

OSADBU NEWSLETTER

Secretary of the Army, Small and Disadvantaged Business Utilization Award

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Events Calendar:

August 2005

8-10 HUBZone Small
Business Conference,
Orlando, FL

October 2005

4-6 DoD Small Business
Training Conference,
New Orleans, LA

"To view other upcoming events
visit us on the web at: [http://
www.sellingtoarmy.com/
view_calendar.asp](http://www.sellingtoarmy.com/view_calendar.asp)"



Mr. Jerome Maultsby, the Associate Director for Small Business at the U.S. Army Medical Research and Materiel Command (MRMC), Fort Detrick, Maryland, was recognized for his superior leadership in the development and implementation of initiatives that led to significant improvement to the Small Business Program. In a ceremony held at the Pentagon on May 9, 2005, the Honorable Francis J. Harvey presented the 2004 Secretary of the Army Award for Small and Disadvantaged Business Utilization to Mr. Maultsby. Through Mr. Maultsby's diligent work, MRMC opened a business development office which will serve as a focal point and lead organization to facilitate business relationships and promote Fort Detrick as Maryland's next technology growth center of excellence.

Mr. Maultsby was born in Newark, NJ. He received his undergraduate degree in 1981

from Rutgers University, New Brunswick, NJ. He also has a Masters Degree in Management. He is Level III certified in contracting and maintains memberships with the Army Acquisition Corps, National Contracts Management Association, Order of Military Medical Merit and Rutgers University Alumni. In 1991, Jerome obtained the Certified Professional Contracts Manager designation and has recertified in 1996 and 2001. Since year 2000, he has been an Adjunct Faculty with Frederick Community College. During June 2001 he received acceptance as an Affiliate Faculty with Mount Saint Mary's University.

Mr. Maultsby's superior leadership was recently recognized during the formation of the Maryland Research and Applied Sciences Consortium (MRASC). The genesis of the MRASC was initiated last year under Mr. Maultsby's direction. The MRASC consists of active participation and collaboration by the five State of Maryland Presidents of HBCUs/MIs and their staffs. Its mission is to develop a world-class academic based research consortium by partnering with academia, industry and government to promote the develop-

ment of future scientists and engineers as premier participants in the achievement of the nation's science and technology objectives for the 21st century.

Another noteworthy accomplishment is his effectiveness in garnering and synergizing support between acquisition professionals and the small business community. Such unifications resulted in increased awards made to the various small business programs during FY 2004.

Based on the FY 2004 Small Business metrics and due to Mr. Maultsby's oversight and management, USAMRMC far exceeded the National goal of 23% of small business contract awards by achieving 58.6%

Mr. Maultsby's stellar background as a retired Lieutenant Colonel, US Army; Army Acquisition Corps member; recipient of the coveted Certified Professional Contracts Manager designation by National Contract Management Association; Adjunct Faculty with Frederick Community College, coupled with his laudable accomplishments, have earned him the distinction for being awarded the Secretary of the Army SADBUs Award for 2004.

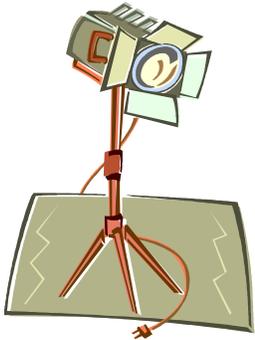
LOOK FOR IT: "Building Combat Power Using Small Business"

In the current edition of the US Army Acquisition, Logistics and Technology (AL&T) Magazine an article co-authored by Ms. Pinson and COL Mancuso titled: "Building Combat Power Using Small Business" is featured. This article provides valuable insight to po-

tential and certified 8(a) small businesses on the importance of utilizing the Small Business Specialist to assist them with growing their company through government contracts. To review this article visit AL&T Magazine on the web at: <http://asc.army.mil/>

pubs/alt/default.cfm





SADBU Spotlight

Ms. Wendy Despres, Program Manager, Mentor Protégé and Subcontracting



Ms. Wendy Despres became Program Manager of the US Army Mentor-Protégé Program, Office of

Small and Disadvantaged Business Utilization effective February 2005.

