	2020	2021
Small Business (SB)	\$11.77B	\$13.02B	\$14.65B	\$11.49B
Other than SB	\$46.11B	\$52.53B	\$49.07B	\$45.86B
Total Eligible Spend	\$57.88B	\$65.55B	\$63.72B	\$57.35B
SB% (Goal)	20.34% (17.5%)	19.87% (17.5%)	22.99% (19.86%)	20.04% (19.86%)

Categories	2018	2019	2020	2021
Small Disadvantaged	8.00% (5%)	7.32% (5%)	8.84% (5%)	7.82% (5%)
Service-Disabled Vet	3.38 (2.6%)	2.93% (2.6%)	3.57% (2.6%)	3.08% (2.6%)
Women Owned	3.86% (2.6%)	3.57% (3.5%)	3.72% (3.5%)	3.08% (3.5%)
HUBZone	1.49% (1.2%)	1.41% (1.2%)	1.70% (1.2%)	1.25% (1.20%)

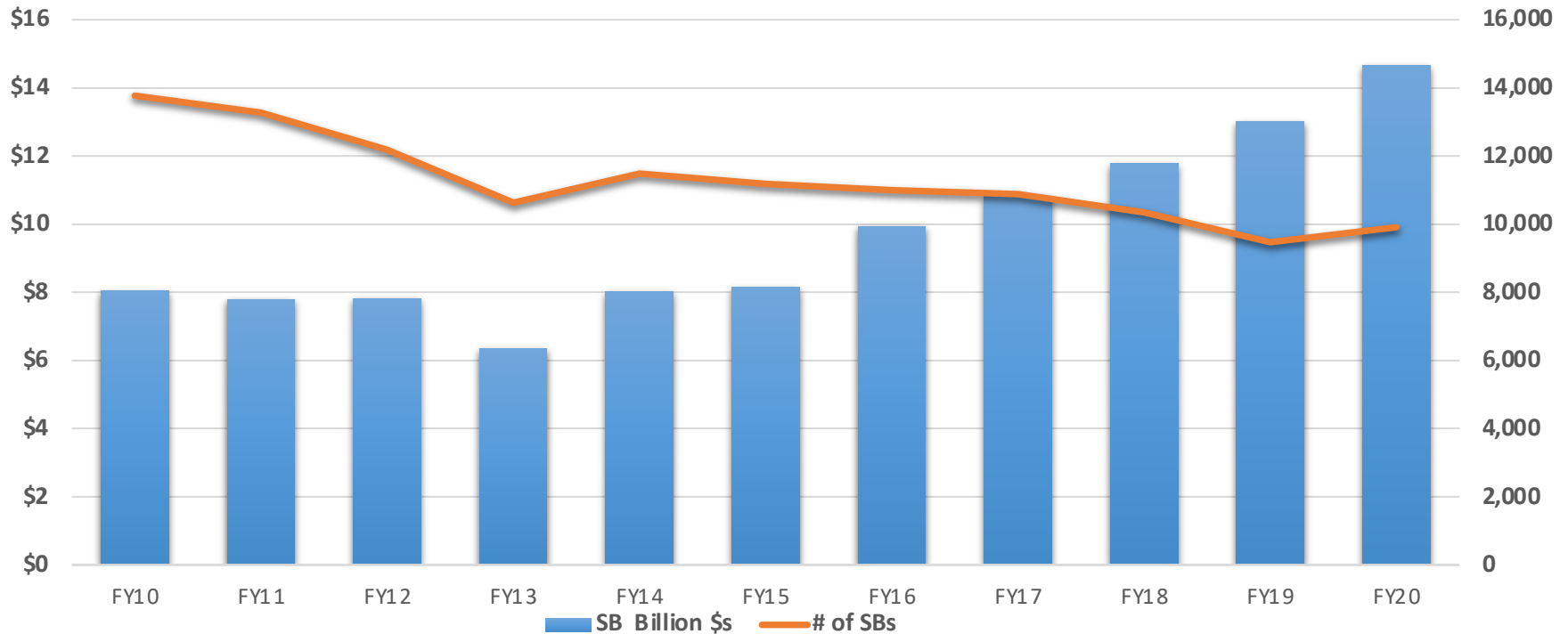
Data provided by SAF/SB Data Team and is current as of 13 August 2021





