

DOING BUSINESS WITH THE GOVERNMENT/ MILITARY – THE BASICS





A short list of options to diversify would include:

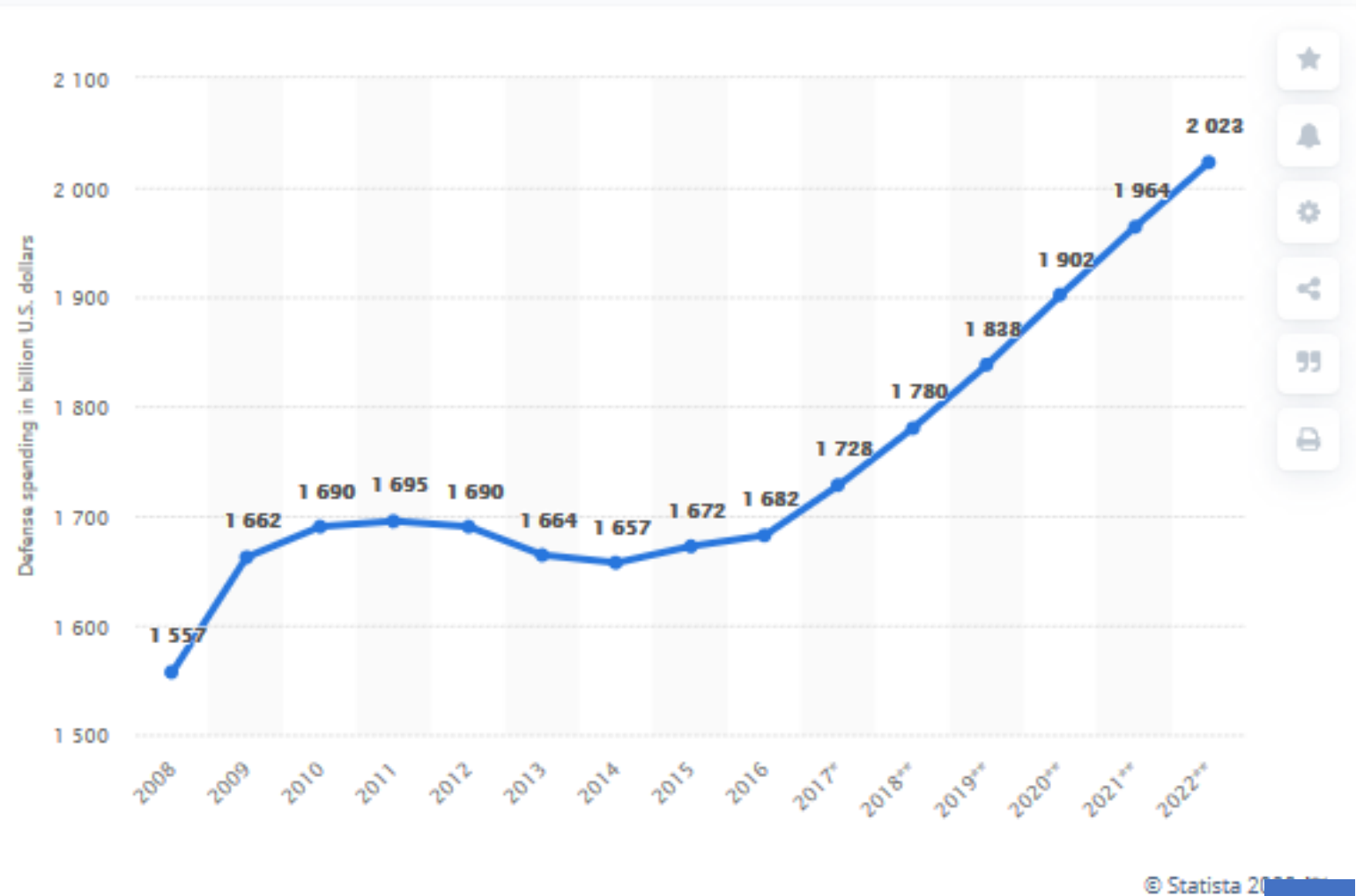
- Starting a Repair Station
- Engaging in Disassembly tear-down projects
- Applying for, or partnering with PMA firms
- Establishing strong ties to OEMs
- Leasing
- Entering the drone/UAV market
- Developing niche specializations in certain parts, aircraft, commodities, or ATA Chapters
- And the topic of this webinar, entering the defense and government markets

*• In the challenged environment we find ourselves in, firms which **survive and thrive** will be those which found ways to **diversify their business portfolios**, such that **underperforming segments are offset by better performing segments.***

WHY SHOULD
YOU CONSIDER
DOING BUSINESS
WITH THE
GOVERNMENT /
DOD?

Global defense spending from FY 2008 to FY 2022

(in billion U.S. dollars)



In this webinar we'll give quick overviews of:

- CAGE Codes
- DUNS Number
- NAICS Codes
- FARs
- National Stock Numbers
- PSC Codes
- Registering with the government's SAM (System for Award Management)
- Search for Solicitations
- Marketing
- Beware the ".COM" websites vs ".GOV"
- Leveraging your minority or other special status
- Help

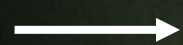
OK, so what's a CAGE Code?

