



SAME Small Business Conference

Norfolk, VA



Rear Admiral Kevin Slates
Commander, NAVFAC Atlantic

April 2011

Today's Topics



- ***Organization***
- ***Our Workload***
- ***Program Initiatives***
- ***Small Business Program and Achievements***



Who We Are...



- **Global Engineering/Acquisition Command**
- **18,000 Civilians, 1,300 military, & 1,100 Contractors**
- **DoN's Facilities Engineering SYSCOM**
- **Navy Expeditionary Combat Command Lead SYSCOM**
- **DoD Construction Agent**
- **Annually deliver over \$16 billion of products and services**

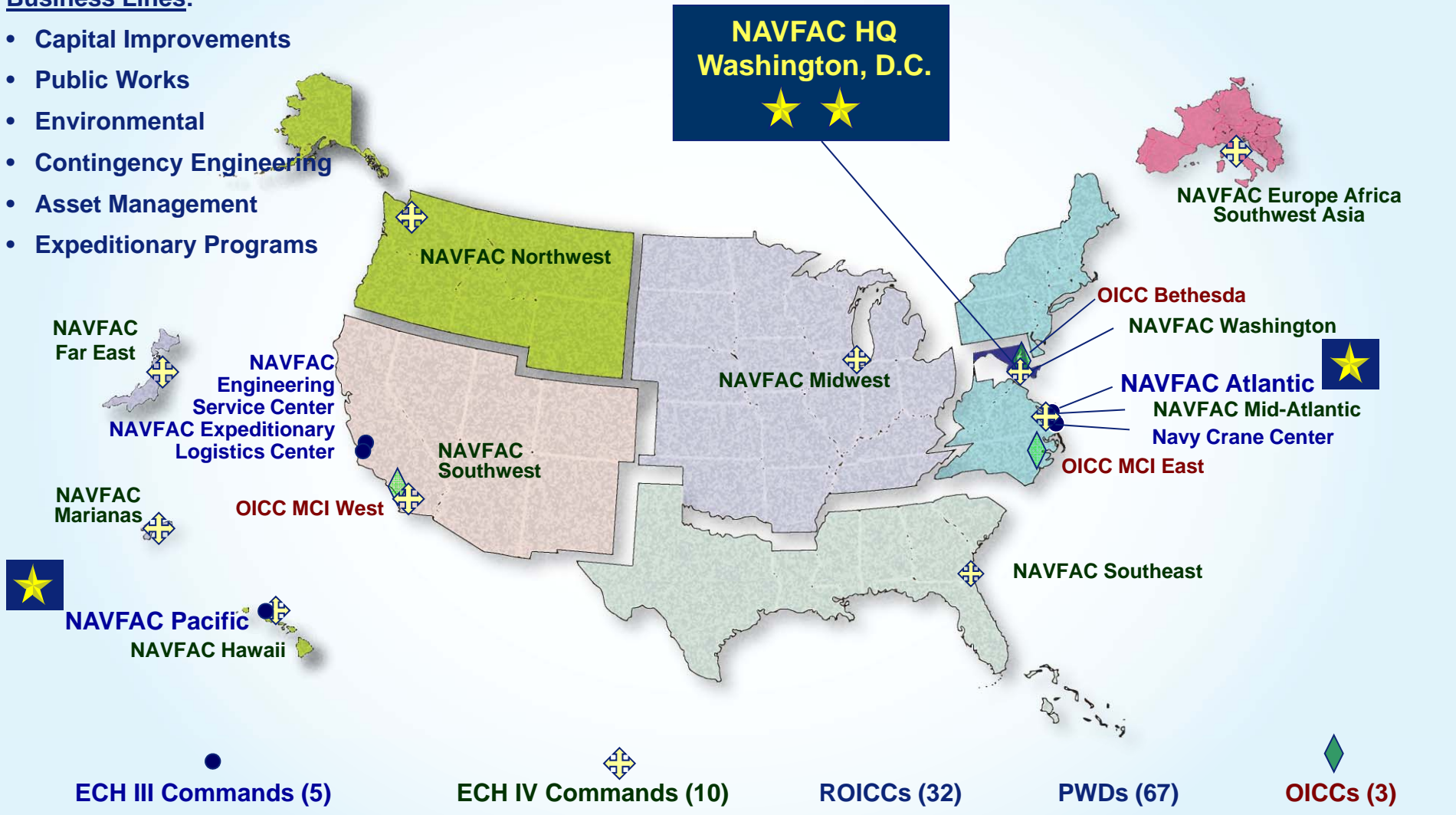


Worldwide Facilities Engineering Expertise

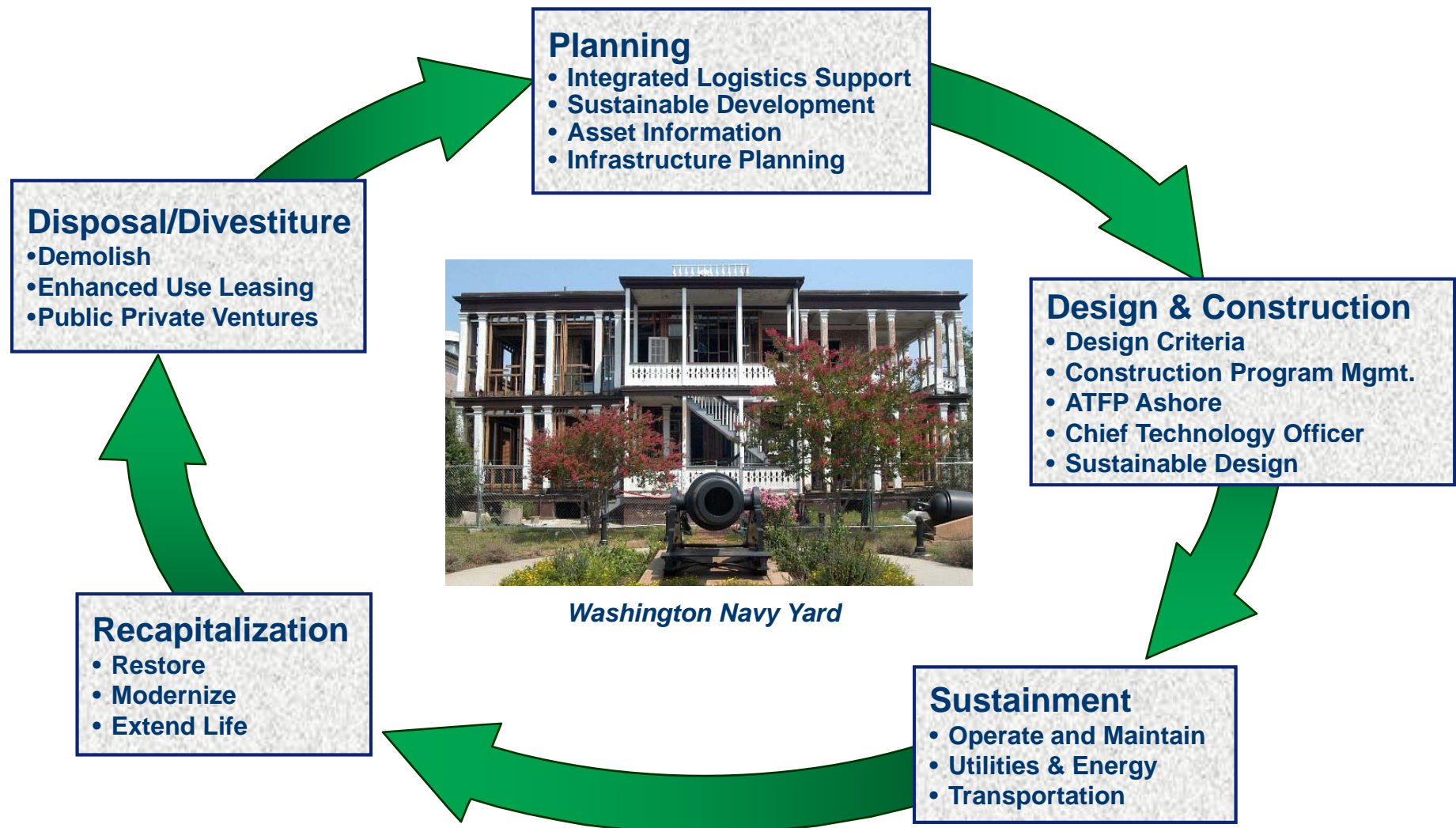


Business Lines:

- Capital Improvements
- Public Works
- Environmental
- Contingency Engineering
- Asset Management
- Expeditionary Programs



