



Doing Business with the Naval Air Systems Command

Presented by:

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Associate Director

NAVAIR Office of Small Business Programs

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NAV AIR

NAVAIR's Role in Naval Aviation

- **Develop, acquire, and support aircraft, weapons and related systems which can be operated and sustained *at sea***
- **Provide analysis and decision support for cost/schedule/performance trades and investment decisions**
- **Increase Navy and Marine Corps capability, readiness and affordability in a joint/coalition environment**

Our capabilities support the unique mission of Naval Aviation.

NAVAIR is the Single SYSCOM for both Navy and Marine Corps Aviation



**Red
signifies
Marine Corps**



**Blue
signifies
Navy**



Our Vision

*Sailors and Marines armed with confidence ...
because we develop, deliver and sustain
aircraft, weapons and systems, on time, on cost
with proven capability and reliability
so they succeed in every mission and return safely home.*



Our Strategic Priorities

A photograph of an aircraft carrier deck. In the foreground, two crew members wearing green flight suits and helmets with communication equipment are looking towards the deck. In the middle ground, two crew members in yellow flight suits are crouching on the deck. In the background, several fighter jets are parked on the deck, with one jet in the center having its afterburners lit. The sky is overcast.

CURRENT READINESS

Contribute to delivering naval aviation units ready for tasking with the right capability, at the right time, at the right cost

FUTURE CAPABILITY

Deliver new aircraft, weapons, and systems on time and within budget that meet fleet needs and provide a technological edge over our adversaries

PEOPLE

Develop our people and provide them with the tools, infrastructure and processes they need to do their work

Making the Navy and Marine Corps more capable, ready and affordable in a joint/coalition environment



Organizational Structure

ASN (RD&A)
ASSISTANT SECRETARY OF THE NAVY
 (RESEARCH, DEVELOPMENT, AND ACQUISITION)

CNO
CHIEF OF NAVAL OPERATIONS

PROGRAM EXECUTIVE OFFICERS

- PEO (T)
TACTICAL AIRCRAFT PROGRAMS
- PEO (A)
AIR ASW, ASSAULT & SPECIAL MISSION PROGRAMS
- PEO (U&W)
UNMANNED AVIATION & STRIKE WEAPONS
- PEO (JSF)
JOINT STRIKE FIGHTER

OPERATING AGREEMENT

NAVAL AIR SYSTEMS COMMAND
PATUXENT RIVER
COMMANDER
 AIR-00

VICE COMMANDER
 AIR-09

DEPUTY COMMANDER
 AIR-00A

COMMAND ANALYSIS, STRATEGY & OPERATIONS

STAFF

- COMPTROLLER AIR-10.0
- COUNSEL AIR-11.0
- CIO AIR-7.2
- JAG AIR-00J
- SMALL BUSINESS AIR-09D

NAVAIR HEADQUARTERS

AIR-1.0
PROGRAM MANAGEMENT ACQUISITION EXEC

AIR-2.0
CONTRACTS ASST. COMMANDER

AIR-4.0 *
RESEARCH & ENGINEERING ASST. COMMANDER

AIR-5.0 *
TEST & EVALUATION ASST. COMMANDER

AIR-6.0
LOGISTICS & INDUSTRIAL OPS ASST. COMMANDER

AIR-7.0
CORPORATE OPERATIONS & TOTAL FORCE ASST. COMMANDER

AIRCRAFT DIVISION (NAWCAD) *
 PATUXENT RIVER COMMANDER

WEAPONS DIVISION (NAWCWD) *
 CHINA LAKE COMMANDER

FLEET READINESS CENTER (COMFRC)
 PATUXENT RIVER COMMANDER

NAVAL TEST WING ATLANTIC
 PATUXENT RIVER COMMANDER

NAVAL TEST WING PACIFIC
 PT MUGU COMMANDER

TRAINING SYSTEMS
 ORLANDO COMMANDING OFFICER

FLEET READINESS CENTER (FRC) EAST
 CHERRY POINT COMMANDING OFFICER

FLEET READINESS CENTER (FRC) SOUTHEAST
 JACKSONVILLE COMMANDING OFFICER

FLEET READINESS CENTER (FRC) SOUTHWEST
 NORTH ISLAND COMMANDING OFFICER

FLEET READINESS CENTER (FRC) WESTERN PACIFIC
 ATSUGI, JAPAN COMMANDING OFFICER

NAVAL AIR WARFARE CENTERS

****INDUSTRIAL SITES (FRCs) & LOGISTICS SUPPORT ACTIVITY**

ECHOLON II

ECHOLON III

ECHOLON IV

* DUAL HATTED

DEC 2011
 CLEARED FOR PUBLIC RELEASE

** 4 INDUSTRIAL SITES OF TOTAL OF 8 FRCs REPORT UP THROUGH COMFRC TO AIR-00





Acquisition Management Support

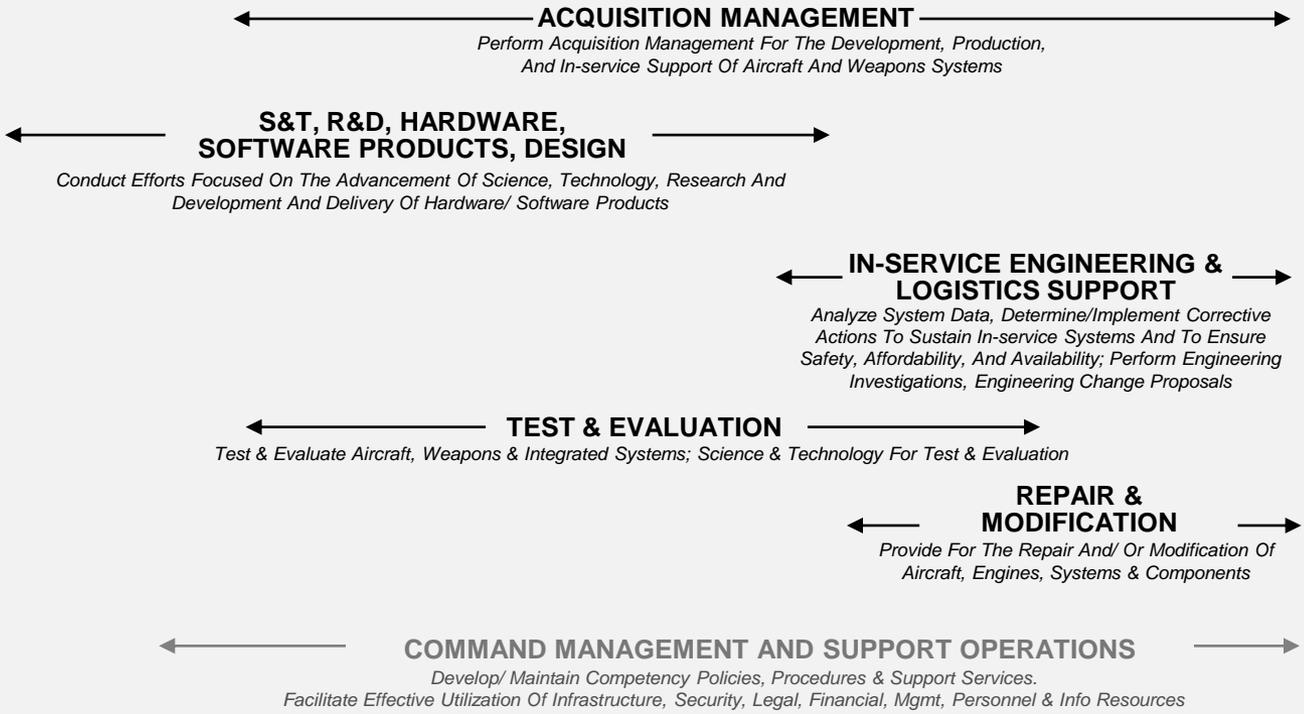
FULL LIFE-CYCLE MANAGEMENT

FUTURE CAPABILITIES

CURRENT READINESS



CORE FUNCTIONS/PROCESSES



PRODUCTS



Tactical Aircraft



Air ASW, Assault & Special Mission



Unmanned Aircraft & Strike Weapons



Common Systems/Mission Systems/ Training/ ALRE



NAVAIR Office of Small Business Programs

Mission:

Enabling the war fighter with creative solutions brought to them through small business.

