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OFFICE OF SMALL BUSINESS PROGRAMS

SMALL BUSINESS SUCCESS STORY

VOTAW PRECISION TECHNOLOGIES

Walt and Maxine Votaw did not envision their small company, Votaw Precision Technologies, as a major contributor to the aerospace industry when they opened their doors on April 1, 1963, in a rural area of Santa Fe Springs, CA. With three employees, Votaw Precision tackled its first job for ITT Cannon.

By 1984, Votaw had expanded to 150 employees and was nationally recognized as a premier manufacturing facility engaged in the design and production of precision components, fixtures, tools, ground support equipment, pressure vessels, and other related items for the aerospace and commercial industries. Votaw's efforts were contributing to nationally significant projects such as wrap mandrels for the Space Shuttle solid rocket boosters (SRB), pusher sleds for test rockets, fuel handling containers, pressure vessels, large mandrels, oil field equipment, and a multi-mirror telescope for the Smithsonian Institute.

In 2003, Scott Wallace, a 27 year employee was named President of Votaw Precision Technologies. Votaw's teaming spirit is exemplified by its owners, Walt and Maxine Votaw, who recently celebrated their 60th wedding anniversary.

Recent projects at Votaw have included various flight components and tools for the ARES I program. Votaw fabricated each of the forward, center and aft cores



L to R: Ms. Shana Dale, former Deputy Administrator; Mrs. Maxine Votaw; Mr. Glenn A. Delgado, Assistant Administrator; and Mr. Scott Wallace, President of Votaw.

which provide the grain structure for the SRB. Votaw currently manufactures very tight tolerance nozzle components for the ARES I which includes throat support housings, forward end rings, forward exit cones, and nose inlet housings. In addition, Votaw has assembled many secondary snubber ring segments. Sixty tools were designed and fabricated in support of the ARES I nozzle program. In record time, Votaw designed and manufactured 7 master gauges and 11 drill jigs.

As a result of Votaw's excellent performance and working relationship with ATK's team, Votaw was recently recognized by the Marshall Space Flight Center. On September 25, 2008, at Marshall's

annual Advocates Award ceremony, Votaw Precision Technology was chosen Small Business Subcontractor of the Year in the Prime Contractor Subcontractor Awards category for providing exceptional contributions to the ARES I first-stage contract. Votaw was nominated by its prime contractor, ATK Launch Systems. This honor was accepted by all of Votaw's employees in recognition of the true teaming spirit required to provide this level of service.

Votaw Precision Technologies currently occupies 240,000 square feet of work space and employs 120 workers. Continuing Walt and Maxine's tradition, it still strives to maintain the straightforward and efficient

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OFFICE OF SMALL BUSINESS PROGRAMS

SBS SPOTLIGHT



LUPE VELASQUEZ

SMALL BUSINESS SPECIALIST
Ames Research Center

Tell us a little about your background: Where you grew up, life experiences, and how you got into civil service?

I was born and raised in Minnesota and married my high school sweetheart. We have two grown daughters and three grandchildren. I accompanied my

spouse who was in the military to Germany and then to California. While stationed at Fort Ord, CA (in the beautiful Monterey area), I joined the civil service ranks. I stumbled into the procurement field by chance as an administrative assistant and worked my way through purchasing, the Army Intern program, and contracting positions. In 1985, I transferred to NASA/Ames Research Center Procurement Office as a contracting officer, where I held various positions as Contracting Officer, Chief of the Small Purchase Office, and most currently,

Procurement Analyst/Small Business Specialist. In March 2007, I was afforded the opportunity to take on the challenge of Small Business Specialist on a temporary and part-time basis. And here it is 2009 and my temporary detail of sorts continues.

What made you want to become a Small Business Specialist?

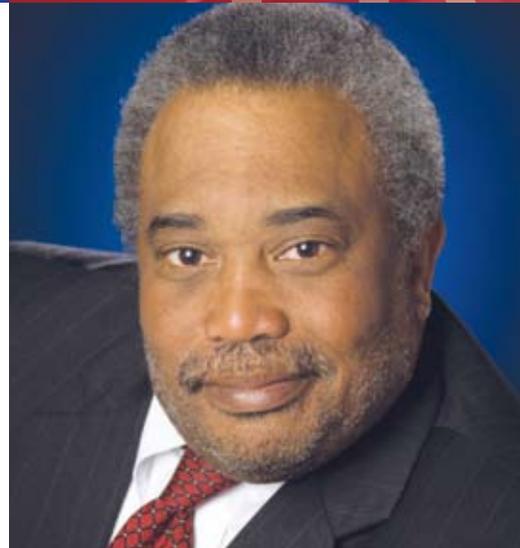
An offer I could not refuse and considering I thought it would only be temporary, it would be nice to see how the other side of the street worked the small business program.