Facilities Engineering Lifecycle

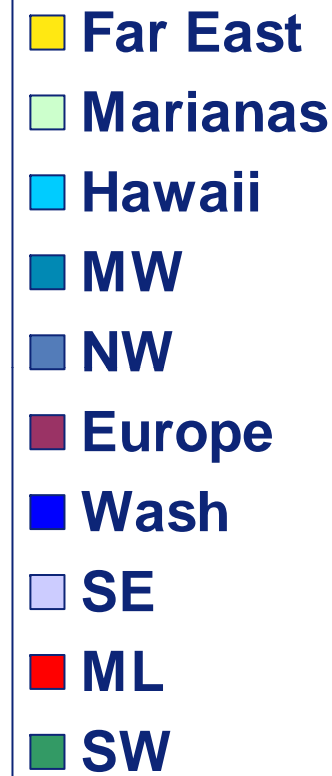
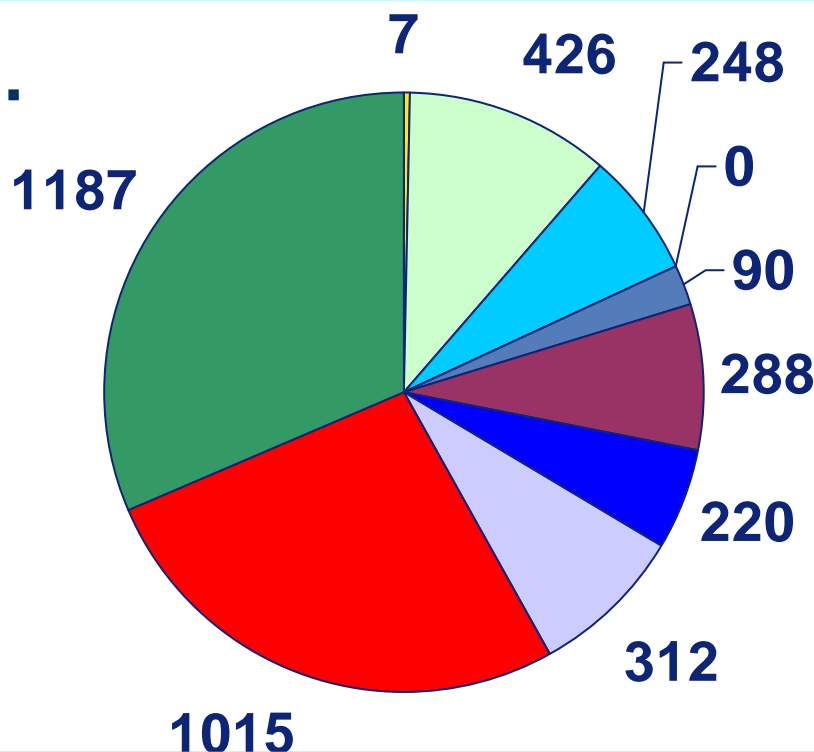


FY11 MILCON Workload Distribution



\$ in Millions...