Vision:

NAVAIR's Office of Small Business Programs is a valuable resource that enables the best solutions for the war fighter. We are advocates for NAVAIR's strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. We strive to ensure that the creative talents of small businesses are nurtured and sustained in defense of freedom.

www.navair.navy.mil/osbp

Ms. Emily Harman, Associate Director, OSBP



NAVAIR Office of Small Business Programs

NAVAIR Headquarters
Associate Director, Emily Harman
HQ Small Business Deputy, Jill Moore
Industry Liaison, Marshall Woodfolk
Office Assistant, Kristi Gardiner
Program Analyst, Wanda M. Norris

NAWCAD Lakehurst
Small Business Deputy, Dawn Chartier

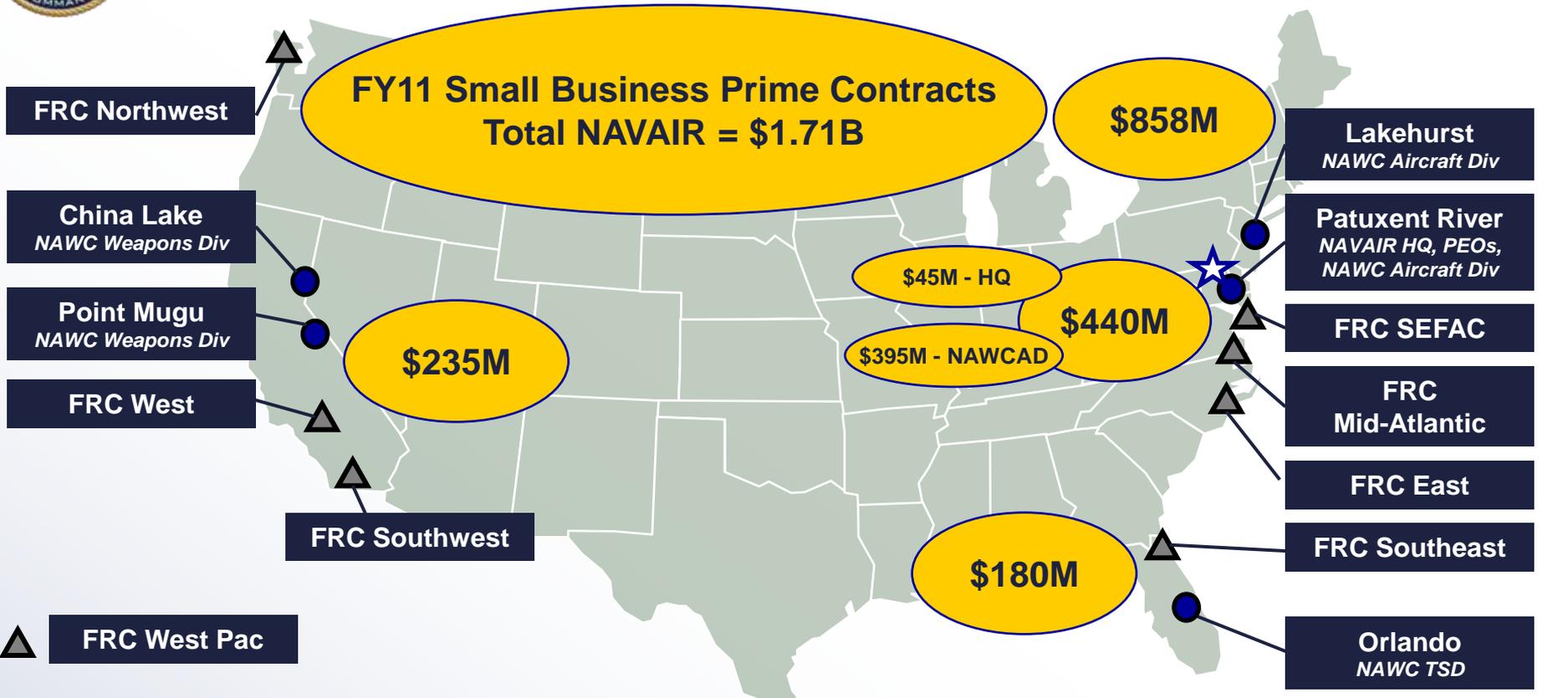
**NAWCWD China Lake / Pt Mugu /
NATEC SD / FRC NI**
Small Business Deputy, Pamela Lochhead
Small Business Specialist, Derrick Hu
Senior Office Manager, Marty Zielke

NAWCAD Pax
Small Business Deputy, Ken Carkhuff
Small Business Specialist, Paula Coxon

NAWCTSD Orlando
Small Business Deputy, Argentina Thompson



FY11 Small Business Obligations



- ### Weapons West Coast Hub
- Missiles / Freefall weapons
 - Weapon System Integration
 - Electronic Warfare Systems
 - Land Range / Sea Range
 - Non Lethal Weapons

- ### Aircraft East Coast Hub
- Air vehicles
 - Propulsion & Power
 - Avionics & Sensors
 - Ship Interface & Support Systems
 - Launch & Recovery
 - UAVS
 - Atlantic Test Range & Ground Systems Test Facilities
 - Human Performance / Simulator Systems

Source: FPDS-NG 8 Nov 11

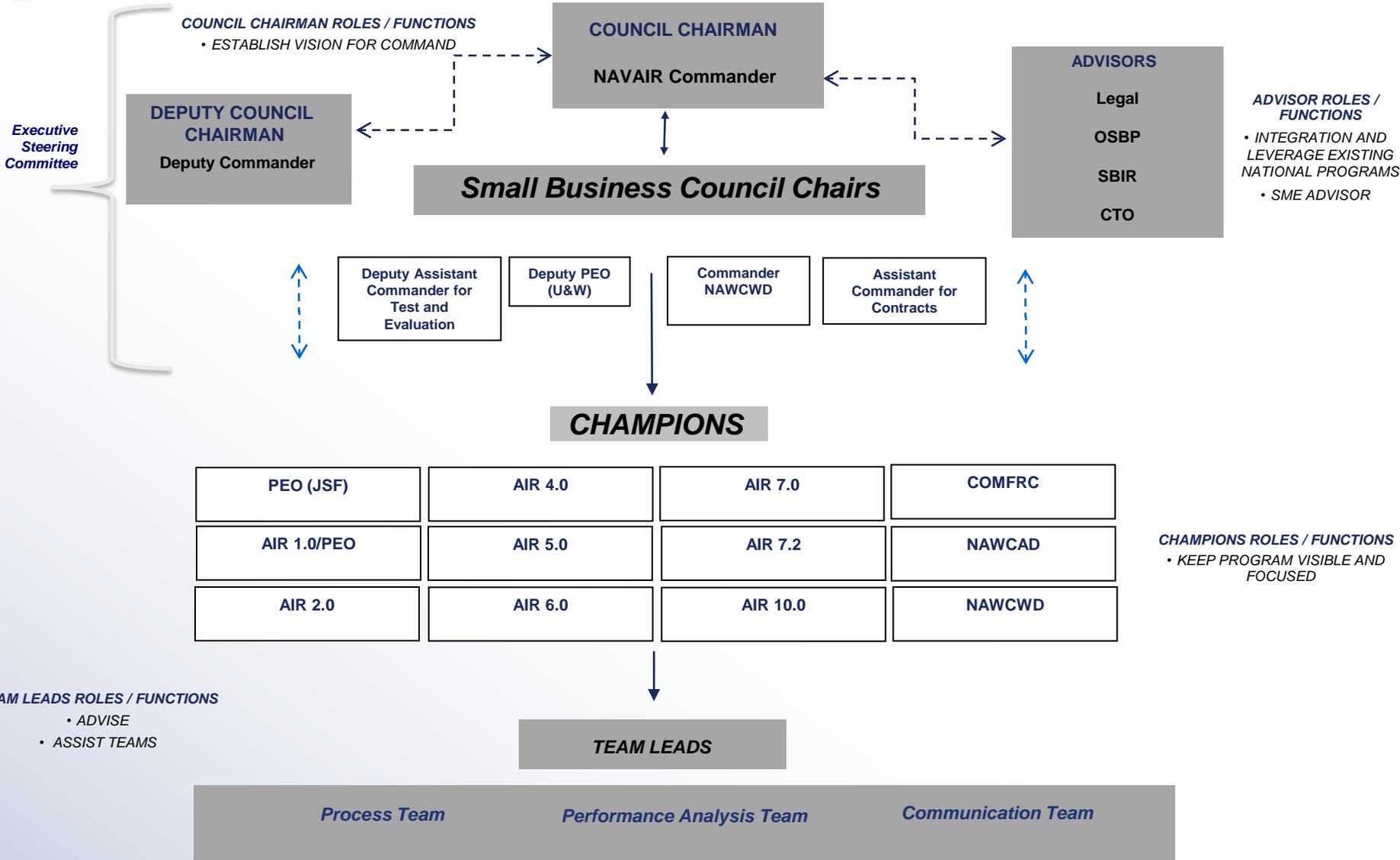


NAVAIR OSBP FY12 Objectives

- **Increase visibility of SB participation by Competency and PEO**
- **Increase communication between Industry and Government**
- **Increase opportunities for small business participation**
- **Improve small business subcontracting opportunities**



Executive Small Business Council





Executive Small Business Council

- **Vision:** Enabling NAVAIR to provide the Warfighter with creative, affordable solutions brought to them through small business.
- **Mission:** The Executive Small Business Council will ensure small businesses have the maximum practicable opportunity to participate in NAVAIR procurements, both as prime and subcontractors.



