

OUTREACH PROSPECTIVE



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MTAPP Summit focuses on critical supply chain needs

San Antonio was the site for this year's Manufacturing Technical Assistance Production Program's annual Summit. The Summit, among the Air Force Outreach Program Office's most successful activities, was held Nov. 13-16, and brought together small businesses, acquisition professionals and prime contractors to discuss ways to help meet the supply and technical requirements of the Air Force and the Department of Defense.

The MTAPP Summit helped MTAPP member companies prepare for new business opportunities, according to Lt. Col William Blakeman, MTAPP Program Chief.

"The Summit also connected acquisition professionals with MTAPP members and facilitated meetings between MTAPP members and prime contractors," he said.

Summit speakers covered topics such as Defense Acquisition Reform and its impact on Small Business, Supply Chain Sustainment, and Becoming a World Class Manufacturing Firm, in addition to a variety of other presentations. The Summit also included panel discussions by aerospace prime contractors and MTAPP companies, a matchmaking event, and a tour of a San Antonio MTAPP Graduate manufacturing firm, M2 Global Technology.

The culmination of the Summit was the MTAPP Graduation and Awards Banquet, with a keynote address by Dr. Ross Robson, Executive Director

of the Shingo Prize for Excellence in Manufacturing.

Recognized during the Awards Banquet were the 25 MTAPP Graduate companies, as well as several award winners. The following MTAPP companies received awards:

MTAPP Innovation in Manufacturing Award

Custom Manufacturing & Engineering
St. Petersburg, Fla.

Foam Matrix, Inc.
Inglewood, Calif.

MTAPP Teaming Award

Eagle Tool & Machine Company
Springfield, Ohio

MTAPP Jointness Award

Kit Pack Company
Las Cruces, N.M.

MTAPP Mission Award

Certified Manufacturing
Holt, Fla.

Blakeman said that the Summit was a great success.

"All in all, it was a real opportunity for learning about MTAPP and the supply chain issues that face the Air Force and the DoD, as well as a great networking opportunity for the MTAPP small business manufacturers. It resulted in a win-win situation for all the participants."

*(For more MTAPP coverage,
please see pages 12-13)*

from the acting SAF/SB director

When this time of year rolls around, we tend to find it a time for review, reflection, and re-energizing. Not only has the fiscal year closed out, with numbers being “crunched” and results looked at, but the calendar year has run its course too. And by both years—fiscal and calendar—we measure our past successes and look to future challenges.

The unofficial numbers are in for Air Force Small Business, and overall we have enjoyed another strong year! In dollar amounts, the Small Business contract awards increased by about half a million dollars, and we exceed our goal by more than one percent! Our overall goal for Fiscal Year 2006 was 15.46 percent, and we achieved 16.57 percent. When broken down into categories, we exceeded our goals in small disadvantaged, woman-owned, and service-disabled veteran owned, and met our goal in HUBzone awards. Thanks are in order to all of you who have worked so hard to make this happen.

But while we should be justifiably proud of our accomplishments, there are still many challenges ahead of us as we begin this new fiscal year. One challenge is to increase the number of awards and dollars awarded to HUBZone and Service-Disabled Veteran-Owned small business firms. Though we did make some headway

in Fiscal Year 2006, we need to redouble our emphasis in those two areas.

Our attention is also drawn to another area, that of countering the effects of bundling and consolidation. Although there are sometimes certain benefits to the Air Force from bundling and consolidation, those of us in the Small Business community need to look at how we can mitigate some of the potential negative effects on small businesses. One way is through our participation as members on strategic sourcing boards. We are also supporting two legislative proposals. One will allow small businesses to form teams and count all small business prime and subcontracting activity towards the 51 percent requirement to perform work contained in FAR 52-219.14. Another would allow reservations for small businesses when conducting full and open competitions for multiple contract awards.

Also on the front burner is to make sure that all our folks are aware of the new Small Business Recertification Rule from the Small Business Administration. This recertification rule will not be in effect until June 30, 2007, at the earliest. In addition, implementation will not occur until the Office for Federal Procurement Policy issues a memo directing its use or until a change in the FAR is accomplished. The rule



John Caporal

may be found in the Federal Register, Vol. 71, No. 220, pages 66434-66444. (<http://www.wais.access.gpo.gov>).

As we focus on our new efforts in these areas, let me thank you again for the tremendous work and dedication that you have all put into the Air Force Small Business program. The numbers speak for themselves! You should be justifiably proud of what you have accomplished, as we turn our efforts and attention now to the new year. Happy holidays to all of you from the Air Force Office of Small Business Programs!



from the AFOPO director



Editorial Staff

John Caporal
Acting Director
Air Force Office of
Small Business Programs

Renee Wesley-Case
Director
AFOPO

Damon L. Oakes
Chief, Media & Marketing Outreach
AFOPO

Martie Cencki
Editor
AFOPO

Floyd Taylor
Technical Support
AFOPO

Outreach Prospective is published quarterly by the Air Force Outreach Program Office, 3315 Sidney Brooks, Brooks City-Base, TX 78235, (210) 536-1317. Contents of *Outreach Prospective* are not necessarily the views of the U.S. Government, the Department of Defense, or the U.S. Air Force. The editorial content is edited, prepared and provided by the AFOPO. Deadline for submission is as follows: 1st Quarter: Feb. 15; 2nd Quarter, May 15; 3rd Quarter, Aug. 15; 4th Quarter: Oct. 15. Articles should be submitted to martha.cencki@brooks.af.mil. All photos are U.S. Air Force photos unless otherwise noted.

Recently the Air Force Outreach Program Office hosted a very successful Summit for the Manufacturing Technical Assistance Production Program. Approximately a hundred small business manufacturers, prime contractors, and government and industry executives convened in San Antonio to discuss ways that we can work to meet the critical needs of the Air Force and Department of Defense supply chains. It was a Summit full of opportunities—to learn, to network, and, in some cases, to match make. With all the knowledge exchanged at the Summit, I know that everyone came away re-energized to find ways to support America’s small business manufacturing base and, in turn, America’s warfighters. And if there is any doubt about the success of networking and conferences, then be sure and check out the story on page 12 about M2 Global Technology, an MTAPP graduate, and how that company got involved in the MTAPP Program. You’ll see that it pays to attend conferences, and it pays to network!

In late October, we were in Washington D.C. for retirement activities for Joseph G. Diamond, the former director of the Air Force Office of Small Business Programs. In addition to bidding a fond farewell to Mr. Diamond, the events gave us an opportunity to network among the Small Business community.

Recent changes to the Air Force Mentor-Protege Program should help focus and target the companies and technologies needed by the Air Force. The MP Program will now use a two-phase approach to Broad Area



Renee Wesley-Case

Announcements. First, eligible mentors will be asked to submit a White Paper. The White Papers will be reviewed, and those accepted will then be invited to submit a technical and cost proposal in accordance with the BAA. More information is available on the Sell to Air Force web site, www.selltoairforce.org.

As we look back at the year that is ending, we draw lessons from it, and plan for the future. We have had our share of successes in the AFOPO in 2006, and we have some great plans for the New Year. Among the many initiatives that we took on in 2006 are the realignment of the Air Force Mentor-Protégé Program under the AFOPO, and the launching of a new and improved Long Range Acquisition Estimate on our Sell to Air Force web site. While this by no means lessens any other accomplishments, these were both huge endeavors that took a lot of preparation and a lot of growing.

As we look to the New Year, one of our undertakings will be an Air Force Small Business marketing plan to ensure that we are reaching the right audiences with the right messages and services. We have been soliciting input from key players, and will continue to fine tune this plan as we go into 2007.

Diamond retirement marked by awards, remembrances

by Peter Villarreal
Management Analyst
Air Force Outreach Program Office
Brooks City-Base, Texas

Small Business Program Office Director Mr. Joseph G. Diamond was honored at a retirement ceremony and farewell dinner Oct. 20 at the Fort Myer Officer's Club in Washington, D.C. During the ceremony, Undersecretary of the Air Force Dr. Ronald Sega presented Diamond with the Outstanding Civilian Career Service Award for his many years of exemplary service.

