



Gerald Norris
Procurement Officer
Office of Procurement
Kennedy Space Center



Edwin Martinez
Deputy Director
Office of Procurement
Kennedy Space Center



2023 Kennedy Space Center Update - YouTube

KENNEDY SPACE CENTER

National Aeronautics and
Space Administration



- Under Artemis, NASA will land the first woman and first person of color on the Moon, establish long-term lunar science and exploration capabilities, and inspire the next generation of explorers –the Artemis Generation.
- Kennedy Space Center’s Mission is to provide continuous access to space from Earth's premier spaceport through creativity and innovation.



WHITE HOUSE EXECUTIVE ORDER 13985 (1/20/21) ADVANCING RACIAL EQUITY AND SUPPORT FOR UNDERSERVED COMMUNITIES THROUGH THE FEDERAL GOVERNMENT

- Small Disadvantaged Business (SDB)
 - 6/1/2021 – [A White House Fact Sheet](#) launched an “all-of-government effort to expand contracting opportunities for underserved small businesses. At its center is a new goal: increasing the share of contracts going to small disadvantaged businesses (SDB) by 50 percent by 2026—translating to an additional \$100 billion to SDBs over the 5-year period.”
 - 12/1/2021 – [A White House Brief](#) announced an , “ambitious goal of increasing the share of procurement dollars going to SDBs [by half](#), from 10 percent to 15 percent, by FY 2025.”
 - FY 2023 – [OMB Memo M-23-01](#) sets an SDB goal of 12%.
 - Click for [Agency Contracting Goals](#). NASA’s 2023 SDB goal is 8.9% and KSC’s goal is 3.9%.
 - Agency and Center SDB goals are based on requirements and opportunity

WHAT IS A SMALL DISADVANTAGED BUSINESS (SDB)?

