



The U.S. Navy's

Military Sealift Command



Executive Director John Thackrah



MSC Today

**110+ active ships
on any given day**



**1,200
Civil Service
Ashore**



Combat Logistics Force - 32 ships

**1,200
Active duty
&
Reserve Navy**



Sealift - 18 ships



Special Mission - 25 ships



Service Support – 15 ships

**~ 7,200
Civil Service
&
Commercial
Mariners**



Prepositioning – 30 ships

**\$3.5 billion
Annual Budget**



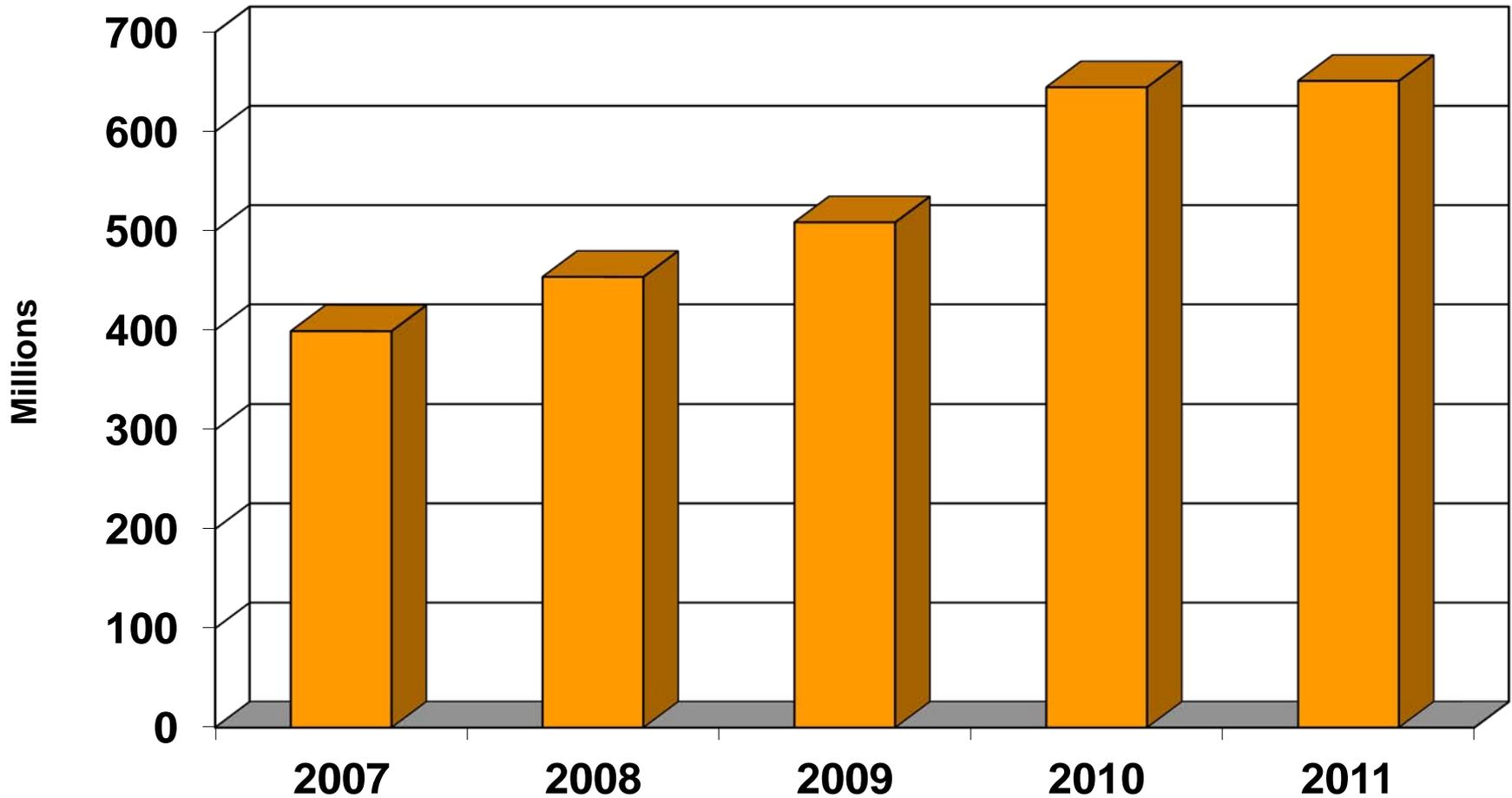
Trust Evolves into Growth



- **AFSB(I) 15** **USS Ponce**
- **T-AGM 25** **USNS Howard O. Lorenzen**
- **JHSV 1** **USNS Spearhead (+ 9 more)**
- **HST** **USNS Guam / USNS Puerto Rico**
- **SBX 1** **Sea-based, X-band Radar Ship**
- **MLP 1** **USNS Montford Point (May 2013)**
- **T-AO(X)** **Future Auxiliary Fleet Oiler**