Executive Small Business Council Objectives

- **Improve workforce awareness and initiate manager, supervisor and team lead accountability for NAVAIR small business contract participation.**
- **Improve opportunities for small business participation as prime and subcontractors in NAVAIR contracts.**
- **Institutionalize a culture that leverages and values small business participation in NAVAIR contract awards.**
- **Provide guidance, resourcing and barrier removal for established teams (Performance Analysis, Process and Communication/Best Practices).**



NAVAIR Target vs. Actuals

	NAVAIR FY09	NAVAIR FY10	NAVAIR FY11	NAVAIR FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 24,426,992,857	\$ 21,841,642,557	\$ 21,507,867,235	\$ 14,928,425,004
Small Business	6.575%	8.483%	7.962%	3.728%
Target	8.400%	5.900%	7.000%	7.300%
Dollars	\$ 1,605,978,016	\$ 1,852,837,727	\$ 1,712,535,182	\$ 556,514,584
SMALL DISADVANTAGED BUSINESS	1.932%	2.277%	2.458%	1.766%
Target	1.940%	1.650%	1.800%	2.000%
Dollars	\$ 471,996,464	\$ 497,412,409	\$ 528,617,699	\$ 263,661,128
VETERAN-OWNED SB**	1.44%	2.179%	2.608%	0.851%
Dollars	\$ 352,164,249	\$ 475,918,072	\$ 560,834,907	\$ 126,972,001
SERVICE-DISABLED VETERAN-OWNED SB	0.405%	1.307%	1.678%	0.510%
Target	3.000%	3.000%	0.500%	0.750%
Dollars	\$ 98,820,093	\$ 285,577,411	\$ 360,971,677	\$ 76,204,645
WOMAN-OWNED SB	1.020%	1.137%	0.846%	0.562%
Target	1.540%	0.950%	1.000%	1.000%
Dollars	\$ 249,179,983	\$ 248,427,814	\$ 181,948,307	\$ 83,908,325
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.239%	0.200%	0.223%	0.068%
Target	0.440%	0.200%	0.150%	0.200%
Dollars	\$ 58,497,036	\$ 42,522,505	\$ 47,984,406	\$ 10,133,705



Do Your Homework

- Review NAVAIR website – www.navair.navy.mil
- Review NAVAIR OSBP website – www.navair.navy.mil/osbp
 - Strategic plans
 - NAWCAD operating plan
 - Long Range Acquisition Forecast
 - Links to other NAVAIR websites
 - Links to recent briefings
- Review FPDS-NG website – www.fpds.gov
 - Find out what NAVAIR procured in the past



Long Range Acquisition Forecast

Forecast posted annually on www.navair.navy.mil/osbp and includes:

- Short descriptive title for the requirement
- Longer description of the requirement
- Estimated dollar value of the requirement
- Requiring Organization
- NAVAIR Contracting Office
- Est. Solicitation/Request for Proposal release date
- Timeframe when the contract may be awarded
- Small Business Set-Aside? (if known)
- Planned strategy (i.e., SDVOSB set-aside)
- Incumbent Contractor
- Procurement Quantities
- Period of Performance of the Contract
- Delivery/Performance Location
- Point of Contact

LONG RANGE ACQUISITION FORECAST DATA SHEET

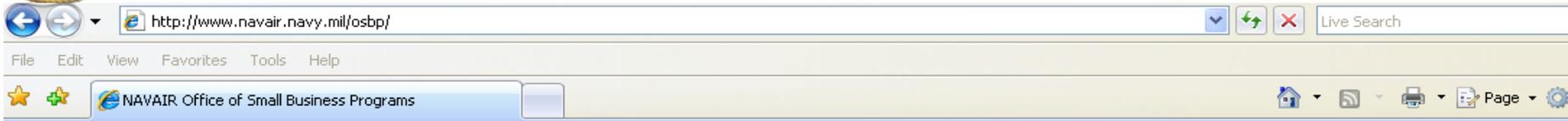
Short Descriptive Title of Contracting Opportunity (to include RFPs)	Expected Dollar Value Range for the Requirement (include "options")	Small Business Set-Aside	Procurement Method	Requiring Organization	Projected NAVAIR Contracting Office	Anticipated Solicitation / RFP (Qtr/FY)	Anticipated Contract Award (Qtr/FY)	Anticipated Period of Performance (months or years)	Incumbent Contractor (if applicable)	Projected Work Location	Procurement Quantity (if applicable)	Point of Contact (phone or email)

****DISCLAIMER**** United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy (DoN) to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVAIR requirements valued at \$150,000 or more that are forecasted for the upcoming and next two fiscal years. The forecast is for informational and marketing purposes only. It does not constitute a specific offer or commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.

*NOTE: All information contained in this Long Range Acquisition Forecast is based on the upcoming fiscal year and two succeeding fiscal years.
 **NOTE: Use the drop down menus for the selection of the following data sets: Expected Dollar Value, Small Business Set-Aside, Procurement Method, Anticipated Solicitation and Anticipated Contract Award.



Find Opportunities



NAVAL AIR SYSTEMS COMMAND

NAVAIR Home

OFFICE OF SMALL BUSINESS PROGRAMS



- HOME
- ABOUT US
- UPCOMING EVENTS
- REGISTER YOUR BUSINESS
- FIND INDUSTRY PARTNER
- OPEN SOLICITATIONS
- OPEN SOLICITATIONS - LESS THAN \$25K
- PRESENTATIONS
- MENTOR/PROTÉGÉ
- BUSINESS DEVELOPMENT
- GUIDANCE TO INDUSTRY
- NAVAIR SMALL BUSINESS PERFORMANCE
- SMALL BUSINESS INNOVATION RESEARCH
- RELATED LINKS
- CONTACT INFO
- SUGGESTIONS
- NAVAIR HOME

Connect with Us



NAVAIR's Long Range Acquisition Forecast Covering FYs 12-14 (NEW) January 30, 2012

NAVAIR's Long Range Acquisition Forecast (LRAF), covering FY12 through FY14, is now available under the Procurement Forecast section of the "Presentations" link (or click on the heading title above to access). NAVAIR's LRAF creates a demand signal visible to a wider range of industry and should contribute to better support of our requirements including the distinct prospect of fostering increased competition. (Note: The LRAF has been updated with upcoming requirements for IT (Line 335-336)).

Sources Sought: P-8A (Boeing 737) Commercial Spare Parts February 13, 2012

The P-8A Program Office (PMA-290), is conducting a market survey to identify potential business sources who have the resources, capabilities and experience to procure and deliver Boeing 737 commercial common initial spare parts for P-8A Aircraft. The NAICS Code for this procurement is 336412 -- Aircraft Engine and Engine Parts Manufacturing; and the classification code is 15 -- Aircraft & airframe structural components. Please refer to solicitation number N00019-R-12-3001 on FedBizOpps. <https://www.fbo.gov/spq/DON/NAVAIR/N00019/N00019-R-12-3001/listing.html>.

SAVE THE DATE NAWCWD Industry Day 2012 February 9, 2012

23 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting "NAWCWD Industry Day 2012." The objective of this event is to enhance NAWCWD-Industry collaboration in support of the Naval Aviation Warfighter. Details on the event will be provided on the following website in the near future: <http://www.navair.navy.mil/nawcwd/index.html>

SAVE THE DATE NAWCWD Multi-Use Technology Symposium February 9, 2012

24 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting a Multi-Use Technology Symposium focused on Unmanned Systems. More details will be provided in the near future.

Source Sought for the Mechanical Facilities Team (4.5.12) February 7, 2012

The Naval Air Warfare Center Aircraft Division Contracts Department (AIR 2.5.1.2), Patuxent River, MD announces its intention to procure on a competitive basis the services necessary to provide support to the Ship & Shore Based Electronic Systems (S&SBES) Team (Code 4.5), St. Inigoes, MD. The Ship & Shore Based Electronic Systems (S&SBES) Team (Code 4.5), St. Inigoes, of the Naval Air Warfare Center Aircraft Division performs development, testing, installation, and maintenance of shipboard and shore based electronic equipment. In support of this mission, the Mechanical Facilities Team (4.5.12) provides research and



Guidance To Industry

- **Company Data Sheet**

- No more than three pages (MS Office document) about your company and products or services
- Tailored for NAVAIR
- Keep it simple, but make your company stand out

- **Answer the following**

- Company point of contact information
- Describe what your company does (products or services)
- How your mission relates to Naval Aviation
- Product commercially available?
- Intellectual property rights?
- Product utilized with or on any other DoD, government, or commercial platform?
- Quantitative data on product performance
- Small business certifications, current contract vehicles and NAICS

Posted on NAVAIR OSBP website under the Guidance to Industry.
www.navair.navy.mil/osbp



Let Us Know!