Ms. Despres entered civil service in June 1987. Prior to her current assignment, she served in other appointments as the Chief, Center of Health Care Contracting, US Army Medical Command Health Care

Acquisition Activity (HCAA), Fort Sam Houston, TX; Associate Director for Small Business for the US Army Medical Command, HCAA; and the Chief of the Direct Health Care Providers Division at the MEDCOM Contracting Center, Fort Sam Houston, TX. She held various procurement analyst positions at the US Army Medical Command, Fort Sam Houston, TX; the Military Surface Deployment & Distribution Command, Alexandria, VA; and the Assistant Secretary of the Army for Acquisition, Logistics, and Technology, US Army Contracting Support Agency, Falls Church, VA. Ms. Despres also served in contract specialist positions at the US Army Medi-



cal Command, Fort Sam Houston, TX and at the Air Force Logistics Command, Kelly Air Force Base, TX.

Ms. Despres earned a BBA in Accounting degree from Our Lady of the Lake University in 1987 and a MBA from the University of Texas in San Antonio in 1994.

Ms. Despres has achieved Acquisition Professional Level III Certification and is a member of the Army Acquisition Corp.

Army Historically Black Colleges/Universities and Minority Institutions (HBCU/MI) Conference

Mr. Ronald E. Blakely, Program Manager



The OSADBU recently hosted the first Army-wide HBCU/MI Conference in New Orleans,

Louisiana. The primary purpose of the conference was to assist and educate HBCUs/ MIs in repositioning themselves to participate in the new grants and contracting opportunities with the US Army.

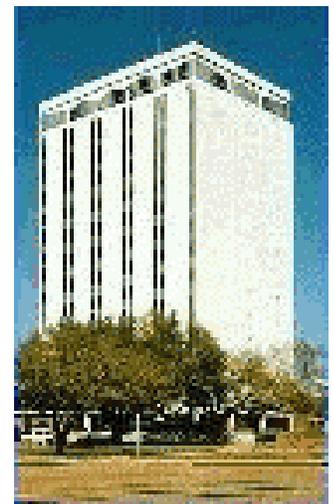
Approximately 225 individuals representing the HBCU/MI community to include Presidents, Provosts, and Research Directors and Army small business and contracting officials attended the conference.

Ms. Tracey Pinson, the Army SADBU Director, sponsored the conference to insure that all minority serving institutions were fully aware of the Army transformation initiatives and the potential impact on

contracting and grant opportunities. In her opening comments, Ms. Pinson asked the minority serving institutions to become familiar with Army research programs and their funding priorities. Ms. Pinson indicated that the Army was changing, and that new contracting and grant opportunities would emerge for research-oriented universities.

The conference highlights included presentations by BG Vincent K. Brooks, Chief, Army Office of the Chief of Public Affairs; BG Robert Creer, Commander, Mississippi Valley Division, Army Corps of Engineers and distinguished graduate of Jackson State University, participated in the conference as the luncheon speaker; and Mr. Louis Caldera, President of the University of New Mexico and former Secretary of the Army addressed the critical issue of "Why HBCUs/MIs must participate in DoD Army Funded Research Programs."

To view the conference agenda, list of distinguished speakers to include their presentations, visit our website at www.sellingtoarmy.info.



"Ms. Tracey Pinson, the Army SADBU Director sponsored the conference to insure that all Minority Serving Institutions were fully aware of the Army transformation initiatives"

Historically Underutilized Business (HUB) Zone Outreach Initiative

LTC James A. Blanco, Program Manager



The Army Small Business Office is dedicated to achieving the statu-

tory goal of 3% as outlined by current law. The mission of the Army Small Business HUBZone Program is to advise the Secretary of the Army and the Army leadership on matters related to the HUBZone Program. To spearhead innovative initiatives that contribute to expanding the HUBZone Small Business industrial base relevant to the Army mission and priorities;

and to leverage the use of minority serving education Institutions located in HUBZones in support of Army Science and Technology Programs.

There have been many changes to the HUBZone Small Business Program over the past years. The most recent statutory changes became effective on December 8, 2004. Among other provisions, the law now recognizes as HUBZone locations all existing or future military facilities closed as a result of the Base Realignment and Closure Act (BRAC). This status as a HUBZone location remains in place for five years after the date of facility closure. The law also provides for other non-BRAC HUBZone locations to remain in the program until the results of the 2010 census

have been released to the public, expected to occur around 2011 or 2012.

To communicate these changes, the Army Small Business Office has spearheaded an outreach initiative that includes as its centerpiece the "National HUBZone Small Business Conference." Details related to this conference will be published on our website (www.sellingtoarmy.com).



"Among other provisions, the law now recognizes as HUBZone locations all existing or future military facilities closed as a result of the Base Realignment and Closure Act (BRAC)."

Grand Opening of Fort Detrick's New Business Development Office



The Fort Detrick's new Business Development Office is designed to help companies cut through the red tape of government contracting—including the navigation of elaborate security measures just to talk to officials in person at the base.