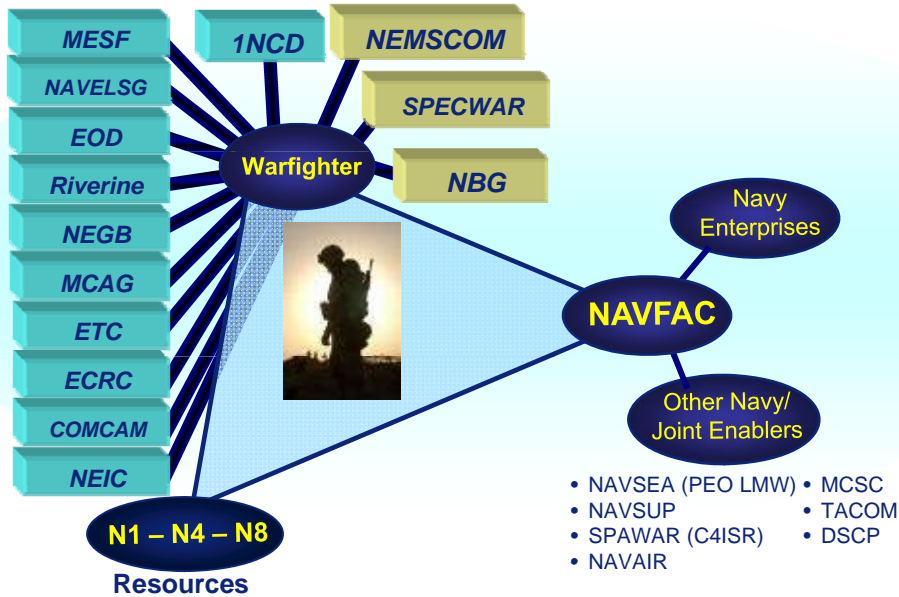
PR11 PB SUBMIT



101 FY11 Projects (MCON & MCNR)

- ✓ Projects Under \$5M: 7
- ✓ Projects \$5M to Under \$10M: 13
- ✓ Projects \$10M to \$20M: 18
- ✓ Projects Over \$20M: 63

