

Air Force Sustainment Center

State of Small Business Program



NH-04, Ronnie Hobbs
AFSC/SB
Version #1



US Defense Industrial Base

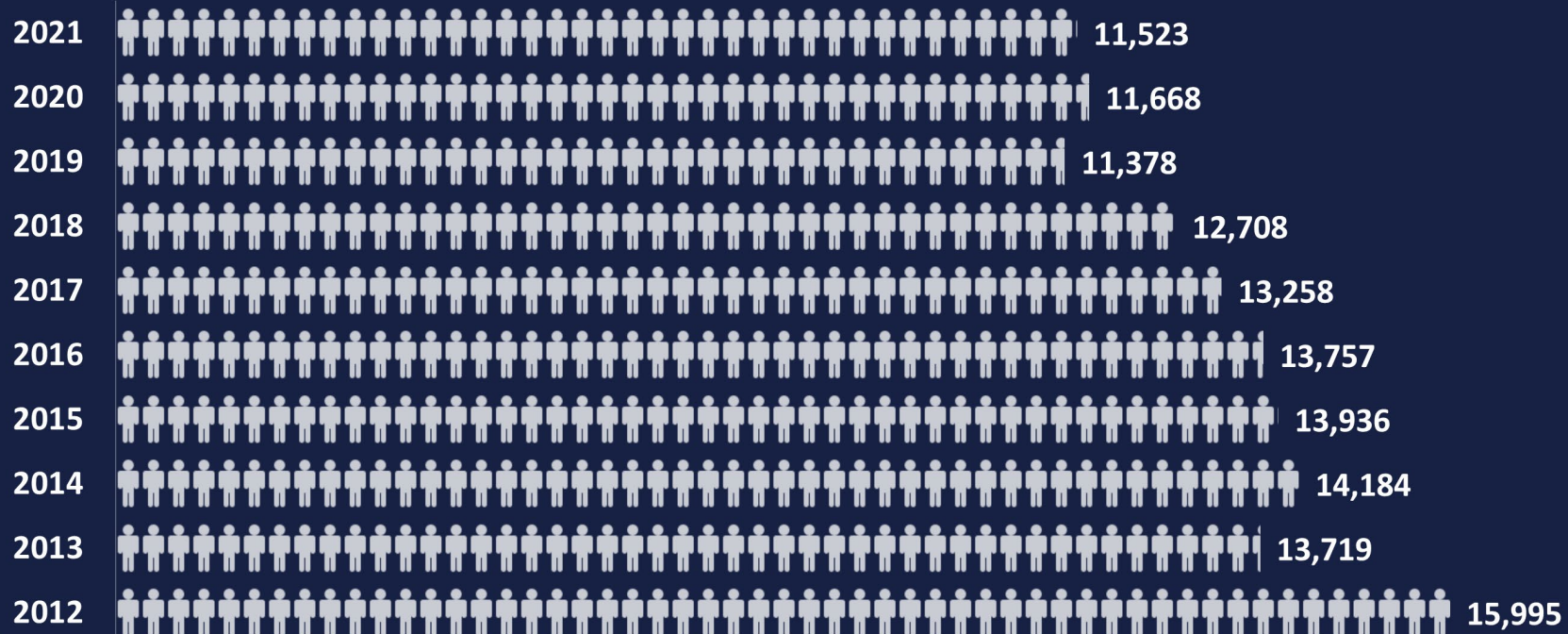
From FY16-FY21, despite DAF increasing spend to small businesses, there has been a 20% decrease in the number of SBs doing business with the DAF¹. Additionally, many socio-economic small businesses (SESB) continue to face unbalanced challenges due to the pandemic, global pressures, and shrinking opportunities. Finally, buying strategies, supply chain issues, near peer competitors, and market sectors have multiple factors that create barriers to harnessing small business innovation; a key to DAF fielding capabilities in support of the National Defense Strategy.

"Equal opportunity is the bedrock of American democracy, and our diversity is one of our country's greatest strengths" Executive Order 13985



DAF Small Business Vendors

DAF small business industrial base consolidation 10 year view



“...American supply chains will revitalize and rebuild domestic maintain America’s competitive edge in research and development and create well-paying jobs” Executive Order 14017



