The JPL Acquisition Division’s Small Business Programs Office (SBPO) hosted its 2nd Annual Historically Black Colleges and Minority Serving Institutions (HBCU-MSI) Outreach Initiative on August 2-3, 2017 held in Pasadena as part of the Laboratory’s ongoing efforts to support the HBCU-MSI communities.

This outreach event provided a coordinated experience to educate the HBCU-MSI research community on the different contract vehicles available in hopes of creating a match on current and future research projects and programs executed at JPL.

Felicia Bell, the Small Business Programs Office Manager, gave a welcoming presentation to the representatives of the educational institutions and guests.

The opening greeting was followed by the Acquisition Division Deputy Division Manager, Andre Stefanovich, who also greeted the attending guests, acknowledged his Alma Mater; California State University Los Angeles and introduced Deputy Director Larry James who also gave a welcoming address.

This two-day event provided an opportunity for JPLers from the Engineering and Science directorate to meet one-on-one with the HBCU-MSI college/university representatives to gain an understanding of their research areas and capabilities.

There were various speakers who gave presentations that covered NASA’s socio-economic subcontracting goals and accomplishments, explaining what the terms of a contract agreement with JPL means to defining the differences between the structure of the NASA SBIR/STTR (Small Business Innovation Research/Small Business Technology Transfer) programs and defining the participating federal agencies that fund the programs.

A total of fourteen colleges and universities from across the U.S., including the Virgin Islands were in
The SBPO team and attendees took the opportunity to pose for a photo op.

The annual NASA HUBZone Industry Day took place at the Air Force Space Command’s Space and Missile Systems Center at the Los Angeles Air Force Base in El Segundo, CA on August 8, 2017.

A total of 145 people attended the Industry Day; which included NASA Small Business Specialists, facility employees and over 75 various socio-economic business representatives.

Representatives from the U.S. Small Business Administration addressed legislative updates on the HUBZone Program, Challenges of Maintaining HUBZone Certifications, Utilizing Joint Ventures, and the All Small Business Mentor-Protégé Program.

There was also a panel session with four successful HUBZone firms who spoke on Lessons Learned from Doing Business with the Air Force and NASA from the perspective of a HUBZone.

Along with two Matchmaking sessions, morning and afternoon breakout sessions were provided giving small businesses the opportunity to network and ask questions to the NASA representatives regarding the topics of SBIR/STTR overview and strategies to compete as well as “What Small Businesses need to know about Social Media.”

Representatives from the nine NASA Field Centers, including JPL were present:

- Ames Research Center,
- Armstrong Research Center
- Glenn Research Center,
- Goddard Space Flight Center,
- Johnson Space Center,
- Kennedy Space Center,
- Langley Research Center,
- Marshall Space Flight Center, and
- Stennis Space Center
A Special Site Visit to AMRO Fabricating  
August 9, 2017

In conjunction with the HUBzone Industry Day, NASA representatives participated in a site visit at AMRO Fabricating Corporation in South El Monte, CA. As a manufacturer of various space parts, AMRO is currently providing fabrication services on the window panel of the NASA Orion 2 spacecraft as a sub to Lockheed Martin.

The event also included AMRO’s celebration of handing over the window panel of the spacecraft to Lockheed Martin for its next step in assembly as it prepares to take the first astronauts beyond low Earth orbit on Exploration Mission-2. The Orion crew module will journey farther than any human has ever travelled!

Everyone also had the pleasure of meeting Astronaut Lee Morin who served on the spacewalking (EVA) crew of STS-110 in 2002 and has logged more than 259 hours in space, including over 14 spacewalk hours. Morin has been working as a consultant for the Orion spacecraft window panel.

DoD Western Regional Council Meeting  
August 24, 2017

DoD Western Regional Council (DWRC) for Small Business Education and Advocacy - Quarterly Training Meetings

As a member of the DWRC, Mary Helen Ruiz of the JPL SBPO attended the general membership meeting on August 24, 2017 held in conjunction with the Navy Gold Coast Conference. Over 75 members participated in this interactive meeting hosted by Northrop Grumman in San Diego, CA.
The council provides a forum for small business professionals representing the federal government, industry (small business liaison officers) and resource partners with opportunities to gain small business education and training, promote advocacy and collectively address issues pertaining to federal small business programs.

The agenda presented topics of interest from the Department of the Navy on OSBP Updates; Legislative Updates on the SBA HUBZone Program; Subcontracting Policy from the DoD OSBP; SBLO Handbook Panel Discussion; and moderated discussions from the Defense Acquisition University on “Conflicts between the FAR and SBA Regulations: Which Governs?” to capability briefings from invited small businesses.

The Council promotes active participation in one of five established committees: Council Interface; Education; Public Relations/Membership; Small Business Awareness; and Recognition, each with a specific role and responsibilities. Time allotted on the agenda is for committees to meet and report out their activities during a networking lunch.