When NAVAIR issues a sole source synopsis and you believe you can provide the supplies/services, **LET US KNOW!**

If you know a full and open competition is pending or you see a full and open competition synopsis and you think there are 2 or more SDVOSBs, 8(a)s, HUBZones, WOSBs, or small businesses that can do the work, **LET US KNOW!**

Work closely with the contracts specialist and the small business deputy.

NAVAIR OSBP Website
www.navair.navy.mil/osbp

Enabling the war fighter with creative solutions brought to them through small business.



Tips for Responding to a Sources Sought Announcement

- **Tips**

- **Show holistic capability – technical, but also management practices, financial stability, quality processes, able to manage subcontractors, discriminators, etc.**
- **Provide more detail on number of employees and company locations**
- **Show how you will minimize transition risk**
- **Request clarification, if needed**
- **Meet the response timeline**



Sources Sought Responses

- **Areas where industry can improve**
 - Answer all the questions
 - Be sure you are addressing a NAVAIR requirement and not one from another agency or service
 - Be sure to discuss all the items that will be evaluated
 - Address only experience that is applicable to the requirement
 - Validate your claims of capability
 - If you combine past performance contracts, be sure to provide a break out of scope and complexity of each
 - If you propose teaming, show value-added
 - Address how you will manage subcontractors and prior experience in this area
 - If admitting lack of capability or experience; offer solution, mitigation, alternative, etc.



After Contract Award

- Key message: You must now PERFORM!
- LET NAVAIR KNOW if you're experiencing difficulties... ASAP
 - Technical/Performance
 - Schedule
 - Financial
- ...And these communications should be DOCUMENTED
- Know your CONTRACT...scope, terms, conditions, schedules, deliverables – it's what we're holding you accountable for
- Be aware the government rates your performance yearly in the Contractor Performance Assessment Reporting System (CPARS) – Used in future source selections (Contracts over \$1M for services and over \$5M for products)



Resources Available to Assist

First line of communication

after contract award

- Contracting Officer
- Administrative Contracting Officer
- Technical Customer
- NAVAIR Small Business Deputy
- Also:
 - SBA website (<http://www.sba.gov>)
 - Counseling – in person, email
 - Financial Assistance Training
 - Training
 - PTAC (<http://www.sellingtothegovernment.net>)



Upcoming Events

- **NAWCAD Industry Day & Technology Showcase - (13 March) – Holiday Inn Solomon’s (Enhance collaboration between NAWCAD and Industry for upcoming contracting opportunities)**
 - Briefings posted @<http://www.navair.navy.mil/nawcad>
 - Click on Partnering with Us/Events/NACWAD Industry Day & Technology Showcase 2012
- **Small Business Roundtable GMM - (TBD May/June)**
- **Sea-Air-Space – DC (15-18 April)**
- **NAWCWD Industry Day & Technology Showcase – (23-24 May)**
- **Navy Opportunity Forum – (4-6 June)**
- **DoN Blue Coast SB Conference – Baltimore (11-12 June)**
- **DoN Gold Coast SB Conference – San Diego (6-10 August)**



Questions?



Back Up



NAVAIR HQs Targets vs. Actuals

	NAVAIR HQs FY09	NAVAIR HQs FY10	NAVAIR HQs FY11	NAVAIR HQs FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 20,099,154,452	\$ 17,292,217,996	\$ 16,800,502,687	\$ 13,107,078,355
Small Business	0.512%	0.307%	0.271%	0.029%
Target	0.571%	0.550%	0.635%	0.400%
Dollars	\$ 102,905,132	\$ 53,000,999	\$ 45,452,247	\$ 3,803,534
SMALL DISADVANTAGED BUSINESS	0.009%	0.010%	0.046%	0.021%
Target	0.011%	0.002%	0.080%	0.050%
Dollars	\$ 1,755,216	\$ 1,774,107	\$ 7,798,880	\$ 2,761,180
VETERAN-OWNED SB**	0.298%	0.094%	0.120%	0.007%
Dollars	\$ 59,985,680	\$ 16,300,407	\$ 20,153,283	\$ 882,443
SERVICE-DISABLED VETERAN-OWNED SB	0.060%	0.010%	0.006%	0.001%
Target	3.000%	3.000%	0.080%	0.008%
Dollars	\$ 12,011,040	\$ 1,768,102	\$ 1,004,051	\$ 115,872
WOMAN-OWNED SB	0.003%	0.002%	0.004%	0.001%
Target	0.041%	0.030%	0.050%	0.025%
Dollars	\$ 553,550	\$ 394,664	\$ 640,703	\$ 70,420
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.023%	-0.001%	0.010%	0.004%
Target	0.021%	0.028%	0.000%	0.004%
Dollars	\$ 4,673,255	\$ (174,398)	\$ 1,730,772	\$ 576,924



NAWCAD Patuxent River Targets vs. Actuals

	NAWCAD PAX FY09	NAWCAD PAX FY10	NAWCAD PAX FY11	NAWCAD PAX FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 1,891,173,838	\$ 1,852,715,322	\$ 1,888,693,306	\$ 866,010,560
Small Business	29.698%	28.304%	20.811%	22.000%
Target	31.711%	29.700%	31.500%	28.000%
Dollars	\$ 561,645,861	\$ 524,392,761	\$ 393,064,749	\$ 190,525,891
SMALL DISADVANTAGED BUSINESS	10.811%	8.703%	8.309%	11.189%
Target	7.131%	9.672%	9.750%	8.700%
Dollars	\$ 204,462,081	\$ 161,238,960	\$ 156,934,237	\$ 96,894,384
VETERAN-OWNED SB**	8.369%	6.990%	7.329%	6.828%
Dollars	\$ 158,266,693	\$ 129,506,529	\$ 136,690,405	\$ 59,127,428
SERVICE-DISABLED VETERAN-OWNED SB	2.789%	2.370%	3.726%	4.077%
Target	3.000%	3.000%	3.000%	3.500%
Dollars	\$ 52,745,866	\$ 43,904,631	\$ 70,373,963	\$ 35,306,686
WOMAN-OWNED SB	5.226%	6.939%	4.094%	4.155%
Target	5.481%	5.270%	6.000%	4.890%
Dollars	\$ 98,837,611	\$ 128,557,104	\$ 77,316,784	\$ 35,982,541
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.748%	0.801%	0.655%	0.808%
Target	0.461%	0.870%	0.820%	0.750%
Dollars	\$ 14,140,185	\$ 14,839,741	\$ 12,365,406	\$ 6,996,635



NAWCAD Lakehurst Targets vs. Actuals

	NAWCAD LKE FY09	NAWCAD LKE FY10	NAWCAD LKE FY11	NAWCAD LKE FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 1,113,313,012	\$ 1,365,884,784	\$ 1,397,875,948	\$ 397,376,645
Small Business	40.769%	60.02%	61.376%	44.723%
Target	47.771%	28.50%	47.000%	48.200%
Dollars	\$ 453,889,841	\$ 819,738,365	\$ 857,965,589	\$ 177,720,237
SMALL DISADVANTAGED BUSINESS	10.432%	11.70%	13.377%	17.166%
Target	7.411%	7.25%	10.000%	10.500%
Dollars	\$ 116,144,994	\$ 159,772,804	\$ 187,000,136	\$ 68,213,326
VETERAN-OWNED SB**	6.957%	20.72%	25.096%	6.664%
Dollars	\$ 77,451,101	\$ 283,030,674	\$ 328,400,044	\$ 26,483,046
SERVICE-DISABLED VETERAN-OWNED SB	2.406%	16.48%	18.001%	2.703%
Target	3.000%	3.00%	3.000%	4.960%
Dollars	\$ 26,783,264	\$ 225,035,940	\$ 251,634,903	\$ 10,740,810
WOMAN-OWNED SB	6.690%	4.60%	3.668%	6.485%
Target	8.101%	4.97%	5.600%	4.890%
Dollars	\$ 74,481,810	\$ 62,892,625	\$ 51,270,944	\$ 25,769,665
HIST. UNDERUTILIZED BUSINESS ZONE SB	1.572%	1.16%	1.629%	0.585%
Target	0.810%	1.17%	1.000%	1.490%
Dollars	\$ 17,502,050	\$ 15,844,693	\$ 22,769,417	\$ 2,324,327