In remarks to the overflow crowd attending the retirement ceremony, Sega pointed out that only one out of a 100 achieve the rank of Chief Master Sergeant in the Air Force, a feat Diamond accomplished in less than 20 years. The Undersecretary also said that fewer still go onto achieve so senior a position within the senior executive service as Diamond.

In addition to earning the Distinguished Civilian Service Award, Diamond was presented with framed letters of congratulations from President George W. Bush, Secretary of the Air Force Michael W. Wynne, and Air Force Chief of Staff General T. Michael Moseley.

At a farewell dinner following the retirement ceremony, Diamond was honored by family, friends, and associates. The dinner was hosted by Small Business Program Deputy Director John Caporal, and featured an inspired performance by Sherry Freeman from Kirkland AFB, who represented Air Force small business specialists and the major command small business directors in presenting Diamond a wine chiller. In making the presentation, she described Diamond's tenure with a vigor that would have done a traveling evangelist proud. As she concluded her remarks by saying that the wine chiller needed something to put in it, other MAJCOM directors attending the ceremony each stood up holding a bottle of wine that they had selected to commemorate the occasion.

Knowing the Diamond was an avid boater, the staff of the Small Business Program Office presented Diamond with a solid brass ship's light for his boat. Mary Reynolds also gave Diamond a framed history about the previous owners of his house. Diamond's colonial style home dates from the late nineteenth century.

On behalf of the AFOP, Renee Wesley-Case, AFOP director, presented Diamond with a framed Texas state flag flown over the state capitol on the day that he became the director of the Small Business Program. Well known for his fondness for golf, Lynette Ward, AFOP deputy director, gave Diamond a framed letter of congratulations from golfing legend Jack Nicklaus.

Highlighting the evening was a touching personal tribute by Diamond's four grown daughters and his wife. In addition to thanking everyone who attended, Diamond also asked the MAJCOM directors to pass on his gratitude to the many acquisition and small business specialists who have worked so tirelessly on behalf of small businesses to support the warfighter.



Joseph G. Diamond



Electronic Systems Center, Senator Collins team up to support Small Biz outreach

by Chuck Paone
Electronic Systems Center Public Affairs
Hanscom AFB, Mass.

Electronic Systems Center personnel participated in a small business event sponsored by U.S. Senator Susan Collins of Maine and the Department of Defense Northeast Region Small Business Council. The forum, billed as a training and matchmaking event, was held in Portland, Maine, Oct. 17-18.

Senator Collins' office asked ESC to participate in the event, attended by more than 400 small businesses from New England and others from as far as California. Over 50 large businesses also attended in hopes of establishing subcontracting relationships with small businesses, according to Bill Donaldson, director of ESC's Small Business Program.

Senator Collins specifically invited ESC small business and contracting specialists to participate in the session because ESC is the largest DoD presence in the New England region, Mr. Donaldson said.

ESC personnel counseled 40 small businesses and trained them on how to do business with ESC and the Air Force. Laura Dionne, contracting officer for the 350th Electronic Systems Group, provided first-hand procurement knowledge to the businesses. Mr. Donaldson and his deputy, Leo Layon, provided training and advice for small businesses looking to begin or increase their participation in Air Force programs.

Senator Collins, a member of the Senate Armed Services Committee and chair of the Senate Committee for Homeland Defense, was pleased with the number of businesses and government agencies that participated, Mr. Donaldson said. She was equally pleased by the quality of instruction and networking advice provided by the participants, he added.

Phil Varney, the president of the DoD Northeast Region Small Business Council, and Pat Rice, chair of DoD's Maine Procurement Technical Assistance Center, declared at the conclusion that this was the premier small business event ever held in New England, according to Mr. Donaldson.



ESC's Bill Donaldson (left), director of Small Business Programs, Laura Dionne, Contracting Officer for the 350 ELSG, Sen. Susan Collins, and Leo Layon, deputy director of Small Business Programs, were key participants at the DoD Northeast Region Small Business Council Matchmaker event. (Courtesy photo)

prenuptials, anyone?

Strategic sourcing and small business: a difficult but necessary marriage

by Sonia Carlton
Director of Small Business
Air Force Materiel Command
Wright-Patterson AFB, Ohio

In 2005 we received direction from the Office of Management and Budget (OMB) to leverage spending to the maximum extent possible through strategic sourcing. The memorandum is at <https://acc.dau.mil/CommunityBrowser.aspx?id=46200>. At the same time, articles such as the one found at http://www.govexec.com/story_page.cfm?articleid=34816&sid=5 extols the steps that OMB is taking to address the concerns of small businesses by developing a score card to focus agency attention on “unbundling” large contracts in order to provide more prime contracting opportunities for small business.

So how can we be pursuing strategic sourcing as a means to reduce costs and improve the efficiency, which typically results in contract consolidation, and also looking at unbundling to foster more small business opportunities? So which do they really want? A robust small business program that meets small business prime contracting goals or strategic sourcing?

The answer is unequivocally – both! Having both is not out of the question if we recognize the value that small businesses can bring to the acquisition, and encourage teaming. Understanding how small businesses can survive and thrive in this environment may be best explained by the concept of strategic sourcing.

If you ask 10 people what strategic sourcing is, you will get 10 different answers! The definition that I prefer is this: it is an overall strategy to obtain better value by obtaining cheaper pricing, more favorable terms and conditions, and/or increased realization of socio-economic goals while maintaining or improving levels of quality, service and technology. Successful suppliers in a strategic sourcing environment share common characteristics, and many of these attributes are the same ones that give small businesses an edge in the marketplace. These attributes include the following:

- **Competitive Value-based Pricing** – Most small businesses are already very cost efficient. Many small business owners run a tighter operation than larger organizations because they have more personal involvement in their processes from beginning to end. Small businesses typically have lower overhead making them more cost competitive than large business suppliers. Additionally, they have a focus on customer satisfaction because they know having a good reputation with their customers is imperative to



Sonia Carlton

the success of their business.

- **Innovation** – A recent study found that small firms produce 13 to 14 times more patents per employee than larger counterparts.
- **Emphasis on Support and Service** – Strong customer service and support is an attribute that small businesses take great pride in. They know that having a flatter organizational structure than their large business competitors provides their customers with greater flexibility and better access to top management.
- **Forming Strategic Alliances** – Through teaming, which includes formal and informal joint ventures, small businesses can effectively compete with larger

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Strategic Sourcing

(continued from previous page)

competitors by forming alliances with other businesses that complement them.

So what can we do, as acquisition professionals, to ensure a long and happy marriage while avoiding cumbersome prenuptials? The answer is to make strategic sourcing inclusive of small businesses as prime contractors whenever it is possible and practical.

We can do this by working together to

- Seek out small businesses by performing thorough market research.
- Involve your small business office early in the acquisition process.
- Encourage teaming in the solicitation and at pre-solicitation conferences.
- Avoid discounting small businesses as too risky without looking at risk mitigation; teaming is one means of mitigating financial and technical risks.

The new Office of Federal Procurement Policy Chief, Paul Dennett, said he would focus on the "huge potential" that lies in expanding strategic sourcing, in which agencies consolidate their purchases to negotiate better prices.

Acknowledging concerns expressed by small businesses that they get shut out of these and other mega-

contracts, Denett said his office would ensure small business owners continue to have access to federal contracts not just as subcontractors, but as primes.

"That's where they feel really in control and they get the maximum benefit of controlling their own destiny," he said.

Since access to federal contracts begins with us, we need to challenge our acquisition teams to keep small

'So what can we do, as acquisition professionals, to ensure a long and happy marriage while avoiding cumbersome prenuptials? The answer is to make strategic sourcing inclusive of small businesses as prime contractors whenever it is possible and practical.'

-Sonia Carlton

businesses in mind as they design requirements and mold the acquisition strategies of future contracts. We must remember that small businesses and their growth is a vital part of what makes our economy strong and a strong economy is an important aspect of our national security.

If you have any questions relating to this topic, you may contact me at sonia.carlton@wpafb.af.mil or call me at (937) 257-6102 or DSN 787-6102.

SBA grants will fund 19 new women's business centers

The U.S. Small Business Administration announced \$12 million in grant funding for 19 new Women's Business Centers (WBCs) and 80 existing WBCs, broadening the reach of business training and counseling to assist women to start, grow and expand their small businesses.