# SB Industry Outlook

Prime Dollars in Billions to SB's and Number of SB's by FY for DAF



	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20
<b>SB Billion \$s</b>	\$8.044	\$7.798	\$7.815	\$6.357	\$8.012	\$8.159	\$9.937	\$10.816	\$11.787	\$13.013	\$14.651
<b># of SBs</b>	13,771	13,269	12,192	10,624	11,486	11,177	11,004	10,874	10,341	9,471	9,911

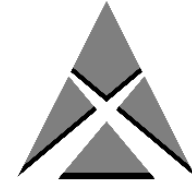
Data provided by SAF/SB Data Team and is current as of 1 July 2021



# Department of the Air Force 2021



AGILITY PRIME



AFWERX





# *Stay Connected*

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**Facebook.com/  
airforcesmallbiz**



**LinkedIn.com/  
airforcesmallbiz**



**Twitter.com/  
AFSmallBiz**

**SAF/SB SharePoint: <https://usaf.dps.mil/sites/10969/SitePages/Home.aspx>**

**Website: [www.airforcesmallbiz.af.mil](http://www.airforcesmallbiz.af.mil)**

**Email: [SAF.SB.workflow@us.af.mil](mailto:SAF.SB.workflow@us.af.mil)**

**SBIR/STTR: [www.sbir.gov/about](http://www.sbir.gov/about)**



# Leverage Your Partnerships

Counseling | Financial Assistance | Certifications | Training

www.sba.gov  
www.aptac-us.org  
www.score.org  
www.sba.gov/tools/  
local-assistance/sbdc

A computer monitor with a dark blue screen displaying the following website URLs in white text.



# *How to do Business with the Air Force*

1

## Identify Your Product or Service

- Federal Supply Class or Service codes <https://psctool.us/>
- North American Industry Classification System (NAICS) codes <http://www.census.gov/naics>
- Prepare a printed and electronic Capability Statement

2

## Register Your Business

- Obtain a Data Universal Numbering System (DUNS) number [www.dandb.com/fedgov](http://www.dandb.com/fedgov)
- Register with the System for Award Management (SAM) [www.sam.gov](http://www.sam.gov)

3

## Prepare to Market Your Business to the Air Force

[www.airforcesmallbiz.af.mil/Small-Business/Majcoms-Others-NAICS-Codes/](http://www.airforcesmallbiz.af.mil/Small-Business/Majcoms-Others-NAICS-Codes/)

## Review the Air Force Long Range Acquisition Forecast

[www.airforcesmallbiz.af.mil/Small-Business/Acquisition-Forecasts/](http://www.airforcesmallbiz.af.mil/Small-Business/Acquisition-Forecasts/)

## Review our Web Site

[www.airforcesmallbiz.af.mil/](http://www.airforcesmallbiz.af.mil/)

## Contact a Small Business Professional

[www.airforcesmallbiz.af.mil/Small-Business/Locate-Specialist/](http://www.airforcesmallbiz.af.mil/Small-Business/Locate-Specialist/)

- Explore Subcontracting Opportunities
- Understand Government Contracting



# *Parting Thoughts...*

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- **OUTREACH:** Leverage Outreach opportunities and introduce new Small Businesses to doing business with us
  - **INNOVATION:** Look for SBs that are innovators – and help them connect with mission partners; share about AFWERX, OT's, etc.
  - **SUBCONTRACTING:** Help explore ways for SBs to participate
  - **GOOD NEWS:** Help find and showcase SB “Good News” or “Success Stories” and use your local Public Affairs/Media
  - **BUSINESS ACUMEN:** Sign up for the SB Specialty Credential through DAU – and complete or get credit for the courses you can (we’re working with OSD and seeking more DAU capacity)
  - **BUSINESS INTELLIGENCE:** Work with our SB Data Team and your MAJCOM directors on being SB data-savvy; use your “Dashboards”
  - **YOU ARE GAME-CHANGERS – KEEP MAKING A DIFFERENCE!**
-