- Commercial And Government Entity.
- A CAGE code is a five-character alphanumeric identifier assigned to entities located in the United States and its' territories.
- Sometimes called manufacturer's code
- *During your SAM registration process, you'll be assigned your CAGE code.*



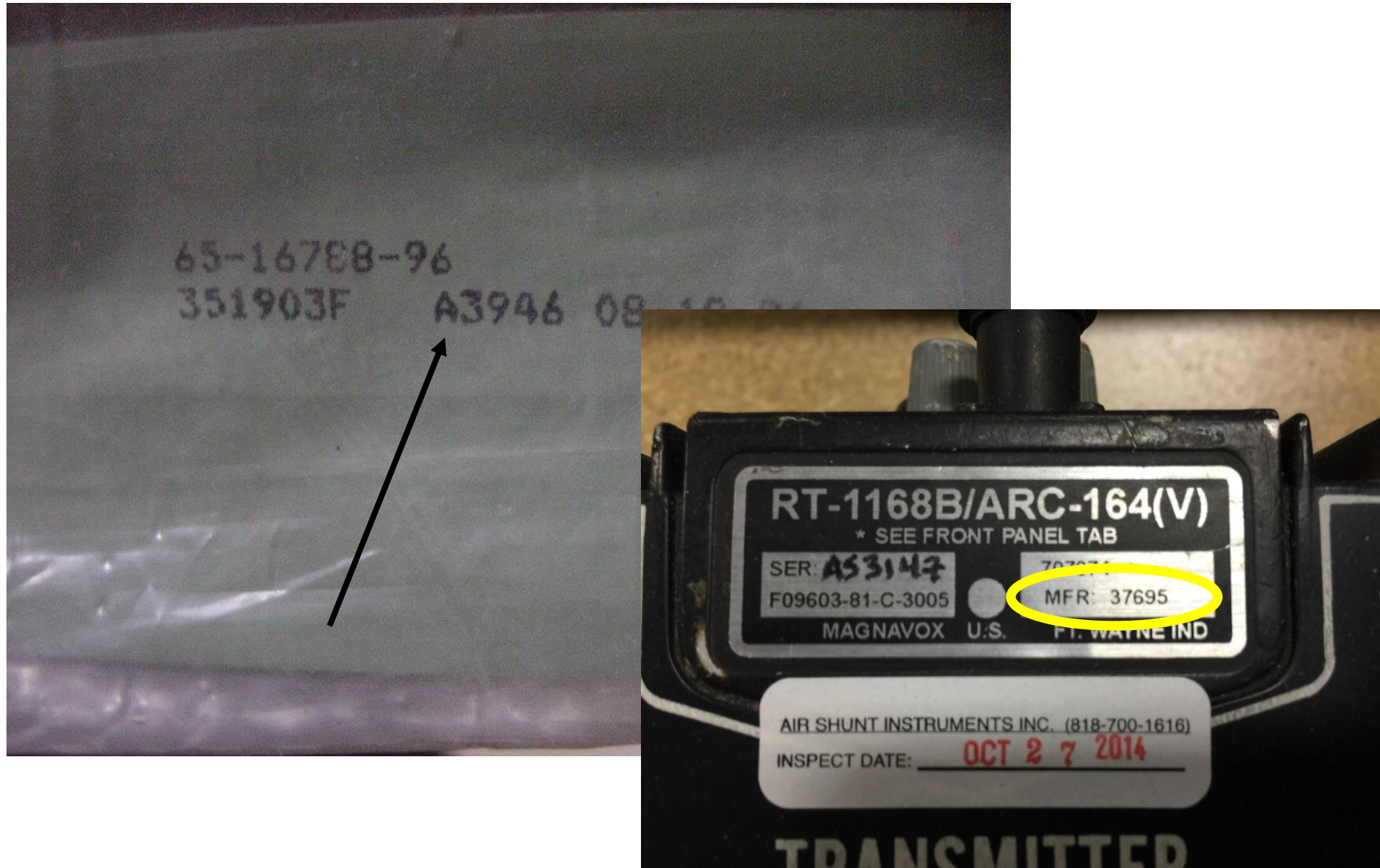


CAGE Codes



55284 BENDIX

CAGE Codes





CAGE

COMMERCIAL AND GOVERNMENT ENTITY
PROGRAM

SEARCH & INQUIRY

REQUEST | UPDATE

NEWS

FORMS

RESOURCES

ABOUT

CONTACT US

***Want to
do a
search?***

<https://cage.dla.mil/search>



CAGE Search & Inquiry

CAGE or DUNS

SEARCH

Advanced

Legal Name

Contact Phone

State/Province

Postal Code

SEARCH TIP: Use a "?" within the Legal Name to perform a wildcard search (e.g., Elec?, Unit? States?, Gov?nment)

EM

FAQ - Frequently Asked Questions

What is NCAGE code?

NATO Commercial and Government Entity code is primarily entity identifier within NATO Codification System (NCS), which holds the name, address and contact details of the organization. NCAGE codes are recognized throughout the international community and broadly used in many countries in a variety of logistics and administration processes, like a System for Award Management (SAM) registration in USA.

What is the difference between an NCAGE and a CAGE code?

They are the same; however, the US drops the N to call it a CAGE code as they use this throughout their Government system and not just within Defence forces.

How much does it cost to get NCAGE code assigned?

NCAGE code assignment/update is free of charge.

How can I submit my NCAGE code request?

Visit <https://eportal.nspa.nato.int/AC135Public/CageTool> and search for your entity. If not found, click Request New button, fill in all required fields and submit the request.

New Social Distancing Flights now
available 🛫🛫🛫



Leandra, any words of wisdom about the Registration Process?



Royboy, AFFIRMATIVE!

PRECISION: Your registrations will be vetted carefully. If the address on your Articles of Corporation when you first formed your company don't match the address on your registration it may be rejected; if it does not match your tax returns- possible rejection; if you omit one part of your legal name, for example giving AIM Solutions Consulting, rather than AIM Solutions Consulting LLC-rejection.

PATIENCE: This whole process to register can be numbing. You must be detail oriented and have patience to work the system. Consultants are frequently used to ease the pain of registration.

DUNS NUMBER

- If you don't already have one, get this first; you'll need it for the SAM Registration Process. The Data Universal Numbering System, DUNS Number is a unique nine-digit identification number provided by D&B (Dun and Bradstreet). DUNS Number assignment is FREE for all businesses required to register with the U.S. Government for contracts or grants



<https://fedgov.dnb.com/webform/>

**Begin D-U-N-S Search/
Request Process**

**About the D&B
D-U-N-S Number**

**Frequently Asked
Questions (FAQ)**

**D&B, SAM, Grants
Contacts**

**D&B's Privacy
and Data Policy**

Accessibility

Welcome to the D&B D-U-N-S Request Service for US Federal Government Contractors and Assistance Awardees

Dun & Bradstreet (D&B) provides a D-U-N-S Number, a unique nine digit identification number, for each physical location of your business.