The next training meeting tentatively planned in January 2018 will end fiscal year 2017 on a celebratory note.

For more information visit www.dod-wrc.org

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**JPL Industry Council - Guest Speaker**

**September 20, 2017**

On September 20, 2017, a special council meeting was facilitated by the Small Business Programs Office. JPL Deputy Director for the Engineering & Science Directorate (ESD), Jordan Evans, met with the Small and Large Business Council members to discuss insights into the funding profiles of future projects.

Before becoming Deputy Director he served as the Division Manager for Division 35, Mechanical Engineering, Fabrication and Test.

Prior to joining JPL, he worked at NASA on missions at Goddard Space Flight Center in Greenbelt, MD as well as industry positions such as the Deputy Program Manager/Chief Engineer for the Gamma-Ray Large Area Space Telescope (GLAST/FERMI) Space Observatory and a Systems Engineer for Hubble WFC-3.

Evans holds a BS in Aerospace Engineering from San Diego State University.

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**NASA Seattle Procurement Technical Assistance Center (PTAC) Outreach**

**September 26, 2017**
The Aerospace Small Business Industry Day in partnership with NASA attracted 200 small and diverse firms for a day of learning and networking with NASA representatives from several NASA centers as well as NASA Primes.

The event kicked off with Richard Mann, Program Manager at NASA’s Office of Small Business Programs, providing a Doing Business with NASA overview. This was followed by a panel that included NASA’s Jet Propulsion Lab, Johnson Space Center, Kennedy Space Center, and Marshall Space Flight Center. Firms also learned how to become a NASA Innovator with representatives from Johnson Space Center, JPL, Kennedy Space Center, and Marshall Space Flight Center.

Primes included The Boeing Company, Lockheed Martin Corporation, Teledyne Brown Engineering, Sierra Nevada Corporation and JACOBS. The formal presentations were followed by one-on-one meetings where firms had an opportunity to share their capabilities with NASA representatives and primes.

The event was made possible through a partnership with NASA, Washington PTAC and their sponsors.

“Washington PTAC was delighted to host the event and provide an opportunity for Washington State’s highly capable engineers and manufacturers to learn how to participate more in the NASA supply chain” commented Tiffany Scroggs, program director for the Washington Procurement Technical Assistance Center.

Emerging Leaders Program
October 4, 2017

Christopher Holman
Three staff members of the JPL SBPO attended the Emerging Leaders Program on October 4, 2017 that was held at the Los Angeles District Small Business Administration Office in Glendale, CA.

The Facilitator and Host of the event was Christopher Holeman, Business Opportunity Specialist, of the Small Business Administration (SBA) office. Marty Shea, Founder and Executive Coach, of K2 Business Coaching in Temecula, CA was the instructor throughout the program.

The SBA Emerging Leaders Initiative is a federal training initiative that specifically focuses on executives of businesses poised for growth in historically challenged communities. The initiative provides these executives with the organizational framework, resource network, and motivation required to build sustainable businesses and promote the economic development within urban communities. Topics such as "How to Successfully Navigate the Gov't Contracting Arena, How to Leverage Anchor Institutions to Grow Your Business and Writing Your 3 Year Strategic Plan were covered.

SBA’s outreach in these communities has resulted in entrepreneurial success that generates new jobs, attracts investment, and provides a more sustainable economic base in distressed areas. The Emerging Leaders Initiative has aided over 4,000 small business owners in sustaining and growing their businesses.

A total of fifteen small businesses were in
attendance and staff members from the JPL SBPO office, Northrop Grumman, General Services Administration, Los Angeles Unified School District and the LA Housing Authority served as Panelists to respond to questions posed by the small business representatives.

Small Business Spotlight

JPL recently began working with LEDA Corporation as a Supplier for various parts and adapters. LEDA Corporation is a disadvantaged woman-owned small business with 25 employees.

Their specialty is electrical/mechanical design/engineering and manufacturing. They also manufacture complex cable harness assemblies, printed circuit board assemblies, box builds and rack/chassis assemblies.

LEDA’s capacity is geared toward prototype to small and medium production. They also manufacture Flight, Space, Shipboard, Ground Support, and Test Equipment Hardware.

Their cable harness capability includes automated and semi-automated cutting and crimping equipment and high speed automated testing equipment.


LEDA is a privately owned family business; President Joseph Tung, wife and CFO Dorothy Tung and son Vice President David Tung operate LEDA.

Joseph, an electrical engineer, graduated from Southern Methodist University (SMU). Prior to starting LEDA, he worked at companies such as Boeing and Lockheed and supported engineering for projects such as Apollo, guidance programs and commercial aircrafts.

LEDA has been in business in Huntington Beach, CA for 32 years.

Visit www.ledacorp.net for more information.

