



Learning Series Webinar

National Aeronautics and
Space Administration



Resources and Best Practices from NASA Federal Partners and Trade Associations

Wednesday, February 15, 2023
1:00 p.m. ET

Housekeeping

- If you have any questions during the presentation, please enter them into the Q&A Box.
 - **NOTE:** If possible, include the speaker whom your question is directed if multiple speakers are presenting.
- Other comments, like technical difficulties, please input them in the Chat Box.
- We will have a formal Q&A after the final presenter concludes, using questions from the Q&A Box.
- Please keep your computers on mute when not speaking.
- The presentation **WILL** be recorded. Attendees will receive an email once those materials are made available online.
- Please fill out the survey that will be available in the Q&A box during the presentation.



Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Proposals
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

EXAMPLE



Participants (322)

Search

Panelist: 22

Attendee: 300 (7 displayed)



Chat

Hi Truphelia -- will you please add Vikram from SpaceX to the panelist group? He's logged in as "V Kothari (SPACEX)"

To: All Attendees

Enter chat message here

Q&A

Polling

Unmute

Start video

Share



Participants

Chat



3

Webex Closed Captioning is Available!

Webex (Moderated unmute mode) Webinar Info Hide Menu Bar 00:23

File Edit Share View Audio & Video Participant Webinar Breakout Sessions Help

Participants (1)

Chat

Captions

Captions

Captions

As people talk in the meeting, the meeting captions will appear here.

Unmute Start video Share Record

Select CC to enable

3

Select ... to turn on the Captions panel to see speakers in sequence

1

2

Polling Questions

1. How did you learn about this webinar?

- a. OSBP Website
- b. Constant Contact
- c. Social Media
- d. Eventbrite email
- e. Other

2. Is this the first webinar hosted by the NASA Office of Small Business Programs that you have attended?

- a. YES
- b. NO

Polling Questions Cont.

3. Which of the following classifications applies to your institution/organization/company?

- a. Small Business (SB)
- b. Large Business (LB)/Other than Small Business (OTS)
- c. Women-Owned Small Business (WOSB)
- d. Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- e. Veteran-Owned Small Business (VOSB)
- f. Service-Disabled Veteran-Owned Small Business (SDVOSB)
- g. Historically Underutilized Business Zone (HUBZone)
- h. 8(a) Business Development Program Participant (8a)
- i. Historically Black Colleges or Universities (HBCU)
- j. Minority-Serving Institution (MSI)
- k. Nonprofit or Community-based Organization
- l. Federal Government Agency/Department
- m. State or Local Government Agency/Department
- n. Small Disadvantage Business (SDB)
- o. Other

Polling Questions Cont.

4. Have you done business with NASA? (More than one answer can be applicable)

- a. Prime Contractor
- b. Subcontractor
- c. NASA Mentor-Protégé Program
- d. Space Act Agreement
- e. Grant or Cooperative Agreement Recipient
- f. I have not done business with or received funding from NASA

A person in a white lab coat stands in the center of a dark, industrial tunnel. The tunnel's walls are lined with dark, curved panels. At the end of the tunnel, a large, circular opening is covered with a honeycomb pattern of yellow hexagonal panels. The person is looking towards this opening. The overall atmosphere is technical and futuristic.

Our Mission

The mission of the NASA Office of Small Business Programs is to promote and integrate small businesses into the industrial base of contractors and subcontractors that support the future of space exploration, scientific discovery, and aeronautics research.

About the NASA Office of Small Business Programs

- NASA's Office of Small Business Programs (OSBP) primary mission since its inception has been to increase the representation of small businesses in NASA's contracting efforts.
- Headquartered in Washington, D.C., OSBP is under the leadership of Associate Administrator Glenn A. Delgado.
 - **INCLUSION** - OSBP efforts encompass all federally recognized socio-economic small business categories and we work hard to make sure each type of business gets a fair chance to work with NASA.
 - **GROWTH** - Since 1979, OSBP has grown from only 4 civil servants and 3 contractors, to over 21 civil servants and over 6 support contractors -- all of which are small businesses.
 - **ADVOCACY** - OSBP continues to advocate for small businesses and amplify the important role they play in supporting NASA's mission to explore the universe.
 - **EDUCATION** - The NASA OSBP webinar series offers in-depth training relevant to small businesses; and provide the opportunity to ask questions directly to key points of contacts at the Agency.

