

56th FIGHTER WING >>>>>

LUKE AFB



OVERVIEW

- Small Business Program and Goals
- Doing Business with the Air Force
- Tips
- 56th Contracting Squadron Potential Opportunities
- Prime Contractor Information
- Strategic Contracts
- Small Business POCs



SMSgt Mikhail Andrade
SENIOR ENLISTED LEADER

Lt Col Christopher James
COMMANDER

Ms. Mary Peetz
DIRECTOR OF BUSINESS
OPERATIONS/SMALL BUSINESS
SPECIALIST

**PLANS AND PROGRAMS
FLIGHT- GPC & QAPC (PKP)**

**ACQUISITION FLIGHT-
SERVICES/COMMODITIES
(PKA)**

**ACQUISITION FLIGHT-
CONSTRUCTION (PKB)**

Ms. Jo Ball
PKP FLIGHT CHIEF

Mr. Eric Hinsch
PKA FLIGHT CHIEF

Mr. Chad LaValley
PKB FLIGHT CHIEF

TEAM 1
**Ms. Marissa
Cabiness**
GPC

TEAM 2
Mr. Joe Anaya
QAPC

SERVICES TEAM 1
Ms. Sara Lackey
TEAM LEAD

SERVICES TEAM 2
Ms. Jackie Aranda
TEAM LEAD

COMMODITIES
TSgt Chris Gallagher
TEAM LEAD

INFASTRUCTURE 1
Ms. Jenn Kirsch
TEAM LEAD

INFASTRUCTURE 2
Mr. Dave Seifert
TEAM LEAD

**FIGHTER COUNTRY
SPARKS**
(Innovation) Cell

SMALL BUSINESS SPECIALIST DUTIES



First point of contact for vendors

Contracting Squadron Small Business (SB)
Advisor

Monitor and assess SB goals

Advise Contracting Squadron on goals, issues,
and concerns

Train contracting personnel and contractors on
SB matters

Help conduct/provide training on market
research



FY 24/25 SMALL

BUSINESS RESULTS

	FY24 Goals	FY24 Actuals \$91.9M	FY25 Goals	FY25 Actuals \$26.7M (YTD)
Small Business	86.57%	82.41%	82.07%	80.76%
Small Disadvantaged Business	73.35%	70.22%	69.97%	71.56%
HUB Zone	4.52%	12.00%	8.41%	11.07%
Women Owned	12.46%	20.13%	20.13%	16.46%
Service Disabled Vet	9.14%	10.55%	12.09%	16.05%

	DOLLARS	%
ARIZONA	16,732,260	18.20%
OTHER STATES	75,230,307	81.80%
OUT OF COUNTRY	0	0
TOTAL	\$91,962,567	

COUNTY	DOLLARS
APACHE	-
COCHISE	\$221,142
COCONINO	-
MARICOPA	\$16,342,773
MOHAVE	-
PIMA	\$150,549
PINAL	-
YAVAPAI	\$17,796
YUMA	-
TOTAL	\$16,732,260

FY 24 ECONOMIC
IMPACT >>>>>



DOING BUSINESS WITH THE AIR FORCE

IDENTIFY YOUR PRODUCT OR SERVICE

- Know the Federal Supply Classification (FSC) Code and North American Industry Classification System (NAICS) Code for your product or service.
- Many government product/service listings and future procurements are identified by FSC (www.dlis.dla.mil/h2) or NAICS Code (www.census.gov/naics)

REGISTER IN THE GOVERNMENT DATABASE

- System for Award Management: www.sam.gov
 - Obtain a Unique Entity Identifier (UEI)
 - Core data (Name, address, org type, financial information)
 - Assertions (NAICS, size metrics)
 - Reps & Certs
 - SBA Dynamic Small Business Search



DOING BUSINESS WITH THE AIR FORCE

FAMILIARIZE WITH FEDERAL, DOD, & AIR FORCE CONTRACTING PROCEDURES

- Be familiar with Federal Acquisition Regulation (FAR) and the Defense Federal Acquisition Regulation Supplement (DFARS) <http://acquisition.gov>

IDENTIFY THE AIR FORCE CONTRACTING ACTIVITY THAT PURCHASES YOUR PRODUCT OR SERVICE AND CONTACT THE SMALL BUSINESS SPECIALIST ON-SITE

- All Air Force Contracting activities are decentralized
- Each Contracting Office purchases supplies and services that support its own mission
- Each buying activity has a Small Business Specialist (<http://www.airforcesmallbiz.af.mil/>)
home page: provides a list of small business specialists assigned to each buying activity



DOING BUSINESS WITH THE AIR FORCE

IDENTIFY CURRENT & FUTURE AIR FORCE PROCUREMENT OPPORTUNITIES

- Requirements above \$25K will be posted to www.sam.gov
- Commercial supply & service requirements available under a GSA
- Federal Supply Schedule (FSS) will be posted using e-Buy at www.gsa.gov
- Requirements between \$15K - \$25K may be posted on our FACEBOOK page under 56th Contracting Squadron: Luke Air Force Base, AZ



DOING BUSINESS WITH THE AIR FORCE

COMPANY PROFILE

- Develop a 1-2 page summary of your companies capabilities.
 - Include, relevant expertise and experience, references with federal agencies, registrations,
 - NAICS, representations & certifications
 - Present your capabilities directly to the federal activities & large prime contractors that buy your products & services
- E-mail to mary.peetz@us.af.mil



DOING BUSINESS WITH THE AIR FORCE

MARKET YOUR FIRM

- Present your capabilities directly to the federal activities and large prime contractors that buy your products and services
- Attend procurement conferences and business expos
- Attend Business Matchmaking events
- If you do not have a presence on Luke AFB, consider Teaming Opportunities.

