



TYAD Industry Day: Guest Speaker

**Ms. Pamela Callicutt,
Deputy Director, Army Office of
Small Business Programs**

12 Apr 16





DEPARTMENT OF THE ARMY
OFFICE OF SMALL BUSINESS PROGRAMS
BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS UTILIZATION



OSBP Brief

April 12, 2016

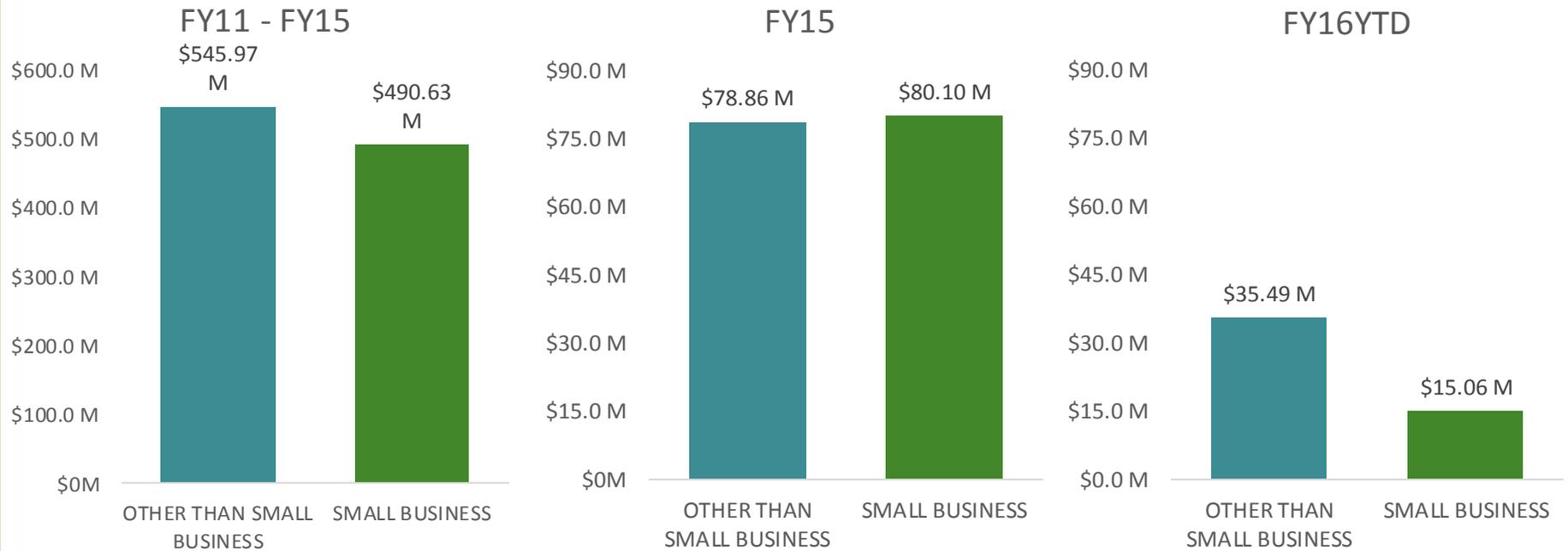
Ms. Pamela Callicutt

Deputy Director, Office of Small Business Programs
Office of the Secretary of The Army





