

**HJR**

**16**

# Alaska State Legislature

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Wasilla, AK 99654  
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## Representative Carl Gatto

TO: Senator Linda Menard, Chair  
Senate State Affairs Committee

FROM: Rep. Carl Gatto

DATE: February 18, 2010

RE: Request for a hearing of CSHJR 16 (L&C)



A handwritten signature in cursive that reads "Carl Gatto".

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Enclosed is the committee packet for HJR 16 "Relating to federal procurement preferences for small businesses in the state that are owned and controlled by service-disabled veterans." I have included a sponsor statement, the most recent version of the bill, attached fiscal note, and other supplemental material.

I would appreciate a hearing before your Senate Committee at your earliest convenience. I appreciate your time and look forward to your reply.

Please contact my staff member, Karen Sawyer at 465-5025, with any questions or comments regarding this request.

Thank you for your consideration.

# Alaska State Legislature

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Session:  
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Rep\_Carl\_Gatto@legis.state.ak.us

## Representative Carl Gatto

Chair, House Military and Veterans Affairs Committee  
District 13 - Palmer

### Sponsor Statement CSHJR 16(L&C)

On a regular basis we deploy hundreds if not thousands of our young men and women to overseas bases. Opportunities that would normally come to them such as starting and building a new business, are necessarily put on hold. Additionally, if wounded and thus disabled in service to their country, they face additional business start up challenges. In recognition of this sacrifice, the Congress of the United States and our Presidents have passed legislation to offer no less than 3% of federal procurements – not to veterans per se, but to disabled veterans who are trying to start and build a business.

The Members and staff of our Alaska Congressional Delegation are working with the Alaska Veterans Business Alliance (an Alaskan nonprofit corporation headquartered in Anchorage) that represents a growing number of Veteran Owned Small Businesses (VOSB), many of whom are also Service Disabled Veteran Owned Small Businesses (SDVOSB). They work tirelessly to ensure all federal agencies in Alaska meet the (no less than the 3%) federal requirement. Although there has been some movement, a number have not complied with this mandate.

HJR 16 will join other states in sending this notice to federal agencies urging them to fully implement the 3% federal procurement requirement. It is our duty to stand together with our Congressional Delegation and ensure these men and women who have sacrificed for us, receive the opportunities that federal law and executive orders promise.

This hearing will bring an awareness of the problem and ensure that every federal agency in Alaska meets or exceeds the 3% federal goal.

The timing of this resolution is important. The federal Administration with your support and early passage of this legislation will ensure full implementation of these federal laws and directives.

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#### Explanation of changes in CSHJR 16 – February 18, 2010

Original HJR 16 – Page 2, Line 31: correct the name of the U.S. Secretary of Veterans Affairs – deleting James B. Peake, M.D. and inserting Eric K. Shinseki.

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Contact: Karen Sawyer, Staff  
465-5025

# FISCAL NOTE

**STATE OF ALASKA**  
**2010 LEGISLATIVE SESSION**

Fiscal Note Number: 2  
 Bill Version: CSHJR 16(L&C)  
 (H) Publish Date: 2/17/2010

Identifier (file name): \_\_\_\_\_ Dept. Affected: \_\_\_\_\_  
 Title Disabled Veterans Procurement Preference RDU \_\_\_\_\_  
 Sponsor \_\_\_\_\_ Component \_\_\_\_\_  
 Requester REPRESENTATIVE CARL GATTO Component Number \_\_\_\_\_

**Expenditures/Revenues** (Thousands of Dollars)

Note: Amounts do not include inflation unless otherwise noted below.

	Appropriation Required	Information						
		FY 2011	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016
<b>OPERATING EXPENDITURES</b>								
Personal Services								
Travel								
Contractual								
Supplies								
Equipment								
Land & Structures								
Grants & Claims								
Miscellaneous								
<b>TOTAL OPERATING</b>		<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

<b>CAPITAL EXPENDITURES</b>								
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<b>CHANGE IN REVENUES ( )</b>								
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**FUND SOURCE** (Thousands of Dollars)

1002 Federal Receipts								
1003 GF Match								
1004 GF								
1005 GF/Program Receipts								
1037 GF/Mental Health								
Other Interagency Receipts								
<b>TOTAL</b>		<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Estimate of any current year (FY2010) cost: \_\_\_\_\_

**POSITIONS**

Full-time								
Part-time								
Temporary								

**ANALYSIS:** (Attach a separate page if necessary)

Prepared by: House Rules Committee  
 Division \_\_\_\_\_  
 Approved by: Representative Nancy Dahlstrom, Chair  
House Rules

Phone \_\_\_\_\_  
 Date/Time \_\_\_\_\_  
 Date 2/17/2010

# FISCAL NOTE

STATE OF ALASKA  
2009 LEGISLATIVE SESSION

Fiscal Note Number: 1  
 Bill Version: HJR 16  
 (H) Publish Date: 2/25/2009

Identifier (file name): \_\_\_\_\_ Dept. Affected: \_\_\_\_\_  
 Title HJR 16 DISABLED VETERANS PROCUREMENT PREFERENCE RDU \_\_\_\_\_  
 Component \_\_\_\_\_  
 Sponsor \_\_\_\_\_ Representative Carl Gatto \_\_\_\_\_  
 Requester Military and Veterans' Affairs Committee Component Number \_\_\_\_\_

**Expenditures/Revenues** (Thousands of Dollars)

Note: Amounts do not include inflation unless otherwise noted below.

	Appropriation Required	Information					
		FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
<b>OPERATING EXPENDITURES</b>							
Personal Services							
Travel							
Contractual							
Supplies							
Equipment							
Land & Structures							
Grants & Claims							
Miscellaneous							
<b>TOTAL OPERATING</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

<b>CAPITAL EXPENDITURES</b>							
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<b>CHANGE IN REVENUES ( )</b>							
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**FUND SOURCE** (Thousands of Dollars)

1002 Federal Receipts							
1003 GF Match							
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Other Interagency Receipts							
<b>TOTAL</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>

Estimate of any current year (FY2009) cost: \_\_\_\_\_

**POSITIONS**

Full-time							
Part-time							
Temporary							

**ANALYSIS:** (Attach a separate page if necessary)

Prepared by: House Military and Veterans' Affairs Committee Phone \_\_\_\_\_  
 Division \_\_\_\_\_ Date/Time \_\_\_\_\_  
 Approved by: Representative Carl Gatto Date 2/24/2009

# NORTH STAR PRODUCTIONS

March 5, 2009

Representative Carl Gatto  
Alaska State Legislature  
Juneau, Alaska

Representative Gatto:

North Star Productions, Inc. is an Alaskan corporation involved in the development and production of stage events and film products. We have been in operation for well over a decade and annually are engaged by the Alaska Veterans Foundation, Inc. to help produce the Veterans Day Concert. This event is now in its seventh year and we will again assist in the production of Nashville North, A Salute to America's Heroes this coming November.

One of our three producers/owners is a disabled veteran and we could qualify for work with various federal agencies, right here in Alaska, if a number of them would agree to meet their 3% goal here in our home state. Unfortunately many have refused or offered various excuses for why they can't.

It is our opinion that the passage of House Joint Resolution 16 will help our cause and that of dozens of veteran owned businesses stay in business in Alaska and begin to grow with the participation of a number of federal agencies who could give us that hand up.

We want to thank you for sponsoring this resolution and hope that it is passed this year so that the congressional oversight hearings we and our Congressional Delegation are supporting to call out those federal agencies who have refused to meet their mandates in Alaska can be exposed.

Please provide a copy of our letter to any other legislators who may have questions about the impact of this resolution.

As the Alaska Veteran Business Alliance has said, this is not only good for Alaska's veterans, it is good for Alaska's economy too.

Would love to see you at our next event,

Ron Holmstrom  
Producer

# AQUEOUS

## INTERNATIONAL

March 2, 2009

Representative Carl Gatto  
Alaska State Legislature  
[Rep\\_Carl\\_Gatto@legis.state.ak.us](mailto:Rep_Carl_Gatto@legis.state.ak.us)

Representative Gatto:

AQUEOUS International, an Alaskan corporation, is an international water company involved in bulk water conveyance in the Mediterranean and in the development and application of new desalination technologies for both on and offshore activities globally. It is also a company whose majority ownership is held by an American Service Disabled Veteran.

On behalf of our Chairman and partners we want to thank you for stepping forward and offering HJR16 and wish to offer to be of any assistance in its movement through the legislative process this year. We believe it essential that this resolution pass this session to give support and take advantage of the eighteen month efforts of our Congressional Delegation and efforts in Washington, D.C. to move a number of federal agencies into compliance with their 3% mandates, in Alaska.

The passage of this resolution is not only in the best interest of service disabled veteran owned businesses in Alaska but also in the economic best interests of Alaska. Veteran owned businesses are generally more successful, hire more veterans, and have a longer life then all other categories of new business ventures. AQUEOUS International has now been in business over ten years.

AQUEOUS International has very specific interests in military and federal procurements given the necessity of freshwater at a time of global shrinkage of its supply. Our efforts to secure federal contracts will be greatly improved with the passage of this resolution and the potential for aggressive oversight hearings in Congress.

Thanks again for your support,

Ed Hahn, Chief Executive Officer

3705 Arctic Blvd #415, Anchorage, Alaska 99503  
Office (907) 222-6927 Fax (907) 222-6933 Global Cel (907) 229-5328

## ALASKA VETERANS BUSINESS ALLIANCE



Rep. Carl Gotto  
Chairman, House Veterans Affairs Cmte  
Mr. Chairman,

On behalf of the Alaska Veterans Business Alliance and its members, we are in full support of HJR 16. It is critical that we secure oversight hearings in the State of Alaska as to why Public Law (P.L.) 106-50 the Veterans Entrepreneurship Act, passed in 1999 creating a 3% federal procurement goal for Service-Disabled Veteran-Owned Businesses (SDVOB), is not being fully implemented in Alaska. As you know, this 3% goal also applies to all prime contractors of the federal government and the 3% goal further applies to subcontracting opportunities within the federal government.

We are going on the 10<sup>th</sup> anniversary that this federal law, and yet the federal agencies in Alaska is nowhere close of meeting their mandate. What we always hear when we approach a federal contracting officer is that the 3% "goal" is being met nationwide. Sir I can provide you documentation through the SBA pooling report of the percentages of each federal entity nationwide where a majority of the agencies are not meeting the goal. To add on to this in 2003, Congress passed P.L. 108-183 the Veterans Benefit Act of 2003. This federal act enables SDVOB's to receive sole source and restricted competition contracts for goods and services used by the U.S. Government. In October 2004 President Bush signed an Executive Order (E.O. 13360) mandating all federal agencies to increase opportunities for SDVOB's. And still, Alaska is left out.

Why should our state legislators care about this? We are talking about tens of millions of dollars in federal spending that should be directed to Alaskan Veteran Owned businesses that are not. Full compliance with these federal laws in Alaska would be very simulative to our state's economy. We are only asking that these laws be fully implemented in Alaska. Nothing more. Just follow the laws you (federal agencies) are directed by Congress and our President to implement.