D-U-N-S Number assignment is FREE for all businesses required to register with the US Federal government for contracts or grants.

Click here to request your D-U-N-S Number via the Web. If one does not exist for your business location, it can be created within 1 business day.

For technical difficulties, contact SAMHelp@dnb.com

NAICS CODES:

A NAICS Code is simply a six-digit code *which represents and describes the industry you're in*. A NAICS (pronounced NAKES) Code is a classification within the North American Industry Classification System. The NAICS System was developed for use by Federal Statistical Agencies for the collection, analysis and publication of statistical data related to the US Economy.

It was adopted in 1997 to replace the Standard Industrial Classification (SIC) system in cooperation with the statistical agencies of Canada and Mexico.

So Earl, why do I need NAICS codes?



You *WILL be* asked to list your NAICS codes during the SAM Registration Process.

NAICS CODES:

- These codes don't always exactly match what you do, so the trick is to find the ones which most closely match. *It's common for firms to list themselves with several NAICS codes to make sure all the possible topics are covered.*
- For distributors, consider using 423860
- For Repair Stations, consider using 488190



NAICS CODES:

<https://www.census.gov/eos/www/naics/>

← → ↺ 🏠 <https://www.census.gov/eos/www/naics/>

United States Census Bureau

You are here: [Census.gov](#) > [Business & Industry](#) > NAICS

North American Industry Classification System

[Main](#) [History](#) [Development Partners](#) [Federal Register Notices](#) [NAPCS](#) [FAQs](#)

NAICS Search:

Enter keyword or 2-8 digit code

[2017 NAICS Search](#)

Enter keyword or 2-8 digit code

[2012 NAICS Search](#)

Enter keyword or 2-8 digit code

[2007 NAICS Search](#)

Reference Files

- [2017 NAICS](#)
- [2012 NAICS](#)
- [2007 NAICS](#)
- [2002 NAICS](#)
- [1997 NAICS](#)
- [Concordances](#)
- [Downloadable Files](#)
- [NAICS Update Process Fact Sheet \[PDF, 146KB\]](#)

Contact Us
[Email Us: naics@census.gov](mailto:naics@census.gov)

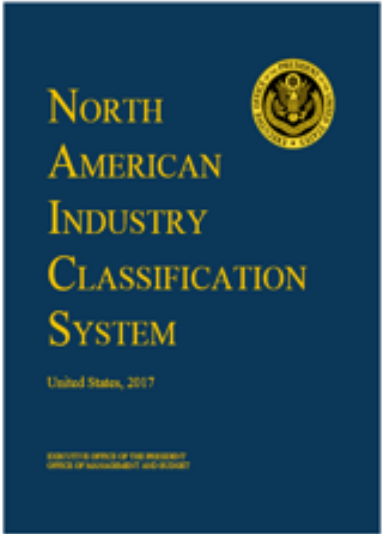
Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying the business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high degree of comparability among the three countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS data products in the [History](#) section of this Web site.

2017 NAICS Manual

The cover of the 2017 NAICS Manual is dark blue with gold text. It features the title 'NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM' in large, bold letters. Below the title, it says 'United States, 2017'. At the bottom, there is a small seal of the U.S. Department of Commerce and the text 'EXECUTIVE OFFICE OF THE PRESIDENT OFFICE OF MANAGEMENT AND BUDGET'.

[View or download this publication](#)

[PDF, 7.5MB]

FARs FEDERAL ACQUISITION REGULATIONS:



Electronic Code of Federal Regulations

e-CFR data is current as of **May 15, 2020**

Title	Volume	Chapter	Browse Parts	Regulatory Entity
Title 48 Federal Acquisition Regulations System	1	1	1-51	FEDERAL ACQUISITION REGULATION
	2		52-99	
	3	2	200-299	DEFENSE ACQUISITION REGULATIONS SYSTEM, DEPARTMENT OF DEFENSE
	4	3	300-399	HEALTH AND HUMAN SERVICES

FARs

DFARs

RR

FARs FEDERAL ACQUISITION REGULATIONS:

It's important that you have a working knowledge of these for two reasons:

- In the SAM registration process you will be asked to attest that you have read and are familiar with the requirements of the many cited FARs. You will also have to do this annually after your initial registration.
- Each Solicitation (contract) awarded will have a list of FARs which are applicable.
 - Conceptually, these are the terms and conditions of the Solicitation and are frequently called its Clauses.
 - If you are a subcontractor to the firm who was awarded the work, you can expect the Clauses to be flowed-down to you.

WHAT IS A NATIONAL STOCK NUMBER (NSN)?

A National Stock Number is simply an official label applied to an item that is repeatedly bought, stocked, stored, issued, and used throughout the federal supply system. When an NSN is assigned to an item, data is assembled to describe the item. The item description includes information like price, item name, *manufacturer's part number*, physical and performance characteristics, and so on.

WHAT IS A NATIONAL STOCK NUMBER (NSN)?



National Stock Number

Federal Supply Class:

Used to group like items (2320 is "Wheeled Vehicles",
1005 is "Small Arms", 8145 is "Tents and Tarpaulins"...

