



Philadelphia Post Industry Day 2020

Joint Base McGuire-Dix-Lakehurst's
87th Contracting Squadron

Growing Local Small Businesses

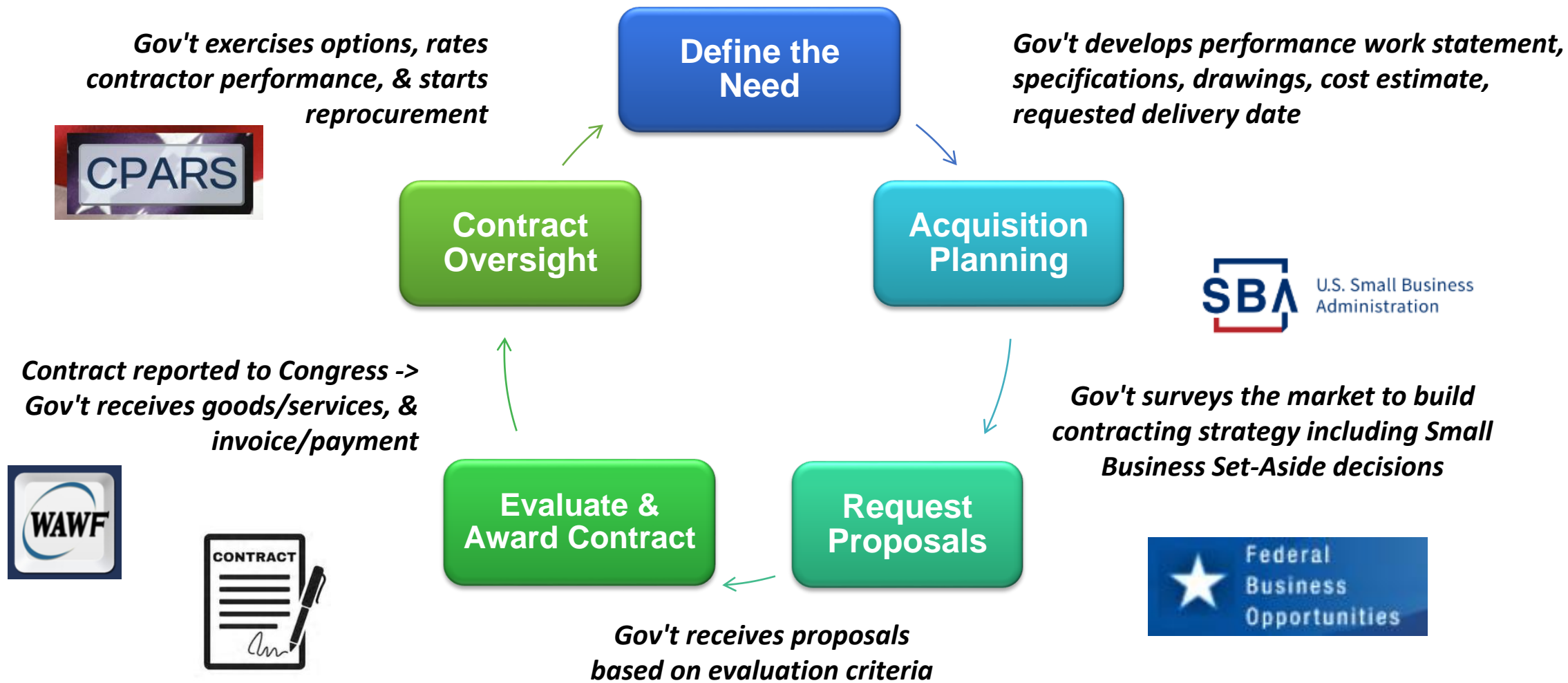
Jim Burke - Small Business Professional
March 2020





