NOAA Acquisition & Grants Office (AGO)

SMALL BUSINESS CONFERENCE

JEFFREY THOMAS, AGO DIRECTOR

April 4, 2019
Seeds of Science, Stewardship and Service
“An Act to provide for surveying the coasts of the United States” - Ninth Congress of the United States

• "An act to provide for surveying the coasts of the United States" was signed by President Thomas Jefferson on February 10, 1807 - Created United States Survey of the Coast (under Department of Treasury)
  ○ On the heals of the success of the Lewis and Clark Expedition
  ○ Overcame sectional rivalries with it’s potential benefits to the entire Atlantic seaboard, plus portions of the gulf coast

• The bill declared a very specific objective — a survey to result in complete and accurate charts of the entire coast of the United States — but it reflected larger issues that were of tremendous concern to the young nation.
  ○ National boundaries, Commerce, and Defense
Leadership

- Ferdinand Hassler, immigrant from Switzerland - gifted and well trained in mathematics and surveying – proposed trigonometric survey – was selected by Jefferson to lead effort because of the accuracy and precision of his proposed approach.
A Long Journey

- Required very sophisticated scientific instruments - not available in the U.S..
- Traveled to England to secure necessary equipment
- War of 1812 delayed project
  - Required additional appropriations in 1816 to re-start the project following the war.
- 1818: Work was slow and expensive so Congress re-assigned work to Army and Navy – thought they could do it cheaper
  - did not like Hassler because of his foreign birth. Law prohibited civilians for coastal surveys.
- Reestablished Survey of the Coast (a civilian agency) in 1832 by Andrew Jackson – who re-appointed Hassler as superintendent.
  - Expanded and extended the scope and organization.
  - Continued partnership with Navy and Army (foundation for creation of NOAA Corps)
  - Continued conflict with Congress over funding…
Legacy of Jefferson’s vision continues

• Survey of the coast grew with the nation
• Changed organizations/title several times. The heart of the original “survey of the coast” activity born by Jefferson resides within today’s National Ocean Service.
NOAA’s Other Historical Roots

- 1870 - Weather Bureau of the United States Created Under President Ulysses S. Grant –
  - Originally under Secretary of War “military discipline would probably secure the greatest promptness, regularity and accuracy of the required observations.”
  - Cleveland Abbe was appointed as the Bureau’s first chief meteorologist. Developed probabilistic forecasts using daily weather data sent by the Cincinnati Chamber of Commerce and Western Union, which he convinced to back the collection of such information in 1869 –.
  - 1890 became a civilian agency under the Department of Agriculture – issued flood warnings, daily surface weather maps, and developed relationship with European meteorologists.
NOAA’s Other Historical Roots

• 1871 U.S. Commission of Fish and Fisheries
  ○ Protect, study, manage and restore fish
  ○ Spencer Fullerton Baird was first Commissioner.
    ■ Also served as Smithsonian's First Curator of National Museum and later as Secretary of Smithsonian Institution. Widely published naturalist.
  ○ Woods Hole, Mass was first marine fisheries research lab, and is still home to one of NOAA’s five fisheries science centers
NOAA Created

The common culture of scientific accuracy and precision, service to protect life and property, and stewardship of resources brought these three agencies together in 1970 with the establishment of NOAA, an agency within the Department of Commerce.
NOAA’s Mission Today

NOAA’s mission: Science, service and stewardship: 1) to understand and predict changes in climate, weather, oceans, and coasts; 2) to share that knowledge and information with others; and 3) to conserve and manage coastal and marine ecosystems and resources.
Weather Ready Nation

NOAA's National Weather Service is building a Weather-Ready Nation by providing better information for better decisions to save lives and livelihoods.
The NOAA Satellite and Information Service provides timely access to global environmental data from satellites and other sources to monitor and understand our dynamic Earth. We manage the Nation's operational environmental satellites and deliver data and information services such as Earth system monitoring and official assessments of the environment.
NOAA Fisheries provides science-based conservation and management for sustainable fisheries and aquaculture, marine mammals, endangered species, and their habitats.
NOAA's National Ocean Service provides products, tools, and services to ensure safe passage along our coastal waters.
Research

NOAA Research provides the research foundation for understanding our planet and technological innovation and scientific advances that improve our lives.
Supporting the Mission

NOAA's Office of Marine and Aviation Operations (OMAO) administers the NOAA fleet of ships and aircraft, and trains divers to safely facilitate Earth observation.
Preserving our Ocean Treasures

Sanctuaries
Discover the coastal and marine places that NOAA's National Ocean Service works to protect.

