



NGAUS



Mini-Industry Day

Blaise Lemke and Bruce VanSkiver



Agenda



Welcome and CAP Introduction



Historical Basis of the Guard



What We Do



From Grassroots to Government



Maximizing Membership



Tailored Procurement



The Guard and Small Business



Resolutions in Action

NGAUS and the NGAUS Corporate Advisory Panel

Bruce VanSkiver
CAP Chair

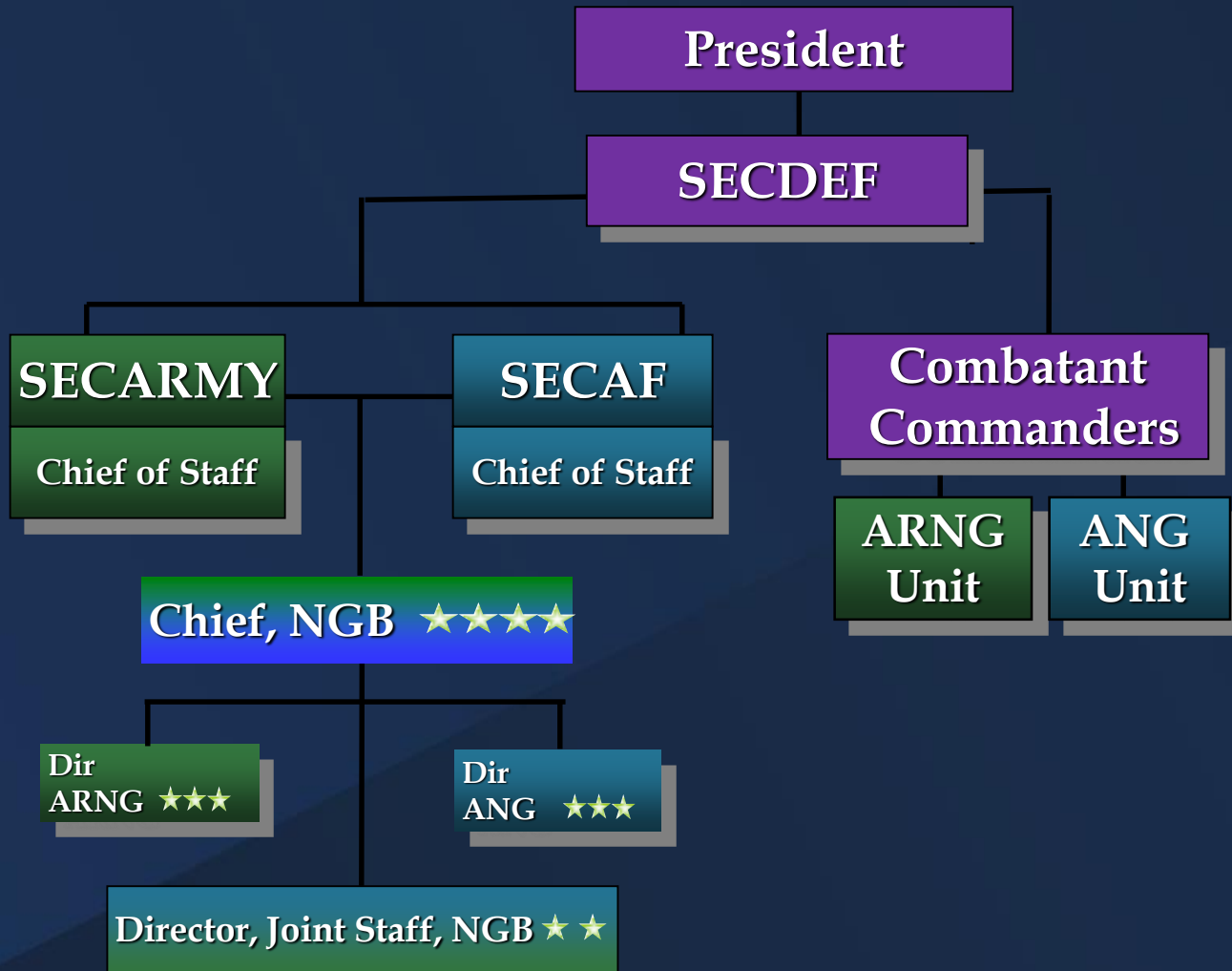
NGAUS and the NGAUS Corporate Advisory Panel

Bruce VanSkiver
CAP Chair

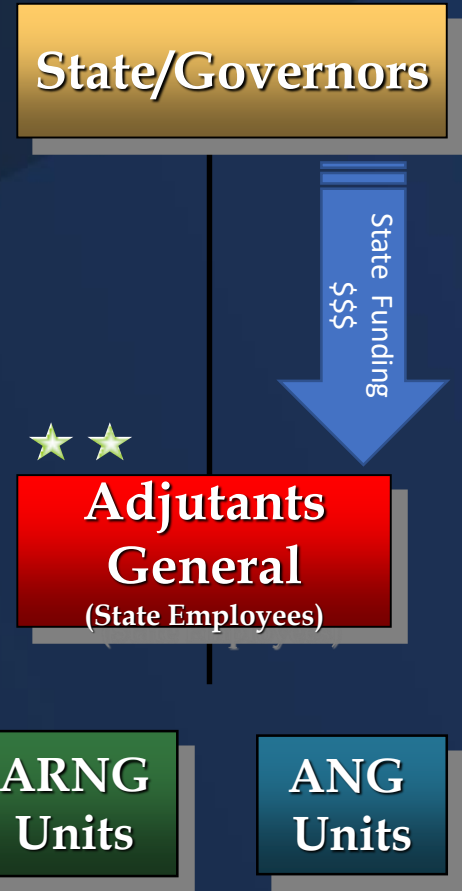
The National Guard

- The National Guard has been defending the nation for over 387 years - Happy Birthday!
- There are 54 separate National Guard organizations in the 50 States, 3 Territories, and the District of Columbia
- Currently there are 325,00 Soldiers authorized in the Army National Guard (ARNG) and 105,00 Airmen in the Air National Guard (ANG).
- The National Guard is in 2,400+ communities across the nation and has a footprint on almost every Air Force Base in the United States
- The National Guard is a “Dual Status” organization with a Federal and State mission - funding originates from both the USG and state governments
- The Federal mission is to serve as the operational reserve component of the Army and the Air Force
- The State mission is to respond to domestic and homeland security emergencies under the Command and Control of the Governor

The National Guard



Title 10/Federal Active Duty Status



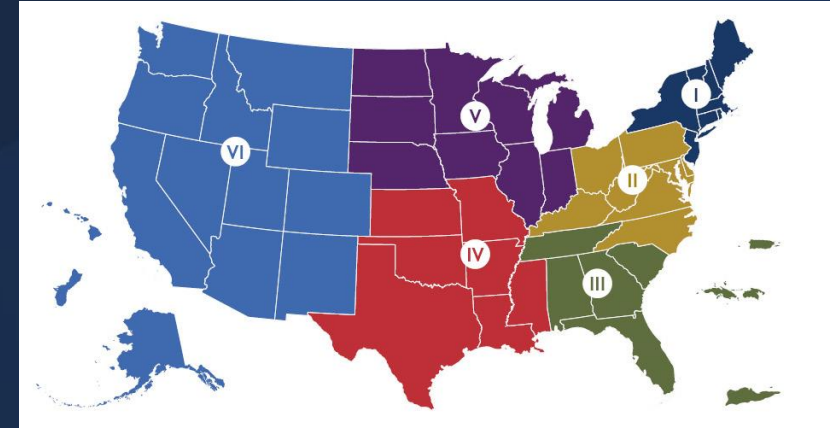
Title 32/State Status or State Active Duty

NGAUS

- Mission - a full strategic partner with National Guard state associations and congressional delegations enabling effective communications of messages to continuously improve the National Guard relevance, readiness, modernization, and quality of life while promoting the rich militia heritage as the nation's first military organization
- Vision - serve as America's strongest advocate for promoting the highest levels of readiness, modernization, and quality of life for the National Guard family
- Help shape the National Guard future by advocating in Congress on behalf of NGAUS members
- ~45K active and retired members along with ~230+ corporate members

NGAUS Organizational Structure

- Chairman: MG Janson “Durr” Boyles, Mississippi
- President: BG Roy Robinson (MG McGinn - Inbound)
- Vice Chair - Army: MG Jimmie Cole, Tennessee
- Vice Chair - Air: Maj. Gen. Ondra Berry, Nevada
- Secretary: MG (Ret) Joanne Sheridan, Louisiana
- Treasurer: BG (Ret) Kenneth Ross, Louisiana
- Directors representing six areas with terms expiring from 2023-2025
- Retired, Company Grade, and Warrant Officer directors
- Eight standing committees and five special committees including the CAP



Corporate Advisory Panel Overview

- NGAUS CAP: Chartered by the NGAUS Board of Directors to serve as a conduit of information to the more than 230 corporate members of NGAUS
- Composed of 15 elected representatives from across the corporate membership
- Our goal: To strengthen NGAUS and corporate member relationships, thus supporting the mutual goal of enhancing and promoting modernization and readiness of the National Guard

“Add value to the NGAUS Corporate Member experience”

Duties and Responsibilities

- Serve as a standing forum for corporate panel representatives to formally address common issues and concerns to the NGAUS, AGAUS, and NGEDA leadership and staffs
- Serve as a liaison for corporate members to more fully participate in the planning and execution of the conferences where the associations and corporate members interact
- Recommend means by which NGAUS and corporate members can better maximize the mutual efforts of both in the legislative process.
- Mutually explore optimum NGAUS/AGAUS/NGEDA corporate member relationships concerning corporate memberships, sponsorships, and contributions and fees.

The CAP as an entity, nor any individual member of the CAP, may act as an agent, representative or spokesperson for the NGAUS, the AGAUS or NGEDA, for any purpose.

Membership and Meetings

- In order to retain membership, the elected CAP member must:
 - Meet attendance requirements (miss no more than 3 consecutive meetings)
 - Company must retain NGAUS membership
 - CAP member must remain employed with the original company in which elected
- We meet a minimum of four times per year, typically during:
 - NGEDA Annual Meeting (Jan)
 - Summer AGAUS Meeting (Jun)
 - NGAUS General Conference (Aug/Sep)
 - NGAUS Industry Day (Dec)
- The CAP may also meet at other times as called by the Chair
- The CAP will hold open CAP meetings during NGEDA, AGAUS, and NGAUS

Corporate Advisory Panel for 2023

01 Jan 23



Blaise Lempke
Corporate Liaison
NGAUS

Bruce VanSkiver²⁴
Collins Aerospace
Chair

Year Term
Ends

3-Year Term Expiration By Year*

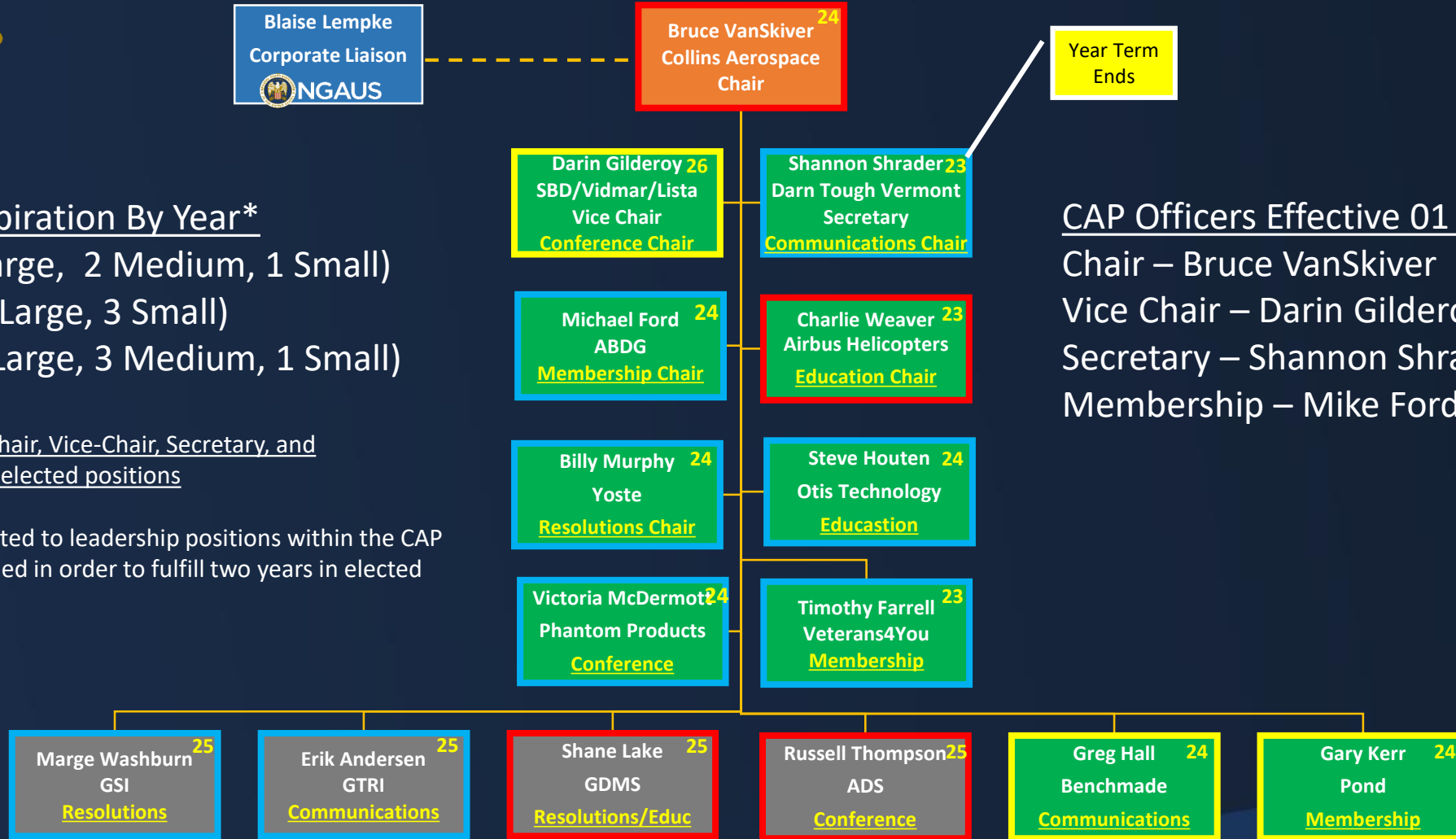
- 2024 – Six (3 Large, 2 Medium, 1 Small)
- 2025 – Four (1 Large, 3 Small)
- 2026 – Five (1 Large, 3 Medium, 1 Small)

Note 1: Leadership: Chair, Vice-Chair, Secretary, and Membership Chair are elected positions

Note 2: Members elected to leadership positions within the CAP have their term extended in order to fulfill two years in elected office

CAP Officers Effective 01 Jan 23

- Chair – Bruce VanSkiver
- Vice Chair – Darin Gilderoy (elected 14 Jun 22)
- Secretary – Shannon Shrader
- Membership – Mike Ford (elected 14 Jun 22)



<https://www.ngaus.org/about-ngaus/board-directors-committees/corporate-advisory-panel>

2024 CAP Elections Results

- New CAP Members
 - Small Company (<\$25M)
 - Blackhawk Aero Space – Pete Franks
 - Medium Company (\$25M - \$500M)
 - Cocoon – Steve Houten
 - Drip Drop – Greg Summerlin
 - Large Company (>\$500M)
 - Valiant – Red Brown

Corporate Advisory Panel for 2024

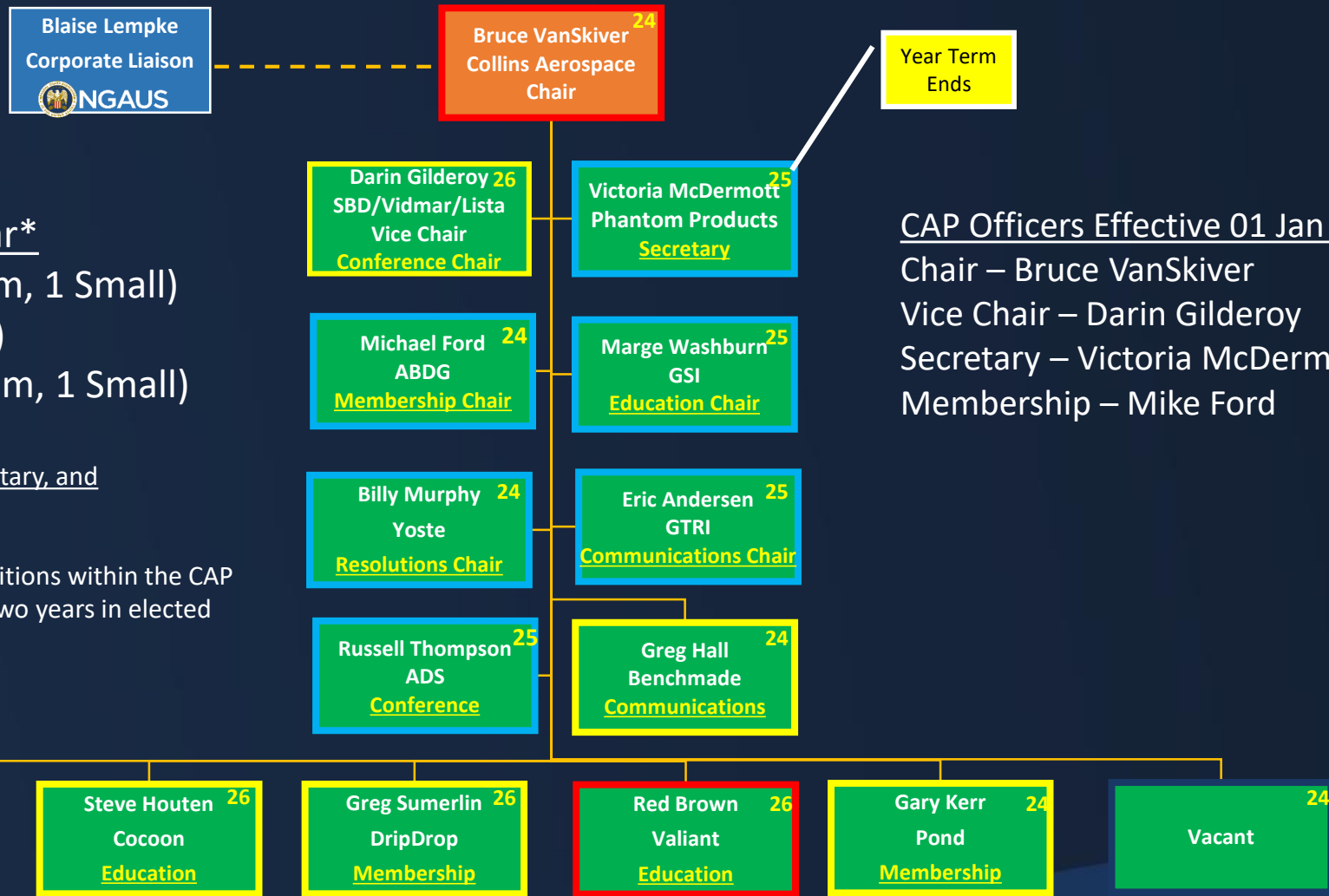


3-Year Term Expiration By Year*

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CAP Officers Effective 01 Jan 24

Chair – Bruce VanSkiver

Vice Chair – Darin Gilderoy

Secretary – Victoria McDermott

Membership – Mike Ford

Year Term Ends

Newsletter/Communications

- CAP Secretary is an elected position with a two-year term, currently Shannon Shrader
- Serves as the Communications Committee Chair
- Keeps track of all CAP meeting dates, agendas, and minutes from the meeting, distributes minutes to the CAP membership and NGAUS Corporate Advisory Liaison
- Gathers stories, formats, and publishes the quarterly CAP Newsletter, typically in March, June, September, and December
- Stories for the newsletter are provided largely by CAP members
- Newsletter is sent to the Corporate Liaison for approval before publishing

Conference Committee

- Chair of the Conference Committee is appointed by the CAP Chair - currently the Vice Chair Darin Gilderoy
- The committee serves as the CAP liaison to various conference committees to include the NGAUS General Conference, AGAUS meetings, NGEDA annual meeting, and the EANGUS annual meeting
- Ensures corporate members are involved in planning organizational events

Membership Committee

- Membership Chair is elected from among the current CAP membership for a two-year term - currently Mike Ford
- Manages and fosters NGAUS corporate members relationships
- Assure all CAP representation issues are handled in a fair and equitable manner
- Presides over the CAP Nominating Committee, if constituted by the Chair, to ensure an equitable process for nomination and election of new corporate member representatives for the 15 rotating seats on the CAP
- CAP elections are held annually during the NGAUS General Conference, the nomination window opens on 15 Jun and concludes on 31 Jul of each year

Resolutions Committee

- Chair of the Resolutions Committee is appointed by the CAP Chair - currently Billy Murphy
- The committee serves as the CAP liaison to the NGAUS Legislative team and NGAUS Task Forces regarding the resolution processes
- Assists with NGAUS Resolutions SOP and NGAUS Task Force SOP reviews
- Maintains situational awareness of the NGAUS resolutions status and supports the flow of information during CAP open and closed meetings
- Provides resolutions updates through the quarterly CAP newsletter

Education Committee

- Chair of the Education Committee is appointed by the CAP Chair - currently Charlie Weaver
- Coordinate face to face seminars, webinars, and similar events to help improve the knowledge level of NGAUS corporate members about the National Guard and National Guard mission
- Key Events:
 - Quarterly webinars ICW the NGAUS Corporate Liaison
 - NGAUS Industry Day mini-workshop
 - Assist with the annual NGAUS General Conference Industry Workshop
 - Conduct various NGAUS 101 briefs as needed to support the CAP mission

Discussion

Historical Basis of the Guard Preamble to Foxhole



Framework of the National Guard

MG Janson Boyles

NGAUS Chairman of the Board



NGAUS

U.S. Constitution - Preamble

We the people of the United States, in order to form a more perfect union, establish justice, insure domestic tranquility, provide for the common defense, promote the general welfare, and secure the blessings of liberty to ourselves and our posterity, do ordain and establish this Constitution for the United States of America.



