



Army Small Business Office Newsletter

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Upcoming Events:

12 Apr	SBA Week
20 Apr	OSADBU Conference/ EXPO
1 May	DoD Small Business Training Conference
1 May	SDDC S.B. Conference
20 Jun	S.B. Procurement Fair
26 Jun	2nd Annual SDVOSB Conference

To view other upcoming events visit us on the web at:

["www.sellingtoarmy.info/User/Misc/CalendarOfEvents.aspx/calendar.asp"](http://www.sellingtoarmy.info/User/Misc/CalendarOfEvents.aspx/calendar.asp)

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Message from the Director Ms. Tracey L. Pinson



The Army achieved record procurement dollar amounts in each Small Business

program area for FY 2005: \$20.4B to Small Business, \$6.5B to Small Disadvantaged

Business, \$2.5B to Women-Owned Small Business—First Federal Agency to reach this target, \$2.1B to Historically Underutilized Business Zone (HUBZone) - Highest in Federal Government, and \$454M to Service-Disabled Veteran-Owned Small Business.

The Small Business Program will be faced with challenges that will affect our continued

success, but with hard work, focus and dedication we will overcome these challenges and continue to support the Warfighter while providing unwavering assistance to the small business community.

I would like to personally thank all the small business professionals for their continued support and assistance.

Secretary of the Army, Small and Disadvantaged Business Utilization Award



Mr. Scott Crosson was recognized by the Secretary of the Army in a ceremony held at the Pentagon on

Wednesday March 29, 2006, The Honorable Francis J. Harvey presented the 2005 Secretary of the Army Award for Small Business to Ms. Crosson for his superior leadership as the Associate Director for the Army Small Business Office at the U.S. Army Materiel Command (AMC), Fort Belvoir, Virginia.

Mr. Crosson is a highly effective leader and manager who artfully builds coalitions to achieve Program objectives. He is committed to early involvement in the acquisition process as a means to increase small business participation in the AMC mission. Under his leadership, AMC Small Business Specialists proactively participate as members of acquisition strategy planning teams to emphasize small business considerations and ensure participation is maximized in consolidated actions.

As evidence of his commitment to early involvement in acquisition planning, in FY05, AMC, for the 3rd year in a row surpassed \$1B in growth of contract obligations to small businesses and awarded more than \$8B in contract dollars to small businesses.

AMC's record setting Program performance is largely the result of Mr. Crosson's personal leadership, guidance and excellent working relationship with the Army and AMC leadership, assistant directors, requirements/contracting personnel and other field representatives in pursuing program goals. AMC's program success has also been attributed to his ability to ensure the appropriate organizational placement and command support of subordinate small business offices. He has enhanced program effectiveness, and facilitated growth by ensuring AMC senior leadership performance objectives address small business program goals in keeping with the Under Secretary of Defense memorandum to "Hold Senior Leadership Accountable for (Small Business)

Program Accomplishments."

Mr. Crosson encourages program success through outreach efforts. Recognizing the importance of Program Executive Officer/Program Manager (PEO/PM) participation in the Army Small Business Program, he attended the FY05 Acquisition Senior Leaders' Conference, where he gave a presentation that promoted the small business program and made himself available to discuss specific issues with individual representatives.

He also presented the Army's Small Business Program information at the AMC Principal Assistant Responsible for Contracting (PARC) Conference in February 2005.

Under his leadership, the AMC Small Business Program continues to be a positive venue for recognition throughout DoD. His commitment to excellence and his dedication to small businesses, have earned him the distinction for being awarded the Secretary of the Army Small Business Award for 2005.



Army HBCU/MI Program Blazing Trails for Others to Follow—Army Exceeds 100M dollar mark in Program Funding for FY05

Mr. Ronald E. Blakely, Program Manager



In FY05, forty Historically Black Colleges and Universities (HBCU) Institutions participated in Army sponsored research, grants and student assistance programs compared to thirty-seven schools in FY04.

This year, Army awarded \$14.9M in contracts to HBCUs compared to \$8.7M in FY04 representing an increase of \$6.2M or 42%. Twelve HBCU institutions received Army research and development contracts and twenty-three HBCUs were awarded technical assistance awards.

Army activities awarded grants focusing on research, development and training activities supporting Army core programs.

In FY05, three Army Major Commands provided \$31M in grants to HBCUs for research and development, infrastructure and technical assistance programs. The U.S. Army Materiel Command (AMC) awarded \$22.4M of the \$31M in Grants.