President Bush (41) enjoyed the distinction of having the most national marine sanctuaries (six) designated during any presidential administration.
Understanding the Climate

Climate
From supercomputers and state-of-the-art models to observations and outlooks, we provide data, tools, and information to help people understand and prepare for climate variability and change.

Archive
NCEI maintains one of the most significant archives on Earth, with comprehensive oceanic, atmospheric, and geophysical data. We archive over 26 terabytes of data each month from over 130 observing platforms.
Department of Commerce Strategic Plan

ACCELERATE AMERICAN LEADERSHIP
- Expand Commercial Space Activities
- Advance Innovation
- Strengthen Intellectual Property Protection

ENHANCE JOB CREATION
- Increase Aquaculture Production
- Reduce and Streamline Regulations
- Strengthen Domestic Commerce and the U.S. Industrial Base
- Increase U.S. Exports
- Increase Inward Investment Into the United States

STRENGTHEN U.S. ECONOMIC AND NATIONAL SECURITY
- Enforce the Nation’s Trade Laws and Security Laws
- Enhance the Nation’s Cybersecurity
- Reduce Extreme Weather Impacts
- Deploy Public Safety Broadband

FULFILL CONSTITUTIONAL REQUIREMENTS AND SUPPORT ECONOMIC ACTIVITY
- Conduct a Complete and Accurate Decennial Census
- Provide Accurate Data to Support Economic Activity

DELIVER CUSTOMER-CENTRIC SERVICE EXCELLENCE
- Engage Commerce Employees
- Accelerate IT Modernization
- Consolidate Functions for Cost Savings
NOAA Primary Objectives

1. Lead the world in earth system observation and prediction to enhance the nation's economy

2. Minimize the impacts of severe weather by implementing Public Law 115-25 (Weather Research and Forecasting Innovation Act)

3. Increase the sustainable contributions to the nation's economy through fishery and marine resource management, mapping, exploration, observation, and prediction
NOAA Headquarters Organization

CORPORATE FUNCTIONS

Assistant Secretary of Commerce for Environmental Observation and Prediction,
Performing the duties of Under Secretary of Commerce for Oceans and Atmosphere
Dr. Neil Jacobs

Assistant Secretary of Commerce for Oceans and Atmosphere
Deputy NOAA Administrator
RDML Timothy Gallaudet, Ph.D., USN Ret.

Deputy Under Secretary for Operations
Benjamin Friedman

Chief Scientist
Craig McLean (A)

Chief of Staff
Stuart Levenbach

Policy
Kevin Wheeler

Communications
Julie Roberts

International Affairs
Elizabeth McLanahan

Decision Coordination & Executive Secretariat
Kelly Quickle

Legislative & Intergovernmental Affairs
Wendy Lewis

Education
Louise Koch

General Counsel
John Luce

Acquisition & Grants
Jeffrey Thomas

Chief Administration Officer
Deirdre Jones (A)

Chief Financial Officer
Mark Selzer

CIO/HP Computing & Communications
Zach Goldstein

Office of Human Capital Services
Kimberly Bausch

Office of Inclusion & Civil Rights
Kenneth M. Bailey

MILITARY LIAISONS

U.S. Coast Guard Liaison
CAPT Kurt Zegowitz, NOAA Corps

Liaison to the Oceanographer of the Navy
CDR Jason Mansour, NOAA Corps

LINE OFFICES

NMFS
Assistant Administrator
National Marine Fisheries Service
Nicolle LeBouef (A)

Deputy Assistant Administrator
for Operations
Paul Doremus

Deputy Assistant Administrator for Regulatory Programs
Sam Rauch

Director of Scientific Programs & Chief Science Advisor
Dr. Cisco Werner

NOS
Assistant Administrator
National Ocean Service
Nicolle LeBouef (A)

Deputy Assistant Administrator
John Armbrister (A)

NEDSIS
Assistant Administrator
National Environmental Satellite, Data & Information Service
Dr. Stephen Volz

Deputy Assistant Administrator
Mark S. Pease

OAR
Assistant Administrator
Oceanic & Atmospheric Research
Craig McLean

Deputy Assistant Administrator for Laboratories & Cooperative Institutes
Dr. Gary Matheka

Deputy Assistant Administrator for Programs & Administration
Ko Barrett

NWS
Assistant Administrator
National Weather Service
Dr. Louis Uccellini

Deputy Assistant Administrator
Mary Erickson

OMAO
Director Office of Marine & Aviation Operations & Director, NOAA Corps
RADM Michael Silah

