

USACE ST. LOUIS DISTRICT 2023 SMALL BUSINESS INDUSTRY DAY

25 January 2023
9:00am – 5:00pm



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AGENDA – MORNING SESSION

- 9:00 – 9:10..... Opening Comments & Review of Agenda - **Ashanti Griffin** (Deputy, Small Business Programs)
- 9:10 – 9:30..... St. Louis District – **COL Kevin Golinghorst** (MVS District Commander)
- 9:30 – 9:50..... **Little Rock District – Lakisha Vance** (Deputy, Small Business Programs) - **Virtual**
- 9:50 – 10:10..... APEX Accelerator General Overview - **Theresa Ebeler** (APEX Accelerator of WIU)
- 10:10 – 10:30..... Rock Island District – **Troy Robbins** (Deputy, Small Business Programs)
- 10:30 – 10:50..... **Scott AFB DISA – Jessica Bathon-Logsdon** (DISA Office of Small Business Programs) - **Virtual**
- 10:50 – 11:00..... Break
- 11:00 – 11:20..... **EPA Region 7 - Jennifer Erickson** (Small Business Utilization Specialist) - **Virtual**
- 11:20 – 11:40..... **EPA Region 5 – Timothy Fischer** (Remedial Response Branch Manager) - **Virtual**
- 11:40 – 12:00..... National Park Service, Interior Regions 3,4,5 – **Martin Hauch** (Contracting Officer MO Major Acquisition Buying Office Lead)
- 12:00 – 12:20..... **SBA – CMR/PCR Overview - Deborah Crumity** (CMR) & **Maria Galloway** (PCR) - **Virtual**
- 12:20 – 12:40..... Scott AFB USTRANSCOM - **Rory Brooks** (USTRANSCOM, Small Business)
- 12:40 – 1:00..... Q&A / Closing Remarks



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AGENDA – AFTERNOON SESSION

Breakout Sessions

1:00 – 5:00..... 1 on 1 Capability Briefs (15min increments)

1:00 – 2:00..... Small Business Administration (Gary Alexander) – SBA's 8(a) Program

2:00 – 3:00..... DISA (Brenda Leonard) – How to Influence the Acquisition Decision

**3:00 – 4:00..... Contracting Panel - Successfully Partnering with the Government
(Aaron Sanford, Betty Foster, Jacob Prebianca, Garrett Fleming)**



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ONE-ON-ONE BRIEFINGS

Tables will be for the following: (Contractor has 15 min max)

St. Louis District

- **Operations (Lakes & Rivers)** – Garrett Fleming/Adam Ramesyer
- **Construction** – Jacob Prebianca/Mark Games/
Bryan McCabe/Caleb Linton
- **FUSRAP Construction** – William Viehweg/ Pedro Rosario Gonzalez
- **Environmental/FUSRAP** – Phillip Moser/Kevin Slattery/ Lou Pattan.
- **Cultural Resources** – Jennifer Riordan
- **Geospatial Engineering** – Keith Short/Ted Stanton
- **Ecosystem – UMRR & NESP** – Shane Simmons/ Brian Markert

- **NESP Lock & Dam 25 Project** – Elizabeth Norrenberns

Other District and Agencies

- **APEX Accelerator** – Don Robertson
- **SBA** – Deborah Crumity / Maria Galloway
- **Rock Island District** – Troy Robbins
- ~~Little Rock District – Lakisha Vance~~
- **NGA** - Mike Hummel / Angela Sherman
- **USTRANSCOM** – Rory Brooks
- ~~DISA – Jessica Bathon-Logsdon / Brenda Leonard~~



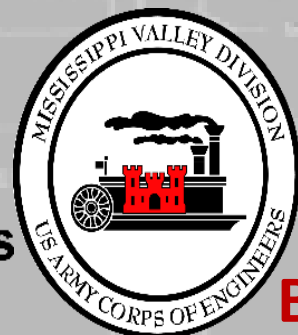
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US Army Corps Of Engineers St. Louis District (MVS) Overview

