

# ARMY OFFICE OF SMALL BUSINESS PROGRAM—WELCOME TO 2024 SMALL BUSINESS SEMINAR

**Kimberly Buehler, Director**

**15 OCT 2024**



**ARMY OFFICE OF  
SMALL BUSINESS  
PROGRAMS**

Department of the Army  
Controlled by: OSBP  
CUI Categories: PROCURE  
Distribution Dissemination Control: Approved for Public Release.  
Distribution is Unlimited.  
POC: James Lloyd, 703-697-2868

# MISSION AND VISION



## Mission

- Advise the Secretary of the Army and the Army leadership on small business-related matters.
- Maximize opportunities for innovative initiatives that contribute to expanding the small business industrial base relevant to the Army mission priorities.
- Leverage Small Businesses to ensure expansion and/or sustainment of the industrial base and provide opportunities to obtain innovative technologies, supplies and services for our soldiers.

## Vision

- To be the premier advocacy organization committed to maximizing Small Business utilization in support of Army forces.

### FY20-23 Annual Reports

<https://www.army.mil/osbp#org-about-us>






  @ArmySmallBiz

# ARMY OFFICE OF SMALL BUSINESS PROGRAMS ORGANIZATION

Secretary of the Army  
**HON Christine Wormuth**  
 Undersecretary of the Army  
**HON Gabe Camarillo**

- Key References**
- 15 USC Ch 14A
  - DoDI 4205.01
  - FAR Part 19 (with DoD & Army supplements)
  - Army General Order 1, Part 1, #23

Director  
 Small Business Programs  
**Kimberly Buehler**

Commands with SB Programs	
	AMC
	AFC
	USACE
	MEDCOM
	NGB

Deputy Director  
**Pamela Callicutt**

Executive Assistant  
**Jill Goetz**

Program Managers  
**Cynthia Lee**  
**James Lloyd**  
**Gayna Malcolm-Packnett**  
**Pamela Monroe**  
**Pamela Brunson**

Data Analyst  
**Angela Hong**

John McCain Strategic Fellow  
**Jacob Edwards**

**Contractor Support**

- Outreach & Website Developer
- Mentor Protégé Program

# USING THE PURCHASING POWER OF THE GOVERNMENT



## A Comprehensive Approach

- Executive Order 13985 Advancing Racial Equity and Support for Underserved Communities Through the Federal Government
- Executive Order 14017 America's Supply Chains
- Executive Order 14036 Promoting Competition in the American Economy
- Executive Order 14091 Further Advancing Racial Equity and Support for Underserved Communities



## Tools in the Toolbox

- Federal Acquisition Regulation (FAR) based acquisitions
- Other Transaction Authority
- Army Small Business Innovation Research / Small Business Technology Transfer (SBIR/STTR) Programs ([www.armysbir.army.mil/](http://www.armysbir.army.mil/))
- DoD Mentor-Protégé Program ([business.defense.gov/Programs/Mentor-Protege-Program/](http://business.defense.gov/Programs/Mentor-Protege-Program/))



# SMALL BUSINESS GOALS SUPPORT NATIONAL SECURITY & ARMY PRIORITIES



## Small businesses are critical infrastructure

- Supply chain resilience, diversity
- Mitigate and adapt to climate change
  - Innovative solutions to sustainability challenges
  - Adaptive technologies and installation resilience



## Small businesses bring the innovation needed to respond in Multi-Domain Operations (MDO) and in any scenario

- X-Tech Search
- Small Business Innovative Research & Technology Transfer (SBIR/STTR) programs
- Mentor-Protégé program



## Technology collaboration areas

- Robotics
- Autonomy
- Artificial Intelligence/Machine Learning
- Medical
- Sensors
- Energy (kinetic/non-kinetic)
- Comms (SATCOM, Aerial, Terrestrial)
- Cloud Computing
- C2 (Maneuver, Fires, Intel)
- Assured Positioning, Navigation & Timing (PNT)

# FY24 ACHIEVEMENTS (PRELIMINARY)

# ARMY PRIME CONTRACTING ACHIEVEMENT FISCAL YEAR 2024 (PRELIMINARY)

Program	FY24 SB Obligations	FY24 SB %	FY24 SB Goal	FY24 Achieved %	FY23 Achieved %	FY24 / FY23 SB Trend
Small Business	\$24.53B	29.63%	26.00%	114%	27.50%	↑ 2.14%
Small Disadvantaged Business	\$12.70B	15.34%	15.77%	97%	14.47%	↑ 0.86%
Service-Disabled Veteran-Owned Small Business	\$2.60B	3.14%	5.00%	63%	2.99%	↑ 0.15%
Women-Owned Small Business	\$4.10B	4.95%	5.00%	99%	4.69%	↑ 0.26%
Certified HUBZone Small Business	\$2.51B	3.03%	3.00%	101%	3.19%	↓ -0.15%

