

Secretary of the Navy
Office of Small Business Programs

Presented

to

Guam Build Up Industry Day

by

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Programs

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- Objective
 - Increase opportunities for small businesses during the Guam Build-up

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DON FY 2008 OBJECTIVES

Provide a Total Workforce to support the National Defense Strategy

Use the Navy-Marine Corps Team to aggressively prosecute the Global War on Terrorism

Build the Navy-Marine Corps Force For tomorrow

Safeguard the people and resources Of the Navy-Marine Corps Team. Integrate Safety and Risk Management.

Strengthen ethics as a foundation of Exemplary conduct within DON

Provide first-rate facilities to support Stationing, training and operations of Naval Forces

DON Small Business FY 2008 OBJECTIVES

Raise Program Visibility

Increase Small Business Participation

Focus on SDVOSB Results

Improve Accountability & Oversight

Leverage Limited Resources

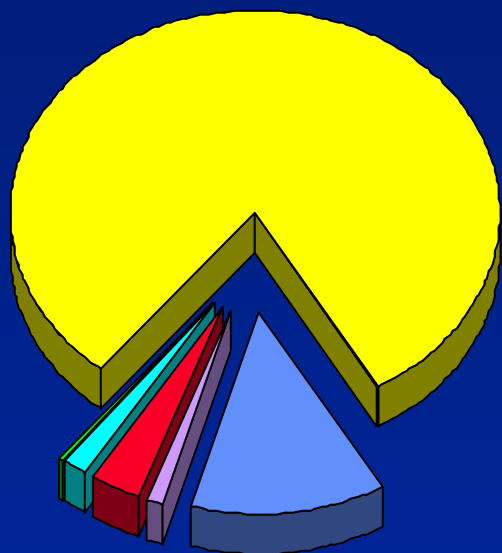
FEDERAL ACQUISITION REGULATIONS 19.201

Provide small business concerns maximum, practicable opportunity to participate as prime contractors and subcontractors in the Department of Navy contract awards



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FY 2007



■ Prime SB Awards ■ HubZone
■ SDB ■ WOSB
■ SDVOSB ■ Total Awards

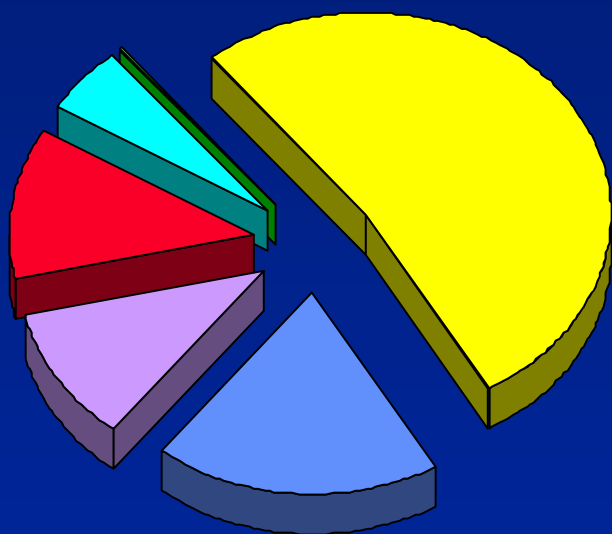
- **\$74.1B** Total Prime Contract Awards
- **\$11.8B** in Prime Small Business Awards – **16.15%**
 - \$905M HUBZone – 1.23%
 - \$2.98B SDB – 4.07%
 - \$1.57B WOSB – 2.14%
 - \$317M SDVOSB – 0.43%

* HBCU/MI Not Reported in FPDS-NG

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Guam FY 2007



■ Prime SB Awards ■ HubZone
■ SDB ■ WOSB
■ SDVOSB ■ Total Award

- **\$405M** Total Prime Contract Awards
- **\$145M** in Prime Small Business Awards – **35%**
 - \$84M HUBZone – **20.6%**
 - \$93M SDB – **22.9%**
 - \$41M WOSB – **10%**
 - \$2M SDVOSB – **.5%**

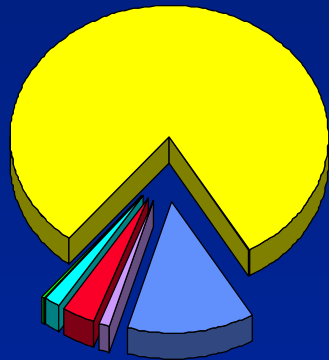
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FY 2007

Total Contract Dollars

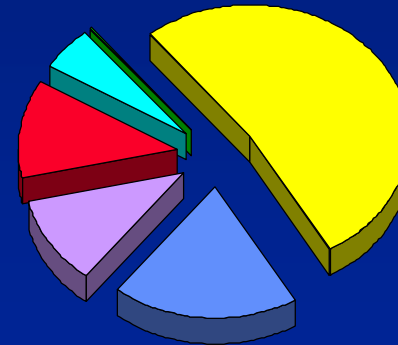
\$74.1B



- Prime SB Awards
- SDB
- SDVOSB
- HubZone
- WOSB
- Total Awards

Total Contract Dollars Guam

\$405M



- Prime SB Awards
- SDB
- SDVOSB
- HubZone
- WOSB
- Total Award

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Guam Issue/Concerns

- Local Preference (none exist)
 - Acquisition tools available to minimize local concerns
 - Guam Island has been designated as a Historically Underutilized Business Zone (HUBZone)
 - Benefits: set-asides, sole source and price evaluation preference
 - 8(a) Small Disadvantaged Businesses
 - Benefits: sole-source awards up to \$5.5M
 - Competitive set-asides awards unlimited
 - ANC and NHO unlimited sole source awards
 - Service-disabled veteran-owned small business (SDVOSB)
 - Benefits: set-asides and sole source awards
 - President has issued Executive Order
 - Increase set-asides for HUBZone, SDVOSB and 8(a)

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Guam Issue/Concerns

- Consolidated Requirements
 - Current requirements are large and not available for small business
 - Tailor scope of work for small businesses where possible
 - Increase subcontracting goals
- Bonding Capacity
 - Cost of bonding
 - Facilitate a workshop between bonding industry and small businesses
- Allocation of funds received from Japan
 - Portion of funds fall under the Federal Acquisition Regulations

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Small Business Initiatives

- Increase small business training/workshops
- Encourage the use of small business partnership, joint venture and teaming agreements
- Focus on increasing HUBZone, SDVOSB and 8(a) set-asides
- Develop contract evaluation factors that give greater preference to small business firms
- Emphasize greater oversight and enforcement of subcontracting plans
- Look into establishing a Procurement Technical Assistance Center

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Summary

- Navy Small Business Office
 - Is an Guam Small Business Advocate
 - Is a member of Interagency Guam Task Force socio-economic working group
 - Continue to work with other federal agencies to increase opportunities for small businesses on Guam

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