



OSBP

Newsletter

BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS

April—July 2008

INSIDE THIS ISSUE:

MPMC Intern Program	2
MP Joint Venture	3
U.S. Army Corps of Engineers	3
Industry Day, Fort Bliss	3
HBCU/MI Symposium	4
OSBP Contacts	5

UPCOMING EVENTS:

- 22nd Annual Hispanic Association of Colleges & Universities (HACU) Conference, 11-13 Oct 2008
- 12th Annual AMC SB Conference, 12-13 Nov 2008
- 12th Annual ACE SB Conference, 8-10 Dec 2008

For more information on the upcoming events visit:

www.sellingtoarmy.info

and click on "Calendar of Events"

4th Annual National Veteran Small Business Conference and Expo an Overwhelming Success



Mr. James Lloyd, Program Manager, VO/SDVOSB and HUBZone Programs

The Army Office of Small Business Programs and the Veterans Small Business Federal Inter-agency Council sponsored the 4th Annual National Veteran Small Business Conference in Las Vegas, NV from 7-10 July 2008. The conference provided a wide range of important information on topics such as the status of veteran small business programs throughout the federal government, veteran small business legislation, strategies for increasing business opportunities and products, implementation of Executive Order 13360, and services available for increased business opportunities.

The three-day conference featured breakout sessions designed to increase the effectiveness of information dissemination to each conference participant, as well as an exhibit area for 234 Service-Disabled Veteran-Owned Small Businesses (SDVOSBs), Prime Contractor and Federal Agencies. The conference program included a one day match-making event with opportunities to meet government agencies, prime contractors and other successful SDVOSB/

VOSB companies to receive one-on-one counseling. The conference program also included an awards luncheon hosted by the Center for Veterans Enterprise (CVE) recognizing the Army buying activities who met or exceeded the SDVOSB 3% contracting goal.

The conference was a great success and continues to serve as a platform for providing the veteran small business community with contracting opportunities within the Federal Government and for attaining the Congressionally-mandated 3% contracting goal. This year's conference attracted more than 1,700 attendees—an increase of more than 1,000 people since its inception in 2005—consisting of representatives from prime contractors, SDVOSBs, Veteran-Owned Small Businesses (VOSBs) and a wide array of officials from 25 Federal Agencies.

Previous post conference websites along with the 4th Annual National Veteran Small Business post conference website are available at www.nationalveteransconference.com. The website features the conference agenda, downloadable speaker briefings, attendee list, as well as pictures from the activities during the conference.



Mr. Scott Denniston, Director, OSDBU Department for Veterans Affairs, and Ms. Tracey Pinson, Director, Army Office of Small Business Programs hold the ribbon for the FCS I-Robot to officially open the conference expo.

Personnel Spotlight: Ms. Malaysia Pikemuccini USAMRMC's High School Student Intern

Article submitted by Jerome Maultsby



As the Department of Army's Acquisition Workforce is searching for practical solutions to help mitigate the rapid departure of seasoned professionals through retirements, more attention is being directed towards early identification of undergraduate students who are majoring in business, finance, management or an economics curriculum. Undergraduate students who express an interest in serving their nation as proud Department of Army Civilians, with additional training through Defense Acquisition University, can certainly become an invaluable component of the total U.S. Army Team. Senior leaders are constantly looking to hire the best candidates, who when employed can generate an above average ROI (Return on Investment).

The U.S. Army Medical Research and Materiel Command's (USAMRMC) Office of Small Business Programs (OSBP), along with the

U.S. Army Medical Research Acquisition Activity (USAMRAA) are extremely proud to have Ms. Malaysia Pikemuccini as a high school student intern working with us during the summer months (June –Sep 2008). Ms. Pikemuccini was identified and selected through the Student Temporary Employment Program (STEP).

The fact that both USAMRAA and USAMRMC's OSBP have an intelligent, articulate and educated high school senior who has a desire to become a career government employee upon graduation from college, is significant. Many in the Department of Army Acquisition Workforce quickly understand the current and future challenges associated with recruitment and retention of capable individuals to backfill those seasoned employees that are scheduled to transition/retire in the next five years.

