



ACQUISITION AND
TECHNOLOGY

OFFICE OF THE UNDER SECRETARY OF DEFENSE

3000 DEFENSE PENTAGON
WASHINGTON DC 20301-3000



28 SEP 1995

Mr. Otto Murry
Suite 200
3001 Metro Drive
Minneapolis, MN 55425

Dear Mr. Murry:

In January 1995, you participated in a conference in the Pentagon to consider the future of the Department of Defense Area Councils. The conference seem to meet the expectations of the participants, even though all participants were not wholly in agreement on all of the issues. The issues that were discussed in depth were fundamental to the restructuring of the councils and to their continuing viability.

Since that meeting, we have communicated with you periodically by letter, telephone, personal exchanges and through briefings at our DoD Small Business Training Conference held in Kissimmee, Florida. In the interim, we have continued to work the various policy issues that will shape the future of councils. We are now on the verge of issuing policy guidance in three parts.

DoD Policy Guidance on Department of Defense Regional Councils for Small Business Education and Advocacy (Part 1 of 3) is enclosed. This guidance addresses the geographic restructuring of twelve area councils into eight regional councils. Policy Guidance (Part 2 of 3), which will be issued shortly, will address the key issues raised at the Pentagon conference and provide ways to strengthen the councils and support structures. Policy Guidance (Part 3 of 3) will follow immediately thereafter and will highlight several key processes that need to be examined more thoroughly by the regional councils.

Beyond a doubt, your continuing energetic support of the Department of Defense Regional Councils for Small Business Education and Advocacy is genuinely appreciated.

Sincerely,

DANIEL R. GILL
Director, Office of Small and
Disadvantaged Business Utilization

Enclosure



DEPARTMENT OF DEFENSE



OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

Policy Guidance
on
Department of Defense Regional Councils
for
Small Business Education and Advocacy
(part 1 of 3)

September 28, 1995

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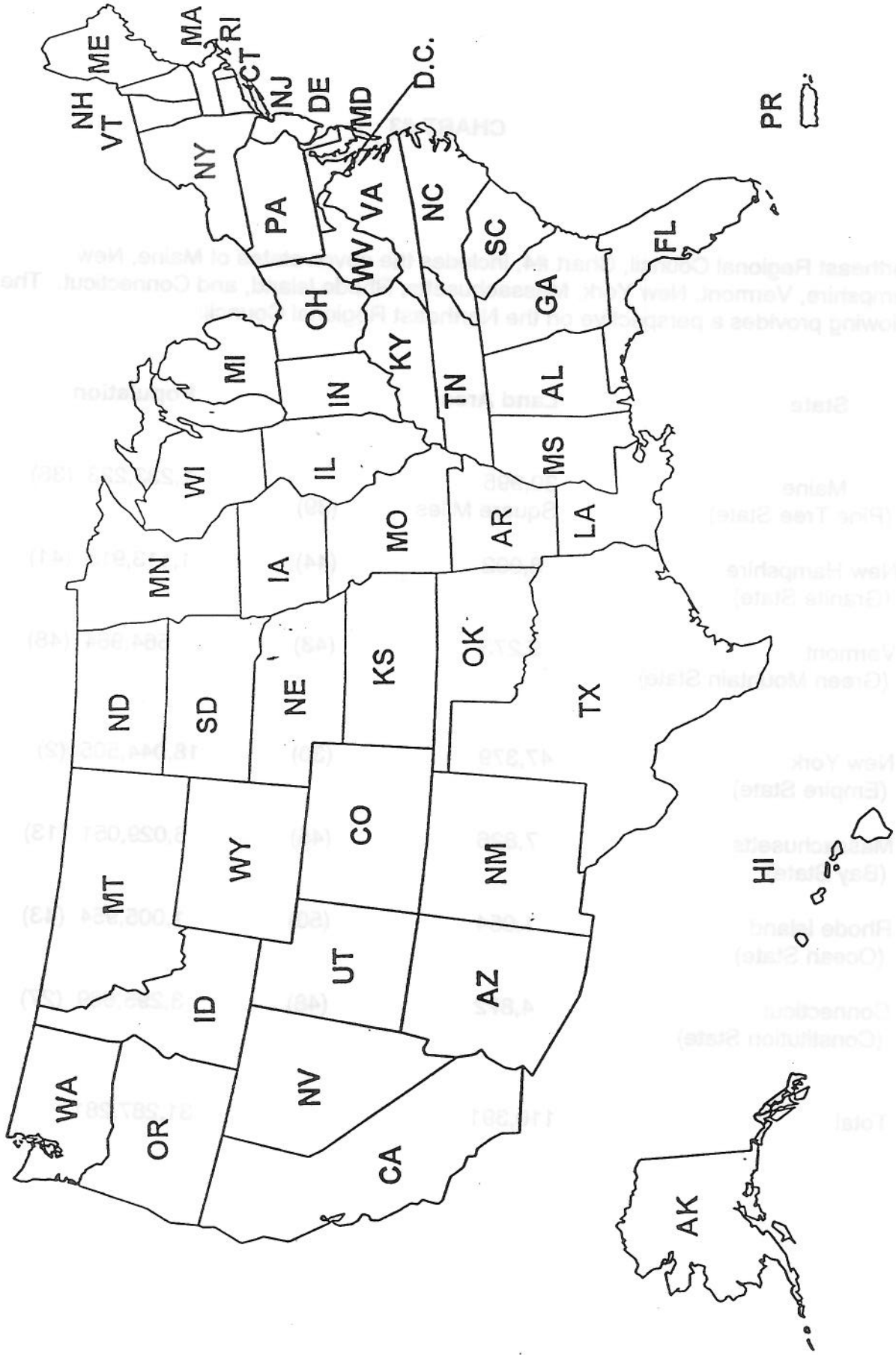
Department of Defense