NAWC TSD Orlando Targets vs. Actuals

	NAWCTSD FY09	NAWCTSD FY10	NAWCTSD FY11	NAWCTSD FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 721,385,643	\$ 660,568,266	\$ 761,247,298	\$ 262,263,505
Small Business	40.310%	40.69%	23.695%	27.316%
Target	30.000%	30.00%	36.000%	22.000%
Dollars	\$ 290,790,803	\$ 268,808,508	\$ 180,376,631	\$ 71,638,612
SMALL DISADVANTAGED BUSINESS	14.556%	19.20%	12.065%	15.812%
Target	6.500%	12.25%	10.000%	9.000%
Dollars	\$ 105,002,048	\$ 126,828,759	\$ 91,846,846	\$ 41,469,426
VETERAN-OWNED SB**	3.568%	2.05%	5.539%	3.563%
Dollars	\$ 25,735,993	\$ 13,570,848	\$ 44,969,358	\$ 9,344,235
SERVICE-DISABLED VETERAN-OWNED SB	0.347%	0.92%	2.854%	1.699%
Target	3.000%	3.00%	1.000%	2.180%
Dollars	\$ 2,505,622	\$ 6,081,098	\$ 21,723,505	\$ 4,455,564
WOMAN-OWNED SB	8.140%	5.93%	5.292%	6.516%
Target	7.000%	6.00%	5.500%	5.100%
Dollars	\$ 58,718,633	\$ 39,146,607	\$ 40,287,914	\$ 17,089,999
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.185%	0.66%	0.683%	0.012%
Target	0.500%	0.93%	0.800%	0.250%
Dollars	\$ 1,335,401	\$ 4,343,433	\$ 5,196,787	\$ 31,242



NAWCAD Pax River, Lakehurst & Orlando

NAWCAD PATUXENT RIVER, LAKEHURST AND ORLANDO

	NAWCAD FY09	NAWCAD FY10	NAWCAD FY11	NAWCAD FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 3,725,872,494	\$ 3,879,168,372	\$ 4,047,816,552	\$ 1,525,650,709
Small Business	35.061%	41.580%	35.362%	28.833%
Dollars	\$ 1,306,326,505	\$ 1,612,939,633	\$ 1,431,406,969	\$ 439,884,740
SMALL DISADVANTAGED BUSINESS	11.423%	11.545%	10.766%	13.540%
Dollars	\$ 425,609,123	\$ 447,840,524	\$ 435,781,220	\$ 206,577,136
VETERAN-OWNED SB	7.017%	10.98%	12.60%	6.224%
Dollars	\$ 261,453,786	\$ 426,108,050	\$ 510,059,807	\$ 94,954,709
SERVICE-DISABLED VETERAN-OWNED SB	2.202%	7.090%	8.492%	3.310%
Dollars	\$ 82,034,751	\$ 275,021,669	\$ 343,732,371	\$ 50,503,059
WOMAN-OWNED SB	6.228%	5.944%	4.172%	5.168%
Dollars	\$ 232,038,054	\$ 230,596,336	\$ 168,875,642	\$ 78,842,204
HIST. UNDERUTILIZED BUSINESS ZONE SB	0.885%	0.903%	0.996%	0.996%
Dollars	\$ 32,977,636	\$ 35,027,867	\$ 40,331,609	\$ 9,352,204



NAWCWD Targets vs. Actuals

	NAWCWD FY09	NAWCWD FY10	NAWCWD FY11	NAWCWD FY12 ACTUALS as of 29 FEB 12
Prime Contracting				
Total Dollars	\$ 601,965,912	\$ 685,639,659	\$ 659,547,997	\$ 295,695,940
Small Business	32.684%	27.094%	35.733%	38.156%
Target	37.151%	30.000%	31.000%	31.000%
Dollars	\$ 196,746,379	\$ 185,770,055	\$ 235,675,966	\$ 112,826,310
SMALL DISADVANTAGED BUSINESS	7.414%	6.903%	12.893%	18.371%
Target	13.391%	6.216%	8.500%	10.000%
Dollars	\$ 44,632,126	\$ 47,328,920	\$ 85,037,599	\$ 54,322,813
VETERAN-OWNED SB**	5.104%	4.825%	4.772%	10.529%
Dollars	\$ 30,724,783	\$ 33,084,316	\$ 30,621,817	\$ 31,134,848
SERVICE-DISABLED VETERAN-OWNED SB	0.793%	1.204%	2.462%	8.653%
Target	3.000%	3.000%	1.200%	2.100%
Dollars	\$ 4,774,302	\$ 8,255,231	\$ 16,235,254	\$ 25,585,713
WOMAN-OWNED SB	2.756%	2.559%	1.885%	1.689%
Target	2.991%	2.679%	2.900%	2.550%
Dollars	\$ 16,588,380	\$ 17,544,497	\$ 12,431,962	\$ 4,995,700
HIST. UNDERUTILIZED BUSINESS ZONE SB	3.463%	1.009%	0.898%	0.069%
Target	1.671%	0.859%	0.800%	1.000%
Dollars	\$ 20,846,145	\$ 6,919,035	\$ 5,922,025	\$ 204,577



SDVOSBs

	FY09	FY10	FY11	FY12 as of 29 FEB 12
NAWCWD				
Goal	3.000%	3.000%	1.200%	2.100%
Actual Percentage	0.793%	1.204%	2.462%	8.653%
Dollars Obligated to SDVOSBs	\$ 4,774,302	\$ 8,255,231	\$ 16,235,254	\$ 25,585,713
Total Dollar Amount	\$ 601,965,912	\$ 685,639,659	\$ 659,547,997	\$ 295,695,940
NAWCAD PAX RIVER				
Goal	3.000%	3.000%	3.000%	3.500%
Actual Percentage	2.789%	2.370%	3.726%	4.077%
Dollars Obligated to SDVOSBs	\$ 52,745,866	\$ 43,904,631	\$ 70,373,963	\$ 35,306,686
Total Dollar Amount	\$ 1,891,173,838	\$ 1,852,715,322	\$ 1,888,693,306	\$ 866,010,560
NAWC TSD ORLANDO				
Goal	3.000%	3.000%	1.000%	2.180%
Actual Percentage	0.347%	0.921%	2.854%	1.699%
Dollars Obligated to SDVOSBs	\$ 2,505,622	\$ 6,081,098	\$ 21,723,505	\$ 4,455,564
Total Dollar Amount	\$ 721,385,643	\$ 660,568,266	\$ 761,247,298	\$ 262,263,505
NAWCAD LAKEHURST				
Goal	3.000%	3.000%	3.000%	4.960%
Actual Percentage	2.406%	16.475%	18.001%	2.703%
Dollars Obligated to SDVOSBs	\$ 26,783,264	\$ 225,035,940	\$ 251,634,903	\$ 10,740,810
Total Dollar Amount	\$ 1,113,313,012	\$ 1,365,884,784	\$ 1,397,875,948	\$ 397,376,645
TOTAL				
Total Dollars Obligated to SDVOSBs	\$86,809,054	\$283,276,900	\$359,967,626	\$76,088,773
Total Dollars Obligated	\$4,327,838,405	\$4,564,808,032	\$4,707,364,549	\$1,821,346,649
Total NAWC Percentage	2.01%	6.21%	7.65%	4.18%