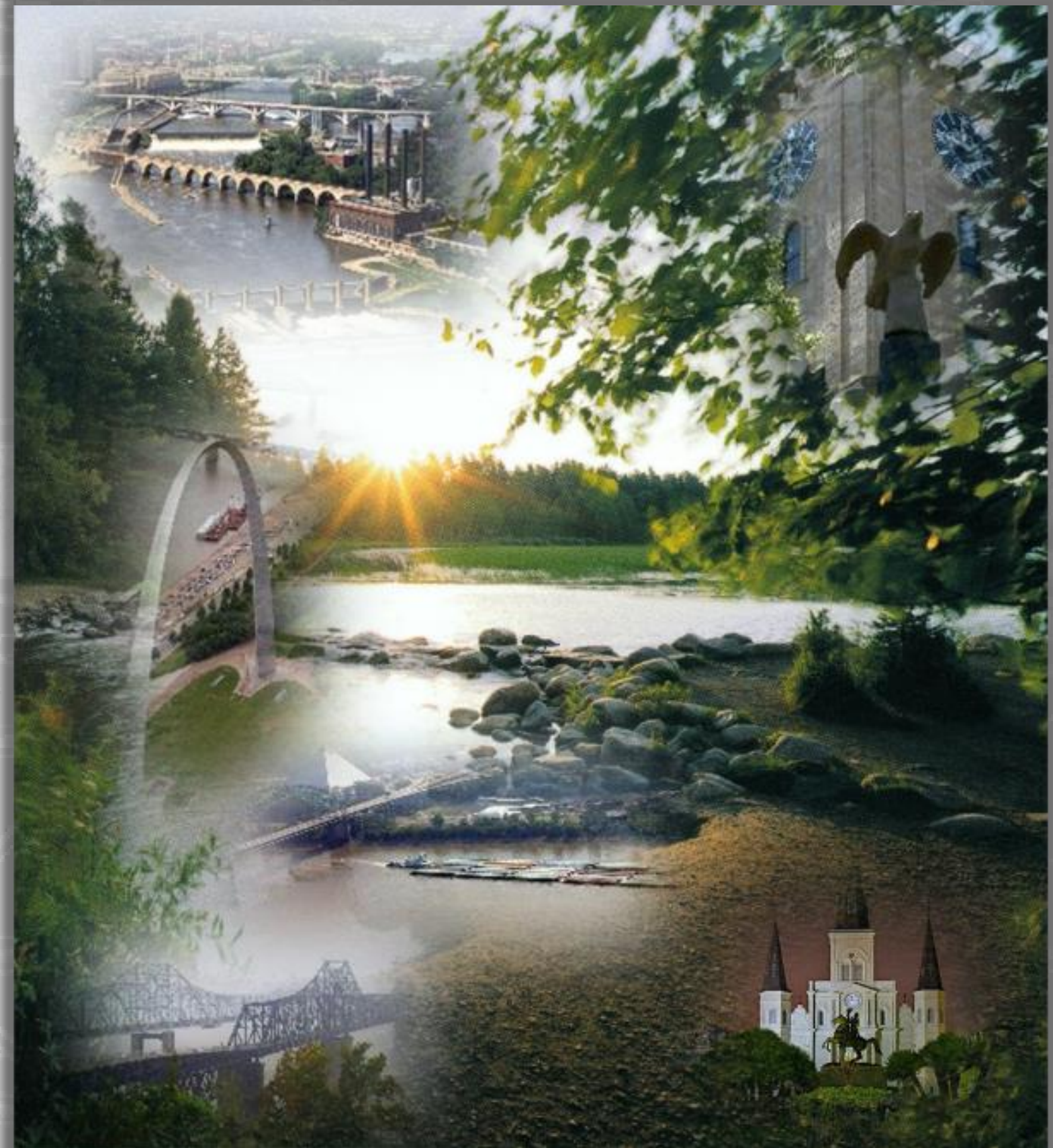
COL Kevin R. Golinghorst
Commander & District Engineer
USACE – St. Louis District