Deputy Director for Operations and Deputy Director, NOAA Corps
RDML Nancy Hann

Deputy Assistant Administrator for Programs and Administration
Gary Reisner

Key: (A) = Acting
Last updated 03/11/19
AGO Organization Chart

AGO Director’s Office

Jeffrey S. Thomas, Director
Kelly D. Mabe, Deputy Director
Edward C. Horton, Senior Advisor
David G. Price, Chief of Staff

Staff Services Management Division
David G. Price

Ombudsman and Risk Management
Rafael Roman

Policy and Oversight Division
W. Chad Wagner

Small Business
Jeffrey Hale
Natalie Colbert

Grants Management Division
Arlene Simpson Porter

Strategic Sourcing Acquisition Division
Marcelle L. Loveday

Satellite and Information Acquisition Division
Rafael Rivera

Eastern Acquisition Division
Jack O. Salmon

Western Acquisition Division
Chad M. Hepp
# FY18 Acquisition Activity by NOAA Client

## Transactions

<table>
<thead>
<tr>
<th>CLIENTS</th>
<th>#</th>
<th>$</th>
<th>Average $ Per Transaction</th>
</tr>
</thead>
<tbody>
<tr>
<td>NESDIS</td>
<td>884</td>
<td>$500,621,806</td>
<td>$566,314</td>
</tr>
<tr>
<td>NMFS</td>
<td>4,210</td>
<td>$183,731,912</td>
<td>$43,642</td>
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<tr>
<td>NOS</td>
<td>2,227</td>
<td>$146,847,217</td>
<td>$65,939</td>
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<tr>
<td>NWS</td>
<td>3,937</td>
<td>$302,850,292</td>
<td>$76,924</td>
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<tr>
<td>OAR</td>
<td>2,047</td>
<td>$70,492,042</td>
<td>$34,437</td>
</tr>
<tr>
<td>OMAO</td>
<td>2,203</td>
<td>$74,871,767</td>
<td>$33,986</td>
</tr>
<tr>
<td><strong>NOAA Line Offices Total</strong></td>
<td><strong>15,508</strong></td>
<td><strong>$1,279,415,036</strong></td>
<td><strong>$82,500</strong></td>
</tr>
<tr>
<td>AGO</td>
<td>142</td>
<td>$14,567,585</td>
<td>$102,589</td>
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<tr>
<td>CAO</td>
<td>416</td>
<td>$33,505,557</td>
<td>$80,542</td>
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<tr>
<td>CFO</td>
<td>52</td>
<td>$14,885,528</td>
<td>$286,260</td>
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<tr>
<td>CIO</td>
<td>506</td>
<td>$109,094,945</td>
<td>$215,603</td>
</tr>
<tr>
<td>GC</td>
<td>17</td>
<td>$361,766</td>
<td>$21,280</td>
</tr>
<tr>
<td>OHCS</td>
<td>42</td>
<td>$19,569,346</td>
<td>$465,937</td>
</tr>
<tr>
<td>PPI</td>
<td>2</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>USEC</td>
<td>45</td>
<td>$9,563,251</td>
<td>$212,517</td>
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<tr>
<td><strong>NOAA Staff Offices Total</strong></td>
<td><strong>1,222</strong></td>
<td><strong>$201,547,977</strong></td>
<td><strong>$164,933</strong></td>
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<tr>
<td><strong>External Clients Totals</strong></td>
<td><strong>14</strong></td>
<td><strong>-$17</strong></td>
<td><strong>-$1</strong></td>
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<tr>
<td><strong>NOAA Total</strong></td>
<td><strong>16,744</strong></td>
<td><strong>$1,480,962,996</strong></td>
<td><strong>$88,447</strong></td>
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## Obligations

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*Includes the following clients: AGO, CAO, CFO, CIO, GC, OHCS, USEC. External Clients without Closeout Teams.
Historic Acquisition Trends

Cumulative Obligation Trends by Quarter for FY2014-FY2018*

*Excludes Closeout Team Actions
## Socio-Economic Programs
### Small Business Achievements