Tobyhanna Small Business Spending



**As of 31 March 2016



Tobyhanna Small Business Spending, 5 Year Summary



Tobyhanna Spending Breakdown by Business Size, FY11 – FY16YTD

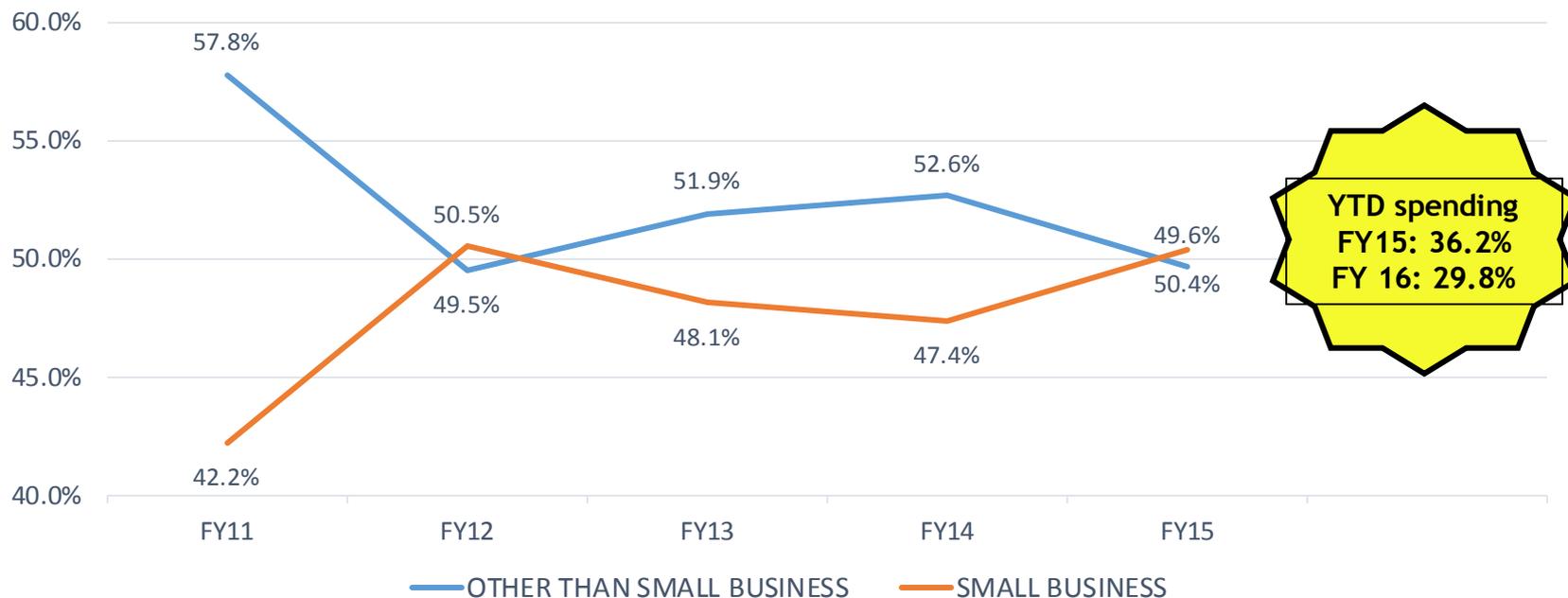
	FY11		FY12		FY13		FY14		FY15		FY16YTD	
	Total \$	Percent	Total \$	Percent	Total \$	Percent	Total \$	Percent	Total \$	Percent	Total \$	Percent
OTHER THAN SMALL BUSINESS	\$146.4 M	57.8%	\$104.5 M	49.5%	\$86.8 M	51.9%	\$129.4 M	52.6%	\$78.9 M	49.6%	\$35.5 M	70.2%
SMALL BUSINESS	\$107.0 M	42.2%	\$106.6 M	50.5%	\$80.5 M	48.1%	\$116.5 M	47.4%	\$80.1 M	50.4%	\$15.1 M	29.8%