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BUILDING STRONG®

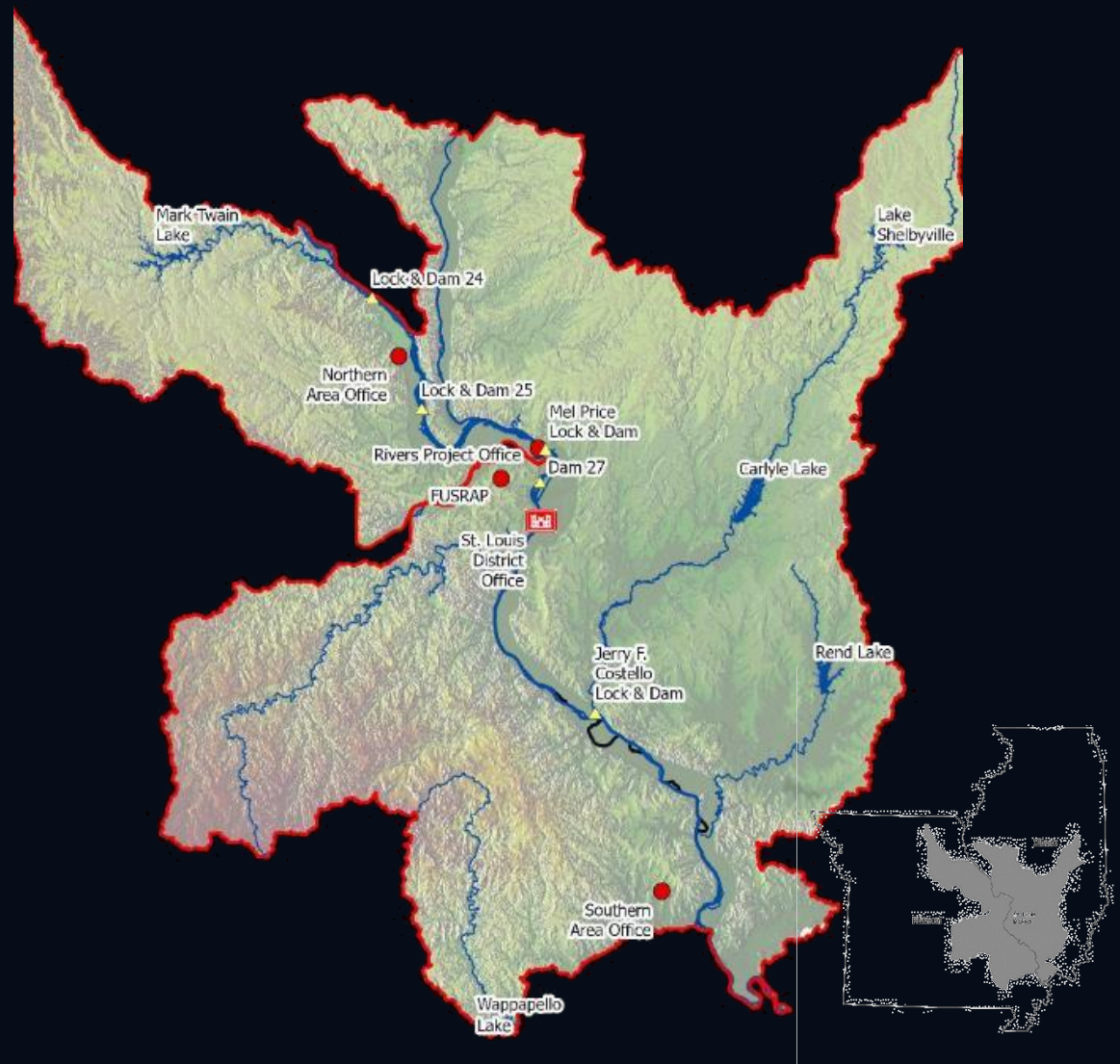


As of: 23 Jan 23

St. Louis District Mission – Value to the Nation

St. Louis District Corps of Engineers
The Gateway to Excellence

Mission – Provide engineering & water resource solutions that improve safety, energize the economy, sustain the environment & enhance the quality of life for those we serve through expertise, innovation & partnerships.



Navigation

- 3 rivers
- 5 lock and dam sites
- 416 miles of navigable channel
- 110M tons of commodities transferred annually
- Saving more than \$1B a year

Flood Risk Management

- 74 levee systems with 93 levee segments
- 750 miles of levees
