

Headquarters U.S. Air Force

Integrity - Service - Excellence

311th Human Systems Wing Small Business Office



U.S. AIR FORCE

Mary S Urey

Director, Small Business Office

Brooks City-Base, Texas

July 2008



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Typoglycemia

I cdnuolt blveiee that I cluod aulacly uesdnatnrd what I was rdanieg. The phaonmneal pweor of the hmuan mnid. Aoccdrnig to rscheearch taem at Cmabrigde Uinervtisy, it deosn't mttar in what oredr the ltteers in a word are, the olny iprmoatnt tihng is that the frist and lsat ltteer be in the rghit pclae. The rset can be a taotl mses and you can still raed it wouthit a problem. This is bcuseae the huamn mnid deos not raed ervey lteter by istlef, but the word as a wlohe. Such a cdonition is arppoiatly cllaed Typoglycemia. Amzanig huh? Yaeh and you awlyas thought slpeling ws ipmorantt.



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Brooks City-Base

- Formerly Brooks Air Force Base
- First of its kind partnership between USAF and City of San Antonio
 - ✓ Created by Act of Congress on 13 Jul 00
- Brooks Development Authority (BDA) est'd 27 Sep 01
 - ✓ Independent entity under Texas Defense Base Development Authorities statute
 - ❖ Reduce base operating support costs
 - ❖ Maintain flexibility to meet AF mission
 - ❖ Enhance AF mission capabilities through creation of public and private partnerships
 - ❖ Allows AF to focus on mission vs landlord activities



Contracting With The BDA

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- Procurement activities of BDA are modeled after State of Texas and City of San Antonio activities

- <http://www.brookscity-base.com>

- Prospective BDA vendor information
 - ✓ RFPs and other postings
 - ✓ Information and application
 - ✓ Procurement policy
 - ✓ Overview of BDA bid process



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Who We Are

- Advocate for 311th HSW Director on Small Business (SB) and Historically Black Colleges and Universities/Minority Institutions (HBCU/MI)

- Focal point for SAF Small Business on environmental matters

- A “Strategic Alliance” partner with Wing and tenants working to accomplish the mission through enhancement of small business participation.

- Every AF base has a small business specialist
 - ✓ www.selltoairforce.org
 - ❖ Locator button
 - ❖ Map of USA



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Small Business Office

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Small Business Counterparts In San Antonio

- Lackland AFB
 - ✓ Arthur Dinwiddie 210-671-1723

- Kelly AIA
 - ✓ Brenda Dillard 210-977-2453

- Randolph AFB
 - ✓ Estella Calvillo 210-652-5460
 - ✓ Pat Barber 210-652-3407

- Ft Sam Houston
 - ✓ Nancy Villarreal 210-295-4415



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Our Customers

- Brooks City-Base acquisition community
- Local business community
- Small and large businesses nationwide
- HBCU/MIs
- Small Business Administration
- Congressional delegations
- DOD/AF/MAJCOM small business and acquisition leadership



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Air Force Strategic Plan 2008

- Beyond Goals
 - Goals are only part of successful program
 - Must look beyond percentages, but not forget percentages
 - Must demonstrate impact that small businesses have to support mission-ready capabilities
 - Highlighted initiatives:
 - ✓ Reaching out to Service Disabled Veteran Owned Small Businesses
 - ✓ Communities of practice
 - ✓ Small Business Solutions Center



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Air Force Strategic Plan 2008

- Vision Statement
 - ✓ “More than goals...Small Business Solutions of Choice”

- Mission Statement
 - ✓ “To create and deliver small business options for the warfighter”

- Value Proposition Statement
 - ✓ “Champions of small business solutions for the warfighter”



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BCB Small Business 1 Oct 07 – 1 Jul 08

	Dollars (\$M)	%	FY08 Goals
Small Business	\$62.7	18.78%	23%
Small Disadvantaged Business	\$27.5	8.25%	12%
Woman Owned Small Business	\$1.3	0.38%	1.4%
HUBZone Small Business	\$4.2	1.25%	0.5%
Service Disabled Veteran Owned Small Business	\$0.2	0.06%	0.5%



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AFCEE Small Business 1 Oct 07 – 9 Jul 08

	Dollars (\$M)	%	FY08 Goals
Small Business	\$48.8	15.15%	23%
Small Disadvantaged Business	\$15.9	4.93%	12%
Woman Owned Small Business	\$0.18	0.06%	1.4%
HUBZone Small Business	\$0.24	0.08%	0.5%
Service Disabled Veteran Owned Small Business	\$0.40	0.12%	0.5%



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AFCEE Small Business Internal Reservations