The last nine digits
Of an NSN are the "NIIN"
(National Item ID Number)

8820-01-161-6934

Country of Origin Code:

00, 01 are US, 12 is Germany,
99 is UK...each NATO country
has a code since this format is
also used for NATO Stock Numbers

Unique Item Number:

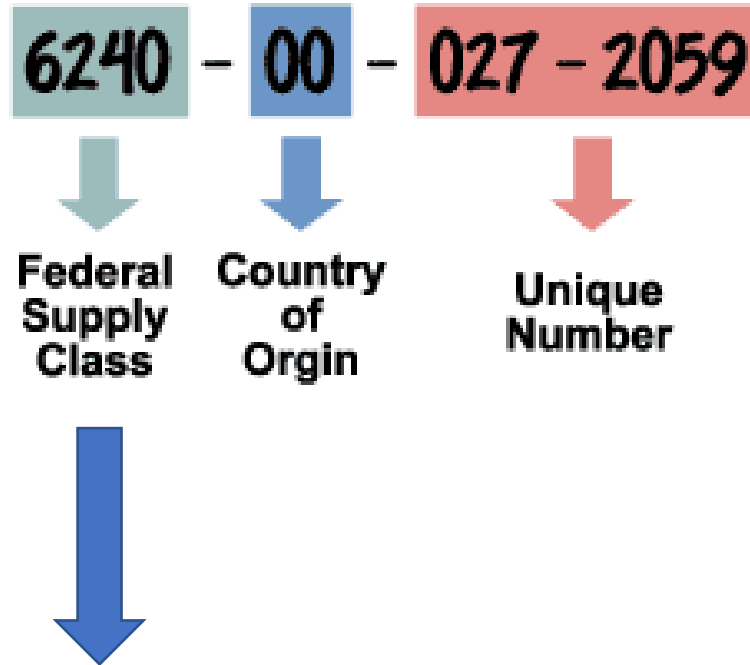
Identifies the specific part.

Grouping Number:

Can be random, or can
identify a subgroup, like "189"
for green HMMWV canvas items.



WHAT IS A NATIONAL STOCK NUMBER (NSN)?



It's Important to know about Federal Supply Class codes for two reasons:

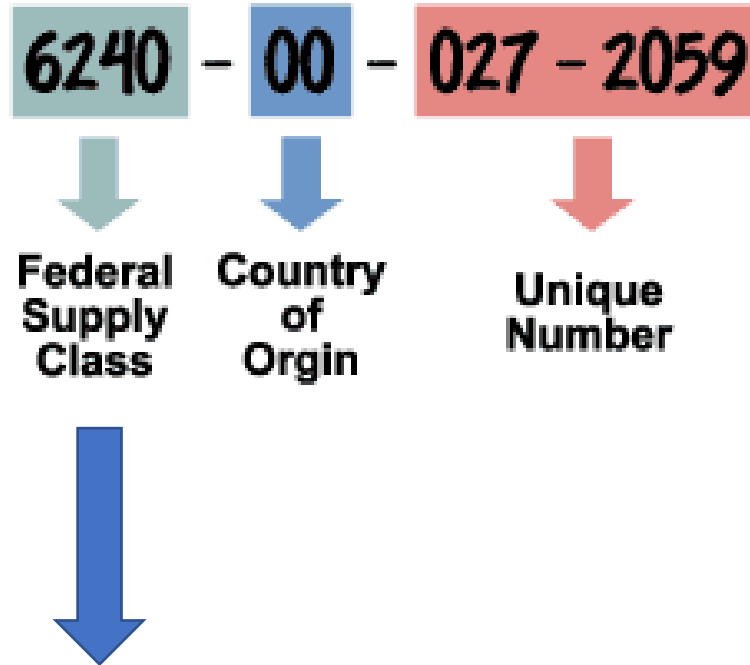


SAMPLE LISTING OF FEDERAL SUPPLY CODES

1) When you know the codes, you'll be familiar with the types of parts and services you're buying and selling

1420	Guided Missile Components
1430	Guided Missile Remote Control System
1440	Launchers, Guided Missile
1510	Aircraft, Fixed Wing
1520	Aircraft, Rotary Wing
1540	Gliders
1550	Drones
1560	Airframe Structural Components
1610	Aircraft Propellers
1615	Helicopter Rotor Blades, Drive Mechanisms and Components
1620	Aircraft Landing Gear Components
1630	Aircraft Wheel and Brake Systems
1650	Aircraft Hydraulic, Vacuum, and De-Icing System Components
1660	Aircraft, Air Conditioning, Heating and Pressurizing Equipment
1670	Parachutes: Aerial Pick-Up, Delivery, Recovery System and Cargo Tie Down Equipment
1680	Miscellaneous Aircraft Accessories and Components
1710	Aircraft Landing Equipment
1720	Aircraft Launching Equipment
1730	Aircraft Ground Servicing Equipment
1740	Airfield Specialized Trucks and Trailers
1810	Space Vehicles
1820	Space Vehicle Components
1830	Space Vehicle Remote Control Systems
1850	Space Vehicle Handling and Servicing Equipment
1905	Combat Ships and Landing Vessels

WHAT IS A NATIONAL STOCK NUMBER (NSN)?



2) In today's parlance, these Codes are now widely known as PSCs or Product Service Codes

PRODUCT SERVICE CODES

Product Service Codes are used by the United States government to describe the products, services, and research and development purchased by the government. Government procurement specialists and government contractors alike require a solid understanding of these codes in order to produce quality partnerships between buyers and suppliers. *The significance of these codes for use lies in searching for opportunities as well as making it known what you do. You should establish the ones applicable to your firm for the SAM Registration Process.*

These are much more specific than NAICS Codes...