- 5 Corps lakes

Ecosystem Restoration

- 21,000 acres restored
- 10,000 acres in design & feasibility
- 6,700 acres of habitat under construction

Recreation

- 9.1M visitors per year
- 120,000 acres of fishing, boating, and swimming
- 49 recreational use areas

Hydropower

- 58 MW production capability
- 20,000 households supplied with electricity

FUSRAP


- 1.4M cubic yard of contaminated soil removed
- 415 properties remediated



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St. Louis District



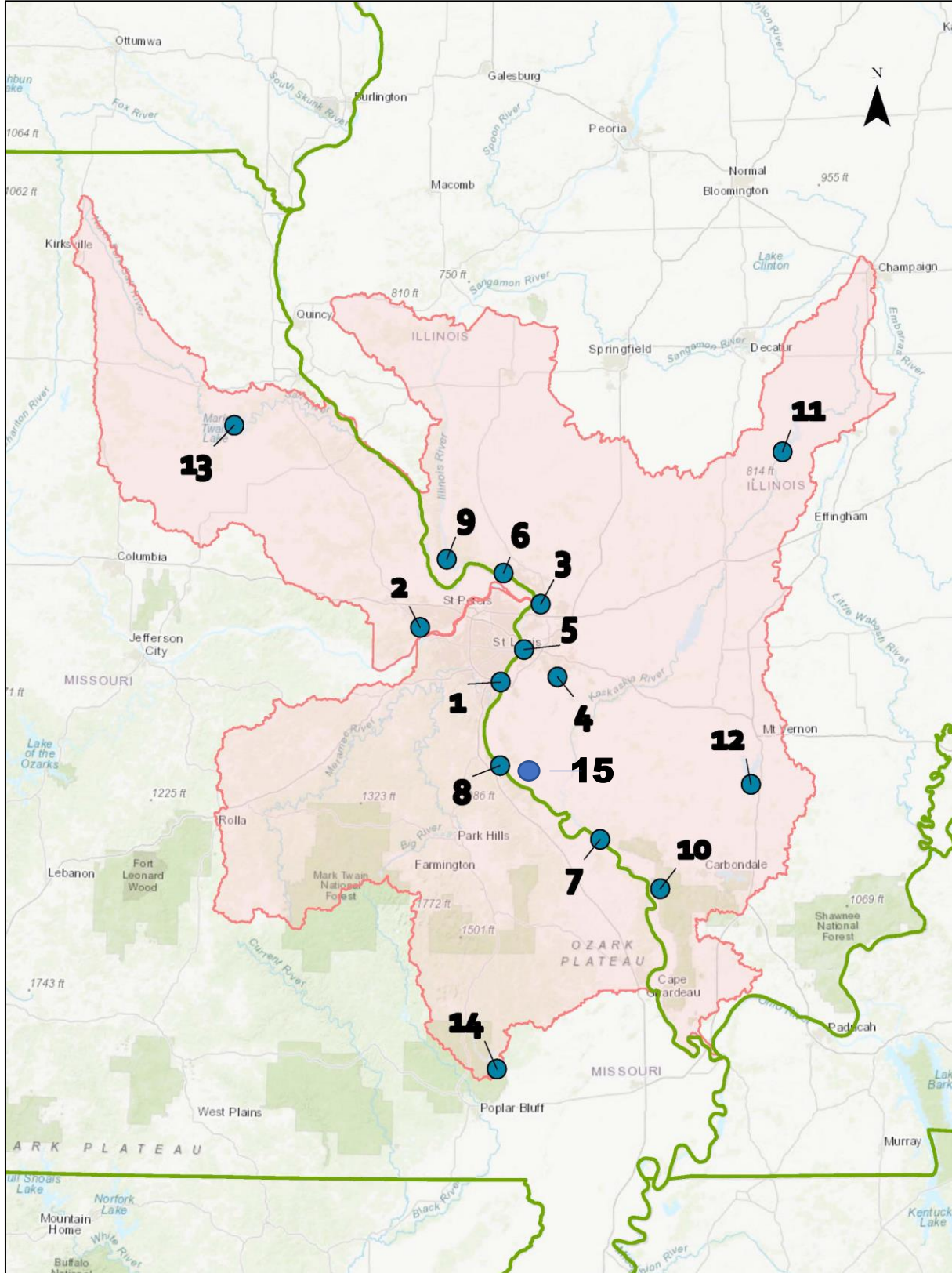
More that **700** veterans
Trained at **6** labs
With more than **91%**
Job and education placement rate
After graduation from the program!