The \$12 million includes funding for the 19 new WBCs, continued funding for the 29 existing WBCs that are still in their first five years of funding and 51 older WBCs that were awarded sustainability grants. Each WBC is required to match a portion of the federal funds with private contributions.

WBCs are community-based and they are in nearly every state, the District of Columbia, Puerto Rico and American Samoa, serving a wide variety of economic environments including urban, suburban and rural. Each WBC tailors its services to meet the needs of the local area, and works to provide women business owners with long-term training, counseling and mentoring, as well as access to all of the SBA's programs and services.

With the addition of these 19 centers, women entrepreneurs now have 99 WBCs nationwide to help them start and grow their small businesses. For a complete list of all centers receiving grants, to find the location nearest to you and for additional information about the SBA's Women's Business Center program, visit online at <http://www.onlinewbc.gov/wbc.pdf>.

New Mexico construction firm took shape in Gulf War days

by Francis M. Eggert
Director of Business Operations
49th Contracting Squadron
Holloman AFB, N.M.



veteran-owned small businesses are there for America's warfighters

When Army veteran Ricardo Araiza and his wife Renee co-founded R-CON Construction, a service-disabled veteran-owned small business in Las Cruces, N.M. in 1996, their philosophy was simple: customer satisfaction was their number one issue, and they would insure it through constant attention to detail, a sharp focus on excellent craftsmanship and on-time completion.

Today, R-CON employs more than fifty dedicated individuals, many of whom have served their country proudly. The company has expanded not only in the Southwest in recent years, but has fixed its sights on projects across the country.

In many ways, the R-CON model took shape during Ricardo Araiza's service in the Gulf War. It was there that he witnessed first hand the highly effective management system utilized by the U.S. military. He realized that, if implemented properly on a smaller scale, this would most certainly yield higher productivity and success on every front.

After starting up his company, Ricardo Araiza completed his Civil Engineering Degree at New Mexico State University while seeking out construction projects in the local Las Cruces area. Initially, the projects were small in size, but with each completion, they gained momentum and grew. The first large scale project came to fruition in the form of a 9000 square foot free standing surgical center. Upon its successful completion, the company began to seek out more competitive contracts, which led to the doorstep of the federal government.

As a testimony to its success, R-CON has been awarded and is currently

performing services on several Air Force contracts:

Dover AFB, Dela.: Grounds Maintenance, SDVOB, awarded to R-CON Construction, Inc. and teaming partner Maintenance Engineers with a contract value of \$4,361,425.00

Holloman AFB, N.M.: Grounds Maintenance, 8(a), awarded to R-CON Construction and teaming partner Maintenance Engineers with a contract value of \$3,788,104.10

Holloman AFB, N.M.: Base Pavements, 8(a), awarded to R-PAV, which is a Joint Venture between Mesa Verde Enterprises and R-CON Construction, with a contract value of \$13,231,013.44

Holloman AFB, N.M.: General Construction on various construction contracts currently valued at: \$400,425.00

White Sands Missile Range, N.M.: General Construction on various construction contracts currently valued at: \$1,230,000.00

AFCSF / Lockheed Martin Corporation: General Construction on various contracts currently valued at: \$1,620,000.00

Ricardo and Renee Araiza created a multi-faceted construction firm with talented team members who carry an impressive array of degrees, licenses and years of hands-on experience. Although the size of the company has grown exponentially, sound business ethics remain at the core of R-CON's success. This philosophy has proven to be the catalyst for today's R-CON.

SERE-ious business

service-disabled vet-owned small business provides support for survival training

by Deborah Aguirre
Contracting Officer
AETC Specialized Contracting Squadron
Randolph AFB, Texas

Air Education and Training Command's Specialized Contracting Squadron, located at Randolph AFB, Texas, provides acquisition and procurement support to various activities throughout the Air Force. Their requirements are often unique, with a limited number of contractors who provide the same or similar services.

A requirement for Survival, Evasion, Resistance, and Escape (SERE) Support Services was one such acquisition. It called for providing approximately 50 qualified survival instructors to teach Air Force Survival Skills at Fairchild AFB, Wash. Instruction concentrates on the principles, techniques, and skills necessary to survive in any

environment and return with honor. This training is vital for aircrews and has been instrumental in saving numerous lives.

Acquisitions such as this present many challenges, one in particular is providing for small and disadvantaged business concerns. This is especially true concerning service-disabled veteran-owned small businesses.

Through a Sources Sought Synopsis posted on FedBizOpps, two service disabled veteran-owned businesses were identified that clearly had the capability, along with additional firms that might have the capability to perform the services for this requirement. Based on market research results, the requirement

was set-aside for service-disabled veteran-owned small businesses. Through a best value source selection, the contract was awarded to S.E.R.E. Solutions, Inc., in the amount of \$47.3 million with a 6-month basic period and nine one-year options.

S.E.R.E. Solutions is providing survival instructors for resistance laboratory, resistance academic, field training and survival and evasion academics for the Air Force Survival School at Fairchild AFB. This training supports the school's 17-day S-V80-A course that is taught 49 weeks a year. The course consists of academic lectures, computer based training, laboratory instruction, and operational training phases. These phases provide the students with the knowledge and skills necessary to survive, evade, resist and escape in all global environments.

Air Force personnel undergo survival, evasion, resistance and escape training in a variety of career fields. The SERE training has saved countless lives over the years. (U.S. Air Force photo)



at technology's front line

innovation, vision, great employees spell success for award-winning firm

by Martie Cenkci
Air Force Outreach Program Office
Brooks City-Base, Texas

There are several recurring themes in the success story of Frontline Systems, Inc., which was recently named the Southwest Regional Minority Technology Firm of the Year. Ensuring that innovation and vision were always part of their long range planning is one. Another is the role of the Air Force Outreach Program Office and the doors of opportunity that the AFOPPO helped open.

When Frontline Systems, Inc., was founded in 1992, President and CEO Tony Cannon and Chairman and COO Bob Sanchez were working “day jobs” until 5 p.m., then working on their new business at night. In fact, things were so tenuous for the San Antonio-based information technology firm that once they drove to Dayton, Ohio to support a customer and had only enough money for the trip to Dayton—not enough to get back to San Antonio unless one of their customers paid them.

But the small business found a mentor in the AFOPPO and that helped them focus on the right opportunities, according to Sanchez.

“We owe a lot of our success to the AFOPPO. Renee Wesley-Case as AFOPPO director, and also

as director of the Brooks Small Business Office before that, was instrumental in guiding us. When we started out as a small business, we always sought her advice.”

Today, the small disadvantaged, service-disabled veteran owned business has 60 employees and more than \$10 million in revenues and has become a key player in the defense industry. The company has

even been lauded as “problem-solvers” by Defense Transformation Magazine. And while they remain a services provider, they have also positioned themselves as a product provider on the leading edge of the technology/internet revolution.

Frontline recently formed NoWatiMedia™ LLC, a joint venture

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Bob Sanchez (left), Frontline Systems Chairman and Chief Operating Officer, and Tony Cannon, President and Chief Executive Officer, credit long range vision, planning, and Frontline employees for the company's recent successful movement into technology products. This endeavor has resulted in a recent contract from Air Force Security Forces Command and a teaming invitation from Boeing on the Secure Borders Initiative.

at technology's front line

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with Broadramp, Inc. to develop and deliver products like CDS™, an instant Content Delivery System which enables the immediate delivery of high-quality video and audio by converting existing content into online interactive multimedia.

One of the results has been a recent contract award worth up to \$1.4 million with the U.S. Headquarters Air Force Security Forces Command at Lackland AFB to provide online training to its Security Forces personnel. The training will be done with CDS™

The formation of NoWaitMedia™ actually stemmed from an opportunity presented to Frontline by the AFOP, according to Sanchez.

"The initial planning went back about two years when we first had the opportunity to start doing work on the Air Force Small Business web site's Small Business Learning Center and their learning management systems," he said. "Although it was not a large contract in dollars, when we looked at that area, we saw the potential that it could turn into something big."

That road has even led to the Pentagon, as Cannon recently found himself briefing the staff of the Secretary of Defense on Frontline's capabilities, reinforcing their belief that the new technology products is opening doors for them.

"If we just provided support services, well, there are many, many companies who do that," Cannon

said. "But by having some unique products, we have the opportunity to show all the good things we can do—both products and services."