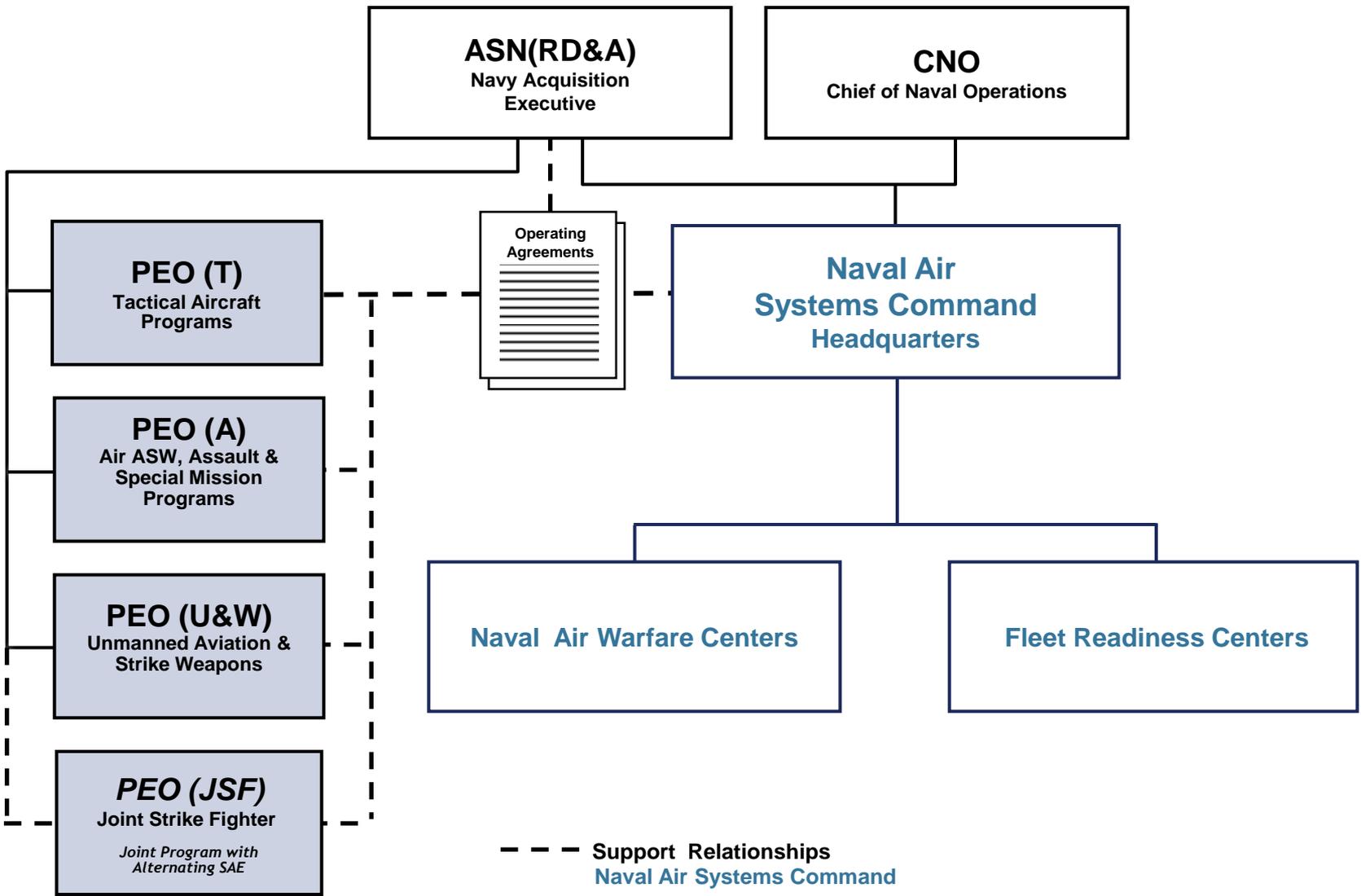


WOSBs

	FY09	FY10	FY11	FY12 as of 29 FEB 12
NAWCWD				
Goal	2.991%	2.679%	2.900%	2.550%
Actual Percentage	2.756%	2.602%	1.885%	1.689%
Dollars Obligated to WOSBs	\$ 16,588,380	\$ 17,436,814	\$ 12,431,962	\$ 4,995,700
Total Dollar Amount	\$ 601,965,912	\$ 670,256,189	\$ 659,547,997	\$ 295,695,940
NAWCAD PAX RIVER				
Goal	5.481%	5.270%	6.000%	4.890%
Actual Percentage	5.226%	6.939%	4.094%	4.155%
Dollars Obligated to WOSBs	\$ 98,837,611	\$ 128,557,104	\$ 77,316,784	\$ 35,982,541
Total Dollar Amount	\$ 1,891,173,838	\$ 1,852,715,322	\$ 1,888,693,306	\$ 866,010,560
NAWC TSD ORLANDO				
Goal	7.000%	6.000%	5.500%	5.100%
Actual Percentage	8.140%	5.926%	5.292%	6.516%
Dollars Obligated to WOSBs	\$ 58,718,633	\$ 39,146,607	\$ 40,287,914	\$ 17,089,999
Total Dollar Amount	\$ 721,385,643	\$ 660,568,266	\$ 761,247,298	\$ 262,263,505
NAWCAD LAKEHURST				
Goal	8.101%	4.970%	5.600%	4.890%
Actual Percentage	6.690%	4.605%	3.668%	6.485%
Dollars Obligated to WOSBs	\$ 74,481,810	\$ 62,892,625	\$ 51,270,944	\$ 25,769,665
Total Dollar Amount	\$ 1,113,313,012	\$ 1,365,884,784	\$ 1,397,875,948	\$ 397,376,645
TOTAL				
Total Dollars Obligated to WOSBs	\$248,626,434	\$248,033,149	\$181,307,604	\$83,837,905
Total Dollars Obligated	\$4,327,838,405	\$4,549,424,561	\$4,707,364,549	\$1,821,346,649
Total NAWC Percentage	5.74%	5.45%	3.85%	4.60%



Reporting Relationships – NAVAIR and Affiliated PEOs





NAVAIR Business Fiscal Year 2011



TACTICAL AIRCRAFT



AIR ASW, ASSAULT & SPECIAL MISSION



TEST & EVALUATION RANGES

Overview

~ \$41 Billion/Year

~36,000 People (Civ/Mil/Ktr)

~8 Primary Sites

~100 ACAT Programs

~200 New Aircraft Deliveries

~ 700 Aircraft Repairs

~3,900 Aircraft Supported

~100 Type/Model/Series



UNMANNED AIRCRAFT & STRIKE WEAPONS



COMMON SYSTEMS/MISSION SYSTEMS/TRAINING/ALRE



FLEET READINESS CENTER INDUSTRIAL FACILITIES



Delivery Actuals Fiscal Year 2011

233	New Aircraft Deliveries
33,594	Missiles/Bomb Deliveries
16	Target Deliveries
448	Unmanned Air Vehicle Deliveries
147	Unmanned Air Vehicle Ground System Deliveries
14	Training Device Deliveries
706	Aircraft Repairs (Includes Commercial/Interservice)
1,752	Engine Repairs (Includes Commercial/Interservice)
75,837	Component Repairs
3,416	Support Equipment Repairs