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St. Louis District

FY23 St. Louis District (MVS) Budget



Appropriation	FY23 President's Budget	BIL*/DRSAA**	Total
Investigations	\$914K	\$83K	\$997K
Construction (including CAP)	\$23.7M	-	\$23.7M
Operations and Maintenance	\$176M	\$78.6M	\$254.6M
Mississippi Rivers and Tributaries	\$5M	-	\$5M
Regulatory	\$2.7M	-	\$2.7M
FUSRAP	\$35.5M	-	\$35.5M
Total	\$243.9M	\$78.7M	\$322.6M

*BIL – Bipartisan Infrastructure Law (Infrastructure Investment and Jobs Act), , 2022

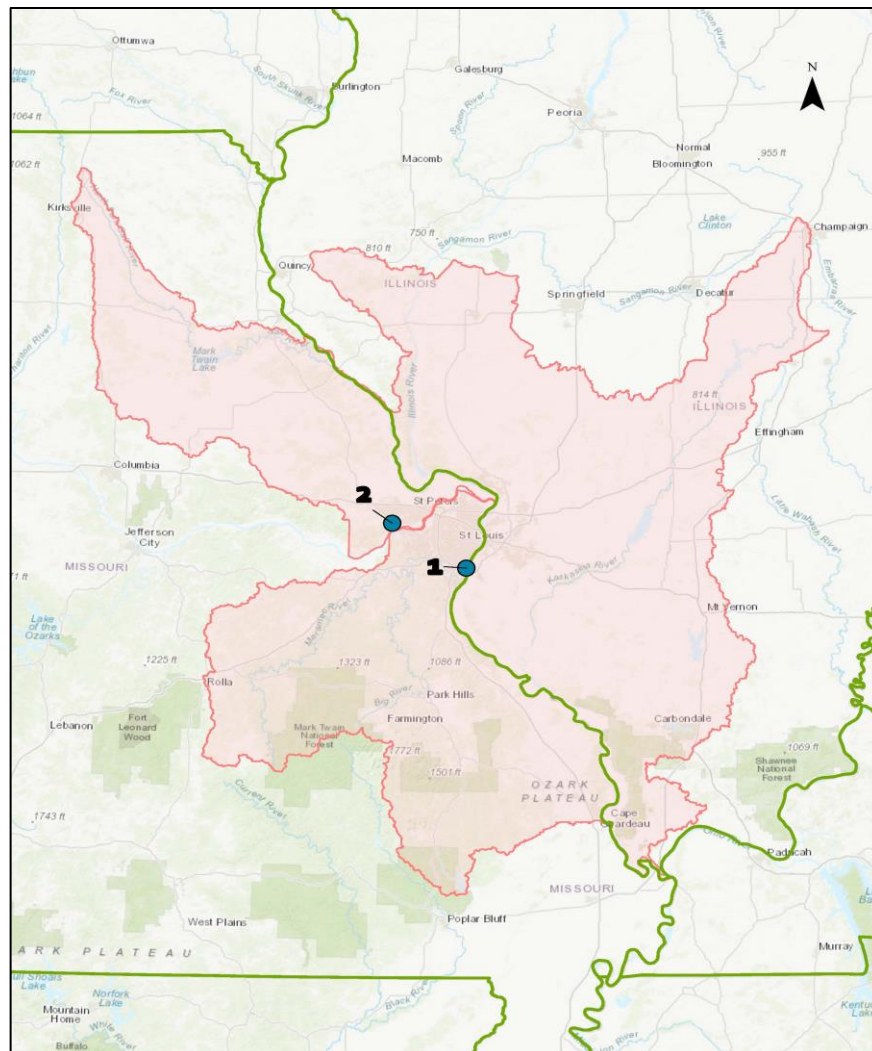
** DRSAA – Disaster Relief Supplemental Appropriations Act, 2022