# Questions?



*Integrity - Service - Excellence*



# BACKUP SLIDES



# Department of the Air Force

## Small Business Assets

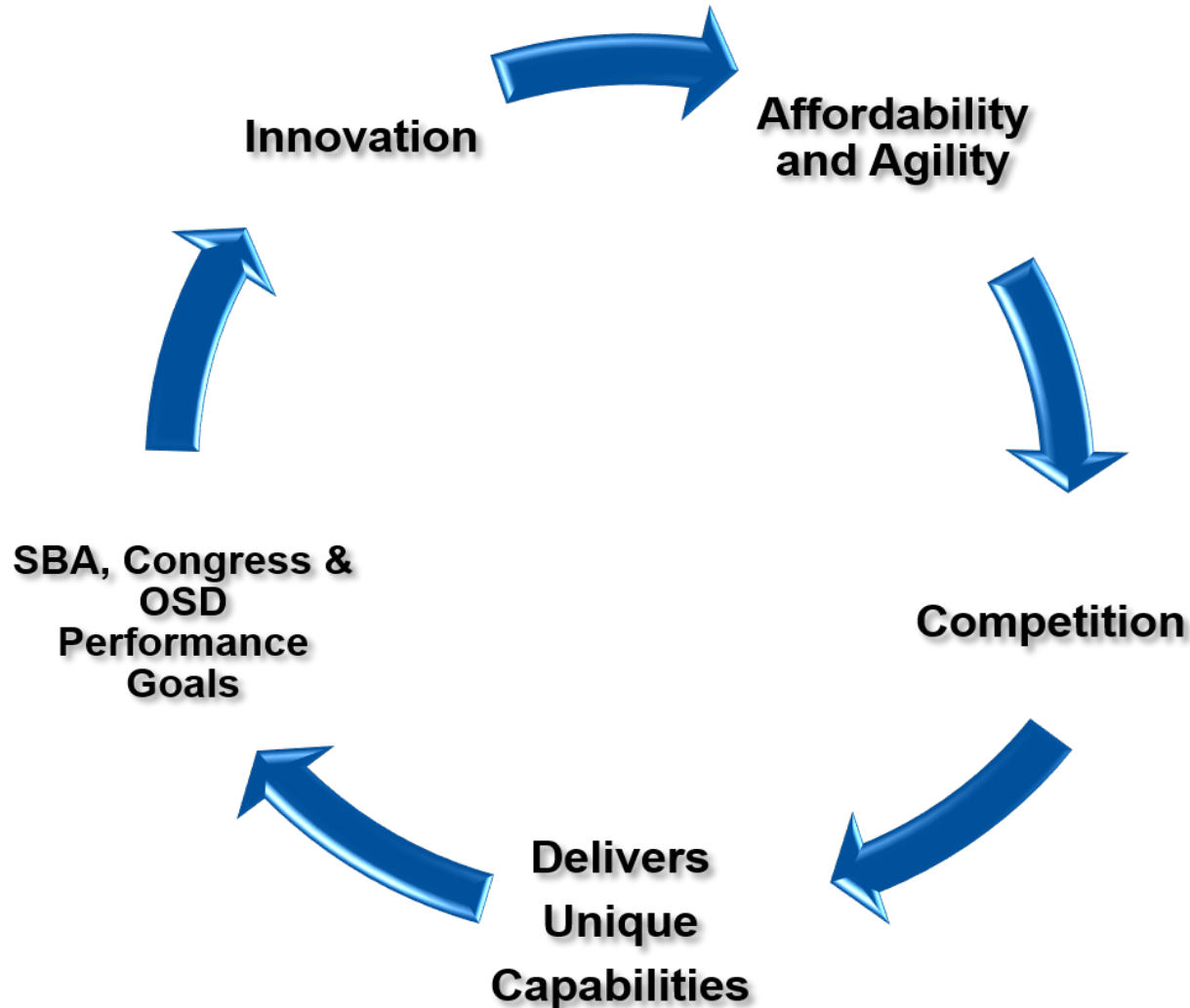
Organization	Full-Time	*Part-Time	Total	Notes
SAF/SB	11	0	11	**Includes +1 Civ FTE New Space Procurement Analyst
USSF	11	1	12	3 FIELDCOMs: SpOC, SSC, STARCOM
ACC	4	11	15	
AETC	3	11	14	
AFDW	4	0	4	
AFGSC	2	14	16	
AFMC	49	8	57	
AFOTEC	0	1	1	
AFRC	0	12	12	
AFSOC	1	2	3	
AMC	2	9	11	
PACAF	1	3	4	
USAFA	1	0	1	
<b>Total:</b>	<b>89</b>	<b>72</b>	<b>161</b>	