A ribbon-cutting ceremony, with business and government officials including Ms. Tracey L. Pinson, Director, SADBU on the left and MG Lopez, Commanding General U.S. Army MRMC, center, was held at Frederick, MD.

The office has additional staffing from partners including the Maryland Technology Development Corp and Fort Detrick Office of Small and Dis-

advantaged Business Utilization.

Mr. Jerome Maultsby, Associate Director for Small Business of Fort Detrick's Office of Small and Disadvantaged Business Utilization, said the new office will be less intimidating for business officials who must pass through Fort Detrick's security checkpoints just to meet with him.

"I'll remain on base, but I will be [at the new office] one day per week from 8 to 5," Maultsby said. "We'll start with the one day and, if after six months [the numbers demand it], I will increase my time to two days.

The Fort Detrick Business Development Office is dedicated to enhancing collaboration and business activity between Fort Detrick and private industry.

The office will serve as a bridge to opportunity for businesses, not-for-profits, academia, local government, and community organizations by helping them make the right connections, develop new business, and initiate cooperative research.

With in-dept knowledge of Fort Detrick's capabilities, needs and organizations, the Business Development Office will act as advisor, "matchmaker", and facilitator to help small businesses and other business partners achieve their goals.

The office will work to understand the customer's product, service or idea and advise them on strategy, procurement and processes. The office's primary function will be to connect the organizations (tenants) within Fort Detrick to its customers.

"A ribbon-cutting ceremony, with business and government officials including Ms. Tracey L. Pinson, Director SADBU on the left and MG Lopez, Commanding General U.S. Army MRMC, center, was held at Frederick, MD"

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Building the Army's Future Through Small Business



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FOCUS ON....

The National HUBZone Small Business Conference

The Department of Army Office of Small and Disadvantaged Business Utilization will host a National HUBZone Small Business Conference for firms located in historically underutilized business zones on 9-10 August 2005. This conference will be held at the Hilton Hotel at Walt Disney World Resorts @ in Orlando, Florida. The theme for this event is "Strengthening our Nation's Military through HUBZone Empowerment."

The primary purpose of the conference will provide information on the status of HUBZone Programs throughout the Federal Government; HUBZone Small Business legislation; how the HUBZone Empowerment Program impacts Base Realignment and Closure (BRAC); the Mentor-Protégé Program and HUBZones; strategies for increasing business opportunities; and products and services available to increase business opportunities.

Please visit www.sellingtoarmy.info for more information on the conference and to register online. **Be sure to register as soon as possible – space is limited!**

Conference Registration Fee:

Before July 10, 2005: \$175.00 (Government Personnel only)
After July 10, 2005: \$250.00

Before July 10, 2005: \$225.00 (Non-Government Personnel only)
After July 10, 2005: 300.00

The Conference is open to both Government and Non-Government Personnel.

Hotel Reservations:

Hilton Hotel at Walt Disney World Resorts@
1751 Hotel Plaza Boulevard
Lake Buena Vista, Florida
Phone: (407) 827-4000
www.hilton.com

Hotel rates are guaranteed at the government per diem rate of \$98.00 per night until the room block is sold out. To make your reservations, please contact the Hilton Hotel directly at (407) 827-4000. Be sure to mention that you are a part of the **National HUBZone Small Business Conference** to get the preferred rate.

Fort Detrick's Business Development Office — *continued from page 3*

The customized, one-on-one advisory services provided are free. The Business Development Office open its doors to all customers, but have no procurement authority or influence.

Major General Lester Martinez-Lopez, Commander, U.S. Army Medical Research and Materiel Command and Fort Detrick, hosted the opening ceremony and provided opening remarks and participated in the

ribbon cutting ceremony.

The office will be staffed by Detrick personnel and the Maryland Technology Development Corporation, the Frederick County Office of Economic Development, and the Maryland Department of Economic Development.



Helpful Tools

ACA Newsletter: [http://aca.saalt.army.mil/ACA/docs/Community/ACA Newsletter2004501 JAN.pdf](http://aca.saalt.army.mil/ACA/docs/Community/ACA%20Newsletter2004501%20JAN.pdf)

OSADBU Program Tri-folds in e-book format: <http://www.sellingtoarmy.com/user/showpage.aspx?SectionID=9> (*click on e-book*)

Small Business Administration Solutions e-newsletter: <http://www.sba.gov/>

Defense Acquisition University: <http://www.dau.mil/schedules/schedule.asp>