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St. Louis District (MVS) Project List Missouri

#	Opportunity	Location	NAICS	Project Type	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award/IDV Type
1	VA Jefferson Barracks Cemetery Chapel Rehab	St. Louis County, MO	237990	Construction	2Q,FY23	3Q, FY23	\$1M-\$5M	Small Disabled Veteran Owned Business	Contract
2	DOE – New Staff Parking Lot	Weldon Springs, MO	238290	Construction	4Q,FY23	1Q,FY24	\$250k-\$500k	Small Business Set-Aside	FFP
2	DOE – PSB Lab Demo	Weldon Springs, MO	238910	Construction	4Q,FY23	1Q,FY24	\$500k-\$1M	Small Business Set-Aside	FFP



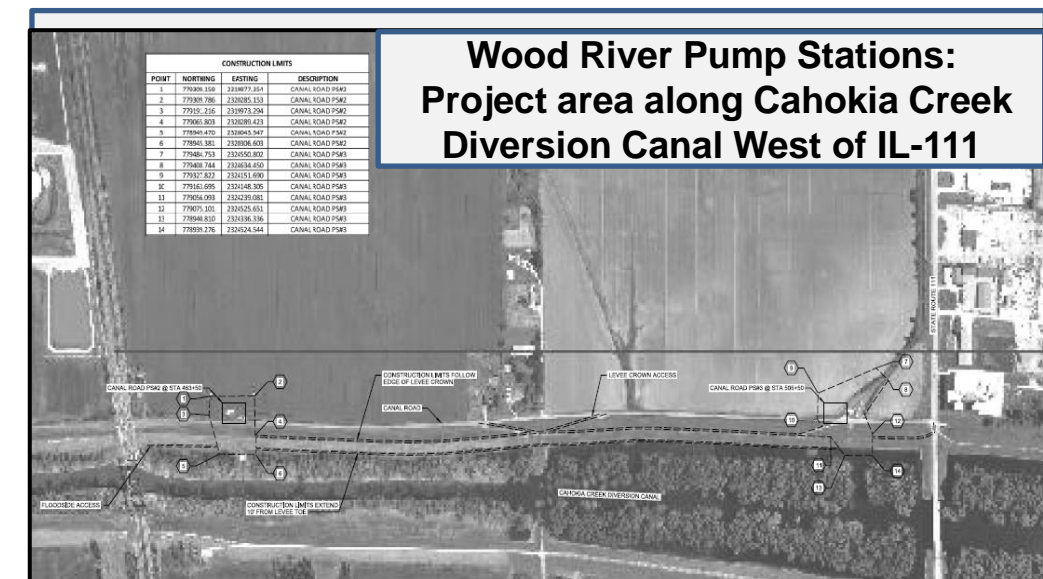
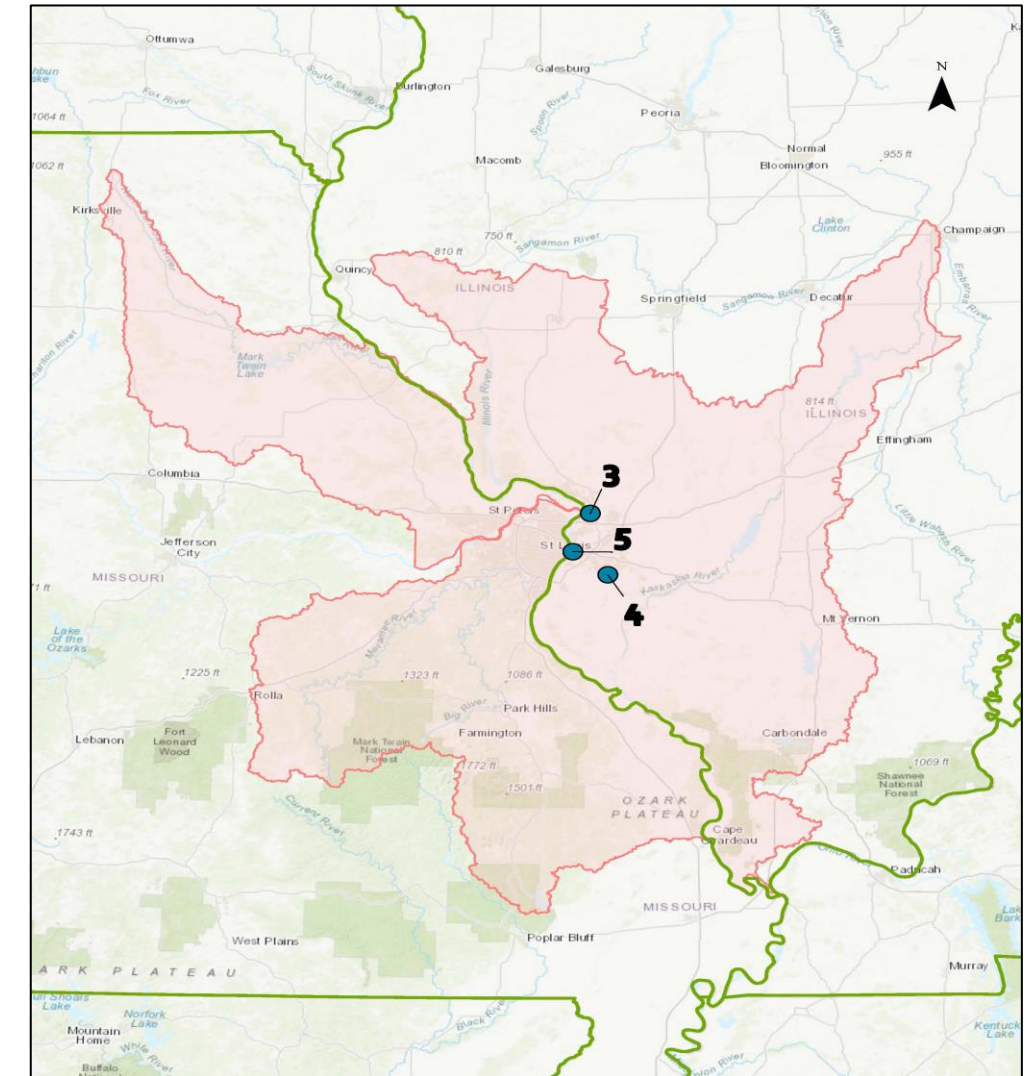
Cemetery Chapel at Jefferson Barracks: Rehabilitate Historic Chapel at Jefferson Barracks National Cemetery based on the Historic Structure Report which will apply the Secretary of the Interior Standards for Preservation and/or Restoration for the exterior and the Standards for Rehabilitation and/or Preservation for interior features.