U.S. Constitution - Art I, Section 8 (WAR POWER)

- Congress shall have the power:
- To declare war, grant letters of marque and reprisal, and make rules concerning captures on land and water;
- To raise and support armies, but no appropriation of money to that use shall be for a longer term than two years;
- To provide and maintain a navy;
- To make rules for the government and regulation of the land and naval forces;



U.S. Constitution - Art I, Section 8 (WAR POWER)

- To provide for calling forth the militia to execute the laws of the union, suppress insurrections and repel invasions;
- To provide for organizing, arming, and disciplining, the militia, and for governing such part of them as may be employed in the service of the United States, reserving to the states respectively, the appointment of the officers, and the authority of training the militia according to the discipline prescribed by Congress;



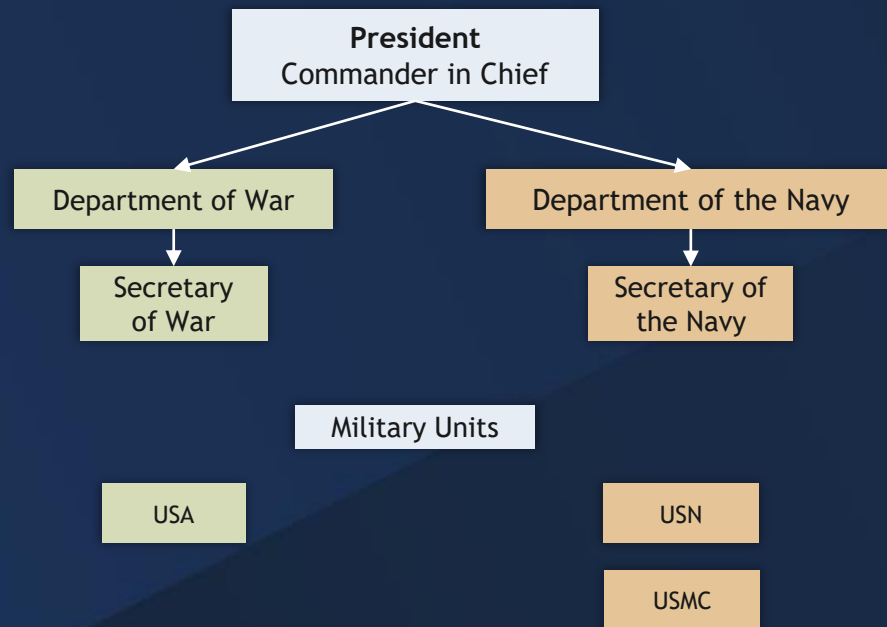
U.S. Constitution - Art II, Section 2



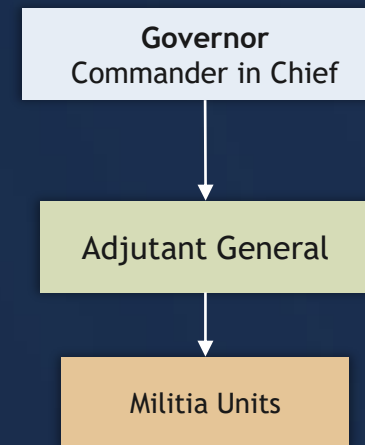
- The President shall be commander in chief of the Army and Navy of the United States, and of the militia of the several states, when called into the actual service of the United States

1792

Army & Navy

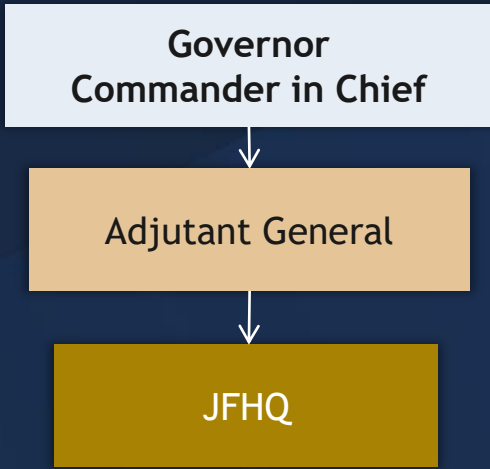
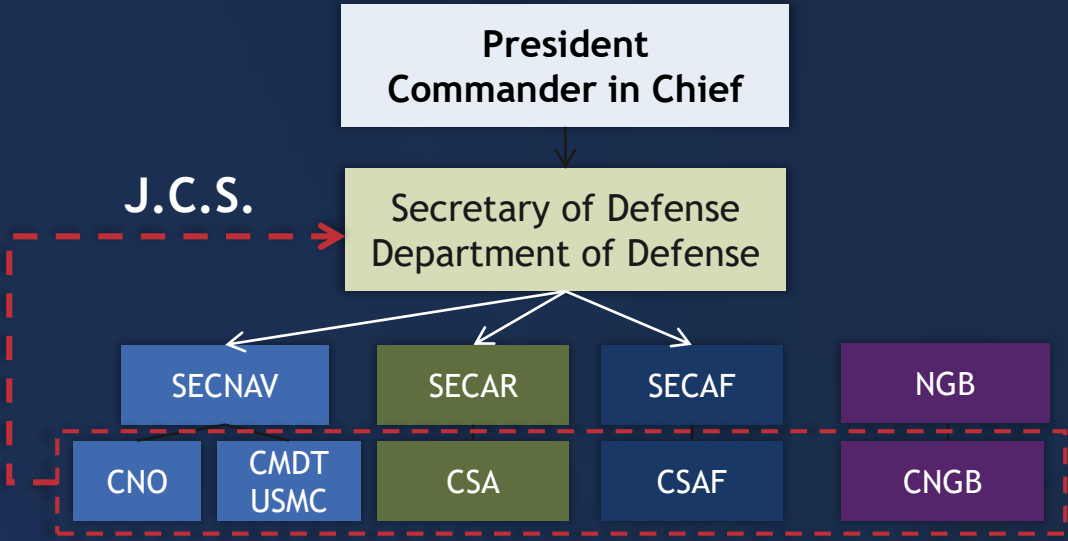


Militia



**Armed Forces
Title 10 U.S.C.**

**National Guard
Title 32 U.S.C.**



Military Units

USN	USA	USAF
USNR	USAR	USAFR
USMC	ARNGUS	ANGUS

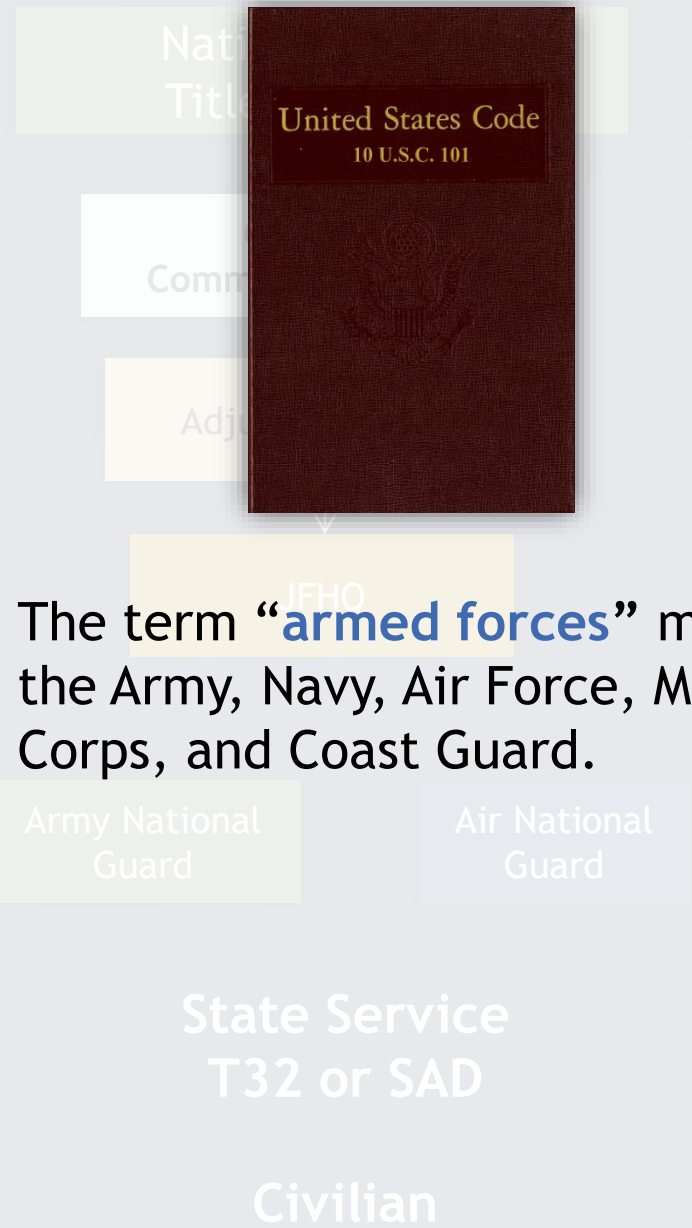
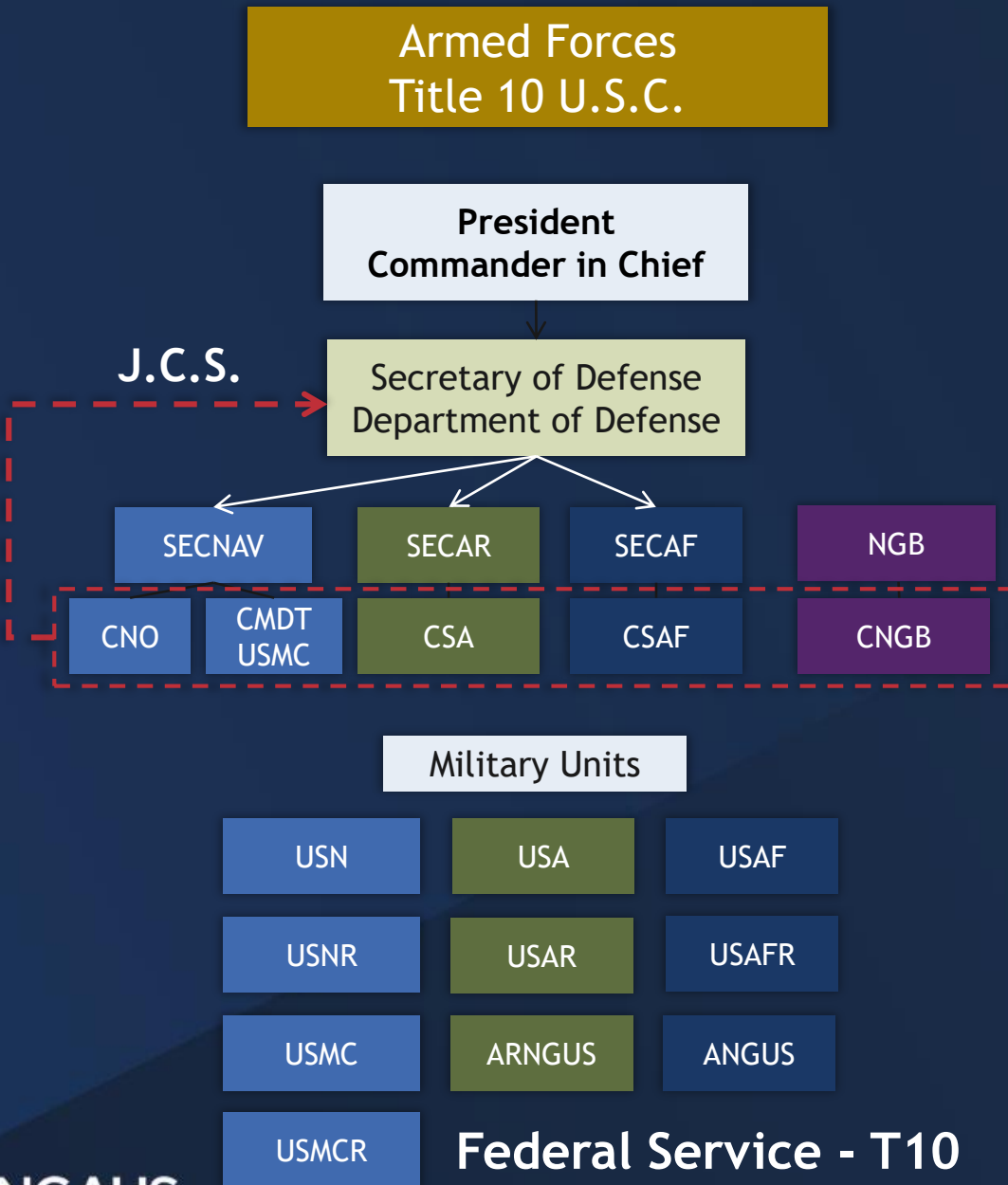
USMCR **Federal Service - T10**



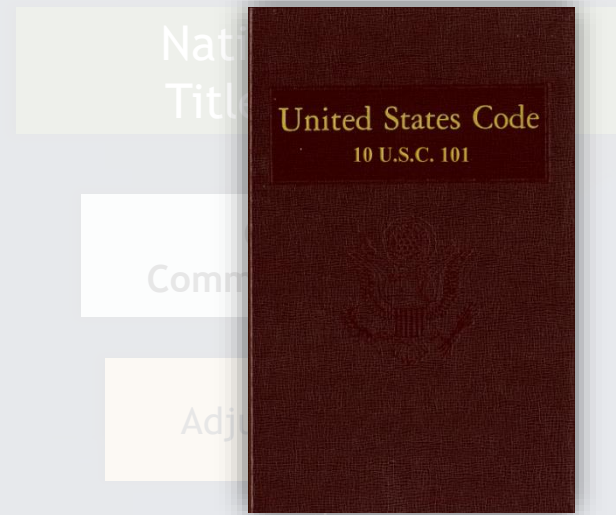
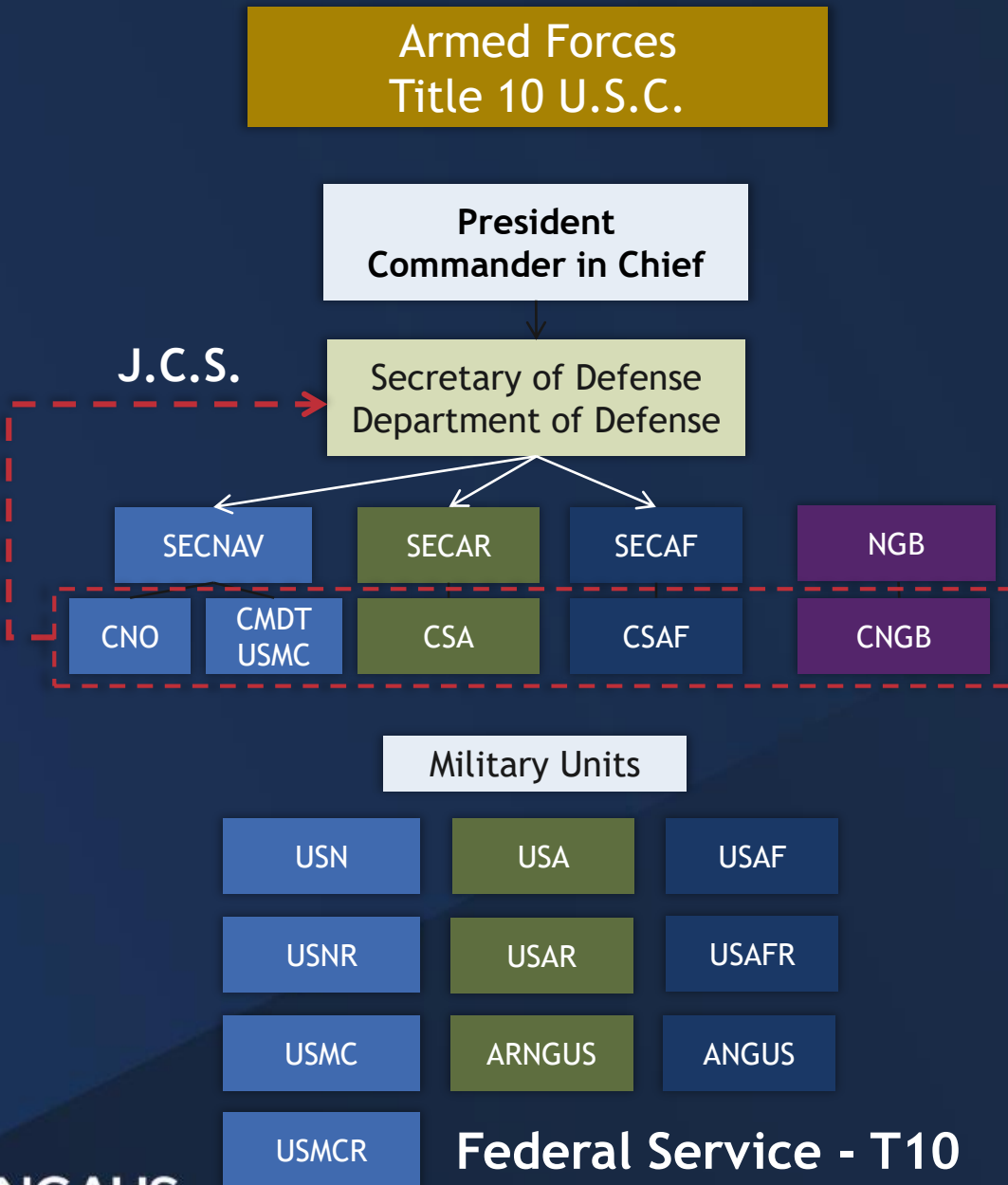
**State Service
T32 or SAD**

Civilian





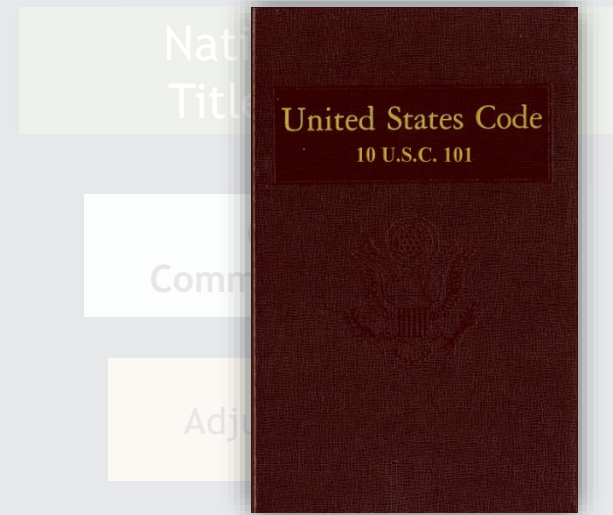
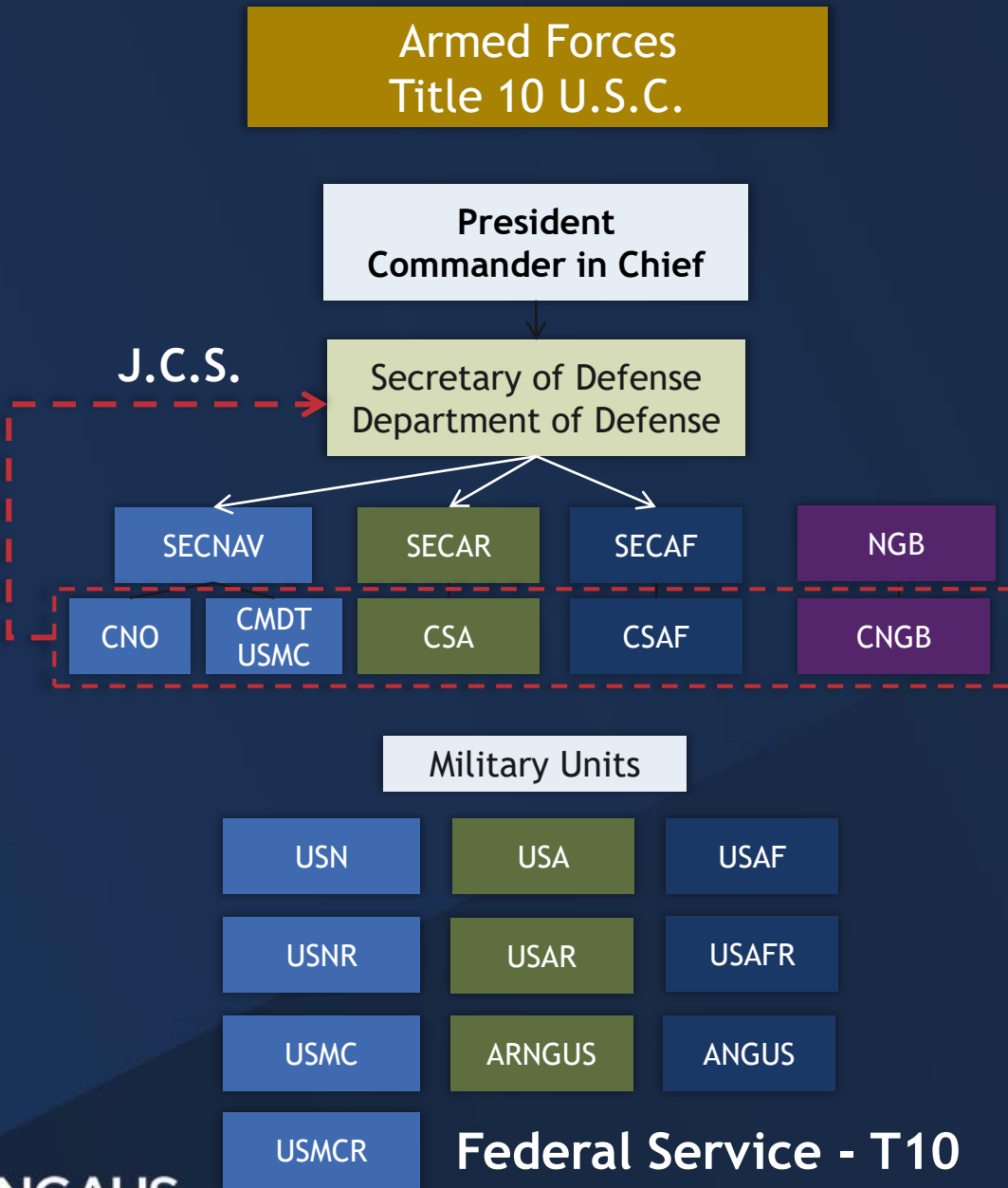
The term “armed forces” means the Army, Navy, Air Force, Marine Corps, and Coast Guard.



The term “**department**”, when used with respect to a military department, means the executive part of the department and all field headquarters, forces, **reserve components**, installations, activities, and functions under the control or supervision of the Secretary of the Department.