We have gone to each of our federally elected officials from Alaska and they continue to work this issue as an important priority. And still a number of federal agencies refuse, obfuscate, or side step their mandates. Sen. Begich, even as a freshman Senator and member of the Senate Veterans Affairs Committee, has quickly come on board on this issue. Sen. Begich has told us directly that this of serious concern to him as it takes away from Alaska's economic development opportunities in addition to ignoring our nation's commitments in federal law to help our veterans.

Sir, there is another federal law (P.L. 109-461) that passed in June 2007 which only applies to the Veterans Affairs (VA) and is called "Veterans First". On May 13, 2008 we had a meeting at the Anchorage

VA offices. Present from the VA was the VA's Contracting Officer (CO) and the Director's Public Affairs Officer. Under the "Veterans First" law it states that all contracts being bid by the VA will bid to a SDVOB and if there was no SDVOB to do the work then the bid will go to a Veteran Owned Business (VOB). If then the VA still can't find a VOB then the bid will go into an open competitive bid.

During the meeting in May 2007 we inquired why the VA was not following P.L. 109-461 or "Veterans First". We were told by the CO and she was adamant, that she was not going to bid the VA projects to a SDVOB or VOB because the SDVOB or VOB can jack up the bid that it is only fair to the VA to have the bids for open and full competition. This is blatant disregard of the law (P.L. 109-461) and a slander of both the SDVOB and VOB community in the State of Alaska. So, where we stand is that Congress can pass any law they want, but the bureaucrats in Alaska who decide they don't want to follow the law, just don't. This not only harms veteran owned businesses it harms all Alaskans as this business often goes out of state. There is a reason Congress passes laws, and we need your and our state legislatures help in getting this total disregard for fully promulgated public policy by federal agencies in Alaska.

Rep. Gotto, I hope I shared with you the issues and some of the insights that we have with regards to federal contracting for Alaska's SDVOB community. I urge each and every legislator to sign on as a cosponsor and press for immediate passage of HJR 16 before the end of this legislative session.

On closing we always hear more needs to be done for our Veterans. Sir this is one issue that needs to be done for all SDVOB and VOB in our community as it applies to these federal laws. We need passage of this House Joint Resolution and Congressional oversight hearings to ensure the economic opportunities Congress has promised for Alaska's Veterans.

Thank you,

Tim Wheeler  
President  
Alaska Veterans Business Alliance  
907-229-9979  
[www.akvba.org](http://www.akvba.org)  
[tim@bullseyedatacomm.com](mailto:tim@bullseyedatacomm.com)



PO Box 241351  
Anchorage, Alaska 99525

3-10-09

Representative Carl Gotto  
Chairman, House Veterans Affairs Committee

Ref: Letter of support for HJR 16

Mr. Chairman,

Bullseye DataComm is an Anchorage, Alaska based Service-Disabled Veteran Owned telecommunications company. We specialize in voice and data system design and installation, telecommunications consulting, project management, troubleshooting and maintenance for voice and data networks.

I am aware of Public Law 106-50 the Veterans Entrepreneurship Act of 1999. I am also aware of an Executive Order 13360 signed by President Bush in October 2004. We are going on 10 years and you would think that the Federal Government would be helping service-disabled veteran owned businesses to get into the federal contracting arena. This is further from the truth here in Alaska. We hear the 3% goal is being met nationwide.

I am in support of HJR 16 because we do need federal oversight hearings here in Alaska. We need to find out why the federal contracting officers fail to set-aside contracts to service-disabled veteran owned business as the Federal Government intended with the passing of P.L. 106-50.

I see added opportunities with the passing of this resolution. When we get the 3% goal met here it will bring more economic development opportunities within the Alaskan Veteran Business community and it will keep the money in the state of Alaska.

Sincerely,

Keith Dunn  
Vice President  
[keith@bullseyedatacomm.com](mailto:keith@bullseyedatacomm.com)  
[www.bullseyedatacomm.com](http://www.bullseyedatacomm.com)



P.O. Box 2181 Palmer, Alaska 99645 • bschuyler.ase@gmail.com  
(907) 746-5442 • Fax (907) 746-5420

Rep. Carl Gatto  
Chairman, House Veterans Affairs Committee

Mr. Chairman,

Arctic Sky Excavating, LLC is in full support of HJR 16. It is critical that we secure oversight hearings in the State of Alaska as to why Public Law (P.L.) 106-50 "the Veterans Entrepreneurship Act", passed in 1999 creating a 3% federal procurement goal for Service-Disabled Veteran-Owned Businesses (SDVOB), is not being fully implemented in Alaska.

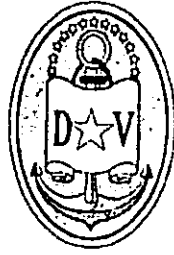
My company is a SDVOB and we are in the Excavating business. The opportunities that we have been presented with have been one project with the USDA Forest Service, one with the Department of Veterans Affairs and one with the Corps of Engineers. That has been over a three year period. One Contracting Officer for the USDA Forest Service stated that she **will not** do set asides for SDVOB since she tried that when the program first came out and did not receive any responses to her solicitation. She has stated to me that she will only do set asides for Hub zone businesses. No opportunities have been available from the Army, Air Force or National Guard that I am aware of. The Corps of Engineers are trying to meet their goals. However, they have set aside one project for 2009 and that project was for 12 million dollars. All of the SDVOB businesses that I know of are in their infancy and cannot get bonding for a project of that magnitude. They then have to Joint Venture with larger companies in order to get the bonding required for a project of this size.

The law that Congress passed and the Executive orders from the President are not being enforced. This needs to be corrected.

Rep. Gatto, whatever you can do concerning these issues with regards to federal contracting for Alaska's SDVOB community will be appreciated. I hope you will be able to urge other legislators to sign on to this resolution and press for immediate passage of HJR 16 before the end of this legislative session.

Sincerely,

Bernie Schuyler  
President  
Arctic Sky Excavating, LLC



DV Contracting Services, Inc.  
6120 A Street, Suite B Anchorage, AK 99518  
7775 S. Elizabeth Ct. Centennial, CO 80122

A Service-Related Disabled-Veteran Small Business

March 10, 2009


Representative Carl Gotto  
Chairman, House Military & Veterans' Affairs Special Committee  
600 E. Railroad Ave.  
Wasilla, AK 99654

Re: House Joint Resolution 16

Dear Rep. Gotto:

The purpose of this letter is to confirm that DV Contracting Services, Inc. ("DVCS") fully supports House Joint Resolution 16. DVCS is a Service Disabled-Veteran Owned-Small Business that is registered with both CCR and ORCA and is a licensed general contractor that is headquartered in Alaska. DVCS is fully qualified and available to perform heavy civil, structural, and marine construction in Alaska. My father, Bob West, who is the majority owner of DVCS, is a service related disabled veteran, having lost his leg to a land mine in the Korean War. HJR 16 is important because it is our understanding that the 3% goal for SDVOB's is not being met in Alaska, and it has been our direct experience that very few agencies are setting aside construction projects for SDVOB participation in Alaska. We request that you do whatever is necessary to change that situation as soon as possible.

Sincerely,  
DV Contracting Services, Inc.

  
Brad West, President

6120 A Street, Suite B, Anchorage, AK 99518  
7775 S. Elizabeth Ct., Centennial, CO 80122

Phone (907) 563-2523  
Phone (303) 999-0217

Fax (907) 563-2524  
Fax (303) 999-0227

# **TERRASAT, INC.**

1413 West 31<sup>st</sup> Avenue, Anchorage, Alaska 99503

(907) 344-9370

Fax: (907) 344-1490

**Geological Consulting**

• **Environmental Restoration**

• **Regulatory Compliance**

March 9, 2009

Representative Carl Gottol  
C/O Alaska Veterans Business Alliance

Re: (P.L.) 106-50 the Veterans Entrepreneurship Act and support for HJR 16

Rep. Carl Gotto  
Chairman, House Veterans Affairs Committee

Mr. Chairman,

As an American Veteran and as an Alaskan businessman, I believe that the federal government's actions in Alaska are shameful.

To be specific, a Public Law was passed to create business opportunities for Service-Disabled Veteran-Owned Businesses. The Federal government is finding ways to circumvent this law, continually keeping disabled veterans at a business disadvantage.

Small business is the backbone of our Alaskan economy. The federal government is favoring large businesses with offices outside of Alaska. Please help our economy and help our disabled veterans, who already gave to their country so we can all enjoy freedoms.

Sincerely,

Dan Young  
President, TERRASAT, Inc.

**Sandra Wilson**

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**From:** toodmclld@aol.com  
**Sent:** Monday, March 16, 2009 7:39 PM  
**To:** Sandra Wilson  
**Cc:** yupik@alaska.net  
**Subject:** HJR 16

Sandra,

HJR 16 is critical to the Alaska SDVOB community as it pertains to the Federal Contracting arena. I appreciate all the hard work being conducted by Rep Gott, you and his immediate staff in supporting this important initiative. Keep pressin!

Thanks again

Ron Crowl  
President/CEO  
C2iT Services, LLC

---

Job Hunting? [Start with the companies that posted job openings this week.](#)

3/24/2009

1394

**Sandra Wilson**

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**From:** O.P.M. Limited [ofpm@earthlink.net]  
**Sent:** Tuesday, March 17, 2009 9:51 AM  
**To:** Sandra Wilson  
**Subject:** SUPPORT

Hello, Mrs. Wilson. As a retired veteran, there is concern and a desire for the passing of the HJR 16 bill. As a SDVOSB very disappointing that a new bill is needed to enforce legislation already passed. It demonstrates that those who make up the minority, in the business arena, are quickly forgotten. Therefore, we urge the passage of this bill so that gratitude can be shown to those who sacrificed for this country.

O.P.M. LIMITED  
3300 C St. Suite 118  
Anchorage, AK 99503  
ph - 1-907-360-0102  
fax - 1-907-868-1512

**Bonnie Gruening**

---

**From:** gnerfy [nerfys@mtaonline.net]  
**Sent:** Thursday, March 26, 2009 4:32 PM  
**To:** Rep. Carl Gatto  
**Subject:** HJR 16...

Dear Mr. Gatto,

I too am a former NYer...though, I didn't grow up in that dump Bk'lyn...just kidding ! I grew up in Queens. I write now to tell you that I support HJR 16. As a disabled veteran...I'd have to move away from Alaska if I lose more of my disabled veteran exemption. I'm at the brink, now. A dollar omnly goes so far. It's just that simple. There's enough stress on us already as I can't work. I have four kids...pls. don't make it worse for my family & me. Thanks.

---gary

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1 of 1 DOCUMENT

Public Papers of the Presidents

October 25, 2004, Monday

**LENGTH:** 1205 words**HEADLINE:** Executive Order 13360--Providing Opportunities for Service-Disabled Veteran Businesses To Increase Their Federal Contracting and Subcontracting**HIGHLIGHT:**

This Executive order was released by the Office of the Press Secretary on October 21, and it will be published in the Federal Register on October 26.

