

# US Army Corps of Engineers

## Hampton Roads Post 2011 Small Business Conference

**Jackie Robinson-Burnette**

Associate Director, Small Business Programs

HQ USACE Washington DC



# Topics

## US Army Corps of Engineers (USACE)

- ▶ Mission Areas
- ▶ Small Business Organizational Structure
- ▶ Campaign Plan and Small Business Office Role
- ▶ Goals (Bragging Slide!)
- ▶ Assessments and Building Strength
- ▶ Looking for Large Businesses to Help
- ▶ Small Business Jobs Act --- What's New!
- ▶ What to what for.....
- ▶ How to contact us...



# USACE Mission Areas

## Military Program

- 11,000 personnel
- Military Construction
- Base Operations
- Environmental Support
- Geospatial Engineering

Engineer  
Commands

HQ

9 Divisions

46 Districts

- **Homeland Security**
- **Environmental**
- **Real Estate**

Private Industry  
Partners

## Engineer Research and Development Center

Six diverse research laboratories

## FY09 Civil Works Program

- 25,500 personnel
- Navigation
- Hydropower
- Flood Control
- Shore Protection
- Water Supply
- Regulatory
- Recreation
- Environmental Restoration
- Disaster Response



# Small Business Organization

**Associate Director**  
Jackie Robinson-Burnette

**Executive Officer**  
Wanda Ashe

**Deputy Associate Director**  
Emilce Hessler

**SB Specialist**  
Germaine Savoy

**Deputy for Execution (Temporary)**  
Lashone Goodman-Cooper

**Great Lakes & Ohio River**  
L. Hunt-Smith

**Mississippi Valley**  
L. Hunt-Smith

**North Atlantic**  
R. Gurney

**Northwestern**  
Mark Roush

**Pacific Ocean**  
N. Yuen

**South Atlantic**  
Lermon Elliott

**South Pacific**  
Melea Crouse

**Southwestern**  
Melea Crouse

- Buffalo
- Chicago
- Detroit
- Huntington
- Louisville
- Nashville
- Pittsburgh

- Vicksburg
- Memphis
- New Orleans
- St Paul
- Rock Island
- St Louis

- Baltimore
- New England
- New York
- Norfolk
- Philadelphia

- Kansas City
- Omaha
- Portland
- Seattle
- Walla Walla

- Alaska
- Honolulu

- Charleston
- Jacksonville
- Mobile
- Savannah
- Wilmington

- Albuquerque
- Sacramento
- Los Angeles
- San Francisco

- Fort Worth
- Galveston
- Little Rock
- Tulsa

**70 Small Business Advisors**

**Transatlantic Division\***

- Gulf Region - Iraq
- Gulf Region South - Iraq
- Afghanistan North
- Afghanistan South
- Middle East

**Engineering and Support Center**  
Huntsville

**Engineer Research and Development Center (7 Labs)**

**Humphreys Engineer Center, Alexandria VA**

**Army Geospatial Center**



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# USACE Campaign Plan

**Vision:** A GREAT engineering force of highly disciplined people working with our partners through disciplined thought and action to deliver innovative and sustainable solutions to the Nation's engineering challenges.

**Mission:** Provide vital public engineering services in peace and war to strengthen our Nation's security, energize the economy and reduce risks from disasters.

## What does GREAT look like?

- ▶ Delivering superior performance in all missions
- ▶ Setting the standards for the profession
- ▶ Making a positive impact on our nation and other nations
- ▶ Being built to last by having a strong 'bench' of educated trained, competent, experienced, and certified professionals.



# USACE Small Business Achievements FY09/10

US Business  
Base

FY09:  
\$26.7B

FY10:  
\$24.7B

**Progressing from Good to Great!**



	USACE		FY09		FY10	
	Goal	SB Dollars	USACE	Goal	SB Dollars	USACE
Small Business	32%	\$9.7B	36.24%	33%	\$9.8B	39.7%
Small Disadvantaged	18%	\$4.8B	16.3%	18%	\$5B	20.35%
Service Disabled	3%	\$756M	2.80%	3%	\$900M	3.63%
Women Owned	5.8%	\$1.7B	6.29%	5.80%	\$1.6B	6.70%
HUBZone	10%	\$3.09B	8.6%	10%	\$3.1B	12.55%
HBCU/MI	13%	\$11M	26.08%	13%	\$5.5M	12.04%



# FY 2011 USACE Small Business Goals


Small Business	35.0%
Small Disadvantaged Business	18.0%
Women-Owned Small Business	6.0%
HUBZone Small Business	10.5%
Service-Disabled Veteran-Owned Small Business	3.2%
HBCU/MI	5.0%

## Subcontracting Goals

Small Business	50.0%
Small Disadvantaged Business	17.0%
Women-Owned Small Business	18.0%
HUBZone Small Business	10.0%
Veteran-Owned Small Business	8.5%
Service-Disabled Veteran-Owned Small Business	4.0%



# We are Assessing Our Program and Building Strength in these areas...

- ▶ **Relationships and Outreach** (OSBP \* Contracting \* Commanders \* SecArmy OSBP \* Large Business Liaisons for SB Subcontracting \* SB Community \* Advocacy Groups \* Small Business Advisors \* Legislators Liaisons) 
- ▶ **Policy & Guidance**
  - Implementation of Small Business Participation as an Evaluation Factor.
- ▶ **Information Sharing** (Lessons Learned and Best Practices )



