

Headquarters U.S. Air Force

Integrity - Service - Excellence

Air Force Small Business: NHOA 2019 Business Summit Conference



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Air Force Small Business



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- **Vision:** Create a culture that looks to small businesses first for innovative, agile, and affordable solutions to meet our warfighter needs.

- **Mission:** Maximize small business opportunities within Air Force acquisitions, thereby:
 - (a) promoting efficiencies and innovation,
 - (b) fostering competition, and
 - (c) expanding the defense industrial base.





Strategy Alignment



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National Defense Strategy:

- 1) Build a more lethal force**
- 2) Strengthen alliances and attract new partners**
- 3) Reform the Department for greater performance and affordability**

Air Force's Three Lines of Effort:

- 1) The Air Force We Need**
- 2) More Lethal and Ready Force**
- 3) Tomorrow's Air Force, Faster and Smarter**



Small Business Program



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- **What is the Small Business Program?**
 - Fosters “Innovation, Agility, Efficiency”
 - Future competition and choices for decision-makers
 - Gain knowledge to inform our requirements & decisions
 - Promotes industrial base development
 - Maintain a robust industrial base consisting of large/small businesses
 - Develop future sources for government requirements
 - Adopt acquisition strategies that generate competition and innovation
 - Links to future capabilities (tech-focus)
 - Aligns to Air Force priorities
- **What the Small Business Program is not...**
 - A social welfare program
 - A socio-economic program
 - Merely goals

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Air Force Small Business Data Trends and Goals



Socio-economic Categories

Air Force exceeded all SB goals for the second year in a row!

Socioeconomic Category	FY2017		FY2018		FY2019	
	Goal %	Performance %	Goal %	Performance %	Goal%	Performance %
Small Business (Overall)	16.00%	20.33%	17.50%	20.20%	17.50%	17.65%
Small Disadvantaged Business	6.73%	7.93%	5.00%	7.82%	5.00%	6.35%
Service Disabled Veteran Owned Small Business	2.46%	3.25%	2.60%	3.27%	2.60%	2.66%
Woman Owned Small Business	3.07%	4.00%	3.50%	3.76%	3.50%	2.81%
Historically Under-utilized Business Zones	1.19%	1.36%	1.20%	1.49%	1.20%	1.20%