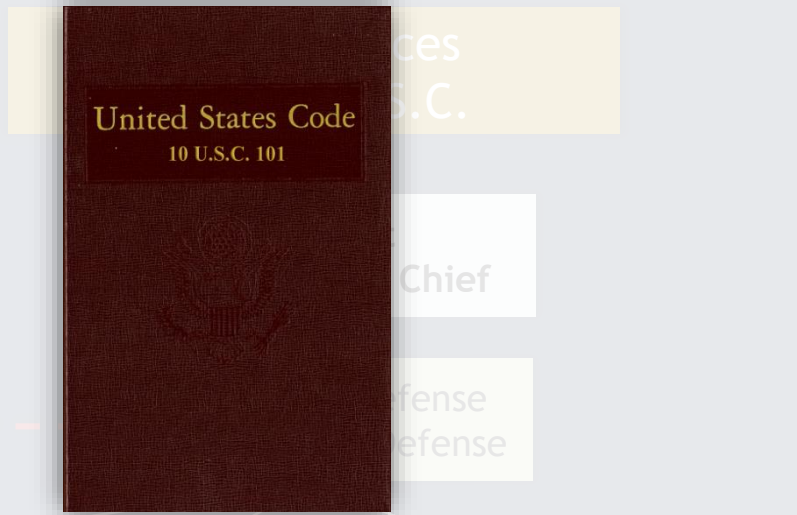
State Service
T32 or SAD

Civilian

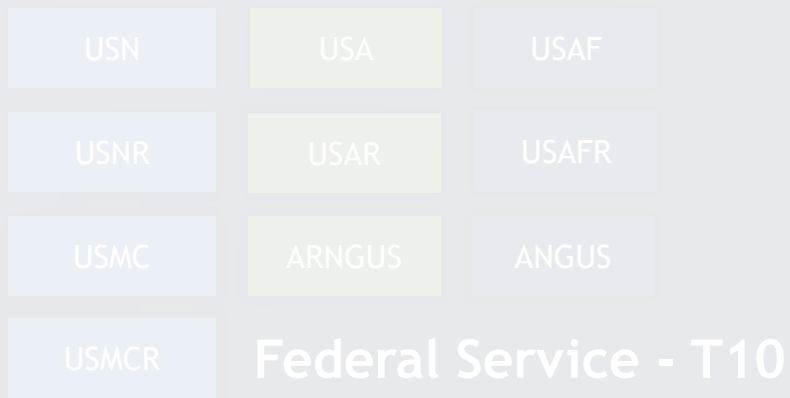


The **reserve components** of the armed forces are:

- The Army National Guard of the United States
- The Army Reserve
- The Navy Reserve
- The Marine Corps Reserve
- The Air National Guard of the United States
- The Air Force Reserve
- The Coast Guard Reserve



1. The term “National Guard” means the Army National Guard and the Air National Guard.



National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

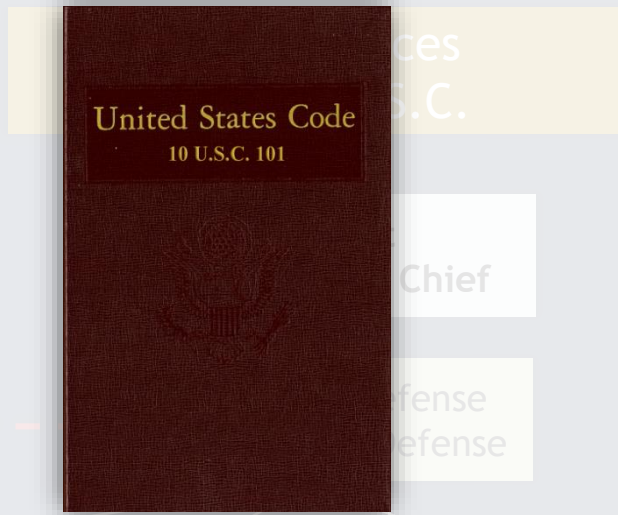
JFHQ

Army National
Guard

Air National
Guard

State Service
T32 or SAD

Civilian



2. The term “**Army National Guard**” means that part of the organized militia of the several States and Territories, Puerto Rico, and the District of Columbia, active and inactive that

- a) is a land force;
- b) **is trained, and has its officers appointed, under the sixteenth clause of section 8, article I, of the Constitution;**
- c) is organized, armed, and equipped **wholly or partly at Federal expense;** and
- d) **is federally recognized.**

National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

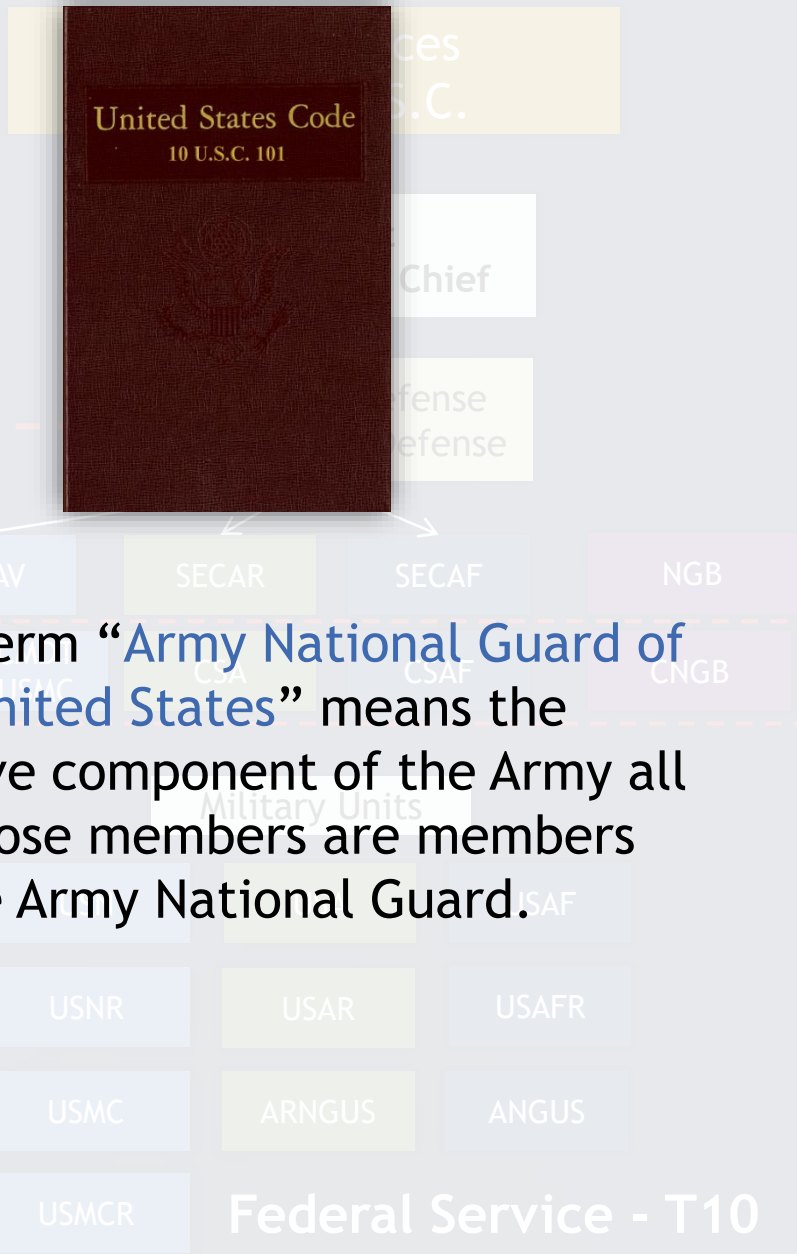
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Army National
Guard

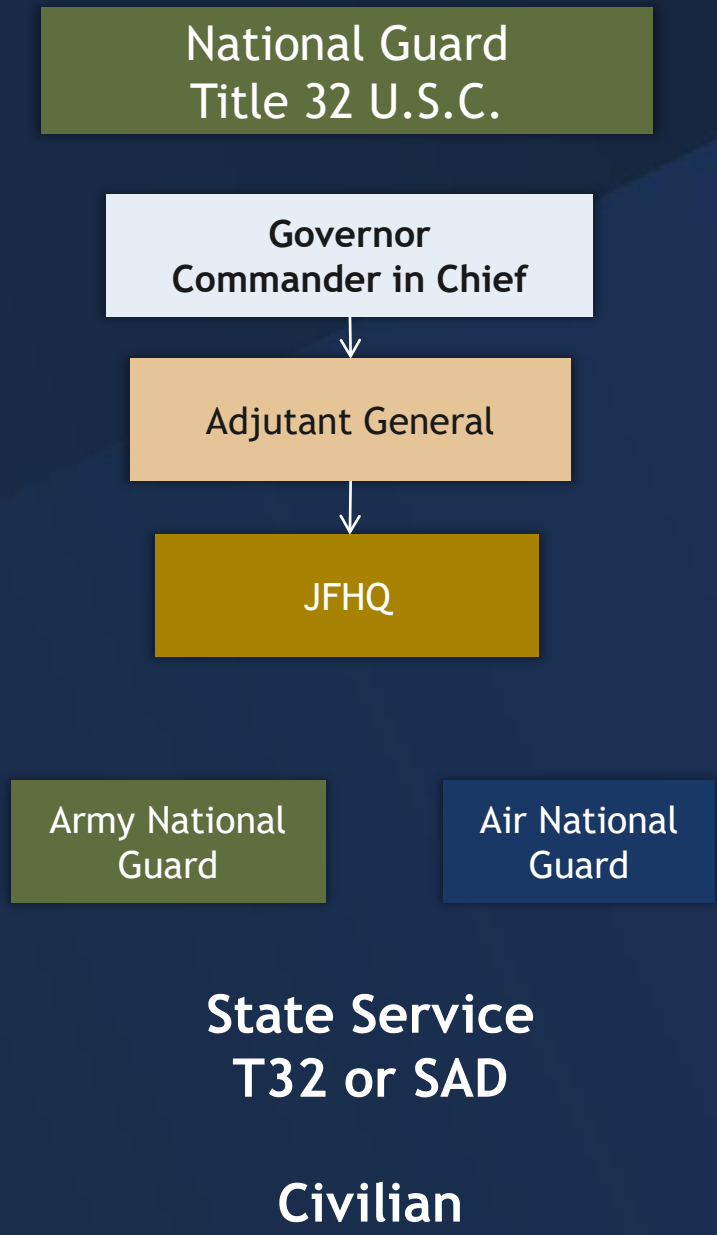
Air National
Guard

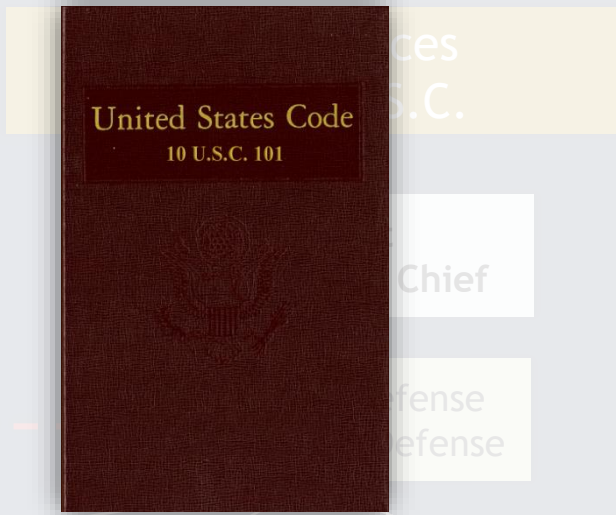
State Service
T32 or SAD

Civilian



3. The term “Army National Guard of the United States” means the reserve component of the Army all of whose members are members of the Army National Guard.





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S.C.

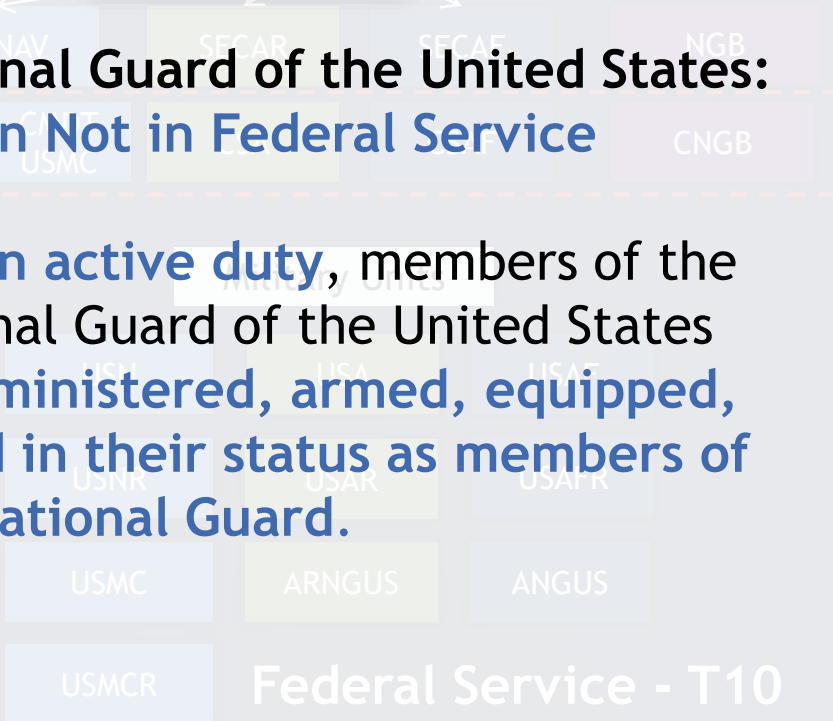
Chief

fense
efense

J.C.S.

Army National Guard of the United States: Status When Not in Federal Service

When **not on active duty**, members of the Army National Guard of the United States shall be administered, armed, equipped, and trained in their status as members of the Army National Guard.



National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

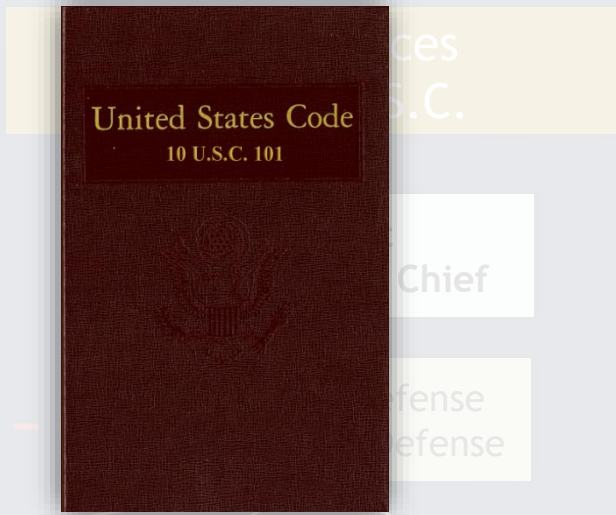
JFHQ

Army National
Guard

Air National
Guard

State Service
T32 or SAD

Civilian



J.C.S.

Section 102 (General Policy)

In accordance with the traditional military policy of the United States, **it is essential that the strength and organization of the Army National Guard and the Air National Guard as an integral part of the first line defenses of the United States be maintained and assured at all times.**



Federal Service - T10

National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

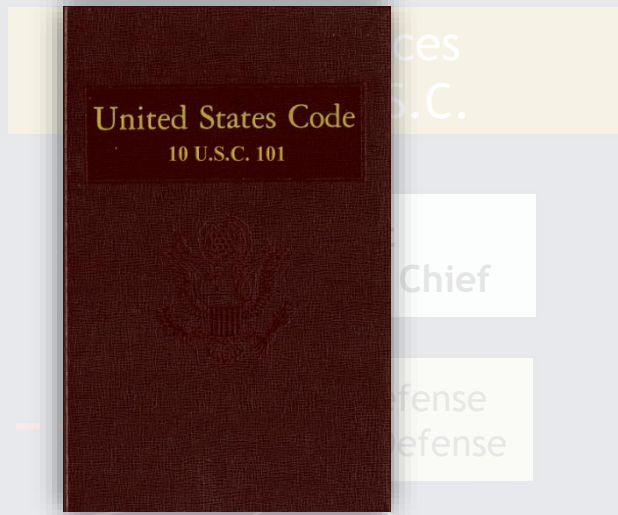
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Army National
Guard

Air National
Guard

State Service
T32 or SAD

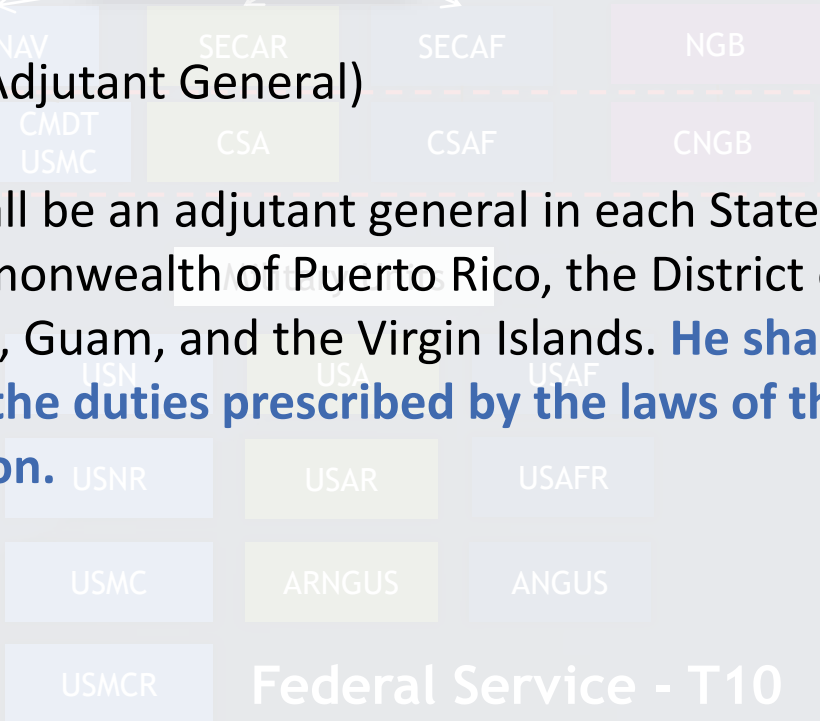
Civilian



J.C.S.

Section 314 (Adjutant General)

- a) There shall be an adjutant general in each State, the Commonwealth of Puerto Rico, the District of Columbia, Guam, and the Virgin Islands. **He shall perform the duties prescribed by the laws of that jurisdiction.**



Federal Service - T10

National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

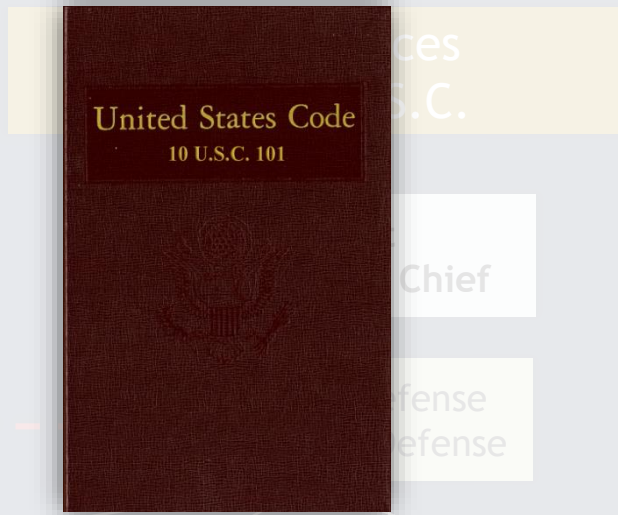
JFHQ

Army National Guard

Air National Guard

State Service
T32 or SAD

Civilian



J.C.S.

Section 314 (Adjutant General cont.)

d) The adjutant general of each State, the Commonwealth of Puerto Rico, the District of Columbia, Guam, and the Virgin Islands, and officers of the National Guard, shall make such returns and reports as the Secretary of the Army or the Secretary of the Air Force may prescribe, and shall make those returns and reports to the Secretary concerned or to any officer designated by him.

National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

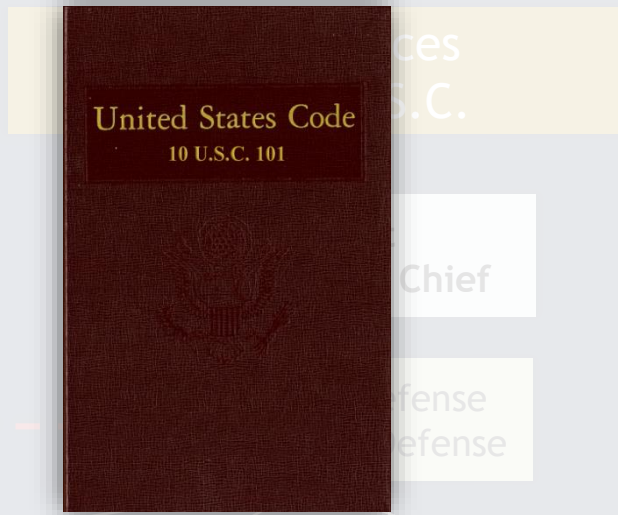
JFHQ

Army National
Guard

Air National
Guard

State Service
T32 or SAD

Civilian



Section 501 (Training Generally)

- a) The discipline, including training, of the Army National Guard shall conform to that of the Army. The discipline, including training, of the Air National Guard shall conform to that of the Air Force.

National Guard
Title 32 U.S.C.

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Commander in Chief

Adjutant General

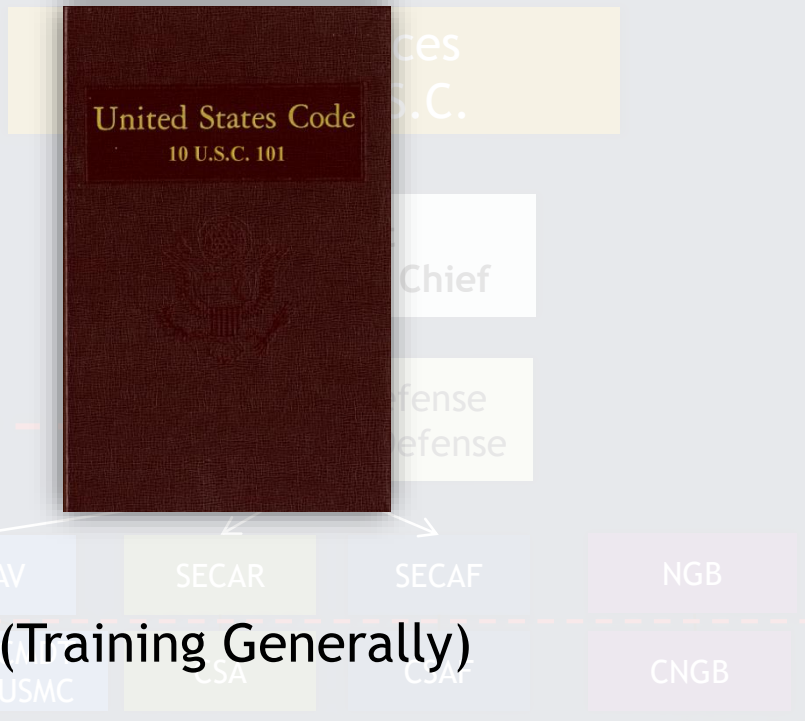
JFHQ

Army National
Guard

Air National
Guard

State Service
T32 or SAD

Civilian



Section 501 (Training Generally)

a) The training of the National Guard shall be conducted by the several States, the Commonwealth of Puerto Rico, the District of Columbia, Guam, and the Virgin Islands in conformity with this title.

National Guard
Title 32 U.S.C.