**BODY:**

October 20, 2004

By the authority vested in me as President by the Constitution and the laws of the United States of America, and in order to strengthen opportunities in Federal contracting for service-disabled veteran businesses, it is hereby ordered as follows:

Section 1. Policy. America honors the extraordinary service rendered to the United States by veterans with disabilities incurred or aggravated in the line of duty during active service with the armed forces. Heads of agencies shall provide the opportunity for service-disabled veteran businesses to significantly increase the Federal contracting and subcontracting of such businesses. To achieve that objective, agencies shall more effectively implement section 15(g) of the Small Business Act (*15 U.S.C. 644(g)*), which provides that the President must establish a goal of not less than 3 percent for participation by service-disabled veteran businesses in Federal contracting, and section 36 of that Act (*15 U.S.C. 657f*), which gives agency contracting officers the authority to reserve certain procurements for service-disabled veteran businesses.

Sec. 2. Duties of Agency Heads. To implement the policy set forth in section 1, heads of agencies shall:

- (a) develop a strategy to implement the policy set forth in section 1;
- (b) make the agency's strategy publicly available and report annually to the Administrator of the Small Business Administration on implementation of the agency's strategy;
- (c) designate a senior-level official who shall be responsible for developing and implementing the agency's strategy;
- (d) include development and implementation of the agency's strategy and achievements in furtherance of the strategy as significant elements in any performance plans of the agency's designated agency senior-level official, chief acquisition officer, and director of small and disadvantaged business utilization; and
- (e) include in the agency's strategy plans for:
  - (i) reserving agency contracts exclusively for service-disabled veteran businesses; (ii) encouraging and facilitating participation by service-disabled veteran businesses in competitions for award of agency contracts; (iii) encouraging agency contractors to subcontract with service-disabled veteran businesses and actively monitoring and evaluating agency contractors' efforts to do so; (iv) training agency personnel on applicable law and policies

relating to participation of service-disabled veteran businesses in Federal contracting; and  
(v) disseminating information to service-disabled veteran businesses that would assist these businesses in participating in awards of agency contracts.

Sec. 3. Additional Duties of Administrator of the Small Business Administration. The Administrator of the Small Business Administration shall:

(a) designate an appropriate entity within the Small Business Administration that shall, in coordination with the Veterans Affairs' Center for Veterans Enterprise (CVE), provide to service-disabled veteran businesses information and assistance concerning participation in Federal contracting;

(b) advise and assist heads of agencies in their implementation of section 2 of this order; and

(c) make available to service-disabled veteran businesses training in Federal contracting law, procedures, and practices that would assist such businesses in participating in Federal contracting.

Sec. 4. Additional Duties of Administrator of General Services. The Administrator of General Services shall:

(a) establish a Government-wide Acquisition Contract reserved for participation by service-disabled veteran businesses; and

(b) assist service-disabled veteran businesses to be included in Federal Supply Schedules.

Sec. 5. Additional Duties of the Secretary of Defense. The Secretary of Defense shall direct the Defense Acquisition University (DAU) to develop training on contracting with service-disabled veteran businesses and make this training available on line through the DAU continuous learning program.

Sec. 6. Additional Duties of the Secretary of Veterans Affairs. The Secretary of Veterans Affairs shall assist agencies by making available services of the CVE and assist in verifying the accuracy of contractor registration databases with regard to service-disabled veteran businesses.

Sec. 7. Additional Duties of the Secretary of Labor and Secretary of Veterans Affairs. The Secretary of Labor and Secretary of Veterans Affairs shall, respectively, direct the Transition Assistance Program and the Disability Transition Assistance Program to educate separating service members as to the benefits available to service-disabled veteran businesses and as to potential entrepreneurial opportunities.

Sec. 8. Definitions. As used in this order:

(a) the term "agency" means an "executive agency" as that term is defined in section 105 of title 5, United States Code, excluding an executive agency that has fewer than 500 employees, the Government Accountability Office, or a Government corporation;

(b) the term "service-disabled" means, with respect to disability, that the disability was incurred or aggravated in the line of duty in the active service in the United States Armed Forces;

(c) the term "service-disabled veteran" means a veteran, as defined in 38 U.S.C. 101(2), with a disability that is service-connected, as defined in 38 U.S.C. 101(16);

(d) the term "service-disabled veteran business" means a small business concern owned and controlled by service-disabled veterans, as defined in section 3(q) of the Small Business Act (15 U.S.C. 632(q)); and

(e) the term "small business concern" has the meaning specified in section 3(a) of the Small Business Act (15 U.S.C. 632(a)) and the definitions and standards issued under that section.

Sec. 9. General Provisions. (a) Heads of agencies shall carry out duties assigned by sections 3, 4, 5, 6, and 7 of this order to the extent consistent with applicable law and subject to the availability of appropriations.

(b) To the extent permitted by law, an agency shall disclose personally identifying information on service-disabled veterans to other agencies who require such information in order to discharge their responsibilities under this order.

(c) An agency that consists of a multi-member commission shall implement this order to the extent it determines appropriate to the accomplishment of the agency's mission.

(d) This order is not intended to, and does not, create any right or benefit, substantive or procedural, enforceable at law or in equity by any party against the United States, its departments, agencies, instrumentalities or entities, its officers, employees or agents, or any other person.  
George W. Bush The White House, October 20, 2004.

[Filed with the Office of the Federal Register, 9:40 a.m., October 25, 2004]

**LOAD-DATE:** October 29, 2004

## ALASKA VETERAN BUSINESS ISSUES - Background

There are essentially two major concerns of Alaska Veteran Owned Businesses. But first we need to clarify that there are also two groups or factions within this general group of veteran owned businesses. They work together in most cases, but not all.

1. **SDVOB** or Service Disabled Veteran Owned (Small) Businesses, this is a term/name of art in federal law and regulation. This is a small but growing group of disabled veteran owned businesses that are very active in Alaska, California as well as many other states - and very active nationally as VET FORCE. VET FORCE is a growing national alliance of veteran business groups pushing for federal "set-a-side" compliance and/or legislation. The Alaska Veteran Business Alliance (501c3) formed last year is a member of VET FORCE. Almost every national veteran service organization has SDVOB as a national political cause.
2. **Alaska Veteran Owned Business** This is a much larger group in Alaska that has grown up around the SDVOB community and is very committed to getting special consideration in state procurement bidding.

### ISSUES:

SDVOB 3% **federal** procurement "goal". Important to note that this was a discretionary "goal" not a mandated set aside. Almost all federal agencies in Alaska have historically failed to reach this goal - in Alaska. Some federal agencies claim to have reached their "national" goal, but have done little if anything to reach these goals in Alaska. Of particular note in this failure/refusal in Alaska, according to the Alaska Veteran Business Alliance are:

- a. US Army
- b. US Air Force
- c. US Forest Service

On a separate note, the Department of Veterans Affairs (VA) in Alaska claim to have met their 3% goal nationally, but the VA has another federally imposed performance standard known as Vet-First (they must offer procurements and/or jobs to veterans first) which the Alaska Veterans Business Alliance claim is not followed in Alaska.

**History:** In 1999 Public Law 106-50 (Veteran Entrepreneurship Act) created a 3% federal procurement **goal** for service-disabled veteran-owned small businesses (SDVOB). This 3% goal also applies to all prime contractors of the federal government.

This legislation has a history back to 1974 when then Rep. Ed Koch (later Mayor of NYC) put forth legislation stating that the SBA must show special considerations to veterans in all its programs. This was never defined - thus never done. Later in 1979, 1982, 1989, 1998 there were various efforts and actions within federal and key state legislatures (especially California) to define and implement this program resulting in the introduction and passage of the 3% federal procurement goal. **Notice that this "goal" remained discretionary in the federal law.**

In 2003 Public Law 108-183 (The Veterans Benefit Act of 2003) was signed by Pres. Bush enabling SDVOBs to receive sole source and restricted competition contracts for goods and services used by the U.S. government.

Again, in reaction to heavy complaints by state organizations, VET FORCE, and some national veteran service organizations that federal agencies were not doing what they were supposed to do Pres Bush signed Ex Ord 13360 increasing opportunities for service-disabled, veteran-owned

businesses. This executive action resulted in all federal agencies having to evidence specific actions and goals within their individual "action" or "strategic" plans to show how and to what level they would "perform" consistent with federal law and executive direction. And, still the response in Alaska from most federal agencies was weak at best.

In 2007 the National Veteran-Owned Business Association (NaVOBA) was founded. [www.navoba.com](http://www.navoba.com) Since then a host of different national and state associations/alliances have been formed/activated to push for a more aggressive response by federal procurement Contract Officers or COs.

It is important to note that THE position with the most authority and discretion in meeting goals in the SDVOB program is the Contracting Officer (CO) within every federal agency. There are contracting officers at almost every level of federal government, and Alaska its share in Anchorage, Fairbanks, Ketchikan, and Juneau.

Today this fight goes on, in Alaska and across the nation. There are currently four bills in the House and various subsections of other bills in the Senate and House in Wash D.C. to change the discretionary language of federal law or assign specific performance goals by federal agencies.

What is the basis for this program and the concern of Congress and Federal administrations for service-connected disabled veteran-owned businesses?

It is generally acknowledged that the men/women who volunteer to serve in our armed forces put off the opportunities to pursue private business development until they leave military service. Often members of the armed forces, upon separation (discharge, or retirement) find they have unique skills that have market value and choose to act as entrepreneurs applying these skills – starting their own businesses. They then instinctively look back to the organizations they have worked for and attempt to provide these services in the private sector for these and other federal agencies. Congress has stated that every effort should be made to help these service-disabled veterans get special consideration in federal procurements.

Recently (2008), the **Alaska Veterans Business Alliance** was formed, an Alaskan non profit corporation, with its headquarters in Anchorage. This group requested state legislation (S 274/Wielchowski) to change the definition of disabled owned businesses to include (SDVOB) disabled veterans. This effort was not successful due to the complexities of such an amendment in all of its state law permutations. The group has looked at a number of alternatives and recently agreed to focus on a broader veteran owned business bidder's or general point preference as the mechanism to enable their competitive entry into state procurements.

On the federal side, the **Alaska Veteran Business Alliance** has been very active in working the Alaska congressional delegation to get all Alaskan based federal agencies to at least meet the 3% goal. In response to this political pressure from Stevens/Murkowski/Young, slowly some federal agencies have begun to make an effort. The Army Corps of Engineers, Department of Interior, Department of Agriculture are recent examples of success, yet some federal agencies give only lip service and really do not make the effort according to the leadership of the Alliance. The leadership of this organization is very angry and outspoken through local radio/TV/and print media outlets.

In the process of this national and local movement it became clear that significant amounts of federal funds escape the national 3% goal because once they enter a state's coffers the goal does not apply. Efforts to identify which state agencies in Alaska put out procurements with a significant amount (30% or more) of federal dollars in them have not been successful as the

state's budget office does not identify which capital or operating procurements have what amount of federal dollars in them. It is generally accepted that AK DOTPF, the Dept of Education, and Health and Social Services puts out procurements with significant federal dollars in them. *In the event of legislative hearings this is a question that could be asked of each state agency that receives significant federal funds.*

**STATE PROCUREMENT OFFICER** Vern Jones 465-5684 left message  
[vern.jones@alaska.gov](mailto:vern.jones@alaska.gov)

State preferences are very confusing. There are too many of them, and some are not clear/clean. We provide a 2 and half hour class on preferences. We even have preferences that have no basis in law. He is asking his Commissioner to request an overall update/rewrite of preferences so the law is clear and the regulations are clearer. We asked him to forward his proposal for review.