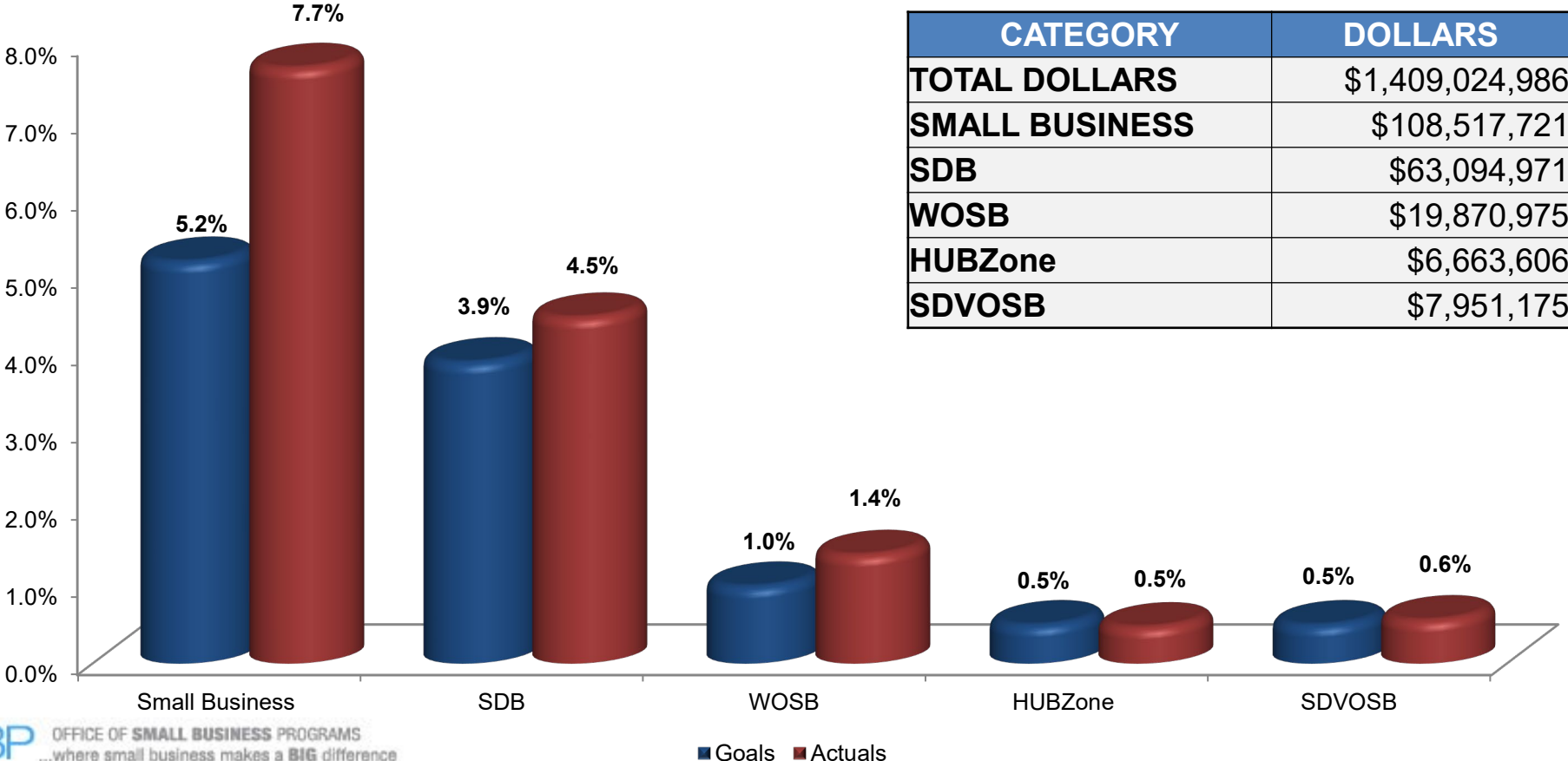
- A Small Disadvantaged Business is defined by criteria as set by the [Code of Federal Regulations](#) 13 C.F.R. § 124
 - The firm must be 51% or more [owned](#) and [controlled](#) by one or more disadvantaged persons.
 - The disadvantaged person or persons must be [socially disadvantaged](#) and economically disadvantaged.
 - **Socially Disadvantaged** – Individuals who have been subject to racial or ethnic prejudice or cultural bias within American society or systems, including:
 - African Americans
 - Asian Pacific Americans
 - Hispanic Americans
 - Native Americans
 - Subcontinent Asian Americans
 - **Economically Disadvantaged** – Socially disadvantaged individuals who have limited access to capital and credit opportunities through a diminished ability to compete in a free market.
 - Personal net worth cannot exceed \$850,000; cannot have adjusted gross income of more than \$400,000; and cannot have total assets of more than \$6.5 million.
 - The firm must be small, according to SBA's NAICS [size standards](#).

WHITE HOUSE – NEW ENTRANTS

- 12/2/2021 – [OMB Memo M-22-03](#)
 - Requires agencies to increase their management attention on new entrant participation in the Federal marketplace, and especially on small business entrants.
- 2/17/2023 – [OMB Memo M-23-11](#)
 - Establishes a common definition of “new entrant”
 - A “new entrant” will be defined as an entity of any size that has received a prime Federal contract award for the first time (also referred to as a “first-time” entrant) or after having not received an award in the previous 5 fiscal years (also referred to as a “re-entrant”).
 - A “recent entrant” will be defined as an entity of any size that has received a prime Federal contract award during the 3-year period following the fiscal year in which it is a first-time entrant.
 - Provides guidance to agencies to evaluate progress in achievement of new entrant goals.

KENNEDY SPACE CENTER (KSC) OCTOBER - JUNE FY23 PRIME GOALS VS. ACTUAL PERCENTAGES

DATA GENERATED JULY 7, 2023 FROM SAM.GOV



CATEGORY	DOLLARS
TOTAL DOLLARS	\$1,409,024,986
SMALL BUSINESS	\$108,517,721
SDB	\$63,094,971
WOSB	\$19,870,975
HUBZone	\$6,663,606
SDVOSB	\$7,951,175

