

The background of the slide is a close-up of the American flag, showing the stars and stripes. Overlaid on the right side is a faint, golden silhouette of a castle or fortification.

LINKED WORKFORCE SHOWCASE

FT BELVOIR, VA

NORTH ATLANTIC DIVISION
SMALL BUSINESS OVERVIEW

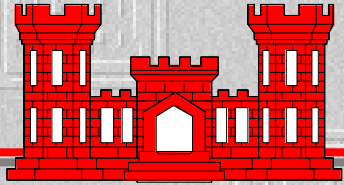
presented by

Jack Beecher

NORFOLK DISTRICT Small Business Office

September 27th, 2007

Projected Small Business Awards FY07-FY11



BRAC PROGRAM

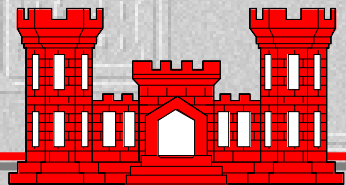
TOTAL PROJECTED BRAC AWARDS - \$10.8B

Small Business Awards	\$1.6B	14.7%
HubZone Awards	\$810M	7.5%
Service Disabled Vet Awards	\$616M	5.7%
SDB/8(A)	\$562M	5.2%

Projected Small Business Awards

FY07-FY11

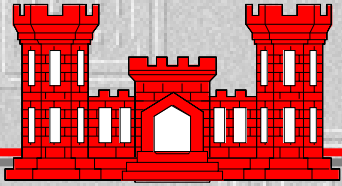
COS PROGRAM



TOTAL PROJECTED COS AWARDS - \$418.5M

Small Business Awards	\$310.2M	74.1%
HubZone Awards	\$158.6M	37.9 %
Service Disabled Vet Awards	\$124.2M	29.7 %
SDB/8(A)	\$ 26.4M	6.3%

NAD Small Business Awards FY04-FY06



DOLLARS GOAL% ACTUAL%

Small Business Awards

\$569M

40%

44%

Small Disadvantaged Awards

\$175M

15%

14%

Women-Owned Awards

\$ 60M

5%

4%

Hub zone Awards

\$161M

5%

12%

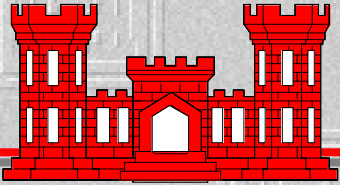
Service Disabled Vet Awards

\$ 15M

3%

1%

NAD Small Business Awards FY07-FY11



Projected Contract Awards For Small Business

**AE IDIQ TYPE CONTRACTS –
(BRAC) \$3M TO \$9M RANGE 10 EACH**

**CONSTRUCTION IDIQ TYPE
CONTRACTS - (BRAC) \$20M TO \$50M
RANGE 61 EACH**

**CONSTRUCTION IDIQ TYPE
CONTRACTS - (COS) \$25M TO \$40M
RANGE 6 EACH**

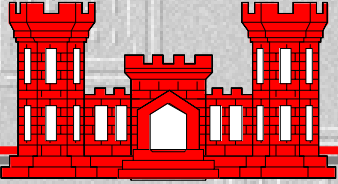
**CONSTRUCTION C TYPE
CONTRACTS (COS) \$4M TO \$15M RANGE 4 EACH**

**OVER 80 PLANNED
SMALL BUSINESS
CONTRACTS**

8(A), HUBZONE, SDV

25 April 2007

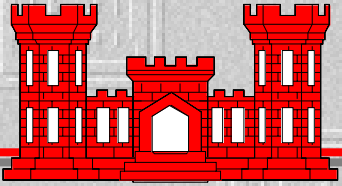
LINKED WORKFORCE SHOWCASE



10 STEPS TO PREPARE YOUR COMPANY FOR SUCCESS

- REGISTER IN THE CCR - CCR.GOV
- START NOW TO DEVELOP NECESSARY TEAMING ARRANGEMENTS
- MEET WITH BONDING AGENTS
- DEVELOP STRONG SUB-CONTRACTOR RELATIONSHIPS
- MEET WITH LOCAL SBA OFFICE
- MEET WITH LOCAL PTAC OFFICE
- MEET WITH DISTRICT SB DEPUTIES
- WATCH FOR SUB-CONTRACTING OPPORTUNITIES >\$7B
- WATCH DISTRICT HOMEPAGES AND FBO
- BE PERSISTENT BUT BE PATIENT

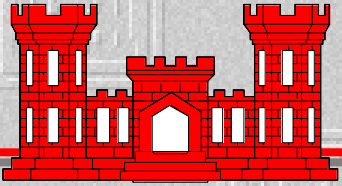
LINKED WORKFORCE SHOWCASE



“ I’VE MISSED MORE THAN 9,000 SHOTS IN MY CAREER. I’VE LOST 300 GAMES. 26 TIMES I’VE BEEN TRUSTED TO TAKE THE GAME WINNING SHOT AND I MISSED. I’VE FAILED OVER AND OVER AND OVER AGAIN IN MY LIFE AND THAT IS WHY I WAS AND AM SO DRIVEN TO SUCCEED ”

25 April 2007

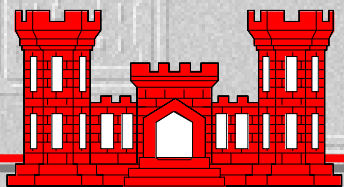
LINKED WORKFORCE SHOWCASE



MICHAEL JORDAN

25 April 2007

LINKED WORKFORCE SHOWCASE



QUESTIONS ??