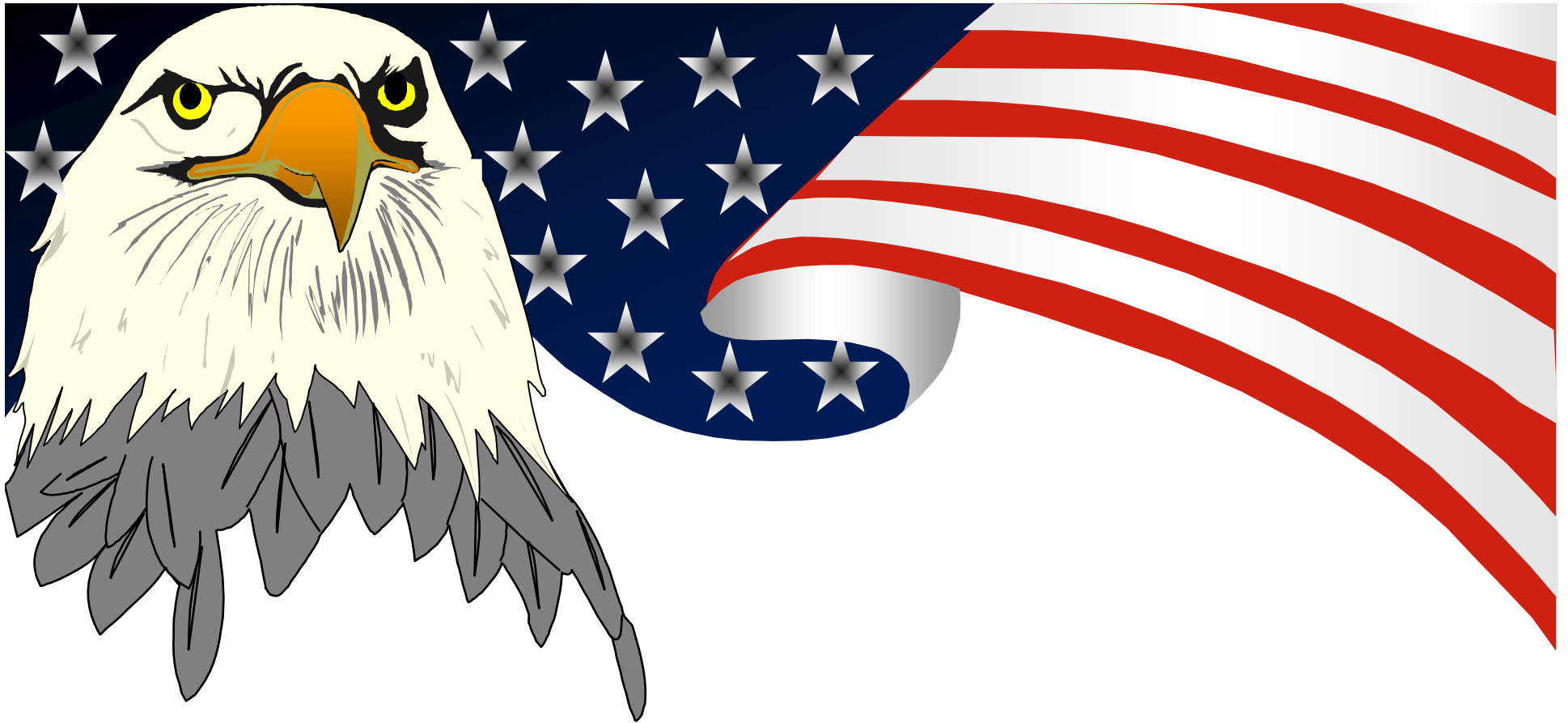
Contract	Goal	Actual
GEITA05	23%	28%
4PAE	16%	33%
WERC	13%	43%
PRESS	15%	17%
HERC	10%	4%
4PAE08	17%	27%
DBR2	0.0%	17%



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Important Websites

- **Brooks City-Base** www.brookscity-base.com
- **AFCEE Business Opportunities** www.afcee.brooks.af.mil/pkv/business.asp
- **Central Contractor Registration** www.ccr.gov
- **AF Mentor-Protégé Program** www.selltoairforce.org
- **AF Small Business Ctr of Excellence** www.selltoairforce.org
- **Fed Biz Opps** <http://www.fedbizopps.gov/>
- **USAF Interactive Electronic Mall** www.selltoairforce.org
- **FAR on-line** www.arnet.gov.far
- **Procurement Tech Asst Center** www.aptac-us.org/new/
- **Long Range Acquisition Estimate** www.selltoairforce.org
- **Brooks City-Base SB Office**
<http://www.brooks.af.mil/library/factsheets/factsheet.asp?id=6307>



Thank you for your attention

Any questions?