When Frontline graduated from the 8(a) program, they had to make adjustments and move forward. Their mantra at that time was to always look ahead.

That reputation as innovators is partly responsible for another feather in Frontline's corporate cap: The Boeing Company recently invited Frontline to partner with them in the Secure Borders Initiative, giving Frontline a piece of the Department of Homeland Security's \$2.5 billion SBInet contract aimed at securing

'We owe a lot of our success to the AFOP. Renee Wesley-Case as AFOP director, and also as director of the Brooks Small Business Office before that, was instrumental in guiding us. When we started out as a small business, we always sought her advice.'

*-Bob Sanchez
Frontline Systems, Inc.*

"A lot of small businesses get so involved in the work they are doing at that point in time that they don't look at the future and at trends," Sanchez said. "The trend now is all about information—information gathering, information sharing, and transferring and delivering that information on a timely basis—all of which really means the internet. So we saw that trend, and we positioned ourselves there."

"We are innovators," he continued. "We have presented innovative solutions and now we offer a suite of innovation that allows us to deliver content over the web instantaneously."

the U.S. borders. Perhaps more importantly, it gives Frontline a seat at the table with the big players. Frontline will provide advanced technology to detect and resolve illegal entries.

The secret to all this success is Frontline employees, according to both Sanchez and Cannon. "Our company culture is hiring creative, talented and experienced employees and giving them the tools to work with," Sanchez said. "As we look to the future and some of the huge technology opportunities to come, we know that our employees are our greatest asset."

MTAPP AND M2: A MATCH MADE IN HEAVEN

by Martie Cenkci
Air Force Outreach Program Office
Brooks City-Base, Texas

If there is any doubt that conferences and networking are winning propositions, consider this: M2 Global Technology, a service-disabled veteran-owned small business with a projected revenue of more than \$7 million this year—and the recent winner of a coveted manufacturing excellence award—met up with Air Force Small Business at a San Antonio veterans conference. Soon after, the company was accepted into the Air Force's Manufacturing Technical Assistance Production Program (MTAPP), and it turned out to be a match made in heaven.

"We found out about MTAPP while attending a veterans conference," recalled Douglas Carlberg, M2 Global Technology president and CEO. "The Air Force Outreach Program Office (AFOPO) had a booth at the conference. The then-deputy director of the AFOPO talked to me about MTAPP, and later he visited our facility. The rest is history."

MTAPP is an Air Force program that assists small manufacturing firms in developing their potential as suppliers for Air Force and Department of Defense needs. The AFOPO works with air logistics centers, the Defense Logistics Agency, and major aerospace defense contractors to assess their manufacturing needs and determine where the technology should be focused. The MTAPP



MTAPP Summit attendees get a briefing on manufacturing functions at M2 Global Technology, an MTAPP graduate company. The tour was one event during the Summit, which was held Nov. 13-16 in San Antonio.

then assesses the participating firms' capabilities and provides individualized assistance to address capability gaps, develop continuous improvement plans, and create corrective action road maps.

According to Carlberg, MTAPP provided invaluable assistance to M2 Global. "The MTAPP Comprehensive Assessment Process was an extremely useful tool," he noted, "and helped us identify where we needed to focus. The support we received throughout the process—whether that support was through marketing, the MTAPP regional training, or welding certification—helped us grow our business."

M2 Global is a worldwide supplier of radio frequency and microwave

components and value-added contract manufacturing services for the telecommunications, medical, and defense industries. Its products are used in mobile phone base stations and microwave systems, satellites, radar systems, and broadcast equipment. Products are custom designed to meet customer specifications. In the defense arena, M2 Global manufactures parts for the F-16 Falcon and F-22 Raptor, and has been selected to be a supplier for the US 101 Presidential helicopter.

The company was a division of the Harris Corporation for 22 years and in 1999 was spun off by Douglas Carlberg and a private investor. Carlberg runs the day-to-day

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a match made in heaven

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operations of the business, which is housed in a 25,000-square-foot facility in San Antonio. M2 Global's provider of products through innovative solutions that satisfy or exceed customer requirements. Recently M2 Global became part of the Trilogy Defense Services (TDS), a consortium of companies offering defense contractors the opportunity to do business with one supplier that provides multiple capabilities with diverse small businesses. TDS covers service-disabled veteran-owned, woman-owned, and 8(a) small disadvantaged businesses.

With a track record of business growth, proven products and services, and quality principles, M2 Global has been the recipient of numerous awards. The most recent was the Association for Manufacturing Excellence's Manufacturing Excellence Award for the Southwest Region. This award recognizes and honors organizations for innovation and enterprise excellence. In 2005, M2 Global was recognized by the Air Force with a Teaming for Success award.

At the MTAPP Summit, held in San Antonio in November, M2 Global once again hosted the Ambassador to San Antonio event, welcoming other small business manufacturers, prime contractors, and industry and government executives to the Summit. Hosting such an event is a large undertaking for a small company, but Carlberg feels it is vitally important.

"M2 Global believes in the MTAPP Program," he said. "If we can help other small businesses through benchmarking and networking, it is a 'win' for everyone."

Congratulations to MTAPP Graduate Companies

A.M. Precision Machining, Inc.
Elk Grove Village, Ill.

Aero CNC, Inc.
Burleson, Texas

Precision Component Industries, LLC
Canton, Ohio

A & S Tribal Industries
Poplar, Mont.

E2 Precision Products
Cleveland, Ohio

Ashland Electric Products, Inc
Rochester, N.H.

Boneal, Inc.
Means, Ky.

Carmin Industries, Inc.
Jacksonville, Ala.

Castle Precision Industries
Sylmar, Calif.

Eagle Tool & Machine, Co.
Springfield, Ohio

Electro Energy Inc.
Colorado Springs, Colo.

Foam Matrix, Inc.
Inglewood, Calif.

Graphic Research, LLC
Chatsworth, Calif.

Independent Forge Company
Orange, Calif.

Kit Pack
Las Cruces, N.M.

Lenape Forge, Inc.
Westchester, Penn.

M2Global Technology, Ltd.
San Antonio

Nor-Ral Plastics, Inc.
Canton, Ga.

Phoenix Specialty Mfg. Co.
Bamberg, S.C.

Plasco Formulating Division, Inc.
Romeo, Mich.

Sierra Monolithics, Inc.
Redondo Beach, Calif.

Space-Craft Manufacturing, Inc.
New Haven, Conn.

Tens Machine Company, Inc.
Holbrook, N.Y.

Valco Manufacturing, Inc.
Duncan, Okla.

Vermont Aerospace Manufacturing
Lyndonville, Vt.



REGULATORY CHANGES
HIGHLIGHTS RELATED TO SMALL BUSINESS PROGRAMS
NCRC-SERC Joint Fall Meeting

CAUTION: This list is for informational purposes only and is not meant to be all-inclusive.
Please read carefully - "Final" vs "Interim" vs "Proposed" vs "Open Case"

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NOVEMBER 2006

SMALL BUSINESS ADMINISTRATION (SBA)

- **NOTICE OF INTENT to Waive Nonmanufacturer Rule:** Personal computers, NAICS 334111; comments closed 10/27/2006; waiver denied 11/13/2006; (See <http://www.sba.gov/GC/indexprograms-nonmanufacturer.html> for current list)
- **NOTICE OF WAIVER of Nonmanufacturer Rule:** Plastic Pallets (Twin Sheet Thermoformed), NAICS 326199; effective 9/27/2006
- **PROPOSED SBA RULE: Surety Bond Guarantee Program:** Obligates SBA to guarantee 90% of Loss Incurred by a Prior Approval Surety on bonds for VOSBs/SD-VOSBs; comments due 10/26/2006
- **FINAL SBA RULE: Size Recertification:** GWACs, Multiple Award Schedules contracts, & Federal Supply Schedules; annual re-certification as small business (on contract award anniversary date); comments closed 6/24/2003; over 600 comments received; published in Federal Register 11/15/2006
- **PROPOSED SBA RULE: WOSB Federal Contract Assistance Program:** Economically disadvantaged woman-owned/woman-owned small business set-asides; only permitted in certain NAICS yet to be determined; 3-year certification requirement; random verification of eligibility; published 6/15/2006; comments closed 7/17/2006