Meet Our Speaker

Ms. Betsy Dougert

Vice President of External Relations
SCORE

Betsy Dougert serves as Vice President of External Relations for SCORE, a resource partner of the U.S. Small Business Administration that provides free business mentoring and education through a nationwide network of 10,000 experienced volunteers. Her ten years of experience in marketing and communications have built brand awareness and inspired increased investment for educational institutions and non-profits. Betsy leads SCORE's national public relations, social media, government relations and alliance partnerships. She regularly speaks to the media and Congress on small business matters, having appeared in Forbes, CNBC, and hearings before the House Small Business Committee.



For the Life of Your Business

SCORE Support for Small Businesses from Idea to Exit



About SCORE

Mission, Vision, Goals,
and Services



The SCORE Story

SCORE was formed in 1964 as a resource partner of the U.S. Small Business Administration whose mission is to help aspiring and existing businesses succeed.

Since then, we've helped more than 11 million people in pursuit of their business goals.

- **Our Mission** is to foster vibrant small business communities through mentoring and education.
- **Our Vision** is that every person has the support necessary to thrive as a small business owner.
- One of our **Core Values** is that our clients' success is our success.

The SCORE Story

We help small businesses by:



Providing free
business advice and
mentoring



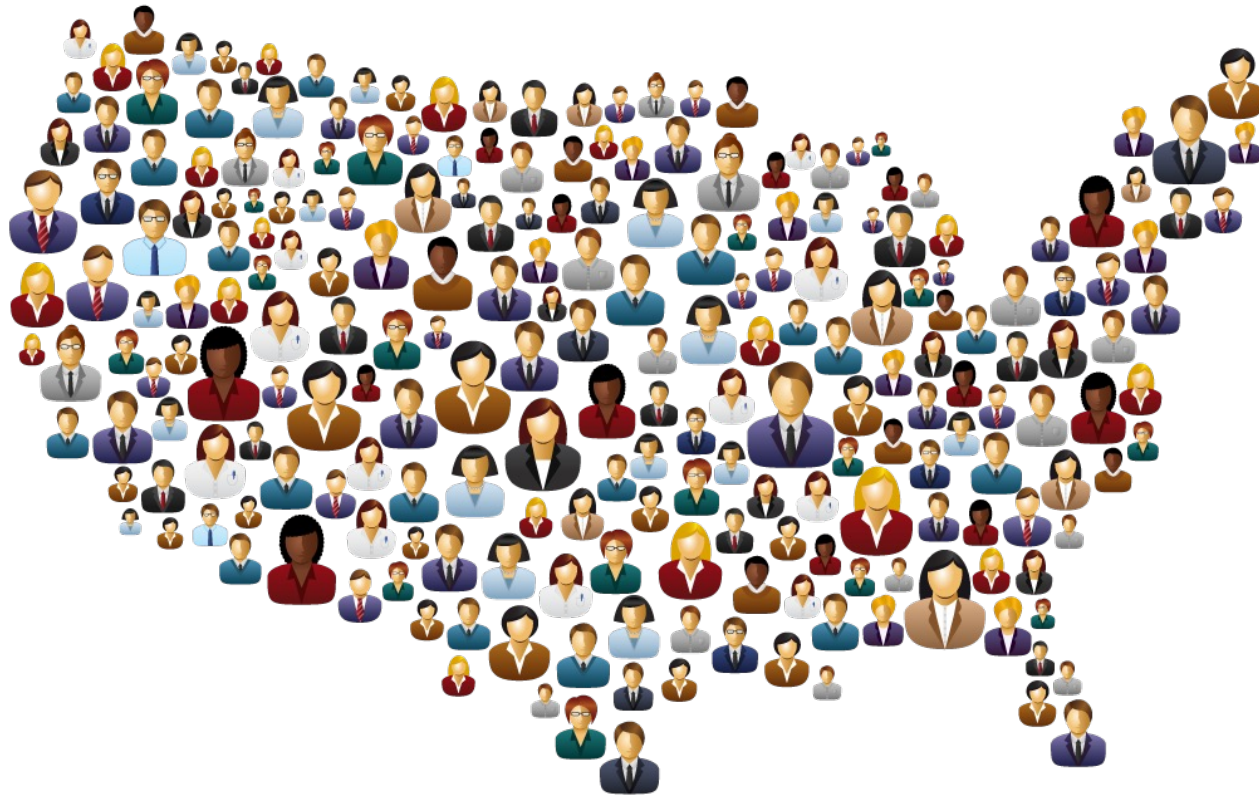
Offering low or
no-cost business
training



Sharing free business
templates and
resources

The SCORE Story

This is possible through the effort of our volunteers nationwide.