Regional Councils for

Small Business Education and Advocacy



The Domain of the Department of Defense Regional Councils for Small Business Education and Advocacy



NORTHEAST REGIONAL COUNCIL

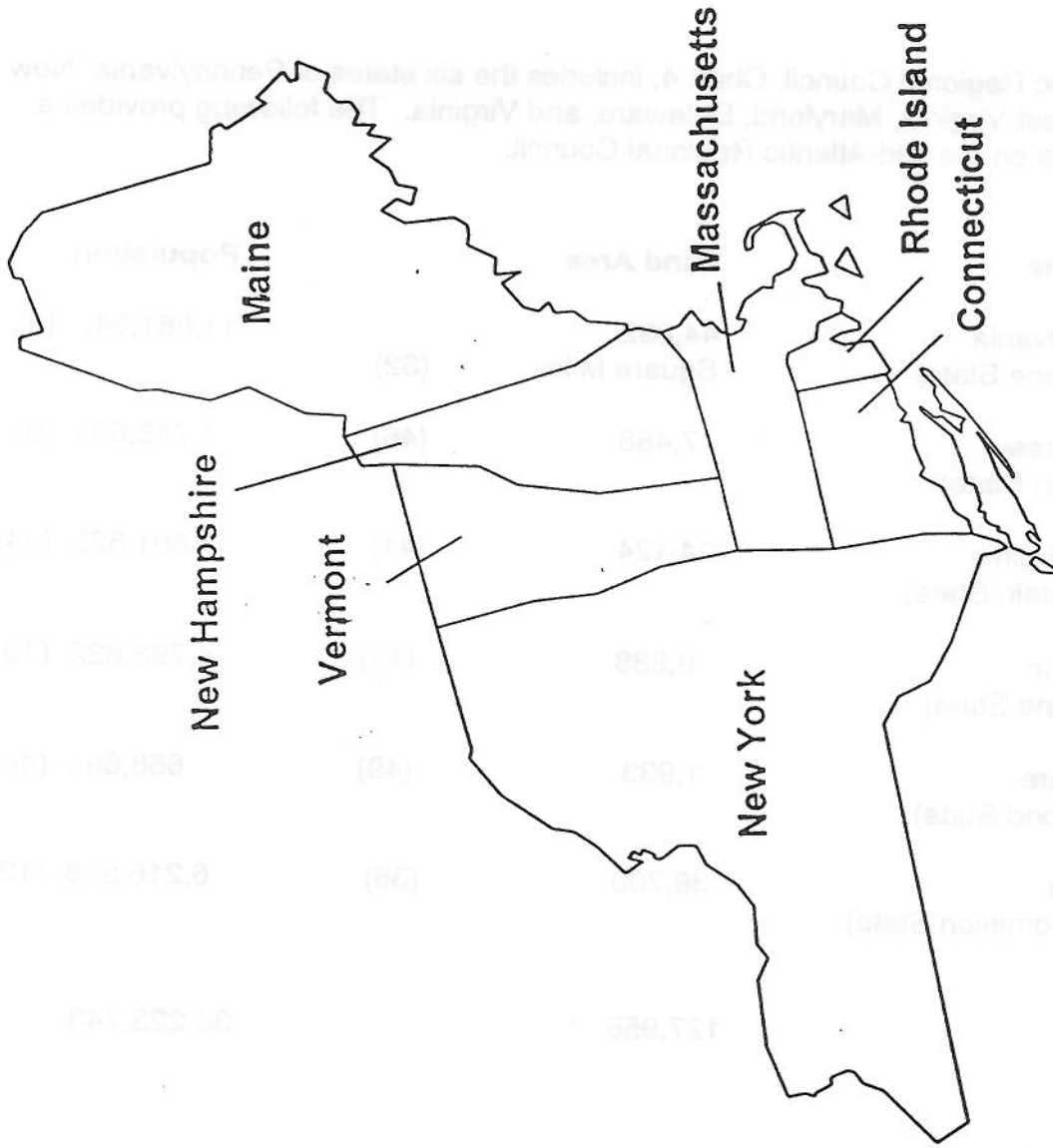
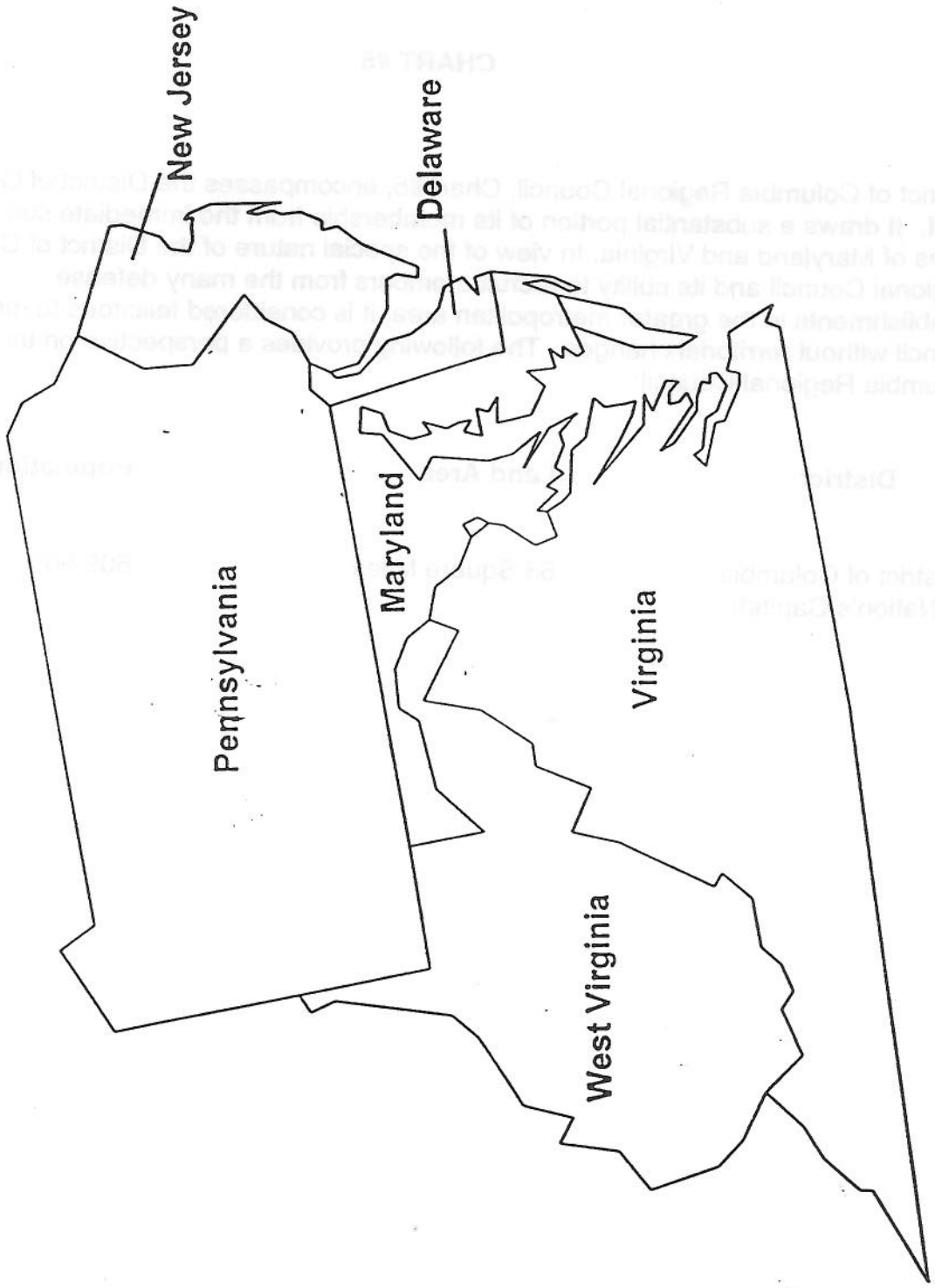