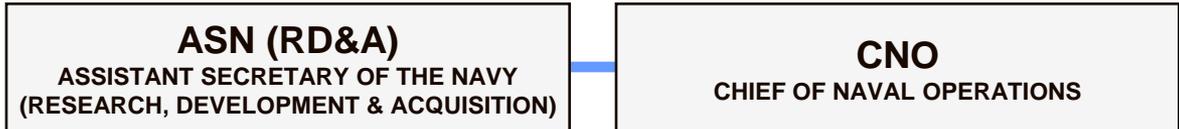
Systems Acquisition Programs Managed

JOINT STRIKE FIGHTER	PEO(T) TACTICAL AIRCRAFT	PEO(A) AIR ASW, ASSAULT, & SPECIAL MISSION	PEO(U&W) UNMANNED AVIATION & STRIKE WEAPONS	NAVAIR AIR-1.0 COMMON & SUPPORT
<p><u>ACAT I</u></p> <ul style="list-style-type: none"> JOINT STRIKE FIGHTER (LIGHTNING II) 	<p><u>ACAT I</u></p> <ul style="list-style-type: none"> JOINT PRECISION APPROACH & LANDING SYSTEM (JPALS) E-2D ADVANCED HAWKEYE (AHE) EA-6B ICAP-III EA-18G AIRBORNE ELECTRONIC ATTACK F/A-18E/F SUPER HORNET INTEGRATED DEFENSIVE ELECTRONIC COUNTERMEASURES (IDECM) DoN LAIRCM CIRCM (US ARMY LEAD) JOINT PRIMARY A/C TRAINING SYSTEM (T-6B TEXAN II) (AIR FORCE LEAD) ADVANCED AIRBORNE SENSOR LITTORAL SURVEILLANCE RADAR SYSTEM <p><u>ACAT II</u></p> <ul style="list-style-type: none"> MARK XIII MODE 5 ADVANCED ARRESTING GEAR ALR-67(V)3 ADVANCED SPECIAL RECEIVER (ASR) E-6B MERCURY BLOCK 1 MOD F/A-18 IRST <p><u>ACAT III</u></p> <ul style="list-style-type: none"> EA-6B ALQ-99 LOW BAND TRANSMITTER (LBT) E-6B BLOCK II F/A-18 DTS VIRTUAL MISSION TRAINING SYSTEM <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> COMM IFF DIGITAL TRANSP (CXP) ADMACS BLOCK 2 ADVANCED RECOVERY CONTROL (ARC) MORIAH WIND SYSTEM (MWS) <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> 3 ABBREVIATED ACQ PROGRAMS EMALS NEXT GENERATION JAMMER JATAS SMALL FORM FACTOR TRANSPONDER 	<p><u>ACAT I</u></p> <ul style="list-style-type: none"> MV-22, CV-22 USMC H-1 UPGRADES (AH-1Z, UH-1Y) P-8A POSEIDON MH-60R MH-60S CH-53K KC-130J VXX (PRE-MDAP) <p><u>ACAT II</u></p> <ul style="list-style-type: none"> C-9 REPLACEMENT AIRCRAFT (C-40A) <p><u>ACAT III</u></p> <ul style="list-style-type: none"> AIR DEPLOYABLE ACTIVE RECEIVER EP-3E JOINT AIRBORNE SIGINT ARCH(JCC) <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> C/KC-130 AIRCRAFT DECM SURV EQUIP USMC C-12W PROGRAM INTEGRATED MECH DIAGNOSTICS SYSTEM T64 ENGINE RELIABILITY IMPROVEMENT PROG MULTI-STATIC ACTIVE COHERENT (MAC) VH-60N COCKPIT UPGRADE VH-COMMUNICATIONS SUITE AH-1W NIGHT TARGETING SYS UPG PROGRAM UH-1N/1Y BRITESTAR BLOCK II P-3 C4 for ANTI-SUBMARINE WARFARE P-3 COMM NAV SURV AIR TRAF MGT (CNS/ATM) P-3 CRITICAL OBSOLESCENCE PROGRAM P-3/EP-3 SPEC STRUC INSPECT-KITS (SSI-K) <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> 17 ABBREVIATED ACQ PROGRAMS 	<p><u>ACAT I</u></p> <ul style="list-style-type: none"> JOINT STANDOFF WEAPON (UNITARY) ADVANCED ANTI-RAD. GUIDED MISSILE TOMAHAWK BLK IV AIM-9X SIDEWINDER VTUAV BROAD AREA MARITIME SURVEILLANCE UNMANNED AIRCRAFT SYSTEMS (BAMS UAS) MRMUAS (PRE-MDAP) AMRAAM (USAF Lead) JAGM (PRE-MDAP) (USA Lead) SDBII (USAF Lead) JDAM (USAF Lead) <p><u>ACAT II</u></p> <ul style="list-style-type: none"> TACTICAL CONTROL SYSTEM (TCS) THEATER MISSION PLANNING CENTER (TMPC) <p><u>ACAT III</u></p> <ul style="list-style-type: none"> SMALL TACTICAL UNMANNED AIRCRAFT SYSTEM (STUAS) ADVANCED PRECISION KILL WEAPONS SYSTEM (APKWS) II TACTICAL TOMAHAWK WEAPONS CONTROL SYSTEM (TTWCS) <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> DIRECT ATTACK MOVING TARGET CA(DAMTC) GQM-163A MULTI-STAGE SUPERSONIC SEA SKIM TARGET SUBSONIC AERIAL TARGET COMMON DEFENSIVE WEAPON SYSTEM (GAU-21) SMALL UNIT REMOTE SCOUTING SYS (SURSS) JOINT MISSION PLANNING SYSTEM (JMPS) FMU-164/B MULTI-PURPOSE BOMB RACK PROGRAM (MPBR) ELGTR <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> 3 ABBREVIATED ACQ PROGRAMS (5 POTENTIAL) UCLASS ADPO UNMANNED COMBAT AIR SYSTEM CARRIER DEMONSTRATION (UCAS-D) 2 JOINT CAPABILITY TECHNOLOGY DEMONSTRATIONS (JCTDS) POTENTIAL ACAT 1D OFFENSIVE ANTI-SURFACE WARFARE (OASuW) 	<p><u>ACAT II</u></p> <ul style="list-style-type: none"> AMC&D (F/A-18 AND AV-8B) RECONFIGURABLE TRANSPORTABLE CONSOLIDATED AUTOMATED SUPPORT SYSTEM (CASS) <p><u>ACAT III</u></p> <ul style="list-style-type: none"> NAVY AIR NAVIGATION WARFARE (NAVWAR) NAVY COMMON EJECTION SEAT (NACES) TACTICAL A/C MOVING MAP CAPABILITY <p><u>ACAT IV</u></p> <ul style="list-style-type: none"> FLIGHT DECK CRANIAL (FDC) TACT COMBAT TRAINING SYS PHASES 1 - 4 UNDRSEA WARFRE TR RN (USWTR) GPWS CAT I (PATROL/TRANSPORT)/TAWS GPWS/CATEGORY III (HELOS) MILITARY FLIGHT OPS QA (MFOQA) ELECTRONIC CASS (eCASS) HYDRAULIC POWER SUPPLY <p><u>ADDITIONAL</u></p> <ul style="list-style-type: none"> 61 ABBREVIATED ACQ PROGRAMS

UPDATED: 22 AUGUST 2011



Naval Aviation Acquisition Program Alignment



PEO(JSF) JOINT STRIKE FIGHTER

PEO(T) TACTICAL AIRCRAFT PROGRAMS

PEO(A) AIR ASW, ASSAULT, & SPECIAL MISSION PROGRAMS

PEO(U&W) UNMANNED AVIATION & STRIKE WEAPONS

COMMANDER, NAVAL AIR SYSTEMS COMMAND

JOINT STRIKE FIGHTER (LIGHTNING II)

- PMA213 NAVAL AIR TRAFFIC MGMT SYSTEM
JOINT PRECISION APPROACH & LANDING SYSTEM
NAS MOD (USAF LEAD)
MARK XIII MODE 5 INTERROGATOR SYSTEM
AN / UPX-29(V)
- PMA231 C-2A GREYHOUND
E-2C HAWKEYE
E-2D AHE
C-2A(R) SLEP
- PMA234 AIRBORNE ELECTRONIC ATTACK
EA-6B PROWLER
EA-6B ICAP III
ALQ-99 LBT
- PMA251 AIRCRAFT LAUNCH & RECOVERY EQUIPMENT
ADVANCED ARRESTING GEAR
ELECTROMAGNETIC A/C LAUNCH SYSTEM
- PMA257 AV WEAPONS SYSTEMS
AV-8B HARRIER
- PMA265 F/A18 PROGRAM
F/A-18A/B/C/D HORNET
F/A-18 E/F SUPER HORNET
ADV TFLIR
ALR(V)3 ASR
EA-18G AIRBORNE EA
IRST
DISTRIBUTIVE TARGETING
- PMA271 AIRBORNE STRATEGIC COMMAND CONTROL AND COMMUNICATIONS
E-6B MERCURY
- PMA272 ADVANCED TACTICAL AIRCRAFT PROTECTION SYSTEMS
ALR67(V)2 ADV SPECIAL RECEIVER
AAR-47 MISSILE WARNING SYSTEM
APR-39AV2 RADAR DETECTION SYSTEM
INTEGRATED DEFENSE ELECTRONIC COUNTERMEASURES (IDECM)
ALE-50 AAED/ALE-55 FOTD
- PMA273 NAVAL TRAINING AIRCRAFT
- ADPO ADVANCED SENSOR TECHNOLOGY PROGRAM OFFICE

- PMA207 SUPPORT & COMMERCIAL DERIVATIVE AIRCRAFT
KC-130J
- PMA261 H-53 HELICOPTERS
CH/MH-53E SUPER STALLION
CH-53K
- PMA264 AIR ASW SYSTEMS
SONOBUOYS AND SENSOR SYSTEMS
- PMA274 EXECUTIVE TRANSPORT HELICOPTERS
VXX, VH-3, VH-60
- PMA275 MV-22, CV-22
- PMA276 AH-1W SUPER COBRA
UH-1N HUEY
H-1 UPGRADES (AH-1Z, UH-1Y)
- PMA290 MARITIME SURVEILLANCE AIRCRAFT
EP-3E ARIES II
P-3C ORION
P-8A POSEIDON
EP-X (PRE-MDAP)
- PMA299 MH-60R
MH-60S
HH-60H
SH-60B/F

- PMA201 PRECISION STRIKE WEAPONS
SDB II
JDAM
JSOW
SLAM-ER
HARPOON
DIRECT ATTACK WEAPONS
AAE/FC
CAD/PAD
ADVANCED DEVELOPMENT
- PMA208 NAVY AERIAL TARGETS & DECOYS
SUBSONIC AERIAL TARGETS
SUPERSONIC AERIAL TARGETS
FULL SCALE AERIAL TARGETS
TA/AS; TTSP; TARGET CONTROL
- PMA242 DIRECT AND TIME SENSITIVE STRIKE
AARGM/HARM
GUIDED/UNGUIDED ROCKETS
JOINT AIR-TO-GROUND MISSILE
AIRCRAFT GUN SYSTEMS
- PMA259 AIR-TO-AIR MISSILE SYSTEMS
SIDEWINDER
AMRAMM
- PMA262 PERSISTENT MARITIME UAS
BAMS UAS
- PMA263 SMALL TACTICAL UAS
STUAS
SURSS
SHADOW
T-HAWK
- PMA266 MULTI-MISSION TACTICAL UAS
VTUAV
TACTICAL CONTROL SYSTEM
- PMA280 TOMAHAWK WEAPONS SYSTEM
- PMA281 STRIKE PLANNING & EXECUTION SYSTEMS
JMPS
TMPC
- PMA268 UNMANNED COMBAT AIR SYSTEM CARRIER DEMONSTRATION (UCAS-D)
- ADPO UCLASS