Who We Are:
Over 10,000
Volunteers
serving clients in over
1,500 communities

Meet Our Mentors

Chunny Sudana



- Launched her career at Google
- Specialties: web design, marketing/social media
- Former SCORE client, seeking help for family restaurant. Now mentors with SCORE Central Valley (Fresno, CA).
- “My passion stems from the fact that SCORE directly improves the local economy, by working with local businesses to help them grow.”

• Karen Williams



- Mentor with SCORE Washington D.C. chapter
- Former VP of corporate contracts, pricing and supply chain at Northrop Grumman
- Offers expert advice on the federal procurement process.
- “[Karen] is making a mark in my life that will never be erased,” - Jeanette Hughes, 2017 SCORE Awards winner.

The SCORE Story

Thanks to our volunteers, last year SCORE helped:



Create 45,027
new businesses



Create 74,535
non-owner jobs



82% of clients stay
in business

How SCORE Can Help You

Learn About Our
Services and Resources



Why SCORE Works

You Don't Have to Go It Alone

Leverage SCORE's full range of services and resources to make sound decisions for your business:

- **Mentoring** helps minimize risk and provides improved chances for startup and success through one-on-one business coaching.
- **Workshops** provide training on critical topics in an environment where you can learn from experts and like-minded entrepreneurs.
- **Online Resources** provide step-by-step outlines for small business strategies.

We're here for the life of your business – providing free advice for as long as you own your business.

How SCORE Can Help You

Free Mentoring

- Aspiring and existing entrepreneurs can get FREE, confidential, business advice from expert advisors committed to helping them succeed.
- Every SCORE chapter offers expertise face-to-face in a local office or online using email or video conferencing.
- Whether you're just starting out, in business, or ready to sell or retire, SCORE can help – providing guidance and resources to help with your decisions. Turn to SCORE for assistance with 1 question - or 1,000.

We're here to help you succeed.

How SCORE Can Help You

Benefits of Mentoring

- SCORE mentors provide the specific resources you need through personalized, 1-on-1, confidential mentoring.
- Avoid timely and costly mistakes by learning from someone who's "been there, done that".
- Feel confident knowing you have an experienced resource available for simple questions or more complicated strategy development.
- SCORE is proven to help businesses start and succeed.

Small Business
Clients who Receive
3+ hours of Mentoring
Report Higher
Revenues and Increased
Business Growth.

Data provided by SBA

How SCORE Can Help You

Local Business Workshops & Events

A facilitated event led by a SCORE volunteer, national partner or subject matter expert. These events provide local business owners and future business owners with relevant business information and access to SCORE resources and services.

- Access the collective wisdom – and contacts – of local entrepreneurs and business experts
- Overcome obstacles and seize opportunities
- Grow your business network

How SCORE Can Help You

FREE Tools for Business Success Available 24/7

- **Resource Library** - Articles, assessments, outlines, templates, and more
- **SCORE LIVE Webinars** – Live presentations and Q&A with mentors and partners .
- **Recorded Webinars & Courses on Demand** – Business training modules archived on score.org.
- **Blogs & Articles** – Expert information on emerging trends and topics facing today's small business owner.
- **Data Reports & Infographics** - Provide information on emerging trends that affect the small business landscape.
- **SCORE Newsletters & Social Media** - Subscribe to get the latest business information, tips and resources delivered to your inbox or newsfeed.



Funded in part through a cooperative agreement with the U.S. Small Business Administration.

All opinions, conclusions, and/or recommendations expressed herein are those of the author(s) and do not necessarily reflect the views of the SBA.

Meet Our Speaker

Mr. Charles DeBow

President and Chief Executive Officer
National Black Chamber of Commerce

Mr. Charles H. DeBow, III is the President and Chief Executive Officer of The National Black Chamber of Commerce® (NBCC). Over the past 20 years he has gained extensive experience working in every department of the NBCC.

Joining the team in November of 1999 as the liaison to the NBCC Global Federation of Chambers in North/Central/South America, the Caribbean, Europe, and Africa. This began the NBCC's evolution as a global advocate on behalf of Black businesses. The National Black Chamber of Commerce® is dedicated to economically empowering, sustaining African American communities through entrepreneurship, capitalistic activity within the United States, and via interaction with the Black Diaspora.

Mr. DeBow has focused work on the unconventional challenges confronting African American small businesses, advocacy, and opportunities, along with the operational challenges of non-profit organizations.