CHART #4

MID-ATLANTIC REGIONAL COUNCIL



DISTRICT OF COLUMBIA REGIONAL COUNCIL

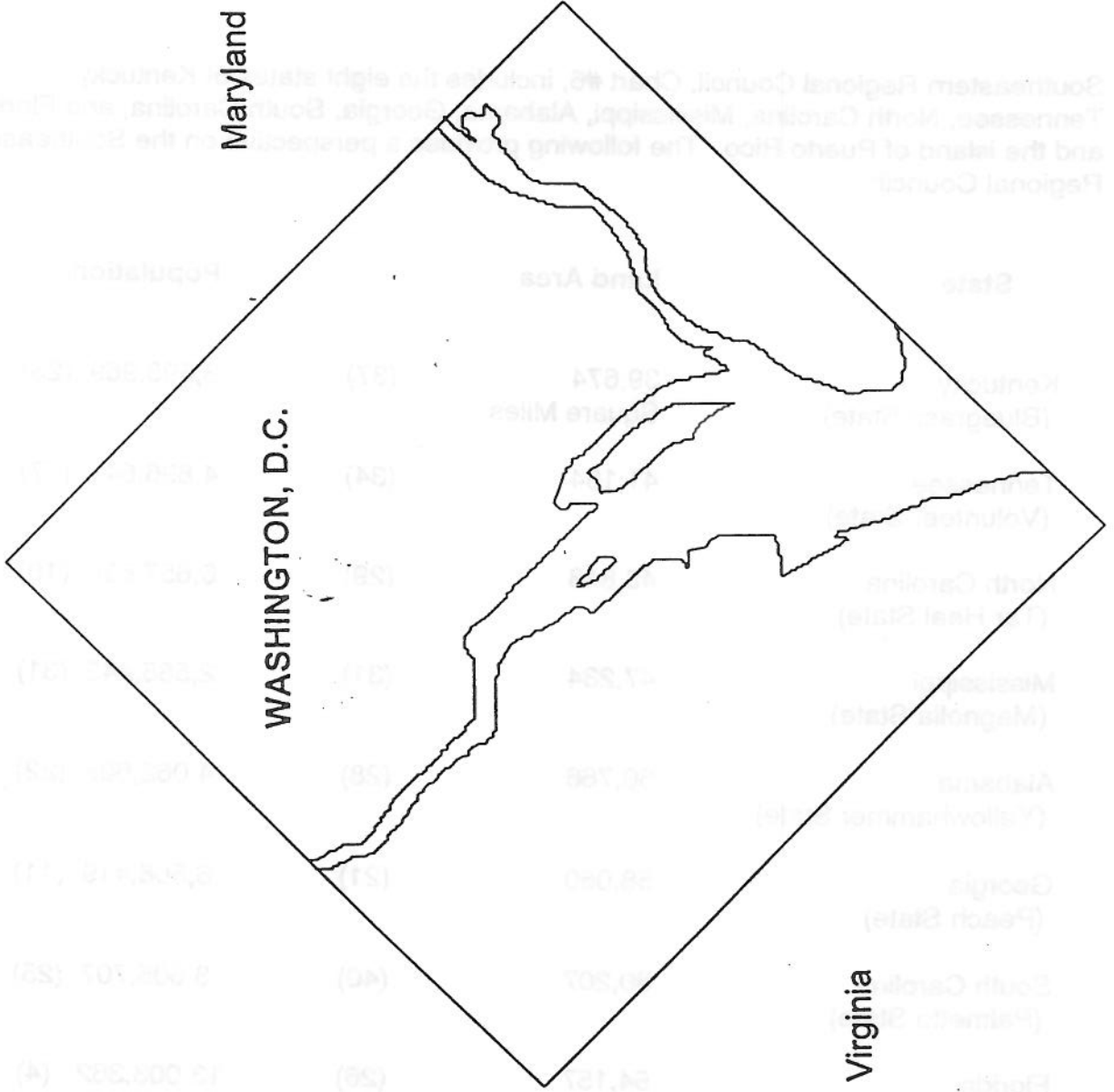
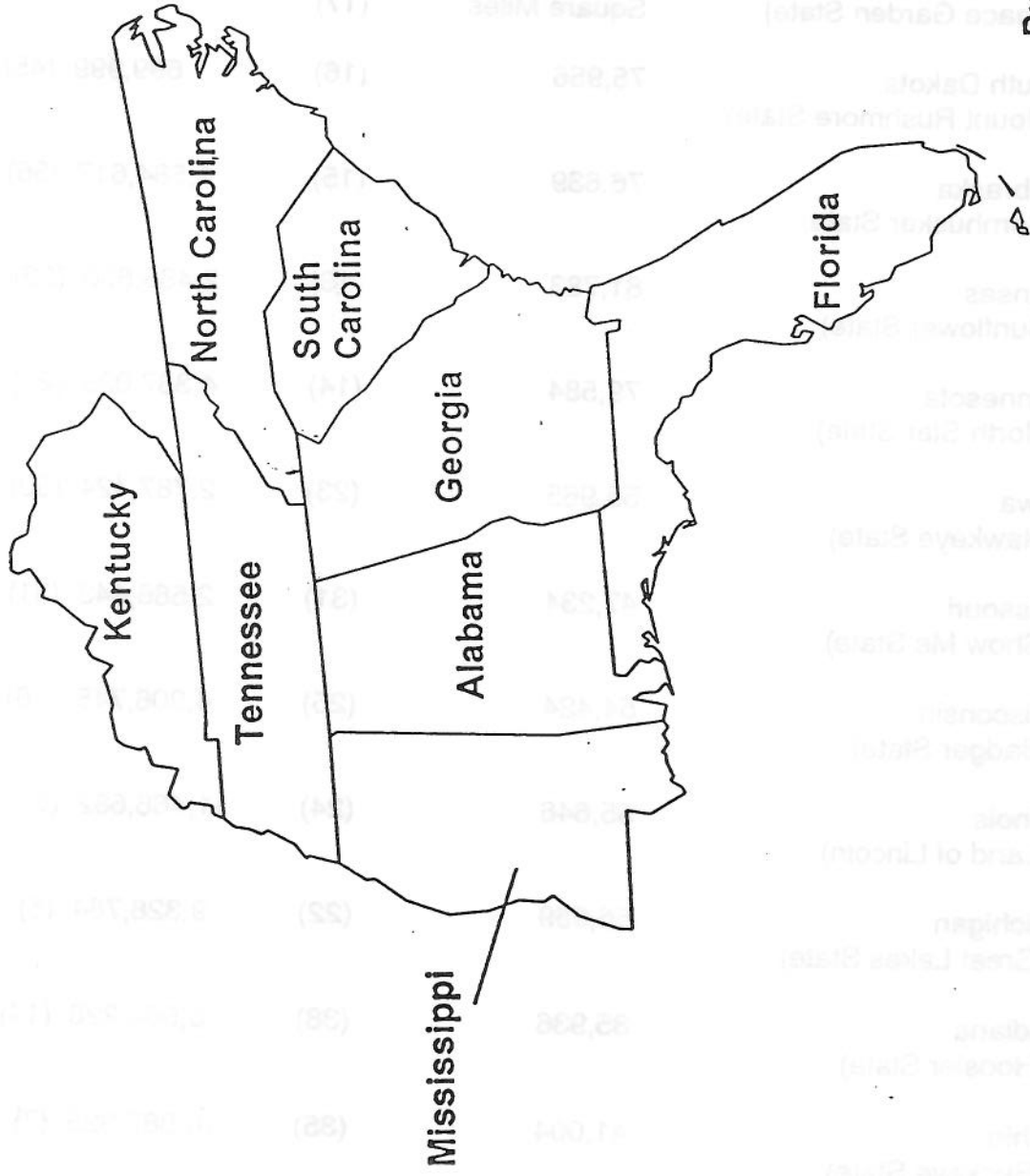