What is your favorite part of being a Small Business Specialist?

Meeting with small business firms, learning their capabilities, and trying to line them up with business opportunities. I have been impressed with the capabilities of the various small business firms I have had the opportunity to meet in the last two years.

In your opinion, what is the biggest issue facing Small Businesses this year or in the future?

The challenging economy and on-going consolidations.



AA's CORNER

I am pleased to announce that on April 7, 2009, the Marshall Space Flight Center (MSFC) was awarded the inaugural Administrator's Cup, which is presented to the NASA Center that has the best overall small business program. The basis of selection is the Small Business Program Report, which is submitted annually by each Center and is reviewed and rated by the directors of other Federal Small Business Offices. My personal congratulations and thanks go to Mr. David Brock, the MSFC Small Business Specialist, as well as to the Center's senior management, program, and technical personnel, who truly support NASA's Small Business Program.

I am again looking forward to working with Center and Headquarters personnel in developing the fiscal year (FY) 2010 Small Business Improvement Plan (SBIP). The initial SBIP, developed in FY 2008, and the FY 2009 SBIP have been instrumental in NASA's improving the scorecard grade given by the Office of Federal Procurement Policy and the Small Business Administration (SBA). The SBIP provides the Agency with an integrated approach for achieving the small business goals it negotiates with the SBA.

Finally, I would like to encourage NASA's large prime contractors to take advantage of the new NASA Mentor-Protégé Program (M-PP), designed to assist small businesses while enabling the mentor firm to achieve its subcontracting goals. I also encourage our large prime partners to investigate the new M-PP pilot program, which contains an award fee element for mentoring small companies that have Small Business Innovative Research (SBIR) Program Phase II contracts with NASA. Information about the NASA Mentor-Protégé Program can be found on the OSBP Web site, www.osbp.nasa.gov, or by calling Ms. Dana Jones at (202) 358-2088.

GLENN A. DELGADO
ASSISTANT ADMINISTRATOR
NASA OFFICE OF SMALL BUSINESS PROGRAMS

NASA FY09 Small Business Prime Goals vs Actual Percentages

AS OF DECEMBER 31, 2008

Data Generated on April 30, 2009 from FPDS-NG

CATEGORY	DOLLARS	Small Business	Actual
Total Dollars	\$ 5,767,839,721	15.35%	13.30%
Small Business	\$ 767,382,953	5.00%	6.82%
SDB	\$ 393,554,190	3.00%	0.58%
8(a)	\$ 172,869,972	5.00%	2.02%
HUBZone	\$ 33,457,755	3.00%	1.47%
WOSB	\$ 116,219,733	3.00%	1.47%
SDVO SB	\$ 84,760,268	3.00%	1.47%

SMALL BUSINESS PROGRAMS



FY 2008 NASA SMALL BUSINESS ADMINISTRATOR'S CUP AWARD

NASA's Small Business Administrator's Cup Award for fiscal year 2008 was presented to the Marshall Space Flight Center (MSFC) on April 7, in Huntsville, AL.

NASA Headquarters officials Mr. Charles Scales, Associate Deputy Administrator; and Mr. Glenn A. Delgado, Assistant Administrator for NASA's Small Business Programs, presented the award to Mr. Robert Lightfoot, Acting Director of MSFC.

"The NASA Office of Small Business Programs is extremely proud to present the 2008 Administrator's Cup Award to the Marshall Space Flight Center and to recognize the Center's Small Business Program, which consistently develops and implements innovative practices in support of the Agency's small business initiatives," Delgado said.

The Small Business Administrator's Cup Award is presented annually to the NASA Center that has the best overall small business program. Sponsored by the NASA Office of Small Business Programs, the award honors the significant contributions that the Center's senior management, program and technical personnel, and procurement office have made to the Agency's Small Business Program.

The award recognizes successful and innovative practices that have been implemented to promote the participation of small businesses in helping the Agency to achieve its mission.

For information on the 2008 NASA Small Business Administrator's Cup Award, visit: <http://www.osbp.nasa.gov>.



Participating in the NASA Small Business Administrator's Cup Award ceremony are, from left, Byron Butler, Director of Marshall's Office of Procurement; David Brock, Small Business Specialist in the Office of Procurement; Marshall Center Acting Director, Robert Lightfoot; Glenn Delgado, Assistant Administrator for NASA's Small Business Programs; and NASA Associate Deputy Administrator Charles Scales. (NASA/MSFC/David Higginbotham)

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NASA MENTOR-PROTÉGÉ PROGRAM UPDATE

Greetings!

