SB—Who We Are

- Air Force Life Cycle Management Center (AFLCMC) located at Wright-Patterson AFB, Ohio (near Dayton)
  - Integrated team in 6 geographic locations
  - Part of the AF and AFMC SB Offices

- AFLCMC Small Business Office Mission:
  - *Maximizing innovative, agile, and efficient small business solutions to the world’s greatest Air Force*
AFLCMC Small Business Offices

AFLCMC/SB WPAFB
Mr. Luke Schultz, Director of SB
Ms. Kelly Thirtyacre – ISR/SOF, WW & WK
Ms. Jennifer Gallagher – PZI & EPASS
Ms. Alicia Draines – BES
Ms. Kendra Ephrem – AFSAC & PZI
Mr. Kevin Parks – ACS, WV & LP
Ms. Sarah Chaffe – WL & PZI

AFLCMC-Crypto Div
Ms. Zakiya Norris

AFLCMC Maxwell-Gunter AFB
Ms. Denise Baylor

Eglin AFB (Including AFLCMC, AFRL, 96th TW)
Ms. Anita Jackson
Ms. Rochelle Gasper

AFLCMC-Hanscom AFB
Mr. Jeff Emmons
Mr. Ellen McDonnell

AFLCMC-AFMETCAL
Heath OH
Ms. Kathryn Vaccaro
Mr. Michael Hickey
SB—What We Do

- **AFLCMC/SB core purpose:** *Support the Warfighter*
  - Encourage program offices to seek & consider small business solutions when they make cost, schedule, and/or performance sense

- **Counsel Contractors**
  - Match AFLCMC needs with Contractors meeting those needs
  - Coordinate inquiries and guidance requests

- **Promote effective In-Reach & Outreach Programs**

- **Advocate for the mission** while promoting SB alternatives
Doing Business w/ AFLCMC

- Register your business:
  - Obtain a DUNS Number
    - Free of charge for Government Contracting and Grants
  - Register in System for Award Management (SAM)
    - Consolidated system for federal procurement
    - No cost to companies, [https://www.sam.gov](https://www.sam.gov)

- Your local PTAC and SBA representatives can assist w/ these tasks

- Search for contracting opportunities:
  - Beta Sam, [https://beta.sam.gov/](https://beta.sam.gov/)
Doing Business w/ AFLCMC

• Know the rules of Federal Government contracting
  • Keep abreast of changes in laws and regulations
  • [https://www.acquisition.gov/](https://www.acquisition.gov/)
  • FAR Part 19 – Small Business Programs

• Submit well-prepared proposals
  • Provide everything requested in the solicitation

• Pointers to Small Businesses:
  • Respond to Sources Sought Synopses/Requests for Information
  • Consider teaming in order to strengthen capabilities
  • Consider subcontracting opportunities & perform well
  • Watch for/attend Industry Days posted on [beta.sam.gov](http://beta.sam.gov)
How Businesses Can Help Themselves

• Assist the Govt w/ mandatory Market Research by responding to sources sought, RFIs and draft RFPs
  • Mandatory for actions over $10K
  • The key to understanding our marketplace
  • The key to knowing who the Small Businesses are in our North American Industrial Classification System (NAICS) codes
How Businesses Can Help Themselves

• Why SBs should respond to sources sought, RFIs and/or draft RFPs:
  • If the **rule of two** is met, the Contracting Officer (CO) may set aside that contract for restricted competition
  • Better **market intelligence** can allow the CO to make an informed decision regarding:
    • **Whether subcontracting opportunities exist**
    • **What SB goals are reasonable/attainable** for the prime
  • Formulating a response early on allows **more opportunity to communicate with the CO**
Small Business
Regulatory Changes
Calculation of Average Annual Receipts

• Implements Small Business Runway Extension Act of 2018

• Calculate annual receipts using average of prior five years, instead of prior three years

• Applies to all industries with receipts-based size standards

• Only applies to certifications on or after January 6, 2020 — prior certifications must use 3-year average

• Includes two-year transition period (through Jan. 6, 2022) that allows firms to choose between 3-year average and 5-year average
Set-Asides: Multiple Award Contracts

- Allows Contracting Officers to set aside orders for 8(a), HUBZone, SDVOSB, or WOSB firms under full and open MACs and small business set-aside MACs.

- This does **not** apply to socioeconomic set-aside MACs.

- It also does **not** apply to already-awarded MACs.

- Effective 30 Dec 2019
Good Faith Compliance: Subcontracting

The 2017 NDAA revised the Small Business Act:
- Material breach of contract if a contractor with a subcontracting plan fails to comply in good faith with the requirement to cooperate in studies or surveys required by the agency or SBA to determine compliance
- Required SBA to provide examples of good faith efforts to comply with a small business subcontracting plan

SBA has revised its regulations on Contracting Officer responsibilities to implement these changes:
- Added nine examples of activities that would reflect a failure to make a good faith effort to comply with a subcontracting plan (mirrors language in FAR 19.705)
- Directs Contracting Officers to evaluate whether a contractor complied in good faith with the requirement to participate in studies/surveys
Determining Compliance w/ LOS

• 13 CFR 125.6(e), new paragraph added to limitation on subcontracting compliance regulations:
  
  • Clarifies that Contracting Officers can, at their discretion, require firms to provide evidence of compliance with the limitations on subcontracting if information demonstrating compliance is not already available
  
  • Includes examples of documentation that Contracting Officers may request
    • List isn’t exhaustive
Women-Owned SB Certification Program

• **Effective 15 July 2020**: Eliminates the self-certification option to comply with 2015 NDAA amendment that requires a WOSB/EDWOSB to be certified by SBA, an authorized Federal or state entity, or an authorized third-party certifier (TPC) in order to be awarded WOSB/EDWOSB set-aside or sole source contracts

• Stands up a free certification program offered by SBA

• Expands the list of Federal and state entities that will be authorized to certify WOSBs/EDWOSBs in lieu of certification by SBA’s Women-Owned Small Business Program office, including the 8(a) Business Development Program and the Center for Verification and Evaluation

• Details how SBA will oversee TPCs
Questions?