Lead SYSCOM for Expeditionary Navy



Tent Camps



MRAP



Improved Navy Lighterage System



Personal Gear



Construction Equipment



Construction Tools

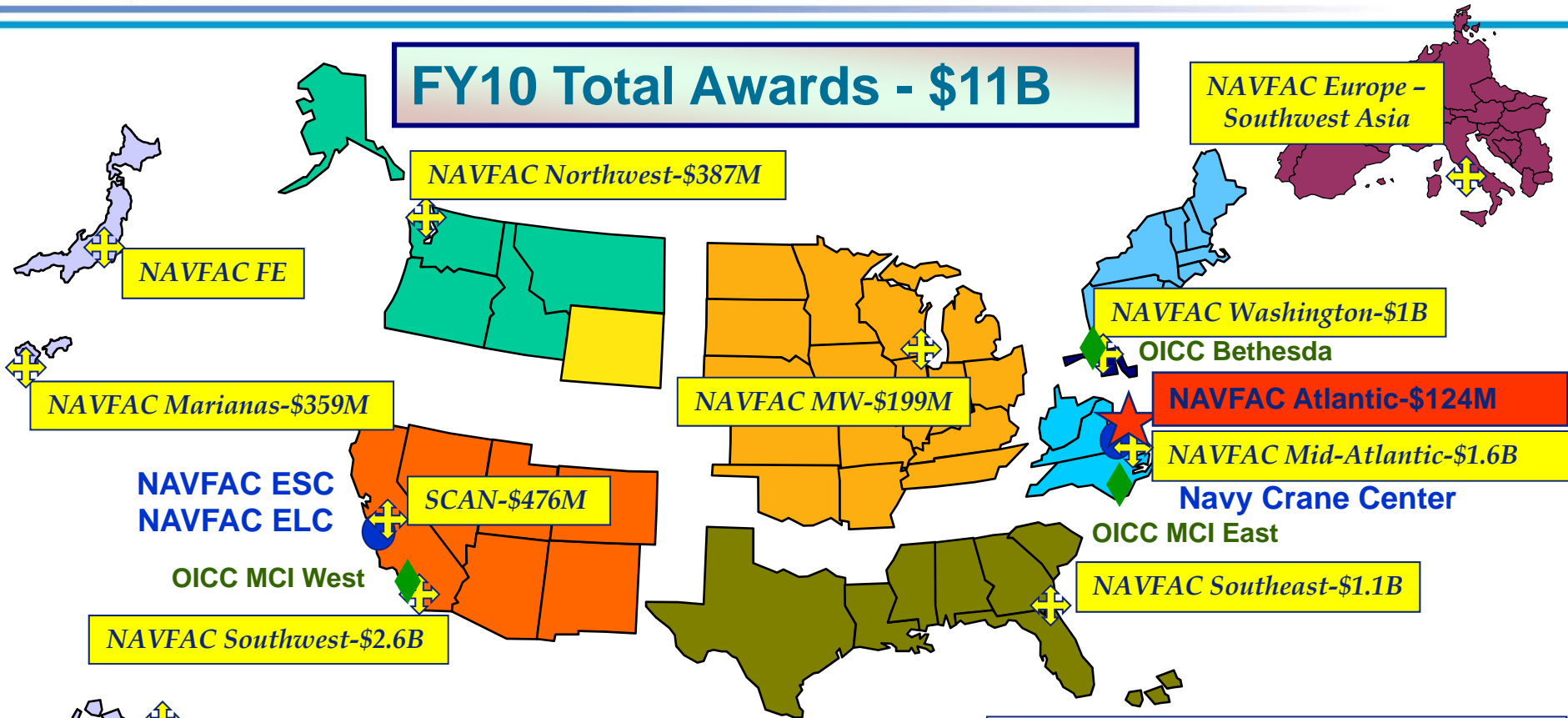
NECE

- \$5.2B Asset Value
 - 64 TOAs (Hull Types)
 - 175 Individual TOAs (Ships)
 - \$4B executed FY06 – FY11