# We are Assessing Our Program and Building Strength in these areas...

- ▶ **Website** (User Friendly \* Educational \* Active Links to all USACE Small Business Offices and Forecasts)
- ▶ **Training** for Small Businesses (**Classroom Style**)
- ▶ **Staffing** (Obligations \* Actions \* Complexity of Work \* Area of Responsibility) **Are we properly staffed for excellence?** If not then what's next and how do we excel anyway? **Who's on the Bus?**
- ▶ **Early Involvement in Acquisition Process** (Strategy, Source Selection, Award, and Post Award)



Looking for **SBLOs** that want to help USACE resolve and discuss issues related to small business subcontracting, ideas for subcontracting compliance, accountability, partnering, and relationships.

**Quarterly Meetings!**

**Sign Up Today ....**

Provide your Business Card and we will include you.

# USACE LARGE Business SBLO Forum!





# Small Business Jobs Act

On Sep 27, 2010 the president signed Public Law 111-240, the Small Business Jobs Act of 2010. Some of the highlights are ...

**PARITY amongst all small business types.** Historically Underutilized Business Zone (HUBZone), 8(a), Women-Owned small business (WOSB) and Service Disabled Veteran-owned small businesses (SDVOSB) are on an equal playing field when competing for government work. HUBZones do not have preference over other subcategories.

**SUBCONTRACTING misrepresentations.** Law requires that by Sep 2011, FAR be amended to establish policy on subcontracting compliance relating to small businesses, including assignment of compliance responsibilities between contracting offices, small business offices, and program offices and periodic oversight and review



# Small Business Jobs Act

**Use of Proposed Subcontractors.** Sec 1322 of the law requires prime contractors to make good faith effort to utilize the small business subcontractors they listed on their proposal. This will minimize the bait and switch after awards. This is good news for small business subcontractors who may not receive work or can't get a call back after the large prime receives the award.

New! Sec 1331 allows for establishing guidance so that **agencies may set-aside part or parts of multiple award contracts** -- not withstanding Fair Opportunity, set task orders aside for small businesses. The Fair Opportunity rule required that all offerors (large or small) receive an opportunity to bid on each task order.

Section 1335 **repeals the Small Business Competitive Demonstration** Program. The Small Business Competitiveness Demonstration Program was established by the Small Business Competitiveness Demonstration Program Act of 1988, Public Law 100-656 ([15 U.S.C. 644](#) note).



# Small Business Jobs Act

**Here are a few** (not inclusive) designated industry groups that will be considered for Small Business Set-Aside now that the Section 1335 repeals the Small Business Competitive Demonstration Program !!

<b>DIG</b>	<b>Description</b>
237110	Water and Sewer Line and Related Structures Construction
236115	New Single-Family Housing Construction
237310	Highway, Street, and Bridge Construction
237120	Oil and Gas Pipeline and Related Structures Construction
237130	Power & Communication Line & Related Structures Construc.
238110	Poured Concrete Foundation and Structure Contractors
238120	Structural Steel and Precast Concrete Contractors
238130	Framing Contractors
238140	Masonry Contractors

The **EMERGING SMALL BUSINESS** Program goes away also!



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# Other things in the works.....



- **New to USACE!** Individualized goals for each District Command and Center
- Challenges with meeting goals for **Historically Black Colleges & Universities/Minority Serving Institutions.**
- Relationship Building and Partnering with our **Congressional Representatives.**
- **Insourcing** – How much of your revenue is generated through services that could be deemed inherently governmental or closely related to inherently governmental services?



# Other things in the works.....

- New Threshold for Subcontracting Plans.** Federal Register/ Vol 75, No. 167, Monday August 30, 2010. Amends the Subcontracting Thresholds in FAR 19.702. For Large Business Prime Contractors, the floor for submitting a small business subcontracting plans is raised from \$550K to **\$650K** for all services; and from **\$1Mil to \$1.5Mil** for construction.

- FAR 19.502-2 New Threshold for Exclusive SB set-aside...** increased from \$100K to \$150K. Every procurement over \$3K and under \$150K should be automatically and exclusively set-aside for small b (unless two or more capable firms can not be found).



## What to Watch for ??

Potential changes with the Alaskan Native 8(a) Program.



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# USACE Small Business Program Leaders

Website: <http://usace.army.mil/CESB/Pages/Default.aspx>



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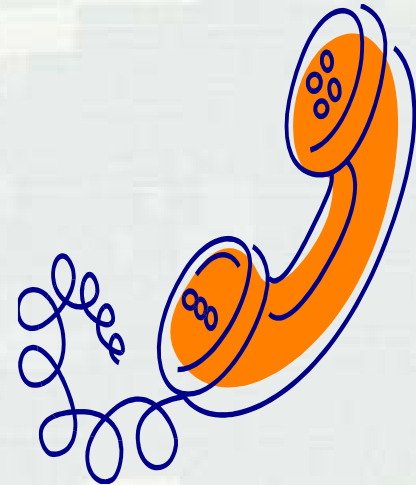
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