ECONOMIC IMPACT

NELLIS/CREECH/NTTR

- 40K MIL/CIV/Reservist/Dependents personnel
- $1.2B annual payroll
- 6,000 indirect jobs = $261.6M annual value
- $5.1B total annual impact on Las Vegas area
- Ample contracting opportunities

Enable Success Through Innovative Base Support
Total: $148.5M
Excluded: $4.7M / 3.1% (Mandatory sources)
Eligible: $143.8M / 96.9%

Enable Success Through Innovative Base Support
FY14 CONTRACT DISTRIBUTION

Total: $148.5 M

- CONSTRUCTION: $29,262,387.00 (20%)
- COMMODITIES: $23,395,667.01 (16%)
- SERVICES: $95,561,716.25 (64%)

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WHY SMALL BIZ

 SBs hold more patents than all of the nation’s universities and largest corporation combined

 SBs create two thirds of all private sector jobs, employing half of all working Americans

 Federal Govt is the largest buyer in the world, spending over $500B yearly—common sense to contract with SB…
   SBs gets the revenue they need to create jobs and drive the economy forward, and the federal agencies get the creativity, innovation and technical expertise of SBs
**SMALL BIZ PROGRAM**

<table>
<thead>
<tr>
<th>Congressional mandated small business goals for all federal agencies and very large federal prime contractors:</th>
<th>Contracts between $3K - $150K are reserved for small biz unless dissolved by the CO</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAJCOM set installation goals</td>
<td></td>
</tr>
<tr>
<td>Contracts over $150K are set-aside for small biz if CO expects to obtain competitive offers from 2+ small biz</td>
<td>Small business subcategories:</td>
</tr>
<tr>
<td></td>
<td>▪ HUBZone small biz</td>
</tr>
<tr>
<td></td>
<td>▪ Disadvantaged small biz</td>
</tr>
<tr>
<td></td>
<td>▪ Women-owned small biz</td>
</tr>
<tr>
<td></td>
<td>▪ Service-disabled vet-owned small biz</td>
</tr>
</tbody>
</table>
### FY14 SB GOAL ACHIEVEMENTS

Total Dollars: $148.5 M  
Excluded: $4.7 M  
Eligible Dollars: $143.8 M (Excludes mandatory govt sources $)

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal %</th>
<th>Achievement %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>59.9%</td>
<td>61.46%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>40%</td>
<td>37.86%</td>
</tr>
<tr>
<td>Woman-Owned Business</td>
<td>12%</td>
<td>11.73%</td>
</tr>
<tr>
<td>HUBZone Business</td>
<td>12%</td>
<td>12.59%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>18%</td>
<td>21.46%</td>
</tr>
</tbody>
</table>
## SMALL BUSINESS 4-YR TREND

<table>
<thead>
<tr>
<th>FY 11 eligible - $149,587,823</th>
<th>%Goal/Ach</th>
<th>FY 12 eligible - $146,702,187</th>
<th>%Goal/Ach</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB - $87,499,466</td>
<td>60/58.49</td>
<td>SB - $83,228,324</td>
<td>60/56.7</td>
</tr>
<tr>
<td>SDB - $54,895,379</td>
<td>40/36.70</td>
<td>SDB - $60,298,192</td>
<td>40/41.1</td>
</tr>
<tr>
<td>WOB - $7,779,288</td>
<td>12/5.20</td>
<td>WOB - $21,170,925</td>
<td>12/14.4</td>
</tr>
<tr>
<td>HUBZone - $11,308,895</td>
<td>12/7.56</td>
<td>HUBZone - $17,356,338</td>
<td>12/12</td>
</tr>
<tr>
<td>SDVOB - $13,704,027</td>
<td>9.6/9.16</td>
<td>SDVOB - $18,182,082</td>
<td>9.6/12.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>FY 13 eligible - $115,511,255</th>
<th>%Goal/Ach</th>
<th>FY 14 eligible - $143,793,959</th>
<th>%Goal/Ach</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB - $68,008,972</td>
<td>59.5/58.88</td>
<td>SB - $88,374,827</td>
<td>59.9/61.46</td>
</tr>
<tr>
<td>SDB - $47,839,992</td>
<td>40/41.42</td>
<td>SDB - $54,433,229</td>
<td>40/37.86</td>
</tr>
<tr>
<td>WOB - $14,835,803</td>
<td>12/12.84</td>
<td>WOB - $16,861,435</td>
<td>12/11.72</td>
</tr>
<tr>
<td>HUBZone - $14,128,444</td>
<td>12/12.23</td>
<td>HUBZone - $18,100,640</td>
<td>12/12.59</td>
</tr>
<tr>
<td>SDVOB - $26,229,437</td>
<td>10/22.71</td>
<td>SDVOB - $30,860,715</td>
<td>18/21.46</td>
</tr>
</tbody>
</table>

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**FY14 SB CONTRACT $**

Total: $88,374,827.32

- FL: $21,606,916.73
- NV: $17,925,969.12
- CA: $8,663,601.61
- VA: $8,662,789.00
- ID: $8,231,637.78
- Other: $23,323,913.08

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**FY14 TOP TEN CONTRACT $$**

Top 10 States: $133,871,658.18

- **TEXAS**
- **FLORIDA**
- **NEVADA**
- **CALIFORNIA**
- **VIRGINIA**
- **IDAHO**
- **COLORADO**
- **MARYLAND**
- **UTAH**
- **MISSISSIPPI**

NV: $20,854,329.47
Q. How to do business with Nellis?
A. Register w/ the govt, have capacity, character, credit, and submit quotes, proposals or bids

Q. How is Nellis is doing awarding contracts to SBs?
A. Nellis annual awards to SB = $82.7M over past 4 yrs

Q. What is the single most important factor in winning a federal contract?
A. Price! And “exploit your comparative advantage
HOW TO GET STARTED

✓ Vendors must be registered in [www.sam.gov](http://www.sam.gov)
✓ Check [www.fbo.gov](http://www.fbo.gov) procurement opportunities
✓ Check [www.selltoairforce.org](http://www.selltoairforce.org) AF Long Range
✓ Acquisition of recurring service contracts
✓ Check [www.fpds-ng.gov](http://www.fpds-ng.gov) Sub-contracting Opportunities
✓ Don’t forget Non-appropriated fund activities
✓ Schedule capability briefings
✓ Attend outreach events

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POINTS OF CONTACT

99 Contracting Squadron

- Lt Col Christopher Kay – Cmdr (702-652-4003)
- Mr George Salton – Deputy Director (702-652-4003)
- Mr Gil Cano – Chief Construction Flt (702-652-2531)
- Mr. Ed Gutierrez – Chief Ops Spt Flt (702-652-2531)
TAKE AWAYS

- HIGH ECONOMIC IMPACT
- NEEDS OF A SMALL CITY
- ROBUST SMALL BUSINESS PROGRAM
- HIGHLY COMPETITIVE
- MUST REGISTER TO PLAY
- DO MARKET RESEARCH

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