Governor
Commander in Chief

Adjutant General

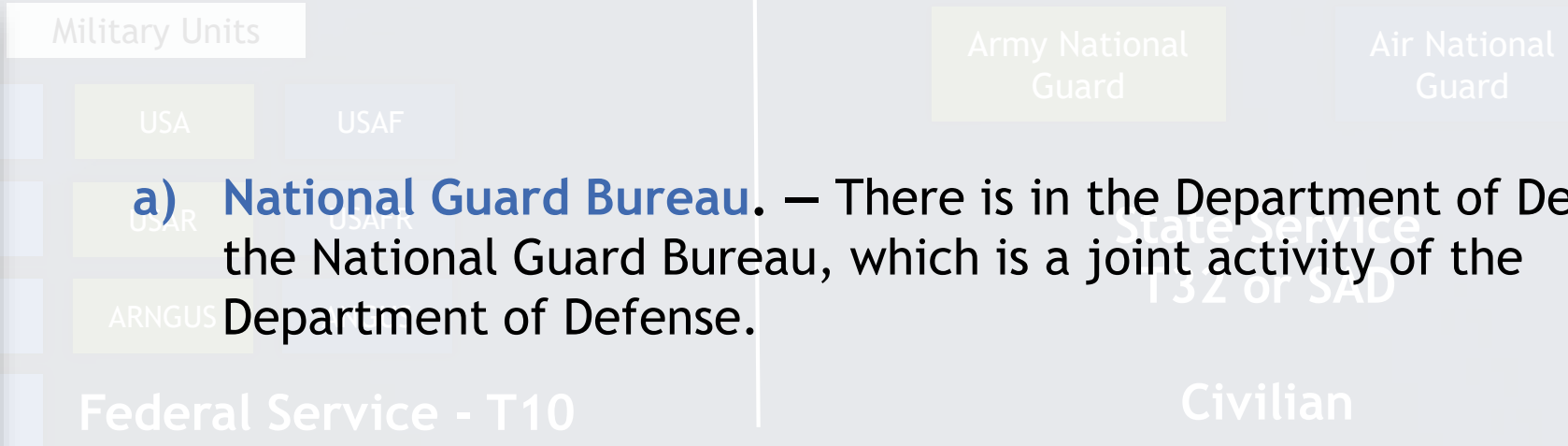
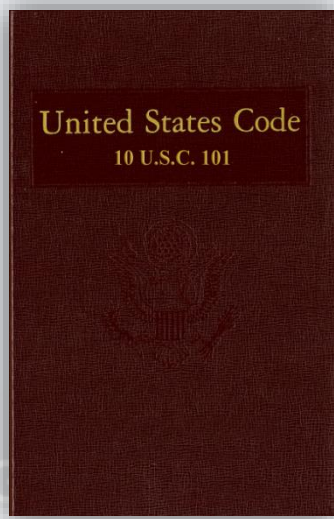
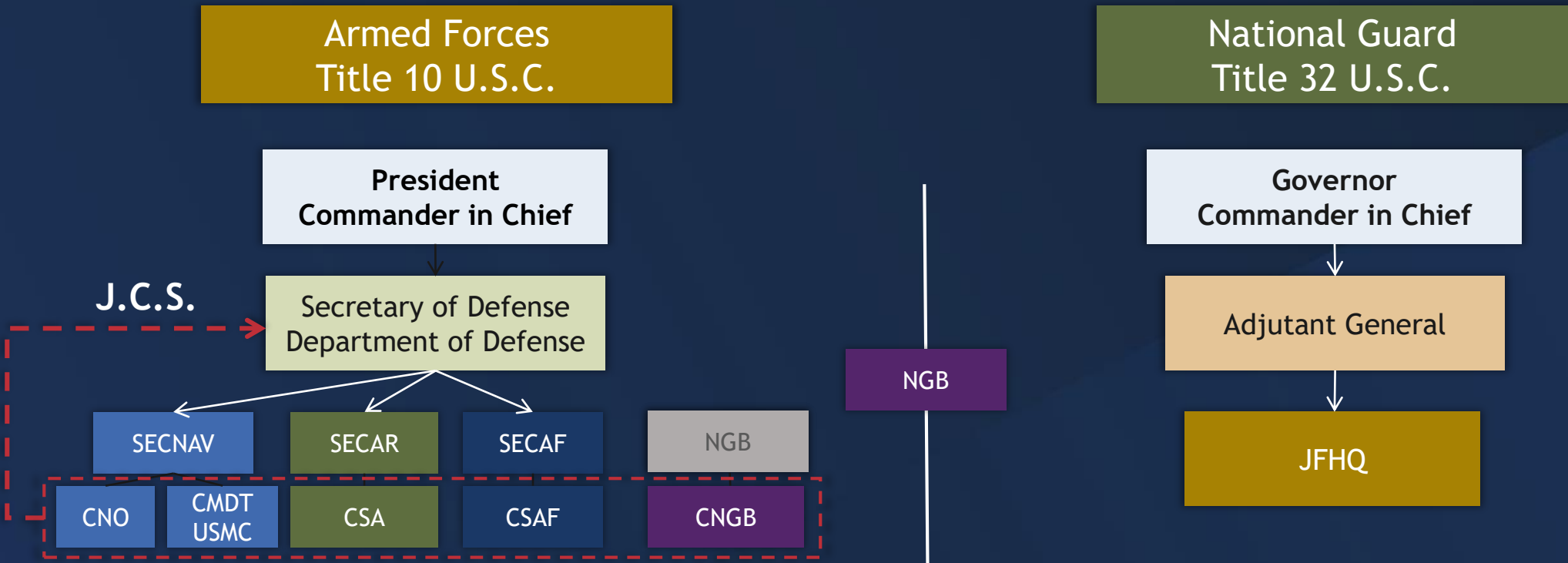
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Army National
Guard

Air National
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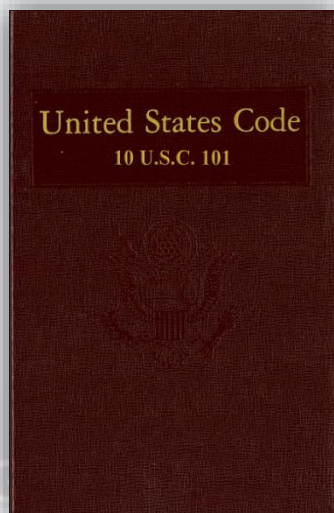
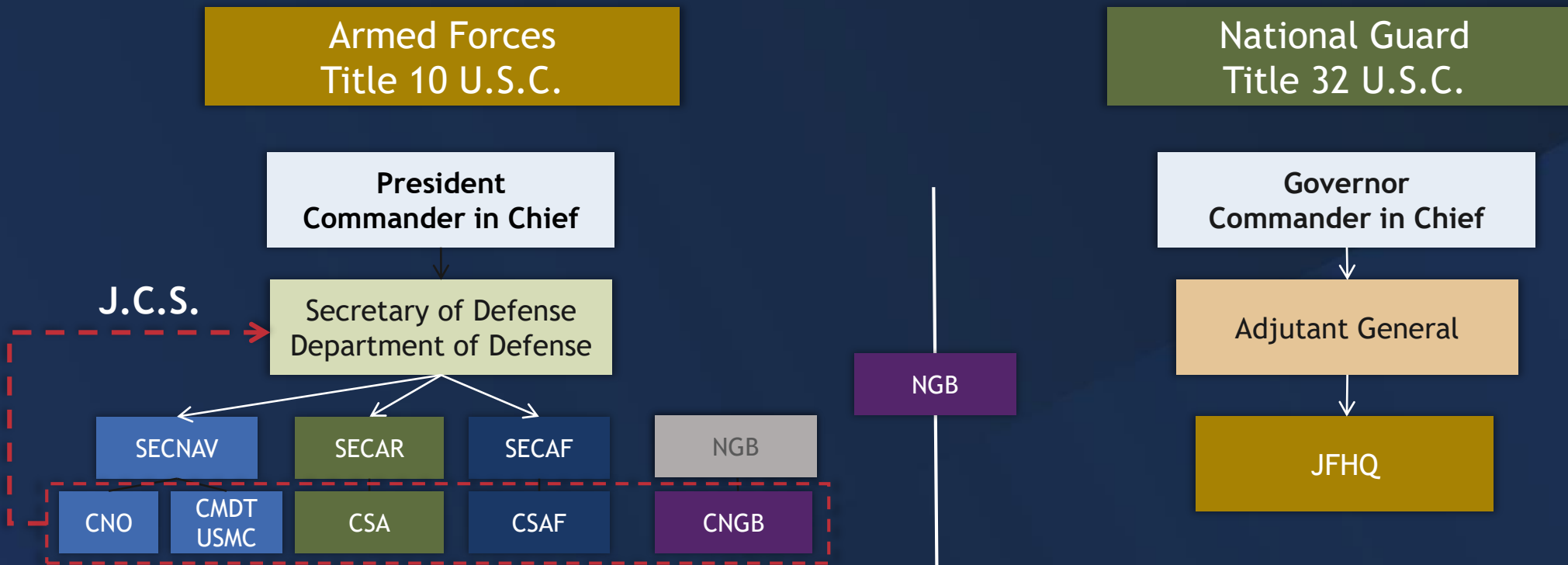
State Service
T32 or SAD

Civilian



a) National Guard Bureau. – There is in the Department of Defense the National Guard Bureau, which is a joint activity of the Department of Defense.





b) The National Guard Bureau is the **channel of communications on all matters** pertaining to the National Guard, the Army National Guard of the United States, and the Air National Guard of the United States between

1. The **Department of the Army** and the Department of the Air Force, and
2. the **several States.**

**Armed Forces
Title 10 U.S.C.**

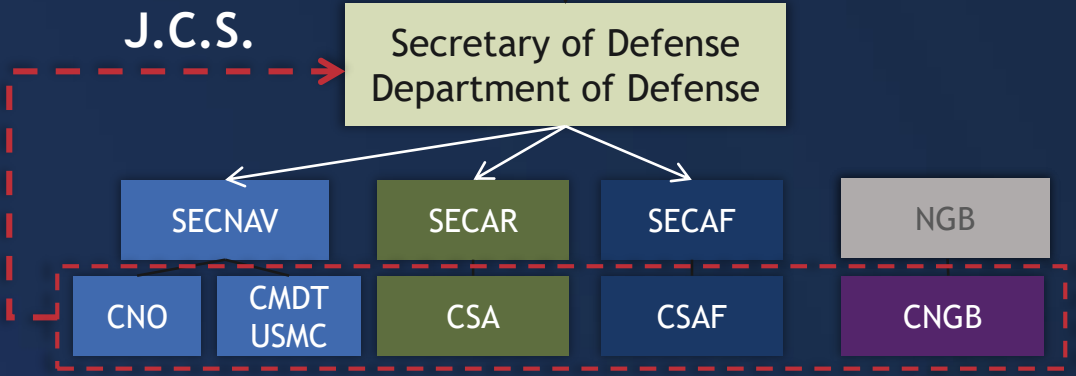
**National Guard
Title 32 U.S.C.**

**President
Commander in Chief**

**Governor
Commander in Chief**

**Secretary of Defense
Department of Defense**

Adjutant General



NGB

JFHQ

Military Units

USN	USA	USAF
USNR	USAR	USAFR
USMC	ARNGUS	ANGUS
USMCR		

Federal Service - T10

Army National Guard

Air National Guard

**State Service
T32 or SAD**

Civilian



**Armed Forces
Title 10 U.S.C.**

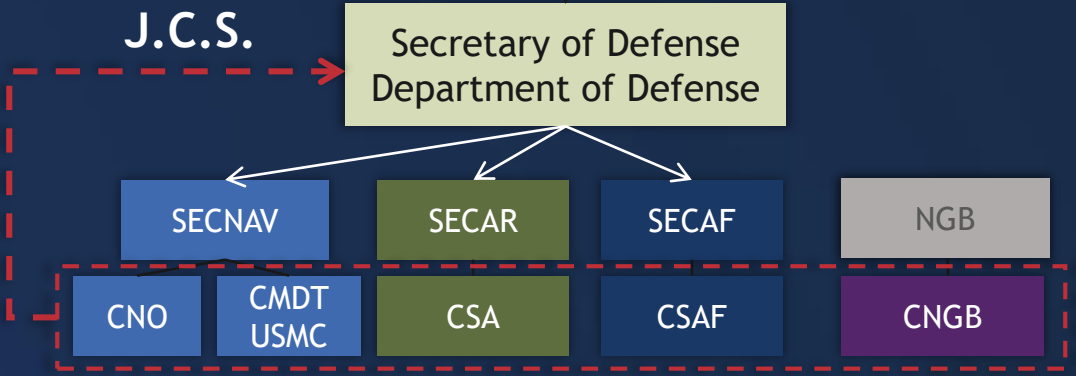
**National Guard
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**Governor
Commander in Chief**

**Secretary of Defense
Department of Defense**

Adjutant General



NGB

JFHQ

Military Units

USN	USA	USAF
USNR	USAR	USAFR
USMC	ARNGUS	ANGUS
USMCR		

Army National Guard

Air National Guard

Federal Service - T10

**State Service
T32 or SAD**

Civilian



Questions?

What We Do: NGAUS and Congress & From Grassroots to Government: The NGAUS Resolutions Process



What We Do

Mike Hadley

Vice President, Government Affairs



NGAUS

Agenda



Mission



Organizational Structure



Legislative Team



Strategic Overview



Operating Environment



Best Practices



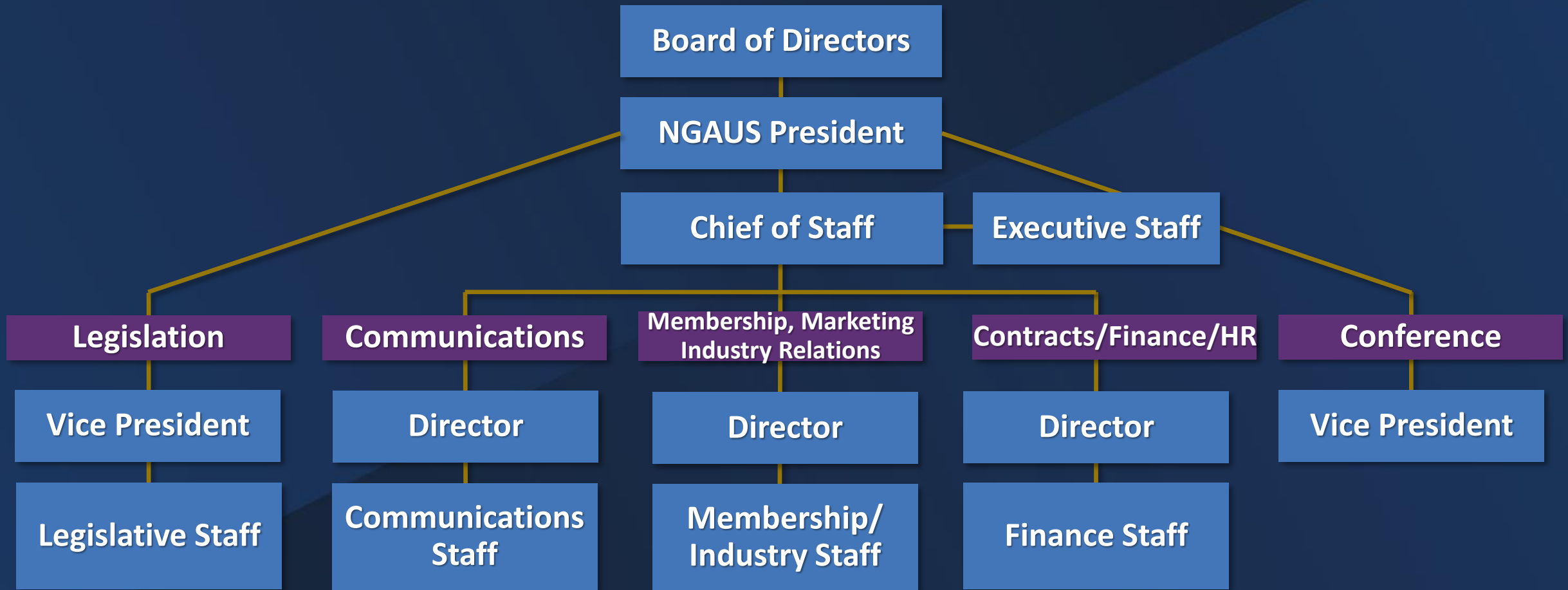
Resolutions

Mission



- Serve as a **strong advocate** for National Guard service members, their families, and veterans in Washington, D.C.
- Continuously improve National Guard **readiness, modernization, and quality of life** within the Total Force
- Preserve and promote the National Guard's **rich militia heritage** as the first military organization of the U.S.

Organizational Structure



Legislative Team



BG (Ret) Roy Robinson
NGAUS President



COL (Ret) Mike Hadley
Vice President, Government Deputy Director, Government Affairs
Affairs



Marcy Weldin
Army National Guard Programs



Julian Plamann
Legislative Affairs Manager
Joint & Personnel Programs



Russel Reed
Legislative Affairs Manager
Air National Guard Programs



Aubrey Powers
Legislative Analyst



Alec Gonzalez
Legislative Assistant

Strategic Overview

- **Advocacy**
- **Apolitical & Non-Partisan**



Lobby for National Guard equipment parity and benefits equity



Collaboration with:

- DoD, NGB, VA and DHS
- Military Service Organizations, Veteran Service Organizations



Develop strong relationships with Congress and staff



Grassroots engagement



Capitol Hill 101

Engagement Tips & Strategies



Agenda



Operating Environment

- The Legislative Process
- Defense Congressional Cycle
- Influencing Members of Congress
- Congressional Office Structure & Dynamics

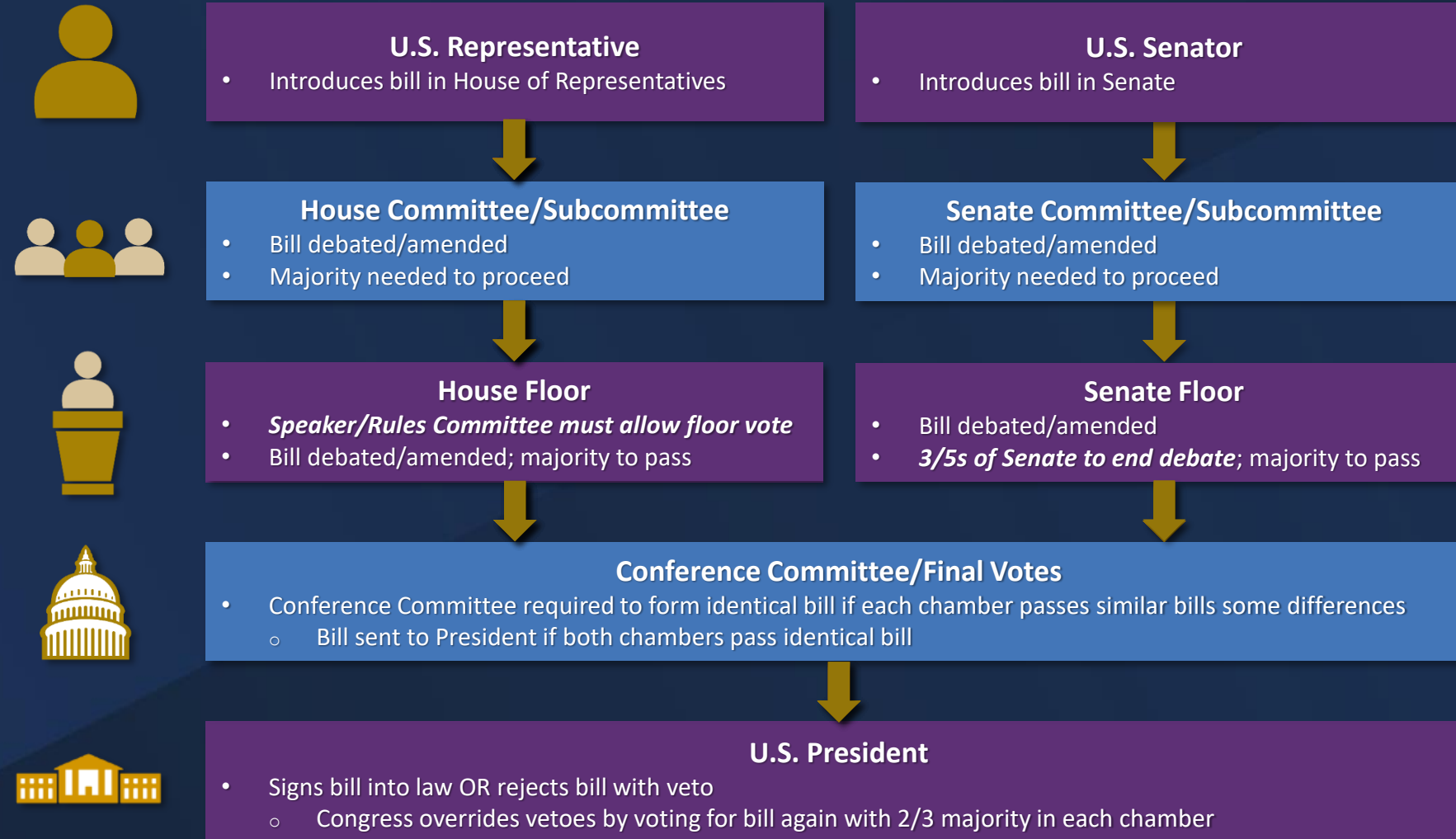


Best Practices

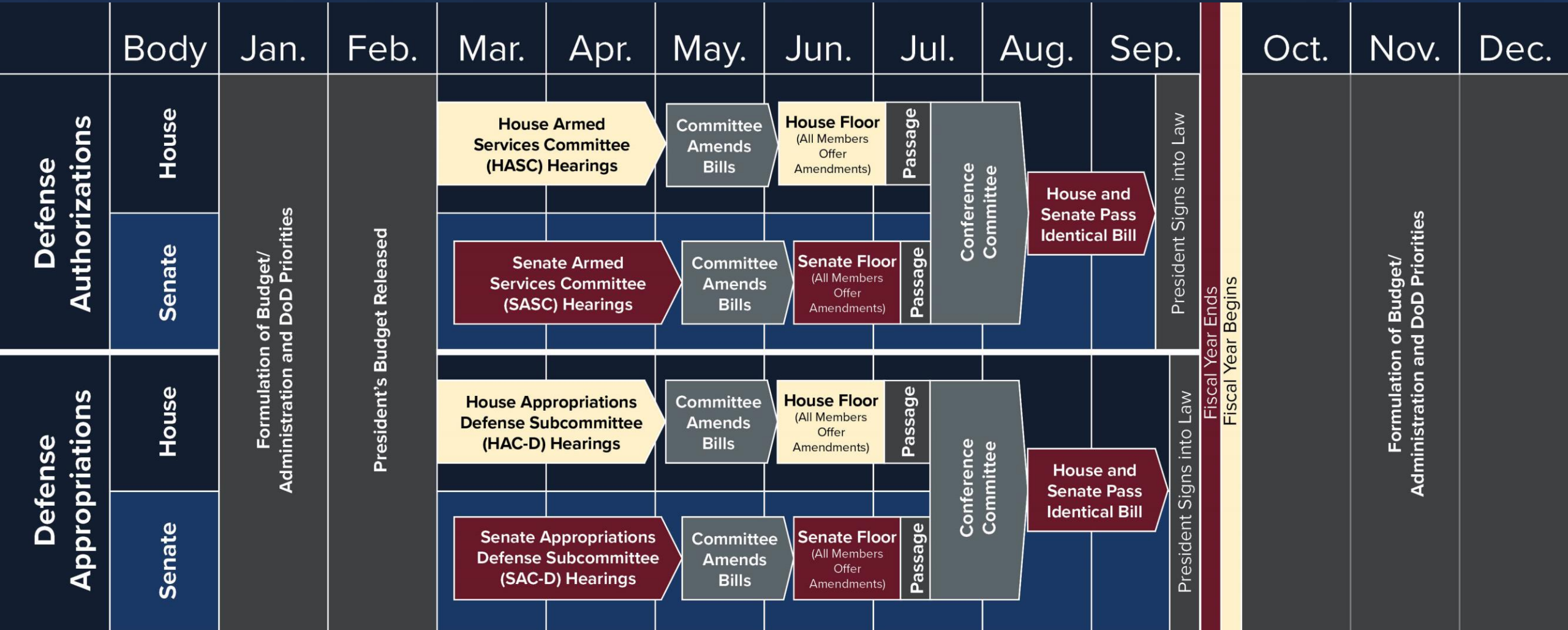
- Meeting Strategies
- Engagement Tactics
- Meeting Follow-Up

Operating Environment

The Legislative Process



Defense Congressional Cycle



Influencing Members of Congress



Members value constituent contact...