Program	FY24 SAT SB Spend		FY23 SAT SB Spend		SAT SB Trend	
	Actions	% Actions	Actions	% Actions	Actions	% Actions
SAT (\$10K - \$250K)	19,014	75.87%	19,569	74.79%	↓	↑



Awarded 16,628 new start contract actions



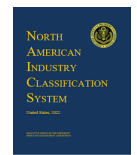
\$82.79 billion eligible spend; +\$5 billion less than FY23



\$305 million more to SB in FY24 than FY23



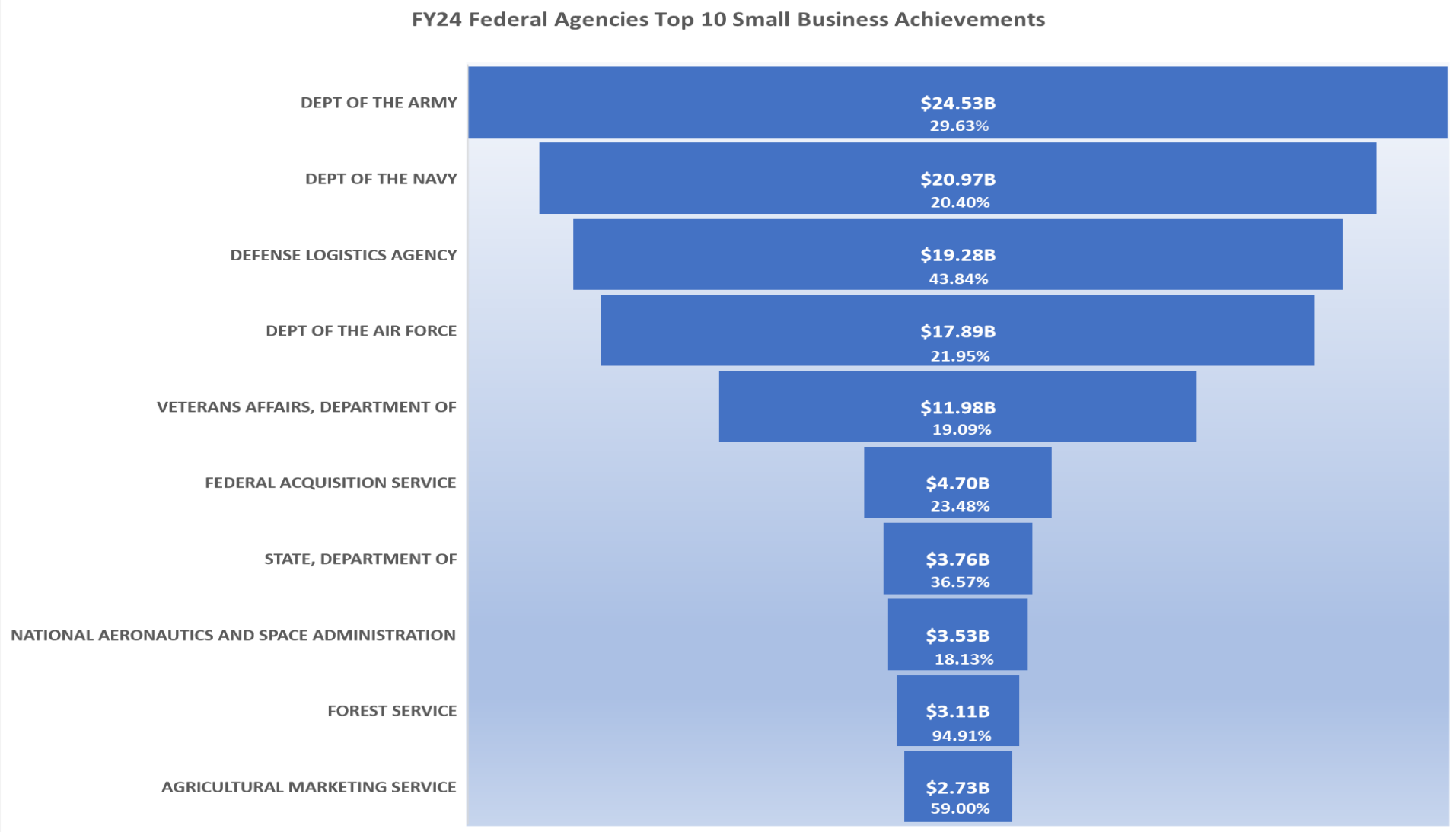
-1% \$ SDVOSB, WOSB, SDB  
-11% \$ HUBZone