**As of 31 March 2016



Tobyhanna Small Business Spending

Yearly Spending Percentage By Business Size Classification

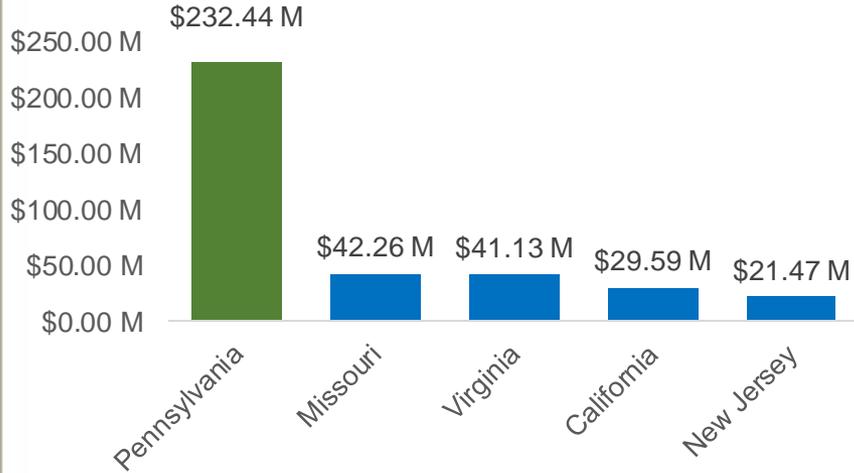


**As of 31 March 2016

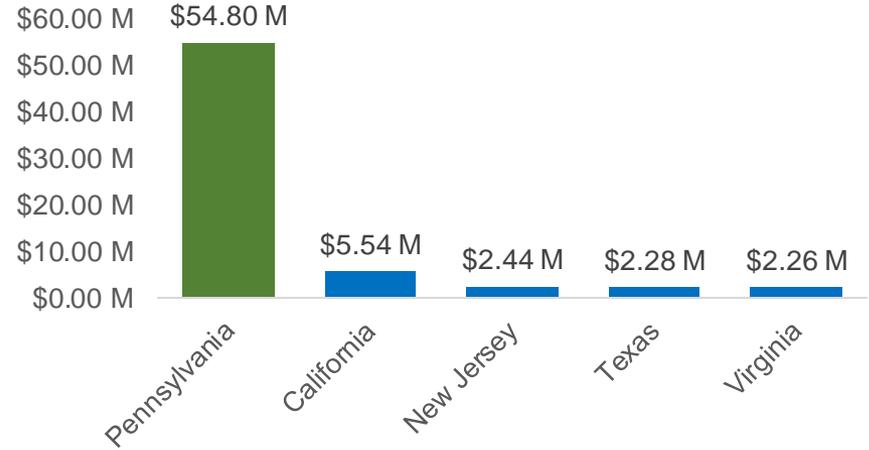


Tobyhanna Local Small Business Spending

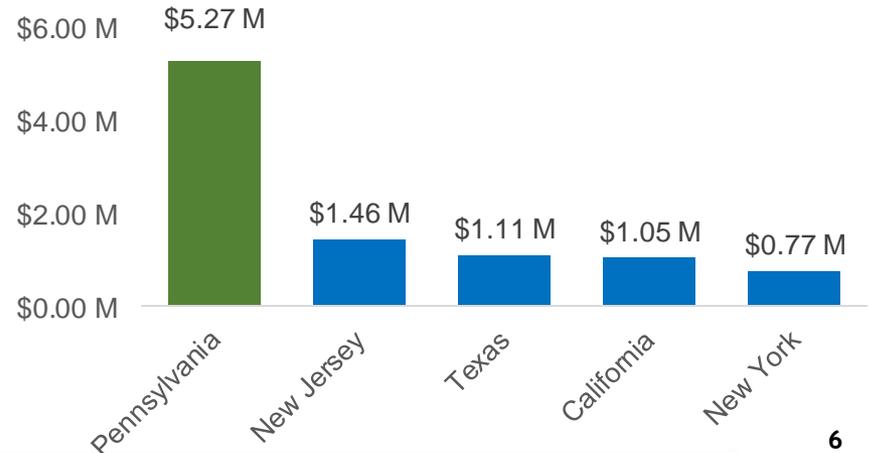
Small Business Spending by State FY11-FY15



