

Military Construction Forum

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Deputy for Small Business

Louisville District Corps of Engineers

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US Army Corps of Engineers
BUILDING STRONG®





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Colonel Luke Leonard

Commander and District Engineer

Lieutenant Colonel David Winget

Deputy Commander



Military Program

Military Installations

Kentucky, Indiana, Illinois,
Ohio, Michigan
306,000 Square Miles

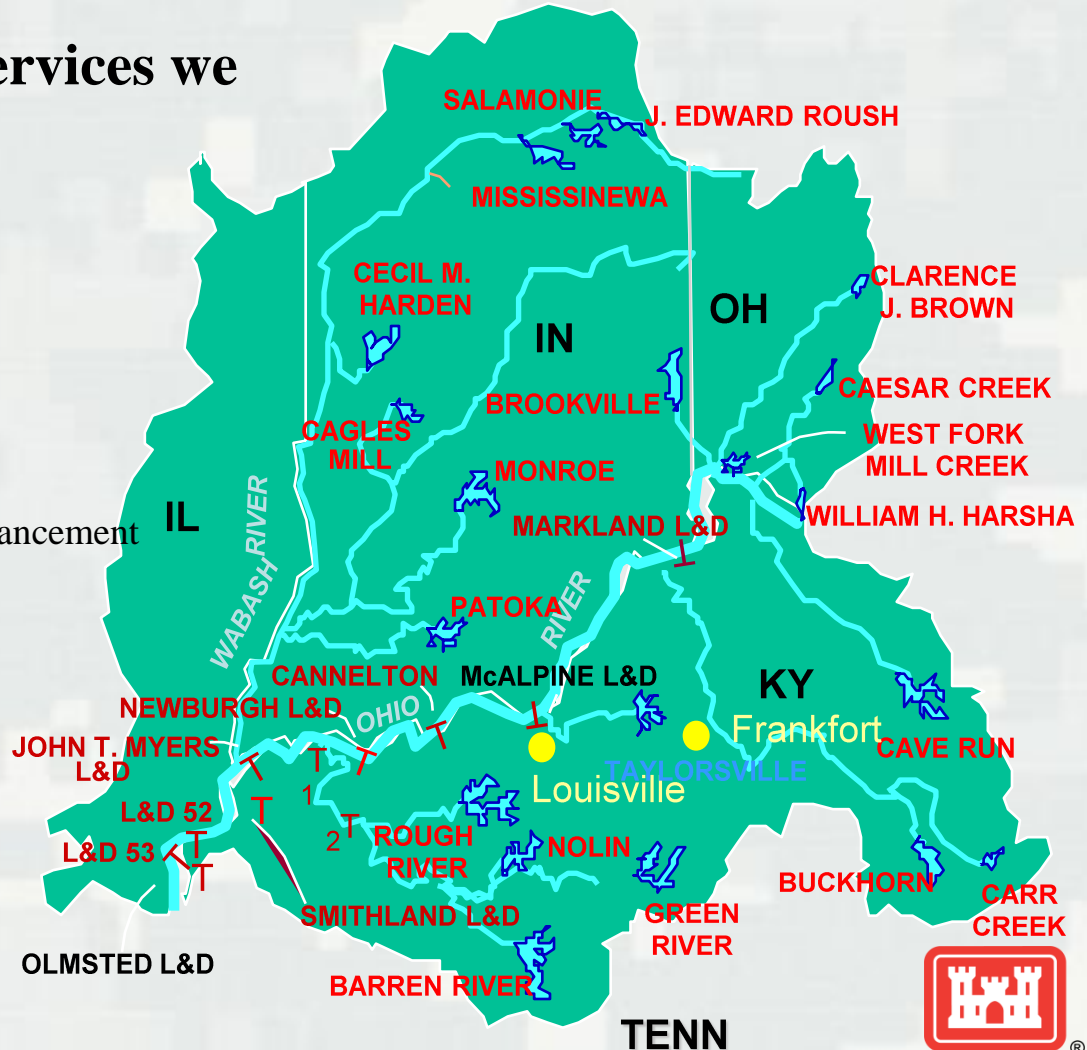
•Military Program includes
Nationwide Army & Air Force
Reserve Program