- Manage Tables of Allowances (TOAs)
- Deliver Exp. Equipment & Material
- NECE Chief OPS Officer

NAVFAC...Region Focused



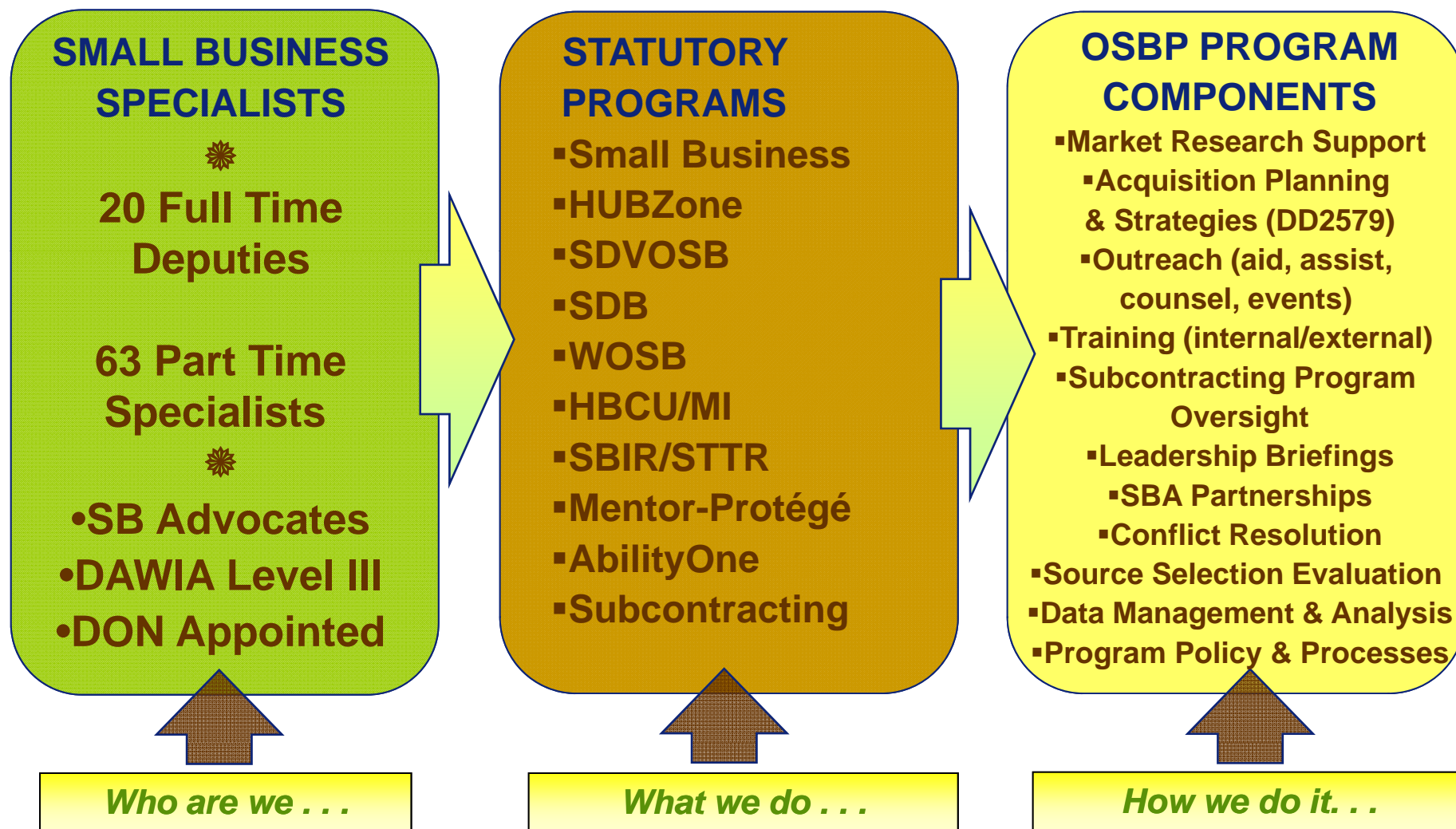
FY10 Total Awards - \$11B



Forward Deployed Delivery Model

- 2 ECH III Commands
- 10 ECH IV Commands
- 3 OICC
- 3 Specialty Centers (ECH III Commands)