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St. Louis District (MVS) Project List Illinois

#	Opportunity	Location	NAICS	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award /IDV Type
3	Wood River Pump Station - Modification	Wood River, IL	237990	3Q,FY23	4Q,FY23	\$1M-\$5M	TBD	IFB
	Regulating Works, Dikes & Revetment	Multiple	237990	3Q, FY23	4Q,FY23	\$25M-\$100M	Unrestricted	SATOC
4	Belleville East Creek Sewer Separation	Belleville, IL	237110	4Q, FY23	1Q,FY23	TBD	TBD	TBD
5	ESTL DD BP 12 PH Veolia RW	East St. Louis, IL	237990	4Q, FY24	1Q, FY25	TBD	TBD	TBD
5	ESTL DD BP 14 Ph 2 Berms	East St. Louis, IL	237990	3Q, FY24	4Q, FY24	TBD	TBD	IFB
3	State Street Sewer Separation	Wood River, IL	237110	4Q, FY23	1Q, FY24	TBD	TBD	TBD
1	Combined Sewer Overflow Rehabilitations	St. Louis, MO	237110	4Q, FY23	1Q, FY24	TBD	TBD	TBD4



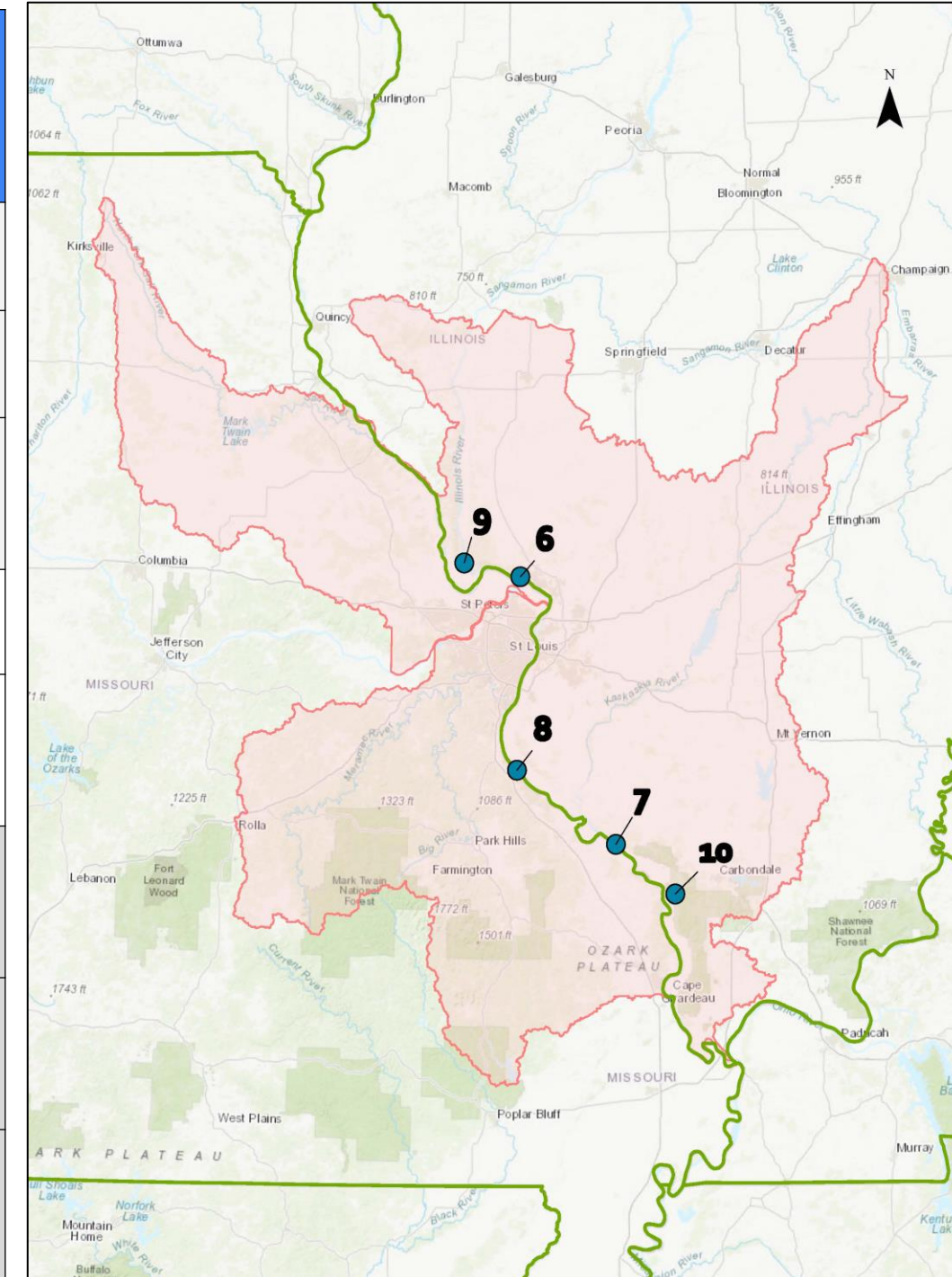


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St. Louis District (MVS) Project List

UMRR Requirements

#	Opportunity	Location	NAICS	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award /IDV Type
	UMRR HREP Construction IDIQ	Multiple	TBD	1Q, FY24	2Q, FY24	\$50M-\$100M	Unrestricted	SATOC
7	UMRR Crains Island Stage II Construction IDIQ	Chester, IL	TBD	3Q, FY23	1Q, FY24	\$5M-\$10M	TBD	IDIQ
8	UMRR Harlow Island Stage I Construction IDIQ	Plattin Township, MO	TBD	1Q, FY24	2Q, FY24	\$1M-\$5M	TBD	IDIQ
9	UMRR Swan Lake Flood Damage Rehabilitation	Swan Lake, IL	TBD	1Q, FY24	TBD	\$1M-\$5M	TBD	IFB
10	UMRR Oakwood Bottoms Well Installation	Grand Tower Township, IL	237990	TBD	TBD	TBD	Small Business Set-Aside	IDIQ
10	UMRR Oakwood Bottoms Pump Station	Grand Tower Township, IL	237990	TBD	TBD	TBD	Small Business Set-Aside	IDIQ
10	UMRR Oakwood Bottoms North Units	Grand Tower Township, IL	237990	TBD	TBD	TBD	Small Business Set-Aside	IDIQ
10	Oakwood Bottoms South Units	Grand Tower Township, IL	237990	TBD	TBD	TBD	Small Business Set-Aside	TBD





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St. Louis District (MVS) Project List

FUSRAP/IAAAP/EPA

Opportunity	NAICS Code	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award / IDV Type
HTRW/FUSRAP Verification and Laboratory Services	562910	1Q, FY23	2Q, FY23	\$25M-\$100M	Unrestricted	SATOC
FUSRAP St. Louis Sites T&D	562211	3Q, FY23	1Q, FY24	\$25M-\$100M	TBD	BPA
FUSRAP St. Louis Sites Remediation Services	562910	1Q, FY24	2Q, FY24	\$25M-\$100M	Small Business Set-Aside	SATOC
Iowa Army Ammunition Plant (IAAAP) - OU-8/OU-1 Remediation Contract	562910	2Q, FY23	3Q, FY23	\$10M-\$25M	8(a)	SATOC
EPA R7 - Big River In-Stream Pilot Project	TBD	4Q, FY23	1Q, FY24	\$1M-\$5M	Small Business Set-Aside	FFP
Environmental Laboratory Services	541620	2Q, FY23	4Q, FY23	\$10M-\$25M	Small Business Set-Aside	SATOC

