

Small Business Program



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14 October 2009



US Army Corps of Engineers
BUILDING STRONG



Overview

- **USACE Small Business Program**
- **USACE-SPA SB Snapshot**
- **SB Set-Aside Programs**
- **Small Business Joint Ventures**
- **Subcontracting**
- **FY10 Opportunities**
- **Useful information/resources**





Small Business Program USACE-SPA

- ✓ Maintain small business outreach program
- ✓ Advocate for small businesses
- ✓ Recommend set-asides and maximize utilization of SBs
- ✓ Review small business subcontracting plans & reports
- ✓ Review and sign Small Business Coordination Records – DD 2579
- ✓ Support the District CDR & staff on SB matters
- ✓ Ensure compliance with SB laws and regulations concerning SB and Contracting





USACE-SPA Small Business Snapshot

- In FY09, SPA awarded approx. \$464M (\$155M or **33%** to SBs)
 - FY 08: \$612M w/28% to Small Business
 - FY 07: \$183M w/39% to Small Business
- SDVOSB Goal – from 0.3% in FY08 to **3.3%** in FY09 (**>\$15M**)
- WOSB Goal – from 2% to **4.3%** in FY09 (**\$20M**)
- Continue to meet/exceed HUBZone goal of 10%
- Over **\$81M** into SDB category – **17.6%** of 18% goal





USACE-SPA SB Snapshot (Cntd.)

<u>USACE SB Prime Goals</u>	<u>SPA %</u>	<u>FY09 Goal</u>
Small Business (SB)	33.42%	32.00%
Small, Disadvantaged Business (SDB)	17.64%	18.00%
HUBZone Small Business (HZ)	9.98%	10.00%
Women-Owned Small Business (WOSB)	4.30%	5.80%
Service-Disabled Veteran-Owned Small Business (SDVOSB)	3.28%	3.00%





Set-Aside Programs For Small Businesses

- 8(a) Set-Aside
- HUBZone Set-Aside
- Service Disabled Veteran-Owned Set-Aside (SDV)
- Total Small Business Set-Aside





8(a) Set-Aside

- 51% owned by socially and economically disadvantaged individuals
- Certified by SBA
- 8(a) sole source < \$3.5M in Construction & Other Services
- 8(a) Competitive for > \$3.5M in Construction & Other Services
- Tribally-owned or Alaskan Native Companies (ANCs) – no cap
- 8(a) Mentor-Protégé Agreement – SBA approved





HUBZone Set-Aside

- Stimulates economic development and creates jobs in communities in distress
- Principal Office located in a Historically Underutilized Business Zone
- 51% owned and controlled by US Citizens and at least 35% of employees must reside in a HUBZone
- SBA-Certifying Program
- JV – all members must be HUBZones
- 10% Price Evaluation Adjustment vs UNR





Service Disabled Veteran-Owned Small Business (SDVOSB) Set-Aside

- Signed into law in 2002
- 51% owned and controlled by a service-disabled veteran
- Must be disabled while in Service
- Self-Certifying Program
- JV – at least one member is a SDVOSB

