



# Federal Aviation Administration

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## Memorandum

Date: JAN 15 2013

To: Michael P. Huerta, Administrator, AOA-1

From: *Pat McNall*  
Pat McNall, Deputy Assistant Administrator, Acquisition and Business, ACQ-1

Prepared by: Fred Dendy, Director, Small Business Development, ACQ-021

Subject: Small Business Policy Statement

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In 2010 there were 27.9 million small businesses in the United States, and 18,500 firms with 500 employees or more. Small firms accounted for 64 percent of the net new jobs created between 1993 and 2011 and hire 43 percent of high-tech workers (such as scientists, engineers, and computer workers). Small businesses are critical to helping the Federal Aviation Administration (FAA) provide the safest, most efficient aviation system in the world. We cannot do our job without them.

A high priority of this Administration is to advance America's economic growth and competitiveness domestically and internationally. The FAA along with the U.S Department of Transportation, supports expanding opportunities and promoting economic growth for all businesses, while especially encouraging and assisting small businesses, socially and economically disadvantaged 8(a) businesses, women-owned businesses, and service-disabled-veteran-owned small businesses. The FAA will help small businesses compete on an equal level by taking the following actions:

- (1) Establishing annual direct Major Procurement Program Goals (MPPG) for small business participation in our procurements, at the prime as well as subcontract level;
- (2) Encouraging prime contractors to take part in the FAA's Mentor/Protégé Program, through which they can mentor minority institutions, including Historically Black Colleges and Universities and Hispanic Serving Institutions, as well as socially and economically disadvantaged and women-owned small businesses;
- (3) Providing FAA's annual procurement forecast at the beginning of each fiscal year;
- (4) Conducting outreach to the small business community to tell them about procurement opportunities at FAA and how to do business with the Agency; and
- (5) Monitoring how well each FAA line of business does in achieving Agency small business goals.

I expect senior management throughout FAA to actively support these actions/goals.

As we lead the 21st century aviation community, we are committed to including small businesses, socially and economically disadvantaged 8(a) businesses, women-owned businesses, and service-disabled-veteran-owned small businesses in the process.

  
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Michael P. Huerta  
Administrator

Date: JAN 18 2013



Federal Aviation  
Administration

## FEDERAL AVIATION ADMINISTRATION SMALL BUSINESS POLICY STATEMENT

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A handwritten signature in black ink, appearing to read "Michael P. Huerta", written over a horizontal line.

Michael P. Huerta  
Administrator

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