LEDA Corporation, 7080 Kearny Drive, Huntington Beach, CA 92648
(714) 841-7821
Website: www.ledacorp.com

Mentor-Protégé Program

The JPL SBPO established a Mentor-Protégé Program to expand the diversity of the Laboratory’s supplier base and to maintain the Laboratory’s commitment to enhance and
increase small business utilization. The program is designed to provide participants with access
to tools, resources and training in business development, infrastructure, technical expertise
and procurement performance.
The program seeks to achieve the following:
1. Expand the diversity of the supplier base
2. Enhance the technical capability of small businesses to successfully bid and manage
   subcontracts with the Laboratory and compete in the federal and prime contractor
   sectors.
3. Increase dollars awarded to small business through establishing Mentor-Protégé
   subcontracts on a non-competitive basis; and
4. Increase dollars awarded to small businesses and meet and exceed socioeconomic goals
   through the successful training of potential suppliers and through awarding
   subcontracts to small businesses.
One of the main target areas is the Engineering & Science Directorate as a means of gaining
funding or sponsorship of a subcontract. In addition, the SBPO works to highlight the
effectiveness of the Mentor-Protégé Program for establishing partnerships with future suppliers;
providing exposure to technological innovations of small businesses, and demonstrating their
overall impact on JPL programs and missions.
The SBPO also partners with:
1. Small Business Innovative Research/Small Business Technology Transfer (SBIR/STTR)
   Program to include Phase II companies in the program. Participation of Phase II
   companies will assist the Lab’s quest to enhance research and development while
   mentoring new or emerging small businesses.
2. JPL Education Office to include Historically Black Colleges and Universities and Minority
   Institutions (HBCU/MI) to strategize methods to fund an HBCU/MI Mentor-Protégé
   agreement.
For additional details on the JPL Mentor-Protégé Program, please contact us at
smallbusiness.programsoffice@jpl.nasa.gov

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**Procurement News**

**Janitorial Services**

Procurement Type: Small Business Set-Aside  
NAICS Code: 561720  
Maximum Award Term: Ten (10) years  
Contract Value Estimate: $40M-$50M  
Request for Proposal (RFP) Release: TBD  
Proposals Due: TBD  
Source Selection: TBD  
Subcontract Award: TBD  
New Subcontract Operational: TBD

Stay tuned for status updates in the next issue of the SBPO Newsletter.

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**Data Systems Implementation & Operations (DSIO)**

Recompetition for Software/Systems Engineering,  
Operations, Data Management/ Distribution & Support  
Services

Procurement Type (Full and Open or Small Business Set-Aside): TBD  
Current Subcontract Expires: (September 2018):  
JPL intends to extend the period of performance an additional year against the current
Subcontract  
Develop Statement of Work/Scope: In progress  
Request for Information (RFI) Issued:
2nd RFI to be issued before the end of the calendar year as Statement of Work is being revised
Request for Proposal (RFP) Release: TBD
Proposals Due: TBD
Source Selection: TBD
Subcontract Award: TBD
Subcontract Execution: TBD

Stayed tuned for status updates in the next issue of the SBPO Newsletter.

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Exciting FREE Opportunity for Small Business Owners

With Goldman Sachs 10,000 Small Businesses, you will gain practical business skills to help you take your business to the next level. In professional workshops, you will learn from some of the brightest minds in business, learn about access to financial capital, and build a powerful network of professional support. And, if accepted, program tuition will be at no cost to you!

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To learn more, or RSVP for an upcoming local information session webinar, please email 10000sb@lbcc.edu, or call 562.938.5054.

[APPLY TODAY]

Visit our website: www.SoCal10KSB.com

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Upcoming Outreach Events

October 2017
Q & A with SBPO

Welcome to the Q&A with SBPO section of our newsletter! Here we will answer questions submitted to our general email box at smallbusiness.programsoffice@jpl.nasa.gov

We encourage you to submit questions with "Newsletter Q&A with SBPO" in the subject line to be included in our next issue.

JPL Small Business Council

CHAIR - Jay Chhugani, Millenium Engineering & Integration chhugani@meicompany.com
VICE-CHAIR - Eugean Hacopians, Anre Technologies, Eugean@anretech.com
SECRETARY- TBD

JPL Large Business Council

CHAIR - Sharon Bethel, Peraton, sharon.bethel@jpl.nasa.gov
VICE-CHAIR - TBD
SECRETARY - Ron Cummings, Pyro-Comm Systems, rcummings@pyrocomm.com

SBPO Publishing Schedule:

- July - September 2017 - publish date: October 13, 2017
- October - December 2017 - publish date: January 15, 2018
- January - March 2018 - publish date: April 13, 2018
- April - June 2018 - publish date: July 13, 2018
- July - September 2018 - publish date: October 12, 2018

Contact us at smallbusiness.programsoffice@jpl.nasa.gov