For practice, go here
and search on
“Aircraft Parts”

PRODUCT SERVICE CODES

<https://psctool.us/>

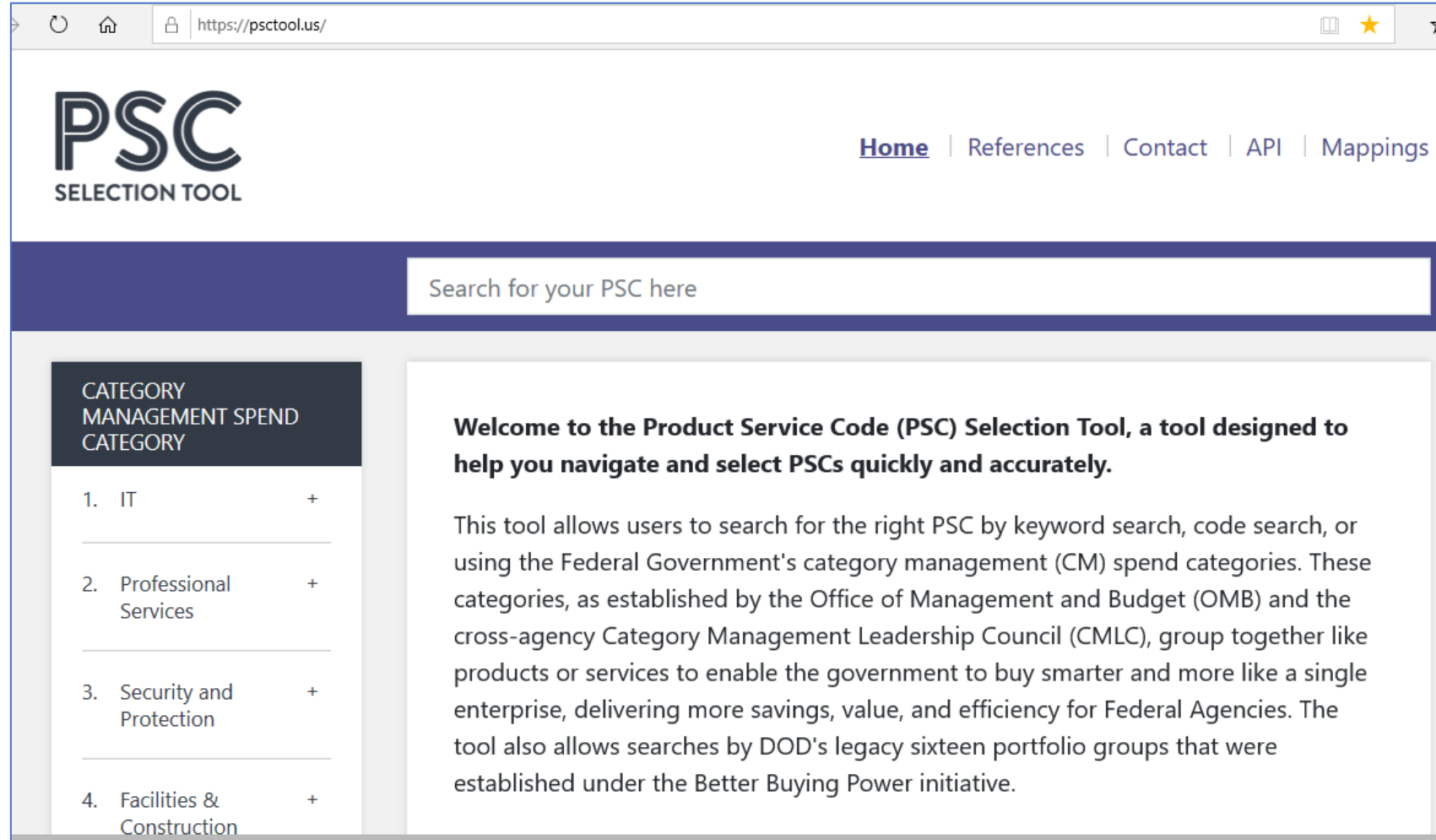
The search results are about 180. Pick the ones that represent what products or services you sell. A small example from this search might be:

1560 – Airframe Structural Components

1630 – Aircraft Wheels and Brakes

P200 – Aircraft Salvage (AFRA members may use this one)

J016 - Maintenance, repair and rebuilding of equipment: aircraft components and accessories (For repair stations/AMOs)



The screenshot shows the homepage of the Product Service Code (PSC) Selection Tool. The header includes the "PSC SELECTION TOOL" logo and navigation links: Home, References, Contact, API, and Mappings. A search bar is prominently displayed with the placeholder text "Search for your PSC here". On the left side, there is a "CATEGORY MANAGEMENT SPEND CATEGORY" list with four items: 1. IT, 2. Professional Services, 3. Security and Protection, and 4. Facilities & Construction, each with a plus sign to its right. The main content area on the right contains a welcome message and a detailed description of the tool's purpose and functionality.

PSC SELECTION TOOL

[Home](#) | [References](#) | [Contact](#) | [API](#) | [Mappings](#)

Search for your PSC here

CATEGORY MANAGEMENT SPEND CATEGORY

1. IT +
2. Professional Services +
3. Security and Protection +
4. Facilities & Construction +

Welcome to the Product Service Code (PSC) Selection Tool, a tool designed to help you navigate and select PSCs quickly and accurately.

This tool allows users to search for the right PSC by keyword search, code search, or using the Federal Government's category management (CM) spend categories. These categories, as established by the Office of Management and Budget (OMB) and the cross-agency Category Management Leadership Council (CMLC), group together like products or services to enable the government to buy smarter and more like a single enterprise, delivering more savings, value, and efficiency for Federal Agencies. The tool also allows searches by DOD's legacy sixteen portfolio groups that were established under the Better Buying Power initiative.

Pick as many as may describe the products or services you trade



Now that you have your DUNs number, NAICs Codes, and PSC Codes, you're ready to start the most important process required to do business with the government or military: **your SAM Registration; a lengthy process. <https://sam.gov/SAM/>**

SAMSM
SYSTEM FOR AWARD MANAGEMENT

A NEW WAY TO SIGN IN - If you already have a SAM account, use your **SAM email** for login.gov.

Log In

[Login.gov FAQs](#)

[HOME](#) | [SEARCH RECORDS](#) | [DATA ACCESS](#) | [CHECK STATUS](#) | [ABOUT](#) | [HELP](#)

ALERT: SAM.gov will be down for scheduled maintenance Saturday, 06/13/2020 from 8:00 AM to 1:00 PM

Due to a CAGE service interruption, SAM registrants may encounter an error validating a CAGE Code. If this happens, please try again later.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

<p>Create A User Account</p> <p>Start by creating a SAM user account.</p>	<p>Register Entity</p> <p>After creating your SAM user account, log in to register to do business with the U.S. government.</p>	<p>Search Records</p> <p>Do a public search for existing entity registration records or exclusion records.</p> <p>Federal users can log in to see additional information.</p>
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Start here

After many hours
of patient
waiting, stops
and goes, you'll
get your
congratulatory
email that you're
registered in
SAM!