Unprecedented Emphasis on Small Business

UNCLASSIFIED

POTUS

EO 13985

EO 14017

EO 14091

President's Mgt
Agenda

CONGRESS

10 USC

15 USC

2 Committees,
1 Subcommittee

SASC Hearings

NDAA goaling
increases

SBA, OMB

SBA Annual
Goaling
Guidance

OMB Memos

DoD

Equity Action
Plan

Small Business
Strategy

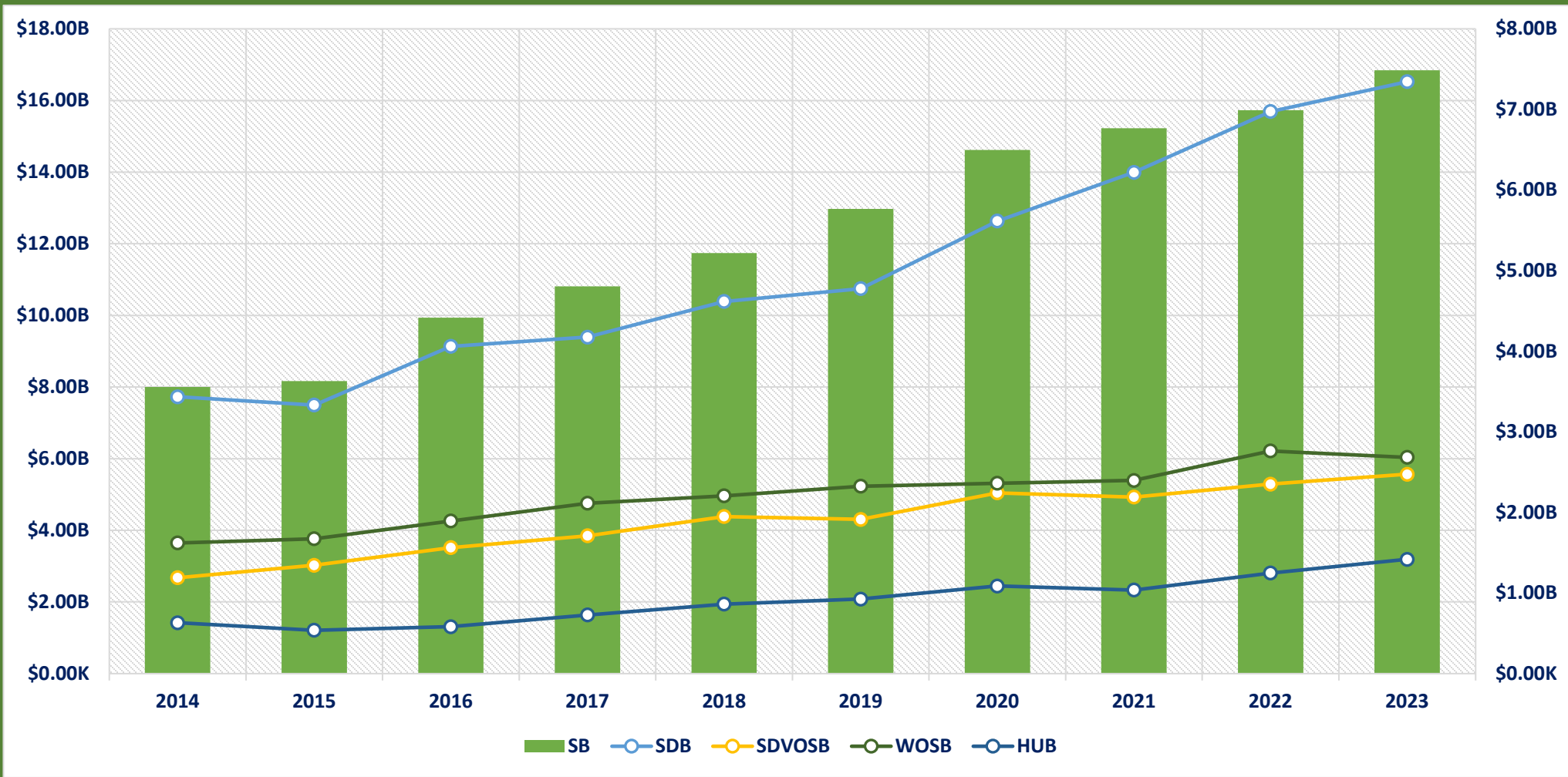
Defense
Industrial Base
Strategy

DAF

Strategies to
Achieve SDB
Max use of 8(a)s
Memo to PEOs
SecAF Small Bus
Contracting
SB Participation
in MACs
More!