U.S. Army Medical Research and Development Command (MRMC) awarded \$7.5M in grants and the U.S. Army Corps of Engineers (ACE) awarded \$1.1M.

In FY05, HBCU Reserve Officers' Training Corps (ROTC) received \$3.1M. Twenty-three HBCU institutions have ROTC programs that produced 389 scholarship recipients.

Four Major Commands met or exceeded their assigned HBCU/MI contracting goals in FY05, those commands are: Army Materiel Command (AMC); Army Contracting Agency (ACA);

Space and Missile Defense Command (SMDC); and Army Corps of Engineers (ACE)

Space and Missile Defense Command (SMDC); and Army Corps of Engineers (ACE).

In FY05 fourteen Hispanic Serving Institutions (HSIs) participated in the Army Research, Grants and Student Assistance Program. The Army awarded \$31.3M in research contracts and \$13M in grants to HSIs. The Army provided \$4M in ROTC scholarship program funding in FY05 with HSIs receiving \$845,496 compared to \$792,118 in FY04.

1.) The FY05 funding increase is directly attributed to an increase in grants activity by

Army activities especially within the Corps of Engineers, Medical Research and Materiel Command (MRMC) and Army Materiel Command (AMC)

2.) The MRMC increased their efforts to engage HBCUs and MIs by participating in outreach programs. Additionally, MRMC established a Small Business Outreach Center to provide technical assistance to small businesses and colleges and universities.

3.) In FY05 HSI Reserve Officers' Training Corps (ROTC) Army program awarded 130 scholarships. The Army also awarded \$45.5M to Hispanic schools in research contracts and grants

compared to \$31.3 M in FY04. The reasons for this increase in funding are :

- a) Increasing our focus on HSIs with research and engineering centers to perform Army work.
- b) Encouraging HSIs to participate in Army sponsored technical assistance workshops and to develop collaborative research partnerships.

4.) The Army Small Business Office will continue to encourage greater HSI participation in Army funded programs through technical assistance workshops, campus visits and other outreach activities.

We have a very strong working relationship with the Hispanic Association of Colleges and Universities and the University Presidents.



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Army Small Business Office Spotlight

Ms. Nancy Small, Program Manager, Woman-Owned Small Business Program



Ms. Nancy D. Small was appointed as the Program Manager for both the Woman-Owned Small Business (WOSB) Program and 8(a) / Small Disadvantaged Business (8(a)/SDB) Program, effective January 9, 2006.



Ms. Nancy D. Small was appointed as the Program Manager for both the Woman-Owned Small Business (WOSB) Program and 8(a) / Small Disadvantaged Business (8(a)/SDB) Program, effective January 9, 2006.

Ms. Small was appointed in 1985, to join the contracting community as an Army Materiel Command (AMC) intern at the Army Aviation Systems Command, St. Louis. She successfully completed the journeymen level and upon completion of the intern program she was selected as a Contract Specialist for the Automatic Data Processing Acquisition Division in Granite City, Illinois. In 1990, Ms. Small transferred to Hohenfels, Germany, 7th Army Training Command where she served as Supervisor, Contract Administrator with the responsibility of contract administrator for the Interim Training Objective Force System and the requirements

analyzer and head of the engineering change proposal board for the future Objective Training Force System.

Ms. Small returned to the United States in 1992 and worked as a contract specialist, Equipment and Supply Branch, Defense Commissary Agency (DeCA), Ft. Lee, VA. In 1994, she performed an assignment for DeCA, Midwest Region with the responsibility of transferring Inter Agency Service Agreements (ISSAs) from base level operations to DeCA and executed contract arrangements to support the mission. Ms. Small was promoted in 1995 to GS13 with unlimited warrant authority and served as acting Division Chief, Subsistence. There she transferred some 208+ contracts and agreements from Defense Supply Center, Philadelphia and 500+ contracts from the West Service Center to Ft. Lee, VA. In addition, Ms. Small was responsible for establishing a new marketing resale division at headquarters with managerial responsibility to hire, train and mentor 28 personnel (contracting, commissary management specialist and quality assurance specialist).

Ms. Small moved to Ft. Campbell Kentucky in 1999, where she served as Management Analyst for Ft. Campbell's Competitive Sourcing, A-76 program.

In 2002, the Surface Deployment and Distribution Command (SDDC) employed Ms. Small. She served as the appointed Associate Director for the Small and Disadvantaged Business Utilization Office. Her work in these areas were instrumental in the recent recognition the command received through the award of the first ever Army Excellence in Subcontracting Award in 2004.