- Constituent conversations connect Members to their community
- Local meetings provide opportunities for visibility
- Re-election hinges on Member ability to serve voters



...staff input and expertise...

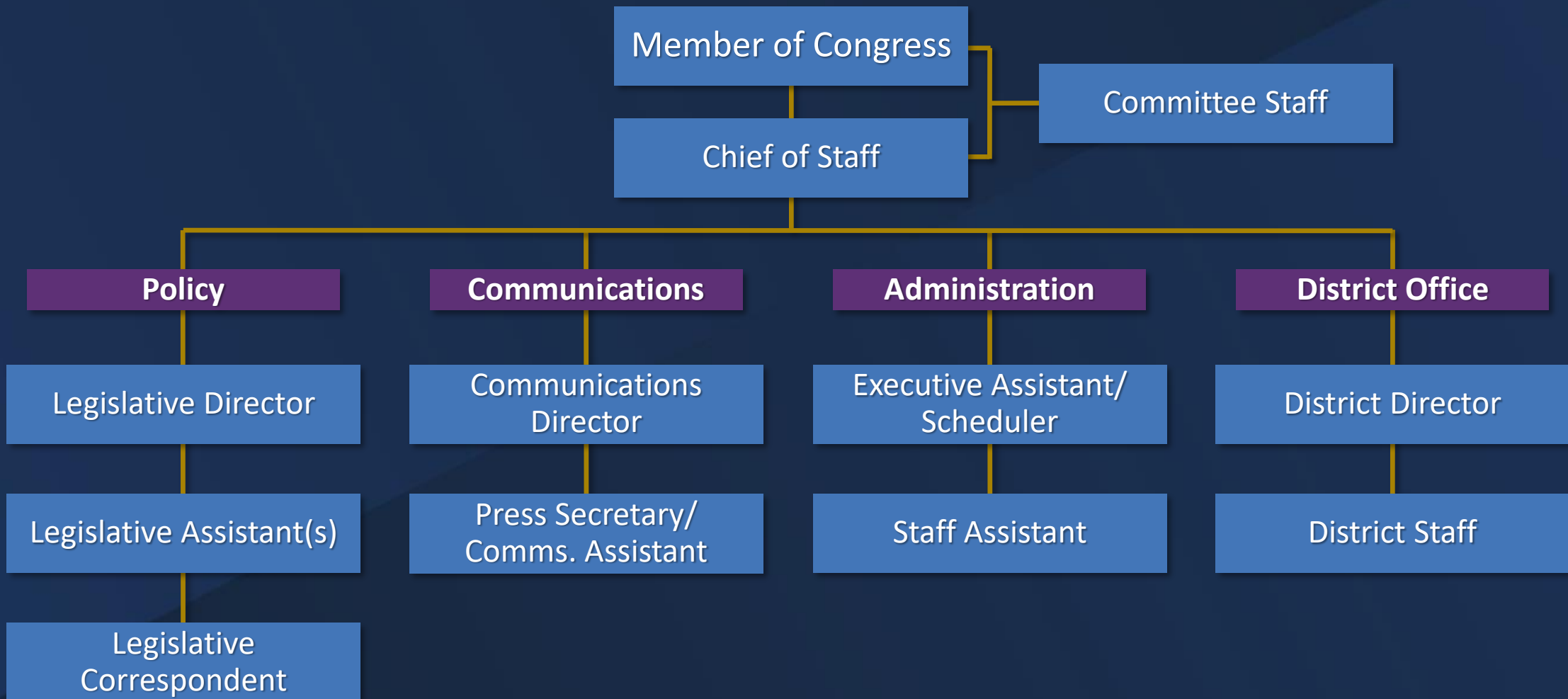
- Members trust staff to guide policymaking
- Good relationships with staff lead to:
 - Honest dialogue
 - Positive consideration on issues or vote recommendations
 - Members attending your events



...and constituents with policy knowledge are persuasive.

- Advocates should focus on their subject matter expertise when communicating with Members and staff
- Anecdotal experience is most impactful

Congressional Office Structure



Congressional Office Dynamics



Member of Congress

- Not uncommon for Members to arrive or leave during meetings



Chief of Staff

- Manages entire staff; meetings rarely scheduled with the Chief



Legislative Director (LD)/Legislative Assistant (LA)

- LD manages entire policy team
 - Often specializes in issue area of Member's Committees
- LAs typically manage multiple issue portfolios
- Meetings most often scheduled with one or more of these staffers



Legislative Correspondent (LC)/Staff Assistant (SA)

- LCs/SAs may join meetings as junior staffer or note-taker



Civilian Position to Military Rank



- Governor in Own State
- United States Senators
- Former U.S. Senators
- United States House of Representatives
- Former Congressmen/Congresswomen
- Mayors of Major Cities (1M+ Population)
- Attorney General of State



- Lt. Governor of State
- State Senators
- Mayors of Cities (Less than 1M Population)
- Speaker of a State House
- State Representatives
- County Judges, District Court Judge (County)



- City Managers
- U.S. Attorneys
- District Attorneys
- County Sheriffs
- Congressional Staffers
- City Council Members
- City Attorneys



- Justices of the Peace
- City Clerks
- City Council Members
- County Clerks

Meeting Strategies



State/District Connection

- Issue impact to district or state
- How issue would positively impact National Guardsmen and families
- If possible, develop relationships before approaching Member or staff with an “ask”



Background Connection

- Does the Member or staff have a military background?
- Is the Member a co-sponsor of relevant legislation or have publicly expressed support?



Timing Connection

- Why is this issue important **NOW**, examples include:
 - Current events
 - Moving legislation



Personal Connection

- **SHARE YOUR STORY**
- Tell Member or staff how issues have impacted you
- Cite examples



Future Contact

- Reference any upcoming outreach or engagement opportunities
- Offer invitations to attend relevant events

Engagement Tactics



Be Professional

- Be professional and forthright
- Arrive at least 5 minutes before scheduled start
- Inform scheduler or staff POC if you will be late



Be Flexible

- Prepare to meet with either the Member or staff
 - Treat both with equal respect



Be Focused

- Straightforward conversation, with a clear “ask”
- Keep meeting focused
- Always ask how you can help the Member or staff



Be Apolitical

- **DO NOT** discuss elections, campaign support, or controversial issues



Provide Concise Handouts

- Leave behind **ONE PAGE** handouts, include:
 - Clear, concise points with images
 - Spelled-out acronyms
 - Contact information
- Document should be quick reference

Meeting Follow-Up



Send “Thank You” Messages

- Send brief follow-up e-mail after meeting with Members or staff, include:
 - Meeting topic
 - Meeting “do-out” reminder(s)
 - List your own
 - **POLITELY** remind them of theirs



Invite to District/ State Events

- Build relationships with local staff
- Invite the Member and staff to visit installations and special events, includes:
 - Deployment ceremonies
 - Promotions/changes of command
 - New equipment/weapons systems arrival
 - State Conferences



Maintain Contact

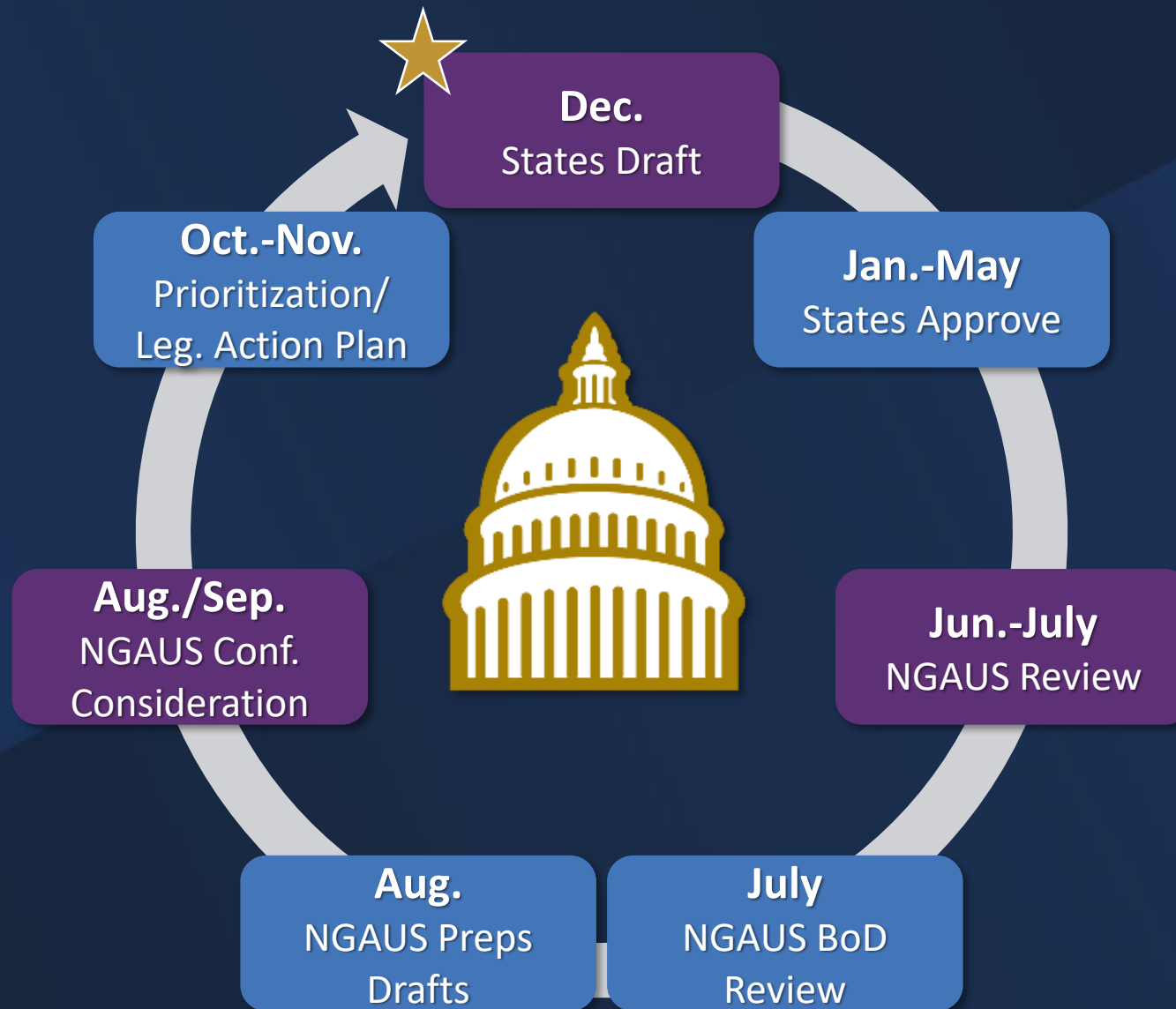
- **DO NOT** over-communicate with the Member or staff
- Pass along new and relevant information as it becomes available
- Always communicate respectfully, informatively, and concisely



Resolution Process

From Grassroots to Government

Resolutions Process



**All Drafts Due to NGAUS by July 1*

Resolutions - Best Practices

- Things to keep in mind when submitting a resolution:
 - Keep the Resolution **simple and relevant** to sponsoring State that needs the equipment or other issues but highly recommend socializing capabilities with additional states for additional support
 - Discuss with the Executive Director(s) (ED) of the state association(s) prior to submitting
 - **Check for Standing Resolutions** already in the legislative agenda but if language needs to be modified that is an option
 - Provide a **white paper** attached that explains the solution and keep it one page long
 - **Stay in touch with the ED(s)** and ensure the Resolution is in the local Resolutions packet to be considered at the association Resolution committee meeting(s)
 - Request sustainment funding if necessary
- Things to avoid:
 - Resolution **cannot contain proprietary product names** in the Resolution (it will immediately fail)
 - Avoid proprietary nomenclature in the resolution when explaining it in the white paper
 - **Avoid acronyms** (service members that are reviewing are typically not experts in the technology or issue)
 - **Don't over engineer or complicate** the resolution (i.e., if a technology or issue, don't over explain with technical terms because you may lose the attention of the resolution chair or cause a misunderstanding of the intent)

Questions?

Maximizing Membership: Working with State Associations



Maximizing Membership: Working with State Associations

BG (Ret) Maria Kelly

*NGAUS Director of Membership and
Marketing*

NGEDA Secretary



NGAUS

Agenda

- Mission of NGEDA
- NGEDA Membership
- NGEDA Annual Meeting
- State Associations
- Resolutions Process State Level
- Resources



Mission Statement

- To provide a forum for the exchange of timely information of common interest for the mutual benefit of members and the organizations they represent.
- To encourage and assist, when feasible, each state, commonwealth, territory, and the District of Columbia to organize and maintain a National Guard Association.
- To participate in improving the operational readiness, training, and image of the National Guard on both state and national levels.



NGEDA Membership

Why become a member of NGEDA?

- Eligible to attend NGEDA annual meeting and network with Association Leaders
- Meet Executive Directors and elected officers from each state-level association
- Receive NGEDA annual Directory and newsletters
- Become a sponsor of NGEDA
- Availability to place an advertisement in the Directory



NGEDA Annual Meeting

- January 17-19, 2024
- Fort Pontchartrain Wyndham - Detroit, Michigan
- Agenda
 - January 16, 2024: NGAUS Training and Updates (all day) - Welcome Reception p.m.
 - January 17, 2024: General sessions, NGAUS convention center visit, Industry Dinner
 - January 18, 2024: General sessions, CAP open meeting, Awards banquet
 - January 19, 2024: General sessions, Industry Partner travel day
- Sponsorship opportunities
- For more information or to register see <https://www.ngeda.org/future-meeting-dates/>



State Associations

State association overview:

- Each state or territory to include Washington D.C. has an association that represents the men and women of the National Guard
- Each association has an Executive Director that may be full or part time
- Some states have additional staff for insurance, administrative duties, government relations, and membership



State Associations

State association overview:

- Most of these positions are part time
- Each association will host an annual conference to conduct elections, review and vote on resolutions and business matters for the upcoming year
- Works with state and national Legislators, through NGAUS, to improve the readiness and benefits of our National Guard



Resolutions Process at States

What happens to my resolution once I send it to states?

- Resolution is submitted to the Executive Director on the NGAUS Resolutions form
- Attach information paper for explanation of resolution (if needed)
- Once verified on correct form it is then forwarded to the state resolutions Committee



Resolutions Process at States

What happens to my resolution once I send it to states?

- Committee will review with their subject matter expert and decide if it is applicable to the state or to co-sponsor for another state
- If recommended by the Committee, it is brought before the membership for vote to support and forward to NGAUS (normally during the state association's annual conference)
- If resolution fails, the originator will be informed that the state will not support this resolution.



Resources

Where do I find more information about NGEDA and state associations?

- NGAUS Website www.ngaus.org
- NGEDA Website www.ngeda.org
- NGEDA Directory
- NGEDA President Bob Sweeney email: bobsweeney@ngaw.org
- NGEDA Secretary Maria Kelly email: mariakellyllc@gmail.com
- State association website



Questions?

Break

Tailored Procurement: Bringing Your Product to Market using DLA



DLA
DEFENSE LOGISTICS AGENCY
Established 1961



The Nation's Combat Logistics Support Agency

A collage of four images: a rocket launch, a C-17 military transport plane, a paratrooper, and an aircraft carrier deck.

Defense Logistics Agency Troop Support Construction & Equipment (C&E)

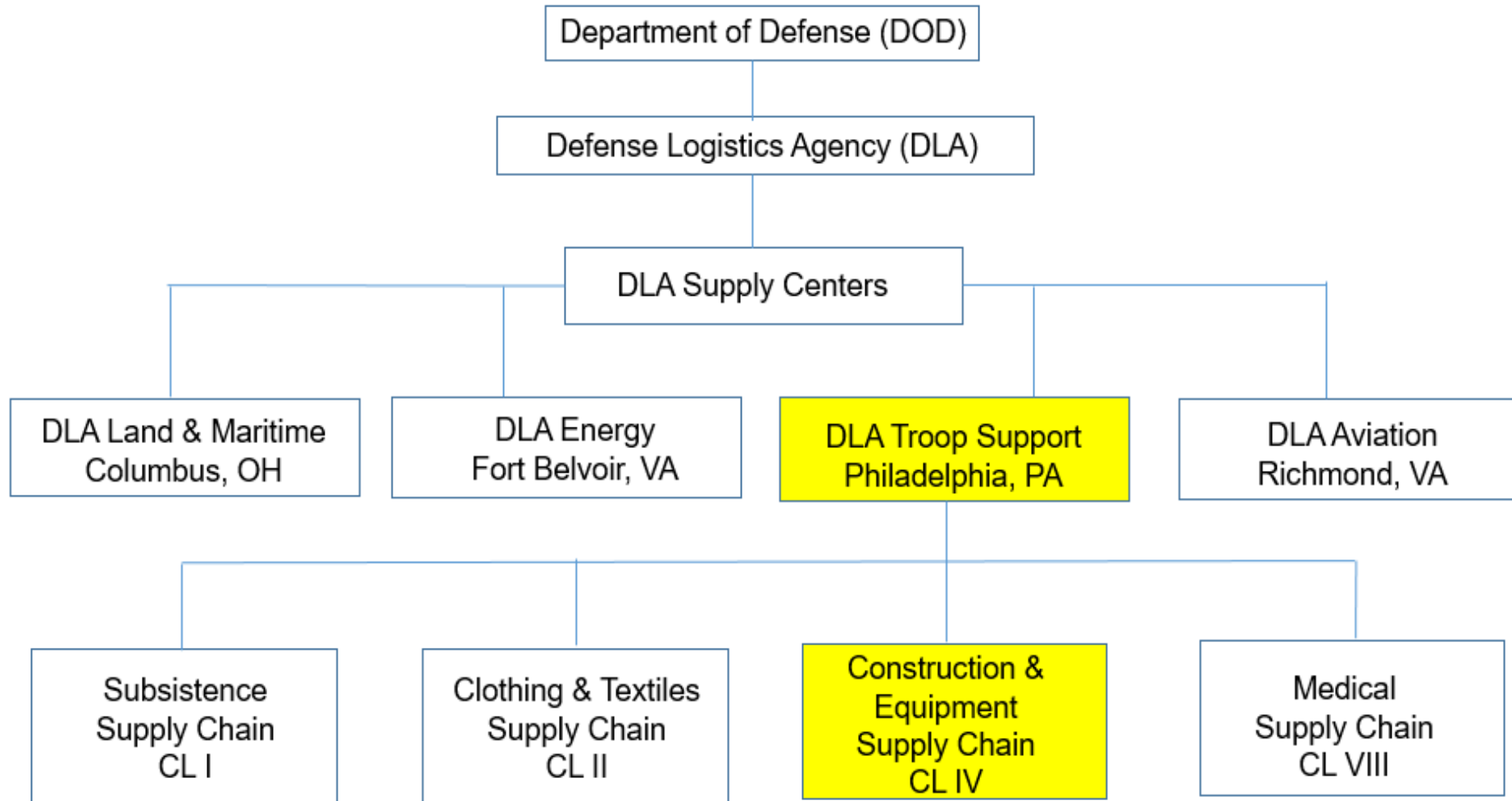
John Finchen

Tailored Logistics Support Programs (TLSP)
Fire and Emergency Services Equipment (F&ESE)
Special Operational Equipment (SOE)
Ability One Base Supply Center (ABOBSC)

WARFIGHTER ALWAYS



Where We Fit In



[DLA is... The Nation's Combat Logistics Support Agency – Click to Watch Video](#)



Tailored Logistic Support Program (TLSP)

- Procurement vehicle that utilizes commercial industry capabilities to efficiently acquire Fire & Emergency Services Equipment (F&ESE), Special Operational Equipment (SOE) and Ability One Base Supply Center (ABOBSC) items.
- TLS Vendors serve as distributors of equipment and related incidental services through business partnerships with industry.
- Provides timely and cost-effective support of commercial products and incidental services.

Primary goals:

- Reduce cost
- Ensure product of choice
- Improve logistics response time and
- Increase customer support



Tailored Logistics Support Program (TLSP) Features and Benefits

Features

- “One Stop Shopping”
- 24/7 Vendor Support
- Routine/Emergency Delivery
- Electronic Ordering
- Consolidated Billing
- Name Brand Products
- Value-Added Services
- Surge/Contingency Coverage
- Dedicated Tailored Vendor Logistics Specialist
- Leveraged Buying

*Program is
Available
World-Wide*



Benefits

- Improved pricing through competition
- Improved access to wide range of high-quality commercial products
- Reduced overhead charges
- Reduction in manpower needed to manage items
- Elimination of DLA inventory investment
- Reduction in infrastructure costs
- Improved Logistics Response Time (LRT)



Special Operational Equipment (SOE) TLS Program

SOE Scope Categories

- Survival Gear and Equipment Kits
- Tactical Equipment
- Personal Protection Equipment (gloves, spectacles, goggles, etc.)
- Protective Eyewear and Vision Enhancing Equipment
- Escalation of Force Equipment
- Visit Board Search and Seizure (VBSS)
- Scuba Gear and Miscellaneous Diving Equipment
- Thermal Protection Equipment
- Surface Supplied Diving Equipment
- Communication Devices (such as walkie-talkies, two-way radios, etc.)



