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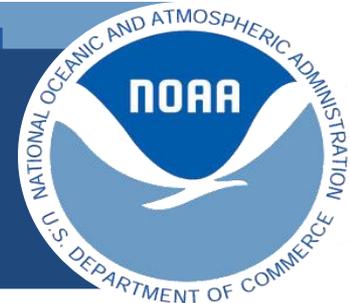
2017 NOAA

INDUSTRY DAY

Thursday • April 6 • 2017

7:30am - 12:00pm

On the Web: www.noaa.gov | On Twitter: @NOAA | On Facebook: NOAA



Agenda

7:30 - 10:30 AM - REGISTRATION & REFRESHMENTS

8:30 - 10:30 AM - PLENARY SESSION – AUDITORIUM

10:20 – 10:30 AM - BREAK

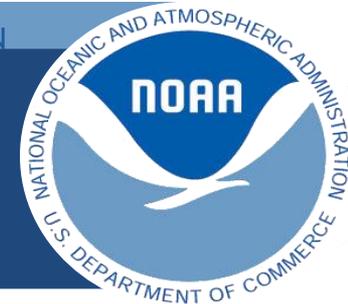
10:30 - 12:00 PM – ONE-ON-ONE OPEN SESSIONS

- **NOAA AGO, NOAA Program Offices and the NOAA & NIST Small Business Representatives available in Science Center for Questions and Answers**
- **NOAA Prime Contract Holders available in the front of the auditorium for Questions and Answers, see handout for specific firms and capabilities sought.**



Administrative Information

- **Thank You for the support from Montgomery County Chamber of Commerce!**
- **Restrooms – located across the lobby of the Science Center**
- **Cell phones – turn off or set to silent mode please**
- **ProTech Oceans Domain Industry Day April 13th. Come and meet firms interested in this vehicle, teaming opportunities available!**
- **Electronic copies of each presentation will be posted to the AGO website shortly after this event at <http://www.ago.noaa.gov/acquisition/NOAASmallBusiness/smallbusiness.html>.**
- **Questions will be addressed with the POC's at the tables after the Plenary session, time constrained so no questions for the speakers**



Goal Achievement FY12-FY16

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 \$
Small Business	49%	40%	23%	44.8%	47.8%	49.1%	53.3%	59.8%
Sub-category Reporting*								
Small Disadvantaged Business	12%	12%	5%	18.9%	21.0%	21.7%	23.6%	26.4%
8(a)	6%	6%	-	6.4%	6.3%	8.8%	10.0%	11.0%
Woman-Owned Small Business	10%	10%	5%	13.6%	16.4%	15.6%	16.8%	17.2%
HUBZone Small Business	3%	3%	3%	0.8%	0.9%	1.9%	1.5%	3.1%
Veteran-Owned Small Business	4%	4%	-	5.4%	7.2%	6.0%	6.1%	8.6%
Service Disabled Veteran Owned	3%	3%	3%	3.0%	4.3%	4.6%	4.3%	6.4%

Source: FPDS

*Individual entries are not additive.

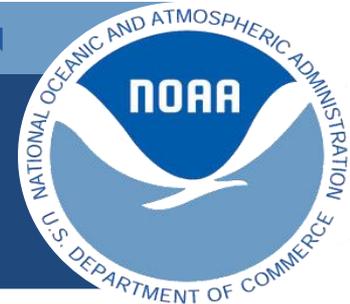


FY17 Forecast Expenditure

- 1346 Transactions Entered as of 3/9/2017**
- Estimated Spending ~ \$1.4B**
 - **System is updated daily**
- FY17 projections are as follows:**

Category	Projection
SB	29.5%
8(a)	5.5%
HUBZone	0.3%
SDVOSB	0.3%
WOSB	0.0%
OTSB	42.3%
TBD	28.2%

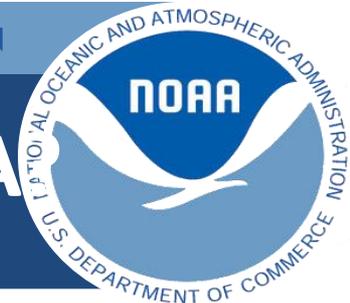
- 28.2% equates to approximately \$400M**
- Estimated error is +/- 10%**



FY16 Forecast Expenditure

- ❑ Estimated Spending ~ \$1.0B – Actual was ~ \$1.2B
- ❑ FY16 projections and actuals were as follows:

Category	Projection	Actual
SB	28.2%	59.8%
8(a)	4.9%	11.0%
HUBZone	0.0%	3.1%
SDVOSB	0.9%	6.4%
WOSB	0.0%	17.2%
OTSB	46.3%	40.2%
TBD	25.5%	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

- 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

Review the NOAA Forecast at:

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



Contact Information

Jeffrey Hale & Natalie Colbert

NOAA Acquisition & Grants Office

Silver Spring, MD

jeffrey.hale@noaa.gov

natalie.colbert@noaa.gov

(301) 628-1411

(301) 628-1363