As the Department of Army's Acquisition Workforce is searching for practical solutions to help mitigate the rapid departure of seasoned professionals through retirements, more attention is being directed towards early identification of undergraduate students who are majoring in business, finance, management or an economics curriculum. Undergraduate students who express an interest in serving their nation as proud Department of Army Civilians, with additional training through Defense Acquisition University, can certainly become an invaluable component of the total U.S. Army Team. The Department of Army and its Acquisition Workforce in many respects, remains a very competitive career field. Senior leaders are con-

stantly looking to hire the best candidates who can generate an above average ROI (Return on Investment).

The three Rs (i.e., Recruitment, Retention and Reward) of viable candidates can be initiated as early as secondary school. Early identification and recruitment through the STEP is critical for the continued success of the Department of the Army Acquisition Workforce. Provided that a structured training plan is in place for high school students to learn and understand the basic fundamentals of procurement, acquisition, contracting and small business matters, they can indeed become the vital link that will help sustain the U.S. Army Acquisition Corps for the next couple of decades.

Ms. Pikemuccini's parents, who are both federal employees working for the Secret Service and Department of Homeland Security, were influential in encouraging their daughter to consider employment with the federal government. Aside from learning about the government service in general, support to our nation's warfighters, government ethics, the Federal Acquisition Regulations, (Part 19) and the Small Business Coordination Record (DD Form 2579), Ms. Pikemuccini is looking at this summer as a superb opportunity to gain valuable knowledge about government procurement as it relates to U.S. Army Small Business Program and the U.S. Army Acquisition Corps. She has also started to ponder which Institutes of Higher Education, including Historically Black Colleges and Universities and Minority Institutions (HBCU/MI), will become her preferred school of choice after graduation from high school in 2009. The USAMRAA and USAMRMC OSBP certainly share in her enthusiasm about considering the U.S. Army as a career field.

Ms. Pikemuccini's internship is a prime example of taking advantage of the opportunity to identify prospective talent from the secondary school ranks as the U.S. Army continues to augment our acquisition workforce.

For additional information about the STEP, please visit the
U.S. Army Civilian Personnel website:
http://acpol.army.mil/employment/student_programs.htm.



Mentor-Protégé Program— Big Win for Protégé Joint Venture

Aleut World Solutions (AWS), an SBA approved 8(a) joint venture managed by an Army Mentor-Protégé Program (MPP) protégé Bering Sea Environmental, has recently won a contract from the Army Sustainment Command at Rock Island for the provision of technical support services involving the disposition of hazardous and/or radiological components or material at commercial and government sites valued at \$49.9M. AWS is comprised of Bering Sea Environmental, an Alaska Native 8(a) corporation; Visionary Solutions, LLC, an SBA approved 8(a) firm — also an Army MPP protégé; and New World Environmental, a Native American-owned small business.

The AWS joint venture partners intend to

provide 85-90% of all required services using internal resources with limited subcontracting for those task order requirements that fall outside of the members' core competencies.

As the managing partner, Bering Sea Environmental (BSE) provides corporate infrastructure from its Anchorage, Alaska offices along with construction, Unexploded Ordnance (UXO) operations and field support. New World Environmental (dba New World Technologies) provides health physics and field services including characterization, brokerage and radiological operations support. Visionary Solutions' role is to provide packaging and transportation services including rail and motor carrier selection, and transportation for remediation and material disposition projects.

U.S. Army Corps of Engineers— Contractor Completes Minor Miracle

MarCon Engineering, Inc. completed a major milestone in April when it delivered a difficult project on time and within budget.

"When I got the notice of award, they told me, 'You have to come through,'" said Maryory Contreras, president, and CEO of MarCon Engineering, Inc. "There were some people who thought a small business couldn't do the work this quickly. Well, we did it."

MarCon delivered the \$7.5 million, seemingly impossible, project on Vandenberg AFB, Calif., in the time allotted through sheer determination and hard work, said Contreras.