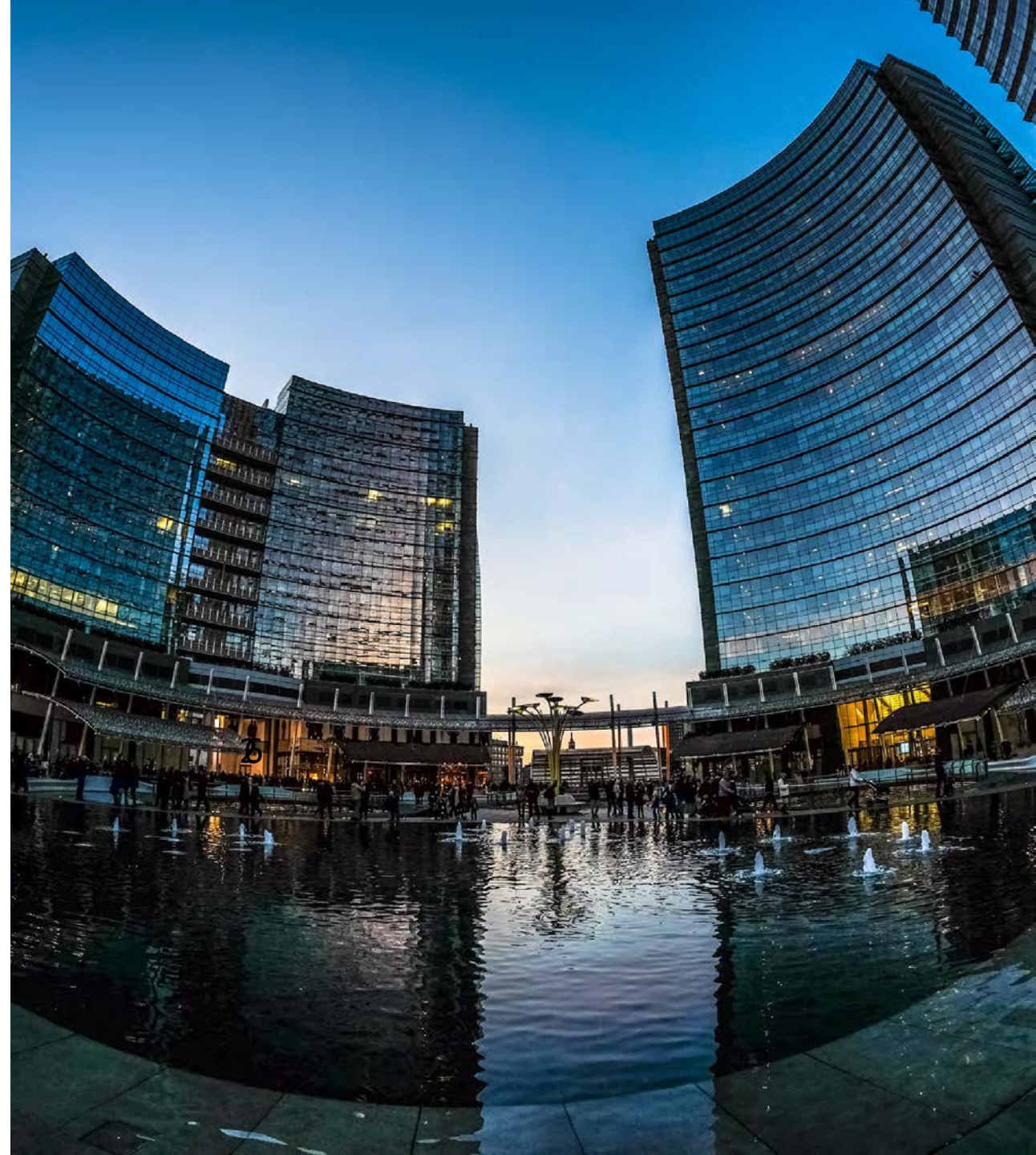


NBCC

National Black
Chamber of Commerce®

Empowering the Black Business Community for 28 Years

Charles H. DeBow, III, CEO
cdebow@nationalbcc.org



PRESENTATION OUTLINE

Our Purpose



State of Business



Our Pillars



Our Network



Who We Serve



Black Business Matters



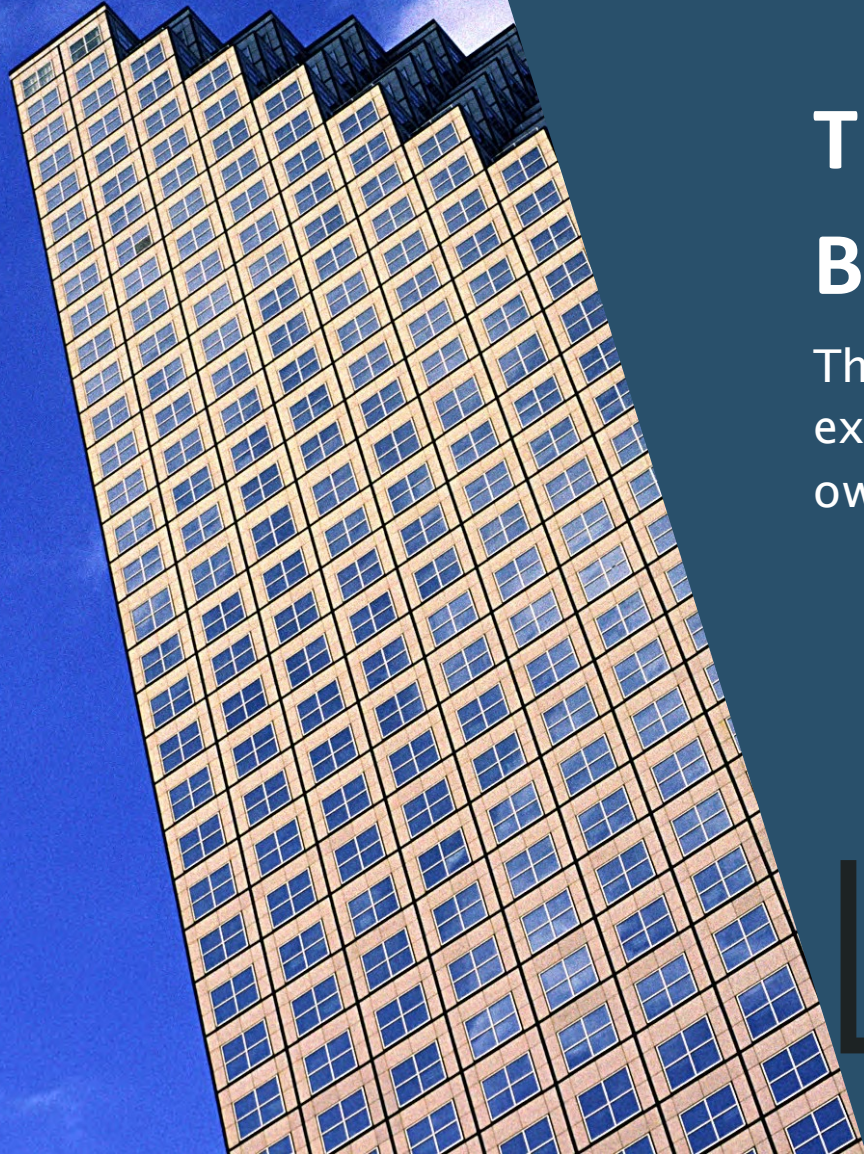
Partner With Us

COMPANY PURPOSE

The National Black Chamber of Commerce® is the largest Black business association in the world and is dedicated to economically empowering and sustaining African-American communities through entrepreneurship and capitalistic activity within the United States.

- NBCC was founded in 1993 by Harry Alford and Kay DeBow
- Headquarters in Washington, DC was established in 1994
- Today has 200+ chapters across 40 states and 50 nations





THE STATE OF BLACK BUSINESS

The 2020 COVID-19 pandemic exasperated the existing disparities between black and white owned businesses like never before.

Ninety-two percent of Black-owned firms reported experiencing financial challenges in 2020.

Forty-one percent of Black-owned businesses were lost during the COVID pandemic.

OUR PILLARS

The National Black Chamber of Commerce® is dedicated to collaborating with corporate partners to offer capital access to enable business profitability and sustainability.



Establish procurement, capital access and international trade



Acquire corporate sponsorship to promote business development



Equip, educate and train the masses on the criticality of black business



Provide technical support to affiliated chapters



OUR NETWORK

- 100K Email Subscribers
- 200+ Chamber Chapters
- 3,000 Black Owned Businesses via American Dream Marketplace
- Dynamic array of Fortune 500 corporations, sponsors, partners and members

WHO WE SERVE



3.12
Million

The infographic consists of three overlapping circles in shades of blue and grey. The number '3.12 Million' is centered in a white circle.