DAF Small Business Performance Metrics



*Data source: "Small Business Achievements by Awarding Organization" report from FPDS-NG via SAM.gov



AFSC FY23 SB Performance

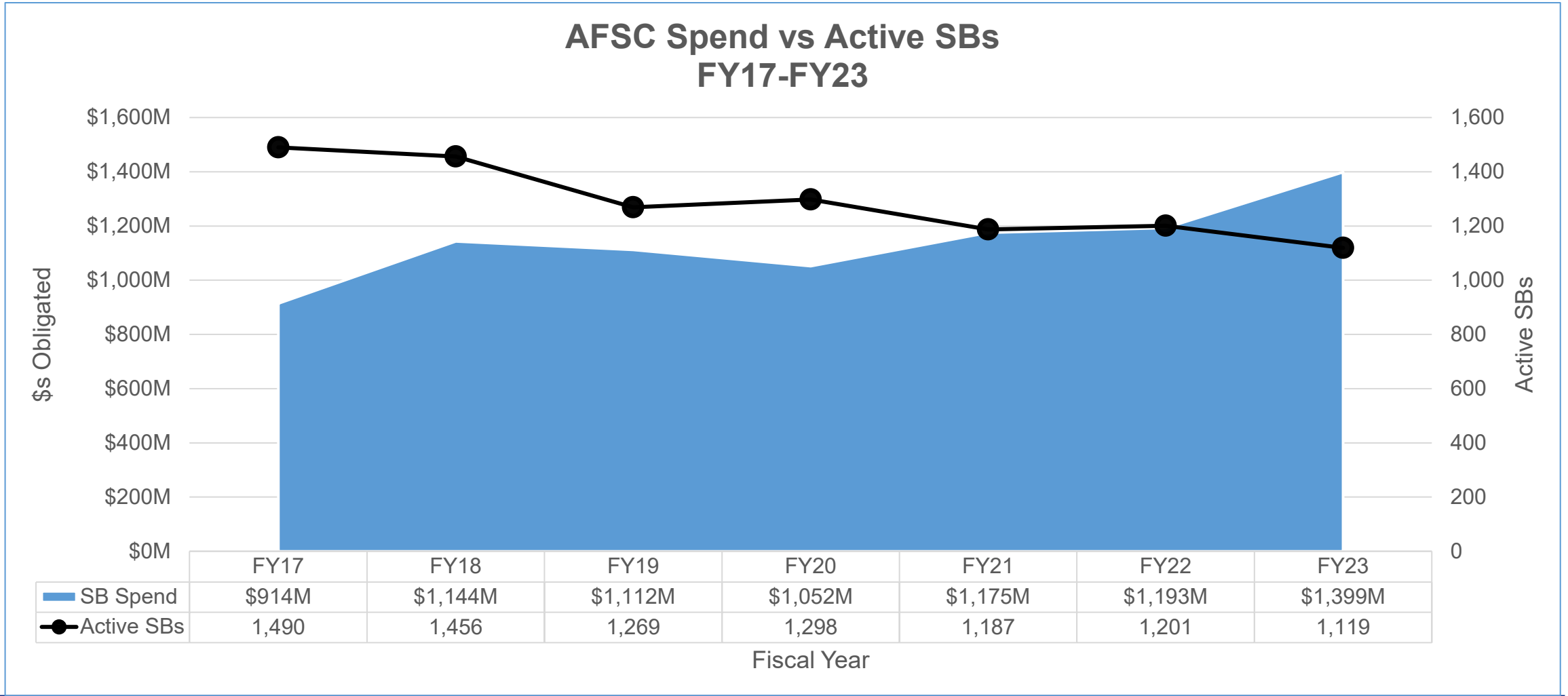
~\$1.4 Billion in SB Spend
Record Breaking Achievement for Small
Business

Exceeded all Socio-Economic Targets

\$160M increase over FY22 SB spend



Small Business FY17-FY23 (AFSC)



Provide sustainment and logistics readiness to deliver combat power for America

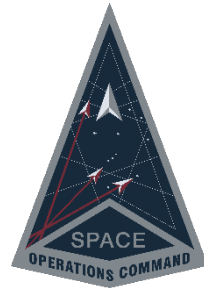


Addressing the Decline

- **Outreach & Inreach**
 - **National, Regional and Local engagement**
 - **Website and Customer Engagement Guide provide outreach engagements**
 - **24 in 24 initiative SB outreach initiative**
 - **Robust training to the acquisition workforce on SB Programs**
- **Reducing Barriers for Small Business**
 - **Acquisition Flexibilities with DLA/AF Contracting**
 - **Improved Forecasting for Acquisition opportunities**
 - **Clear, transparent process for engaging AFSC acquisition eco-system**
 - **Streamlined Source Approval Request Process**
 - **Phase 1 Awarded 26 Sept with National Center for Manufacturing Sciences**