- Compressors and Air Purification Systems
- Hyperbaric Instrumentation & Equipment and Saturation Equipment
- Lifesaving/Search and Rescue Equipment
- Air Crew Support and Flight Deck Safety Items
- Underwater Tools
- Protective Gear, Miscellaneous Apparel, Clothing and Textiles
- Load Carrying Equipment (vests, backpack systems, trunk lockers, etc.)
- Lethality Support Items (slings, holsters, straps, fasteners, reflective belts, etc.)
- Mountain Climbing Equipment
- *Tents, Shelters, & Associated Equipment*



Fire Emergency Services Equipment (F&ESE) TLS Program

F&ESE Scope Categories

- Firefighting (hoses, hose fittings, tools, gloves, ladders, burn houses, etc.)
- Safety (goggles, warning signs, protective clothing, etc.)
- Rescue (harnesses, propel gear, extraction equip., jaws of life, etc.)
- Environmental (CBRN items)
- Hazardous material (HAZMAT) (decontamination equip)
- Domestic preparedness (alert systems)
- First responder (communication and rescue equip.)
- Search and rescue (rescue vehicles, harnesses, ropes, etc.)
- Other emergency response equipment





Ability One Base Supply Center (ABOBSC) TLS Program

ABOBSC Scope Categories

- **Office Products**
 - Computer Accessories
 - Desk Supplies
 - Shipping Supplies
 - Printing Supplies
- **Cleaning & Janitorial Supplies**
 - Environmentally “Green” Cleaners/Detergents
 - Disposable Paper Products
- **Food Service Supplies**
 - Food Handling and Preparation
 - Disposable Products/Breakroom Supplies
 - Kitchen Cleaning
- **Hardware and Tools**
 - Pro-Grade Tools
 - Lighting Equipment
 - Paints and Accessories
 - Padlocks
- **Workplace Safety**
 - Safety Equipment and Apparel
 - Floor Mats and Safety Treads
 - OSHA Compliance
- **Individual Equipment Element**
 - Organizational Clothing and Individual Equipment
 - DLA items
- **Special Orders**
 - Unique Military Items/Tactical Gear
 - Office Furniture





Scope Determinations

- Each line item of each order is reviewed independently for scope determination and must be approved prior to solicitation – each order request stands alone and is evaluated for scope separately from other order requests.
- Additional Information must be populated on the Order Request spreadsheet
 - Should contain the intended use narrative of the line item, further description of how the item is within scope of the program, detailed description of exactly what the item is, provide Statement of Work if service or installation required.
- Incidental Services & Training
 - Related direct to items of supply allowed under scope of the contract.
 - Excludes some OCONUS locations (Japan, Korea, CENTCOM, Djibouti, Guantanamo Bay).
 - Should be ordered the same time as the supplies.
- Incidental Services & Training are not authorized under the ABOBSC Program.



Customer Registration Form

Special Operational Equipment (SOE) Tailored Logistical Support Program (TLSP)

Customer Registration/FOPOC Designation Form (Version 1.0)

Customer Registration

DoDAAC (of Ordering Activity)	<input type="text"/>	•
Name of Unit	<input type="text"/>	•
Rank	<input type="text"/>	•
Customer First Name	<input type="text"/>	•
Customer Last Name	<input type="text"/>	•
Customer Phone Number	<input type="text"/>	•
Customer Email Address	<input type="text"/>	•
BIDWISER Cust Acct Number	<input type="text"/>	•

Note: Multiple POC's can be listed
in "Customer Email Address"

** (required for existing registered customers; to be generated by Bidwiser for new registrations)

Finance Office POC (FOPOC) Designation

Name of Unit	<input type="text"/>	•
Rank (Abbrev.)	<input type="text"/>	•
FOPOC First Name	<input type="text"/>	•
FOPOC Last Name	<input type="text"/>	•
FOPOC Email	<input type="text"/>	•
FOPOC Phone	<input type="text"/>	•
BIDWISER FOPOC ID Number	<input type="text"/>	•
Backup FOPOC First Name	<input type="text"/>	•
Backup FOPOC Last Name	<input type="text"/>	•
Backup FOPOC Phone	<input type="text"/>	•
Backup FOPOC Email	<input type="text"/>	•

(to be generated by BidWiser upon Designation)

Requisition Number Generation Behavior (enter 1 or 2)

NOTES: - Default will be option 1 if no selection is made on returned forms



Example of Welcome Packet Email

Send

From: SOE FESE Welcome Packages

To:

Cc:

Bcc:

Subject: Welcome to the Special Operations & Equipment Tailored Logistic Support Program

1D2NXXXX2 Order Request for RUTHERFORD.xlsx 27 KB

SOE_Customer_Guidelines_(March_2023).pdf 867 KB

SOE_FESE_MIPR_Instructions.pdf 149 KB

→ **Customized Order Spreadsheet**

When naming the Order Spreadsheet file, please utilize the following guidelines to create a unique file name: **Customer Account number, followed by an identifier for the order (ex. part number, project name, etc.)**

SOE Account Number:
Associated DoDAAC:

→ **Account Number / DoDAAC**

Your assigned Financial Point of Contact (FOPOC)

Name: |
Phone:
Email:
Backup Name:
Backup Phone:

(To avoid future input delays, please annotate above data on all correspondence.)

Enclosed, please find a welcome kit that provides an order template and a Customer Guidance document of the ordering process. Please read the Customer Guidance document before submitting your first order.

If you have any questions regarding your Welcome Package, please contact the following individual:

Your assigned Tailored Vendor Logistics Specialist (TVLS) Lead POC

Name:
Phone:
Email:

→ **Assigned TVLS POC**

Only 'new' FESE Ordering Packages are to be submitted directly to SOEOrders@dla.mil Group Mailbox for input action.



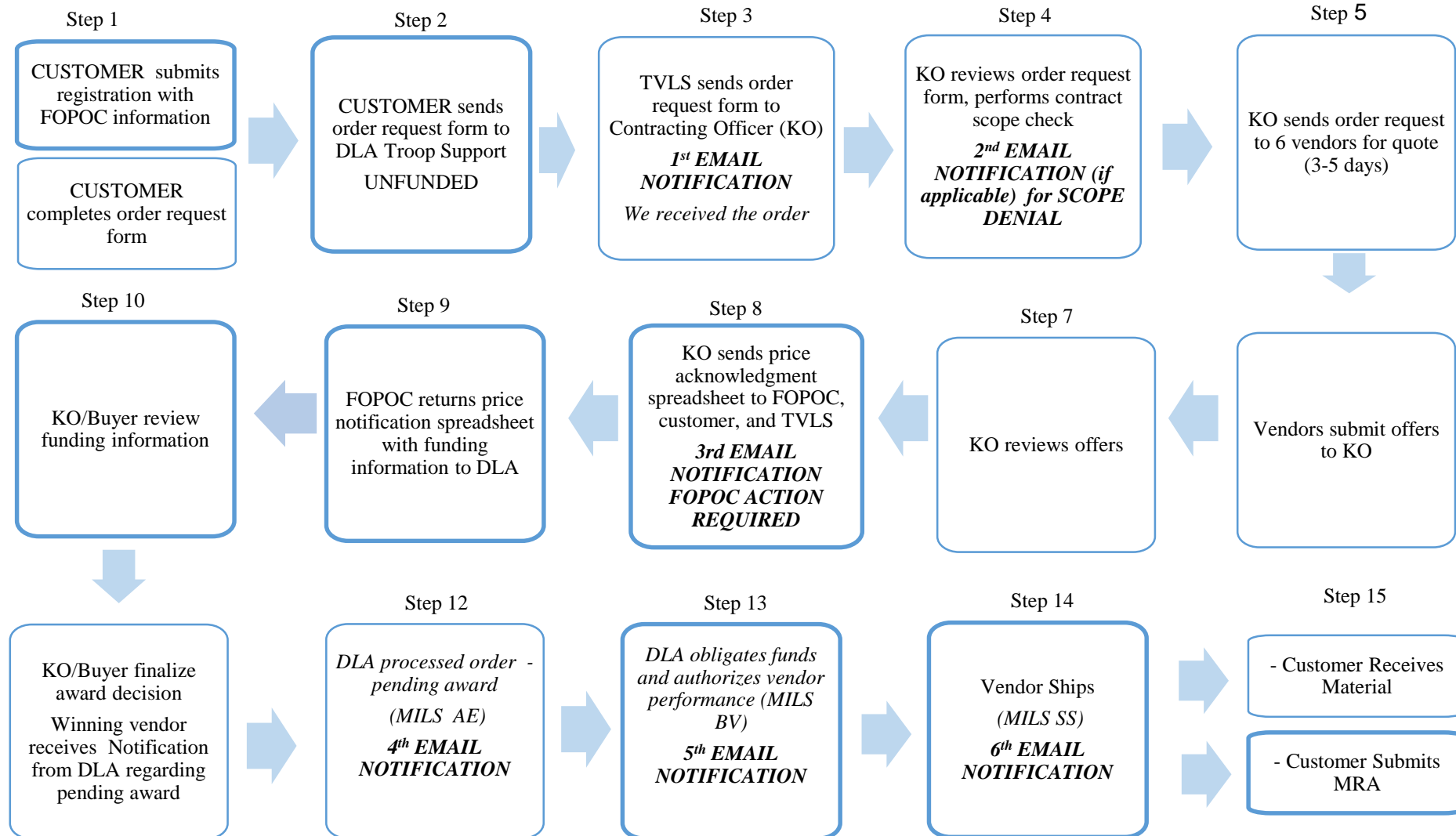
Order Request Form

	A	B	C	D	E			
1	Request Type R/M	POC Name	POC Unit	POC Phone	POC Email			
2								
3								
4								
5								
	F	G	H	I				
1	Manufacturer Name	Manufacturer Part Number	Item Description	Additional Information				
2				* Must Briefly describe what the item is and the intended use. * Include any Kit breakdowns.				
3				* Provide Training Location and # of Participants. List as own line item.				
4								
5								
	J	K	L	M	N	O	P	Q
1	Requested Delivery Date	Quantity	UOI	Ordering DODAAC	ShipTo DODAAC	Supp Add	Delivery Destination	Special Project Code
2								
3								
4								
5								



SOE & F&ESE Order Process Flowchart

(each line item is reviewed independently)





Price Acknowledgement Spreadsheet (PAS)

	AA	AB	AC	AD	AE	AF	AG	AH	AI	AJ	AK	AL	AM	AN
1	Quantity	UOI Offer	Unit Price	Offer Ext Price	CRR	Unit Price	Ext Price	Confirmed Qty	Confirmed Ext Price	Req Number	MIPR Number	Signal Code	Fund Code	Supp Add
2		1 EA	\$147,198.46		0.054	\$155,147.18	\$155,147.18							
3						\$155,147.18								
4														
5														

- Review and Completing your PAS/FOPOC:
 - Complete all fields highlighted in Yellow.
 - Confirm order quantity. You can adjust quantity as needed on the PAS.
 - Enter your MIPR # or Interagency Acquisition (IAA) #.
 - Enter “B” as Signal Code.
 - Enter “XP” as Fund Code.
 - Enter your Bill To DoDAAC under Supp Add.



Possible Reasons for Not Awarding

(this is applicable to all the programs in the brief)

- Before RFQ:
 - Items are determined to be out of scope of the contract.
 - Contracting Officer requires additional information to make an appropriate scope decision.
- After RFQ:
 - Items are not compliant based on domestic sourcing restrictions (Berry Amendment, Trade Agreements Act [TAA], Buy American Act [BAA]).
 - Waiver can be provided for TAA, at the contracting officer's discretion, when appropriate.
 - Vendors are unable to provide a quote for the items (manufacturer failed to respond, etc.).
 - Prices cannot be determined fair and reasonable.



Key Information

C&E Website: <http://www.dla.mil/TroopSupport/ConstructionandEquipment>
Access Customer Guidelines and Program Information for SOE/Tents, F&ESE and ABOBSC



Orders and Questions:
SOE/Tents – SOEOrders@dla.mil
F&ESE – FESOrders@dla.mil
ABOBSC - ABOBSCOrders@dla.mil

Pricing Confirmation & Funding submission:
SOE - SOEPriceAcknowledge@dla.mil
Tents – Respond to RFI email & TVLS or provide with order.
F&ESE - FESEPriceAcknowledgements@dla.mil
ABOBSC - ABOBSCPriceAcknowledgements@dla.mil



Construction & Equipment (C&E) Product Line Points of Contact

<u>PRODUCT LINE</u>	<u>POC</u>	<u>TELEPHONE</u>	<u>E-MAIL</u>
• Lighting	Ryan McLeod	215-737-4849 DSN-444-4849	Ryan.McLeod@dla.mil
• HVAC			
• Commercial Hardware			
• Miscellaneous Construction			
• Technical & Information Equipment			
• Maintenance, Repair & Operation (MRO)	Adam Tutolo	215-737-2470 DSN-444-2470	Adam.Tutolo@dla.mil
• Metals			
• Related BOM (Bill Of Materials)	Shervon James	215-737-5547 DSN-444-5547	Shervon.James@dla.mil
• Fire & Emergency Services (FES) Equipment			
• Special Operational Equipment (SOE)			
• Tents, Shelters & Accessories			
• Ability One Base Supply Center (ABOBSC)			
• Heavy Equipment Procurement Program (HEPP)	Eve Harmon	215-737-5812 DSN-444-5812	Eve.Harmon@dla.mil
• Containers / Pallets / Fuel Drums			
• Ground Support			
• CLASS IV	Angel Rodriguez	215-737-7606 DSN-444-7606	Angel.Rodriguez2@dla.mil
• Lumber			
• Barriers			
• Related BOM (Bill Of Materials)			

C&E Website <http://www.dla.mil/TroopSupport/ConstructionandEquipment/>

C&E Email: CEWeb@dla.mil





Backup Slides

- Additional information on:
 - Customer responsibilities.
 - Specific program flow charts



Customer Responsibilities – SOE, Tents, F&ESE

- One-time registration must be completed prior to ordering under the SOE/Tents/F&ESE TLSP.
- Provide account number with every SOE/Tents/F&ESE order submission.
- Understand the customer guidelines received in the welcome package.
- Populating the additional information field on the Order Request spreadsheet with detailed information on what the item is, and the intended use.
- Confirm your order has been received. If you do not receive an order confirmation email within 48 hours and have not been contacted directly by your TVLS regarding your order, please reach out directly to your TVLS and copy the correct order request mailbox.
- Communication with SOE/F&ESE TLSP Vendors is only appropriate before the order request is submitted to DLA Troop Support.
- Once the order request is submitted, communication between the customer and any TLS Vendor is strictly prohibited (may violate procurement integrity and fair opportunity).
- Only send funding once the Price Acknowledgement Sheet (PAS) is received (3rd email notification), or the RFI spreadsheet for unfunded tent orders.
 - “Reply to All” is key to submitting spreadsheet and funding back to DLA
- Confirm your MIPR has been accepted if no notification of your 448-2 received within 5 days. Very important during 4th Quarter/EOFY.



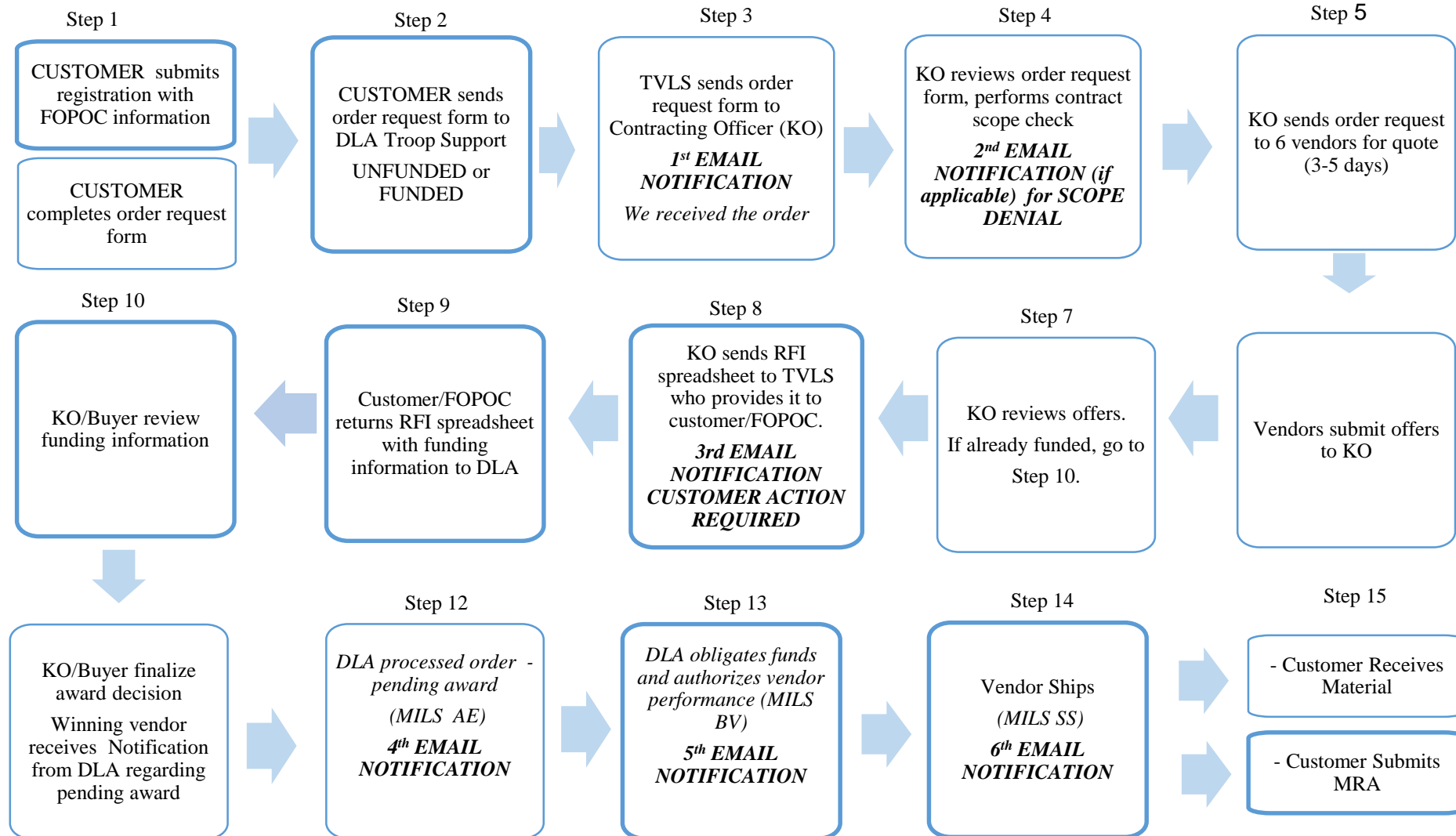
Customer Responsibilities – SOE, Tents, F&ESE

- Reference the order's load batch number (provided in 1st email notification) when emailing for status, for all SOE/F&ESE orders. For Tent orders, reference the file name (provided in 1st email notification).
- Any and all questions regarding an open order may be directed to your TVLS at any point in the acquisition process.
- Any quotes received prior to order submission by the manufacturer, or any vendor are not binding; however, if you have price questions once receiving your FOPOC email you may provide that information to the Contracting Officer for review.
- Quantities can be adjusted on the Price Acknowledgement Spreadsheet; however, please note that quantity decreases may necessitate an adjustment to the unit prices of the remaining lines on the order.
- The Price Acknowledgement Spreadsheet must have all applicable fields filled out to be accepted.
- If using a 7600B to provide funding for an order, please submit your fully signed and executed 7600A with your order.
- Post award questions may be directed to your TVLS for action as well.



Tents Order Process Flowchart

(each line item is reviewed independently)



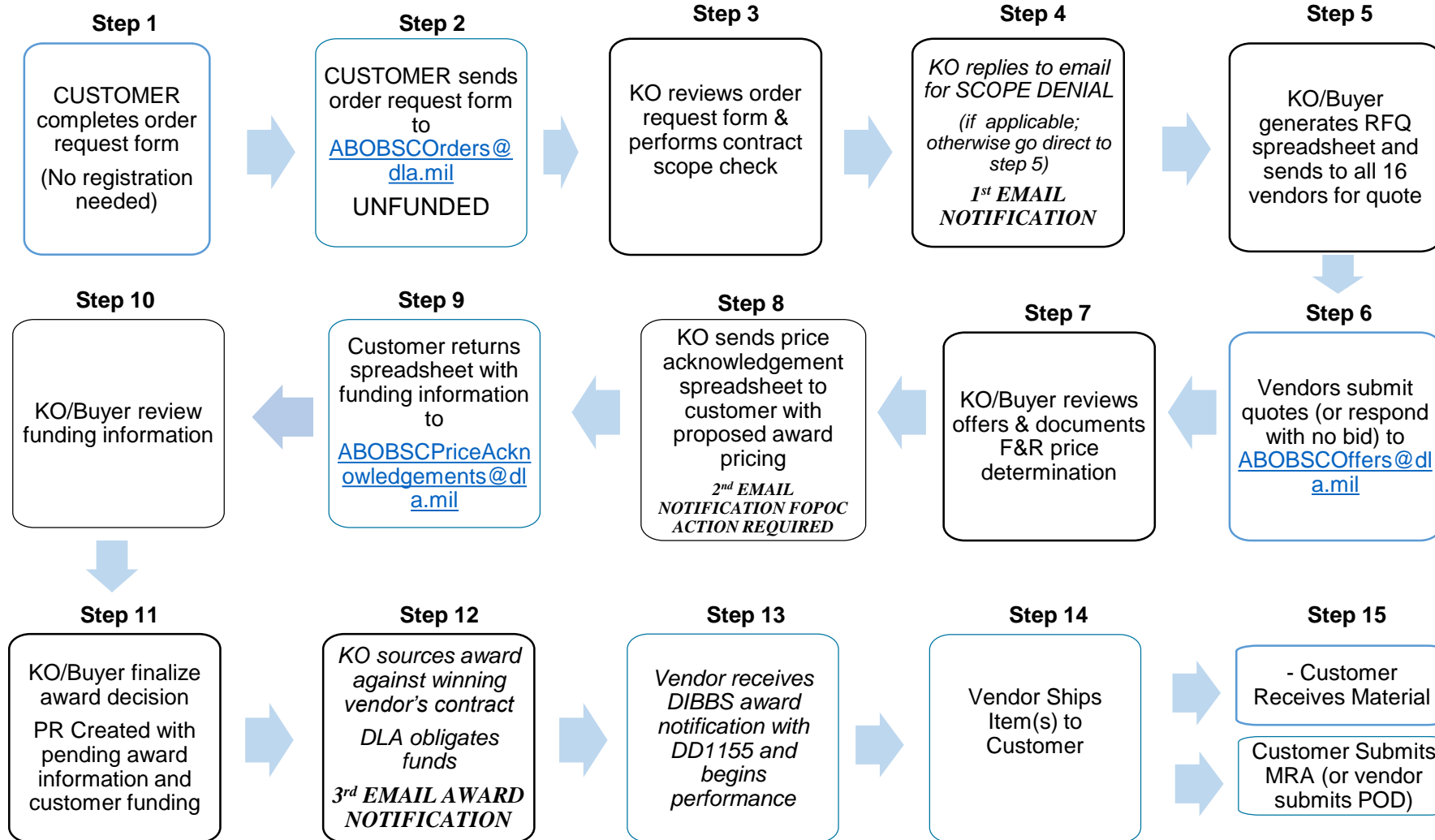


Customer Responsibilities – ABOBSC

- One-time registration must be completed prior to ordering under the SOE/Tents/F&ESE TLSP.
- Filling out the Order Request spreadsheet, including populating the additional information field on the Order Request spreadsheet with detailed information on what the item is, and the intended use.
- Reference the order's Request for Quote (RFQ) number (sent with price acknowledgment spreadsheet) when emailing for status for all ABOBSC orders.
- Only send funding once the Price Acknowledgement Spreadsheet (PAS) is received (2nd email notification). "Reply to All" is key to submitting spreadsheet and funding back to DLA
- Confirm your MIPR has been accepted. If no notification of your 448-2 received within 5 days, please contact your TVLS. Very important during 4th Quarter/EOFY.
- Quantities can be adjusted on the Price Acknowledgement Spreadsheet; however, please note that quantity decreases may necessitate an adjustment to the unit prices of the remaining lines on the order.
- The Price Acknowledgement Spreadsheet must have all applicable fields filled out to be accepted.
- If using a 7600B to provide funding for an order, please submit your fully signed and executed 7600A with your order.