REGULATORY CHANGES: DFARS

- **FINAL RULE: Threshold for Small Business Specialist Review (2003-D060):** eliminates mandatory SBS review <\$100k that are 100% SBSA; includes orders placed against FSS contracts; allows agency flexibility; some info moved to DFARS PGI including SBS appointment & functions; proposed rule published for comment 4/23/2004; final rule effective 8/8/2006
- **INTERIM RULE: Tiered Evaluation of Offers (2006-D009):** Implements Section 816 FY2006 National Defense Authorization Act; also known as "cascading"; must first conduct market research; document why set-aside determination could not be made; DFARS & PGI coverage; effective 9/8/2006; **comments due 11/7/2006**
- **PROPOSED RULE: Inflation Adjustments of Acquisition-Related Thresholds (2004-D022):** Implements Section 807 FY2005 National Defense Authorization Act requires inflation adjustment every 5 yrs (e.g., DoD contract award notification, approval for multiyear service contracts, etc.); comments closed 3/24/2006; 10/27/2006 final rule to be published soon
- **OPEN CASE: Procurement Goal for Hispanic-Serving Institutions (2006-D061):** Implements Section 858 FY2007 National Defense Authorization Act; amends 10 U.S.C. 2323 to extend goals for certain institutions of higher education to include Hispanic-serving institutions; Case opened 11/1/2006
- **OPEN CASE: Enhanced Access for Small Business (2006-D060):** Implements Section 857 FY2007 National Defense Authorization Act; amends Section 9(a) of Contract Disputes Act of 1978 to permit small businesses to request accelerated disposition of a claim when the amount in dispute is \$150,000 or less; Case opening in 11/2006
- **OPEN CASE: Small Business Programs (2003-D047):** Implements DFARS Transformation; move info to PGI; published 2/23/2006; comments closed 4/23/2006; 10/31/2006 final DFARS rule published soon

ITEMS OF INTEREST

- **Central Contractor Registration (CCR) Changes:**
 - 7/28/2006: Business name & address now feeds from D&B; if D&B is inaccurate then registrant must first correct D&B records
 - 4/28/2006: Cannot self-certify as JWOD; validated by Committee for Purchase from People Who Are Blind or Severely Disabled
 - 1/30/2006: If you select SD-VOSB business type, VOSB automatically selected
 - 10/30/2005: Taxpayer ID Number & taxpayer name validated with IRS

Julie Krnc, OSD Office of Small Business Programs (Updated to reflect status of SBA recertification rule)



REGULATORY CHANGES
HIGHLIGHTS RELATED TO SMALL BUSINESS PROGRAMS
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NOVEMBER 2006

REGULATORY CHANGES: FAR

- **FINAL RULE: Inflation Adjustments of Acquisition-Related Thresholds (FAC 2005-13):** Implements Section 807 FY2005 National Defense Authorization Act requiring inflation adjustment every 5 years based on specified index except for Davis-Bacon Act, Service Contract Act, & trade agreements thresholds (e.g., 8(a)/HUBZone/SDVOSB sole source, bundling, subcontract plans, emerging small business reserve amount, etc.); published & effective 9/28/2006
- **INTERIM RULE: ORCA Archiving Capability (FAC 2005-13):** Contracting Officer able to reference date of ORCA verification in contract file; effective 9/28/2006; [comments due 11/27/2006](#)
- **INTERIM RULE: Use of Brand Name Specs (FAC 2005-13):** Must publish on GPE/e-Buy justification for brand name specs for buys > \$25,000 including open market, FSS, sole source; published & effective 9/28/2006; [comments due 11/27/2006](#)
- **INTERIM RULE: Local Community Recovery Act of 2006 (FAC 2005-12):** Authorizes set-asides to allow only offerors residing/doing business primarily in geographic area affected by major disaster or emergency; must be based on specific geographic area, within Presidential declaration(s) of disaster or emergency; may be used with small business set-aside; work must be performed by prime/other employees residing/doing business primarily in designated area; services/supplies ≥ 50%; general construction ≥ 15%; specialty construction ≥ 25%; effective 8/4/2006; comments closed 10/3/2006
- **INTERIM RULE: Emergency Acquisitions (FAC 2005-11):** Incidents of national significance, emergency declaration, or major disaster declaration; exemption from CCR/FEDBIZOPPS synopsis; may limit number of sources & full & open competition not required; preference to local organizations, firms, & individuals; effective 7/5/2006; comments closed 9/5/2006; FAR Council to discuss 11/15/2006
- **INTERIM RULE: Common Identification Standard for Contractors (FAC 2005-07):** Identity verification required to primes/subktrs requiring access to federally-controlled facility/access to Federal information system; published & effective 1/3/2006; comments closed 3/6/2006; Final rule to be published soon
- **PROPOSED RULE: Contract Terms & Conditions Required to Implement Statute or Executive Orders – Commercial Items (2006-012):** Adds 52.219-16, Liquidated Damages – Subcontracting Plan to FAR 52.212-5 Contract Terms & Conditions Required to Implement Statute or Executive Orders – Commercial Items; published 7/26/2006; comments closed 9/25/2006; 10/31/2006 OFPP concurrence
- **OPEN CASE: HUBZone Program Revisions (2006-005):** Implements SBA Rule published 8/30/2005; adds "base closure areas" & redesignated areas"; must immediately notify KO if material change in status occurs before contract award; may include employees of qualified HUBZone subcontractors towards limitations in subktg: general construction – 50% self or may subkt at least 35% to qualified HUBZone subktrs: specialty construction – 50% self or may subkt at least 25% to qualified HUBZone subktrs; 8/30/2006 DAR Council concurrence
- **OPEN CASE: SB Credit for ANCs & Indian Tribes (2004-017):** Implements Section 702, P.L. 107-117/107-206, subkts w/ANCs count toward SB & SDB subkt goals & subkts w/Indian tribes count as SB subktrs, regardless of size; published 6/3/2005; comments closed 8/2/2005; DARC agreed to Final Rule 8/23/2006; GSA legal reviewing
- **OPEN CASE: Electronic Subcontracting Reporting System (eSRS) (2005-040):** Implement electronic subcontract reporting (replaces SF 294/295; flowdown report requirements, etc.); <http://www.esrs.gov>; Report due 12/5/2006; DoD to implement sometime in FY2007

REGULATORY WEBSITES

- **Defense Procurement & Acquisition Policy:** <http://www.acq.osd.mil/dpap/dars/index.htm>
- **Electronic CFR Beta Test Site:** <http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?c=ecfr&tpl=%2Findex.tpl>
- **Federal eRulemaking Portal:** <http://www.regulations.gov>
- **Federal Register:** <http://www.gpoaccess.gov/fr/index.html>



A convoy of trucks makes its early morning trek to the Columbus AFB flightline.

Paving the way:

HUBZone firm breaks state records, keeps pilots in training

by Neil L. Cole
 Director, Business Operations
 14th Contracting Squadron
 Columbus AFB, Miss.

A HUBZone small business from Columbus, Miss., went the extra mile—and then some—to help keep the Air Force training pilots here at Columbus AFB, Miss., earlier this year.

Ellis Construction saved the government untold hundreds of thousands of dollars—no one has been able to compute the total savings—by completing an \$8.4 million project to repave one of the runways in 83 days versus the planned 270 days. Since the training wing at Columbus flies on averages 300 sorties per day, you do the math; we are talking about huge savings.

The savings is not just in money, but also in mission. Columbus AFB trains approximately a third of Air Force pilots. The original performance period computed for this project was nine months. Due to the criticality of the center runway to this wing's mission, the impact of having the center runway down for nine months was something Columbus AFB just could not accommodate and still complete its mission.

Discussions with our small business paving IDIQ contractor Ellis Construction resulted in a “possible” performance period of four months working a 24/7 schedule, and so it was awarded. An even greater and never imagined success was their completing this project 37 days ahead of schedule and with strictly the highest quality of work.

To put this project into perspective, consider the following:

The effort to repair the 12,000 foot center runway involved replacing 297 slabs of concrete (11,005 cubic yards of concrete) and 27,539 tons of asphalt; approach lights were replaced; anchors were replaced on both ends of the runway; airfield access roads were installed; the runway was completely repainted; rubber removal/painting was completed outside the runway; instrument landing system (ILS) shelters were replaced; 2,700,000 pounds of dirt were recycled to correct airfield drainage rather than hauling it off base—all in 83 days!