**Comment:** It may make sense to present a bill that completely overhauls state preferences with the veterans preference tucked in.

### **OTHER PROCUREMENT PREFERENCES PROVIDED IN ALASKA**

- Alaska Bidder Preference of 5 percent (Alaskan owned business as defined/6 months)
  - Alaska Products Preference (AS 36.30.322 -338) (made/grown in Alaska)
  - Recycled products preference (AS 36.30.337)
  - Disabled Alaska owned businesses (AS 32.05, AS 32.06, or AS 32.11)
    - If 50% or more of employees are disabled at time of bid/and must promise to remain at that level of disabled employees
    - Div of Voc Rehab maintains list of qualified persons with disabilities
- Alaska Offerers Preference (responsive to RFP) not a bid process (10 points out of 100 in RFP) often results in no competition from outside. Not provided in law, only regulation.

**Sec 36.30.180** The purpose of bidder preference for resident firms when the state acts as a market participant is to encourage local industry, strengthen and stabilize the economy, decrease unemployment, and strengthen the tax and revenue based of the state.

### **CONTEMPLATED STATE LEGISLATIVE ACTIONS by VETERANS GROUPS**

1. Passage of a state resolution to Congress and the Administration insisting that all federal agencies in Alaska fully implement the 3% goal as provided in federal law/Ex Orders and call on the Alaska Congressional Delegation to hold formal hearings in Alaska with representatives of the appropriate House and Senate committees to confront all Alaska based Contracting Officers and their superiors to explain why they choose not to meet the 3% goal in Alaska.
2. Passage of a state law that establishes a bidder's or general preference for Alaska veteran owned businesses for all state procurements. This would then also capture state procurements that have federal funds in them without having to change the accounting system of the state.

Specific components of this legislation must also:

1. Statutorily creating (in AS 36.30.170) a preference for Alaska Veteran-owned businesses.
2. The preference would be seven (7) points.
3. Statutorily assign responsibility for full implementation and reporting of this law to the Governor

4. Statutorily require (must/shall report) monthly reporting on successful implementation of the bidders preference for the first two years upon becoming law and after that quarterly and annually.
5. Statutorily establishing an Alaskan Veterans Business State Register of such businesses who meet the statutory definition of an Alaskan veterans owned business
6. Statutorily define an Alaska Veteran Owned Business as one that:
  - a. Is owned by a veteran or a group of veterans at no less than 51% who have established residency in Alaska for no less than one year
  - b. Is an Alaskan business consistent with AS36.30.70
  - c. Have submitted the required paperwork and qualified to be on the State Register of Alaska Veteran Owned Businesses for the purpose of receiving the preference.
7. The law should also require that when any state procurement is offered for bid, that the State Register of Alaska Veteran Owned Businesses receive direct notice of the bidding opportunity no less than 30 days in advance of the bid award.

These specifics are meant to lessen the concerns of Alaska veteran owned businesses that have been promised many opportunities by federal agencies, but still today face government procurement agents who refuse or fail to comply.

#### **OTHER STATES**

The National Conference of State Legislatures identified 132 state bills (either introduced, in process, or passed into law in the past two years) that address, to some degree, the veteran business communities concerns at the state level. Out of this list about 50 bills have a more direct implication to the issues outlined in this paper. A copy of each of these bills were obtained and reviewed and are provided with this report. This research found the following trends/issues/concerns:

1. There is an active effort at the state level to extend at least the 3% goal into state and in some cases, local government procurements.
2. Some states have chosen to address this goal by establishing specific bidding preferences for service-disabled veteran owned businesses rather than pushing a percentage performance goal.
3. It is the growing belief of these efforts and studies, like the one done by Maryland, that specific (in state law) assignment of responsibility for fully implanting either a bidding preference or a percentage performance goal is essential to early and continued success in this effort. This is accompanied with the requirement of monthly, then quarterly, and annual reports back to the state legislature to maintain ongoing oversight into the implementation of these laws/programs.

#### **RECOMMENDATION**

1. Introduction of a state resolution calling on Congress and the federal administration to ensure full and responsive implementation of no less than the 3% goal by all federal agencies in Alaska. This would mean that federal agencies could not say they have met their national goal of 3%, but would have to show that they have met it in Alaska. This resolution should also state that the Department of Veterans Affairs (VA) in Alaska meet their federally mandated "Veteran First" program which requires them to always offer any procurements to a veteran owned business first and that this be specific to their performance in Alaska.

2. Introduction of state legislation that would establish a preference for Alaska Veteran Owned Businesses for all state procurements. The suggested preference is 7 points/percent. Such businesses must meet the 51% Alaska Veteran owned requirement and be registered with the state in order to be eligible for this preference. This legislation should specifically require monthly reports by all state agencies showing their effort/success in compliance and should also specifically delegate responsibility for this implementation to the Governor.
  - a. Under this design, the legislation would impact the far larger veteran-owned business community, not just the SDVOB group. This stimulates the growth of this community of Alaskan businesses and is general enough to embrace service-disabled veteran owned businesses.
  - b. The requirement, that each veteran-owned business be "registered with the state" ensures that there is some "approved" list of these businesses for state Contracting Officers (COs) to turn to when putting out bid requests. This also stimulates the private veteran-owned businesses to step up, show they meet the minimum requirements, and get on the state register. COs often complain that they don't know how to find "qualified" veteran-owned businesses. The register would provide a pre-qualified list of Alaska veteran-owned businesses specifically interested in participating in state procurements.
  - c. The requirement that the Governor report to the Legislature monthly ensures that specific responsibility is assigned to someone in the state government. In Maryland, for example, the legislation dictates a special assistant in the Governor's office.
  - d. The reporting requirement could be phased down over time. For example for the first two years of reporting, it could be monthly, then the following years it could be quarterly with an annual report to the legislature at the opening of session.

**Note:** This two pronged effort shows clear support by our Legislature for the notion that, as a matter of public policy, it is in the interest of the state to promote the development of (new ventures) and success of Alaskan veteran owned businesses both at the federal level and at the state level.

## **LEGISLATIVE STRATEGY**

Both of these bills should have broad bipartisan appeal with long lists of cosponsors given the number of veterans across Alaska (estimated 80,000). This number is quickly increasing due to the ongoing global conflict and the deployment of Alaskan based National Guard, Reserve, or active duty units with an increasing number of service men and women deciding to stay in Alaska after they have completed their service contracts.

Obviously the House and Senate committees specifically focused on veteran's issues could be the vehicle(s) to launch these bills, either as committee bills or as bills these committees aggressively support.

## DRAFT RESOLUTION

Whereas the State of Alaska has a compelling public interest in ensuring Alaska owned Service Disabled Veteran Owned Businesses (SDVOB) receive every reasonable opportunity, as provided by Public Law 106-50 The Veteran Entrepreneurship Act passed in 1999 creating a 3% federal procurement goal for service-disabled veteran-owned businesses for all federal procurements affecting Alaska, and

Whereas the State of Alaska also has a compelling public interest in ensuring Alaska owned Service Disabled Veteran Owned Businesses (SDVOB), as provided in Public Law 108-183 passed in 2003 enabling SDVOB to receive sole source and restricted competition contracts for all goods and services used by the U.S. government, and

Whereas the State of Alaska has a compelling public interest in ensuring Presidential Executive Order 13360 signed in 2004, increasing opportunities for service-disabled veteran-owned businesses is responsibly applied to Alaska (SDVOB), and

Whereas some federal agencies in Alaska either refuse or fail to comply with these and other federal laws and/or executive orders as they apply to federal procurements in Alaska,

Therefore be it resolved that it is the position of the State of Alaska that all federal agencies in Alaska must be in full compliance with all of these federal laws, executive orders, and federal regulations,

Be it further resolved that the State of Alaska calls upon the Congress of the United States to hold oversight hearings into the refusal and/or failure of any federal agency in Alaska to meet these SDVOB goals or performance standards as provide in each approved federal agency strategic plan and as implicitly intended by Congress and the federal Administration,

Be it further resolved that the State of Alaska calls upon the Congress to hold such oversight hearings, a combination of the respective House and Senate Small Business Committees and House and Senate Veteran Affairs Committees, in Alaska for the purpose of directly confronting those federal agencies in Alaska who have failed or refused to fully comply with the required federal laws and regulations in Alaska.

## **Short Statement on House Resolution Alaska Veteran Businesses**

When a young American volunteers to stand guard for America, they give up many opportunities that would normally come to them. One of these is starting and building a business. Additionally, if wounded and thus disabled in service, many face additional challenges if they wish to start and build a new business. In recognition of this sacrifice, the Congress of the United States and our Presidents have authored programs to offer no less than 3% of federal procurements – not to veterans per se, but to disabled veterans who are trying to start and build a business.

The Members and staff of our Alaska Congressional Delegation have been working for over a year with the Alaska Veterans Business Alliance (an Alaskan nonprofit corporation headquartered in Anchorage) that represents a growing number of Veteran Owned Small Businesses (VOSB), many of whom are also Service Disabled Veteran Owned Small Businesses (SDVOSB) to ensure all federal agencies in Alaska meet the no less than the 3% federal requirement. Although there has been some movement by a few federal agencies, a number appear to simply refuse to comply with this mandate.

Your support of this House Resolution will help Alaska join with other states in sending a message to federal agencies elevating our support to have them fully implement the 3% federal procurement requirement. Yes, this is a federal problem, but some federal procurement officers in Alaska still refuse to comply with the 3% procurement directive. This refusal is adversely affecting Alaskans, Alaskan owned businesses and in some ways our state's economy. It is our duty to stand together with our Congressional Delegation and ensure these men and women who have sacrificed so much, get the opportunities that federal law and executive orders promise.

It is our hope that hearings on this resolution will bring a number of federal agencies to the table before the appropriate legislative committees to explain why implementation of these laws and directives appear to be a challenge and what they will be doing to comply. It is also our goal to make sure each and every federal agency in Alaska meets or exceeds the 3% federal goal in Alaska.

We know there are many other members of our legislature who are aware and concerned with this problem. We welcome your co-sponsorship of this resolution and your participation in the committee hearings.

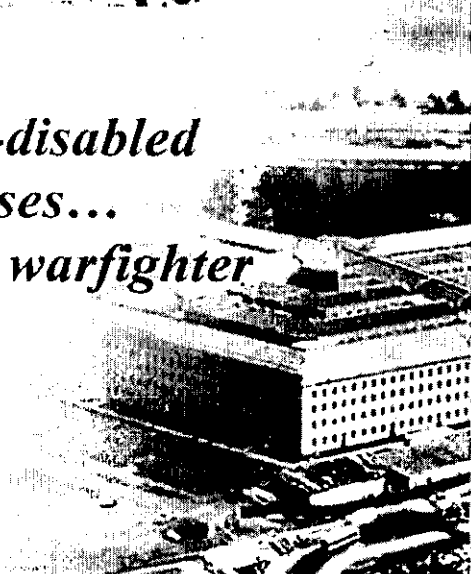
The timing of this resolution is very important. As we all know a new Federal Administration is coming into office, and with your support early passage of this legislative statement on behalf of our constituencies, we believe we can influence that Administration to be more aggressive in full implementation of these federal laws and directives as they affect Alaskans.