Black Owned
Businesses

Black owned businesses
make up only 6%



\$206
Billion

The infographic consists of three overlapping circles in shades of blue and grey. The number '\$206 Billion' is centered in a white circle.

Annual
Receipts

Black spending power
increased to \$1.6T in 2021.



BLACK BUSINESS MATTERS

The true American Dream is inclusive of all people and cultures. Supporting the creation and development of black owned businesses requires current systemic barriers to be extinguished through the influence of corporations, education systems, philanthropists and government agencies.



Minimize the Racial Wealth Gap



Stimulate economic growth in communities of color



Provides a path to build legacy in communities

PARTNER WITH US

\$50K Platinum Sponsorship

- NBCC Website Presence
- Recognition in Annual Conference Newsletter & Social Media Channels
- Host Panel Discussion
- Full Cover Ad in Conference Program
- 12 Full Annual Conference Registrations
- Conference Exhibitor Table
- Survey of Participants

\$75K Double Platinum Sponsorship

- Mutually Conceived Educational Strategic Plan
- Optimal Utilization of Our Collective Resources
- Plus Platinum Sponsorship Package

\$150K Custom Sponsorship

- NBCC Public Policy
- NBCC Membership
- Involvement of NBCC Federation
- Title Sponsor
- Annual Convention Keynote Speaker
- Plus Double Platinum Sponsorship



OUR PARTNERS



humble.



TOYOTA



audiomack

NBCC

National Black
Chamber of Commerce®

CHARLES H. DEBOW, III

Chief Executive Officer

Mobile Number : 202-220-3060

Email : cdebow@nationalbcc.org

Website: nationalbcc.org



Q&A Session

Resources and Best Practices from NASA
Federal Partners and Trade Associations



OFFICE OF **SMALL BUSINESS** PROGRAMS
...where small business makes a **BIG** difference



Updates

Resources and Best Practices from NASA
Federal Partners and Trade Associations



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NASA Vendor Database

The NASA Vendor Database (NVDB) is open to all vendors, both large and small, who wish to do business with the National Aeronautics and Space Administration.

- Build a company profile
- Conduct vendor search
- Increase company visibility at NASA!

For more information, visit: <https://www.nasa.gov/osbp/nasa-vendor-database>

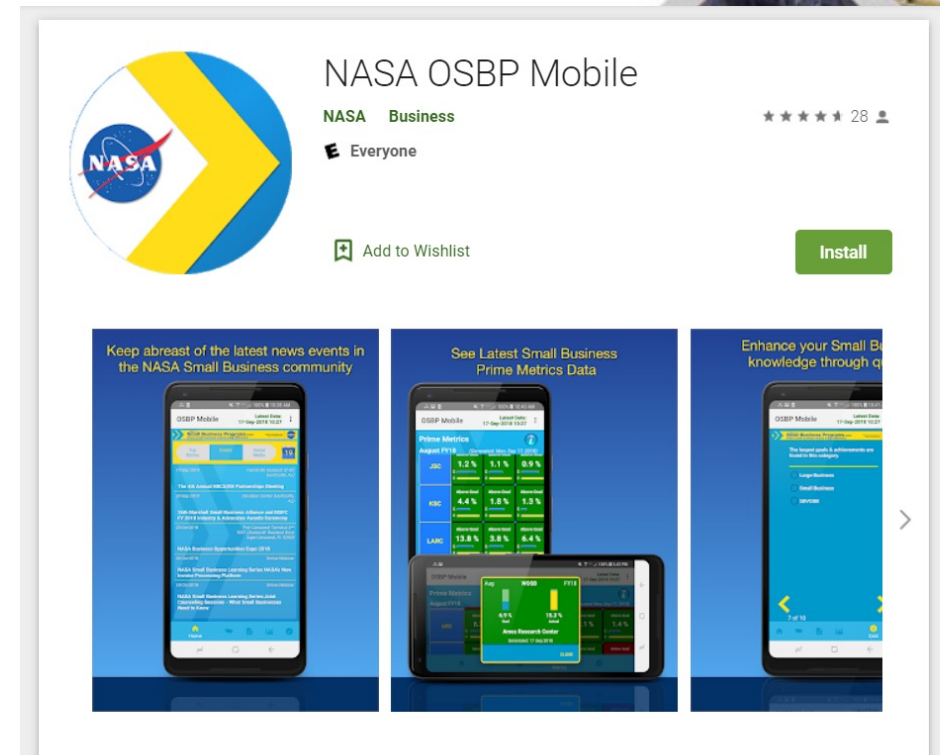


OSBP Mobile App

Are you a small business looking to make a big difference? Whether you own an engineering company, develop new telemetry software algorithms, or provide Information Technology services, the NASA Office of Small Business Programs (OSBP) can help you make that difference at the Agency by providing the necessary tools right at your fingertips.