- ### AIR-1.0
- PMA202 AIRCREW SYSTEMS
COMMON EJECTION SEAT (NACES)
JT PROTECTIVE AIRCREW ENSEMBLE (JPACE)
JT HELMET MOUNTED CUEING SYS (USAF LEAD)
FLIGHT DECK CRANIAL SYSTEM (FDC)
 - PMA205 AVIATION TRAINING SYSTEMS
TACTICAL TRAINING RANGES
UNDERSEA WARFARE TR RN (USWTR)
 - PMA209 AIR COMBAT ELECTRONICS
ADVANCED MISSION COMPUTER & DISPLAYS
COMMON NAVIGATION SURVEILLANCE / AIR TRAFFIC MANAGEMENT
TACTICAL A/C MOVING MAP CAPABILITY
EMBEDDED GPS INERTIAL NAV SYS (EGI)
MILITARY FLIGHT OPS QA (MFOQA)
 - PMA226 H-46
 - PMA260 AVIATION SUPPORT EQUIPMENT CONSOLIDATED
AUTOMATED SUPPORT SYSTEM
ELECTRONIC CASS (eCASS)
HYDRAULIC POWER SUPPLY SYSTEM
 - PMW/A170 NAVIGATION SYSTEMS
- IN ADDITION: 8 ACAT IVs AND 61 AAPs
- FLEET SUPPORT
 - PROGRAM MANAGEMENT
 - COORDINATION ON REQUIREMENTS AND RESOURCES



Top NAVAIR Headquarters NAICS For FY11

TOP 10 NAICS within NAVAIR HEADQUARTERS for FY11

6 digit NAICS Code (Description)

336411 (AIRCRAFT MANUFACTURING)
326199 (AIRCRAFT MANUFACTURING)
336413 (OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)
336412 (AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING)
336414 (GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING)
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)
541330 (ENGINEERING SERVICES)
488190 (OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION)
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)
541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)

TOP 10 SMALL BUSINESS NAICS within NAVAIR HEADQUARTERS for FY11

6 digit NAICS Code (Description)

336413 (OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)
336111 (AUTOMOBILE MANUFACTURING)
334419 (OTHER ELECTRONIC COMPONENT MANUFACTURING)
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING)
334515 (INSTRUMENT MANUFACTURING FOR MEASURING AND TESTING ELECTRICITY AND ELECTRICAL SIGNALS)
511210 (SOFTWARE PUBLISHERS)
336419 (OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING)
811219 (OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE)
541330 (ENGINEERING SERVICES)
326199 (AIRCRAFT MANUFACTURING)



Top NAWCAD Patuxent River NAICS For FY11

TOP 10 NAICS within NAWCAD PATUXENT RIVER for FY11

6 digit NAICS Code (Description)

- 541330 (ENGINEERING SERVICES)
- 488190 (OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION)
- 541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)
- 334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL & NAUTICAL SYSTEM & INSTRUMENT MANUFACTURING)
- 336413 (OTHER AIRCRAFT PARTS & AUXILIARY EQUIPMENT MANUFACTURING)
- 336411 (AIRCRAFT MANUFACTURING)
- 541512 (COMPUTER SYSTEMS DESIGNS SERVICES)
- 336412 (AIRCRAFT ENGINE & ENGINE PARTS MANUFACTURING)
- 541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
- 332994 (SMALL ARMS MANUFACTURING)

TOP 10 SMALL BUSINESS NAICS within NAWCAD PATUXENT RIVER for FY11

6 digit NAICS Code (Description)

- 541330 (ENGINEERING SERVICES)
- 488190 (OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION)
- 541512 (COMPUTER SYSTEMS DESIGNS SERVICES)
- 541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
- 561210 (FACILITIES SUPPORT SERVICES)
- 541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)
- 337211 (WOOD OFFICE FURNITURE MANUFACTURING)
- 541611 (ADMINISTRATIVE MANAGEMENT & GENERAL MANAGEMENT CONSULTING SERVICES)
- 541519 (OTHER COMPUTER RELATED SERVICES)
- 611430 (PROFESSIONAL & MANAGEMENT DEVELOPMENT TRAINING)



Top NAWCAD Lakehurst NAICS For FY11

TOP 10 NAICS within NAWCAD Lakehurst for FY11

6 digit NAICS Code (Description)

- 541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
- 336413 (OTHER AIRCRAFT PARTS & AUXILIARY EQUIPMENT MANUFACTURING)
- 334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)
- 334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL & NAUTICAL SYSTEM & INSTRUMENT MANUFACTURING)
- 541710 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES)
- 541330 (ENGINEERING SERVICES)
- 334519 (OTHER MEASURING & CONTROLLING DEVICE MANUFACTURING)
- 511990 (ALL OTHER PROFESSIONAL, SCIENTIFIC & TECHNICAL SERVICES)
- 811219 (OTHER ELECTRONIC & PRECISION EQUIPMENT REPAIR & MAINTENANCE)
- 336411 (AIRCRAFT MANUFACTURING)

TOP 10 SMALL BUSINESS NAICS within NAWCAD Lakehurst for FY11

6 digit NAICS Code (Description)

- 541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
- 334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)
- 336413 (OTHER AIRCRAFT PARTS & AUXILIARY EQUIPMENT MANUFACTURING)
- 541330 (ENGINEERING SERVICES)
- 336411 (AIRCRAFT MANUFACTURING)
- 334515 (INSTRUMENT MANUFACTURING FOR MEASURING & TESTING ELECTRICITY & ELECTRICAL SIGNALS)
- 334519 (OTHER MEASURING & CONTROLLING DEVICE MANUFACTURING)
- 334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL & NAUTICAL SYSTEM & INSTRUMENT MANUFACTURING)
- 336611 (SHIP BUILDING & REPAIRING)
- 541710 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES)



Top NAWC TSD Orlando NAICS For FY11

TOP 10 NAICS within NAWC TSD Orlando for FY11

6 digit NAICS Code (Description)

- 333319 (OTHER COMMERCIAL & SERVICE INDUSTRY MACHINERY MANUFACTURING)
- 541330 (ENGINEERING SERVICES)
- 611512 (FLIGHT TRAINING)
- 561210 (FACILITIES SUPPORT SERVICES)
- 541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)
- 541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
- 334119 (OTHER COMPUTER PERIPHERAL EQUIPMENT MANUFACTURING)
- 611519 (OTHER TECHNICAL & TRADE SCHOOLS)
- 511210 (SOFTWARE PUBLISHERS)
- 611699 (ALL OTHER MISCELLANEOUS SCHOOLS & INSTRUCTION)

TOP 10 SMALL BUSINESS NAICS within NAWC TSD Orlando for FY11

6 digit NAICS Code (Description)

- 541330 (ENGINEERING SERVICES)
- 333319 (OTHER COMMERCIAL & SERVICE INDUSTRY MACHINERY MANUFACTURING)
- 561210 (FACILITIES SUPPORT SERVICES)
- 541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)
- 334119 (OTHER COMPUTER PERIPHERAL EQUIPMENT MANUFACTURING)
- 611512 (FLIGHT TRAINING)
- 611699 (ALL OTHER MISCELLANEOUS SCHOOLS & INSTRUCTION)
- 541512 (COMPUTER SYSTEMS DESIGNS SERVICES)
- 541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
- 511210 (SOFTWARE PUBLISHERS)
- 336413 (OTHER AIRCRAFT PARTS & AUXILIARY EQUIPMENT MANUFACTURING)



Top NAWCWD NAICS For FY11

TOP 10 NAICS within NAWCWD for FY11

6 digit NAICS Code (Description)

541330 (ENGINEERING SERVICES)
541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
336411 (AIRCRAFT MANUFACTURING)
541511 (CUSTOM COMPUTER PROGRAMMING SERVICES)
334511 (SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL & NAUTICAL SYSTEM & INSTRUMENT MANUFACTURING)
541519 (OTHER COMPUTER RELATED SERVICES)
561210 (FACILITIES SUPPORT SERVICES)
541512 (COMPUTER SYSTEMS DESIGNS SERVICES)
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)
517210 (WIRELESS TELECOMMUNICATIONS CARRIERS, EXCEPT SATELLITE)

TOP 10 SMALL BUSINESS NAICS within NAWCWD for FY11

6 digit NAICS Code (Description)

541330 (ENGINEERING SERVICES)
336411 (AIRCRAFT MANUFACTURING)
541712 (RESEARCH & DEVELOPMENT IN THE PHYSICAL, ENGINEERING & LIFE SCIENCES, EXCEPT BIOTECHNOLOGY)
561210 (FACILITIES SUPPORT SERVICES)
334220 (RADIO & TELEVISION BROADCASTING & WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING)
541512 (COMPUTER SYSTEMS DESIGNS SERVICES)
334290 (OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING)
334418 (PRINTED CIRCUIT ASSEMBLY (ELECTRONIC ASSEMBLY) MANUFACTURING)
541519 (OTHER COMPUTER RELATED SERVICES)
334417 (ELECTRONIC CONNECTOR MANUFACTURING)