Civil Program

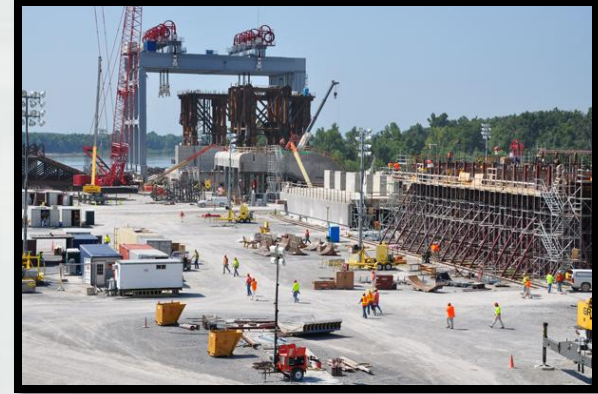
The primary civil works services we provide include:

- Flood Damage Reduction
 - Navigation
- Regulatory Activities
 - Water Supply
 - Water Quality
 - Hydropower
- Environmental Conservation & Enhancement
 - Recreation
- Emergency Response



What Do We Buy?

- Construction
- Variety of Services
- Variety of Supplies



FY11 Small Business Targets

EXCEEDED ALL TARGETS

- Small Business: 33% - **Actual 45.40%**
- Small Disadvantaged Business: 5% - **Actual 25.79%**
- Woman Owned Business: 6% - **Actual 12.24%**
- Service Disabled Veteran Owned Business: 3% - **Actual 8.89%**
- HUBZone Business: 10% - **Actual 13.96%**

Anticipate same targets/goals for FY12



FY12 Contracting Opportunities

We anticipate executing over \$1.2B in new contracts in FY12 through both small and large businesses

- Construction Forecast is maintained on the Small Business page of the LRL website
- Service IDIQ Opportunities will be available @ District Open House



Set-Aside Acquisitions

- Actions <150K (Simplified Acquisition Threshold) - Reserved for small business concerns
- Types of set-aside programs for small business concerns:
 - ▶ SBA HUBZone
 - ▶ Service Disabled Veteran-Owned Small Business (SDVOSB)
 - ▶ SBA Section 8(a)
 - ▶ Woman-Owned Small Business
 - ▶ Small Business

Important to respond to sources sought notices (market surveys) posted in FedBizOpps (www.fbo.gov)



Unrestricted Acquisitions

- Only after it is determined that small business concerns do not possess the capabilities to perform the work at a fair market price
- All firms, regardless of size, may compete for unrestricted acquisitions



Identifying Prime Contracting Opportunities

- \$3,000 and less – Bankcard Purchase
 - ▶ Not advertised
 - ▶ Cardholder listing available at website
- \$3,000 - \$25,000 – Requests for Quotation
 - ▶ Research similar awards
 - ▶ Sources recommended by technical reps
 - ▶ Conduct search in CCR



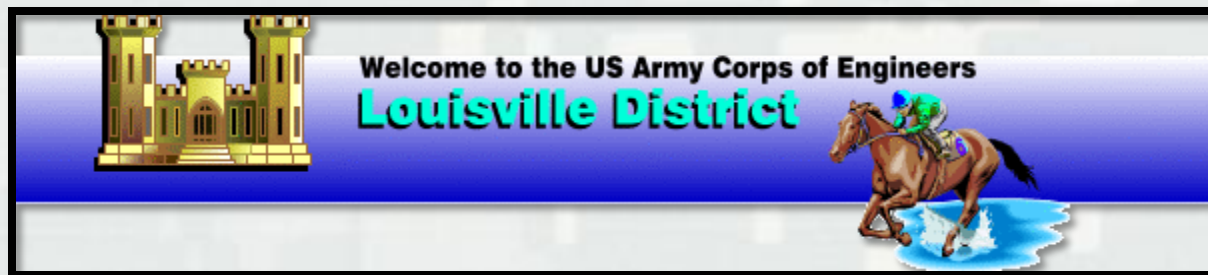
Identifying Prime Contracting Opportunities Cont'd