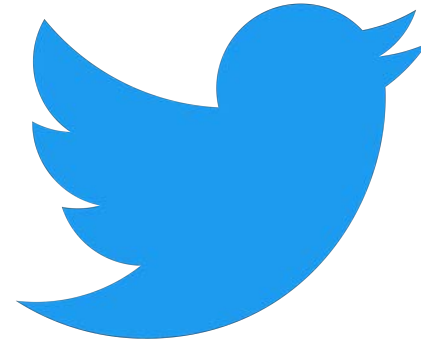
- OSBP Mobile is designed to help:
 - Provide active contract listings and requests for proposals
 - Network with Small Business Specialists at each NASA Center
 - Explore the latest Agency prime metrics data
 - Inform you of the latest small business news and events

Come make a BIG difference at NASA!



OSBP Gets Social!

- [NASA Vendor Database](#)
- [OSBP Mobile App](#)
- [OSBP is on Facebook!](#)
- [OSBP in on Twitter!](#)
- [Subscribe to Our Mailing List](#)



Check out NASA's
LinkedIn page for
OSBP updates!
<https://www.linkedin.com/company/nasa/>

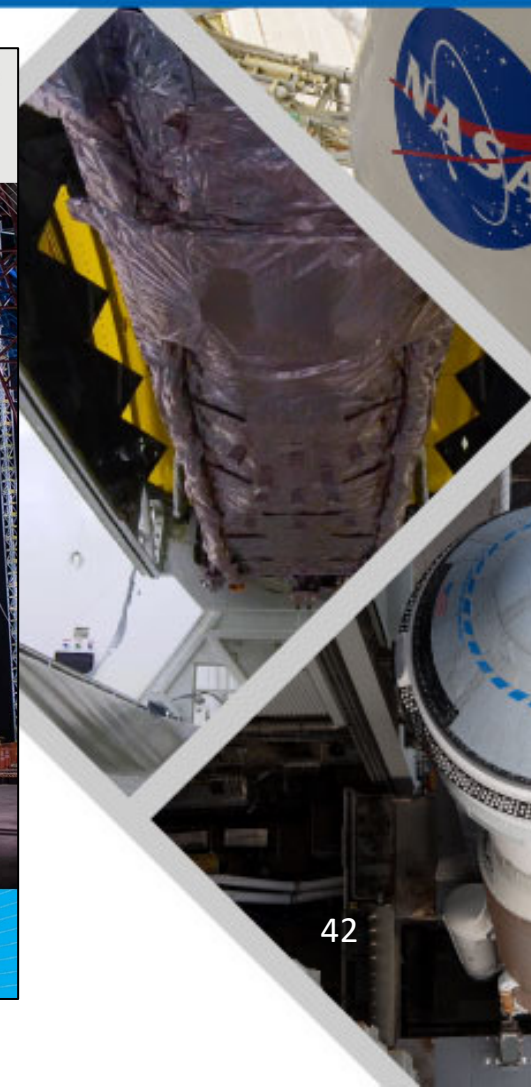
OSBP Publications

OSBP provides many resourceful publications to the small business community.

The Small Business Guide to NASA
Small Business Industry Awards
NASA Industry Forum Success Stories
NASA OSBP Spotlight
Other Publications

To view/download, visit:

<https://www.nasa.gov/osbp/osbp-publications>





Upcoming OSBP Outreach Events & Webinars

Online: <https://www.nasa.gov/osbp/regional-outreach>

Online: <https://www.nasa.gov/osbp/learning-series>

OSBP Learning Series

March 15, 2023

How to Do Business with NASA Featuring Agency Research Centers

April 19, 2023

Update from the NASA Office of Procurement: Opportunities & Product Service Lines

May 17, 2023

How to do Business with NASA Science and Resource Centers

June 21, 2023

Annual Small Business Town Hall

OSBP Outreach Events

April 27, 2023 (In-person)

NASA and Partners

Small Business and HBCU Summit
Southern University, New Orleans

July 20, 2023 (Virtual)

NASA Small Business Conference and Networking

NASA and Partners Small Business and HBCU Summit

April 27, 2023 - New Orleans, LA



NASA AND PARTNERS SMALL BUSINESS AND HBCU SUMMIT

THE CAMPUS OF SOUTHERN UNIVERSITY, NEW ORLEANS

THURSDAY, APRIL 27, 2023

8:30 A.M to 5:15 P.M. CT

REGISTER TODAY!