Contracting Process Life Cycle

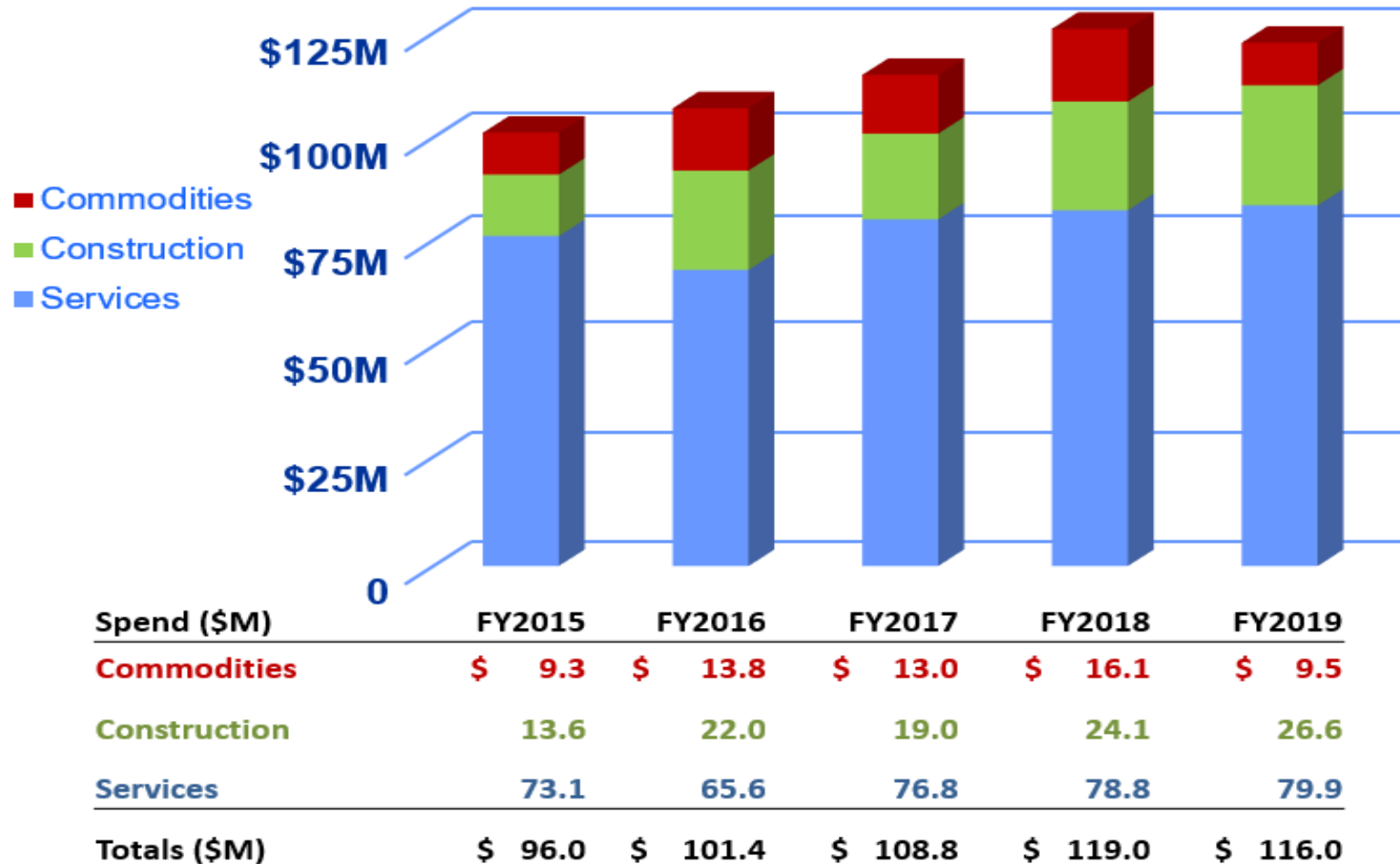
Air Force Contracting Steps for Government



"Win As One"