Let's do a sample
search!





Sign in

Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.



<https://beta.sam.gov>

What Can I Do Here?

Contracting



Contract Data Reports (FPDS Reports)

This website will officially replace FPDS.gov reports.

- Learn About Contract Data Reports
- Run Contract Data Reports

Contract Opportunities (FBO)

This website has officially replaced FBO.gov.

- Learn About Contract Opportunities
- Search Contract Opportunities

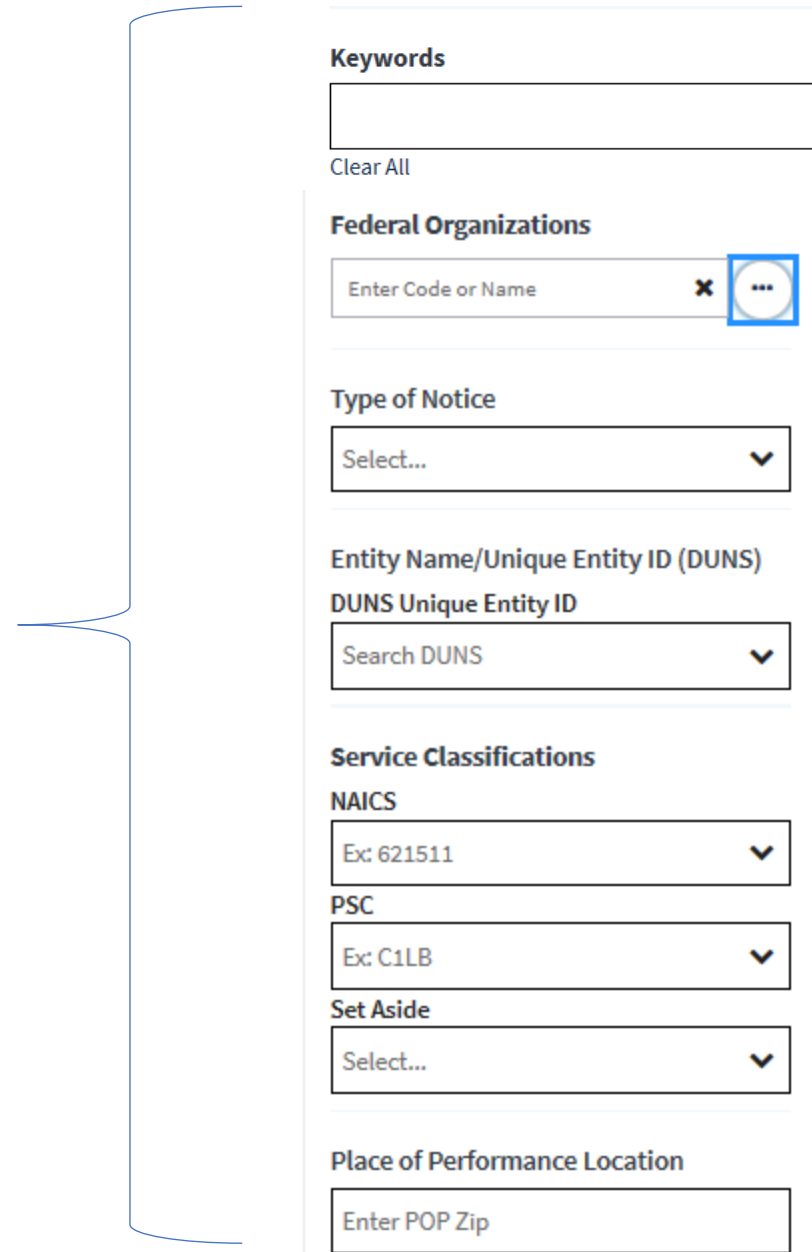
Start your searches!





These are your search options. For example, put in your NAICS Codes and PSC codes.



By the way, your searches can be saved and emailed to you daily.

A large blue bracket on the left side of the form groups the search criteria sections.


Keywords

Clear All

Federal Organizations


  

Type of Notice


Entity Name/Unique Entity ID (DUNS)

DUNS Unique Entity ID


 

Service Classifications


NAICS

PSC

Set Aside

Place of Performance Location

 More on this later...



A TYPICAL SOLICITATION: Page 1 of 40!

Contact information of the person responsible for this buy

Solicitation number and issue date

SOLICITATION/CONTRACT BIDDER/OFFEROR TO COMPLETE BLOCKS 11, 13, 15, 21, 22, & 27.			1. THIS CONTRACT IS A RATED ORDER UNDER DRAS (15 CFR 700)	RATING DO: A1	Page 1
2. CONTRACT NUMBER	3. AWARD/EFFECTIVE DATE	4. SOLICITATION NUMBER SPRTA1-20-R-0161		5. SOLICITATION TYPE <input type="checkbox"/> SEALED BIDS (IFB) <input checked="" type="checkbox"/> NEGOTIATED (RFP)	6. SOLICITATION ISSUE DATE 26 MAY 2020
7. ISSUED BY DLA AVIATION AT OKLAHOMA CITY, OK DLR PROCUREMENT OPERATIONS (AO) 3001 STAFF DRIVE TINKER AFB OK 73145-3070 BUYER: David Garcia/DLA-AOBA david.garcia.59@us.af.mil Phone: (405) 739- 5501		CODE SPRTA1	8. THIS ACQUISITION IS <input type="checkbox"/> UNRESTRICTED OR <input type="checkbox"/> SET ASIDE: % FOR <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> WOMEN-OWNED SMALL BUSINESS (WOSB) ELIGIBLE UNDER THE WOSB PROGRAM <input type="checkbox"/> EDWOSB VETERAN-LESS NAICS: 336413 SIZE STANDARD: 1,000		
9. (Agency Use) LATE OFFERS ARE SUBJECT TO LATE PROPOSAL PROVISIONS INCORPORATED HEREIN. ALL OFFERS ARE SUBJECT TO SUCH PROVISIONS, REPRESENTATIONS, CERTIFICATIONS AND SPECIFICATIONS AS ARE ATTACHED OR INCORPORATED BY REFERENCE. SOLICITATION: OFFERS WILL BE RECEIVED AT THE ISSUING OFFICE UNTIL 25-JUN-2020 3:00PM					
10. ITEMS TO BE PURCHASED (Brief Description) <input checked="" type="checkbox"/> SUPPLIES <input type="checkbox"/> SERVICES Other Aircraft Part and Auxiliary Equipment Manufacturing7					

Need to update your NAICS codes?