<table>
<thead>
<tr>
<th>SMALL BUINESS TYPE</th>
<th>2018 DOC GOAL %</th>
<th>2018 NOAA GOAL %</th>
<th>2018 NOAA Only % of $</th>
<th>2018 NOAA Goaling % of $</th>
<th>2018 NOAA Achievement w/o NASA % of $</th>
<th>2018 NOAA Achievement w/o NASA $ VALUE</th>
<th>2019 NOAA Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business - Achievement Method</td>
<td>37.2%</td>
<td>49%</td>
<td>50.2%</td>
<td>35.6%</td>
<td>52.1%</td>
<td>$745,701,909</td>
<td>49%</td>
</tr>
<tr>
<td><strong>Sub-category Reporting</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>12%</td>
<td>14%</td>
<td>25.9%</td>
<td>17.8%</td>
<td>26.0%</td>
<td>$372,890,691</td>
<td>14.0%</td>
</tr>
<tr>
<td>8(a)</td>
<td>8%</td>
<td>6%</td>
<td>9.2%</td>
<td>6.3%</td>
<td>9.2%</td>
<td>$132,006,992</td>
<td>8.0%</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>10%</td>
<td>12%</td>
<td>15.0%</td>
<td>10.5%</td>
<td>15.4%</td>
<td>$221,173,639</td>
<td>12.0%</td>
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<tr>
<td>HUBZone Small Business</td>
<td>3%</td>
<td>3%</td>
<td>4.2%</td>
<td>2.9%</td>
<td>4.2%</td>
<td>$60,741,144</td>
<td>3.0%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>4%</td>
<td>4%</td>
<td>5.9%</td>
<td>4.8%</td>
<td>7.1%</td>
<td>$100,989,657</td>
<td>4.0%</td>
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<tr>
<td>Service Disabled Veteran Owned</td>
<td>3%</td>
<td>3.5%</td>
<td>4.0%</td>
<td>3.3%</td>
<td>4.8%</td>
<td>$68,509,176</td>
<td>3.5%</td>
</tr>
</tbody>
</table>

### Notes:
1. Source: FPDS 10/04/2018 for FY2018 Results
2. The Small Business Administration sets targets for a subset (not all) of the small business categories; the sub-categories will not total to the Small Business total. Some awards fall into multiple categories.
3. Goaling method of measurement includes what other agencies award with NOAA funds.
4. Achievement method of measurement excludes funds transferred to NASA for award.
5. FY19 Goals Updated from DOC SBP 2019-01 Memo (10/19/2018).
Top Ten NAICS Code for Products & Services

541512: (COMPUTER SYSTEMS DESIGN SERVICES)

541519: (OTHER COMPUTER RELATED SERVICES)

541712: (RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY))

541611: (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES)

517919: (ALL OTHER TELECOMMUNICATIONS)

541330: (ENGINEERING SERVICES)

541370: (SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL SERVICES))

334220: (RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING)

541620: (ENVIRONMENTAL CONSULTING SERVICES)

541511: (CUSTOM COMPUTER PROGRAMMING SERVICES)
Strategic Sourcing

• ProTech - Professional and Technical Services.
  ○ Mandatory program for NOAA, available to DOC.
  ○ Four Domains – Ocean, Fisheries, Weather, Satellites – and will be multiple award.
  ○ 75 percent reserved for small businesses.
  ○ Program estimated at $3B over 5 year period.

• NOAALink – NOAA’s Current IT Services IDIQ
  ○ AGO & the NOAALink Program Office have begun acquisition planning for the follow-on NOAA Mission IT Services (NMITS) contracts
  ○ NMITS will be a mandatory program for NOAA
  ○ Estimated dollar value is between $2-3B

• Department of Commerce
## FY18 NOAA Acquisition

### Top 10 Obligation by Vendor

<table>
<thead>
<tr>
<th>TOP 10 VENDORS BY TOTAL $ AWARDED BY NOAA</th>
<th>TRANSACTIONS (#)</th>
<th>TOTAL OBLIGATED ($)*</th>
</tr>
</thead>
<tbody>
<tr>
<td>HARRIS CORPORATION</td>
<td>21</td>
<td>$119,786,474.55</td>
</tr>
<tr>
<td>RAYTHEON COMPANY</td>
<td>60</td>
<td>$113,596,030.08</td>
</tr>
<tr>
<td>EARTH RESOURCES TECHNOLOGY, INC.</td>
<td>140</td>
<td>$58,519,030.92</td>
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<tr>
<td>INTERNATIONAL BUSINESS MACHINES CORPORATION</td>
<td>16</td>
<td>$32,030,277.35</td>
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<tr>
<td>LGS INNOVATIONS LLC</td>
<td>5</td>
<td>$31,299,924.19</td>
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<tr>
<td>2020 COMPANY LLC</td>
<td>32</td>
<td>$28,004,607.55</td>
</tr>
<tr>
<td>I.M. SYSTEMS GROUP</td>
<td>20</td>
<td>$26,411,941.27</td>
</tr>
<tr>
<td>LYNKER TECHNOLOGIES LLC</td>
<td>185</td>
<td>$24,534,333.05</td>
</tr>
<tr>
<td>GLOBAL SCIENCE &amp; TECHNOLOGY, INC.</td>
<td>19</td>
<td>$22,319,409.95</td>
</tr>
<tr>
<td>GAMA-1 TECHNOLOGIES LLC</td>
<td>35</td>
<td>$21,476,444.59</td>
</tr>
<tr>
<td><strong>GRAND TOTAL</strong></td>
<td><strong>533</strong></td>
<td><strong>$477,978,925.50</strong></td>
</tr>
</tbody>
</table>

