



OSBP

# Newsletter

BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS

January — March 2008

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## UPCOMING EVENTS:

- AFCEA Technology Showcase, 5-9 May 2008
- NICBR HBCU/MI Symposium, 13 May 2008
- Fort Detrick Spring Research Festival, 14-15 May 2008
- National Veteran Small Business Conference & Expo, 7-10 Jul 2008

For more information on the upcoming events visit:

[www.sellingtoarmy.info](http://www.sellingtoarmy.info)  
and click on "Calendar of Events"

## 4th Annual National Veteran Small Business Conference & Expo

The Veteran Small Business Federal Interagency Council will hold The 4<sup>th</sup> Annual National Veteran Small Business Conference and Expo at Caesars Palace, Las Vegas, Nevada, on July 7-10, 2008.

The largest event of its kind nationwide, this conference brings together under one roof Veteran-Owned Small Businesses, Service-Disabled Veteran-Owned Small Businesses, and the Federal Government in an effort to expand the role of veteran entrepreneurs in the Federal procurement process. With the Army leading the way, fourteen Federal agencies have cosponsored the conference to supplement their own veteran outreach programs.

The conference will begin with "Federal Contracting" informational sessions for businesses just breaking into the public sector. Over the next few days, general sessions and breakouts will cover a variety of topics including business opportunities, veteran business legislation, job sourcing, GSA schedules, networking, and financial strategies.

With 1174 attendees and 160 exhibitors registered as of May 1, overall attendance at the conference is expected to exceed 1,500 participants. That figure represents an increase of approximately 15% over last year's event.

## Field and Installation Readiness Support Team (FIRST) One-Year Reunion

The Army Contracting Agency Southern Region Contracting Center East (ACA-SRCC-E) celebrated the one-year anniversary of the largest contract award in the agency's history. The Field and Installation Readiness Support Team (FIRST) Multiple Award Indefinite Delivery Indefinite Quantity Contracts (MAIDIQ) were awarded in February 2007 to 34 contract teams with an overall program ceiling of \$9 billion for a five-year ordering period. All Army Contracting Agency installations have been delegated authority to use the

FIRST contracts while other agencies may request delegation of authority on an as-needed basis.

A total of 51 task orders have been awarded using the FIRST contracts totaling \$2.08 billion for the first year. Under the administration of Contracting Officer Pauline Pituk and the Contract Administrator, Nelson Cruhigger, FIRST is one of the premier enterprise solutions for logistics requirements both CONUS and OCONUS.



## Installation Contracting Command (Provisional) Launches New SB Recognition Program

Installation Contracting Command (provisional), ICC, formerly ACA NR, has begun a new program to recognize contributions made to the small business community. The first award, the "Supporter of Small Business (SoS)", is established to recognize contributions made by contracting, technical and program management personnel who support the Army Small Business Program.

A SoS awardee will be selected each month by a committee consisting of ICC staff members. Announcement of SoS designees will be made by the Director, ICC and will receive a SoS award. In January of each year, all monthly

awardees for the previous year will be eligible to receive the coveted ICC SoS of the Year.

Mr. Leonard Mucciolo has been named the SoS for February 2008 in recognition of his innovative market research on asbestos testing, which led to the creation of a new SDVOSB set-aside.

ACA NR awarded approximately \$3.77 billion in prime contracts in FY07, 54.2% of which went to Small Business. This program is designed to affect a Small Business solution among the contracting, technical and program management offices.

## Dan Shackelford, MEDCOM OSBP, Named Alamo Federal Executive Board Champion

On March 28, 2008, Mr. Dan Shackelford, Associate Director for Small Business, Army Medical Command, was designated an "AFEB Champion" by the Alamo Federal Executive Board (AFEB). The AFEB website, a vital communications link for federal agencies in the San Antonio area, had been shut down when it and other web sites hosted and managed by the Office of Personnel Management were hacked in 2006.

When Mr. Shackelford learned of the problem, he volunteered to host and manage the site for the AFEB at no cost to the AFEB. He rebuilt and hosted the site, [www.alamofeb.org](http://www.alamofeb.org), on his personal server and manages it during his off-duty time. A graduate of the 2007 class of the AFEB Leadership Program, Mr. Shackelford provides a similar volunteer service for the DoD South Central Regional Council for Small Business Education and Advocacy, of which he is a past President.