In fact, the project broke several

state records: laying an 8.1 mile-long, 5,009 ton stretch of asphalt in one day with only one crew; paving 24,000 tons of reclaimed asphalt pavement milling in five days, covering 321,322 square yards; paving 5,600 tons of reclaimed asphalt pavement milling in one day; and paving 20,798 tons of reclaimed asphalt pavement milling in six days—a busy contractor indeed!

With the reopening of the runway, pilots can expect a smoother operation, both on the runway and in the air.

“We have certain operations for the three runways and having the center one closed put a damper on our operations,” said Col. Eric Theisen, 14th Operations Group commander. “Having all our runways open is really going to increase our efficiency.”

This great effort by one of our small businesses is a stellar example of small business helping take care of the Air Force mission.

AFOPPO leadership honored with civilian awards

by Martie Cencki
Air Force Outreach Program Office
Brooks City-Base, Texas

The senior leadership of the Air Force Outreach Program Office was recently recognized with Meritorious Civilian Service Awards.

Renee Wesley-Case, AFOPPO director, and Lynette Ward, AFOPPO deputy director, received the awards during the retirement activities for Joseph G. Diamond, former director of Air Force Small Business Programs, in Washington D.C. in October.

According to Diamond, "Renee Wesley-Case's visionary leadership set the benchmark for innovative approaches to increase small business utilization throughout the



Renee Wesley-Case

federal government." One of the achievements cited during the award period of Sept. 4, 2003-Aug. 31, 2006, is the creation of the joint agency training tour, which joined the forces of the Air Force, the Small Business Administration, and the Department of Veteran Affairs.

"The joint agency team produced high quality training in 13 locations to more than 1800 program managers, acquisition and logistics specialists, and culminated in the development of the ever-popular Small Business Pocket Guide" Diamond said.

Other achievements include acting as linchpin for growth of the Manufacturing Technical Assistance Production Program, as evidenced by her commissioning of the MTAPP Research Study to identify critical problems and areas of need in the Air Force and Department of Defense supply chains. She is also credited with leading a team of 15 civilian, military and contractor personnel in creating innovative approaches to increase small business awareness through media, marketing, outreach and communications.

The Washington D.C. native is a graduate of St. Joseph's Academy in Lancaster, Penn., the University of Maryland, and the University of Oklahoma. She began her government career in 1972 as a buyer for the Naval Regional Procurement Office in Naples, Italy. She had held a number of contracting and acquisition positions of increasing responsibility during her career, and is the recipient of numerous professional awards.

Ward's Meritorious Civilian Service award also covers the period of Sept. 4, 2003-Aug. 31, 2006, and includes kudos as the chief architect for the reconstruction of the Air Force Small Business web site, www.selltoairforce.org. She is cited for turning an informational web site



Lynette Ward

into a "one-stop shop for media, marketing, outreach and education and training for small businesses and acquisition professionals," according to Diamond. The web site now averages 200,000 hits per month.

Additionally, Ward's efforts led to innovative improvements and expansion of the online Small Business Learning Center, culminating in 23 small business tutorials and more than 9000 registered government and small business users.

She is also credited with being the nucleus for the MTAPP Program, establishing it as the premier Air Force Small Business program, and helping to turn a five-year pilot program into a permanent dynamic industrial base replenishment tool.

During her tenure at the AFOPPO, Ward has also served as the Chief, Education and Training, and as the MTAPP Program Manager. She has also served in numerous contracting and procurement analyst positions at multiple major commands and throughout the U.S. Air Force.

New Mentor-Protégé Teams

*Lockheed Martin Aeronautics
Angeles Composite Technologies, Inc.
Morehouse College
North Carolina A & T State University
Clark Atlanta University*

Angeles Composite Technologies, Inc. (ACTI) of Port Angeles, Wash., is an Alaska Native owned, small disadvantaged business, located in a Historically Underutilized Business Zone (HUBZone). ACTI's business organization and management team consists of operations, manufacturing, information systems, quality assurance, and engineering, with varying degrees of experience.

*Raytheon Company
Engineering Systems Solutions, Inc.
Florida International University*

Engineering Systems Solution, Inc. (ESS) is a small disadvantaged business (SDB) participant, founded in 1993 in Frederick, Md. ESS is engaged in computer related systems design, engineering, integration, installation and training. Currently, ESS maintains offices in Orlando, Fla., and Frederick, Md. in support of its federal, municipal and private sector defense clients.

*The Boeing Company
KAP Manufacturing
Cerritos College
Florida State University*

KAP Manufacturing is a woman owned, small disadvantaged business formed in 1997 and located in Southern California. KAP manufactures custom machine parts and assemblies for the Aerospace & Defense industries and machines aluminum, titanium, plastics, stainless steel, forging, casings, and incolnet. Their capabilities include model base definition, prototype R&D design.

Mentor-Protégé Program Update

*The Boeing Company
Omega Precision
Cerritos College
Florida State University*

Omega Precision is a veteran-owned, small disadvantaged business is a high-speed precision machine shop founded in 1965. Located in Sante Fe Springs, Calif., Omega Precision provides high quality manufacturing services for the aerospace & defense industries.

*The Boeing Company
Aero Dynamics Machining Inc.
Cerritos College
Florida State University*

Aero Dynamics Machining, Inc. is a small disadvantaged business formed in 1998, located in the heart of the Southern California. ADM manufactures small to medium complex machine parts and assemblies for the aerospace & defense industries. The company machines aluminum, titanium, stainless steel, forging, and castings, and their capabilities include model base definition, fourth axis machining, prototype R&D design, and milling and turning.

Congratulations to the following team on their successful completion of the Air Force Mentor-Protégé Program:

Mentor: Northrop Grumman Space Technologies
Protégé: Frontier Electronic Systems
HBCU / MI: California State University Los Angeles
Start Date: Sept. 3, 2004
End Date: Oct. 31, 2006



Omega Precision, a precision machining and assembly supplier in Santa Fe Springs, Calif., began its participation in the Air Force Mentor-Protégé program in October 2006 with The Boeing Company as their Mentor. Omega Precision currently has 21 employees serving customers including Boeing, Lockheed Martin, Northrop Grumman and Raytheon, with over 40 years of experience in the aerospace and defense industries.

Joseph M. Venegas, the president and founder of Omega Precision, was a Technical Sergeant Radio Engineer in a B-17 crew serving in the Army Air Corps during WWII. He and the other crew members of Morgan's Raiders were trained in Pyote, Texas, in 1943 and successfully flew their required 30 missions over Europe plus 3 additional missions on D-Day.

During one mission over Germany, while conducting his crew radio checks, he discovered that his unresponsive ball turret gunner had lost consciousness due to a lack of oxygen. He quickly opened the ball turret and repositioned his crewmate's mask to restore his oxygen supply thus saving his life. He was awarded the Air Medal with 4 oak leaf clusters and the Flying Cross before completing his military service in 1945.

He founded Omega Precision in 1965 and, after more than 40 years of supporting the Air Force and other services with precision machined parts, is proud to be a part of the Mentor-Protégé Program.

His eldest son and CEO of Omega Precision, Richard M. Venegas, served in Vietnam where he was awarded the Bronze Star, Purple Heart and Air Medal.

Mentor-Protégé program helps Native American firm attain vision, mission

by Krystal Nerio
Mentor-Protege Assistant Program Lead
Air Force Outreach Program Office
Brooks City-Base, Texas

On May 11, 2005 the Air Force awarded Tetra Tech EC Inc. a formal Mentor-Protégé agreement with Native American Environmental, LLC and Oglala Lakota College. With the assistance of Tetra Tech, upgrades to higher levels of technical capability have been achieved. As NAE moves toward prime contracting, the focus will be on health and safety requirements, as well project management training for the owners and key personnel. The ultimate goal for NAE is to be able to perform as a prime contractor in the UXO arena.