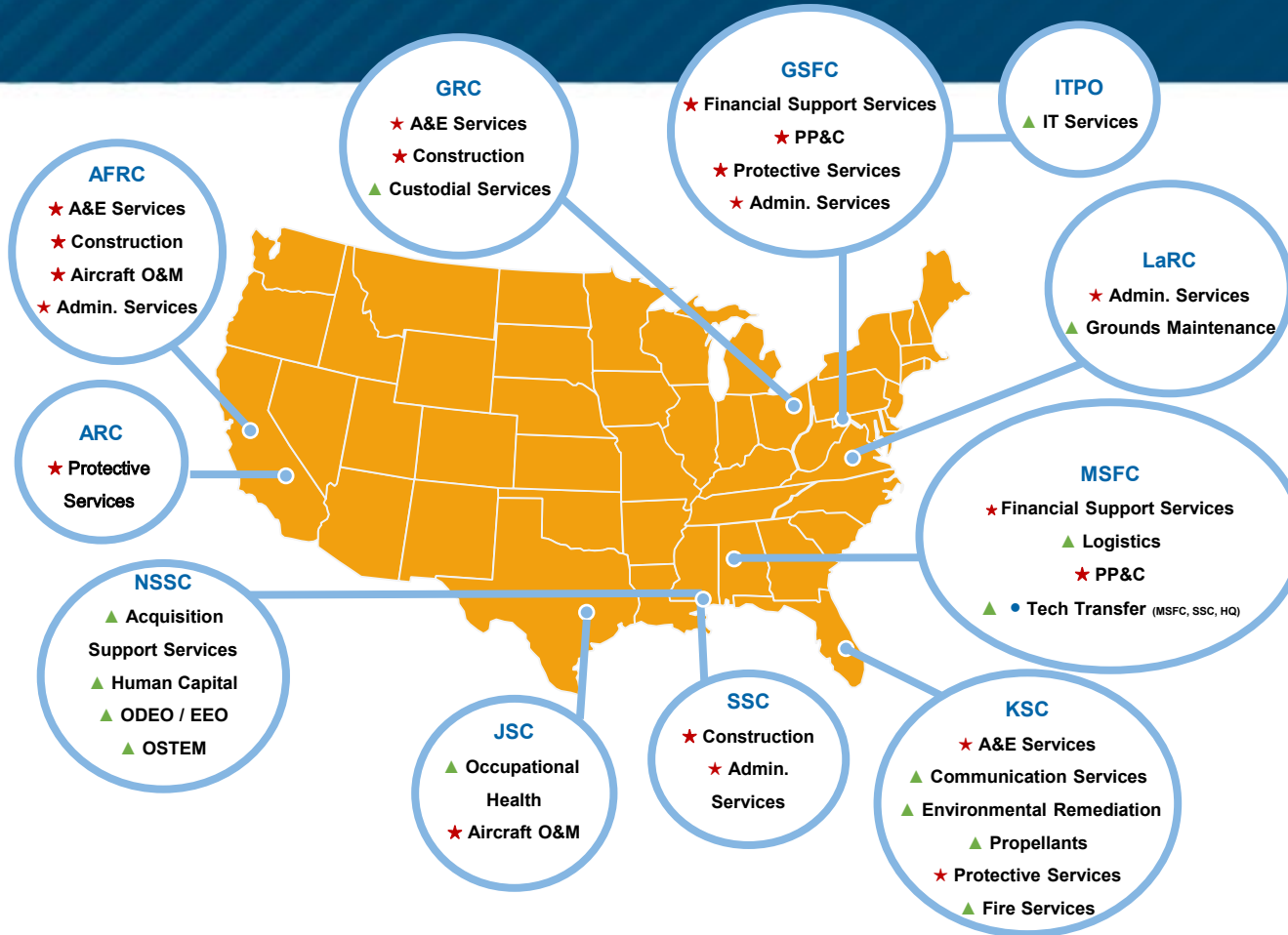
PSL SERVICE DELIVERY MODEL

▲ Centralized: Procures for Agency

★ Regionalized

● Remains Localized at each Center

- Environmental Compliance
- Utilities
- Facilities O&M
- Engineering
- Safety & Mission Assurance
- Tech Transfer*



Regionalized or centralized buying locations does not equate to consolidation of contracts. It is the Procurement Office that has overall responsibility of Contract Award (e.g., SEB).