# Department of Defense Service-Disabled Veteran-Owned Small Business Strategic Plan 2009



*Leader and advocate for service-disabled  
veteran-owned small businesses...  
acquiring the best for our nation's warfighter*





*Executive Order 13360 (October 20, 2004)*  
[Pertinent to DoD]

*Providing Opportunities for Service-Disabled Veteran Businesses to Increase Their Federal Contracting and Subcontracting Participation*

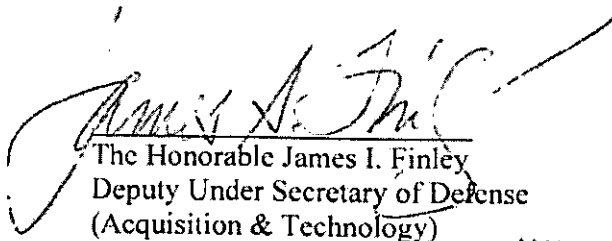
**Section 1. Policy.** America honors the extraordinary service rendered to the United States by veterans with disabilities incurred or aggravated in the line of duty during active service with the armed forces. Heads of agencies shall provide the opportunity for service-disabled veteran businesses to significantly increase the Federal contracting and subcontracting of such businesses. To achieve that objective, agencies shall more effectively implement section 15(g) of the Small Business Act (15 U.S.C. 644(g)), which provides that the President must establish a goal of not less than 3 percent for participation by service-disabled veteran businesses in Federal contracting, and section 36 of that Act (15 U.S.C. 657f), which gives agency contracting officers the authority to reserve certain procurements for service disabled veteran businesses.

**Section 2. Duties of Agency Heads.** Among other things, the Order requires each agency to: (1) develop a strategy to significantly increase its contracting and subcontracting with small businesses owned and controlled by service-disabled veterans; (2) designate a senior-level official to be responsible for developing and implementing the agency's strategy; and (3) report its progress annually to the Small Business Administration (SBA).

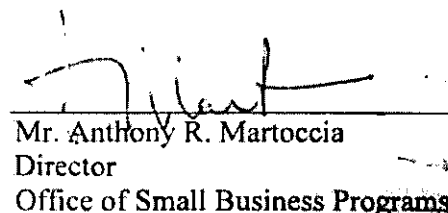
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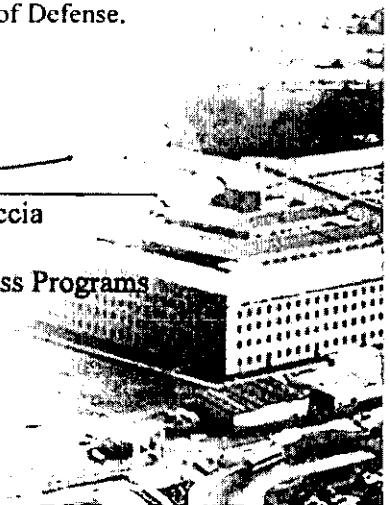
**Section 5. Additional Duties of the Secretary of Defense.** The Secretary of Defense shall direct the Defense Acquisition University (DAU) to develop training on contracting with service-disabled veteran businesses and make this training available on line through the DAU continuous learning program.

In accordance with Section 2 of Executive Order 13360, and in order to significantly increase contract and subcontract award opportunities for Service-Disabled Veteran-Owned Small Businesses, the undersigned hereby issue and publish this Department of Defense Service-Disabled Veteran-Owned Small Business Strategic Plan 2009 (Fourth Year Edition) on behalf of the Secretary of Defense.

  
The Honorable James I. Finley  
Deputy Under Secretary of Defense  
(Acquisition & Technology)

JAN 14 2009

  
Mr. Anthony R. Martoccia  
Director  
Office of Small Business Programs





## *Introduction from the Director*

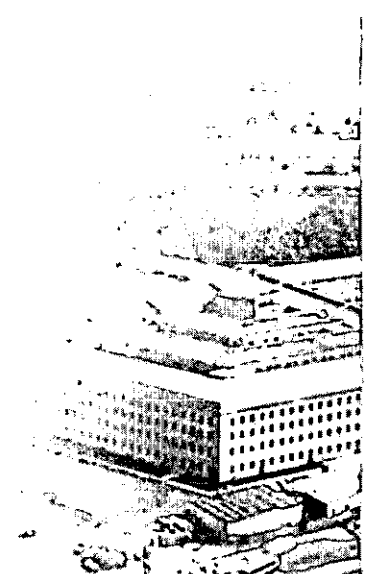
I am proud to present the *Department of Defense Service-Disabled Veteran-Owned Small Business Strategic Plan for 2009*. This plan is our blueprint for success – creating a business environment that understands, appreciates, and leverages the tremendous value of service-disabled veteran-owned small businesses (SDVOSBs) to America's economic and military strength. Our approach focuses on achieving operational excellence by providing proactive leadership and governance in all matters relating to SDVOSBs, and by creating unity of effort within the DoD small business enterprise.



The initiatives selected for our plan are realistic, achievable, and offer the greatest potential return on investment; however, they also represent a long-term commitment. Attaining DoD's acquisition goal of **"3% to prime contracting and 3% to subcontracting for Service-Disabled Veteran-Owned Small Businesses in DoD Acquisitions"** under Pub. L. 106-50, sec. 502 (15 U.S.C. 644 (g)), will require awareness, support, teamwork, and leadership throughout the entire enterprise. Each Military Department and Defense Agency is charged with an acquisition goal of **"3% to prime contracting and 3% to subcontracting for Service-Disabled Veteran-Owned Small Businesses."** Success will depend on a cultural change across DoD to recognize the capabilities and value of SDVOSBs as vital and critical suppliers for DoD requirements.

I challenge each of you to embrace the Department's Strategic Plan, and to renew your personal commitment to the enduring principles and patriotism upon which our great country was founded. Thanks for all your hard work and your continued commitment to excellence.

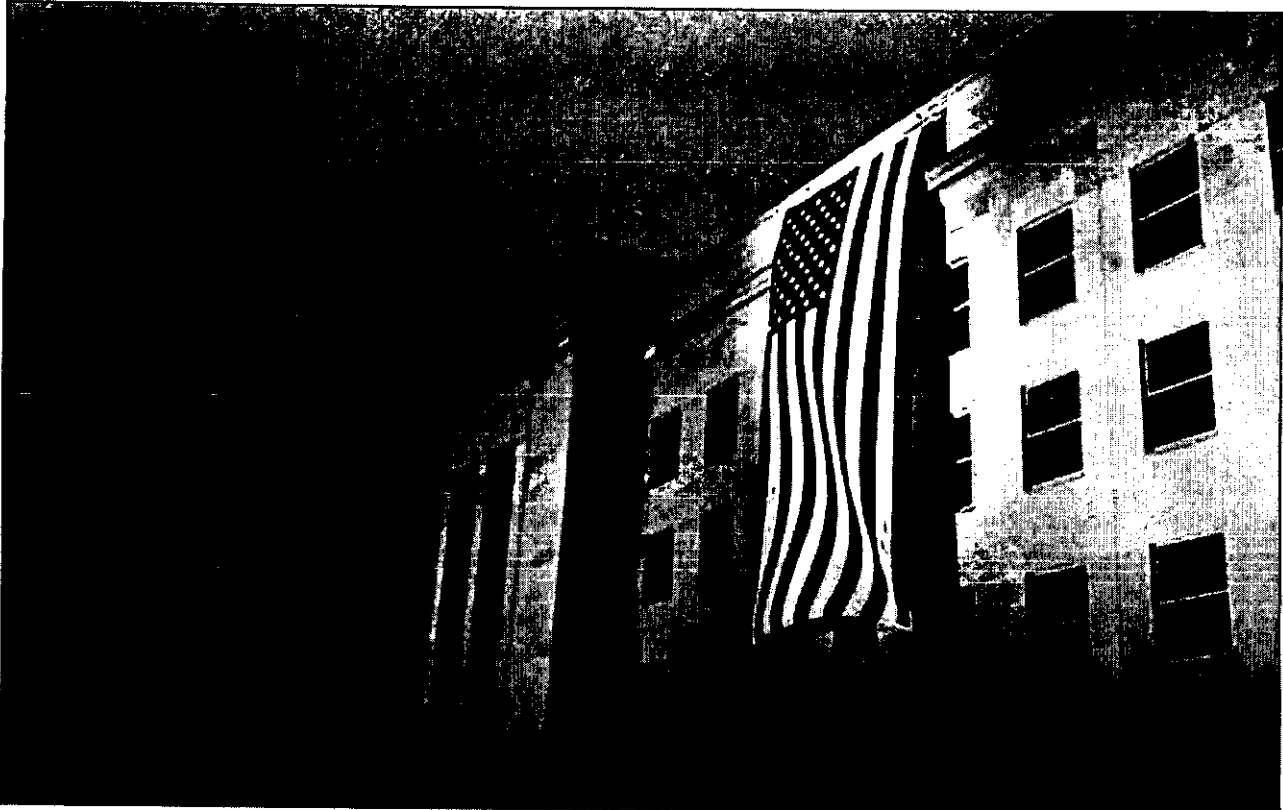
Anthony Martoccia





### *Our Vision*

*An enabling environment in which the Department recognizes the value of and engages service-disabled veteran-owned small businesses as critical suppliers of required warfighting capabilities.*



### *Our Mission*

*We advise the Secretary of Defense on all matters related to service-disabled veteran-owned small businesses (SDVOSBs) and are committed to maximizing the contributions of SDVOSBs in DoD acquisitions. We provide leadership and governance to the Military Departments and other defense agencies to meet the needs of the nation's warfighters, creating opportunities for SDVOSBs while ensuring each tax dollar is spent responsibly.*



## Overview

**Primary Responsibility and Policy.** The primary responsibility of the DoD Office of Small Business Programs (OSBP) is to advise the Secretary of Defense on all matters related to small business. OSBP develops small business policy and provides oversight to ensure compliance by all Military Departments and Other Defense Agencies (ODAs). OSBP establishes and maintains policy regarding all small business matters for DoD.



**Legislative Proposals and Reports.** OSBP reviews and develops legislative proposals affecting small business matters within the DoD. OSBP conducts studies and analyses of issues that affect small business, making recommendations and providing reports to Congress and other stakeholders.