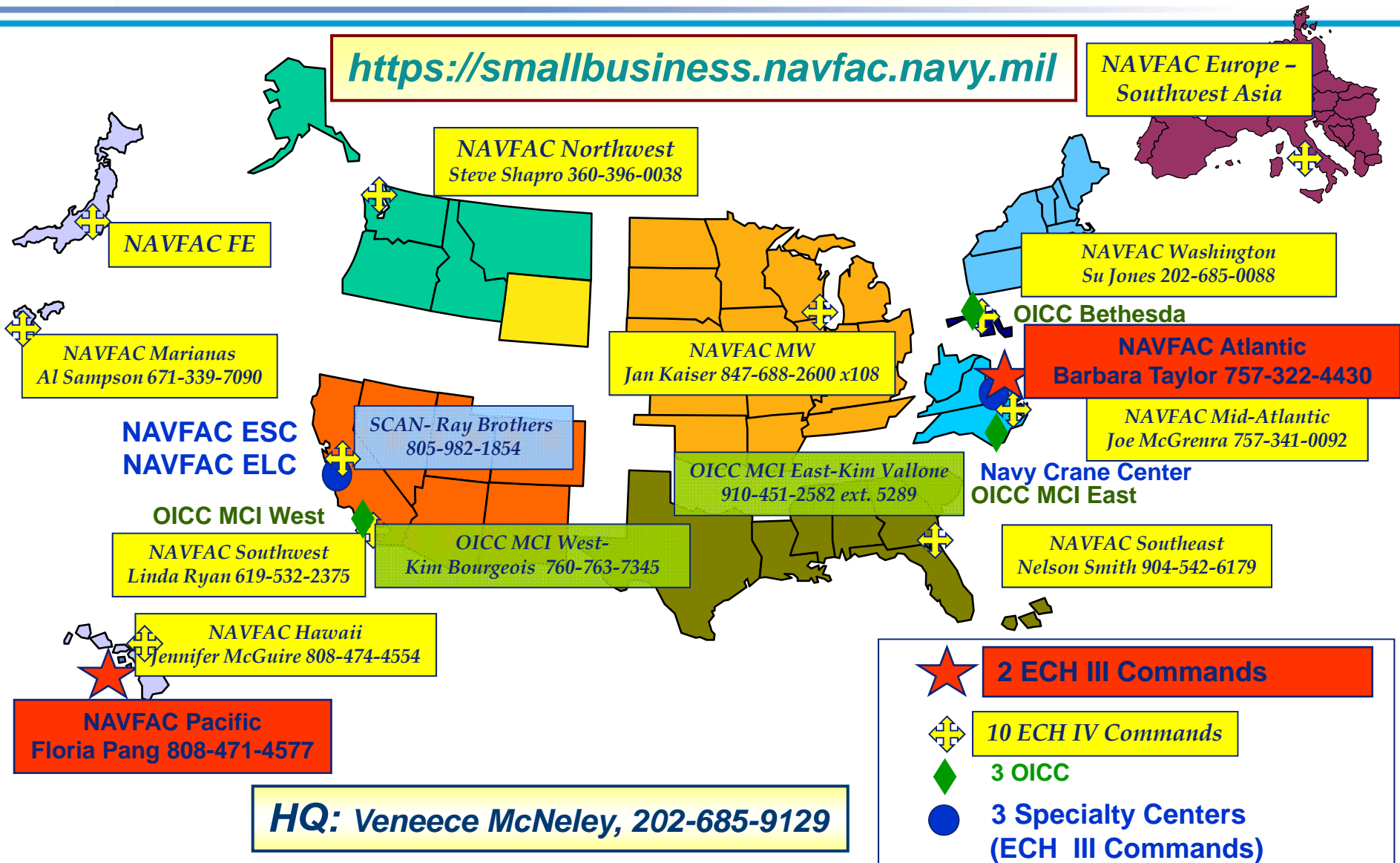
Office of Small Business Programs



AGGRESSIVE NAVFAC SMALL BUSINESS PROGRAM



<https://smallbusiness.navfac.navy.mil>



Commander's Intent – October 6, 2010



NAVFAC Small Business Program, Commander's Intent

- ***Consider small business concerns as the “first option” during acquisition planning.***
- ***Established FY2011 NAVFAC SB Targets.***
- ***Four Focus Areas:***
 - ***Active Component Commander participation in tracking achievements.***
 - ***Active participation and accountability from Business Line leadership at every level to ensure Acquisition Plans are implemented.***
 - ***Small Business Subcontracting Plan Compliance.***
 - ***Increased attention on SDVOSB and AbilityOne programs.***

NAVFAC AWARD TOP 10 NAICS – FY10



NAICS Code	NAICS Description	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$4,533,351,765
541330	ENGINEERING SERVICES	\$813,311,527
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$634,558,327
561210	FACILITIES SUPPORT SERVICES	\$598,569,217
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$479,471,623
562910	REMEDIATION SERVICES	\$410,809,114
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$315,714,298
237129	OIL AND GAS PIPELINE AND RELATED STRUCTURES CONSTRUCTION	\$237,523,798
238990	ALL OTHER SPECIALTY TRADE CONTRACTORS	\$228,527,381
237110	WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION	\$218,094,646

NAVFAC SB Achievements



US Prime Awards	FY10 (Eligible = \$8.9B)		FY11* (Eligible = \$2.2B)	
	Target	Actual	Target	Current
Small Business (SB)	35.61%	35.89%	36%	45.46%
HUBZone	10.2%	9.81%	10%	10.05%
Service-Disabled Veteran-Owned (SDVOSB)	3%	2.33%	2.5%	3.56%
Small Disadvantaged Business (SDB)	22.67%	24.51%	23%	30.15%
Woman-Owned (WOSB)	5.97%	8.08%	6.5%	8.69%

*Data from FPDS-NG 4-12-11. FPDS-NG Data Incomplete.

NAVFAC MIDLANT SB Achievements



US Prime Awards	FY10 (Eligible = \$1.7B)		FY11* (Eligible = \$480.4M)	
	Target	Actual	Target	Current
Small Business (SB)	35.61%	38.59%	36%	48.65%
HUBZone	10.2%	8.94%	10%	10.80%
Service-Disabled Veteran-Owned (SDVOSB)	3%	2.71%	2.5%	5.16%
Small Disadvantaged Business (SDB)	22.67%	22.37%	23%	30.09%
Woman-Owned (WOSB)	5.97%	7.90%	6.5%	6.68%

*Data from FPDS-NG 4-12-11. FPDS-NG Data Incomplete.

NAVFAC MIDLANT Notable FY10 Small Business Awards



➤ ***HUBZone Small Business Set-Asides***

- ***N40085-10-R-2809 (\$4.3M) - Vehicle and Equipment Maintenance, Repair, and Alterations (Hampton Roads)***
- ***N40085-10-B-5831 (\$4.5M) - Replace Roof, Bldgs. 207 & 215, Naval Support Activity, Mechanicsburg, PA***
- ***N40085-10-B-5830 (\$4.8M) - Replace Roof, Bldgs. 102 & 405, Naval Support Activity, Mechanicsburg, PA***

NAVFAC MIDLANT Notable FY10 Small Business Awards (Continued)



➤ ***SDVOSB Set-Asides***

- ***N40085-10-B-7014 (\$948K) – Construction, Electrical, Mechanical & Earthwork – Installation of Back-up Power Generators, NAVSTA Newport, RI***

- ***N40085-10-R-2816 (\$18.7M) - Regional Forklift Truck & Aerial Manlift Vehicles***

- ***N40085-10-R-3037 (\$80M) – Remedial Action Operations, Multiple Award (RAOMAC) for Hampton Roads***

- ***N40085-10-R-7040 (\$1.5M) – Replacement of Boilers at Fire Fighting Training Facilities, NAVSTA Newport, RI***

- ***N40085-10-R-9447 (\$1.5M) D/B/B for Landscaping Improvements to Bishop's Gate Area, NAVSTA Newport, RI***