KSC PRODUCT SERVICE LINES (PSL)

Product Service Lines (PSLs) are labeled:

- ▲ Centralized: Procures for Agency
- ★ Regionalized
- Remains Localized at each Center

ACQUISITION	PSL Type	NAICS CODE	POTENTIAL VALUE	Status
Southeast Regional Architect-Engineering (A&E) Services (SERAE) ★ 80KSC022DA114-122	Regionalized (KSC/JSC/MSFC/SSC)	541330	\$300M	Partial SB Set-Aside (7/2) Expires 9/9/2026
NASA Protective Services Contract-Southeast Regional (NPSC-SR) ★ 80KSC022DA001 Chenega Global Protection, LLC	Regionalized (KSC/JSC/MSFC/MAF/SSC)	561612	\$350M	8(a) Competitive Expires 9/30/2026
NASA Fire Services Contract (NFSC) ▲ 80KSC022DA002 Chenega Global Protection, LLC	Centralized Agency (ARC/KSC/SSC/WFF/WSTF)	561990	\$250M	8(a) Competitive Expires 9/30/2029
NASA Communication Services (NCS) ▲ 80KSC023CA006 PCI Productions, LLC	Centralized/Agency	541820	\$171M	8(a) Competitive Expires 5/31/28
NASA Environmental Restoration and Compliance Contract (NERCC) ▲	Centralized/Agency	541620	\$375M	Partial SB Set-Aside NOW IN BLACKOUT
Propellants - Various ▲	Centralized/Agency	325120	\$1B +	Full and Open Multiple Contracts
Base Operations Support Services (BOSS) ● 80KSC018C0017 PAE-SGT Partners LLC	Localized at KSC	561210	\$680M	Full and Open Expires 3/31/2027

KSC REQUIREMENTS PROCURED UNDER PRODUCT SERVICE LINES (PSL)

Product Service Lines (PSLs) are labeled:
 ▲ Centralized: Procures for Agency
 ★ Regionalized
 ● Remains Localized at each Center

ACQUISITION	More Information @	Procurement Center	NAICS CODE	POTENTIAL VALUE	Status
KSC Grounds and Pest Control Contract III ▲	SAM.gov	<ul style="list-style-type: none"> Langley Research Center (LaRC) – PSL Agency Procurement 	561730	\$10M	Previously competed as HUBZone Set-aside – Draft RFP released 5/31/23
Administrative Services ▲	ACL	<ul style="list-style-type: none"> Stennis Space Center (SSC) – PSL Agency Procurement 	561110	Various Contracts	Acquisition Process is in place
NASA Financial Support Services ▲	SAM.gov	<ul style="list-style-type: none"> Marshall Space Flight Center (MSFC) – PSL Regional Procurement 	541219	\$517M	POP 02/28/2025 SB Set-aside
Construction ★	ACL	<ul style="list-style-type: none"> Stennis Space Center (SSC) - Multiple Award Construction Contract (MACC II) PSL Regional KSC Small Task Order Construction Contract (STOCC) ● 	236210 236220	\$3B \$150M	POP 10/2025 8(a) Competitive POP 6/2026
Occupational Health ▲	ACL	Johnson Space Center (JSC)	541620	\$322M	KSC Current Contract NEMCON SBSA Expires 9/30/2030
IT Services ▲	ACL	IT Procurement Office (ITPO)	541512 +	Various Contracts	ACL