What We Bought in FY19

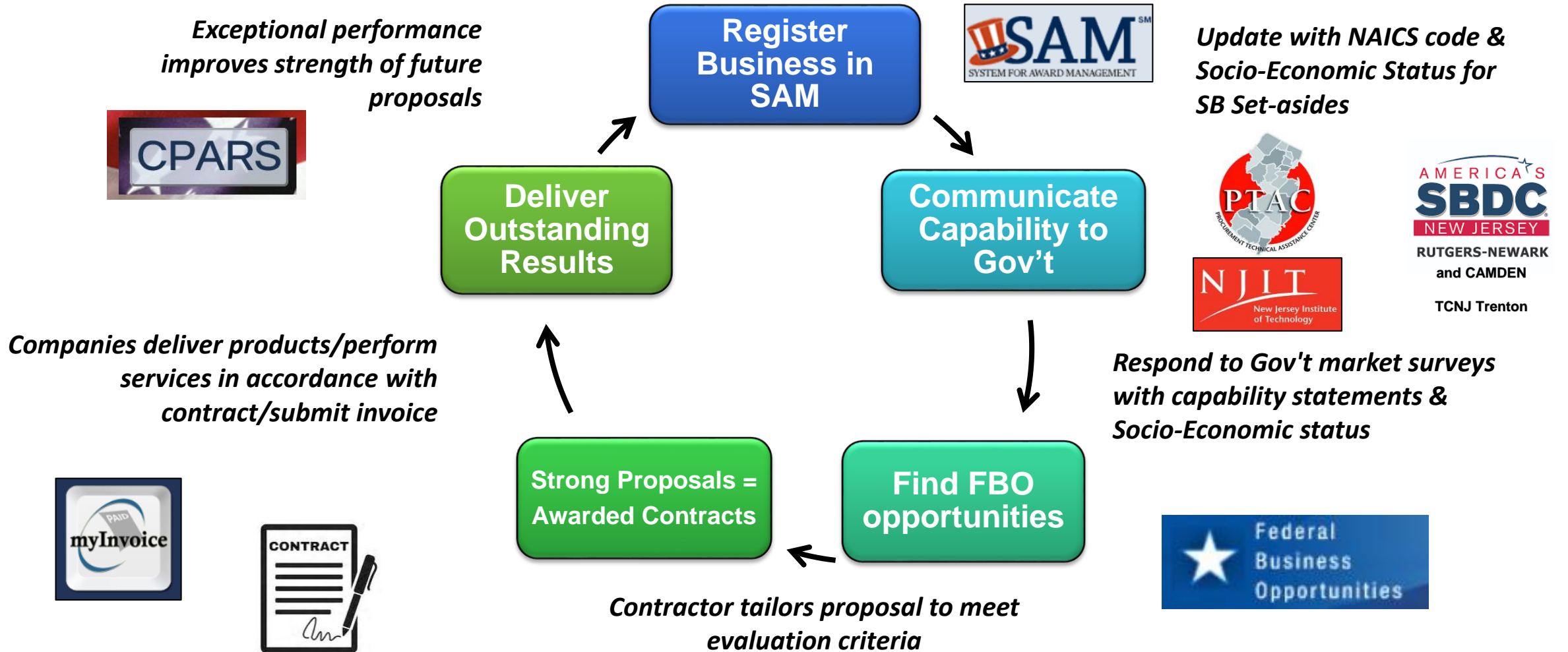


"Win As One"



Navigating Federal Contracts

Life Cycle Steps for NJ Businesses



"Win As One"