My name is Dana Jones, and I am the new Program Analyst for the Mentor Protégé Program (M-PP). I will be providing support to the M-PP and I will serve as the primary point of contact for related questions and information regarding the M-PP. I will also be receiving your quarterly and annual reports. If you have questions or concerns about the M-PP, please feel free to call me at (202) 358-2088.

MPP Update

So far we have 4 active Mentor Protégé Agreements and 15 approved Mentors.

Active Agreements Under the new Mentor Protégé Program:

- The Boeing Company
- SAIC
- Raytheon
- Jet Propulsion Laboratory

Approved Mentors are:

- The Boeing Company
- Jet Propulsion Laboratory

- ITT Corporation Systems Division
- Ball Aerospace
- Teledyne Brown Engineering
- SAIC
- Raytheon Company
- Assurance Technology Corporation (ATC)
- Pratt and Whitney Rocketdyne
- United Space Alliance
- Jacobs Technology
- Lockheed Martin Corporation
- Computer Sciences Corporation
- Honeywell Technology Solutions
- Northrop Grumman Corporation

Please feel free to visit <http://www.al.com/business/huntsvilletimes/index.ssf?/base/business/1236075367156810.xml&coll=1>, to view the article about the SAIC/Oakwood MPP agreement.

IMPORTANT DATES TO REMEMBER

Small Business Success Story (Votaw) (continued from page 1)

policies that gave rise to its profitability in its earliest days. "Technical excellence and reliability remain our goals," says Wallace. "Votaw's future, like its past, is tied to our ability to deliver a quality product to our customers at a fair price and on time. Our strength is our people and our company motto is "mission success begins here."

Votaw's Quality Management System is third-party registered by QMI and complies with ISA9001:2000+AS9100B. Please contact Votaw Precision Technologies for all of your ground support, tooling, or flight hardware needs at 562-324-2061 or visit our Web site at www.votaw.com.

2008 NASA Small Business Administrator's Cup Award (continued from page 3)



David Brock, at the podium, small business specialist in Marshall's Office of Procurement, speaks at the NASA Small Business



Marshall Center Acting Director, Robert Lightfoot (left), is presented NASA's Small Business Administrator's Cup Award by Charles Scales (center), NASA's Associate Deputy Administrator; and Glenn A. Delgado (right), Assistant Administrator for NASA's Small Business Programs. (NASA/MSFC/David Higginbotham)



The NASA Small Business Administrator's Cup Award recognizes successful and innovative practices that promote small business participation in the initiatives that NASA undertakes. (NASA/MSFC/David Higginbotham)

NASA SBS Council and FY 2010 SBIP Meetings at Langley Research Center

July 12–17, 2009

Internal NASA meeting

5th Annual National Veteran Small Business Conference & Expo

July 20–24, 2009

Las Vegas, NV

<http://www.nationalveteransconference.com>

2009 MED Week

August 26–28, 2009

<http://www.medweek.gov/mbda2009/public/enter.aspx>

KSC Business Expo

October 20, 2009 (tentative)

Cape Canaveral, FL

2009 NASA /JPL Small Business Symposium and Awards Ceremony

November 16–17, 2009 (tentative)

Washington, DC

For more OSBP calendar dates, visit our Web site at <http://www.osbp.nasa.gov/>.

SUCCESS STORY SUBMISSION SCHEDULE:

DEADLINE	PUBLISHED
January 31st	March
April 30th	June
July 31st	September
October 31st	December

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THE OSBP OFFICE IS A TEAM COMMITTED TO PROVIDING EXCELLENCE IN SERVICE AND INFORMATION TO THE SMALL BUSINESS COMMUNITY.

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TO SUBMIT AN ARTICLE:

THE OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) NEWSLETTER IS THE QUARTERLY ELECTRONIC PUBLICATION OF THE NASA OSBP.

OSBP welcomes articles and opinion pieces that are directed to advocates of small businesses. These articles are printed as space is available and should be approximately 500–750 words in length. Articles that were printed elsewhere cannot be reprinted in the OSBP Newsletter without written permission from the original printing source. Submissions will be edited as necessary.

Do you have a small business success story that could inspire small business collaboration and advocacy? If so, tell us about it. Send your "success story" to smallbusiness@nasa.gov. Please type "newsletter" in the subject line of your e-mail.

OSBP WEB SITE:

The improved NASA Office of Small Business Programs Web site is up and proving successful in helping individuals and companies to navigate small business policy, procedure, and best practices at NASA.

The purpose of the Web site, www.osbp.nasa.gov, is to share the vision of the Small Business Program at NASA, as well as provide pertinent information on how to do business with NASA.