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Huntsville Association of Small Businesses in Advanced Technology



2011 HASBAT Board of Directors. Aircraft courtesy of AFTD Redstone Arsenal. Photo: Jeff White Photography.
Back row from left: Phil Carey, Dale Jobs, Donna Hamby, and Bill Whipple.

Front row from left: Gabriel Mena, Tracy Swayne, Ben Lowe, Amy Shelton, Steve Bolton, David Phillips, Joni Miles, and Bill Pedigo. Not pictured: Bill Allen, Eric Folk, Teri Heusel, and Michael Shelton.

The Huntsville Association of Small Businesses in Advanced Technology (HASBAT) is a nonprofit organization founded to increase opportunities for high-technology small businesses in the Huntsville area...making a world for small businesses. Founded in May 1993 by local small technology companies, HASBAT serves as a principal advocate for small business concerns within the federal, state and local governments. The organization serves as a beacon on the latest business opportunities, developments, and legislation affecting small contracting firms.

"HASBAT represents members with one or two employees upward to 500, but regardless of their size, they provide capabilities, services, and products that are well respected in the community," says HASBAT President Phil Carey. "Many of those small companies provide a dedication, commitment, and sense of community that can't be replicated by large international or national corporations. We understand the unique value of small businesses. That's why we work for continued government commitment to small business programs."

As part of its focus, HASBAT has developed valuable

relationships with the Army Materiel Command (AMC), the Aviation and Missile Command (AMCOM), the Program Executive Offices for Aviation and Missiles & Space, the Space & Missile Defense Command (SMDC), Missile Defense Agency (MDA), NASA, the U.S. Army Security Assistance Command (USASAC), the U.S. Army Contracting Command (ACC), the Army's Corps of Engineers, and other government agencies in the Huntsville area. Through these relationships, HASBAT creates a world of small business opportunities for its members. "As we enter leaner years where Defense spending will be reduced, we recognize the unique challenges facing all companies providing Defense-related work," Carey states. "Therefore it is incumbent upon HASBAT to be a strong advocate for Small Business in order to portray the vital capabilities of its member companies and tout the agility and cost effectiveness they can deliver to government customers."

HASBAT is continually interacting with federal, state, and local officials in an effort to promote a level playing field. This ensures that small businesses can compete for business, demonstrate their capabilities, and establish their credibility with both local

HASBAT prides itself on being a valuable asset to the Huntsville community.

government purchasers as well as their affiliates outside the community. In this manner, the stage is set for local small businesses to extend their reach beyond Huntsville to locations throughout the United States and the world. HASBAT proudly notes that one of its Gold Members, Logicore Corporation, recently distinguished itself by securing a task order under the AMCOM Express contract vehicle that had previously been performed by a large business. Not only did Logicore win the contract award, but under the leadership of its CEO Miranda Bouldin, it has excelled at delivering quality logistics services to U.S. Army Warfighters in a seamless fashion, both locally and in overseas locations. This transition of work from a large to a small business has established confidence within AMCOM headquarters that local small businesses are exceedingly capable of successfully assuming the reins of a major task order from a large business and executing their given missions with great precision and effectiveness.

In addition to its advocacy for small businesses, HASBAT

provides businesses with extended value for their membership. HASBAT holds monthly luncheons with speakers that share their knowledge and experience, and also provides a small business information series. The luncheons are open to all businesses interested in learning about the benefits of a HASBAT membership. HASBAT also provides other member benefits such as a Heritage Club membership at favorable rates. "We are always seeking members with the intent of continuing to be a unified, single voice of advocacy for small businesses in advanced technology," Carey explains. "We're serious and enthusiastic about our advocacy for small businesses. We believe it should be done in the most professional, respectful and faithful manner so as to nurture relationships between our small business members and their current and potential government customers. HASBAT prides itself on being a valuable asset to the Huntsville community and the Federal Government Agencies for which our members continue to perform their outstanding work." ■



Mr. Ronnie Chronister, Deputy Commander, Aviation and Missile Command, AMCOM Express and Small Business Interests.



Mr. David E. Brock, Small Business Specialist, NASA - "NASA Update".



Bill Whipple, HASBAT Vice President, with Nancy Small, Director, AMC (U.S. Army Materiel Command) Office of Small Business Programs.



HASBAT is consistently seeking ways to work with Large Prime Contractors for successful teaming arrangements such as... (from left) Mr. Craig Naudain, Senior Vice President, SAIC with HASBAT President Phil Carey & Mr. Tom Stricklin, CSC AMCOM Express Program Manager, Bill Whipple (HASBAT Vice President) and Mr. Adam Harper, CSC Huntsville Business Development Executive, Computer Sciences Corporation (CSC).

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