**Service-Disabled Veteran-Owned Small Business (SDVOSB) concern.** A small business concern –

- (i) Not less than 51 % of which is owned by one or more service-disabled veterans or, in the case of any publicly owned business, not less than 51 % is owned by one or more service-disabled veterans; and
- (ii) The management and daily business operations of which are controlled by one or more service-disabled veterans or, in the case of a service-disabled veteran with permanent and severe disability, the spouse or permanent caregiver of such veteran.  
(FAR 52.219-27(a)(1))

**3% Prime Contracting Goal.** The OSBP provides leadership to the Department to meet the 3% statutory goal for prime contracting with SDVOSBs. The SDVOSB goal is the term used to describe the goal established for the Department of Defense as a whole. The Director of DoD OSBP delegates to each DoD agency head a 3% goal for prime contracting with SDVOSBs. It is incumbent of each DoD agency to aggressively develop its own tactical plan to meet the 3% goal for prime contracting with SDVOSBs based on its unique product mix. The DoD submits information regarding plans, progress, and achievements to the Small Business Administration, including an annual scorecard report. Additional information regarding DoD's prime contract goals can be found at <http://www.acq.osd.mil/osbp/statistics/goals.htm>.



**3% Prime Subcontracting Goal.** The OSBP provides leadership to the Department to meet the 3% statutory goal for subcontracting with SDVOSBs. The Director of DoD OSBP delegates to each DoD agency head a 3% goal for subcontracting with SDVOSBs. Subcontracting is a meaningful way of providing opportunities for SDVOSBs and veterans, especially for contracts that require significant capitalization and personnel resources found only in large prime contractors. It is incumbent of each DoD agency to aggressively develop its own tactical plan to meet the 3% goal for subcontracting with SDVOSBs based on its unique product mix. The DoD acquisition community needs to work closely with major prime contractors to insure these goals are met. The OSBP is also responsible for coordinating efforts for the successful implementation of the Electronic Subcontracting Reporting System (eSRS), and works toward future system enhancements and subcontracting program improvements. Additional information regarding DoD's subcontracting goals can be found at <http://www.acq.osd.mil/osbp/statistics/goals.htm>.

**Acquisition training.** The DoD OSBP is dedicated to providing information and training to the DoD acquisition workforce and to the Small Business Specialists working within the DoD military departments and other defense agencies to promote small business opportunities within DoD. OSBP collaborates with the Defense Acquisition University (DAU), the military departments, and other defense agencies to identify training opportunities that will improve and enhance the small business program within DoD. This may include initiating and developing a variety of training vehicles, such as webcasts, online web based training, audio seminars, traditional classroom training, training guidebooks, and other learning materials that will help to develop and disseminate information that will increase the knowledge of small business programs with the DoD acquisition workforce. DAU also provides online web based training to the general public. Contact DAU for more details at <http://www.dau.mil/>.



**Congressional Oversight Committees and Testimony.** The DoD OSBP prepares and presents testimony to Congress to inform them of progress, issues, plans, and initiatives. The congressional committees and subcommittees that most often interface with the OSBP include:

Senate Committee on Small Business and Entrepreneurship

<http://sbc.senate.gov/>

Senate Committee on Armed Services

<http://armed-services.senate.gov/>

Senate Appropriations Committee – Defense

<http://appropriations.senate.gov/defense.cfm>

House Committee on Small Business

<http://www.house.gov/smbiz/>

House Committee on Armed Services

<http://armedservices.house.gov/>

House Appropriations Committee – Defense

[http://appropriations.house.gov/Subcommittees/sub\\_def.shtml](http://appropriations.house.gov/Subcommittees/sub_def.shtml).

**Websites for Firm Registration and Market Research of SDVOSBs:**

Central Contractor Registration (CCR)

<http://www.ccr.gov/>

VetBiz Vendor Information Pages (VIP)

<http://www.vetbiz.gov/vip/vip.htm>



## *Laws and Regulations for SDVOSBs*

The SDVOSB statutory goals, regulations, and acquisition authorities are governed by public laws, the Federal Acquisition Regulation (FAR) System, Code of Federal Regulations (CFR), Executive Orders (EOs), and other references. The following links may be useful:

- CFR - <http://www.access.gpo.gov/nara/cfr/cfr-table-search.html>
- DFARS - <http://www.acq.osd.mil/dpap/dars/dfars/doc/toctoc.htm>
- DoD OSBP - <http://www.acq.osd.mil/osbp/policy>
- FAR - <http://www.acqnet.gov/FAR/>
- GPO - <http://www.access.gpo.gov/>
- Laws - <http://uscode.house.gov/>
- SBA - <http://www.sba.gov/tools/resourcelibrary/lawsandregulations/>

The following is a summary of laws, regulations, and EOs governing SDVOSB-based government acquisitions.

Executive Order (EO) 13360, "*Providing Opportunities for Service-Disabled Veteran-Owned Small Businesses to Increase Their Federal Contracting and Subcontracting*". EO 13360 of October 20, 2004, calls for an increase in federal contracting and subcontracting opportunities for service-disabled veteran-owned small businesses. On December 12, 2004, the Executive Office of the President issued a memorandum to all Federal agencies on the implementation of the Executive Order. This memorandum provides guidance to assist agencies in preparing their strategies to implement the Executive Order.

Public Law 106-50, "*Veterans Entrepreneurship and Small Business Development Act of 1999*", established an annual Government-wide goal of not less than 3% of the total value of all prime contract and subcontract awards for participation by small business concerns owned and controlled by service-disabled veterans. It did not contain a provision to restrict or "set-aside" contracting opportunities for service-disabled veterans.



Public Law 108-183, "*Veterans Benefits Act of 2003*" (VBA) added, in addition to other provisions, a contracting mechanism to enable agencies to reach the 3% prime contracting goal established in 1999. Section 308 of the VBA established a sole source and set-aside procurement program for SDVOSB.

Public Law 108-375, "*National Defense Authorization Act for Fiscal Year 2005*." On May 24, 2005 the Department of Defense published an interim rule that expanded the DoD Mentor-Protégé Program to permit-service disabled veteran-owned small business concerns to participate in the Mentor-Protégé Program.

Public Law 109-461, Section 502, "*Veterans Benefits, Health Care, and Information Technology Act of 2006*" provides the Department of Veterans Affairs with unique authority to conduct set-aside and sole source procurements with small businesses owned and operated by veterans. Download Information Letter 049-08-07 entitled "Veterans First Contracting Program" pertaining to Public Law 109-461.

48 CFR Part 19.1403 "*Status as a service-disabled veteran-owned small business concern.*"

Status as a SDVOSB concern is determined in accordance with 13 CFR parts 125.8 through 125.13; also see 48 CFR Part 19.307.

48 CFR Part 19.1405 "*Service-disabled veteran-owned small business set-aside.*"

The contracting officer (CO) may set-aside acquisitions exceeding the micro-purchase threshold for competition restricted to SDVOSBs if the CO has a reasonable expectation that offers will be received from two or more SDVOSBs and the award will be made at a fair market price. If the CO receives only one acceptable offer from an SDVOSB in response to a set-aside, the CO should make an award to that concern.

48 CFR Part 19.1406 "*Sole source awards to service-disabled veteran-owned small business concerns.*" A contracting officer may award contracts to SDVOSB concerns on a sole source basis (see FAR 19.501(d) and 6.302-5), provided only one SDVOSB can satisfy the requirement and at a fair and reasonable price and the anticipated award price of the contract will not exceed \$5 million for within NAICS codes for manufacturing and \$3 million for a requirement within any other NAICS code and the SDVOSB has been determined to be a responsible contractor.

48 CFR Part 19.1407 "*Contract clauses.*" Contracting officers shall insert the clause at FAR 52.219-27, Notice of Total Service-Disabled Veteran-Owned Small Business Set-Aside, in solicitations and contracts for acquisitions under 48 CFR Part 19.1405 and 48 CFR Part 19.1406.



## *The Service-Disabled Veteran-Owned Small Business Strategic Plan*

Strategic planning involves goals to be achieved over the long term, with 5 years as a typical planning horizon. Conversely, tactical planning periods are usually much shorter, tied to near-term performance objectives. Strategic planning requires the translation of our vision into key operational goals, then finally into specific tactical objectives that can be planned, executed, and measured in the near term with some degree of detail. This plan identifies six key operational goals, all aligned to achieve the primary strategic goal of "Creating Maximum Opportunities for Service-Disabled Veteran-Owned Small Businesses in DoD Acquisitions." Within each of the six key operational goals are specific objectives, which are intended to be achieved in the near term, and often on a continuing basis.

### *Goals and Objectives*

#### *Goal #1: Effective use of data and databases for market research for potential SDVOSB prime contractors and subcontractors and progress metrics.*

Collaborate with other federal agencies and veteran service organizations (VSOs) to increase access to the supplier base of SDVOSBs for use by acquisition community and DoD prime contractors through enhanced market research for strategic sourcing and restricted competition.

#### *Goal #2: Training of acquisition community to include Program Managers and Contracting Officers to increase use of restricted competition and sole source awards for SDVOSBs.*

Coordinate with either the Director or the Office of the Director of Defense Procurement and Acquisition Policy (DPAP) and Defense Acquisition University (DAU), to inform and train acquisition community of FAR 19.14 and the authority to use restricted competition and sole source awards to increase awards to SDVOSBs. Encourage military departments and other defense agencies to initiate credible and aggressive metric based, sole-source and restricted competition awards to SDVOSBs.

#### *Goal#3: Improve Communication Internally and Externally with DoD Customers and Stakeholders*

In apparent contradiction to this new "information age", communication is often a point of failure for many initiatives. Today, technology has increased the flow of information to the point where the primary constraint has shifted to the human capacity to absorb and process the available information. Communication is critical to the success of any endeavor, and is the keystone of this strategic plan. One new initiative is to establish a web based SDVOSB Communities of Practice (CoPs) across the entire enterprise of DoD agencies to allow timely, substantive collaboration and exchange of information in pursuit of shared goals and business success.



***Goal#4: Increase prime contractor subcontracting with SDVOSBs***

Increase the dollar amount of SDVOSB subcontracting by large prime contractors. Collaborate with Defense Contract Management Agency (DCMA) as it negotiates increased SDVOSB subcontracting goals with the select prime contractors. Encourage DoD Prime contractors to subcontract with SDVOSBs. Use the data and techniques developed above as model to negotiate subcontracting goals with all prime contractors.

***Goal#5: Focus on SDVOSB firms that can bring innovative technology to meet the needs of the warfighter***

Collaborate with military Departments and defense agencies to initiate focus on SDVOSBs in innovative technologies that serve the future needs of the warfighter. Increasing outstanding SDVOSBs that fill a critical DoD niche will create "halo" effects for other SDVOSBs.

***Goal#6: Encourage and develop Teaming, Joint Venture, and Niche Markets to enhance capabilities and contract awards for SDVOSBs***

Encourage the use of teaming and joint venture agreements to increase capacity and enhance capabilities of SDVOSBs to successfully bid on larger contracts for prime contracting and subcontracting. Provide acquisition community and SDVOSBs teaming models with increased capacity and enhanced capabilities to allow SDVOSBs to compete for larger prime contracts and subcontracts.

***Implementation of Specific Objectives***

The following tables illustrate our plan of action to achieve our goals and objectives. Progress will be gauged during formal management reviews to be held during the course of the year. Timing with the A&T and AT&L management reviews will be coordinated to make sure our plan remains aligned with broader organizational goals. This year's strategic plan is in a new format and, therefore, the historical goals, objectives, and actions from the previous three years are captured in the tables.