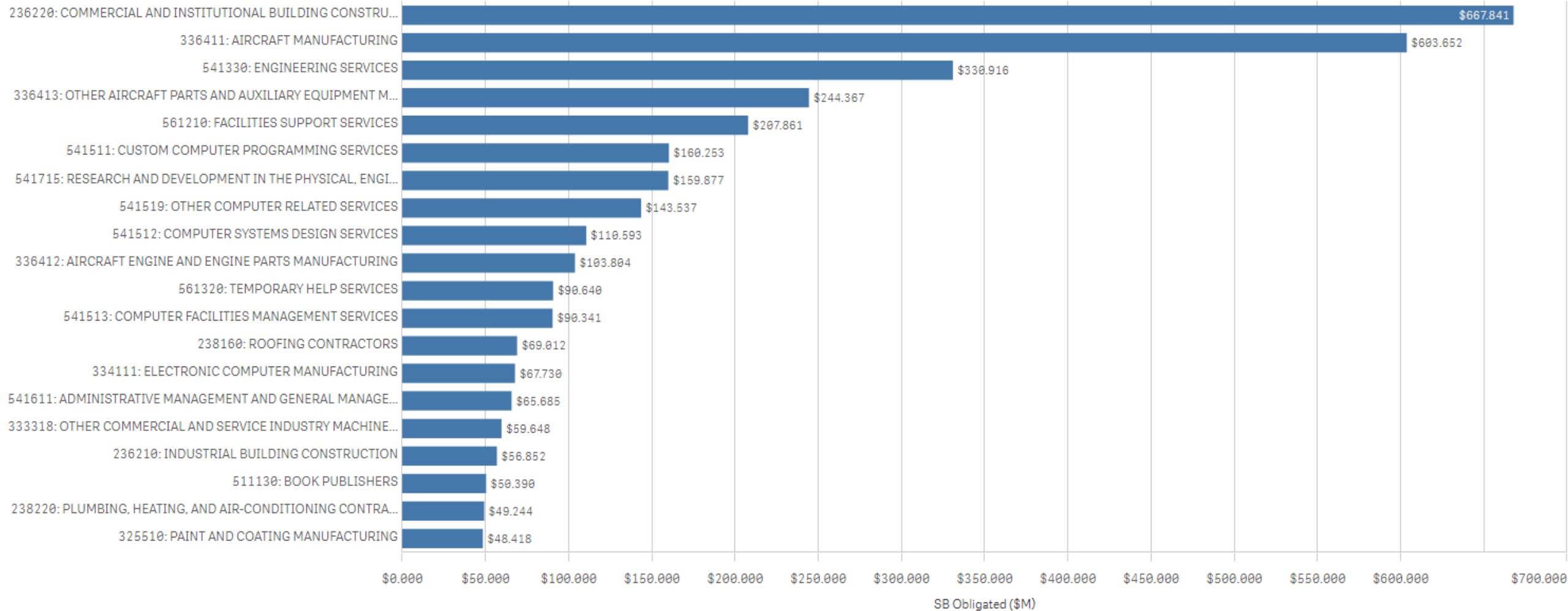
Know Your Target Market





AFSC/SB

Top 20 NAICS By SB Obligation Totals

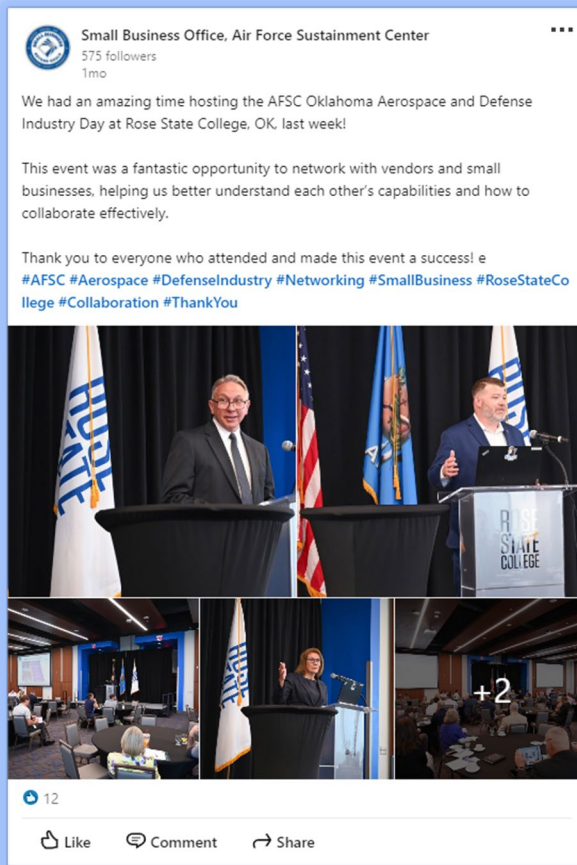




Increased Engagement with Industry

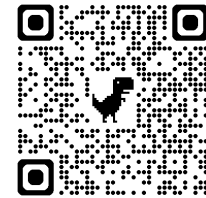


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