

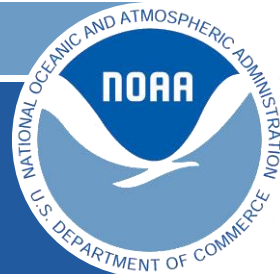


NOAA

SCIENCE. SERVICE. STEWARDSHIP.

2018 NOAA/NIST INDUSTRY DAY

Thursday June 7, 2018
8:00am – 3:00pm



Agenda

PRESENTATIONS

9:00 – 9:10 – Welcome

9:10 – 10:10 – NOAA & NIST

10:10 – 10:20 – BREAK (10mins)

10:20 – 11:20 – NOAA & NIST

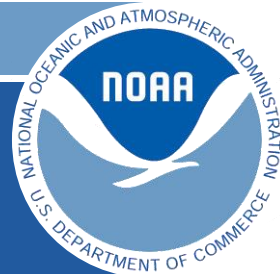
11:20 – 11:35 – U.S. Small Business Administration

LUNCH

11:35-12:35 – Lunch on your own

OPEN SESSION

12:35-3:00 - Limited to 3-5 minutes per session



Agenda

OPEN SESSION (12:30-3:00) - NIST & SBA in the room to the left, NOAA in the room to the right

Meet participating Program Offices in Open Session

National Environmental Satellite, Data, and Information Service (NESDIS)

National Marine Fisheries Service (NMFS)

Oceanic and Atmospheric Research (OAR)

Chief Administrative Officer (CAO)

Chief Information Officer (CIO)(NOAALINK)

National Weather Service (NWS)

National Ocean Service (NOS)

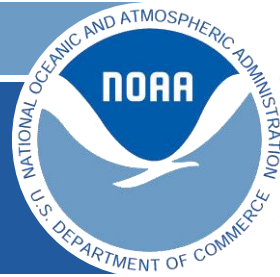
NOAA's Small Business Office (SBO)

NOAA's Staff Services Management Division (SSMD)

NOAA's Western Acquisition Division(WAD)

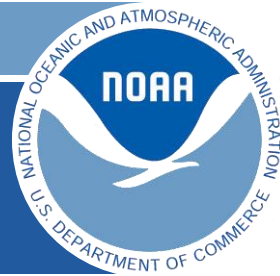
NIST's Office of Acquisition and Agreements Management (OAAM)

NIST's Acquisitions Management Division (AMD)



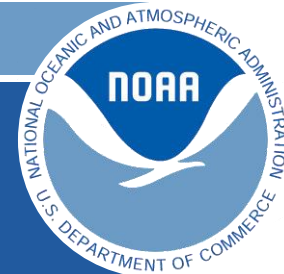
Lunch

- See Handout
 - Café at NOAA is the closest option
 - On the list and have to show drivers license to get in
 - All other options within 5 minute drive



Administrative Information

- **Restrooms – located down the stairs to the left of the main entrance**
- **In case of emergency, exit the building through the front doors or side doors in this auditorium and cross the NIST road**
- **Cell phones – set to vibrate or silent mode please**
- **Electronic copies of each presentation will be posted to the NOAA AGO website shortly after this event at http://www.ago.noaa.gov/acquisition/NOAASmallBusiness/small_business_news_events.html.**
- **Questions should be addressed with the POC's at the tables after the morning session or during breaks, time constrained so no questions for the speakers unless time permits**



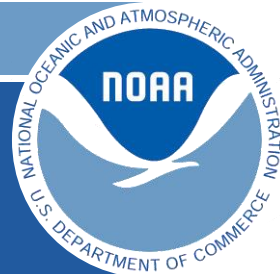
Goal Achievement FY12-FY17

Achievements by Awarding Organization: NOAA Only

SMALL BUSINESS TYPE	NOAA Goal %	DOC Goal %	Statutory Goal %	FY12 % of \$	FY13 % of \$	FY14 % of \$	FY15 % of \$	FY16 % of \$	FY 17 % of \$
Small Business	49%	40%	23%	44.8%	47.8%	49.1%	53.3%	59.8%	54.9%
Sub-category Reporting*									
Small Disadvantaged Business	12%	12%	5%	18.9%	21.0%	21.7%	23.6%	26.4%	26.2%
8(a)	6%	6%	-	6.4%	6.3%	8.8%	10.0%	11.0%	9.3%
Woman-Owned Small Business	10%	10%	5%	13.6%	16.4%	15.6%	16.8%	17.2%	16.7%
HUBZone Small Business	3%	3%	3%	0.8%	0.9%	1.9%	1.5%	3.1%	3.2%
Veteran-Owned Small Business	4%	4%	-	5.4%	7.2%	6.0%	6.1%	8.6%	7.6%
Service Disabled Veteran Owned	3%	3%	3%	3.0%	4.3%	4.6%	4.3%	6.4%	5.7%

*Individual entries are not additive.

Source: FPDS

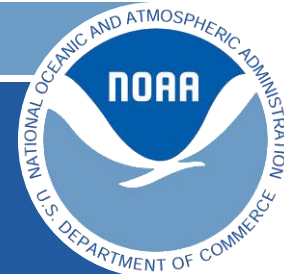


FY18 Forecast Expenditure

- 1464 Transactions Entered as of 6/6/2018**
- Estimated Spending ~ \$1.5B**
 - **System is updated daily**
- FY18 projections are as follows:**

Category	Projection	Current Spend (May 31 st)
SB	8.8%	54.6%
8(a)	3.2%	10.0%
HUBZone	0.5%	4.7%
SDVOSB	0.1%	3.8%
WOSB	0.0%	16.3%
OTSB	75.6%	45.4%
TBD	11.8%	N/A

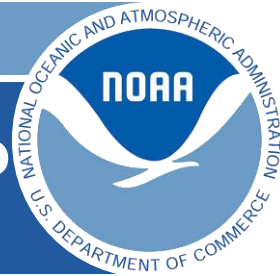
- Estimated error in the selection of this field**



FY17 Forecast Expenditure

- ❑ Estimated Spending ~ \$1.4B – Actual was ~ \$1.26B
- ❑ FY17 projections and actuals were as follows:

Category	Projection	Actual
SB	29.5%	54.9%
8(a)	5.5%	9.3%
HUBZone	0.3%	3.2%
SDVOSB	0.3%	5.7%
WOSB	0.0%	16.7%
OTSB	42.3%	45.1%
TBD	28.2%	0.0%



Want to do business with NOAA?

Review the NOAA Small Business Website at:

[http://www.ago.noaa.gov/acquisition/NOAASmallBusiness/
small_business.html](http://www.ago.noaa.gov/acquisition/NOAASmallBusiness/small_business.html)

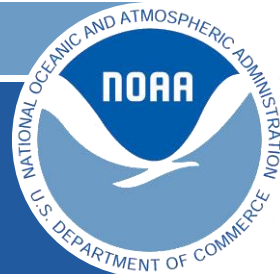
- FAQ
- Doing Business at NOAA
- Small Business Calendar

Register as an interested party to do business with NOAA at:

[http://www.ago.noaa.gov/acquisition/NOAASmallBusiness/
small_business_profile_reg.html](http://www.ago.noaa.gov/acquisition/NOAASmallBusiness/small_business_profile_reg.html)

Review the NOAA Forecast at:

<https://faaps.commerce.gov/publicview.asp>



Contact Information

- **Follow us on Twitter [@NOAASmallBiz](#) – mirror on the SB website for those without Twitter accounts (same site where the presentations will be posted).**

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