PTAC and SBDC-NJ Service Examples



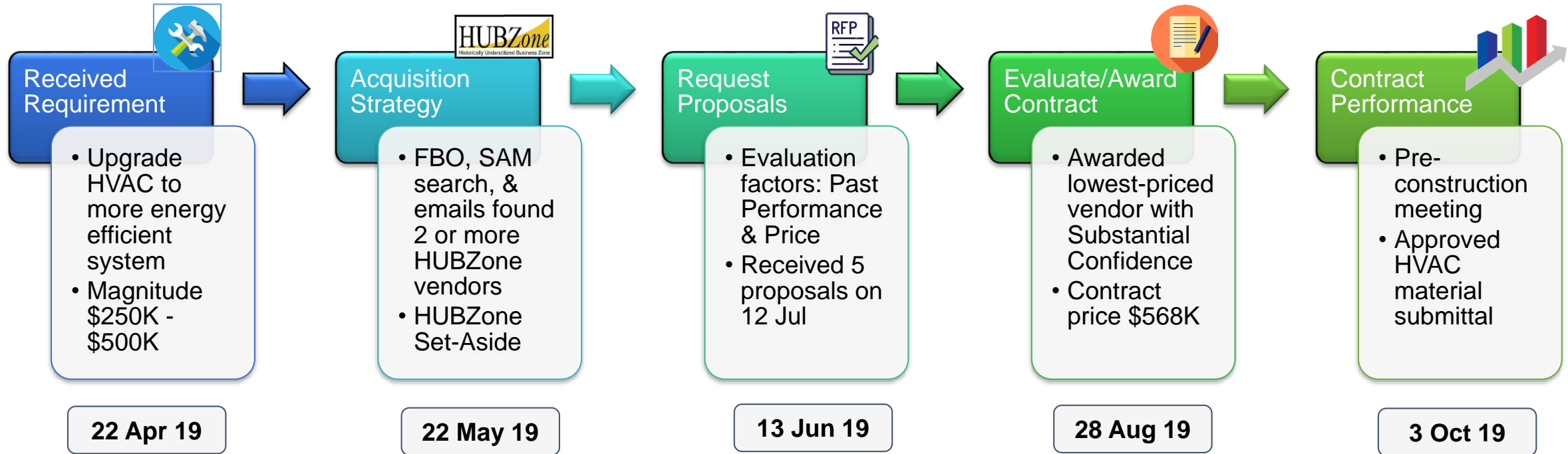
Services & Resources Provided to New Jersey-Based Businesses

- Free Individualized Counseling
- Market Research - Target Marketing
- Capability Statements
- Electronic Bid Match
- SAM, DIBBS, Vendor Registrations
- Dynamic Small Business Search (DSBS)
- Certifications & Verifications
- Matchmaking – Public & Private Sectors
- Proposal/Solicitation Assistance & Reviews
- Supply Chain Events - Industry & Pitch Days
- Government Buying Processes
- GSA Schedules
- Wide Area Workflow – E-Payment Systems
- Government Regulations – FAR, DFARS
- Defense Contract Audit Agency Checklist
- Training Seminars, Workshops & Webinars



Example Construction Contract

Bldg 5634 HVAC Upgrade with Local HUBZone Vendor



“Win As One”



Partnering With NJ Vendors

To Build Local Small Business Innovation Base & Increase Speed



- Trying new contracting methods like **Pitch Day** that **remove red tape**.
Sol. # FA4484-20-S-C002 – POC: MSgt Jason Falkner **609-754-5919**
- Accelerating DoD payment times - **Expanded Gov. Purchase Card Program**
- JBMDL-NJ **Small Business Round Table** inception partnering w/ Local Industry Leaders **aligns** NJ Small Businesses w/ 87 CONS, PTAC, SBDC, NJVCC, GSA, SBA & our base requirements
 - Wednesday **April 22, 2020 from 0930-1230 @ Burlington County Library Auditorium, 5 Pioneer Blvd. Westhampton, NJ 08060**
- Meeting **Face to Face** with NJ Business Owners outreach events

www.njit.edu/ptac

<https://njsbdc.com>



RUTGERS-NEWARK
and CAMDEN
TCNJ Trenton



— NEW JERSEY STATE —
VETERANS CHAMBER
OF COMMERCE

<https://njveteranschamber.com>

- **PTAC** (Procurement Technical Assistance Ctr.) @ NJIT, Newark, NJ (May 2019)
- **NJVCC** (NJ State Veterans Chamber of Commerce) @ Rowan BCC, Mt. Laurel (June 2019)
- **SBDC** (Small Business Development Ctr.) @ Rutgers, Camden (July 2019)
- **NJVCC** (NJ State Veterans Chamber of Commerce) @ Newark, NJ (Nov 2019)
- **SAME** (Society of American Military Engineers) @ Philadelphia, PA (Mar 2020)
- **JBMDL SBR** (JB MDL Small Business Roundtable) @ Burlington County Library (Apr 2020)