Due date

SOLICITATION/CONTRACT BIDDER/OFFEROR TO COMPLETE BLOCKS 11, 13, 15, 21, 22, & 27.		1. THIS CONTRACT (15 CFR 700)
2. CONTRACT NUMBER	3. AWARD/EFFECTIVE DATE	4. SOLICITATION NUMBER SPRTA1-20-R-0161
7. ISSUED BY DLA AVIATION AT OKLAHOMA CITY, OK DLR PROCUREMENT OPERATIONS (AO) 3001 STAFF DRIVE TINKER AFB OK 73145-3070 BUYER: David Garcia/DLA-AOBA david.garcia.59@us.af.mil Phone: (405) 739- 5501		8. THIS ACQUISITION <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> SERVICE-DISABLED OWNED SMALL BUSINESS <input type="checkbox"/> 8(A)
CODE SPRTA1 NO COLLECT CALLS		



The first time you decide to respond to one of these, your head will spin!

Your response/bid must be impeccably filled out and submitted precisely in accordance with the instructions. *You may have the perfect product but be eliminated on the technicality that you didn't follow instructions!*



SET-ASIDES

4. SOLICITATION NUMBER SPRTA1-20-R-0161		5. SOLICITATION TYPE <input type="checkbox"/> SEALED BIDS (IFB) <input checked="" type="checkbox"/> NEGOTIATED (RFP)		6. SOLICITATION ISSUE DATE 26 MAY 2020
OT CALLS	8. THIS ACQUISITION IS <input type="checkbox"/> UNRESTRICTED OR <input checked="" type="checkbox"/> SET ASIDE: % FOR			
	<input type="checkbox"/> SMALL BUSINESS	<input checked="" type="checkbox"/> WOMEN-OWNED SMALL BUSINESS (WOSB) ELIGIBLE UNDER THE WOSB PROGRAM		
	<input type="checkbox"/> HUBZONE SMALL BUSINESS	<input type="checkbox"/> EDWOSB		
	<input type="checkbox"/> SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS	NAICS: 336413		
	<input type="checkbox"/> 8(A)	SIZE STANDARD: 1,000		

Does your firm qualify as minority owned or other special status? Many contracts are set aside especially for those groups. TAKE ADVANTAGE OF IT!

Let's quickly review some of the categories.



SET-ASIDES

Small Business

Contracts less than \$100,000 or those where 2 or more small businesses can fulfill the contract can be set aside for small businesses. This is typically a contracting officer decision after they perform market research. Contracts can be fully set aside or partially set aside (large company and small company). The [SBA's](#) definition of a small business varies based on industry but typically is less than 500 employees or less than \$5,000,000 in revenue. The government has an overall goal of 23% of prime contracts flowing to small businesses

HUB Zone

The HUBZone program is to encourage small businesses located in designated high unemployment, low-income areas through set aside contracts. HUBZone stands for "Historically Underutilized Business Zone". To qualify a company must be a small business, owned and controlled 51% by US citizens, have a main office in a HUBZone and have at least 35% of employees living in a HUBZone. The government's contracting goal is 3% of all prime contract dollars being awarded to HUBZone businesses.

8(a)

Small disadvantaged businesses

may apply to the SBA 8(a) program. To qualify a business must be owned by socially or economically disadvantaged people, in business for at least 2 years and owners must have a net worth under \$250,000. Once certified by the SBA 8(a) companies have set aside contracts available.



SET-ASIDES

Women-Owned

There is no formal certification for women-owned small businesses – it is self-certified. The government contracting goal is 5% to women-owned businesses but there are no specific set aside programs.

Service-Disabled Veteran-Owned (SDVO)

Veterans who are certified as service-disabled and own a company can be qualified as a service disabled veteran owned company. There is no formal certification process (self-certified) other than the Veteran's Administration qualifying them as service disabled. The government-wide contracting goal is 3% to SDVO.

Veteran-Owned

Veteran-owned companies is a self-certifying designation when at least 51% of the company is owned by veterans.

Small Disadvantaged Business

Small disadvantaged businesses are 51% owned and controlled by African Americans, Hispanic Americans, Asian Pacific Americans, Subcontinent Asian Americans, and Native Americans. This designation is self-certifying.

Native American

Native American (including Alaskan and Hawaiian) can have contracts set aside and sole-sourced to them.

MARKETING in the Government / Military world

For your **commercial/civilian enterprise**, do you have a marketing budget to:

- Attend Trade Shows
- Set up booths/displays at shows
- Post advertisements
- Travel to meet customers
- Meals and entertainment
- Social media
- Branding merchandise

THEN DO THE SAME FOR YOUR GOVERNMENT / MILITARY SEGMENT!



After you get your CAGE and SAM registration done, if you're the Point of Contact, expect your email inbox traffic to increase significantly.

Much of the content and titles of the email will sound "Official", but is not. If you feel overwhelmed, a simple technique to distinguish between real 'official' vs marketing emails, is to ignore the '.com' s.

Official email will come from '.gov' or '.mil' sources.