The project is the result of the National Security Presidential Directive NSPD-23, 16 Dec 02. This directive states: The United States plans to begin deployment of a set of missile defense capabilities in 2004. The pro-

ject—Relocatable in-flight Data Terminal Number 2 (RIDT-2)—is a companion to RIDT-1, which was built by the Corps of Engineers in 2005. The Systems are part of a set of missile defense systems which are integrated and layered ballistic missile defense systems used to defend the U.S., its forces and allies from ballistic missiles.

"Basically, the RIDT communicates trajectory information to the GBI (Ground Based Interceptor) after launch," explained MAJ Eric Andrews, USACE Los Angeles project manager for Vandenberg AFB. "The GBI missile defeats the target threat missile in its 'Midcourse Defense Segment' or path of flight - approx 60 miles high.

continued on page 5

Fort Bliss Small Business Programs Hosts First Industry Day

Fort Bliss held its first Industry Day on 21 April 2008. The conference was a huge success thanks to the more than 320 participants, the collaborative efforts of the El Paso Small Business Consortium, the Small Business Administration, and the Fort Bliss Directorate of Contracting.

COL Tim White, Deputy Garrison Commander for Transformation, Fort Bliss, Tex., and Mr. J.R. Richardson, Director of Contract-

ing, and Danny Portillo, Fort Bliss Small Business Specialist, gave opening remarks that set the stage for a very exciting conference.

The conference provided the participants with informative workshops on federal contracting, financing government contracts, and information on the Government Purchase Card Program.

continued on page 4



Aleut World Solutions (AWS)



MarCon Engineering, Inc., a contracting company based in Escondido, Calif., excavated more than 16,000 cubic yards of dirt to clear room for a new facility on Vandenberg AFB.



Medical Center at Fort Bliss, TX





"It's not just what you know," Maultsby said, "it's also who you know. And the third -- and most important part -- is who knows you. This day is our opportunity to do a better job of getting the word out to HBCUs that are looking for collaborations and partnerships -- we need to do a better job of involving HBCUs in what is going on at Fort Detrick."

Army HBCU/MI Program Launches First Symposium to Connect Fort Detrick with HBCUs/MIs

The first symposium to introduce Historically Black Colleges and Universities (HBCUs) to the opportunities for collaboration and cooperation at Fort Detrick, Md., was held last month at the Community Activities Center. The event was hosted by the National Interagency Confederation for Biological Research (NICBR) and drew 41 enthusiastic participants from HBCUs as far away as Texas.

Ed Nolan, Fort Detrick's Director of Community Support Programs, and his staff worked with the various NICBR entities, the Fort Detrick Business Development Office, and the Office of Small Business Programs to ensure an informative and successful event for the participants.

Representatives from the Department of Homeland Security's National Biodefense Analysis and Countermeasures Center, the National Cancer Institute, National Institute of Allergy and Infections Diseases, United States Army Research Institute of Infectious Diseases, and the U.S. Department of Agriculture all made presentations about their organizations' missions, strategic plans, major accomplishments, organizational structure, program areas and planned projects, as well as opportunities for partnerships and collaboration.

The attendees representing academic institutions came from Maryland (Coppin State, Morgan State, the University of Maryland-Eastern Shore, Bowie State University, Sojourner Douglass College, and Frederick Community College), the District of Columbia (Howard University and the Howard University

School of Medicine), Virginia (Norfolk State University), and Texas (The University of Texas -Pan American).

The event also offered an important opportunity for the academic representatives to get to know the project leaders and to have the opportunity for project personnel to become familiar with what their institutions can offer the research activities at Fort Detrick.

The day's mission was put succinctly by the day's Master of Ceremonies, Jerome Maultsby, Associate Director of Fort Detrick's Office of Small Business Programs:

"It's not just what you know," Maultsby said, "it's also who you know. And the third -- and most important part -- is who knows you. This day is our opportunity to do a better job of getting the word out to HBCUs that are looking for collaborations and partnerships -- we need to do a better job of involving HBCUs in what is going on at Fort Detrick."

Garrison Commander, COL Mary R. Deutsch, stressed that outreach opportunities are an important part of Fort Detrick's relationship to the larger community.

