

NORTH FLORIDA 8(A) & BUSINESS DEVELOPMENT QUARTERLY

April - June 2008

INSIDE THIS ISSUE:

<i>SBA Forum</i>	1
<i>Calendar of Events</i>	2
<i>From the Director</i>	2
<i>7j Training</i>	2
<i>Lockheed Martin</i>	3
<i>Articles of Interest</i>	3
<i>Successes</i>	4

SAVE THE DATE

8(a) Annual Meeting

For ALL 8(a) Firms!

July 9, 2008

7:30 am—4:00 pm

UNF University Center

12000 Alumni Dr.

Jacksonville, FL 32224

- Workshops
- Discussion Panel
- Exhibit Booths
- Networking

Cost: \$40

Please visit

www.sba.gov/fl/north for more information and to register!

Helping small businesses **start, grow and succeed.**



Your Small Business Resource

SBA LISTENS & LEARNS FROM FEDERAL AGENCIES AND PRIME CONTRACTORS

On January 31, 2008, the North Florida District Office held its 1st Procurement & Contracting Partners Forum. There were two sessions facilitated by Keystone Alliance. The first session was for Government Contracting Officers, including representatives from the U.S. Special Ops, U.S. Navy, U.S. Core of Engineers, U.S. Air Force, GSA and Orange County Expressway Authority. The second session was for Prime Contractors and included representatives from AirTran, Boeing, The Bernd Group, CH2M Hill, Florida's Turnpike Enterprises, IAP-Hill, Lockheed Martin, Northrop Grumman and Greater Orlando Aviation Authority.

The goal of the forum was to find ways to improve small business contracting relations and to improve the quality of the 8(a) firms and small business contracting programs in the North Florida District. In addition, the SBA North Florida District Office objective was to



Prime Contractors

develop a ready pool of small business subcontractors prepared to do business with the Government Agencies and Prime Contractors.

Questions posted to the attendees were thought provoking and open-end allowing the participants to provide open and frank discussions. Examples of questions posed to the groups included: other than meeting set aside requirements why would you use an 8(a) or SDB firm and what are the drawbacks and your frustrations? They were also asked how should a 8(a) firms and SDB's more effectively market their capabilities and what training would you want them to acquire? The

information provided by the participants was very informative and provided the framework for implementing programs for improvement. The comments, suggestions and feedback were divided into three areas of concern: communication, training, and sales/marketing. As a result, a training curriculum is being drafted to provide the needed training to better equip the small businesses to contract with federal agencies and prime contractors. The SBA North Florida District Office along with representatives from the Government Agencies and Prime Contractors are working together to build lines of communication between federal procurement offices, prime contractors, SBA, 8(a) & SDB firms.

As a follow-up to the forum, on March 17th, 2008, the SBA led a teleconference for each of the two groups, Government Agencies and Prime Contractors. If you are interested in participating in future teleconferences or receiving e-mail updates, please contact Annette Paulson, (904) 443-1914 or annette.paulson@sba.gov.



Federal Agency Representatives

2008
CALENDAR OF
EVENTS

May 9, 2008 Jacksonville

Women’s Business Roundtable Discussion 12:00 pm to 2:00 pm at the SBA Offices, 7825 Baymeadows Way. To register., contact donna.padgug@sba.gov.

May 15, 2008 Jacksonville

Alliance South Atlantic Service Disabled veteran Owned Conference; For more information and to register, visit www.allianceforbiz.com

May 27, 2008 Jacksonville

Learn What the SBA Has to Offer! 10:00 am to 12:00 pm at the SBA office, 7825 Baymeadows Way– Free and open to the public. To register, contact veronica.wallace@sba.gov.

May 28, 2008 Orlando

SBIR/STTR National Spring Conference at the Rosen Centre Hotel. For more information, visit www.sbirflorida.org.

June 6 & 12, 2008 Orlando:

7j Training at the Disney Entrepreneur Center. For more information, visit www.vbpgrouptraining.com.

July 9, 2008 Jacksonville:

8(a) Annual Meeting for all North Florida 8(a) Firms: UNF SBDC 7:30 am to 4:00 pm. To register, visit www.sba.gov/fl/north or contact Nancy Alvarez Hernandez, nancy.alvarez-hernandez@sba.gov.

July 11, 2008 Fort Walton Beach

Women’s Business Roundtable. More Information Coming Soon! For More information, contact the SBDC’s Jane Briere, 850-833-9400.