Small Business Spending by State FY15



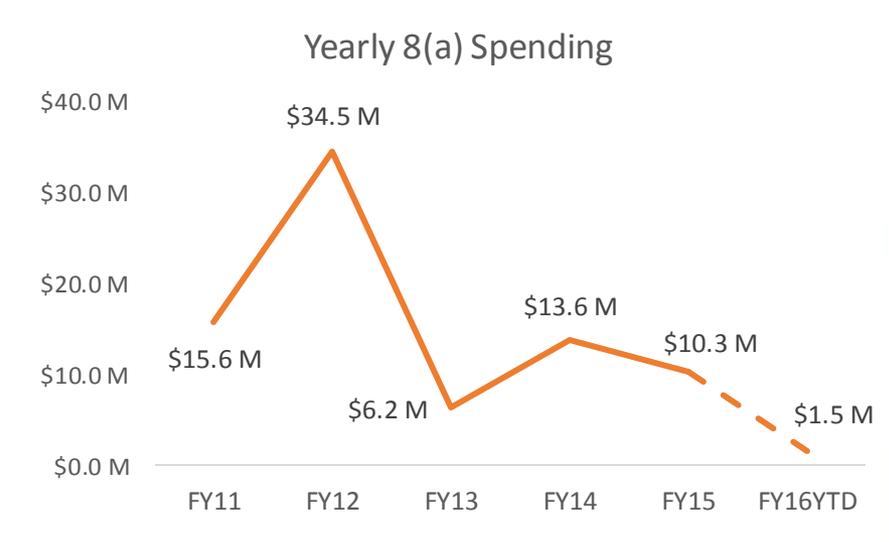
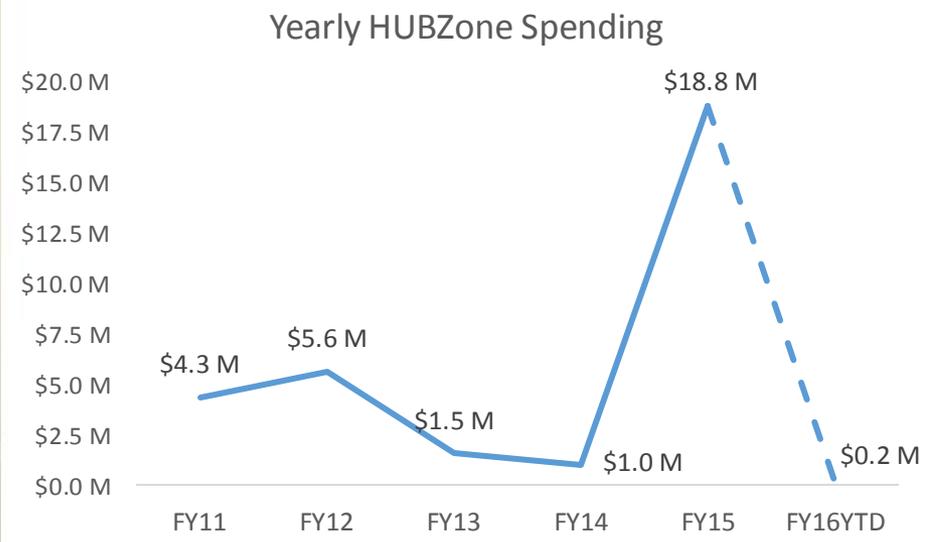
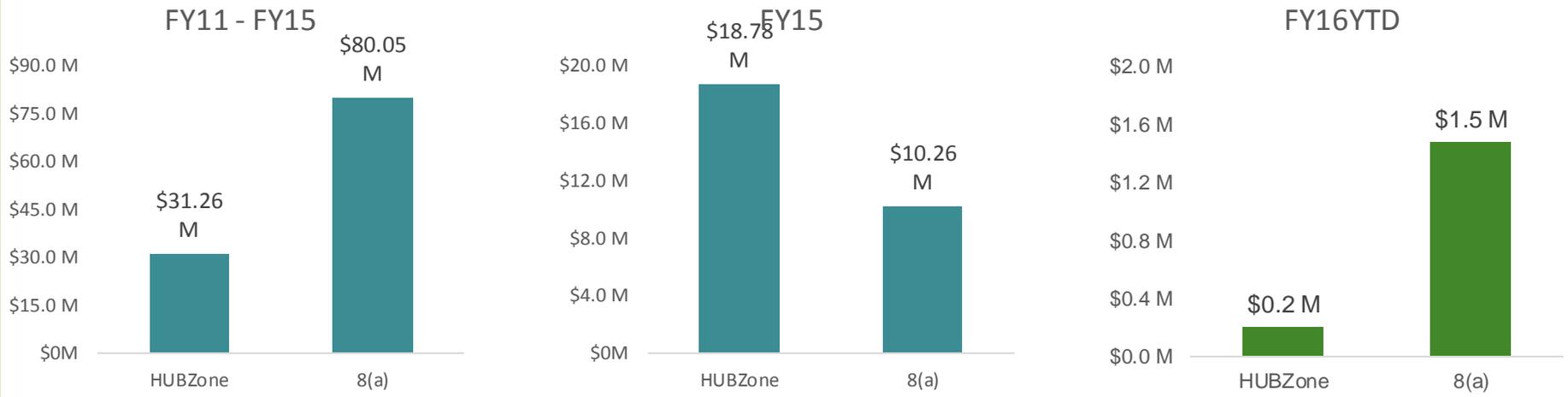
Small Business Spending by State FY16YTD**