- Over \$25,000 – Advertise in FedBizOpps (FBO)

- ▶ Visit www.fbo.gov



- ▶ Visit www.lrl.usace.army.mil



Subcontracting

- Subcontract Plans
 - ▶ \$1.5 Million for Construction Contracts
 - ▶ \$650K for all other Contracts
- Large Business Primes must submit a subcontracting plan for approval
- Look at all FBO announcements for subcontracting opportunities



Central Contractor Registration (CCR)

- Mandatory registration by DoD prior to contract award
- Only exception to registration are Bankcard purchases
- For paper registration: 1-888-227-2423
- Online registration: www.ccr.gov
- Registration assistance: 1-888-227-2423

- Coming in 2012: System for Award Management (SAM)



Know Your Product / Services

- Focus on supplies or services
- Web Site (Keep up-to-date)
- Literature (Keep up-to-date)
- Register in Central Contractor Registration (CCR) Database
- General Services Administration (GSA) Schedule Contracts



Obtain Information

- Attend Pre-Proposal Mtgs & Industry Forums
- Obtain copies of Attendee Listings
- Attend Workshops, Conferences, Trade Fairs
- Review Agency Forecast (posted on website)



Opportunities

- Actively Respond to Sources Sought Notices posted in FBO
- Actively Respond to Competitive Requirements posted in FBO
- Seek opportunities to team, joint venture or subcontract **as permitted in the solicitation**



LRL Events



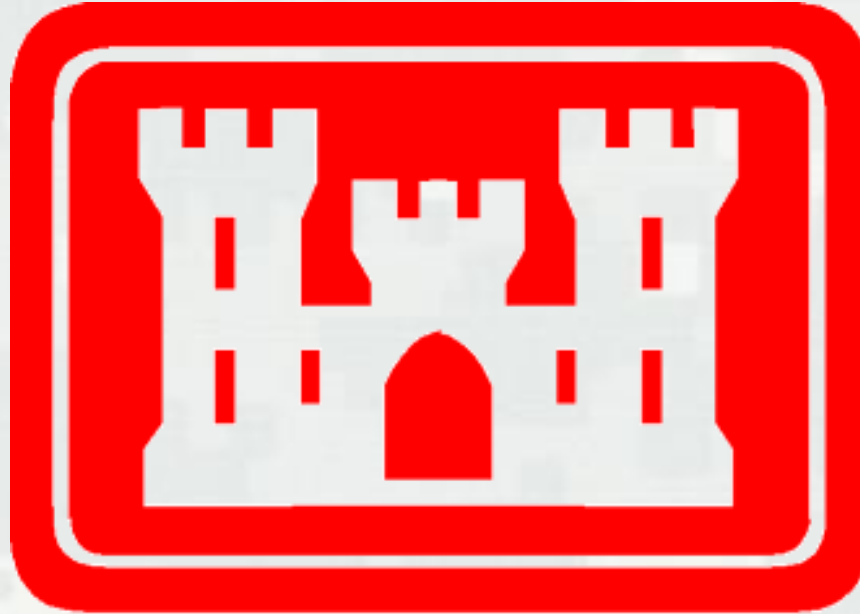
Kentuckiana Post SAME

Small Business Workshop: January 24, 2012

Louisville District Open House: January 25, 2012



Questions/Discussion



Serving our Military and the Nation

www.lrl.usace.army.mil