NEW KSC CENTER ONLY REQUIREMENTS

ACQUISITION	Information	NAICS CODE	POTENTIAL VALUE	Status
Kennedy Operational and Institutional Support (KOIS)	SAM.gov	541990	>\$20M	RFP Released 3/29/23 Due 5/1/23 - In Blackout
NASA Astronaut Crew Rescue Services	SAM.gov	541990	TBD	Request for Information Closed – On hold TBD
Electrical BPA	SAM.gov	238210	TBD	Sources Sought closed – Awaiting RFP
Gateway Logistics Service On-Ramp	SAM.gov	481212	TBD	Request for Information Closed – On hold TBD
Crawler Rock	SAM.gov	TBD	TBD	Source Sought Closed – Awaiting RFP
Helium Recovery Compressors	SAM.gov	333912	TBD	Sources Sought Closed – Awaiting RFP
Replace Overhead powerline B at KSC	SAM.gov	237130	\$5M-\$10M	Sources Sought Closed 7/14/23 – Awaiting RFP
High Speed Digital System for 16mm film Camera Replacement	SAM.gov	512110	TBD	Request for Information Closed – TBD

KENNEDY SPACE CENTER



Office of Small Business Programs
Kennedy Space Center

Joyce C. McDowell

KSC, Lead Small Business Specialist

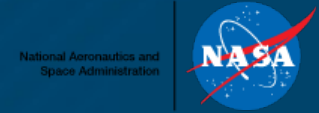
Natalie B. Colvin

Small Business Specialist

National Aeronautics and
Space Administration



OFFICE OF SMALL BUSINESS PROGRAMS - KSC



- The vision of the Office of Small Business Programs is to promote and integrate all small businesses into the competitive base of contractors that pioneer the future of space exploration, scientific discovery, and aeronautics research.
- The NASA Office of Small Business Programs (OSBP) - KSC is located at Kennedy Space Center, under the leadership of Senior Small Business Specialist, Joyce C. McDowell.



Small Business Resources

NASA Acquisition Forecast

- Expected contract opportunities in a downloadable spreadsheet format
 - By Center
 - By Quarter and Fiscal Year

Active Contract Listings (ACLs)

- Record NASA recurring acquisitions in the categories of:
 - Accounting Financial Business Services
 - Administrative Services
 - Environmental Services and Remediation
 - Facilities Maintenance
 - IT
 - Multiple Award Construction
 - Occupational Health
 - Protective Services

SAM.GOV

- List procurement notices
- Searchable procurement opportunities
- Set your account for Searches and Notifications on SAM.gov
 - NAICS, Agency or Word search
- Sources Sought Announcements (SSA) and Requests For Information (RFI)
 - Respond to the announcement as stated
 - Assist in making SB Set-aside decisions
- Federal Procurement Data System – FPDS
 - 500 Data Points within FPDS
 - Registration not required for searches

Small Business Development Council (SBDC)

KSC Outreach Opportunities

KENNEDY SPACE CENTER VIRTUAL OUTREACH

- Held the 1st Tuesday each month
- Events feature guests from NASA, various Federal agencies and others including:
 - Small Business Administration (SBA)
 - General Services Administration (GSA)
 - [KSC Prime Contractor Board](#)
 - [KSC Procurement](#)
 - U. S. Women's Chamber of Commerce
 - And more
- Q&A session is included
- Request Eventbrite registration link at ksc-smallbusiness.mail.nasa.gov

KENNEDY SPACE CENTER JOINT COUNSELING SESSIONS

- Held the 4th Tuesday each month
- Virtual 30-minute slots
- Small Businesses present their capabilities to KSC's Small Business Specialists and [KSC Prime Contractor Board](#) members
- Q&A session is included
- Schedule a session at: ksc-smallbusiness.mail.nasa.gov



KSC OSBP Virtual One-on-One Counseling (Each Tuesday)

CONTACT INFORMATION



Office of Small Business Programs

Kennedy Space Center

Joyce C. McDowell
Senior Small Business Specialist
ksc-smallbusiness@mail.nasa.gov
321-867-3437

Natalie B. Colvin
Small Business Specialist
ksc-smallbusiness@mail.nasa.gov
202-317-0571

Laurie Boehm
Contract Administrator
Seventh Sense Consulting, LLC
ksc-smallbusiness@mail.nasa.gov
321-867-7353

Location: 7110 N. Courtenay Parkway
Office hours: 8:00 a.m. – 4:30 p.m. (EST)
E-mail: ksc-smallbusiness@mail.nasa.gov

Questions?