## Classic Industries, Inc., Named SBA Small Business Prime Contractor of the Year

Classic Industries, Inc., a general construction firm located in Las Cruces, New Mexico, has been selected as the National Winner of the SBA's Small Business Prime Contractor of the Year Award.

Classic Industries was originally founded in 1995 with a staff of one, and the first year's revenues were approximately

\$60,000. In 2007, the firm had a staff of 10 full-time employees and revenue expected to exceed \$4,000,000. The company has provided construction support to Army, Navy, Air Force, and other federal agencies located in 5 states. Classic Industries was nominated for this award based on their support provided to the U.S. Army White Sands Missile Range.

***"When Mr. Shackelford learned of the problem, he volunteered to host and manage the AFEB website at no cost."***

***Classic Industries was founded in 1995 with a staff of one and first-year revenues of approximately \$60,000.***



Ms. Peggy Butler, Program Manager, U.S. Army OSBP

## Ms. Peggy Butler Takes on Mentor-Protégé and Subcontracting Programs for Army OSBP

As the Assistant to the Director for Subcontracting and Mentor-Protégé Programs in the U.S. Army Office of Small Business Programs, Ms. Peggy Butler is responsible for increasing industry awareness of the Army Small Business Subcontracting and Mentor-Protégé Program initiatives. She influences updates to existing Subcontracting and Mentor-Protégé acquisition regulations and solicits innovative Mentor-Protégé technology transfer proposals from industry. In addition, she manages 35 active Mentor-Protégé contracts, validates the realism of subcontracting goals for new DoD projects over \$250 million,

and participates on Army Strategic Sourcing panel reviews.

Ms. Butler is an acquisition professional with over 28 years of experience in contracting. She has held positions at Army Contracting Agency Headquarters and the Information Technology E-Commerce and Commercial Contracting Center (ITEC-4). She is Level III certified in acquisitions and is a member of the Army Acquisition Corps. She has received numerous civilian awards for exceptional performance throughout her acquisition career.



Ms. Cynthia Lee, Program Manager, U.S. Army OSBP

## Ms. Cynthia Lee Assumes 8(a)/SDB and HBCU/MI Programs at Army OSBP

In March 2008, Ms. Cynthia Lee joined the U.S. Army OSBP as Program Manager for the 8(a)/SDB and HBCU/MI Programs. After beginning her procurement career as a DoD intern in 1987, she has progressed through various procurement assignments in the Defense Supply Service-Washington; the Military District of Washington, Ft. McNair, DC; and the Army Contracting Agency, Ft. Belvoir, VA. Within those assignments, she served as Associate Director for Small Business Programs for thir-

teen consecutive years.

Ms. Lee is a Level III certified acquisition professional and recently completed the Deputy Assistant Secretary of the Army (Policy and Procurement) Senior Leadership Development Program, including a developmental assignment at Headquarters, Army Materiel Command, Office of the Program Manager, Saudi Arabia National Guard, Ft. Belvoir, VA. Throughout her career, she has received numerous performance awards and citations.

***“Hampton University is seeking to forge strategic business relationships with MRMC and other mission partners...”***

## Hampton University Meets with MRMC

Four key representatives from Hampton University traveled to Fort Detrick and provided Medical Research and Materiel Command's Principal Assistant for Research and Technology and others an overview of their medical research and allied health capabilities. As one of the nation's premier Historically Black Colleges and Universities/Minority Institutions (HBCU/MI), Hampton University is seeking

to forge strategic business relationships with MRMC and other mission partners located on the Fort Detrick Installation.

This visit was a follow-up from a previous meeting in which OSBP traveled to Hampton University in January 2008 and provided information about the command's vision and proactive stance in collaborating with academia.

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Serving those who served.  
Business opportunities are here.  
Will you be?

The 4th Annual  
**NATIONAL VETERAN**  
Small Business Conference & Expo

July 07-10, 2008 - Caesars Palace, Las Vegas  
[www.NationalVeteransConference.com](http://www.NationalVeteransConference.com)  
Sponsored by the Veteran Small Business Federal Interagency Council