CHART #8

SOUTHEASTERN REGIONAL COUNCIL



Puerto Rico



NORTH CENTRAL REGIONAL COUNCIL



SOUTH CENTRAL REGIONAL COUNCIL



PACIFIC NORTHWEST REGIONAL COUNCIL

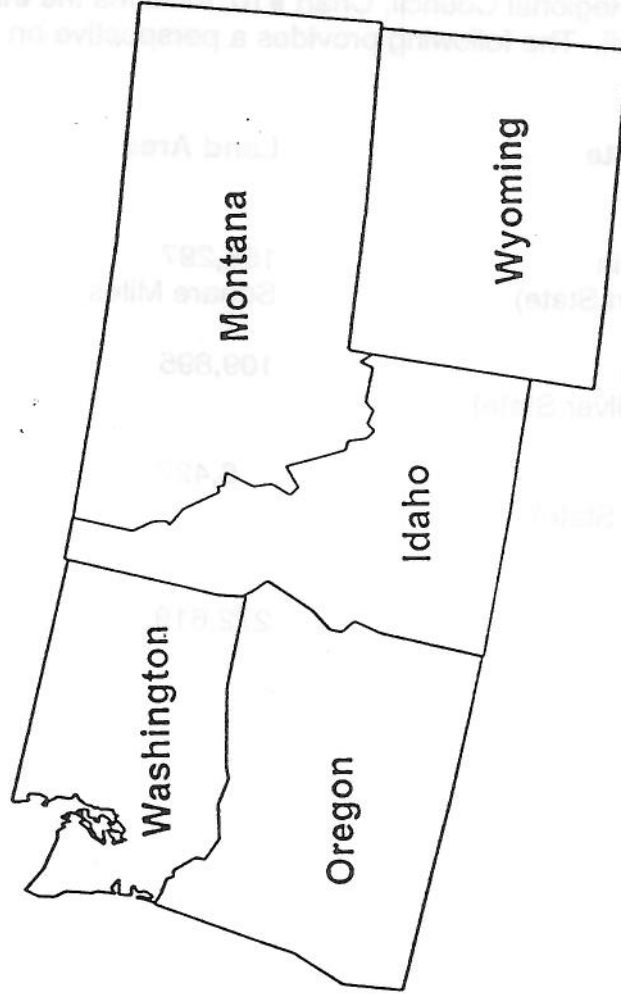


CHART #10

Western Regional Council, Chart #10 provides the five states of California, Nevada, and Hawaii. This chart provides a perspective on the Western Regional Council.