News From Kenneth Hamilton,

Assistant District Director /Business Development, SBA North Florida

The end of March marks the mid-point of the federal government’s fiscal year and we are encouraged about the progress that we are making. With your cooperation and participation, the changes that the SBA North Florida District Office (NFDO) made by refocusing our efforts to our core mission of business development is making a major impact toward our ability to assist in creating a fertile environment for business opportunities for 8(a) firms.

This year, my staff and both our federal and commercial procurement partners are working closely together to address issues that prohibit our 8(a) contactors from securing contracts. As a team, we are collaborating to assist in developing small businesses, seeking ways to develop more contract opportunities and making a concerted effort to introduce new 8(a) firms as contractors. The results show an increase in 8(a) contracts for the first two quarters in FY08. During this period, federal sole source contract requirements grew by 40%, up from \$53 million in FY07 to \$73 Million in FY08. More significant is the number of requirements, which grew by 19%.

You might ask what have we done differently, and how these changes might affect your business. First, in January we ventured to ask our procurement partners to give us an assessment of our performance and execution of our business development program. To help us get this feedback, we contracted the services of a facilitator who conducted two forums for us (see article on page 1). The first session was held with a group of Federal Small Business Deputies, and the second session was with a group of Supplier Diversity Managers representing prime contractors who receive contracts from the federal government and as a result of the contracts, they are required to subcontract to small businesses.

The forums proved beneficial to us, but unexpectedly the sessions also sparked introspection by all the participants on their organization’s effectiveness in achieving their small business goals. Many suggestions and areas of improvement were discussed at the forums and a set of action plans were developed that will allow the partners to coordinate our support for small businesses. One of the action items included developing a set of core competencies for small businesses that would be highly recommended for those desiring to secure prime and subcontracting opportunities. Another included both forum groups agreeing to hold regular meetings with the SBA NFDO to continue to define ways to enhance the services that we provide.

In July, we will hold our first 8(a) Annual Meeting where participants will have opportunities to network, develop potential mentoring/teaming relationships and learn from successful peers and graduates of our 8(a) program. DEI Services Corporation, a highly successful firm who graduated from our program in November of 2007, will hold a workshop and will provide participants tools they developed. They will share practical ‘how to’ information which will be valuable to each of you regardless of experience in running a business. Additionally, you will hear what our procurement partners suggest as requirements for winning contract opportunities with their organizations. We will share with you their assessment of the quality of our 8(a) firms and their suggestions of improvement.

The Annual Meeting and other workshops that we will sponsor over the coming months is in part our response to the suggestions the procurement officials provided us to help you improve. We thank them for their input and their support of our programs. Now the ball is in your court. You have an opportunity to show them that you are willing to hear them and respond accordingly.

I look forward to greeting 100% of our 8(a) firms at our upcoming annual meeting in July, and I wish you all much success.

7J TRAINING IN ORLANDO – FREE

Financial Management for the Small Business

This workshop discusses the critical financial management issues and regulatory requirements facing small businesses. Moreover, participants will learn the fundamentals in preparing effective and compliant cost proposals in response to government Request for Proposals (RFP’S).

Location: Disney Entrepreneur Center 315 East Robinson Street, Ste 100 Orlando, FL 32801	Dates/Time: June 06, 2008 8:30 a.m. -5:00 p.m.
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Cost and Pricing Level I

This workshop provides eligible small disadvantaged business owners with a solid foundation of cost accounting principles for federal government contracting.

Location: Disney Entrepreneur Center 315 East Robinson Street, Ste 100 Orlando, FL 32801	Dates/Time: June 12, 2008 8:30 a.m. - 5:00 p.m.
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Please submit any future events you would like to share to lola.naylor@sba.gov

For More Information and to Register: www.vbpgrouptraining.com

SBA ATTENDS LOCKHEED MARTIN'S SUPPLIER DIVERSITY EVENTS

SBA staff attended Lockheed Martin's Supplier Information Session in March in Orlando. The session represented a two-way forum offering suppliers the opportunity to learn about Lockheed Martin Corporation businesses and for Lockheed Martin to learn about potential new suppliers. This event placed a special emphasis on service-disabled veteran-owned, and SBA certified small disadvantaged business and HUBzone concerns. The event provided everyone in attendance exposure to engineering, technologies, manufacturing and purchasing initiatives within Lockheed Martin. The SBA attended this conference to assist in its mission to provide small businesses the most information to boost the contracting community.



