



# **Comprehensive Small Business Subcontracting Plan**

**GE Aviation**

**Supply Chain –Sourcing**

**DUNS 137488664**

**(CAGE 07482 Evendale, OH & CAGE 99207 Lynn, MA)**

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GEA has written and disseminated group wide policy statements in support of this plan, and has developed procedures, and assigned specific responsibilities to assure implementation. The following procedures include responsibilities for implementation of these requirements and give guidance to Sourcing personnel:

- Procedure 522.05 “U.S. Government Subcontract Plans” is disseminated throughout the group and is referenced in the Sourcing Procurement Manual (PM).
- PM-2.101 “Small Business Subcontracting Plan Implementation”

These documents can be found on Sourcing’s Supplier Diversity webpage on the GE Intranet and contains most updated documents and includes other resources on SB matters.

**I. Small Business Goals**

Small Business at GEA has been impacted due to the challenges of the U.S. economic conditions. We have seen many businesses retire and/or sell to larger firms. For these reasons, in 2013, GE’s Supplier Development team was focused on establishing a process for identifying and qualifying suppliers to produce engine hardware. GEA remains committed to setting realistic and challenging goals and ensuring maximum practical subcontracting opportunity for small business. The following goals have been established for FY 2014.

<b>Total Planned Subcontract</b>	<b>\$ 750,000,000</b>	<b>100%</b>
<b>LB</b>	<b>\$ 502,500,000</b>	<b>67%</b>
<b>SB</b>	<b>\$ 255,000,000</b>	<b>34%</b>
<b>SDB</b>	<b>\$ 11,250,000</b>	<b>1.5%</b>
<b>WOSB</b>	<b>\$ 35,250,000</b>	<b>4.7%</b>
<b>HUB ZoneSB</b>	<b>\$ 7,500,000</b>	<b>1.0%</b>
<b>VOSB</b>	<b>\$ 15,000,000</b>	<b>2.0%</b>
<b>SDVOSB</b>	<b>\$ 2,250,000</b>	<b>0.3%</b>

**Basis for Goals:**

These goals are based on best forecast schedule of known GEA domestic subcontracts directly tied to DoD contracts and are realistic to market conditions. GEA has and will continue to work aggressively to find new suppliers and increase opportunities for current suppliers in these categories.

Goals were determined by considering:

1. The forecasted sub-contract opportunity for small businesses,
2. The pool of eligible subcontractors,
3. Long term agreement awards that are already in place,
4. Business class changes that will occur with small business, and order schedule release timing issues