ABOBSC Ordering Process Flowchart



The National Guard and Small Business

Mr. Kyle Beagle, Director, NGB SB Programs

WELCOME TO OUR TRAINING



“NGB 101: How To Do Business with the National Guard Bureau”

**Presented by
NGB Office of Small Business
Programs**

Agenda

- **Who We Are**
- **What We Buy**
- **Acquisition Process Overview**
 - Market Research and the Rule of Two
 - NAICS
 - Non-Manufacturer Rule
- **How to make a small business set-aside decision**

Who We Are...



◆ The National Guard is a non-federal organization reporting to the Governor through the Adjutant General.

◆ The National Guard Bureau (NGB) is:

◆ not the National Guard...but we are closely related

◆ a federal activity within the Department of Defense (DoD)

◆ Established to be a liaison between the DoD and the individual State Militia Units...*the National Guard*

Contracting Differences

National Guard of the 50 States Territories & D.C

- Federal/State Missions
- State Rules Apply to State Missions
- Federal Socio-economic Rules DO NOT apply

National Guard Bureau

- Federal
- Uses FAR and Supplements
- Federal Socio-economic Rules apply

The National Guard Bureau's mission is to ensure ready and reliable reserve components in support of the active Army and the active Air Force. To accomplish this mission we spend federal dollars through contracts.

- ◆ NGB observes all Federal, DoD and Army contracting statutes, policies and regulations

- ★ – Competition in Contracting Act
- ★ – Small Business Act Requirements

- ◆ NGB Utilizes the Federal Acquisition Regulation and supplements

- ◆ Defense FAR Supplement

- ◆ Army FAR Supplement

The structure of the Guard



Army

- maintain properly trained and equipped units, available for prompt mobilization for war, national emergency, or as otherwise needed.
- The Army National Guard is a partner with the Active Army and the Army Reserves in fulfilling the country's military needs.
- <https://www.nationalguard.com/>



Air

- Maintain well-trained, well-equipped units available for prompt mobilization during war and provide assistance during national emergencies (such as natural disasters or civil disturbances).
- Provides almost half of the Air Force's tactical airlift support, combat communications functions, aeromedical evacuations and aerial refueling. In addition, the Air National Guard has total responsibility for air defense of the entire United States.
- <https://www.ang.af.mil/About-Us/>



Space

- Currently Space Ops
- Future state Space Guard
- The Air Guard's Space mission supports U.S. military operations worldwide through the use of many different types of satellite, launch and cyber operations. This provides individuals in the field with real-time situational awareness. This mission is multifaceted and includes missile warning and defense, space surveillance and satellite operations, tactics development, and intelligence preparation.
- <https://www.goang.com/discover-ang/missions/isr/space-mission.html>

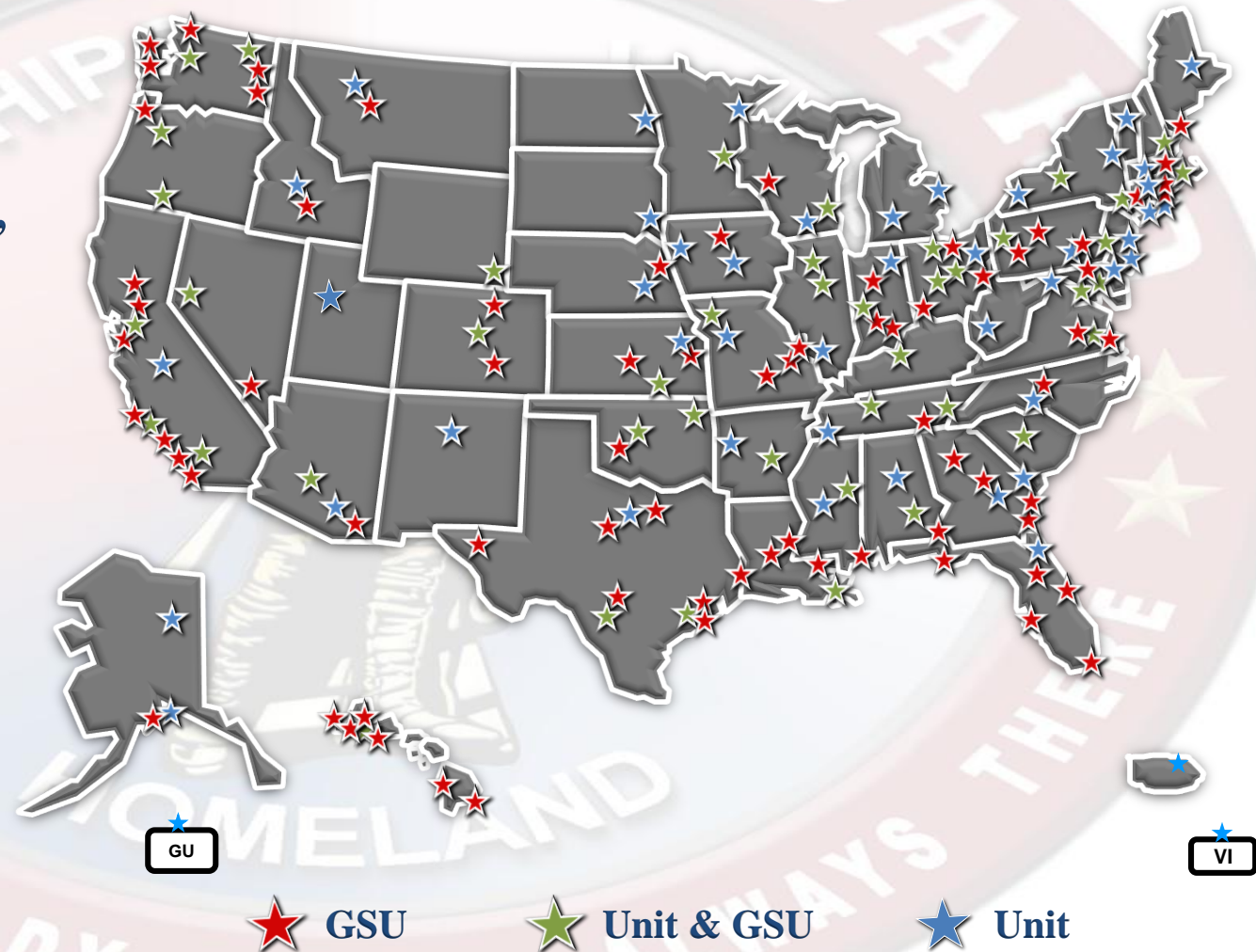
NGB has 145 federal contracting offices located throughout our State's, the District of Columbia, and the Territories of Guam, Puerto Rico and the Virgin Islands.

- 54 United States Property and Fiscal Officer Contracting Offices
- 91 Air National Guard Base Contracting Offices
- NGB National Capital Region Support Office
 - Army Guard Readiness Center, Arlington, VA
 - Air National Guard Readiness Center, Joint Base Andrews
- Federal contracting dollars flow into both large and small communities.
- NGB is not only meeting goals, but helping to build the defense industrial base.

Air National Guard Contracting Mission

ANG Supports:

- 91 Wings
- 54 States, Territories, and the District
- 579 Support Units
- 105,700 Personnel
- 1,160 Aircraft



GSU: Geography Separated Unit

NGB IS:

- **Post**
- **Camp**
- **Base**
- **Contracting Activity**

We Purchase:

- **Supplies and Services Subsistence**
- **Professional Support Services**
- **A&E and Construction**
- **Consulting Services and Studies**
- **Professional Medical Services**
- **Environmental Restoration**
- **IT**
 - **Army (CHESS)**
 - **Air Force (AFWAY/NetCents)**

From 1 October 2008 to 30 September 2023 the National Guard has awarded:

Total Small Business Eligible Dollars	\$37,166,260,801.20
Small Business Dollars	\$25,626,519,310.93
Small Disadvantaged Business Dollars	\$11,815,848,633.22
Service Disabled Veteran Owned Small Business Dollars	\$3,994,915,976.74
Women Owned Small Business Dollars	\$5,644,079,388.18
Certified HUBZone Small Business Dollars	\$2,710,532,032.43

-Over 479K SB eligible actions

-Over \$25B in SB contract awards

-Tremendous opportunities and support for SDBs, WOSBs, SDVOSBs, and HUBZones

-Exceed SB and Socio-economic goals on frequent basis

Overview of the National Guard Contracting Enterprise

- The Contracting function is decentralized
 - NGB Operational Contracting, National Capital Region (NCR)
 - USPFO Contracting in each State, Territory, D.C.
- Significant reforms are being implemented in the National Guard's Contracting Processes:
 - Efforts to increase competition & awards to small business
 - Implementation of a program management discipline
 - Greater senior-level involvement in overseeing proper acquisition processes
 - Greater emphasis on transparency, compliance, and contract oversight
- NGB Operational Contracting Division (NGB-AQ) in the NCR:
 - One of 145 Contracting offices in the National Guard Contracting Enterprise
 - Customers/Stakeholders:
 - Army National Guard (ARNG) HQ requirements
 - Air National Guard (ANG) HQ requirements
 - NGB Joint Staff and NGB Senior leadership
- NGB-AQ Awards approximately a 1/2 of all contract dollars for the NGB
 - Army Guard, Air Guard, Joint Staff operations, support services, commodities/supply

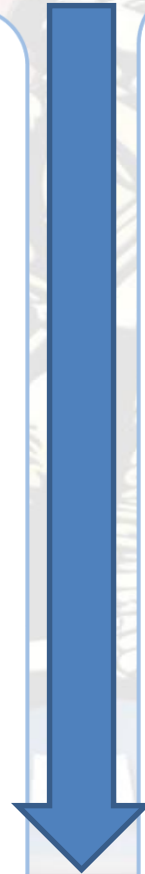
How Does a Purchase Request Become a Contract

- Like a “Bill” becoming a “Law”, it takes many steps
- Customer
 - Identifies a requirement...
 - Conducts market research
 - Initiates Acquisition Plan or Strategy
 - Prepares Performance Work Statement, Specification, etc.
 - Sends the acquisition package with funding to the NGB Contracting Offices
 - Contracting Officer (KO) follows the “Required Sources” from Federal Acquisition Regulation Part 8

Required Sources – Descending Order of Priority

Services

- AbilityOne
- Mandatory Federal Supply Schedules
- Optional Federal Supply Schedules
- Federal Prison Industries
- **COMMERCIAL SOURCES**



Supplies

- Agency Inventories
- Excess from other agencies
- Federal Prison Industries
- AbilityOne
- Wholesale sources
- Army CHES for IT supply
- Optional Federal Supply Schedules
- **COMMERCIAL SOURCES**

If **COMMERCIAL SOURCES**.....

- The Contracting Officer conducts market research to identify potential contractors
 - Dynamic Small Business Search (DSBS) <http://dsbs.sba.gov>
 - Make sure that your business is listed since this is the primary tool for searching SB concerns
 - Add relevant key words, capabilities, and contract information with POC (federal, state, commercial, including info as subcontractor)
 - Make sure that your NAICS is correct
 - **Do not use Sectors 42 Whole or 44 – 45 Retail Trade if you are dealer; use NAICS of the manufactured item**
 - FPDS-NG search of past contracts- SAM.gov
 - Sources Sought Synopsis

Government Policy on Small Business Programs

In accordance with DoD policy 4205.01 (8 June 2016), Federal Acquisition Regulations, and Title 15 U.S. Code (a.k.a. The Small Business Act) OSD, Military Departments and Defense Agencies shall:

- Provide **maximum practicable opportunities** to small business (SB), Service-Disabled Veteran-Owned SB (SDVOSB), Historically Underutilized Business Zone (HUBZone) SB, Small Disadvantaged Business (SDB), and Women-Owned SB (WOSB) concerns, by using:
 - Prime contract set-asides to SB, SDVOSB, HUBZone, Economically Disadvantaged WOSB (EDWOSB) and WOSB under WOSB Program, 8(a) set-asides (over \$7 for manufacturing (mfg) and \$4.5M of all others), or
 - Sole source under 8(a), HUBZone, WOSB, or SDVOSB for actions less than \$7M (mfg) and \$4.5M (all others)(Reference FAR Part 19)

How Do We Determine When to Set-Aside?

- Set-aside will be used, if “**Rule of Two**” applies:
 - Offers will be obtained from at least two responsible SB categories described before; and
 - Award will be made at fair market price
- Full and open competition will be used:
 - If Contracting Officer determines there is **not a reasonable expectation** of obtaining offers from two or more responsible small business concerns that are competitive in terms of market prices, quality, and delivery
 - If a large business is the awardee, they will need to submit a subcontracting plan to provide opportunities for various SB categories

Summary of the Rule of Two

Program	Competitive	Sole Source	Other Considerations
Small Business	Rule of Two	J&A Required	FAR/DFARS/AFARS Subpart 19.2
8(a)	Rule of Two	Up to \$4.5M (\$7M for manuf NAICS); up to \$100M to Indian tribe/ Alaskan Native Corp; NHO unlimited sole source	FAR/DFARS/AFARS Subpart 19.8
HUBZone	Rule of Two	Up to \$4.5M (\$7M for manuf NAICS); <i>and not currently being performed by an 8(a) participant or SBA has accepted the requirement for the 8(a) program</i>	Certification required; refer to FAR/DFARS Subpart 19.13
SDVOSB	Rule of Two	Up to \$4M (\$7M for manuf NAICS); <i>and not currently being performed by an 8(a) participant or SBA has accepted the requirement for the 8(a) program</i>	Self-representation; refer to FAR/DFARS Subpart 19.14
** WOSB / EDWOSB	Rule of Two	** Up to \$4.5 M (\$7M for manuf NAICS)	Specific NAICS, refer to FAR/DFARS Subpart 19.15; 13 CFR 127.500

* Sole source awards under the 8(a) program are expressly authorized by statute (15. U.S.C. 637) but refer to FAR 6.303 for requirements for justification & approval of sole source 8(a) awards over \$22M.

** The SBA implemented statutory authority as part of the 2015 NDAA which authorizes sole source contracts to WOSBs and EDWOSBs.

How Do We Determine The Type of Small Business Set-Aside?

Procurements \$10,000 to SAT:

1. Automatically reserved for SB set-aside. However, KO may consider:

-8(a) sole source*

-HUBZone set-aside or sole source

-SDVOSB set-aside or sole source

-EDWOSB set-aside

-WOSB set-aside

2. Full and open competition, if “Rule of Two” not met

Ref. FAR 19.203(b), 19.502-2(a)

Procurements greater than SAT:

1. Contracting Officer shall first consider:

-8(a) sole source or set-aside*

-HUBZone set-aside or sole source**

-SDVOSB set-aside or sole source**

-EDWOSB set-aside**

-WOSB set-aside**

2. Small business set-aside

3. Full and open competition, if “Rule of Two” not met

Ref. FAR 19.203(c), 19.502-2(b)

* Sole source authorized up to \$7M for mfg & \$4.5M for others; set-aside above \$ thresholds

** Set-aside considered first; if only one source, sole source up to \$7M for mfg; \$4.5M for others

What Next?

- Review the command forecast and website to become familiar on how to do business with NGB (insert link)
- Solicitation information publicized at:
 - Federal Business Opportunities at (SAM.GOV)
 - SAM.gov is now home to all current contract opportunities formerly posted to FBO.gov. FBO is now known as “Contract Opportunities”
- Solicitation issued with due date
- Contractors prepare and submit their proposals
- Award is made to contractor

Marketing Tips

- Understand our structure and mission
 - Do you want to focus on opportunity in a specific region or state?
- Learn the acquisition procedures and restrictions (i.e. mandatory or preferred)
 - Air Force Way...*mandatory*
(AFWAY) <https://www.afway.af.mil>
 - Army Computer Hardware Enterprise Software & Solutions ...*mandatory*
(CHESS) <https://chess.army.mil>
 - Air Force IT-Network Centric Solutions... *mandatory*
(NETCENTS) <http://netcents.af.mil/>
- Use the Federal Business Opportunities website (SAM.gov)
- Use the Federal Procurement Data System website for market research
SAM.gov

Tips for Winning and Keeping Government Business

1. Track www.SAM.gov www.gsaadvantsge.gov or One Acquisition Solution for Integrated Services (OASIS), www.gsa.gov/OASIS.
2. Participate in Multiple Award IDIQ Contracts (As a Prime or Partner)
 - Government preference to compete requirements in a smaller pool of qualified vendors in order to reduce workload and lead time.
 - Fair Opportunity rules provide more flexibility to the Government over “Full and Open” competition – Especially in Best-Value competitions.
 - OASIS One Acquisition Solution for Integrated Services (OASIS) Small Business
3. Have an understanding/appreciation of NGB’s need to meet socio-economic business goals.
 - Small Business 2019 Goal-63% of all dollars obligated
 - Large Business must execute subcontracting plans that provide opportunities to small business concerns.
 - Consider partnering alternatives.
 - Do no abuse small business programs (i.e. 50% of cost of contract for services must be performed by prime).

WELCOME TO OUR TRAINING



How To Use



The in's and out's of this wonderful web site

**Presented by
NGB Office of Small Business
Programs**

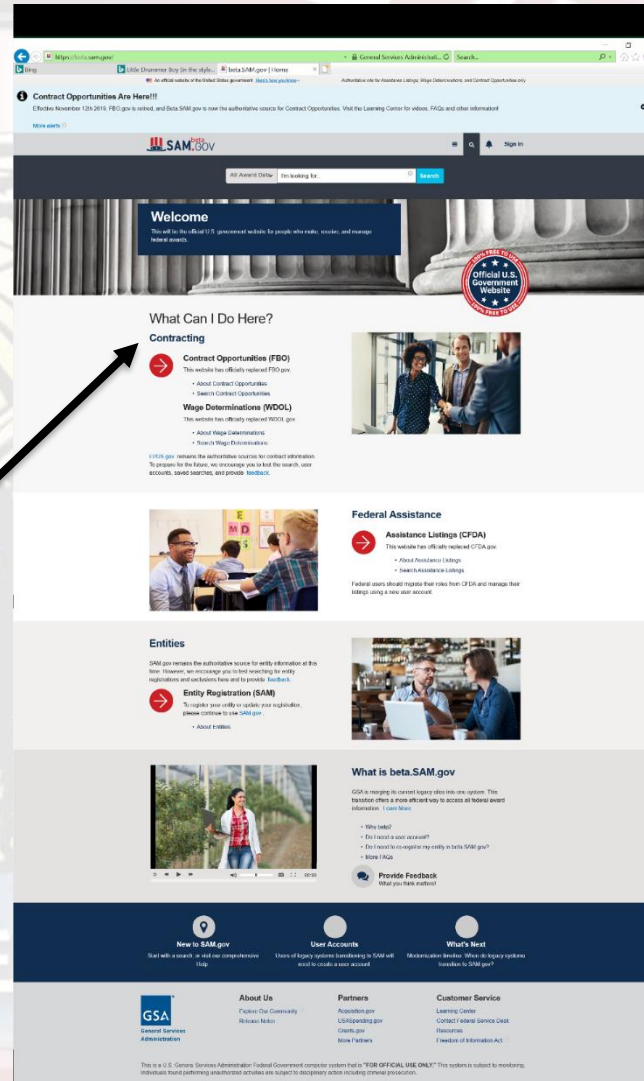
Where to begin?