During World War II, more than 340,000 acres of the Pine Ridge Indian Reservation in southwestern South Dakota were used as a practice bombing range. Thousands of pounds of ordnance were dropped by aircraft from nearby Ellsworth Air Force Base. In 1998, the Oglala

Sioux Tribe, with funding from the Department of Defense (DoD) Native American Lands Environmental Mitigation Program, formed the Badlands Bombing Range Program (BBRP) to identify and map remaining ordnance. Under the BBRP, employees were trained and certified as Unexploded Ordnance Technicians (UXO Technician I) and UXO Sweep Technicians. This unique civilian training opportunity provided BBRP employees with training and invaluable work experience within the UXO cleanup market.

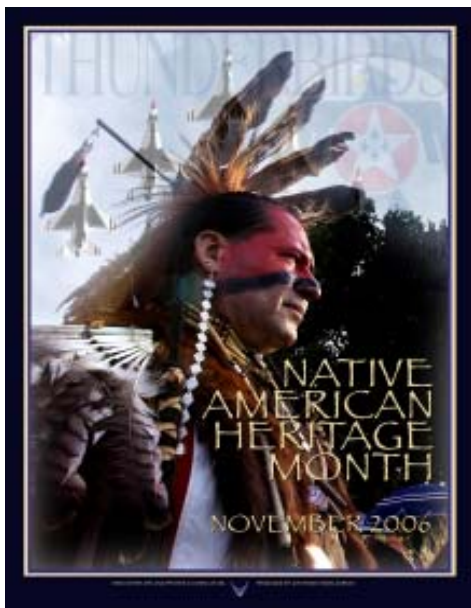
Several former employees of the BBRP (all enrolled members of the Oglala Sioux Tribe living on the Pine Ridge Indian Reservation) initiated the formation of a private company. Once established, the new entity could subcontract to clean up the former Badlands Range and other active and formerly used defense sites, leveraging Tribe members' training and work experience in providing UXO, de-mining, and environmental cleanup and restoration services. This new company would directly impact revenue and employment, thus increasing the economic viability on the Pine Ridge Reservation.

With a clear vision of ownership and organizational structure and mission, Native American Environmental, LLC (NAE) was formed on July 22, 2002. Soon thereafter, Steve Shassetz was hired on October 22, 2002 as NAE's Chief Executive Officer (CEO) providing

extensive experience in federal contracting and business operations. Shassetz is a non-Indian, non-disadvantaged individual to help NAE seek financing, establish contracts, and develop the mentor-protégé relationship with a large business.

Another important partner of the Mentor Protégé Program is the HBCU/MI. NAE works closely with the Oglala Lakota College located in Pine Ridge, S.D. The Oglala Lakota College has provided basic business skills training in human resources, financial management, business management and intern support to NAE. The interns are exposed to real-life office environments and given the opportunity to grow into young professionals.

In fulfillment of their Mission Vision statement, NAE provides dependable, quality and value-added engineering and environmental services for their clients. NAE improves the lives of their owners and employees by providing stable and economically viable employment for those dedicated to achieving the mission while promoting economic development for the Pine Ridge Indian Reservation, one of the poorest areas of the country. The company continues to make a positive contribution to the environment through the cleanup of ordnance impacted lands, not only on the Pine Ridge Indian Reservation, but also throughout the world. The Air Force Mentor-Protégé program helps to attain the mission and vision.



Kirtland Small Biz Office receives another kudo for outstanding achievements, outreach

Kirtland AFB, N.M. was awarded the 2006 Minority Business Development Association's Regional Director Award recently. The award is presented by the Department of Commerce in recognition of outstanding achievements by or that benefit minority small businesses.

Colonel Terrence A. Feehan, commander of the Nuclear Weapons Center at Kirtland, credited the Kirtland Small Business Director, Joan Fulkerson, with earning the award for the base.

"This award was in response to Joan's efforts and leadership in the *Building Partnerships for the 21st Century Small Business Expo*," he said. "She spearheaded this expo, bringing together small business experts from six Air Force Bases, the U.S. Air Force Academy, White Sands Missile Range, AFOTEC, and Sandia and Los Alamos National Laboratories and more than 400 businesses.

"The Department of Commerce described it as 'unequivocally, the premier Southwest Small Business Event of 2006'," he said. "We are very lucky to have Joan on our team."

Fulkerson partnered with the local Hispanic Chamber of Commerce to host the event, which featured more than 100 trade fair tables and 425 attendees. The award also recognized her work hosting a Kirtland Trade Fair and her relationship with the Professional Aerospace Contractor's Association, which matches large businesses with minority businesses.

They also highlighted her work to host a Kirtland trade fair with over 110 small businesses and base agencies, and her relationship with the Professional Aerospace Contractors Association which matches large businesses with minority businesses.

The award was presented by Secretary of Energy and Congresswoman Heather Wilson (R-N.M.)



(from left) Secretary of Energy Samuel Bodman and Rep. Heather Wilson of New Mexico present the 2006 Minority Business Development Association's Regional Directors Award to Col. Terrence Feehan, commander of the Nuclear Weapons Center at Kirtland AFB, and Joan Fulkerson, director of Small Business Programs for Kirtland. (courtesy photo)

Credit Scoring Can Increase Access to Credit for Small Business

The introduction of credit scoring by banks for small business loans may help increase small businesses' access to credit, according to a study released today by the Office of Advocacy of the U.S. Small Business Administration. The report also found that relationships continue to be the dominant factor in banks' decisions to lend to small businesses.

"The report documents how the use of credit scoring can lead to risk-based pricing of loans which 'democratizes' lending, meaning that riskier loans can now be made to start-ups or small business owners with little credit history," said Dr. Chad Moutray, Chief Economist for the Office of Advocacy.

Written by Drs. Charles and Adrian Cowan with funding from the Office of Advocacy, A Survey Based Assessment of Financial Institution Use of Credit Scoring for Small Business Lending, (<http://www.sba.gov/advo/research/rs283tot.pdf>) shows that banks, particularly those in urban areas, are moving towards the use of both owner and business credit scoring as a key metric in the small business loan decision.

For more information and a complete copy of the report, visit the Office of Advocacy website at www.sba.gov/advo. (Courtesy SBA Public Affairs)

ASC's Industry Day opens doors of possibility for small businesses and big programs

by Laura McGowan
Aeronautical Systems Center Public Affairs
Wright-Patterson AFB, Ohio

Nearly 100 people from industry and the government attended the Oct. 24 kick off of Tanker Industry Days in Dayton, Ohio.

Sponsored by Aeronautical Systems Center's 653rd Aeronautical Systems Squadron at Wright-Patterson AFB, Industry Days enhanced competition through communication with industry and additionally fostered small business participation in the Air Force's number one acquisition priority—the KC-X Tanker.

While Oct. 24 marked the public portion of the KC-X Industry Days, Oct. 25 and 26 were set aside for attendees to participate in one-on-one sessions with the base's Small Business Office representative to exchange information.

According to Teresa Rendon, small business specialist, Industry Days allow small businesses an opportunity to learn about the 'big' program and

engage in one-on-one dialogue with the larger corporate world.

"This dialogue then opens the door for small businesses to possibly become subcontractors," said Ms. Rendon.

According to Terry Kasten, director of the 653rd Aeronautical Systems Squadron, Industry Days also allows industry to reach out to the Air Force and develop a better understanding of the proposed acquisition strategy and request for proposal, the process the Air Force uses to solicit bids from contractors.

"This contact creates synergy by providing industry and small businesses a networking forum," said Mr. Kasten.

He added that the event provides a transparency to the acquisition process while also giving industry insight on what it takes to build an entire weapon system.

During a briefing, Mr. Kasten explained why a replacement

"This (Industry Day) dialogue then opens the door for small businesses to possibly become subcontractors."

Teresa Rendon
ASC Small Business Specialist

tanker is needed. He quoted the Air Force Doctrine Document, Air Mobility Operations, March 1, 2006, saying, "Air refueling enhances the unique qualities of airpower across the full range of military operations. It enables operations and multiplies the effects of operations."

He said the KC-X represents a solid recapitalization strategy. It will replace a rapidly aging air refueling capability in the KC-135 with a multi-role capability and will give more flexibility to the warfighter.

The overall cost of the program is around \$20 billion, which includes the purchase of 179 KC-X aircraft over a 15-year period beginning in 2010. The next major milestone for the program will be the release of the final request for proposal in December or January 2007.



