



REPLY TO
ATTENTION OF

DEPARTMENT OF THE ARMY
INSTALLATION MANAGEMENT AGENCY
2511 JEFFERSON DAVIS HIGHWAY
ARLINGTON, VA 22202-3926

AUG 25 2005

IMAH-LOD-S

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Support for Small Business Program

1. Reference memorandum, IMA, IMAH-PLD-C, 18 Feb 05, SAB (Encl).
2. First and foremost, I want to thank you for your personal and collective efforts which result in exceptional support to our Soldiers, and to reemphasize one aspect of that support. The Installation Management Agency (IMA) takes great pride in providing fair and impartial opportunities to all who wish to compete for our business. Nothing less than full and complete compliance with and support for the laws and regulations that govern the acquisition process is acceptable.
3. I reiterate IMA's commitment to support all aspects of the Small Business Administration's programs. Small businesses, often located close to our installations, provide many of the supplies and services we need to operate daily. In our drive to streamline business practices, we must be careful to review all of the alternatives in making sound business decisions that meet statutory requirements and achieve the best support for our Soldiers.
4. I encourage you to reacquaint yourselves with MG Johnson's memorandum in reference 1 above, as well as the Department of Defense and Army goals in support of small business programs. Our installations are the Army's face with local communities and vendors, and they need your backing to continue their positive and successful efforts.
5. I want to ensure we provide every opportunity for small businesses to compete for our business. Where our current business practices and processes have already evolved toward use of established vendor contracts, such as the Prime Vendor program for food services, I expect each installation to work with local small businesses to help them find ways to participate. This may take the form of local purchase of provided products or services, or guiding them toward participation through contracting vehicles such as Market Ready contracts issues by the Defense Logistics Agency.

IMAH-LOD-S

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6. This is an extremely important program. Let us continue to support our Soldiers with the very best products and services available.

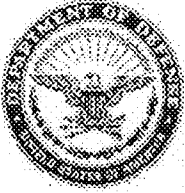
Encl
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*Thanks
for your support!
This will give us all
the best options for
the success!*


PHILIP E. SAKOWITZ, JR.
Principal Deputy Director

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DEPARTMENT OF THE ARMY
 INSTALLATION MANAGEMENT AGENCY
 2511 JEFFERSON DAVIS HIGHWAY
 ARLINGTON, VA 22202-3928

REPLY TO
 ATTENTION OF

FEB 18 2005

IMAH-PLD-C

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Small Business Program

1. As IMA develops requirements and plans acquisitions for procurement with the Army Contracting Agency (ACA) and other providers of procurement services, be mindful of the Army's commitment to maximizing prime and subcontracting opportunities in support of the Federal socioeconomic programs. This includes small businesses, small disadvantaged businesses, women-owned small businesses, historically underutilized business (HUB) zones, service-disabled veteran-owned small businesses and Historically Black Colleges and Universities and Minority Institutions (HBCU/MI). The Army has specific goals assigned from the Office of the Secretary of Defense, as well as statutory goals in each of these areas that we should meet and, ideally, exceed (Enclosure).
2. I request that you work closely with the ACA and their counterpart procurement agencies to meet the small business contracting objectives. I am personally committed to supporting the Army's small business program and ask that you commit to this very important program as well.
3. Please get the word out to all IMA personnel and activities involved with the procurement process. Should you need additional information about the Army Small Business Program, please visit the Army website at www.sellingtoarmy.info or the ACA website at <http://aca.saalt.army.mil/ACA/index.html>. Each ACA Principal Assistant Responsible for Contracting has a Small Business Associate Director who can support and advise you on these programs.

Encl
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*This Nation
 was born from our
 creative small businesses -
 I need your support
 on this. It's the right
 thing to do.*

R. L. Johnson
 RONALD L. JOHNSON
 Major General, U.S. Army
 Director

Encl

IMAH-PLD-C

SUBJECT: Small Business Program

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CF: DIRECTOR, ARMY CONTRACTING AGENCY, SKYLINE SIX, SUITE 302, 5109
LEESBURG PIKE, FALLS CHURCH, VA 22041-3201

Percentage Goals Based on Total Value of Services and Products/Commodities

	Statutory	Army FY 05	ACA FY05
Prime Contracts			
Small Business	23%	27%	46.1%
Small/Disadvantaged	5%	3.0%	17.4%
Woman Owned	5%	8.8%	8.0%
HUBZone	3%	4.1%	5.0%
Veteran Owned	3%	0.9%	3.0%
HBCU/MI	5%	11.7%	26.4%
Subcontracts			
Small Business		49.9%	92.1%
Small/Disadvantaged	5%	7.7%	15.8%
Woman Owned	5%	7.0%	17.3%
HUBZone		2.4%	8.6%
Veteran Owned	3%	0.5%	3.0%