\*Note 1: Most "part-time" appointed SBP's serve as Directors of Business Operations (DBO's) at their location/level III certified 1102's

\*\*Note 2: Numbers include SBPs, SB techs, Admin, Attorney; but do not include 7 support CTRs



# Why Have a Small Business Program





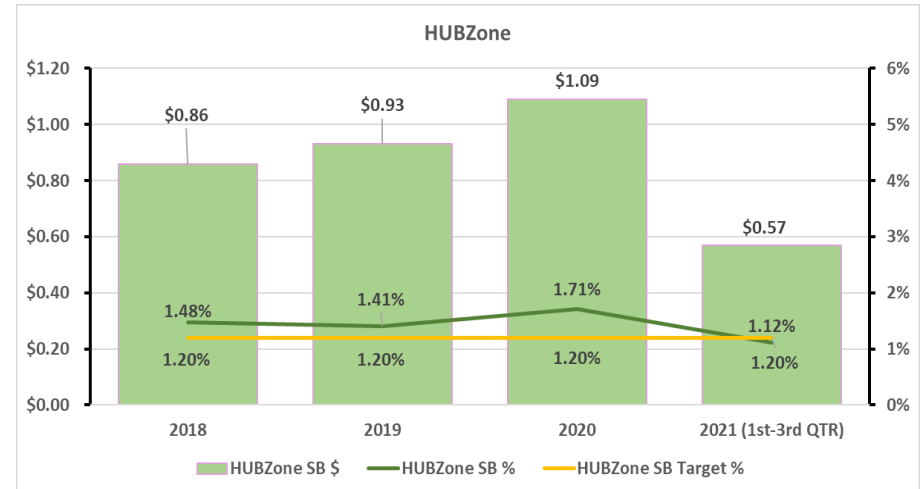
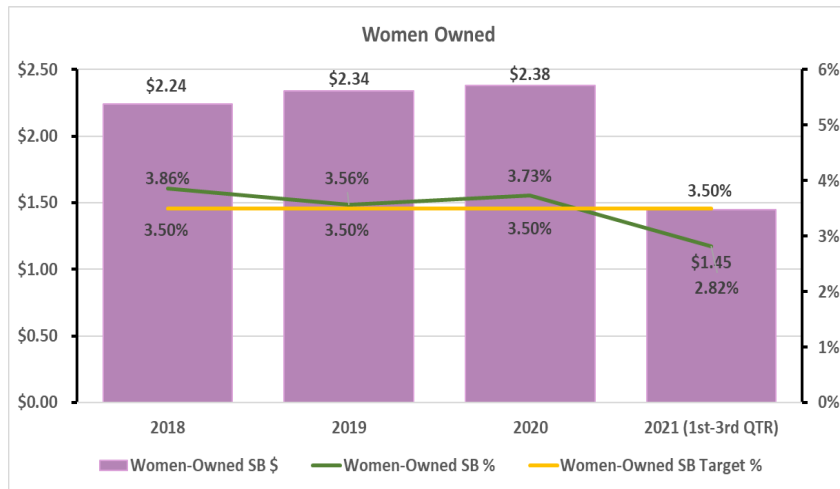
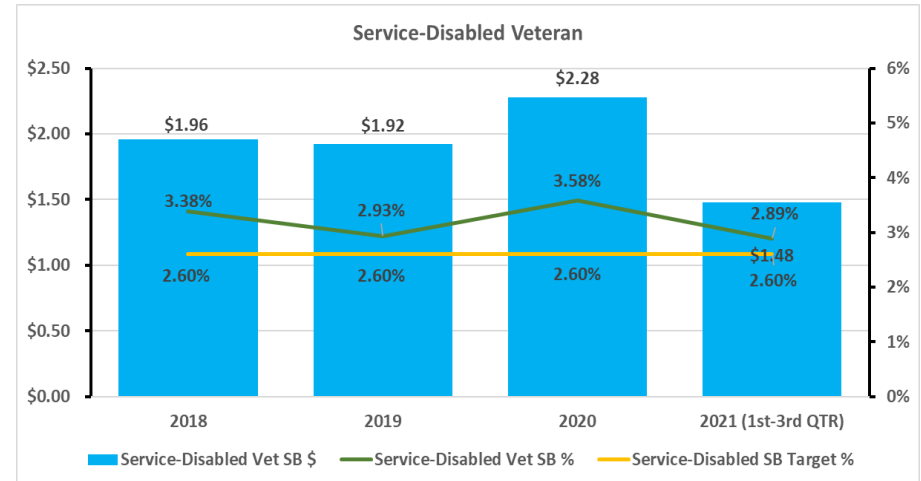
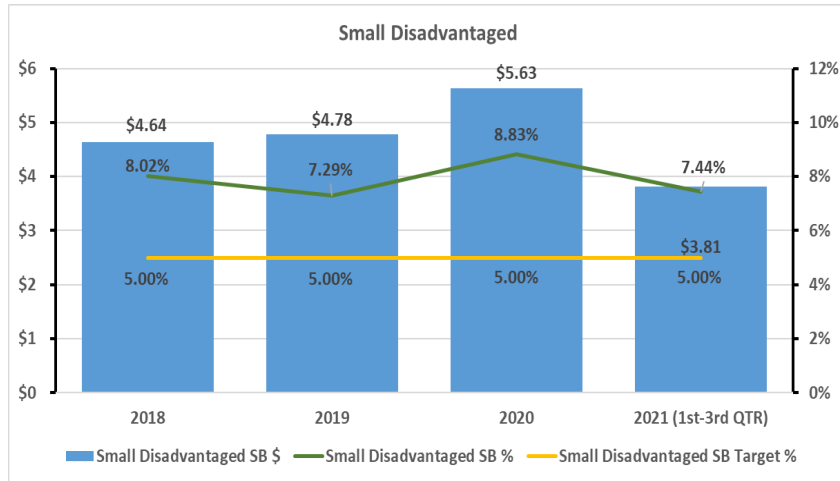
# DAF Prime Contract Awards (Dollars in Billions)