An Air Force KC-135 provides aerial refueling support for an F-16 fighter aircraft. The Air Force seeks to replace the rapidly aging KC-135 Stratotanker with a new multi-role refueling platform. (U.S. Air Force photo)

Early planning, small business involvement key to successful Native American award

by Jill Beaver,
Director of Small Business
Aeronautical Systems Center
Wright-Patterson AFB, Ohio

A recent team effort at the Aeronautical Systems Center serves as a prime example of the Air Force Small Business vision for early acquisition planning and upfront involvement by the Small Business specialist.

Alutiq Global Solutions LLC, an Alaskan Native Corporation in Anchorage, Alaska, was recently awarded a \$50 million sole source contract for healthcare asset management. The contract is command-wide for Air Force Materiel Command's Consolidated Healthcare Asset Management Program (CHAMP). It is a 5 year IDIQ contract for the management of real property, installed equipment and biomedical equipment at AFMC's medical facilities.

The Veterans Administration awarded and administered the previous large business contract but no longer wanted to be involved in this service. Therefore, this was an initial buy for the Air Force so the acquisition team needed to conduct extensive market research to find capable sources and to determine the acquisition strategy for this effort.

Since this effort involved critical care and keeping hospitals running, the customer (AFMC's Office of the Surgeon General) required any company to meet stringent criteria. It wanted a company to not only be capable, responsible, and

responsive, but also possess the expertise, the ability to stabilize costs and to have low risks. Not an easy task for any business let alone a small business!

The acquisition team was comprised of the customer (the AFMC Surgeon General), the Aeronautical Systems Center's Centralized Support Contracting branch, and the ASC Small Business Office (ASC/SB). The acquisition team accomplished market research consisting of issuing a Request for Information (RFI), performing internet searches, and facilitating one-on-one capability presentations with several potential sources. These sessions enabled potential sources to learn about the full requirement, as well as giving the Air Force the opportunity to learn about each company's abilities. As a result of this initial market research, the team determined that only one small business responder was capable of meeting the Air Force's requirement. Therefore, a small business set aside was not an option. However, a strategy of full and open competition posed a high risk of not meeting the required award date.

ASC Small Business Specialist Charlotte Chumack recognized that Alutiq had the housing maintenance contract for Wright-Patterson AFB



and potentially had the capabilities to provide the CHAMP effort. Chumack worked with the CHAMP Contract Negotiator and Contracting Officer to arrange for Alutiq to provide a capability presentation to AFMC/SG.

The SG community put Alutiq "through the wringer" by questioning its knowledge of the requirement and its capability to perform. As a result, AFMC/SG reached a high level of confidence that Alutiq could perform the effort. Alutiq will be responsible for preventative and corrective maintenance of this equipment at nine AFMC medical facilities at the following locations: Brooks City Base, Texas ; Edwards AFB, Calif.; Eglin AFB, Fla.; Hanscom AFB, Mass.; Hill AFB, Utah; Kirtland AFB, N.M. ; Robins AFB, Ga.; Tinker AFB, Okla.; and Wright-Patterson AFB, Ohio. This contract will not only showcase ANC capabilities but also provide opportunities for Alaska Native people as well. It is a win-win situation all the way around, thanks to the efforts of the acquisition team!

Warner Robins small biz success stories show Air Force operational impact

SUJAC sewing contractors come through for U-2

by David Whiddon and Ken Hubbard,
330 IRSG/LXPP
Robins AFB, Ga.

SUJAC Sewing Contractors in Moultrie, Ga., is one of the 576 ACSS Breakout Programs' newest partners. The company is owned and operated by Sue and Jack Freidlander. They are providing expertise in an area where the U-2 High Altitude Reconnaissance Aircraft Breakout Program greatly needed a quality source. Recommended as a source by the Warner Robins Air Logistics Center's Office of Small Business Programs, SUJAC expressed a great desire to work with the Breakout Program and considered it an honor to work with the U.S. Air Force.

The first item SUJAC was tasked with was the RG1068, Nose Insulation Blanket. This was a new item for the U-2. SUJAC was awarded the contract on a competitive bid and were over \$2000 per unit less than the nearest competitor. When the first article was ready, our personnel along with DCMA representative, inspected the blanket and found a top quality product. Due to the short turn around time given to SUJAC, they had the material flown in overnight at their expense and worked overtime to meet the date required by the Air Force. This was accomplished at no additional cost to the government.

Over the past two years, SUJAC has produced approximately 15

different items for Breakout Program. Most have been prototype, low quantity items with follow on buys coming. While the numbers are not staggering, this in no way diminishes the importance of these items to the overall mission of the 576 ACSS. The management and personnel of SUJAC have a professional and pleasant attitude and an outstanding quality with a sense of urgency in meeting the requirements.

Global-5 Surpasses Customer Expectations

by Tony Delgiorno
330 ASW/OMP
Robins AFB, Ga.

In August 2005, the contracting chief of the 330 Aircraft Sustainment Wing (ASW) contacted the WR-ALC Office of Small Business Programs for assistance in locating a firm that could develop and publish an electronic newsletter for the wing. The office conducted market research and found a woman-owned, 8(a) certified public relations firm in Longwood, Fla., called Global-5, Inc. Due to funding delays, the requirement was not solicited until March 2006. Contract award was made the same month.

Since award was made, Global-5 has exceeded the communications and marketing needs of the 330 ASW. In addition to producing the e-newsletter entitled "The Trans Mission," Global-5's on-site employee

provides outstanding support in the role of 330 ASW Public Affairs representative and as historian for the Continuous Process Improvement/Transformation Team. Global 5 also coordinates the filming and editing of video footage for the wing, locating specific film/special effects to achieve customer satisfaction.

Stone Machine & Tool Supports C-17 Globemaster

by Lorraine Bell
730 ACSSS/GFKAA
Robins AFB, Ga.

Stone Machine & Tool Inc, a woman-owned, Native American, 8(a) certified firm located in Jeffersonville, Ga., has been providing support to the C-17 Globemaster for several years. In fiscal year 2006, Stone was awarded two contracts for critical peculiar support equipment totaling in excess of \$850,000. One of the contracts was for the delivery of 21 fire shut off valve maintenance kits. During contract performance, Stone was faced with difficulties from a supplier. However, Stone implemented a resolution with the contracting office to insure that the critical equipment was delivered timely to support the C-17 mission. Stone produced high quality items with no noted deficiencies, and this resulted in the successful activation of seven C-17 bases

SMALL BUSINESS INNOVATIONS SUPPORTING AIR FORCE OPERATIONS

Flexible wing testing

Adaptive Compliant Wing, a flexible structure that enables an aircraft wing to change shape in flight, was developed by FlexSys, Inc., Flint, Michigan based company in conjunction with the SBIR program.

Direct drive, force-feedback joystick

Joystick uses no gears or pulleys, has a performance capability exceeding that of others currently available. Uses a wireless means of transferring mechanical energy through magnetic fields, has no friction or other limitations. Developed by Engineering Matters, Inc., a small woman owned business from Upper Falls, Mass.

Voice recognition technology

Kelley's Logics Support Systems, a small woman owned business in Fairborn, Ohio, transitioned voice recognition technology which it developed under an AFRL

Phase II SBIR effort, to provide voice input and navigation capability for Point of Maintenance (POMX) and B-2 Speech Enabler Mapper. POMX: technicians use their voices and handheld computers to document maintenance actions at the job site. B-2 Speech Enabler Mapper: technicians rely on voice recognition and portable computer to document defects in the low observable material covering the B-2. They navigate the application using voice commands.

Custom radio frequency filter devices

for critical aerospace systems and manufactured electronics products used to deter IEDs in Iraq. Developed by KW Microwave, an 8(a) small disadvantaged California based business, under a Mentor-Protégé partnership with Northrop Grumman.

ACCESS (Attenuating Custom Communications Earpiece System)

Improves hearing protection and communications for military ground crews and pilots. Allows the user to receive clearer communications while protecting the ear from damaging audio frequencies. Developed by Westone Laboratories, Colorado Springs-based small business.

Body Armor Plate

Excera Materials Group, a small business in Columbus, Ohio, in association with AFRL, has developed a body armor plate for flak vests being used in limited quantities in Iraq and Afghanistan. The plate is lighter but tougher than the ones currently being used. It can withstand more than a half-dozen bullet strikes at a time—the standard will stop a bullet once.