Awards in 740 NAICS

Source: Sam.gov / 2 October 2024

# FY2024 FEDERAL AGENCY SMALL BUSINESS ACHIEVEMENT (PRELIMINARY)



Source: Sam.gov / 2 October 2024



# FY2024 ALL FEDERAL AGENCIES SMALL BUSINESS ACTIONS (PRELIMINARY)


Contracting Agency Name	Total SB Eligible Actions	SB Actions	% SB Actions	SDB Actions	% SDB Actions	SDVO Actions	% SDVO Actions	WOSB Actions	% WOSB Actions	HUBZone Actions	HUBZone %
DEPT OF THE AIR FORCE	100,393	57,600	57.37%	27,792	27.68%	7,937	7.91%	13,129	13.08%	5,840	5.82%
DEPT OF THE ARMY	126,762	79,172	62.46%	39,095	30.84%	10,181	8.03%	18,666	14.73%	8,280	6.53%
DEPT OF THE NAVY	190,517	89,468	46.96%	32,510	17.06%	12,212	6.41%	17,454	9.16%	7,055	3.70%
DEFENSE LOGISTICS AGENCY	3,650,591	1,741,567	47.71%	598,505	16.39%	61,138	1.67%	219,618	6.02%	23,174	0.63%
OTHER DEFENSE AGENCIES	72,926,073	100,905	0.14%	14,163	0.02%	6,036	0.01%	8,966	0.01%	2,657	0.00%
NON DOD FEDERAL AGENCIES	28,281,267	1,500,546	5.31%	319,987	1.13%	378,495	1.34%	280,652	0.99%	70,448	0.25%
<b>Total</b>	<b>105,275,603</b>	<b>3,569,258</b>	<b>3.39%</b>	<b>1,032,052</b>	<b>0.98%</b>	<b>475,999</b>	<b>0.45%</b>	<b>558,485</b>	<b>0.53%</b>	<b>117,454</b>	<b>0.11%</b>

Source: Sam.gov / 2 October 2024

*Highest percentage of actions awarded to Small Business in every socio-economic category across the DoD and federal government (combined)!*

# RESOURCES

# ARMY ACQUISITION FORECASTS UPDATED JANUARY & JUNE


















The image shows a laptop screen with the U.S. Army logo and the text "LONG-RANGE ACQUISITION FY2022-2023 FORECASTS". An arrow points from the laptop to four XLS file icons, each with a different organizational logo: a red square with "L&E", a red caduceus, a blue and red shield, and a blue eagle. To the right of these icons is a QR code with a globe in the center.

Posted as links to XLS files on <https://www.army.mil/osbp>

# COMMAND POINTS OF CONTACT

Army Office of Small Business Programs: Phone: 703-697-2868 | LinkedIn / Facebook: @ArmySmallBiz

Command and Buys	Phone	Website
 <p><b>Army Materiel Command (AMC) - Redstone Arsenal, AL</b> Buys: Combat systems, Information systems, Intelligence security information systems</p>	(256) 955-8560	<a href="http://www.amc.army.mil/Connect/Business-Connections/">www.amc.army.mil/Connect/Business-Connections/</a>  
 <p><b>Army Corps of Engineers (USACE) - Washington, DC</b> Buys: Military/civil works construction projects, Environmental projects</p>	(202)761-8211	<a href="http://www.usace.army.mil/Business-With-Us/Small-Business/">www.usace.army.mil/Business-With-Us/Small-Business/</a>  
 <p><b>Army Medical Command (MEDCOM) - Ft. Sam Houston, TX</b> Buys: Medical supplies and health care equipment, Professional services</p>	(210) 295-7178	<a href="http://www.army.mil/armymedicine">www.army.mil/armymedicine</a>  
 <p><b>National Guard Bureau (NGB) - Arlington, VA</b> Buys: Base operations, Construction/Environmental projects</p>	(703) 601-6765	<a href="http://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs">www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs</a>  
 <p><b>Army Futures Command (AFC) - Austin, TX</b> Buys: Artificial Intelligence, Combat Systems, Medical research</p>	(512) 726-4152	<a href="http://www.army.mil/futures#org-work-with-us">www.army.mil/futures#org-work-with-us</a>  



# SECRETARY OF THE ARMY ON SMALL BUSINESS



Maintaining an effective small business program requires our collective efforts supporting a robust and inclusive industrial base that includes small-disadvantaged businesses, women-owned businesses, service-disabled-veteran-owned businesses, and business located in historically underutilized business zones.”

— *U.S. Secretary of the Army Christine E. Wormuth, Memorandum re: Secretary of Defense dated October 27, 2022, subject: DoD Small Business Contracting*





THANK YOU.