Fiscal Year	Total Awards	SB Awards	% of Total	SDB Awards	% of Total	WOSB Awards	% of Total	HUBZone Awards	% of Total	SDVOSB Awards	% of Total
2021	\$57.35	\$11.49	20.04%	\$4.48	7.82%	\$1.77	3.08%	\$0.71	1.25%	\$1.76	3.07%
2020	\$63.72	\$14.65	22.99%	\$5.63	8.84%	\$2.38	3.73%	\$1.08	1.70%	\$2.28	3.57%
2019	\$65.56	\$13.02	19.87%	\$4.79	7.32%	\$2.33	3.57%	\$0.92	1.41%	\$1.92	2.93%
2018	\$57.89	\$11.78	20.35%	\$4.64	8.02%	\$2.23	3.86%	\$0.86	1.49%	\$1.95	3.38%
2017	\$53.61	\$10.81	20.17%	\$4.19	7.81%	\$2.13	3.96%	\$0.73	1.36%	\$1.72	3.21%
2016	\$54.53	\$9.93	18.22%	\$4.06	7.45%	\$1.89	3.48%	\$0.58	1.06%	\$1.57	2.88%
2015	\$43.34	\$8.16	18.83%	\$3.33	7.68%	\$1.67	3.86%	\$0.54	1.24%	\$1.34	3.10%

Data provided by SAF/SB Data Team and is current as of 13 August 2021



# Department of the Air Force Socioeconomic Trends, FY 18-21



Data provided by SAF/SB Data Team and is current as of 2 July 2021