Pictured L to R: Phyllis Grant, LM Supplier Diversity Manager, Ed Ramos, SBA Business Development Specialist (Orlando), Kenneth Hamilton, SBA Assistant District Director/Business Development, Mike Ciocca, Director of Sourcing LM Simulation, Training & Support

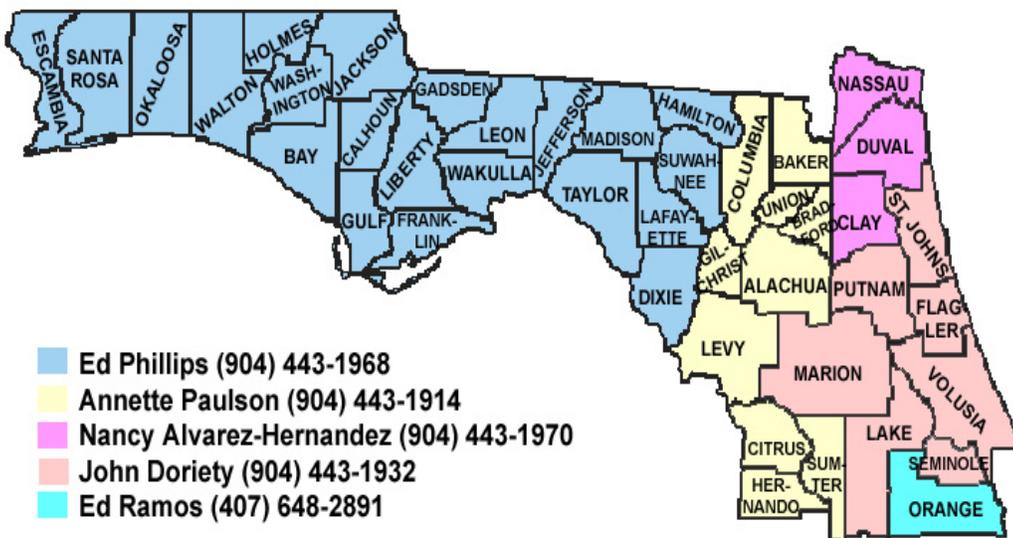
WELCOME TO THE SBA'S 8(a) PROGRAM!!

The following firms were accepted to the SBA North Florida 8(a) Program in FY 2008:

- Vincent Jones Roofing, Inc.
- Advanced Systems Design
- H2 Performance Consulting Corp.
- Watley Engineering, LLC
- Good 2 Go Event Management, Inc.
- Computer Evidence Specialists, LLC
- Harvey, Covington & Thomas of Central Florida, LLC
- HOOAH LLC.
- Arrow Construction Group, LLC
- Linking Solution, Inc.
- Sena-Tech, LLC
- Interior Solutions and Design, Inc.
- 3E Consultants, Inc.
- H2 IT Solutions, Inc.
- CRJ Management Services, Inc.
- ENG Engineering, Inc.
- The Rockhill Group, Inc.
- Sun Engineering Construction Management, Corp.

Articles of Interest from the 8(a) Team at the SBA

- "Air Force launches plan for centralized purchasing," *Federal Times*: <http://www.federaltimes.com/index.php?S=3312036>
- "NASA's new tenets for doing business," *Federal Times*: <http://www.federaltimes.com/index.php?S=3475761>
- "Agencies Rely Less on governmentwide acquisition contracts," *nextgov*: http://www.nextgov.com/site_services/print_article.php?StoryID=ng_20080411_8936
- "Panel questions e-procurement's effects on small businesses," *Government Executive*: <http://www.govexec.com/dailyfeed/0308/030708rb1.htm>
- "Senators seek more funding for small business programs," *Federal Times*: <http://www.federaltimes.com/index.php?S=3293425>



The North Florida District Business Opportunity Specialists are here to Assist You in your Government Contracting Needs.

NEWS OF SUCCESS!