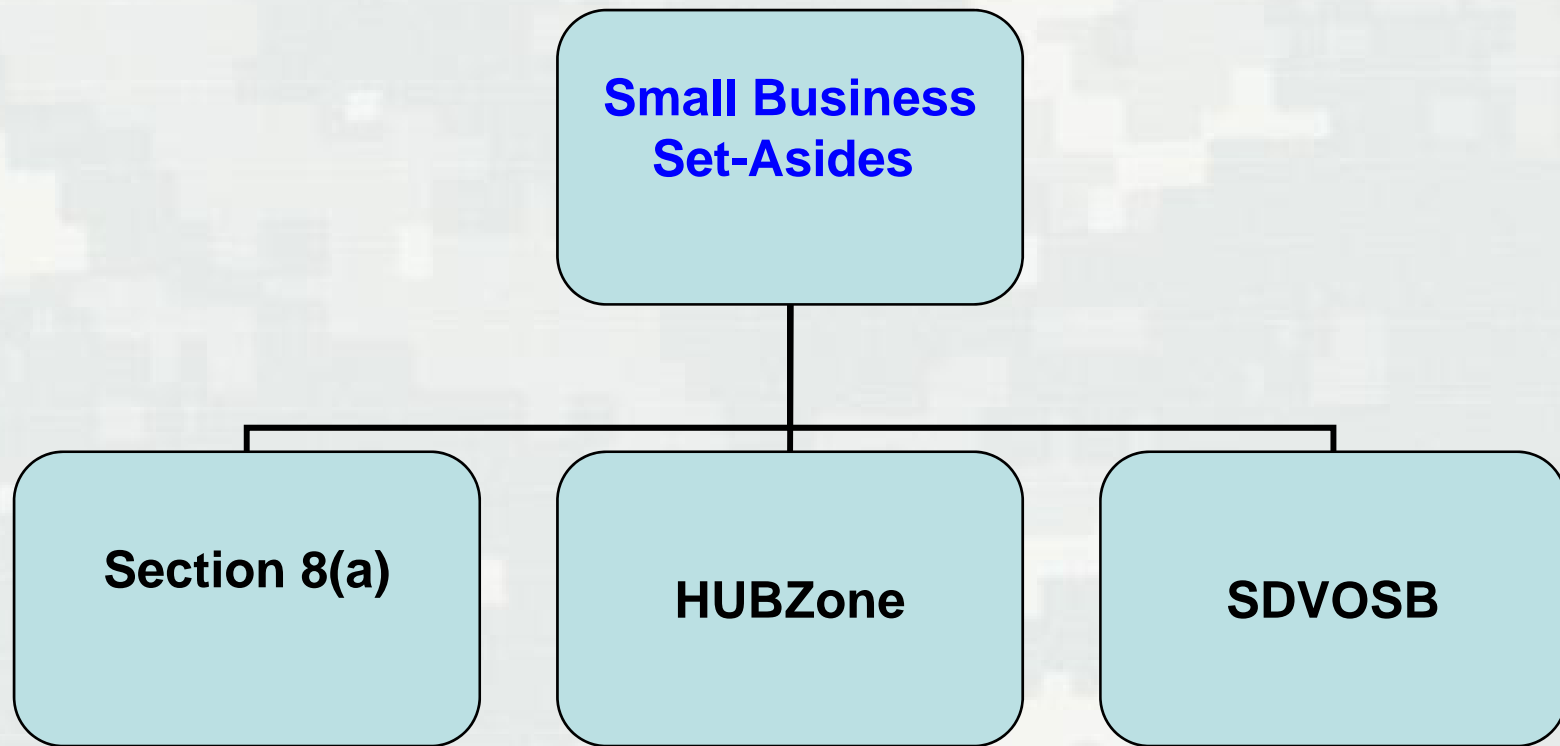




Total Small Business Set-Aside

- Open to all small businesses
- Competitiveness Demonstration Program Act of 1988 – SBSA not allowed in certain industry groups
- Reinstated in April, 2008 for several NAICS codes
Dpt. Of Army: 236, 237120, 238110, 238290, 238350, A&E
(Waiver to Competitiveness Demonstration Program)
- Self-Certifying Program







Small Business Joint Ventures

- Represents the formation of a new small business
- Consists only of small businesses
- Self-certifies that it is “small”
- Is subject to the regulations as they govern small business – just like any other small business
- Is reviewed by the contracting officer, not SBA. (Except for 8(a)).





Case 1: Small business JV & Affiliation

- Small business set aside
- Environmental consulting services NAICS:541620
- *Revenue-base size standard: \$6.5 million*
- *Estimated value of contract award: \$3.0 million*

Joint Venture Firms are affiliated:

1. Small business A: \$3.5 M average annual receipts
 2. Small business B: \$3.5 M average annual receipts
- *Can firms with combined receipts of \$7 million compete as a small business joint venture for the set-aside?*
 - No. Joint venture exceeds the revenue-based size standard, is not a small business for this code, and so it cannot compete.





Case 2: Small business JV with an exception to affiliation

- Small business set aside
- Environmental consulting services NAICS:541620
- *Revenue-based size standard: \$6.5 million.*
- **Estimated value of contract award: \$4.0 million.**

Joint venture firms are affiliated:

1. Small business A (Must be a small business)
 2. Small business B (Must be a small business)
- *Can these small firms compete as a small business joint venture for the set-aside?*
 - Yes. Joint venture may compete for the small business set-aside because the contract size is greater than half of the revenue-based size standard





Subcontracting

- Contracts & Modifications >\$550K(\$1M construction) AND subcontract opportunities exist
- Multi-year contracts/contracts with options (cumulative value) – separate goals for base & each option
- Required from “All other than” small businesses (not required from small businesses)
- USACE Total SB Subcontracting Goal: 70%
 - SDB: 6.2%
 - WOSB: 7.0%
 - HUBZone: 9.8%
 - Veteran-owned SB: 3.0%
 - SVOSDB: 0.9%





Subcontracting Limitations (FAR clause 52.219-14)