NAVFAC MIDLANT Projected FY11 Solicitations



- **N40085-11-R-0010 – Construction/Maintenance of Roofing Repair and Replacement for Federal Activities in the Hampton Roads, VA Region (*HUBZone SB Set-Aside*)**
- **N40085-11-R-0019 – IDIQ Fence Repair/Replacement (*8(a) Set-Aside*)**
- **N40085-10-Q-3066 – Waste Wood Recycling (Tidewater Region) (*Small Business Set-Aside*)**
- **N40085-10-R-5314 – Camp Lejeune BEQ (P136) (*8(a) Set-Aside*)**
- **N40085-10-R-5322 – Camp Lejeune BEQ (P1317) (*Small Business Set-Aside*)**
- **N40085-10-R-5327 – Camp Lejeune BEQ (P1319) (*Small Business Set-Aside*)**
- **N40085-11-R-7222 – Maintenance & Repair WHE Newport (*HUBZone SB Set-Aside*)**
- **N40085-11-R-7247 – Janitorial Commercial Item Service (*HUBZone SB Set-Aside*)**

NAVFAC Small Business Program Office Webpage



- SB Programs
- SB Contacts
- SB Achievements
- Opportunities
 - MILCON Forecast List
 - NAVFAC Contracts with Large Businesses
 - Long Range Acquisition Forecast
- SB Directories
 - SDVOSB & WOSB Directory for Contracting Officer/Prime Contractor Market Research process
- Contract Guidelines
- Events Calendar

NAVFAC
Naval Facilities Engineering Command

Employees Client SEARCH

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NAVFAC Small Business Contacts
NAVFAC Achievements
Opportunities
Small Business Directories
Contracting Guidelines
Events Calendar

VISIT THE NAVFAC AKKA PAGE

VISIT NAVFAC'S SAFETY PAGE

NAVFAC ARRA SMALL BUSINESS ACHIEVEMENTS:
To date, NAVFAC has obligated \$1B of the \$1.9B ARRA funds received. \$415.5, or 40.39%, of these dollars have been awarded to Small Business Concerns.

VETERAN'S ADVOCACY AWARD:
Su Jones, NAVFAC Washington Small Business Deputy, was recognized on July 21 by the Veterans Advocate for her

NAVFAC Small Business Program Office Professional Associations Other Opportunities

Our Commitment
Small businesses, including service disabled veteran-owned small business (SDVOSB), historically underutilized business zone (HUBZone) small business, small disadvantaged business (SDB), and women-owned small business (WOSB) concerns, are a vital part of our economy and help to keep our country the strongest in the world. NAVFAC is committed to the small business, educational institution, and non-profit organization communities having the maximum opportunity to participate in our acquisition program both as prime contractors and subcontractors. Our commitment is demonstrated through increased opportunities for small business.

Website Navigation
Use the buttons on the left to find out about NAVFAC's Small Business Programs and how you can do business with us and other Federal Agencies. If you have any questions regarding the information provided herein, please use the Small Business Contacts page to provide your comments. We welcome all comments, questions, and suggestions to improve the information provided.

Home | Careers | FAQs | Ask Us | Search | Accessibility | FOIA | NAVFAC IG | No Fear Act | Sitemap

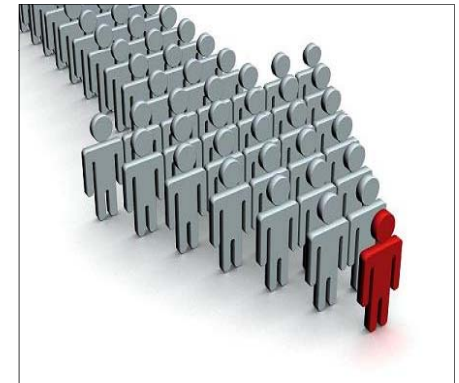
<https://smallbusiness.navfac.navy.mil>

Check it Out !

In a nutshell...



- **Small Business is important to us – WE NEED YOU!**
 - Prime and Subcontractor opportunities
- **Competition – Always looking for new sources**
- **How can you help us?**
 - Watch for opportunities on website
 - Look for mentoring opportunities (SBA, DoD)
 - Do your homework (know who buys what)
 - Safety always on our projects!
 - Be sure you are qualified and responsible prior to submitting a response to a source sought notice or proposal.
 - Submit strong and complete proposals



Questions?