*As reported through FPDS
Government Wide Acquisition Trends

• Category Management has become the theme of Government Procurement. Category Management creates common categories of products and services across all Federal agencies.
  ○ Category Management allows the Federal Government to buy smarter and reduce duplicative contracts, as well as decrease costs for bids, proposals, and contract administration.

• Government-wide procurement policies will be implemented to ensure agencies are taking the steps to achieve “Spend under Management” (SUM) where common goods & services are awarded under an agency or Government-wide contract vehicle.
  ○ A SUM tiered maturity model was developed to help agencies evaluate their progress in aligning common spend activities with category management principles.

• In the future, agencies will be required to develop analyses of alternatives for planned acquisitions of common goods and services over $50M, defined as “Tier 0” spending and over $100M, defined as “Tier 1” spending.
Government Wide Acquisition Trends - BIC

• The goal is for agencies to utilize Tier 3 solutions defined as “Best in Class” (BIC) which are Government-wide vehicles designated by OMB as BIC.
  ○ BIC contracts are identified through a collaborative interagency process by acquisition category experts as offering the best pricing and terms and conditions within the Federal marketplace & reflecting the strongest contract management practices.
  ○ Pursuant to OMB Memo M-17-22, BIC solutions should be considered and used “to the maximum extent practicable” by acquisition professionals Government-wide.
  ○ Each year, agencies will be required to increase the percentage of contracts that are defined as “SUM” and increase spending under BIC solutions.
  ○ Each year, agencies will be required to increase the percentage of contracts that are defined as “SUM” and increase spending under BIC solutions.
Government Wide Acquisition Trends

• To support and deliver the benefits of Category Management, the Acquisition Gateway was developed.
  ○ NOAA is HIGHLY ENCOURAGED to sign up for and use the Acquisition Gateway to assist in the goal of achieving Spend under Management (SUM).

• Must be consistent with Mission Requirements.
Small Business of the Year

- New program initiated FY2019
- Recognize Small Businesses as well as all Small Business Socio-economic categories
- Judged to demonstrate outstanding performance, support and advancement of NOAA’s mission, and partnership
- Two of our Small Business Partners are being recognized this year
2019 Small Business of the Year

• Data Power Design, Inc. (DPDI)
  ○ John Nellenback, President

  ■ DPDI has a history of excelling in challenging encounters and is recognized by the NWSER for its outstanding efforts in developing and implementing innovative solutions to address the NWSERs shortage of lifting gases for numerous Upper Air Observing Systems. Upper Air Observing Systems are a critical part of the NWSER operations and support NWSERs mission to protect lives and property and enhance our economy.

  ■ DPDI completed each task order timely, within the scope of the work statement, and with no modifications. DPDI has successfully completed numerous task orders, with significant emphasis on the safety and efficiency necessary for the proper implementation of lifting gas conversions at the NWSER sites. These accomplishments will help keep the Upper Air program functioning, even during critical supply shortages.
2019 Small Business of the Year

• Associated Design Group, Inc. (ADG)
  ○ Larry Blanchette, Executive Officer

  ■ This award recognizes AGD’s efforts over the past five years in providing NOAA with professional architect and engineer design services. The professionalism, technical expertise, and spirit of partnership demonstrated in project after project has helped NOAA maintain a diverse and widespread portfolio of facilities which in turn supports NOAA’s ability to meet mission requirements.

  ■ ADG was able to continue working on a design for a major renovation project at NOAA in Miami, Florida during the recent government shutdown. Their willingness to keep going in a spirit of partnership helped minimize delay to this important special appropriation project and potentially saved NOAA millions in expiring funds.
NOAA Small Business POC’s

Jeff Hale & Natalie Colbert
Small Business Specialist Small Business Specialist
(301) 628-1411 & (301) 628-1363
jeffrey.hale@noaa.gov & natalie.colbert@noaa.gov

Forecast: https://faaps.commerce.gov

Thank you