U.S. Army Materiel Command
9th Annual Army Small Business Conference

November 2-3, 2005 McLean, Virginia

MS. TRACEY PINSON
DIRECTOR, OFFICE OF SMALL and DISADVANTAGED BUSINESS UTILIZATION (SADBU)
OFFICE OF THE SECRETARY OF THE ARMY
VISION

To Be The Premier Advocacy Organization
Committed To Maximizing Small Business
Opportunities In Support Of The Warfighter
And The Transformation Of The Army.
MISSION

- Advise the Secretary of the Army and the Army Leadership on Small Business Related Matters

- Spearhead Innovative Initiatives that Contribute to Expanding the Small Business Industrial Base Relevant to the Army Mission and Priorities

- Leverage the Use of Minority Serving Educational Institutions in Support of Army Science and Technology Programs
<table>
<thead>
<tr>
<th>Business Type</th>
<th>Total Dollars</th>
<th>Achieved</th>
<th>Army Target</th>
<th>Nat’l Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>US Business</td>
<td>$68,948</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$19,789</td>
<td>28.7%</td>
<td>27.0%</td>
<td>23.0%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$ 6,470</td>
<td>9.4%</td>
<td>8.8%</td>
<td>5.0%</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>$ 2,499</td>
<td>3.6%</td>
<td>4.1%</td>
<td>5.0%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>$ 2,144</td>
<td>3.1%</td>
<td>3.0%</td>
<td>3.0%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned SB</td>
<td>$ 448</td>
<td>0.7%</td>
<td>0.9%</td>
<td>3.0%</td>
</tr>
</tbody>
</table>

*Dollars Shown in Millions*
INSIDE THE NUMBERS

- Small Business: $19.8B (Exceeded Target)
- Small Disadvantaged Business: $6.5B (Exceeded Target)
- Women Owned: $2.5B (First Federal Agency)
- HUBZone: $2.1B
  Target Goal: 3.1% (Highest in Federal Government)
- SDVOSB (FY03 – FY05):
  Increased dollars from $100M to $448M
  Increased percentage of dollars by 350%
Army Agreements Should Focus on High-Tech Solutions for the War Fighter

- 36 Active Agreements
  - 22 Mentors
  - 36 Protégés (Can Have Only 1 Active Agreement)

- 7 Mentors are Graduated 8(a) Firms
- FY05 Round III – 9 New Agreements Pending
- Army Awarded 1st MP Agreement in DOD Based Solely on the Protégé’s SDVOSB Status
- For Army, 2 Rounds of Proposals for FY 2006
  - 15 December and 15 April
HBCU/MI PROGRAM
FY 05 (10/31/05)

IHE $426M
HBCU/MI $ 62M 14.6%

ARMY TARGET 11.7 %
FY 06/07 ARMY SADBU FOCUS

- Small Business Participation in FCS and Major Army Programs
- Support of BRAC through HUBZone Initiatives
- Service-Disabled Veteran-Owned Small Business Opportunities
- Contract Bundling and Consolidation
- Increased role of HBCUs & MIs in the Acquisition Process
- Residential Communities Initiative
- Subcontracting Policy and Enforcement