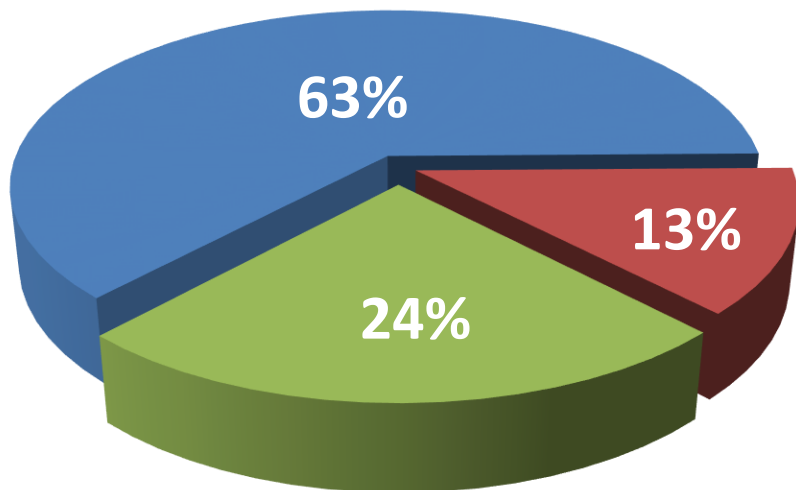
“Win As One”



FY19 Small Business & Local Dollars

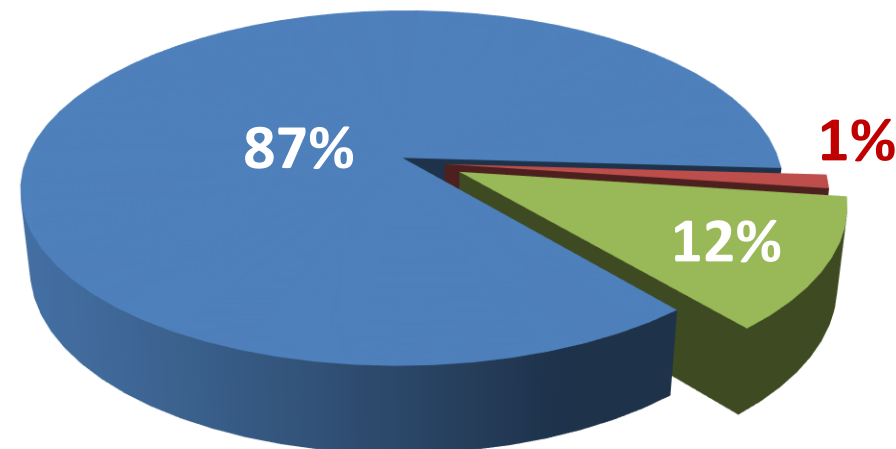


87 CONS Total Dollars = \$116M*



- Small Business Spending - \$73.6M
- Large Business Spending - \$15.2M
- Other Business Spending (e.g. AbilityOne) - \$27.2M

87 CONS Total Local Dollars = \$40.8M








- NEW JERSEY SPENDING - \$35.5M
- NEW YORK SPENDING - \$0.5M
- PENNSYLVANIA SPENDING - \$4.8M

"Win As One"



FY20 Small Business Goals



Category	JB MDL Goals FY19*	JB MDL FY19 YTD	SB Goal Meter
Small Business (SB) Overall	76.46%	71.14%	93% 
Small Disadvantaged Business (SDB)	26.98%	31.32%	116% 
HubZone	11.17%	25.88%	232% 
Women Owned Small Business (WOSB)	7.14%	10.09%	141% 
Service Disabled Veteran Owned Small Business (SDVOSB)	15.69%	27.03%	172% 

* The above small business goals are based on the percent of awarded small business contract actions to total small business eligible dollars after exclusions applied. (Source: FPDS-NG)



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