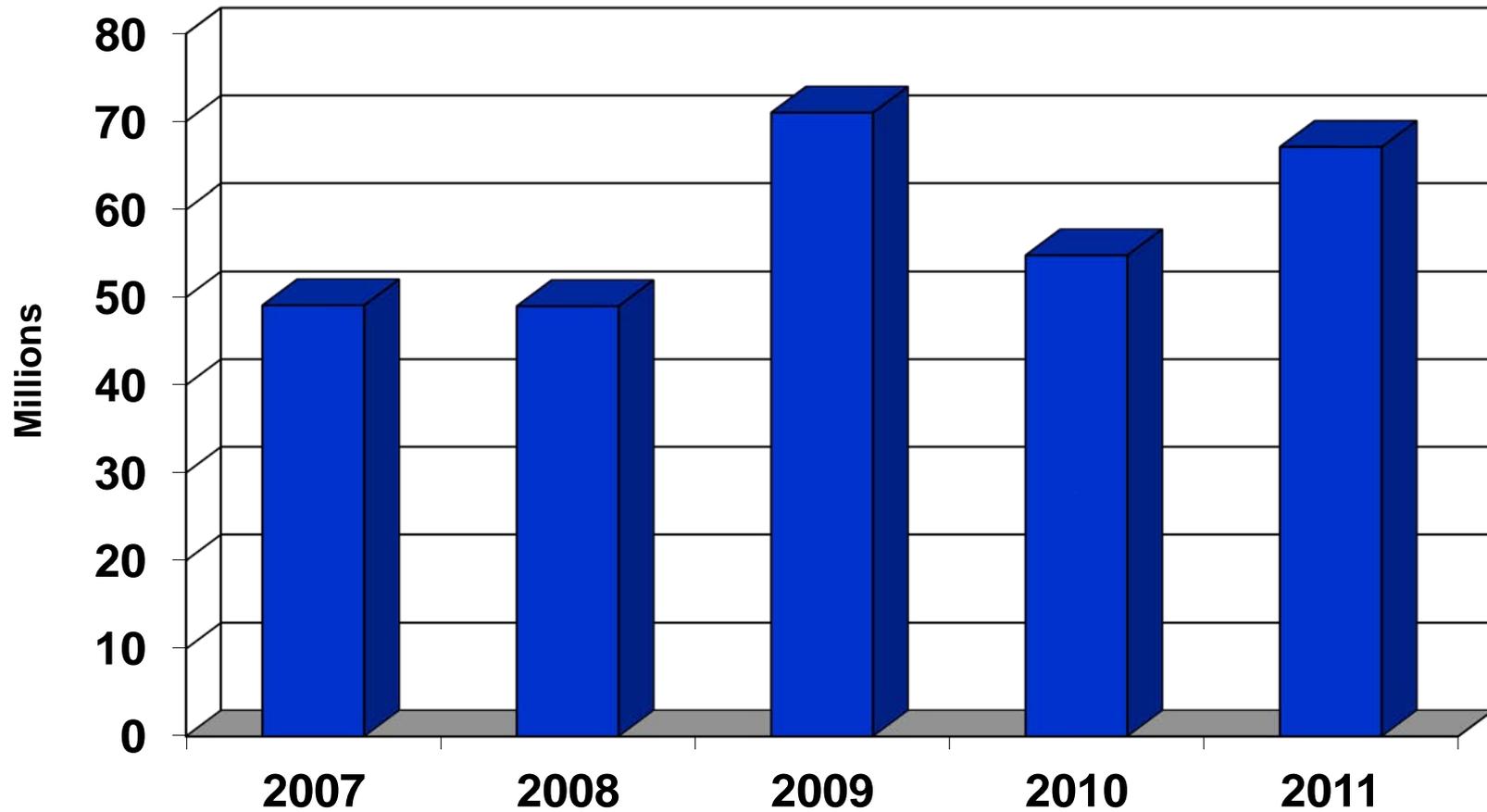
MSC Small Business History



Dollars Awarded to Small Businesses

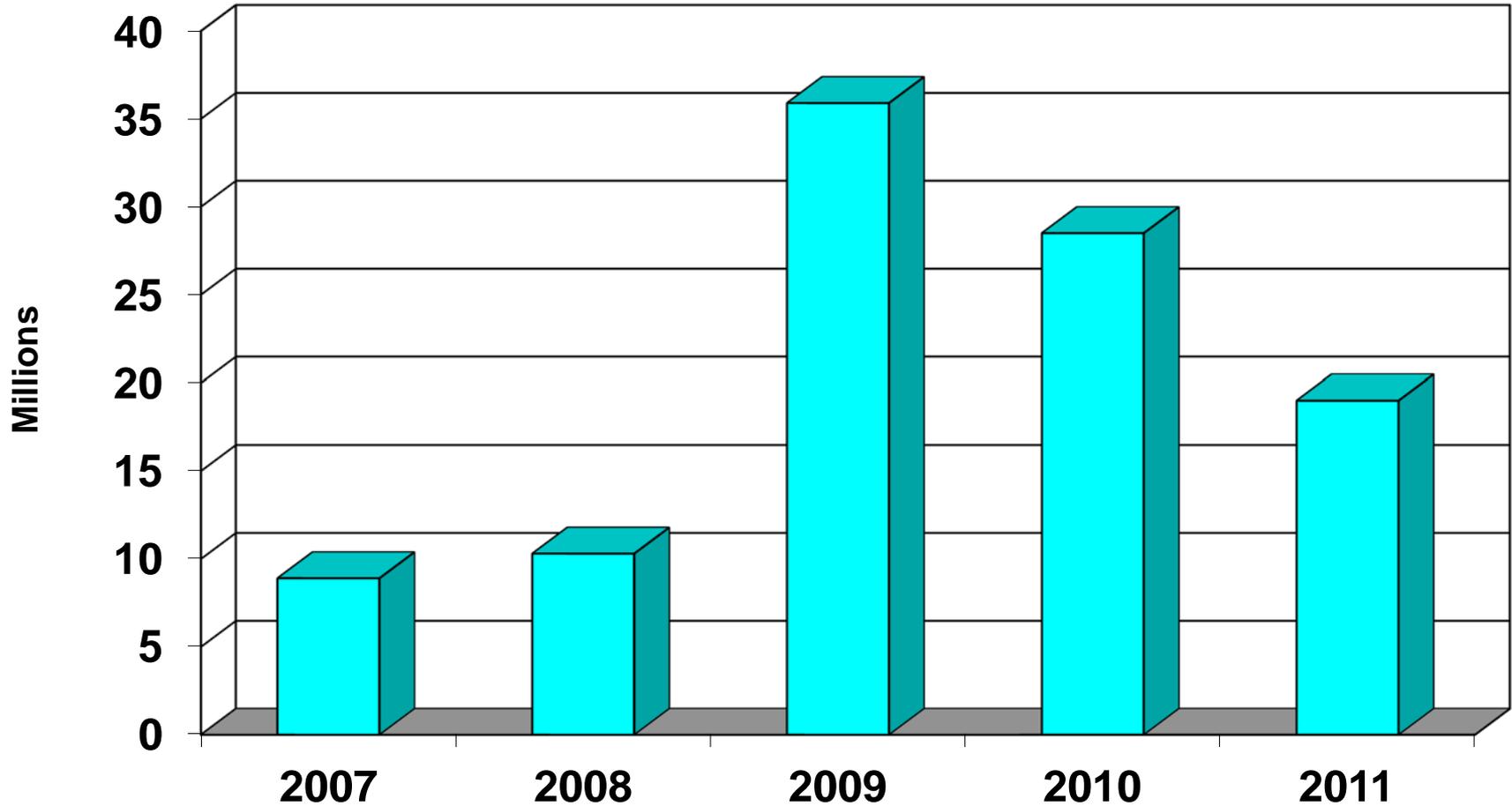


\$\$ Awarded to Small Disadvantaged Business



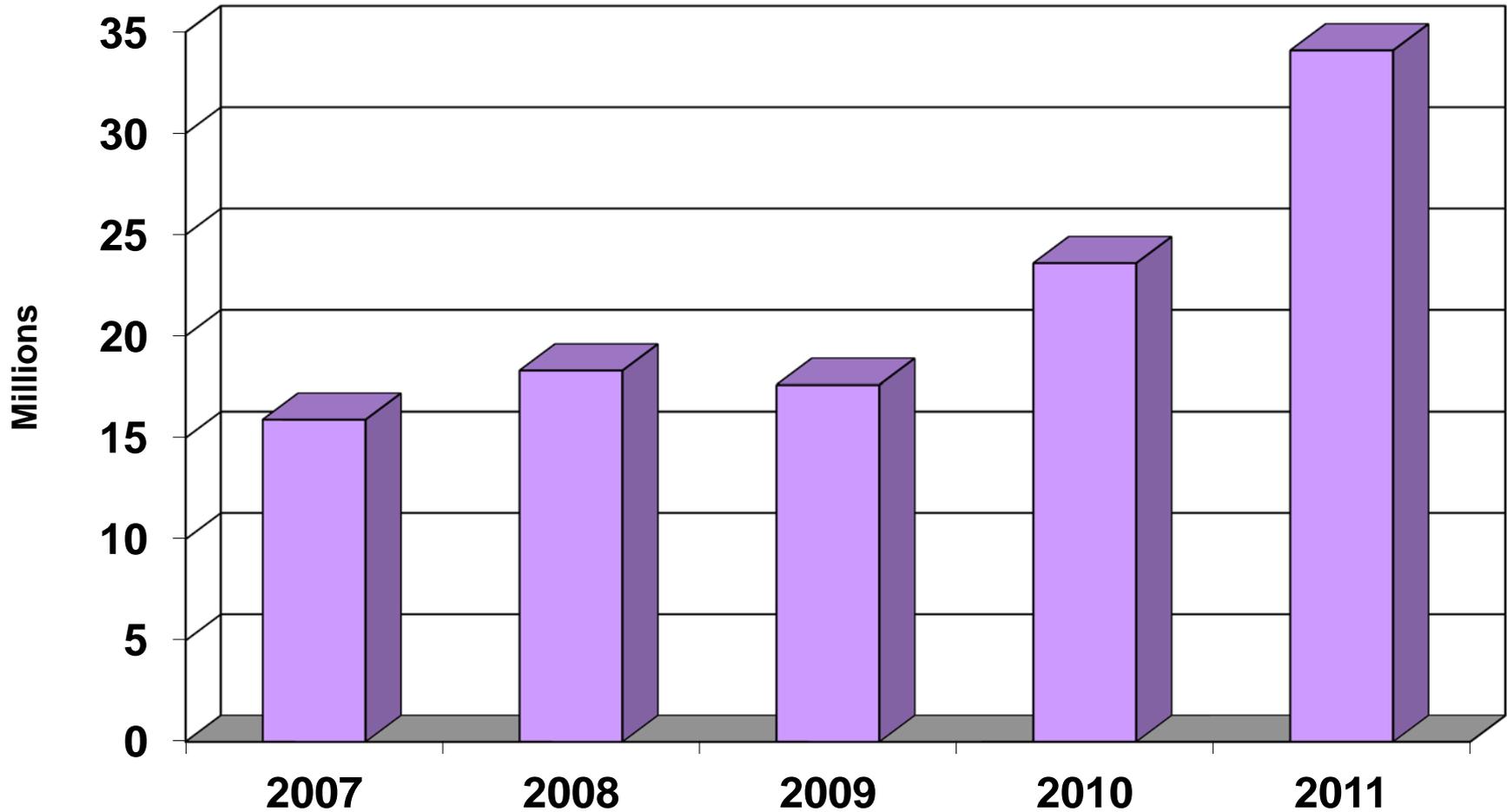


\$\$ Awarded to Historically Underutilized Business Zone Small Business



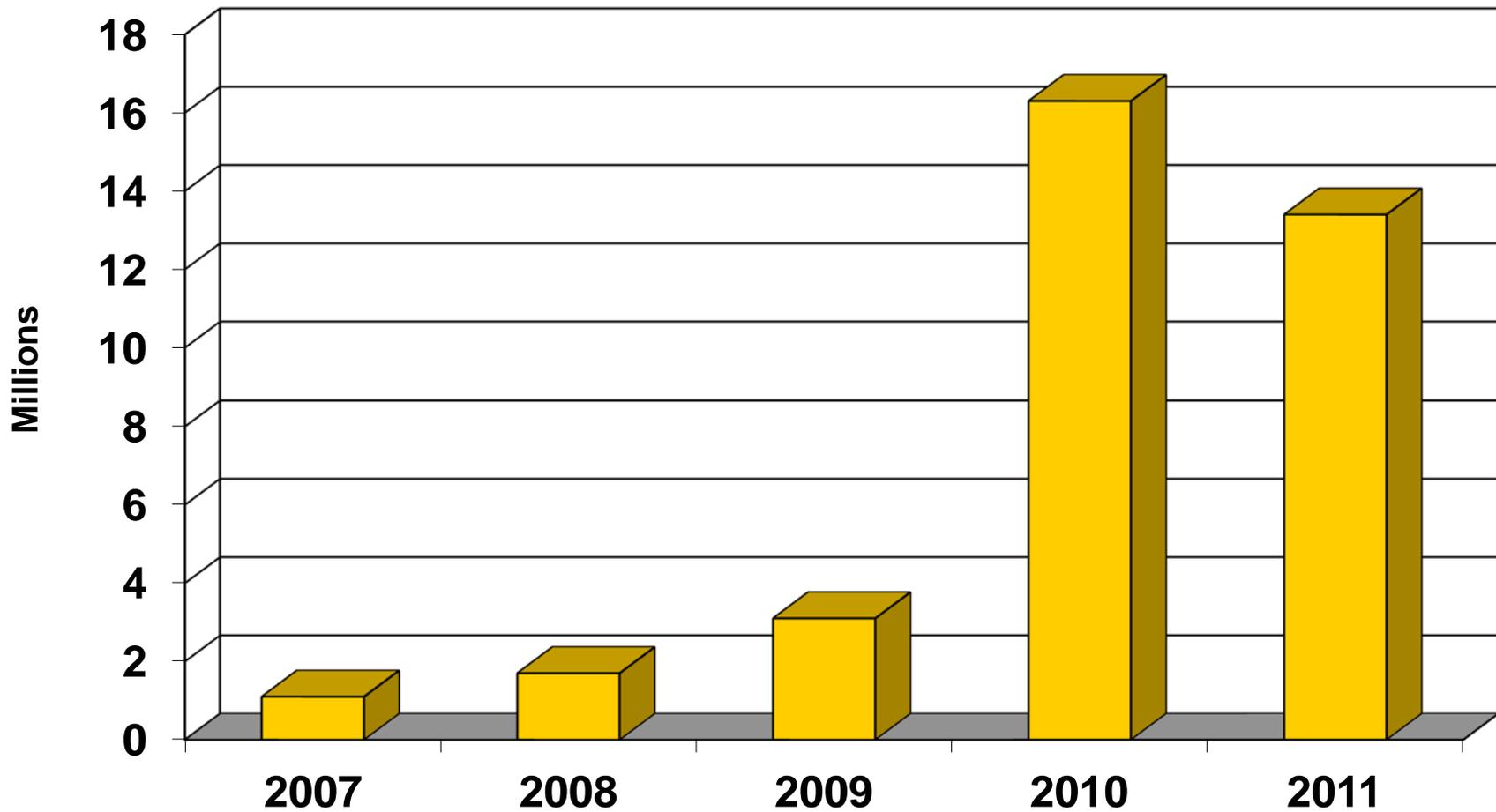


\$\$ Awarded to Women-Owned Small Business





\$\$ Awarded to Service Disabled Veteran-Owned Small Business





Where MSC's \$\$ Go Today



**Annual U.S.
Businesses**



\$1.6 Billion