Goal #1: Effective use of data and databases for market research for potential SDVOSB prime contractors and subcontractors and also progress metrics.							
Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
1.1 Increase SDVOSB registration in the CCR database.	√	√	√				1.1.1. FY 05 Increase from 5,006 SDVOSBs in CCR in July, 2004 to more than 9,600 in January of 2007
	√						1.1.2. June 05 Supported on-site registration of SDVOSBs in CCR at National Veterans Small Business Conference
			√				1.1.3. June 07 Encourage registration of SDVOSBs in CCR at 3rd Annual Veterans and SDVOSBs Conference on June 26-28, 2007
			√	√			1.1.4. FY 07 Continue to encourage registration of SDVOSBs in CCR at conferences and through counseling
1.2 Support internal and external data sharing relationships with DoD agencies, other federal agencies, and Veteran Support Organizations.	√	√	√	√			1.2.1. FY 05 DoD continues to work on <i>ad hoc</i> basis to share information and establish working relationships with other federal agencies and VSOs
			√				1.2.2. June 07 Coordinate data sharing strategies with federal agencies and VSOs with existing databases (VetBizVIP, Dynamic Small Business Search, TVC business directory and vetbiznetwork)
			√				1.2.3. June 07 Encourage military departments, other defense agencies (ODAs), and VSOs to develop strategies on use of databases for market research on SDVOSBs
			√	√			1.2.4. FY 07 and out years Continue coordinated data sharing with other federal agencies and VSOs
			√	√			1.2.5. FY 07 Continue to encourage VSOs and other federal agencies to assist in market research on SDVOSBs
1.3 Perform data analyses for progress matrix, trends, potential niche markets, and impediments		√					1.3.1. FY 06 Performed preliminary analysis of CCR, with 30% in IT, 15% in construction and 15% in manufacturing
			√				1.3.2. FY 07 Perform annual analysis and review of all SDVOSBs in databases by industry and NAICS
1.4 Support registration and training on the VA, CVE's VetBiz Vendor Information Pages (VIP) database. Collaborated effort between DoD OSBP, CVE VetBiz, and DAU.				√			1.4.1. FY08 Identified the VIP database as a supported database for market research
				√			1.4.2. FY08 Work with VIP database managers for updates targeted for DoD requirements
				√			1.4.3. FY08 Create a DAU Web Cast for DoD acquisition training on the VIP database
				√			1.4.4. FY08 Conduct VIP database training at the FY08 DoD Small Businesses training conference
				√			1.4.5. FY08 Continue to promote enrollment in the VIP database at conferences and through counseling
				√			1.4.6. FY08 The VA CVE began validating veteran and Service Disabled Veteran status in the VIP database
							1.4.7 FY09 Coordinate with VA CVE and CCR to explore capabilities to update CCR after VIP verification



**Goal #2: Training of acquisition community to include Program Managers and Contracting Officers to increase use of restricted competition and sole source awards for SDVOSB.**

Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
2.1 Create workforce that is knowledgeable about FAR 19.14, and will increase use of restricted competition where appropriate to increase awards to SDVOSBs	√						2.1.1. FY 05 Final rule on sole-source and set-asides published
			√				2.1.2. FY 07 Establish outreach strategy with military Departments and other defense agencies and DPAP
			√				2.1.3. FY 07 OSBP Places 42 Power Point training modules on website from Veterans Doing Business with DoD Conference
			√				2.1.4. FY 07 Directors of DPAP and OSBP issue memos on use of set-aside authorities
			√				2.1.5. FY 07 GSA and Army present GSA Vets GWAC training at SBT Conference
			√				2.1.6. FY 07 DoD Introduces video streaming training modules
			√	√			2.1.7. FY 07 and out years. DoD will provide training at conferences, including annual Mentor-Protégé conference, Annual Veterans Conference, SDVOSB Small Business Conference, and DoD Small Business Training Conference
			√				2.1.8. June 07 Monitor DoD participation in Veterans and SDVOSB conferences in coming year
			√				2.1.9. July 07 Participate in planning of National Veterans Business Conference as appropriate
			√				2.1.10. FY 07 Continue to post power point training modules and video streaming modules on website for distance learning opportunities
			√				2.1.11. June 07 Present 3rd year of 5 year plan to all conferences
			√				2.1.12. June 07 Present 3rd year of 5 year plan to 3rd Annual Veterans and SDVOSB Small Business Conference
2.2 Collaborate with DAU to update existing courses,		√					2.2.1. FY 06 DAU updates SDVOSB online SDVOSB training module
			√				2.2.2. FY 07 and out years Update DAU training module for next FY with DAU and incorporate into relevant electronic training modules
				√			2.2.3. FY 08 Coordinate pre-planning update for CON260A, CON260B, CLC009
							2.2.4. FY09 Update CON260A
							2.2.5. FY09 Update CON260B
							2.2.6. FY09 Update CLC009
2.3 Collaborate with DOD OSBP and DAU to update/create training for Program Managers, Contracting Officers, and Small Business Specialist.  AT&L Strategic Implementation Plan v3.0 - 2.1.7.							2.3.2. FY09 Identify the target audience and determine what training is currently being offered.
							2.3.3. FY09 Identify best opportunities for pushing training to target audience.
							2.3.4. FY09 Create plan and identify resources.
							2.3.5. FY09 Develop training content.
							[To be determined -- TBD]
2.4 Improve acquisition workforce awareness of small business capabilities and opportunities.  AT&L Strategic Implementation Plan v3.0 - 2.1.7.							[TBD]
							[TBD]
							[TBD]
							[TBD]



**Goal #3: Improve Communications Internally and Externally with DoD Customers and Stakeholders.**

Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
3.1 Update and improve the DOD OSBP SDVOSB website				√			3.1.1. Annual review website links for accuracy and update to coincide with publication of Strategic Plan.
							3.1.2. FY09 Review current website design to identify improvements
							3.1.3. FY09 Update with latest Policies and Legislation pertaining to SDVOSB
							3.1.4. FY09 Create an events calendar to include schedule of conferences, training, and outreach events
							3.1.5. FY09 Post teaming and joint venture information and coordination
							3.1.6. FY09 Post Veteran Entrepreneur and VSO related information and links
3.2 Improve acquisition workforce awareness of small business capabilities and opportunities.  AT&L Strategic Implementation Plan v3.0 - 2.1.7.	√	√	√	√			3.2.1. Annual review of outreach events to maximize awareness and influence for SDVOSB concerns to coincide with publication of Strategic Plan.
	√	√	√	√			3.2.2. Decide on which outreach events to participate to coincide with the Strategic Plan.
							3.2.3. FY09 Create and publish a schedule for outreach events on the website
							3.2.4. FY09 Participate in at least four Acquisition Conferences.
							3.2.5. FY09 Participate in the DPAP Acquisition Conference.
					√	√	
3.3 Improve relations with OSBP Directors				√			3.3.1. FY08 Obtain collaborative feedback from DoD OSBP Directors on program impediments within their respective agencies
				√			3.3.2. FY08 Obtain collaborative feedback from DoD OSBP Directors on DoD SDVOSB Strategic Plan
							3.3.3. FY09 Schedule site visits with DoD OSBP Directors & review activities and initiatives were appropriate
3.4 Improve relationships with SBA							3.4.1 FY09 Coordinate efforts with DoD OSBP to improve relations with SBA
							3.4.2. FY09 Invite SBA to participate in meeting(s) with DoD Directors - Information sharing
							3.4.3. FY09 Ask SBA to participate in Training Conference
							3.4.4. FY09 Engage SBA to work on Task Force to resolve the "most difficult" areas for DoD
							3.4.5. FY09 Informal luncheons - engage senior SBA and DoD Directors in working lunch to discuss issues
							3.4.6. FY09 Engage SBA in working with DoD to develop training aides and informational guides with topics and areas of common interest



<b>Goal #3: Improve Communications Internally and Externally with DoD Customers and Stakeholders (continued).</b>							
Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
3.5 Create and distribute an information pamphlet for the DoD SDVOSB Program							3.5.1. FY09 Research potential information gaps - and then develop DoD materials to address
							3.5.2. FY09 Create information pamphlet to introduce SDVOSB to internal and external
							3.5.3. FY09 Identify best marketing strategy and distribution then distribute pamphlets.
3.6 Establish a web based SDVOSB Communities of Practice (CoPs)  AT&L Strategic Implementation Plan v3.0 - 6.1				√			3.6.1 FY08 Accessed a need for a SDVOSB Best Practice website
				√			3.6.2. FY08 Discussed with DAU to utilize their resources
							3.6.3. FY09 Identify best tool participation for Best Practice website
							3.6.4. FY09 Establish the SDVOSB CoPs web site
							3.6.5. FY09 Market the SDVOSB CoPs website to within DoD acquisition community and advocates
							3.6.6. FY09 Utilize data, metrics, and tools to support capability-based acquisition discussions
3.7 Review and update the Community of Practice websites							3.7.1. FY09 Initiate periodic meetings to review & share items of interest on Community of Practice website.
							3.7.2. FY09 Determine areas critical and necessary for the Community of Practice website. Initiate actions to insure that they are adequately covered.



**Goal #4: Increase prime contractor subcontracting with SDVOSBs.**

Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
4.1 Collaborate with Defense Contract Management Agency (DCMA) as it negotiates increased SDVOSB subcontracting goals with the select prime contractors		✓					4.1.1. FY 06 OSBP and DCMA initiate action plan to increase subcontracting with DoD prime contractors by sharing data that each prime had for SDVOSB subcontractors
			✓				4.1.2. FY 07 DCMA reviewed prime contractor action plan against actual subcontracting dollars awarded by select primes
			✓				4.1.3. FY 07 DoD presents Objectives to large prime conference on SDVOSB subcontracting
			✓				4.1.4. FY 07 DoD includes panel with 3 prime contractors which subcontract with SDVOSBs at SDVOSB conference and posts power point presentations on website
			✓				4.1.5. FY 07 DCMA continues lead responsibility for this objective
			✓				4.1.6. FY 07 and out years. DCMA to negotiate increased SDVOSB subcontracting goals with select DoD prime contractors as part of the annual subcontracting plan negotiations
			✓				4.1.7. FY 07 and out years DCMA will provide annual evaluations and progress on SDVOSB subcontracting
			✓				4.1.8. July 07 DoD will inform large buying commands of 3% goal for subcontracting with SDVOSBs and encourage increase in subcontracting with SDVOSBs
			✓				4.1.9. July 07 DoD will establish plan to monitor progress and past performance of prime contractors as an evaluation factor
			✓				4.1.10. Sep 07 DCMA to analyze subcontracting dollars with SDVOSBs of select prime contractors to identify opportunities for SDVOSBs
							4.1.11. FY09 Initiate review and re-execution of the FY07 action items listed above
							4.1.12. FY09 Evaluate effectiveness of DCMA to monitor and support contract compliance of SDVOSB subcontracting
4.2 Initiate an aggressive outreach campaign to Major Prime Contractors							4.2.1. FY09 Identify Prime contractors for personal visits
							4.2.2. FY09 Initiate meetings with Major Prime Contractors to advocate for SDVOSB subcontracting
							4.2.3. FY09 Initiate supplier diversification outreach to Major Prime Contractors
							4.2.4. FY09 Develop outreach material targeting Major Prime Contractors
							4.2.5. FY09 Send outreach campaign material to Major Prime Contractors