U. S. Small Business Administration

North Florida District Office
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Suite 100-B
Jacksonville, FL 32256
www.sba.gov/fl/north

Phone: 904-443-1900
Fax: 904-443-1980
E-mail: lola.naylor@sba.gov

Helpful Websites

- www.sba.gov/fl/north
- www.fedbizopps.com
- www.fpds.gov
- www.acquisition.gov
- www.ccr.gov
- www.sba.gov/vets
- www.acqnet.gov/comp/procurement_forecasts/index.html
- www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_subcontracts_opportunities.html
- www.dla.mil/db/procurement.htm
- www.sba.gov/aboutsba/sbaprograms/8abd/mentorprogram/index.html
- www.arnet.gov
- www.sunbiz.org
- <http://www.myflorida.com/dbpr/pro/cilb/index.html>
- www.gsa.gov
- www.aptac-us.org
- www.vip.vetbiz.gov
- www.eglin.af.mil/units/sm_allbusinessoffice.asp
- www.workforceflorida.com/employers/iwt.htm

Helping small businesses
start, grow and **succeed.**



Your Small Business Resource

Dorado Services awarded nearly \$8 million in contracts to support Eglin Air Force Base-By Gina Holman, Air Armament Center Small Business Office, Eglin AFB, Fla.

Dorado Services, Inc., of Sanford, Fla., received an 8(a) sole source award in fiscal 2006 for a five-year contract valued at \$3 million for refuse collection for base housing at Eglin AFB. The contract expires Apr 2011. A separate contract for refuse collection on base (non-housing) was being performed by a large business. Upon expiration, that acquisition was set-aside as an 8(a) competitive procurement. Dorado Services competed and won that five-year contract valued at \$4.9M. The contract expires Oct 2012. The company is a 100 percent Hispanic-owned, 8(a) HUBZone firm. It provides refuse collection, environmental remediation, general contracting, environmental engineering, waste management, demolition, construction management, new construction, UST/AST removal, underground utility, disaster recovery and facility maintenance services. More information about the company can be found at their Web site at www.doradosi.com.

JTE developing software crucial to mission success-By Gina Holman, Air Armament Center Small Business Office, Eglin AFB, Fla.

Joint Technology Engineering (JTE), a minority-owned small business in Valparaiso, Fla., is developing a training mode mission planning support software application urgently needed by operational squadrons. This will allow squadrons to train in preparation for mission requirements. A specific new HARM Targeting System capability will be fielded overseas early next year. The F-16 squadrons there do not have a training range, and the new training mode is critical to pilots designing a new training syllabus and to achieving sufficient training such that the pilots are mission-qualified with this radically new capability. JTE worked very closely with the customer and test community to develop and support a very optimistic, streamlined test, certification and release schedule. This requirement valued at \$65,000 was sole-sourced to JTE under urgent and compelling circumstances. JTE's team of dedicated software engineers are known for their customer service and for being experts in their field. Their performance is on time and on cost to support this critical mission need. For more information about JTE, visit their Web site at www.itesolutions.com.

CEO of Hixardt Technologies honored with Emerging Leader Award- Michael Hicks, President & CEO of Hixardt Technologies was recently presented the Emerging Leader Award from the Pensacola Bay Area Chamber of Commerce. Hixardt is an 8(a), service disabled Veteran-owned small business started in 2001 by Michael Hicks. Hixardt Technologies provides IT support and specialized services. Hixardt Technologies may be contacted by visiting www.regionalinternetmedia.com.

Congratulations to TJ Inc for a successful 9 years in the SBA's 8(a) Business Development Program!!! Tony Dela Cruz and his team at TJ Inc in Christmas, Florida recently graduated from the SBA's 8(a) Program with a great deal of success; including ISO 9001:2000 Certification. Thank you for a wonderful 9 years of dedication to the 8(a) Program TJ Inc!! For more information on TJ Inc., please visit www.tjinc-eng.com.

Congratulations to Aerostar Environmental Services, Inc. of Jacksonville. This 8(a) firm is among 25 companies in 16 states sharing in an indefinite delivery-indefinite quantity Air Force contract for professional architect-engineer services worth up to \$3 billion over five years. The contract is for services to administer, coordinate and technically support environmental, military construction, military family housing, facility sustainment, restoration and modernization programs for the government worldwide. The ordering period for the contract is 60 months. www.aerostar.net

NASA Deputy Administrator will speak at 2008 SBIR/STTR National Spring Conference in Orlando on May 28th.

The National Spring Conference is co-hosted by NASA, the Florida SBDC Network and the Florida Small Business Development Foundation. For more information and to register, please visit www.sbirflorida.org.