GETTING FREE HELP

Most of the government web sites contain numerous links to training, user manuals, and phone numbers to call in case you need help. **USE THEM!**

There are several free help agencies to assist you. chat with your state's PTAC Rep, Procurement Technical Assistance Center. They will coach you. Here's a link to get started:

<https://www.dla.mil/SmallBusiness/PTAP/>

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

The Procurement Technical Assistance Program was established to expand the number of business capable of participating in government contracts. The program is administered by DLA's Office of Small Business in cooperation with states, local governments and nonprofit organizations.

Under the program, Procurement Technical Assistance Centers (PTACs) help businesses pursue and perform under contracts with the Department of Defense, other federal agencies, state and local governments and with government prime contractors. Most of the assistance the PTACs provide is free.

PTAC support to businesses includes registration in systems such as the System for Award Management (SAM), identification of contract opportunities, help in understanding requirements and in preparing and submitting bids. [Read reviews from businesses](#) about the support they received from the PTACs.

The PTACs have a local presence in 48 states, Washington, D.C., Puerto Rico and Guam. Other PTACs specialize in assistance to federally recognized Indian tribes and Alaska Native entities, their members and reservations throughout the country. [Find your local PTAC.](#)





Another free source of help is the Small Business Administration, SBA. Here's a link to their Federal Contracting assistance: <https://www.sba.gov/federal-contracting>



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Contracting guide

Learn how to find and win contracts with the federal government.



Contracting assistance programs

Gain a competitive edge with help from the SBA's business development programs.



Counseling and help

Find counseling and training resources to help you understand the federal contracting process.

Feedback

EM



<https://www.sba.gov/offices/headquarters/osbdc>



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- ▶ [District Offices](#)
- ▶ [Disaster Offices](#)

Office of Small Business Development Centers

Mission Statement

The Mission of the Office of Small Business Development Centers is to promote entrepreneurship, small business growth and the US economy by providing the critical funding, oversight and support needed by the nationwide network of Small Business Development Centers.

Office Spotlight

[View All Office Spotlights](#)

Check out OSBDC Office Spotlights that include updates on collaborations, reports and office news. [Work@Health](#) -- The Work@Health program is geared to promote and implement workplace wellness programs for companies and employees of all sizes - including small businesses. [Work@Health...](#)

[Read More](#)

Leadership

[George Koklanaris](#)
Associate Administrator

George Koklanaris joined the U.S. Small Business Administration (SBA) as Associate Administrator of the Office of Small Business Development Centers (SBDCs) in April 2019. In this role,...

Connect With Us

Washington Office Center
409 3rd Street, S.W. Suite 6400
Washington, DC 20416

EM

My wife just
did her nails





Roy Resto is an experienced aviation industry professional having served in management positions with several firms, and is currently Principal of AIM Consulting Solutions. Most recently he was Vice President of Technical Operations for Tracer Corp. and Messier-Bugatti-Tracer, a family of SAFRAN aviation companies. Prior to this position, he was the COO of Quality Management Solutions LP, a consulting firm specializing in aircraft maintenance. In addition, Roy worked with American Airlines in their Maintenance and Engineering center where he retired as a level 5 Manager, and before that, with McDonnell Douglas. He was also a member of the US Air Force in the Reserves/ANG having served 32 years in Electronic Warfare and Avionics. Resto has served on the FAA's Suspected Unapproved Parts Steering Committee, and the Aviation Suppliers Association Board of Directors.

Roy has an MBA in Finance from Oklahoma City University, a BS from Oklahoma State University, an AAS in Avionics from the Community College of the Air Force, and is an Aviation High School graduate. Complementing these, he has an FAA A&P license, an FCC Radiotelephone license with a RADAR endorsement, is an FAA DAR (Designated Airworthiness Representative), Instrument Rated Pilot, and speaks fluent Spanish. His website is:

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Leandra Cain is the Chief Executive Officer/President of Hurricane Aerospace Solutions- Pompano Beach, FL, a Women Owned Small Business and Hub ZONE certified. Her responsibility is for the Company's operations, administration, and financial performance. Hurricane Aerospace provides products to not only meet but exceed the customer expectations through strategic alignments with various OEMS. The team is proven to provide cost-effective options for factory New and Legacy Spares that are hard to find, obsolete or long lead times to the Aviation and Defense community

Under her diligent leadership, Leandra's team created, implemented, registered, and sustained an AS9100- AS9120 certification. For the past 9 consecutive years, Hurricane Aerospace Solutions received the pinnacle of all awards in the industry, the "Boeing Performance in Excellence Award." Leandra leads a team of associates, who are focused on innovation and consistently looking for ways to do things better for their customers.

Leandra was born and raised in Rochester, New York a resident of Pompano Beach along with her Husband are active members of the Pompano Beach community and strive to continually create sustainable jobs that affords individuals ongoing opportunities to be promoted within the organization learning and perfecting new skills for continued employment with in the global aviation and defense community.

In Leandra's spare time, she enjoys spending time with her family (including her beloved dog), traveling, and serving as a devoted volunteer teacher at the Church of the Glades- Coral Springs, FL.

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Earl Morgan is the Program Director for the National Veteran Small Business Coalition (NVSBC). The NVSBC is the nation's largest non-profit trade association representing veteran and service-disabled veteran-owned small businesses in the federal marketplace as prime and subcontractors.

Prior to joining the NVSBC, Earl was the Business Development Manager for Aether Quest Solutions (AQS), Inc., a veteran-owned small business which provides event management solutions to the federal government. He served as the conference manager for numerous small business events including the annual U.S. Department of Energy Small Business Forum & Expo and annual Veteran Entrepreneur Training Symposium.

A 20-year Air Force Veteran, Earl was selected to the position of Executive Noncommissioned Officer at the Air Force Office of Small Business Programs, Office of the Secretary of the Air Force in Washington DC. He represented the Air Force at numerous small business outreach events and provided support to 150 Small Business Specialists in the field. Earl was also the Air Force liaison for the Annual National Veteran Small Business Conference hosted by the U.S. Department of Veterans Affairs.

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THANKS FOR ATTENDING!