**Goal #4: Increase prime contractor subcontracting with SDVOSBs (continued).**

Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
4.3 Analyze eSRS data							4.3.1. FY09 Learn how to effectively retrieve pertinent data from eSRS
							4.3.2. FY09 Analyze eSRS data for an analytical picture of Major Prime Contractor subcontracting to SDVOSB
							4.3.3. FY09 Investigate capability of eSRS to capture tiered subcontracting data of Prime awarded to SDVOSB to measure Prime Contractor Subcontracting
							4.3.4. FY09 Investigate capability and feasibility to capture and report against SDVOSB goals all awards from subcontracting tiers
							4.3.5. FY09 Investigate capability and feasibility to capture and report by Major DoD Contracting
					√	√	



**Goal #5: Focus on SDVOSB firms that can bring innovative technology to meet the needs of the warfighter.**

Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
5.1 Increase SDVOSB participation in the Mentor Protégés program  1. FY 07 Encourage major commands to seek SDVOSBs in their strategic sourcing decisions			√				6.1.1. FY 07 First 2 years of participation saw increase in SDVOSB protégés from 0 to 24
			√				6.1.2. FY 07 Two SDVOSB protégés receive Nunn-Perry Award at Annual MPP Conference
			√				6.1.3. FY 07 Previous objective 3 was successful by increasing SDVOSBs in Mentor-Protégé Program and now is time to change focus to broader objective of innovative technologies
			√				6.1.4. June 07 Analyze the 24 SDVOSBs that became protégés and ascertain aggregate increase in gross revenues since becoming protégés by industry and NAICS
			√				6.1.5. June 07 Present new Objective 3 of FY07 Strategic Plan at Third Annual Veterans Small Business Conference, June 26-28, 2007
							6.1.6. FY09 Coordinate with DoD Mentor Protégés Program Manager for SDVOSB opportunities
5.2 Increase SDVOSB participation in the SBIR Program			√				6.2.1. FY 07 Identify SDVOSBs in technologically innovative industries like robotics, IED Defeat, etc.
			√				6.2.2. July 07 Established DoD internal working group to develop strategy for focusing innovative technologies for SDVOSB in contracting and subcontracting.
							6.2.3. FY09 Coordinate with DoD SBIR Program Manager for SDVOSB opportunities
5.3. Affected SDVOSB participation in DoD's new DoD Techpedia initiative for IT merging technology and collaboration				√			6.3.1. FY08 Invited by DoD Techpedia working group to participated in planning for the new IT merging technology and collaboration
				√			6.3.2. FY08 Advised DoD Techpedia on how to market research for small business and SDVOSB concerns
				√			6.3.3. FY08 Provided DoD Techpedia with DoD OSBP website for how to do business with DoD training
				√			6.3.4. FY08 Provided DoD Techpedia with the list of SDVOSB on GSA GWAC
					√		6.3.5. FY09 Attended the DoD Techpedia kickoff conference in Crystal City
					√		6.3.6. FY09 Two SDVOSB were selected by DoD Techpedia to participation in the DoD Techpedia kickoff conference
					√		6.3.7. FY09 Increase awareness of DoD Techpedia to SDVOSB during conferences and other venues of outreach
							6.3.8. FY09 Continue to collaborate and partner with DoD Techpedia to increase SDVOSB opportunities and participation



**Goal #6: Encourage and develop Teaming, Joint Venture, and Niche Markets to enhance capabilities and contract awards for SDVOSBs.**

Specific Objective	FY05	FY06	FY07	FY08	FY09	FY10	Actions
6.1 Increase awareness or reluctance of acquisition community to accept small business teaming and joint venture agreements for use in federal contracting and subcontracting	√						7.1.1 FY 05 Presentation on teaming and joint venture agreements for federal contracting and subcontracting at National Veterans Small Business Conference
		√					7.1.2. FY 06 Presented teaming and joint venture agreement panel at SBT Conference
		√					7.1.3. FY 06 Presented teaming and joint venture panel at Veterans Doing Business with DoD in December 2006
			√				7.1.4. FY 07 Post SDVOSB teaming and joint venture training modules on OSBP website for acquisition community distance learning
			√				7.1.5. June 07 Attend and monitor Teaming and Joint Venture Breakout workshop at 3rd National Veterans Small Business Conference for future training of DoD personnel
			√				7.1.6. June 07 Present Teaming and Joint Venture Objective on panel at Veterans Small Business conference on June 26-28, 2007
			√				7.1.7. FY 07 Present SDVOSB Teaming training module to Small Business Training Conferences
			√				7.1.8. FY07 and out years Continue presenting SDVOSB teaming and joint venture training modules to acquisition community
6.2 Increase participation with the GSA GWAC			√				7.2.1. FY 07 Under Secretary for AT & L urges DoD to participate in GSA Information Technology GWAC
			√				7.2.2. FY 07 GSA and Army trained acquisition officials on the GSA GWAC at SBT Training Conference in May, 2007
			√				7.2.3. June 07 Post Krieg Memorandum on GSA GWAC on OSD website
							7.2.4. FY09 Analyze DoD participation and promote continued support in GSA GWAC
							[TBD]
							[TBD]



# FY01-09 DoD SB Goaling Report Results

(Dollars in Billions – Data as of 12 December 2008)



Data Source: FPDS-NG Small Business Goaling Reports

FY	SB-Elig \$ *	SB			SDB			HUBZone			WOSB			SDVOSB		
		SB \$	SB %	SB Goal	SDB \$	SDB %	SDB Goal	HUB \$	HUB %	HUB Goal	WOSB \$	WOSB %	WOSB Goal	SD-VOSB \$	SD-VOSB %	SD-VOSB Goal
2009	\$36.8	\$6.5	17.7%	22.375%	\$2.4	6.5%	5.8%	\$0.6	1.7%	3.0%	\$1.1	2.9%	5.0%	\$0.4	1.2%	3.0%
2008	\$313.3	\$59.2	18.9%	22.375%	\$17.5	5.6%	5.8%	\$6.9	2.2%	3.0%	\$8.7	2.8%	5.0%	\$3.0	1.0%	3.0%
2007	\$269.3	\$55.0	20.4%	23.0%	\$15.5	5.7%	5.8%	\$6.0	2.2%	3.0%	\$7.7	2.9%	5.0%	\$1.9	0.7%	3.0%
2006	\$235.0	\$51.3	21.8%	23.0%	\$14.7	6.3%	5.8%	\$4.7	2.0%	3.0%	\$6.9	2.9%	5.0%	\$1.6	0.7%	3.0%
2005	\$222.6	\$50.3	22.6%	23.0%	\$14.1	6.3%	5.7%	\$4.3	1.9%	3.0%	\$6.3	2.8%	5.0%	\$1.1	0.5%	3.0%
2004	\$210.7	\$46.9	22.3%	23.0%	\$11.9	5.7%	5.7%	\$3.1	1.5%	3.0%	\$5.6	2.7%	5.0%	\$0.7	0.3%	3.0%
2003	\$191.5	\$42.8	22.4%	23.0%	\$12.0	6.3%	5.2%	\$2.2	1.1%	3.0%	\$4.9	2.5%	5.0%	\$0.3	0.2%	3.0%
2002	\$155.8	\$29.9	19.2%	23.0%	\$8.5	5.5%	5.9%	\$1.6	1.0%	3.0%	\$3.9	2.5%	5.0%	\$0.3	0.2%	3.0%
2001	\$132.9	\$25.2	18.9%	23.0%	\$7.5	5.6%	5.0%	\$1.1	0.8%	3.0%	\$2.9	2.2%	5.0%	\$0.2	0.2%	NA

FYs 2008 & 2009 are preliminary / unofficial data and reflect data as shown in the dynamic Small Business Goaling Reports

FYs 2007 and earlier are as reflected on the "static" Small Business Goaling Reports for those years

\* SB-eligible dollars are the dollars remaining in the denominator after SB goaling criteria have been applied



## Acronyms

- AT&L – Acquisition, Technology and Logistics
- CCR – Central Contractor Registration
- COE – Army Corps of Engineers
- DAU – Defense Acquisition University
- DLA – Defense Logistics Agency
- DoD – Department of Defense
- DFARS – Defense Federal Acquisition Regulation Supplement
- DPAP – Defense Procurement and Acquisition Policy
- E.O. – Executive Order
- FAR – Federal Acquisition Regulation
- GPO – Government Printing Office
- MPP – DoD Mentor Protégé Program
- NAICS – North American Industry Classification System
- ODA – Other Defense Agencies
- OSBP – Office of Small Business Programs
- OUSD – Office of the Under Secretary of Defense
- PTAC – Procurement Technical Assistant Center
- SBA – Small Business Administration
- SBLO – Small Business Liaison Officer
- SDVOSB – Service-Disabled Veteran-Owned Small Business
- SECDEF – Secretary of Defense
- VA – U.S. Department of Veteran's Affairs
- VSO – Veteran Service Organization

# SENATE COMMITTEE REPORT

DATE: 2/18/10

FURTHER:

DATE TURNED  
IN TO OFFICE: 3/2/10

State Affairs Committee considered CS FOR HOUSE JOINT RESOLUTION NO. 16(L&C)

## HJR 16 DISABLED VETERANS PROCUREMENT PREFERENCE

Relating to federal procurement preferences for small businesses in the state that are owned and controlled by service-disabled veterans.

and recommends:

be replaced with  SCS or  CS \_\_\_\_\_ (\_\_\_\_\_)

adopt previous  SCS or  CS \_\_\_\_\_ (\_\_\_\_\_)

attached amendment(s)

adopt \_\_\_\_\_ Letter of Intent

further referral to \_\_\_\_\_ Committee

<b>SENATE BILL:</b>	
<input type="checkbox"/>	Same Title
<input type="checkbox"/>	New Title
<hr/>	
<b>HOUSE BILL:</b>	
<input type="checkbox"/>	Same Title
<input type="checkbox"/>	Technical Title Change
<input type="checkbox"/>	New Title w/ SCR # _____

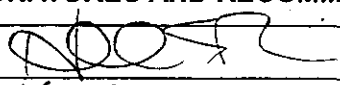
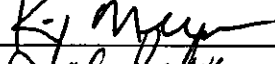
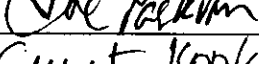
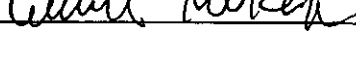

**NEW FISCAL NOTE(S):**

**PREVIOUS FISCAL NOTE(S):**

Department	Date	Fiscal	Indet.	Zero	FN#

Department	Date	Fiscal	Indet.	Zero	FN#
H.RLS	02/17/10			X	2

APPROPRIATION - no fiscal note

SIGNATURES AND RECOMMENDATIONS:	PRINTED LAST NAME	DO PASS	DO NOT PASS	NO REC	AMEND
	French	✓			
	Meyer	X			
	PASKVAN	X			
	Kooches	X			
CHAIR: 	MENARD	X			