"This was a great way to hear about the opportunities that are available here and to network with the people who are making it all happen," she said. "We are in a geographic location (the Texas border with Mexico) where we see infectious diseases coming into the country before anyone else does. I see opportunities here to get our students and other personnel involved with research in the infectious disease area."

Fort Bliss, Texas — First Industry Day

continued from page 3

The conference was open to all types and sizes of businesses whose representatives networked with each other and showcased their products and services. Participating government agencies shared their upcoming contracting opportunities and provided information on how they do business with the business community.

Agencies participating in the event were: US Corps of Engineers, Veteran Affairs Health Care System, William Beaumont Medical Center, Army & Air Force Exchange (AAFES), White Sands Missile Range, and the Directorate of Contracting at Fort Bliss. Also in attendance were federal prime contractors, such as Fort Bliss Water Service.

Also present were personnel from the Di-

rectorate of Contracting, including Nelson Smith, Deputy Director; John Cowgill, Chief of Services Division; and Rosalyn Dowell from the Construction and Utilities Division. These individuals provided information on the Directorate of Contracting policies and procedures.

"The networking is invaluable," Salazar Harper said. "I came here to find out what other products and services I can supply the government, and at the luncheon I met someone I can partner with in an ancillary business that would be helpful to my business right now. If expansion is what a small businessperson is looking for, industry events are extremely important."

The conference was so successful that the Garrison Command has asked for a repeat of the conference next year.



Headquarters at Fort Bliss, TX

OSBP Points of Contact

Ms. Tracey L. Pinson

Director
pinsotl@hqda.army.mil

Mr. Paul L. Gardner

Deputy Director
Program Manager, Small Business
paul.gardner@hqda.army.mil

Mr. James Lloyd

Assistant to the Director,
Program Manager, SDVOSB &
HUBZone
james.lloyd@hqda.army.mil

Ms. Peggy Butler

Assistant to the Director
Program Manager, Mentor-Protégé &
Subcontracting
peggy.butler@hqda.army.mil

Ms. Cynthia Lee

Assistant to the Director
Program Manager, HBCU/MI and 8(a)/SDB
Cynthia.R.Lee@conus.army.mil

Ms. Suellen Jeffress

Assistant to the Director
Program Manager, Woman-Owned
suellen.jeffress@conus.army.mil

Ms. Edith St. Catherine

Staff Action Control Specialist
edith.stcatherine@hqda.army.mil



ACE — Contractor completes miracle...

continued from page 3

The project involved many challenges, including excavating 16,000 cubic yards of dirt, installing security fence into solid rock to match existing fencing and putting in a 100,000 gallon water storage tank for a fire suppression system.

MarCon received notice of the award in December 2007 and had until April to accomplish the work. However, because of the holiday season, Contreras and her team said a lot of the labor normally available was not there. Realistically, the project could not really begin until January.

"The biggest challenge was that we had only three months to do all the work," said Felix Lewis, project superintendent for MarCon. "Everybody said it couldn't be done. Our mission was just to do it."

In addition to the RIDT-2, MarCon was responsible for improvements at the Launch Facility 24 (LF 24). Improvements included installing infrastructure for site drainage, and installing site security lighting and site security fencing. LF 24 serves as both a test and operational silo for Vandenberg.

"Completing [both projects] on time is also one of the most impressive aspects of MarCon's accomplishment," explained An-

draws. "These two projects are part of a multi-million dollar program within MDA (Missile Defense Agency). These projects facilitate MDA's Operations Support Group-Vandenberg meeting the requirements that enabled Ground Based Midcourse Defense Operations and Testing a Vandenberg Air Force Base."



(Left to right) Paul Nocis and Mike Jones, contractors working for MarCon Engineering, Inc., install barriers to reinforce the gate at area LF-24 on Vandenberg AFB, Calif. MarCon completed a \$7.5M contract for the Corps of Engineers on Vandenberg.

U.S. ARMY | OSBP

Office of Small Business Programs
106 Army Pentagon
Room 3B514
Washington, DC 20310

Phone: 703.697.2868
Fax: 703.696.3898
E-mail: sadbu@hqda.army.mil