<https://bit.ly/NASASmBizHBCUSummit>



OR Scan the QR code to register



- **About the event:**

- Join the NASA Office of Small Business Programs (OSBP) and partners for an in-person small business conference event that will include tips, tools, and resources on doing business with the Agency for small businesses and Historically Black Colleges and Universities. Attendees will have an opportunity to learn about the procurement process at NASA, the NASA Mentor-Protégé Program, Federal Government opportunities, working with agency prime contractors, resources from Trade Associations and much more.

- **Register here** →

<https://bit.ly/NASASmBizHBCUSummit>



OFFICE OF **SMALL BUSINESS** PROGRAMS

...where small business makes a **BIG** difference.



OSBP Learning Series: CALL FOR NEW TOPICS!!

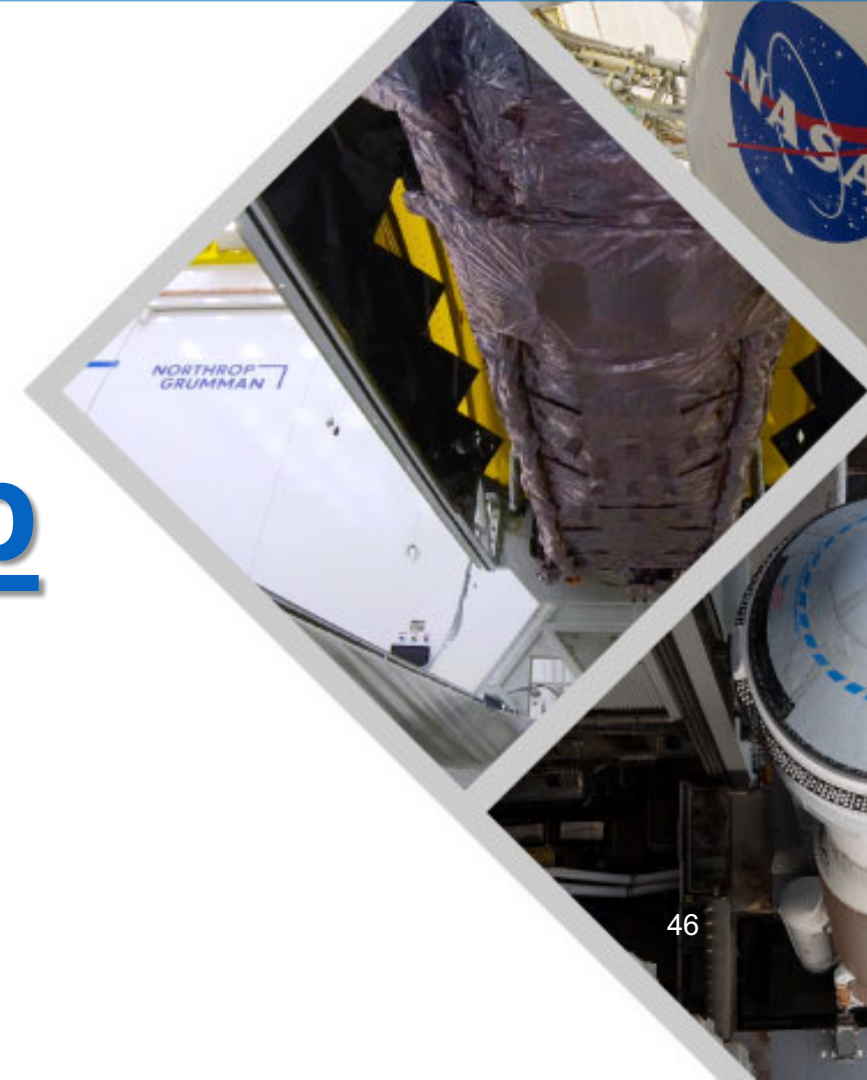
NASA's Office of Small Business Programs is NOW
ACCEPTING new topic ideas for our monthly OSBP
Learning Series Webinars!

We would LOVE to hear from you!!

Please submit your topic ideas to smallbusiness@nasa.gov!

Learn more about NASA OSBP!

Visit OSBP online:
www.nasa.gov/osbp



Contact Information

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