Services

Provide 50% of personnel costs

Supplies

Provide 50% of cost of manufacturing, excluding materials

General Construction

Perform 15% of cost of contract with own employees, excluding materials

Special Trade Construction

Perform 25% of cost of contract with own employees, excluding materials





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FY10 MilCon Projects

- KAFB Design/Build MC-130/HC-130 Flight Simulators (**Total SB Set Aside**)
Range: \$10M to \$20M. Issued Oct. 09. Award Dec. 09 (Best Value)
- KAFB Design/Build SDTW Manzano Mountain Site Work (**SDVOSB Set Aside**)
Range: \$1M to \$5M. Issued Oct. 09. Award Dec. 09 (Best Value)
- HAFB Alter for Low Observable Composite Repair Facility (Full & Open, LPTA)
Range: \$10M to \$20M. Issued 23 Sept. 09. Award Feb. 2010
- HAFB F-22 Consolidated Munitions MX Complex (TBD)
Range: \$5M to \$10M. Issued Jan 2010. Award March 2010 (LPTA)
- CAFB Design/Build Consolidated Comm. Facility (TBD)
Range: \$10M to \$20M. Issued Dec 09. Award April/May 2010
- CAFB SOF CV-22 AMU HGR-208 (TBD, Best Value)
Range: \$10M to \$20M. Issued Dec 09. Award March 2010
- CAFB D/B SOF C-130 Fuel Cell & Corrosion Cntl. Hangars (Full & Open)
Range: \$40M to \$50M. Issued Oct 09. Award Feb./March 2010





FY10 MilCon Projects (Cntd.)

- HAFB UAS FTU MX Complex (Full & Open, LPTA)
Range: \$20M to \$30M. FY10
- HAFB UAS FTU OPS Complex (**Total SB Set Aside, LPTA**)
Range: \$10M to \$20M. FY10

FY10 Inter-Agency Support (IAS) Projects

- DHS El Paso Station Vehicle Maintenance Shop (Full & Open, Best Value)
Range: \$10M to \$20M. Issued Oct. 09. Award Feb. 2010
- DHS Lordsburg Border Patrol Station (Full & Open, Best Value)
Range: \$30M to \$40M. Issued Oct. 09. Award March 2010
- DHS El Paso & Marfa Sectors Maintenance Projects – Ft. Worth District
8(a) MATOCs – Oct/Nov 09





FY10 Civil Works Construction Projects

- Water Treatment Facility – Eunice, NM – (Full & Open, LPTA) *RECOVERY (ARRA). \$1 to \$5M. Issued Oct 09. Award Nov. 09*
- Water System Replacement – Questa, NM (**HUBZone Set-Aside**) *RECOVERY (ARRA). \$1 to \$5M. Issued Jan 2010. Award March. 2010*
- Auger/SPT Sample Boring & Testing – San Acacia to Bosque del Apache, Socorro, NM. *RECOVERY (ARRA). \$1 to \$5M. Issued Oct. 09. Award Nov. 09. (Total SB Set Aside, LPTA)*





FY10 Operations & Maintenance Projects

- Electrical System Upgrade, Abiquiu Dam, NM **(8(a) set aside)** - *RECOVERY*
Range: \$1M to \$5M. Award March 2010.
- Fence Project Boundary, Two Rivers Dam, NM **(8(a) set aside, IFB)** –
RECOVERY Range: \$100K to \$500K. Issued Oct 09. Award Dec 09.

Other SB Opportunities:

- Vertical Construction MATOC– **(HUBZone Set-Aside)**
- Horizontal Construction MATOC – **(HUBZone Set-Aside)**
- Potential O&M work at CAFB, HAFB, KAFB,...
- Simplified Acquisition Purchase Orders & GSA purchases
- AE Contracts
- 8(a) negotiated sole source opportunities in construction, environmental, other services





Tips for Doing Business with USACE-SPA

- Visit our web site to learn about the District's missions and the types of services/supplies we procure. <https://spa.usace.army.mil/>
- Discuss your capabilities, interest and capacities to perform with the Deputy for Small Business.
- Review the Federal Business Opportunities (FedBizOpps) web site <http://www.fedbizopps.gov>
- Review Army Single Face to Industry web site (<\$100K) <https://acquisition.army.mil/>
- Be alert to the announcements of USACE Conferences, Trade Fairs and Industry Days.





Important Things to Remember

- Obtain a D-U-N-S Number
<https://eupdate.dnb.com/requestoptions/government/ccrreg/>
- Obtain a CAGE (Commercial and Government Entity) Code
<http://www.dlis.dla.mil/cageserv.asp>
- Identify your product or service through NAICS
www.census.gov/epcd/www/naics.html
- Contractor Registration
<http://www.ccr.gov/>
- ORCA (On-Line Representations and Certifications Application)
<http://orca.bpn.gov/>





SB Resources

- Small Business Administration
<http://www.sba.gov/>
- List of Prime Contractors
http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_subcontracts_opportunities.html
- Procurement Technical Assistance Center (PTAC) – Procurement assistance
<http://www.dla.mil/db/procurem.htm>
- Service Corps of Retired Executives (SCORE) – Business Advice
<http://www.score.org/>
- Minority Business Development Agency (MBDA)-List of all Centers – Marketing, finance
<http://www.mbda.gov/>
- Small Business Development Centers (SBDC) –Locations – Marketing, finance
<http://www.sba.gov/aboutsba/sbaprograms/sbdc/index.html> **BUSINESS**





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QUESTIONS?



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