**Annual U.S.
Small Businesses**



\$640 Million



FY 2011 Small Business \$\$

millions



- **Deep sea freight transportation** **\$315**
- **Ship building/repair** **135**
- **Navigation service** **47**
- **Hotels/motels** **17**
- **Passenger transport** **13**
- **Port/harbor operations** **13**
- **Unscheduled air cargo transport** **13**
- **Drywall/insulation contractors** **12**
- **Professional/scientific/tech services** **10**
- **Office admin/support services** **7**
- **Computer/programming services** **6**
- **Industrial/janitorial supplies** **4**
- **Engineering services** **3**
- **Specialty manufacturing** **1**



Sweet Spot Opportunities

(\$3k - \$150k)



- **Ship building and repair**
- **Pump and pumping equipment manufacture**
- **Fabricated wire product manufacture**
- **AC and refrigeration equipment manufacture**
- **Engineering services**
- **Miscellaneous store retailers**



Possible Small Business Opportunities

(minimal “sweet spot” situations)



- **Professional, scientific and technical services**
- **Commercial & industrial machinery and equipment repair & maintenance**
(not automotive/electronic)
- **Computer facilities management services**
- **Paint, varnish & supplies merchant wholesalers**



Few “Sweet Spot” Opportunities *(historically)*



- **Deep sea freight transportation**
- **Navigational services to shipping**
- **Other chemical and allied products merchant wholesalers**
- **Petroleum lubricating oil and grease manufacturing**
- **Motor and generator manufacturing**



Future Small Business Needs



- *Aluminum manufacturing, crafting and maintenance*
- *Integrated high-voltage system maintenance*
- *Water jet propulsion services*
- *Berthing*
- *Computer programming and system integration*
- *New ideas – more effective and less expensive*

- *Launch service operations*
- *New technologies services*
- *Specialty equipment production and maintenance*
- *High-speed vessel operation*
- *Advanced at-sea cargo-handling equipment maintenance and repair*
- *Innovative thinking!!!*

5 years

10 years

MSC delivers!

Questions?



www.msc.navy.mil

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