**As of 31 March 2016



Tobyhanna HUBZone and 8(a) Small Business Spending



**As of 31 March 2016



Army Services Portfolio & Socioeconomic Goals



FY15 Socioeconomic Goals

Category	Goal	Tobyhanna
SB	26.50%	53.25%
SDB	11.00%	24.11%
WOSB	4.80%	5.71%
SDVOSB	3.50%	9.03%
HUBZone	3.00%	12.50%
Service Portfolio	34.00%	81.23%
SAT	70.00%	75.08%

FY16 YTD Socioeconomic Goals

Category	Goal	Tobyhanna
SB	26.00%	32.60%
SDB	11.00%	7.11%
WOSB	4.80%	4.30%
SDVOSB	3.50%	2.95%
HUBZone	3.00%	0.42%
Service Portfolio	43.52%	23.15%
SAT	68.00%	76.20%

FY15 Service Portfolio Goals

Portfolio	Total SB FY15	FY15 Goal	SB%
KBS	\$1,837,777	30.32%	25.42%
FRS	\$43,509,083	46.07%	97.95%
ECS	\$2,221,556	31.72%	32.14%

FY16 YTD Service Portfolio Goals

Portfolio	Total SB FY16 YTD	FY16 Goal	SB%
KBS	\$702,116	38.81%	4.24%
FRS	\$4,149,296	58.97%	92.73%
ECS	\$330,036	40.61%	24.53%



Army Service Portfolio

By Socioeconomic Category



FY15	Small Business	Small Disadvantaged Business	Woman Owned SB	Service Disabled Veteran Owned SB	HUBZone SB
Knowledge Base Services	\$1,837,777	\$60,983	\$34,622	\$255,014	\$0.00
Facility Related Services	\$43,509,083	\$0.00	-\$17,151	\$10,789,763	\$18,079,728
Electronic & Communication Services	\$2,221,556	\$91,884	\$332,669	\$22,521	-\$66,129
Total	\$47,568,416	\$152,868	\$350,139	\$11,067,299	\$18,013,598

FY16 YTD	Small Business	Small Disadvantaged Business	Woman Owned SB	Service Disabled Veteran Owned SB	HUBZone SB
Knowledge Base Services	\$702,116.35	\$0.00	\$15,470.00	\$2,205.90	\$0.00
Facility Related Services	\$4,149,296.18	\$45,549.00	\$0.00	\$671,832.00	\$0.00
Electronic & Communication Services	\$330,036.34	\$12,896.59	-\$124,115.62	-\$118,145.21	-\$102,655.32
Total	\$5,181,448.87	\$58,445.59	-\$108,645.62	\$555,892.69	-\$102,655.32



Tobyhanna NAICS Summary



Top 5 Small Business NAICS

FY11-FY15	236220 - Commercial and Institutional Building Construction	517110 - Wired Telecommunications Carriers	236210 -- Industrial Building Construction	334111 - Electronic Computer Manufacturing	811213 - Communication Equipment Repair and Maintenance
FY15	236220 - Commercial and Institutional Building Construction	236210 -- Industrial Building Construction	334513 - Instruments and Related Products Manufacturing for Measuring, Displaying, and Controlling Industrial Process Variables	334419 - Other Electronic Component Manufacturing	517110 - Wired Telecommunications Carriers
FY16YTD	238990 - All Other Specialty Trade Contractors	236220 - Commercial and Institutional Building Construction	811490 - Other Personal and Household Goods Repair and Maintenance	334419 - Other Electronic Component Manufacturing	541519 - Other Computer Related Services

**As of 31 March 2016



Tobyhanna Summary



- From FY11 to FY15, Tobyhanna awarded 47.3% of obligations to Small Businesses
 - Over \$490M awarded over the last 5 years
 - In FY15, Small Businesses received 50.4% of obligations
 - For FY16 YTD**, Small Businesses received 28.9% of obligations
- Tobyhanna has awarded the second most Small Business Obligations in Pennsylvania over the last 5 years
- Tobyhanna was amongst the top Contracting Offices in the following:
 - Computer and Peripheral Equipment Manufacturing
 - Semiconductor and Other Electronic Component Manufacturing
 - Wired Telecommunications Carriers
 - Communication Equipment Repair and Maintenance
 - Other Electronic and Precision Equipment Repair and Maintenance

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