Ms. Small was inducted in 1999 into the Army Acquisition Corp and has her Level III Certification in Acquisition Management. Ms. Small earned her Bachelor of Science Degree in Speech Communications and Theatre with emphasis in Marketing from Tennessee State University, 1983 and is currently pursuing her Masters in Business with emphasis in Acquisition Management, at Strayer University.

Women-Owned Small Business (WOSB) Showcase

The Women-Owned Small Business (WOSB) Showcase was held on Thursday, March 23, 2006 in the Pentagon Concourse from 1000 to 1500. The Showcase was co-sponsored by the Small Business Office of the Contracting Center of Excellence; the Office of the Administrative Assistant, Equal Employment Opportunity and the Army Office of Small and Disadvantaged Business Utilization.

Fifty WOSBs displayed the many products and services their companies are able to provide to the Department of Defense. The Showcase opened with several distinguished guests commenting on the importance of WOSBs and the DoD Small Business Contracting Community. Distinguished guests in-

cluded, Ms. Pamela Monroe, Associate Director for Small Business, U.S. Army Contracting Center of Excellence; Colonel George A. Sears, Director, U.S. Army Contracting Center of Excellence; Ms. Virginia Harrison, Special Emphasis Program Manager, Office of the Administrative Assistant, Directorate of Equal Employment Opportunity; Ms. Tracey L. Pinson, Director, Office of Small and Disadvantaged Business Utilization, Department of the Army; and Ms. Nancy Small, Assistant to the Director, Office

of Small and Disadvantaged Business Utilization, Department of the Army. Ms. Sheri Orlowitz, Founder and Chairman of Shan Industries, LLC was the guest speaker.

The Showcase concluded with a round table discussion on "How to Write a Competitive Price Proposal," given by Ms. Patricia Denard from the Contracting Center of Excellence.

Overall the Showcase was a great success! Many WOSBs are looking forward to more events similar to this one that will allow them to showcase their products and services.



From Left to Right: Ms. Sieber, Ms. Monroe, COL Sears, Ms. Pinson, Ms. Orlowitz, Ms. Small, Ms. Harris, Ms. Phillips, Ms. Starks

Fifty WOSBs displayed the many products and services their companies are able to provide to the Department of Defense.



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**2nd Annual National HUBZone
Small Business Conference**



New Orleans, LA
Coming Fall 2006

Department of Defense (DoD) Mentor-Protégé—Nunn-Perry Award
Ms. Wendy Despres, Program Manager, Army Mentor-Protégé



The Department of Defense (DoD) Nunn-Perry Award Ceremony was held on March 8, 2006 during the DoD Mentor-Protégé Conference in Atlanta, Georgia. The Army-sponsored team of Science Applications International Corporation (SAIC)

of Oak Ridge, Tennessee and Arrowhead Contracting Incorporated of Overland Park, Kansas was honored with an award. This mentor-protégé agreement was endorsed and administered by the U.S. Army Corps of Engineers (ACE). SAIC and Arrowhead Contracting, Inc. received the DoD Nunn-Perry award for excellence in the quality of the technical assistance, return on investment, and impact on protégé's development.

SAIC provided mentoring with the assistance of Alabama A&M University, a Historically Black University, in the highly demanding and growing DoD

market sector of chemical, biological, radiological, and nuclear (CBRN) security.

Arrowhead Contracting, Inc. is a Native American-Owned Business (NAOB) specializing in general and civil construction and engineering, environmental remediation, homeland security, and facility operations and management.



DoD Nunn-Perry Award

Under this agreement, Arrowhead enjoyed 147% growth in its employment base, 133% growth in gross revenue, and nearly 33% growth in its DoD prime and subcontracting revenue.

Arrowhead has enhanced its capabilities and has become a strong, dependable, and competitive Small Disadvantaged Business (SDB) vendor within our nation's defense industrial base.

**The Second Annual
National Veterans
Small Business Conference**
Caesars Palace, Las Vegas - June 26-29, 2006

The 2nd Annual National Veterans Small Business Conference will feature information-packed plenary and breakout sessions to inform you about the most important aspects of operating and growing your small business within the Federal procurement arena.

In addition, the conference will offer you the opportunity to network with representatives from federal agencies, prime contractors, and fellow veteran small business owners.

This is a conference you won't want to miss!
For more information and to register online visit:
www.NationalVeteransConference.com
Conference Hotline: 703-695-3220

Sponsored by the Veteran Small Business Federal Interagency Council

VETERANS