TIPS - RESPONSIVENESS

Watch SAM.GOV, GSA e-buy or 56th Contracting Squadron Facebook page for announcements (sources sought, pre solicitations, & solicitations)

Be willing to compete

Ensure you have the appropriate North American Industry Classification System (NAICS) for the services and products that you provide

Keep your Small Business Dynamic Search information updated, key words are important

Ensure you respond to contractor Performance Assessment Reporting Systems (CPARS) request – Identify permanent staff to respond

Statement of Capabilities are a great marketing tool

TIPS - COMPETING >>>>>



READ the entire solicitation & performance work statement



COMPLY with the evaluation factors - Evaluation factors tell you how the Gov't will evaluate your proposal



ATTEND site visits/pre-proposal conferences



ENSURE you have the necessary certifications & bonding



UTILIZE valid past performance references





SERVICE CONTRACTS

- Luke Days Open House – March 2026 – Ground Logistics
 - Tables, chair, tents, Port a Potties, Fencing, etc
- Base Telephone Services (BTS) (FY25)
- Vehicle Barrier Maintenance (FY25)

CONSTRUCTION CONTRACTS

- Multiple Award Construction Contract (MACC) FY26/27
- A&E Multiple Award (FY25)
- Subcontracting Opportunities



56 CONS POTENTIAL OPPORTUNITIES

PRIME CONTRACTOR INFORMATION



Gila Bend Air Force Auxiliary Field & Gila Bend Barry Goldwater Range

Tunista Services LLC Rick Carr (623) 810-5800 (expires 30 Sep 26)

Airfield/Base Paving IDIQ

MRM Construction, Marie Torres, (602) 340-0378 (expires 3 Jun 29)

Simplified Acquisition Base Requirements (SABER)

Four Tribe Enterprises LLC, John Megna 805-714-8330 (expires 11 Jul 27)

Maintenance and Repair IDIQ (M&R) - Diversified Maintenance Systems (DMS)

Kevin Beck, (801) 487-4043 (expires 2 Aug 26)



Worldwide Engineering and Construction (WE&C)

This program includes a of a full range of design, construction and engineering activities necessary to meet Air Force and other customer requirements at various Government installations.

STRATEGIC CONTRACTS



Roofing Repair, Replacement & Maintenance (R3M)- Southwest

The purpose of this program is to acquire commercial roof replacement, preventative maintenance, corrective repair, and inspection/testing services. The mandatory use is for USAF installations that are geographically located within the CONUS and Alaska.



GOVERNMENT PURCHASE CARD (GPC)

- Used by the Federal Government to purchase mission-essential supplies and services
- Authorized for “Appropriated Funds” only



\$2,500

TOTAL PER YEAR

Recurring services
If more than
\$2,500/year, a Form 9 is
required for contract/BPA



\$2,000

PER PROJECT

Construction



\$10,000

RESTRICTION

Supplies and Equipment
GPC is mandated for
purchases

BELOW \$10,000

With Contracting Officer
approval, occasionally
purchases can be made up
to \$2,500 on a pre-price
vehicle such as GSA



\$2,500

PER TRANSACTION

Non recurring services
one time, unpredictable,
or occasional

GOVERNMENT PURCHASE CARD (GPC)



Copying & Printing Services
(Can't buy commercially-
Defense Automated
Printing Service (DAPS))



Individual
Clothing,
Equipment, &
Supplies



Cable &
Satellite
Services



Vehicle
Maintenance
Equipment &
Supplies



Office
Supplies



Janitorial Supplies

WHAT IS LUKE AFB PURCHASING ON GPC?



Training
up to
\$25,000



Cell Phone Services
(Can't buy commercially-
Blanket Purchase
Agreement)



Construction
Equipment &
Supplies



Medical/Dental
Equipment &
Supplies



Computer
Equipment &
Supplies (Can't buy
commercially-
2GIT)

NAF AND OTHER CONTRACTING ENTITIES

Non-Appropriated Funds (NAF)
856-4906

623-

Army/Air Force Base Exchange (AAFES)
935-2671

623-

Defense Commissary Agency

623-856-3821

Army Corp of Engineers (COE)

623-536-2225

AT LUKE

RESOURCES

- **SBA AZ District Office**, 4041 N Central Ave. Suite 1000 Phx
- **Procurement Technical Assistance Center (PTAC)**
 - Native American Chamber of Commerce, Chandler
 - Glendale Community College, Glendale
- **Small Business Development Center (SBDC)**
 - Gateway College, Phx
- **SCORE** - A national non-profit organization that counsels business owners and aspiring entrepreneurs
- **Arizona Minority Business Development Center (MBDC)** –
 - 1020 East Missouri Ave. Phoenix



LUKE AFB SMALL BUSINESS OFFICE

56th CONTRACTING SQUADRON >>>>>>

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Manager

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www.luke.af.mil