State	Population
California (Golden State)	29,839,250
Nevada (The Silver State)	1,208,152
Hawaii (Aloha State)	1,118,254
Total	32,165,656

WESTERN REGIONAL COUNCIL

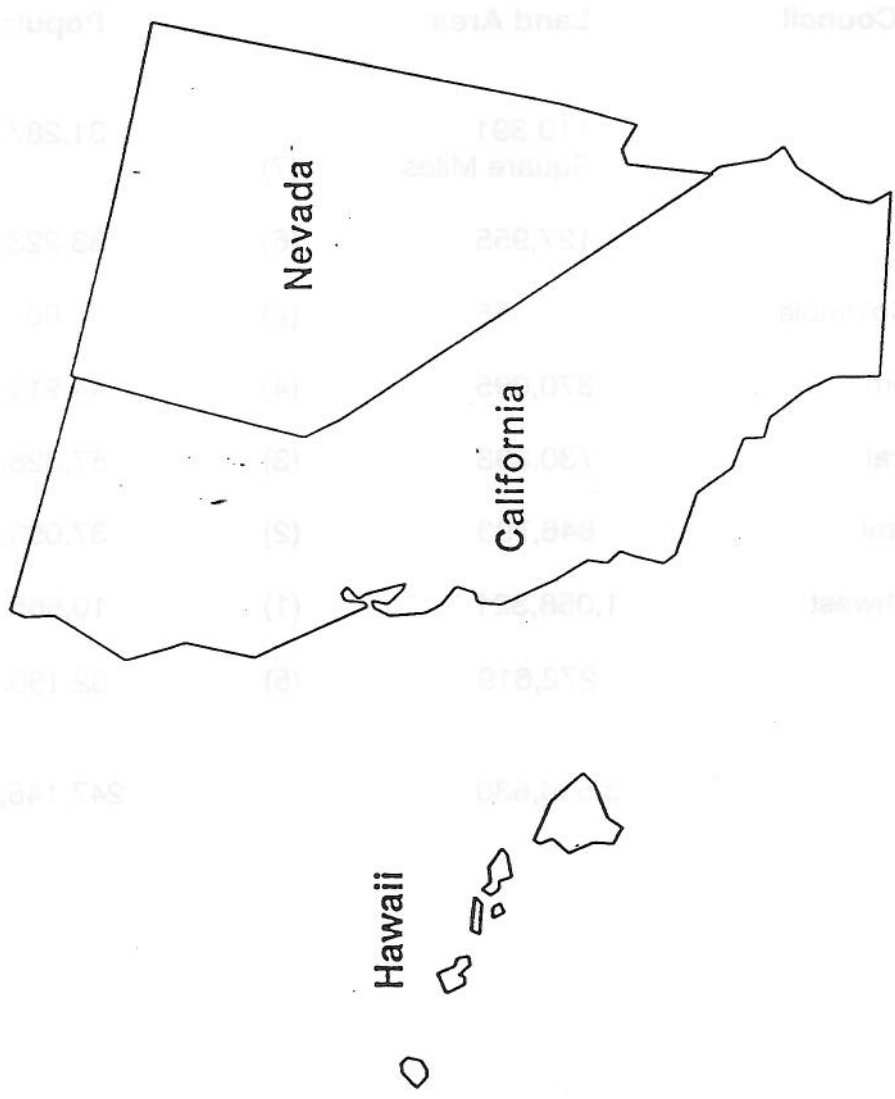


CHART #11

Chart #11, Department of Defense Regional Councils for Small Business, Education, and Advocacy, is an exploded view of the fifty states depicting the eight newly-formed regional councils. Though the new names of the regional councils are not indicated, it becomes readily clear which states comprise which regional council. The following provides a perspective on the eight regional councils:

Department of Defense Regional Councils
for
Small Business Education and Advocacy