Go to the SAM web site

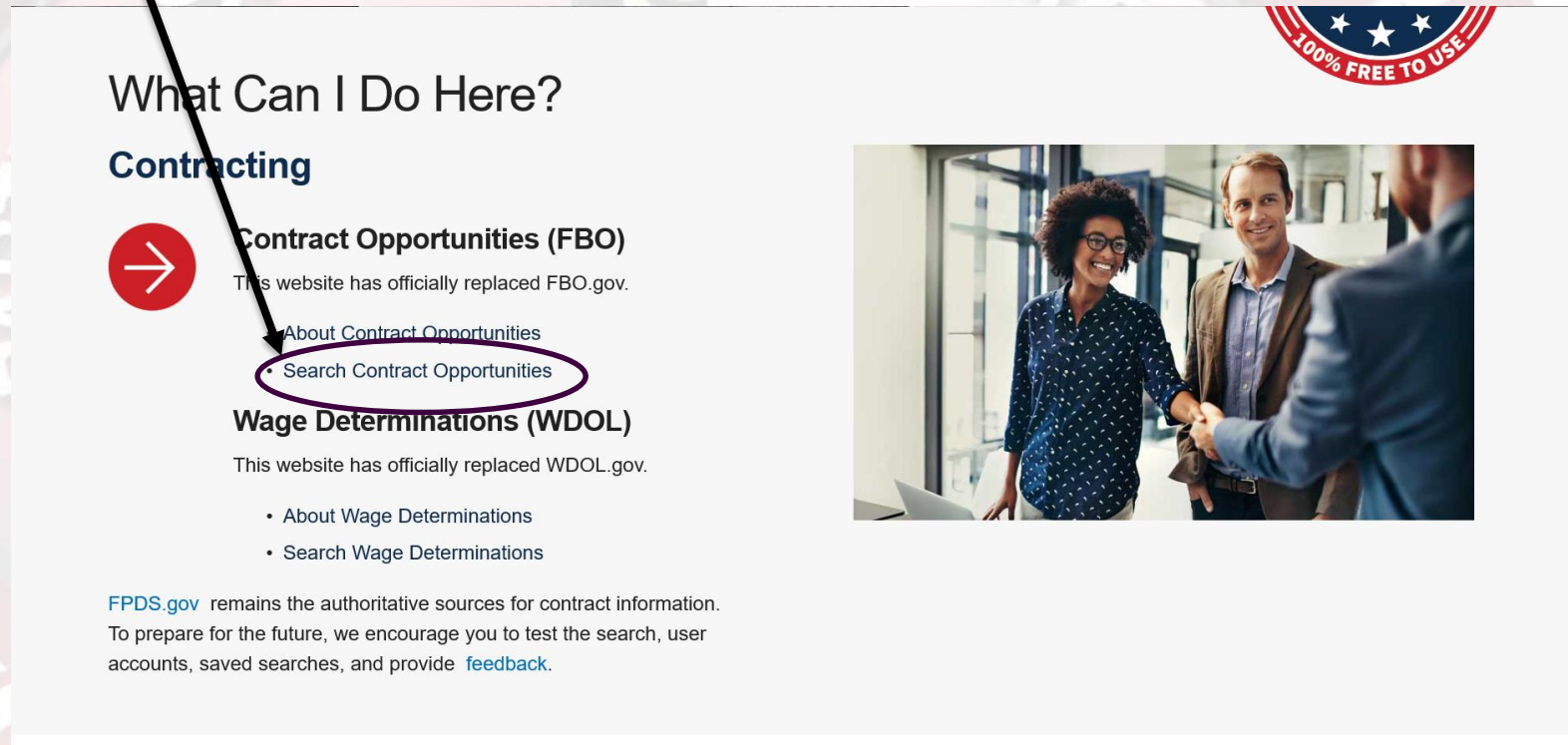
The Sam Website is:

<https://sam.gov>

Now look for the title of:
What can I do here




Scroll down to and
Place your cursor over the words:
'Search Contract Opportunities'



100% FREE TO USE

What Can I Do Here?

Contracting

 **Contract Opportunities (FBO)**
This website has officially replaced FBO.gov.


- About Contract Opportunities
- Search Contract Opportunities**

Wage Determinations (WDOL)

This website has officially replaced WDOL.gov.

- About Wage Determinations
- Search Wage Determinations

[FPDS.gov](#) remains the authoritative sources for contract information. To prepare for the future, we encourage you to test the search, user accounts, saved searches, and provide [feedback](#).




Looks imposing?
Lets just start here:

An official website of the United States government [Here's how you know](#) Authoritative site for Assistance Listings, Wage Determinations, and Contract Opportunities only

Contract Opportunities Are Here!!!

Effective November 12th 2019, FBO.gov is retired, and Beta.SAM.gov is now the authoritative source for Contract Opportunities. Visit the Learning Center for...

More alerts



Assistance listings I'm looking for..

Search Results

Showing 1 - 10 of 2,247 results Sort By Last Updated Date

Keywords

Active Only

Electricity Research, Development and Analysis

Assistance Listing
CFDA Number 81.122
Funded Yes
Last Updated Date Dec 13, 2019
Type Of Assistance B - Cooperative Agreements

Department/Ind. Agency [ENERGY, DEPARTMENT OF](#)

Published Date

From Month Day Year

To Month Day Year

Updated Date

From Month Day Year

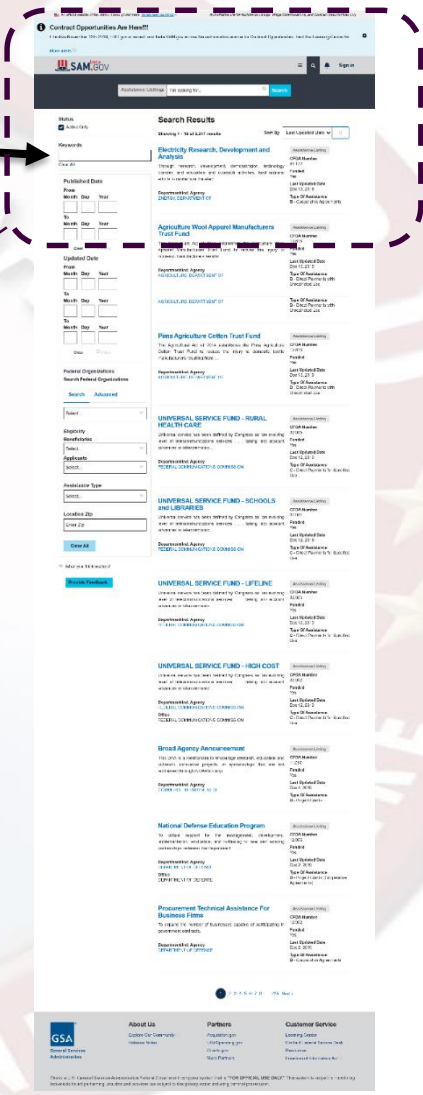
To Month Day Year

Agriculture Wool Apparel Manufacturers Trust Fund

The Agricultural Act of 2014 establishes the Agriculture Wool Apparel Manufacturers Trust Fund to reduce the injury to domestic manufacturers resultin...

Assistance Listing
CFDA Number 10.616
Funded Yes
Last Updated Date Dec 13, 2019
Type Of Assistance D - Direct Payments with Unrestricted Use

Department/Ind. Agency [AGRICULTURE, DEPARTMENT OF](#)



Contract Opportunities Are Here!!!

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Type Of Assistance D - Direct Payments with Unrestricted Use

Department/Ind. Agency [AGRICULTURE, DEPARTMENT OF](#)

UNIVERSAL SERVICE FUND - RURAL HEALTH CARE

UNIVERSAL SERVICE FUND - SCHOOLS STATE SERVICES

UNIVERSAL SERVICE FUND - LIFELINE

UNIVERSAL SERVICE FUND - HIGH COST

Broad Agency Announcement

National Defense Education Program

Procurement Technical Assistance For Business Firms

USA GSA logo

About Us | Partners | Customer Service

Lets start by looking for Federal National Guard Solicitations

Type in 'National Guard' here:
Then hit 'ENTER'

The screenshot shows the SAM.gov website interface. At the top, there is a navigation bar with the SAM.gov logo and a search bar. Below the navigation bar, there is a search results section. The search bar contains the text "National Guard". The search results are displayed in a list format, with the first result being "Electricity Research, Development and Analysis". The search results are filtered by "Active Only" and sorted by "Last Updated Date".

Status
 Active Only

Search Results
Showing 1 - 10 of 2,247 results
Sort By: Last Updated Date

Keywords
National Guard

Published Date
From: Month Day Year
To: Month Day Year
Clear Filter

Updated Date
From: Month Day Year
To: Month Day Year
Clear Filter

Electricity Research, Development and Analysis
Assistance Listing
CFDA Number: 81.122
Funded: Yes
Last Updated Date: Dec 13, 2019
Type Of Assistance: B - Cooperative Agreements

Agriculture Wool Apparel Manufacturers Trust Fund
Assistance Listing
CFDA Number: 10.616
Funded: Yes
Last Updated Date: Dec 13, 2019
Type Of Assistance: D - Direct Payments with Unrestricted Use

Pima Agriculture Cotton Trust Fund
Assistance Listing
CFDA Number: 10.615
Funded: Yes

Now to see more information on the first result, put your cursor over the words

NGB Industry Day-Herbert R. Temple, Army National Guard Readiness Center

And click on it:

The screenshot shows a search results interface. At the top, there are options for 'Change Filters' and 'Clear All'. The search results are displayed as 'Showing 1 - 10 of 16,531 results'. A dropdown menu for 'Sort By' is set to 'Relevance'. The first result is highlighted with a purple oval and a black arrow pointing to it from the text on the left. The result title is 'NGB Industry Day-Herbert R. Temple, Army National Guard Readiness Center'. Below the title, there is a 'Contract Opportunities' button. The result details include: 'Notice ID: NGB-INDUSTRY-DAY-2018', 'Current Response Date: Apr 25, 2018', 'Last Updated Date: Apr 2, 2018 (3)', and 'Last Published Date: Apr 2, 2018'. The 'Type' is 'Updated Special Notice'. The 'Department/Ind. Agency' is 'DEPARTMENT OF DEFENSE', the 'Sub-tier' is 'DEPT OF THE ARMY', and the 'Office' is 'W39L USA NG READINESS CENTER'. The 'Keywords' section shows 'national' and 'guard' filters. The 'Inactive Date' section has 'From' and 'To' fields with 'Month', 'Day', and 'Year' sub-fields.

Now there are two ways to look at this information.

1) Is to scroll down through the entire page.

or

2) Use the jump to menu on the left side of the screen.

By putting your cursor on any of these topics and making a left click,

You will jump to that portion of the Solicitation.

- Contract Opportunity
- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History

What you think matters!

Provide Feedback

Contract Opportunity

General Information

Classification

Description

Attachments/Links

Contact Information

History

Provide Feedback

What you think matters!

Provide Feedback

NGB Industry Day-Herbert R. Temple, Army National Guard Readiness Center

ACTIVE

Contract Opportunity

Notice ID: NGB-INDUSTRY-DAY-2018

Related Notice

Department/Agency: DEPARTMENT OF DEFENSE

Buyer: DEPT OF THE ARMY

Major Command: NGB

Office: W93A USA NG READINESS CENTER

General Information

View Changes

Contract Opportunity Type: Special Notice (Updated)

All Dates Times are: EST/CD (DISASTION STRONG) TIME, NEW YORK, USA

Updated Published Date: Apr 02, 2018 04:48 pm EDT

Original Published Date: Jan 26, 2018 01:57 pm EST

Updated Response Date: Mar 26, 2018 12:00 am EST

Original Response Date: Feb 23, 2018 11:56 pm EST

Reactive Policy: Special

Updated Inactive Date:

Original Inactive Date:

Inactive:

None

Classification

Original Set Aside:

Product Service Code: 99 - MISCELLANEOUS

NAICS Code: 541000 - All Other Professional, Scientific, and Technical Services

Place of Performance:

111 South George Mason Drive Army National Guard Readiness Center Arlington, VA 22204 USA

Description

Attachments/Links

Download All Attachments/Links

No attachments or links have been added to this opportunity.

Contact Information

Contracting Office Address

AIRNDCEN, VA 22094

Primary Point of Contact

Secondary Point of Contact

NGB-OSDP

NSA-CSS/NSA/CSS/INT

703 901 6700

History

Apr 02, 2018 04:48 pm EDT

Special Notice (Updated)

Mar 15, 2018 12:03 pm EDT

Special Notice (Updated)

Mar 15, 2018 11:56 pm EDT

Special Notice (Updated)

Jan 26, 2018 01:57 pm EST

Special Notice (Original)

GSA

General Services Administration

About Us

Explore Our Community

Release Notice

Partners

Acquisition.gov

USA.gov/usa.gov

Contracts.gov

More Partners

Customer Service

Learning Center

Contact Federal Service Desk

Feedback

Freedom of Information Act

This is a U.S. General Services Administration Federal Government computer system that is "FOR OFFICIAL USE ONLY." This system is subject to monitoring. Individuals found performing unauthorized activities are subject to disciplinary action including criminal prosecution.

Tips for Winning and Keeping Government Business

4. Make sure your firm follows solicitation instructions carefully.
 - Flesh out questions and concerns during the solicitation period.
 - Pay special attention to Sections L (Instructions to Offerors) and M (Evaluation Factors). Failure to respond to any factor or subfactor appropriately results in an “Unsatisfactory” rating.
 - Make your proposals tell us what we ask for – not what you think the Government should be asking for.
 - Avoid restating government requirements in place of providing proposal solutions.
 - Avoid generic boilerplates in proposals (i.e. QA Plan with no specifics).
 - Make sure pricing is competitive, even if price is the “least important factor.” More often than not, price is the tie-breaker.
 - **Don’t assume that former Guardsmen automatically make the best project managers. Pay attention to qualifications as well as understanding the unique nature of the Guard.**
 - Make sure past-performance submittals are recent and relevant (in terms of both size and scope). Additionally, ensure references are going to give the Government positive feedback.
 - **Understand the unique organizational structure and mission of the Guard.**
 - Recognize that a priority of the contracting officer is to mitigate protest risk.

Tips for Winning and Keeping Government Business

5. **Recognize that the Government is a customer. Do not treat Government contracts as an entitlement.**
6. Do not facilitate or engage in scope creep.
7. Respect the formal acquisition process and the remedies provided in that process.
8. Avoid Organizational and Personal Conflicts of Interest. These could prohibit your firm from bidding of future requirements.
9. GSA – Understand your GSA Schedules and ensure the schedule and labor categories are appropriate for the solicitation.
10. Fulfill contract admin requirements (i.e. subcontracting updates, CMRA reports, receipts for cost-reimbursables).
11. Have strong business history (i.e. Dun and Bradstreet).
12. Keep your SAM.gov registration information current.

Resources

- Procurement Technical Assistance Centers (PTACs)
<http://www.aptac-us.org/contracting-assistance/>
- Communicate with NGB's Small Business Professionals
 - There is one in every State, Territory, D.C.
- Visit the National Guard Bureau's Office of Small Business Programs public website for up-to-date tools and information
<https://www.nationalguard.mil/Leadership/Joint-Staff/Special-Staff/Small-Business-Programs/>
- Small Business Administration www.sba.gov
 - Communicate with a Business Operations Specialist to learn about:
 - 8(a) Program Certifications
 - HUBZone Certifications
 - Mentor-Protégé
 - Joint Ventures
 - Proper self certifications for SDVOSB and WOSB Programs
- Email NGB Office of Small Business Program NGB.OSBP@MAIL.MIL

How to do business with us...

<http://www.nationalguard.mil>

National Guard Office of Small Business Programs...

.....Visit our website often for information updates.....



Small Business Programs

Mission: The Mission of the National Guard Bureau's Office of Small Business Programs is to serve enterprises. We ensure that a fair proportion of total purchases, contracts, subcontracts, and other services, be placed with small business, small disadvantaged business, women owned small business (HUBZone), service disabled veteran owned small business.

Doing Business with the National Guard

What is the National Guard Small Business Program?
How to do business with the National Guard
Helpful tips - Marketing the National Guard
FY-17 NGB Top NAICS

Business Opportunities

DoD Procurement Gateway
DoD Procurement Awards
FY-15/16 Acquisition Forecast

Vendor Visit and Product Demonstration Forms

The forms below are to request an onsite visit with the National Guard Bureau. The information provided is for informational purposes only. If you are interested in doing business with the National Guard Bureau, please contact us at ngb.osbp@mail.mil so that we can give our meeting the attention it deserves. We will schedule time to meet to discuss the various Divisions of the National Guard Bureau. The information provided is for informational purposes only. If you are interested in doing business with the National Guard Bureau, please contact us at ngb.osbp@mail.mil so that we can give our meeting the attention it deserves. We will schedule time to meet to discuss the various Divisions of the National Guard Bureau. The information provided is for informational purposes only. If you are interested in doing business with the National Guard Bureau, please contact us at ngb.osbp@mail.mil so that we can give our meeting the attention it deserves. We will schedule time to meet to discuss the various Divisions of the National Guard Bureau.



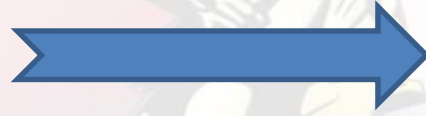
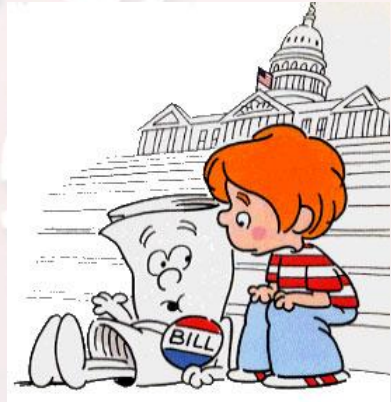
...Monthly Industry Training Sessions...

....Vendor Library ...

...Opportunity Forecast...

...Vendor Visit Forms & Instructions...

Questions?



**Contact NGB's
Office of Small Business Programs
Main Office E-mail**

ngb.osbp@mail.mil

(703) 601-6765



<http://www.nationalguard.mil>

Resolutions in Action: A TAGs Perspective

MG Greg Knight, The Adjutant General of Vermont

Backup

Questions?

Mission



- Serve as a **strong advocate** for National Guard service members, their families, and veterans in Washington, D.C.
- Continuously improve National Guard **readiness, modernization, and quality of life** within the Total Force
- Preserve and promote the National Guard's **rich militia heritage** as the first military organization of the U.S.

Strategic Overview

- **Advocacy**
- **Apolitical & Non-Partisan**



Lobby for National Guard equipment parity and benefits equity



Collaboration with:

- DoD, NGB, VA and DHS
- Military Service Organizations, Veteran Service Organizations



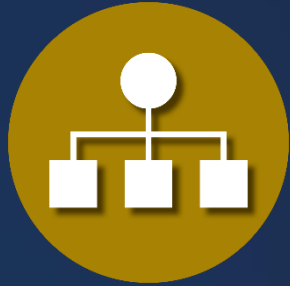
Develop strong relationships with Congress and staff



Grassroots engagement

Priorities for a 21st Century National Guard

Ensuring Deployability, Sustainability, and Interoperability with the Active Component through...



The **Same** Organization

- **Future Multi-Domain Battlefield Interoperability, including:**
 - Deployable & Interoperable Force Structure that is Validated & Doctrinally Consistent
 - Space National Guard as Primary Combat Reserve within Space Force
 - Continued National Guard Integration into Total Force Cyber Mission & Training



The **Same** Equipment

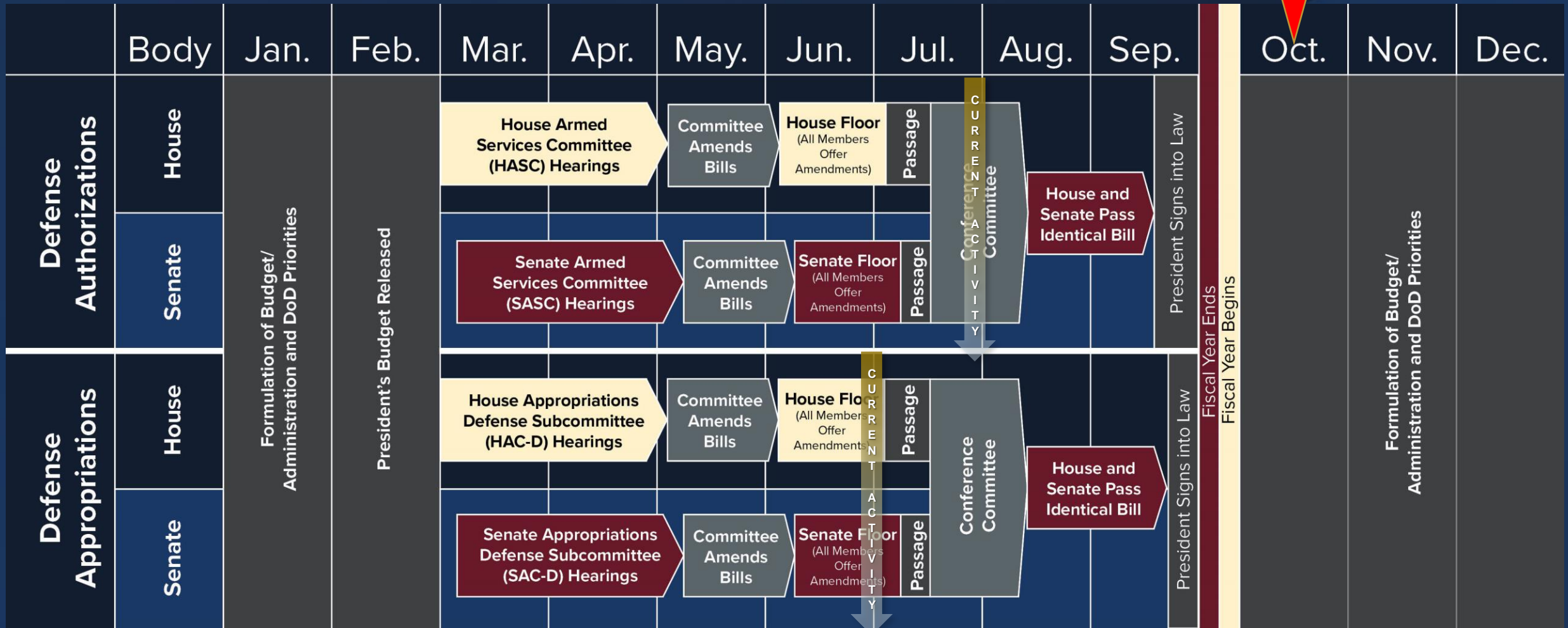
- **Deployable, Interoperable & Sustainable Equipment**
- **Concurrent & Proportional Fielding of Equipment to the National Guard, including:**
 - UH-60M, MQ-1C 25M, F-35A, KC-46A, C-130J & FVL Procurement
- **National Guard Equipment Modernization & Recapitalization, including:**
 - AH-64E, HMMWV, M1 & M2, C-130H, A-10, F-15 & F-16 Modernization



The **Same** Resources and Benefits

- **Zero Cost TRICARE to Ensure Reserve Component Medical Readiness**
- **Post 9/11 GI Bill Parity**
- **Robust National Guard & Reserve Equipment Account (NGREA) Funding**
- **Tax Incentives for Guardsmen & Employers**
- **Ready Access to Mental Health Care & Suicide Prevention**
- **Increased National Guard Military Construction (MILCON) Funding**

Defense Congressional Cycle



What Can You Do?



Get Informed



Communicate & Socialize



**District Congressional Staff
Outreach**

Membership Type and Dues Structure

Company Grade 01, 02, 03, WO1, CW2, CW3	\$40.00
Field Grade 04, 05, 06, CW4, CW5	\$80.00
Flag Officer 07, 08, 09, 010	\$130.00
Digital Life/Active Life Membership	\$500/\$1,000

- **Active Annual Membership:** Dues are collected based on pay grade
- **Digital or Active Life Membership:** Paid once or in installments for a lifetime membership
 - Monthly Installments available (up to two years to pay off)
 - Your Annual Membership can be applied to the Life Payment