Eagle Zinc



S3 Sorter system



Air Monitoring Station



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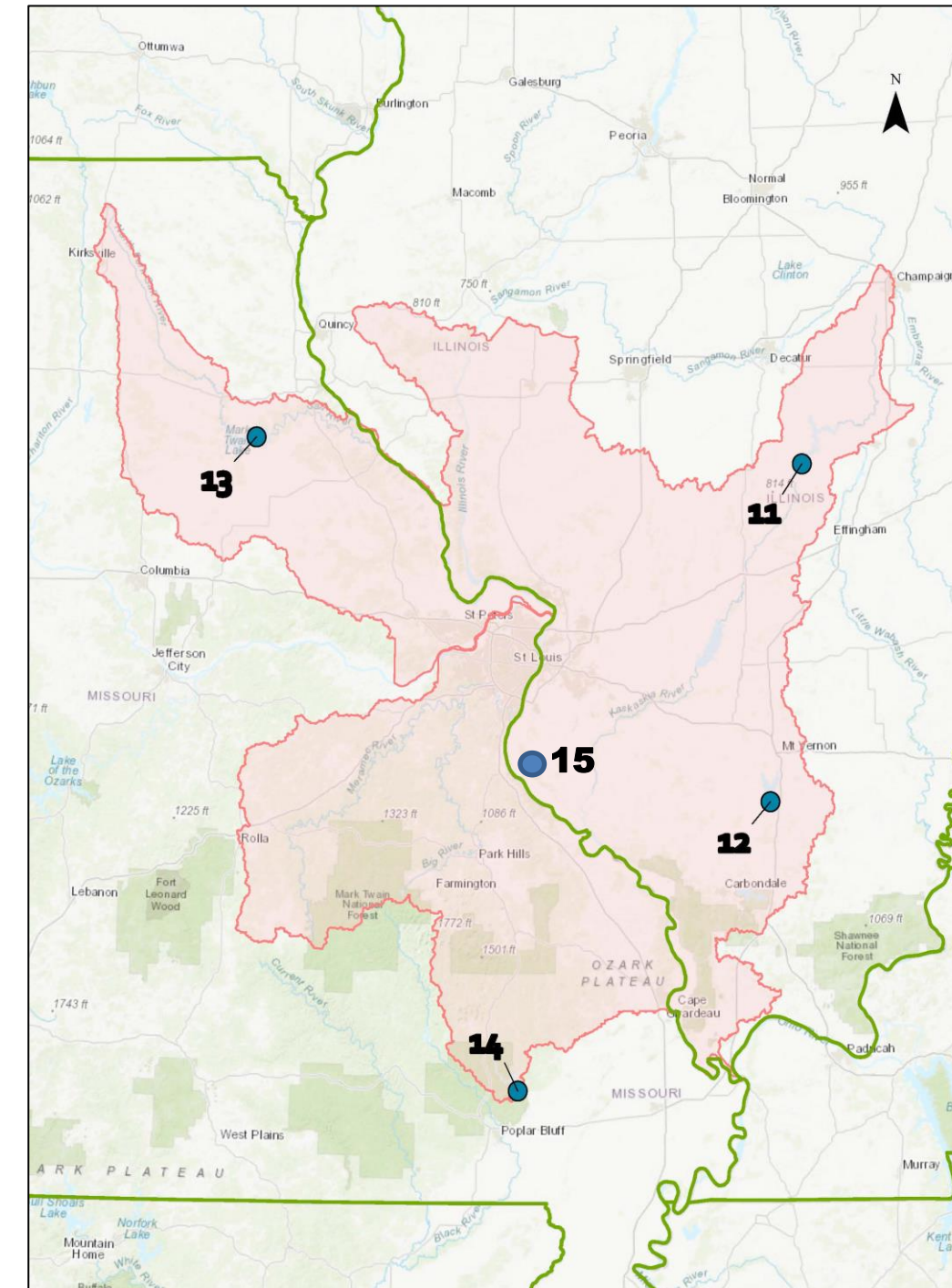


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St. Louis District (MVS) Project List

Operations – Lakes and Rivers (Missouri & Illinois)

#	Opportunity	Location	NAICS	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award /IDV Type
11	Shelbyville - NEW Park Rehab (Fac Maint) IDIQ	Shelbyville, IL	2337900	3Q, FY23	4Q, FY23	\$25M-\$100M	Small Business Set-Aside	IDIQ
11	Shelbyville - New Cleaning Contract	Shelbyville, IL	561720	2Q, FY23	3Q, FY23	\$1M-\$5M	TBD	TBD
11	Shelbyville - NEW Roads/Parking IDIQ	Shelbyville, IL	237310	3Q, FY23	4Q, FY23	\$1M-\$5M	Small Business Set-Aside	IDIQ
12	Rend Lake - New Mowing Contract-LPTA	Benton, IL	561730	2Q, FY23	3Q, FY23	\$1M-\$5M	TBD	IDIQ
12	Rend Lake - Bridge Painting	Benton, IL	237990	3Q, FY23	4Q, FY23	\$1M-\$5M	TBD	TBD
15	JFC Tainter Gates – Re-solicitation	Modoc, IL	237990	2Q, FY23	3Q, FY23	\$5M-\$10M	Unrestricted	IFB



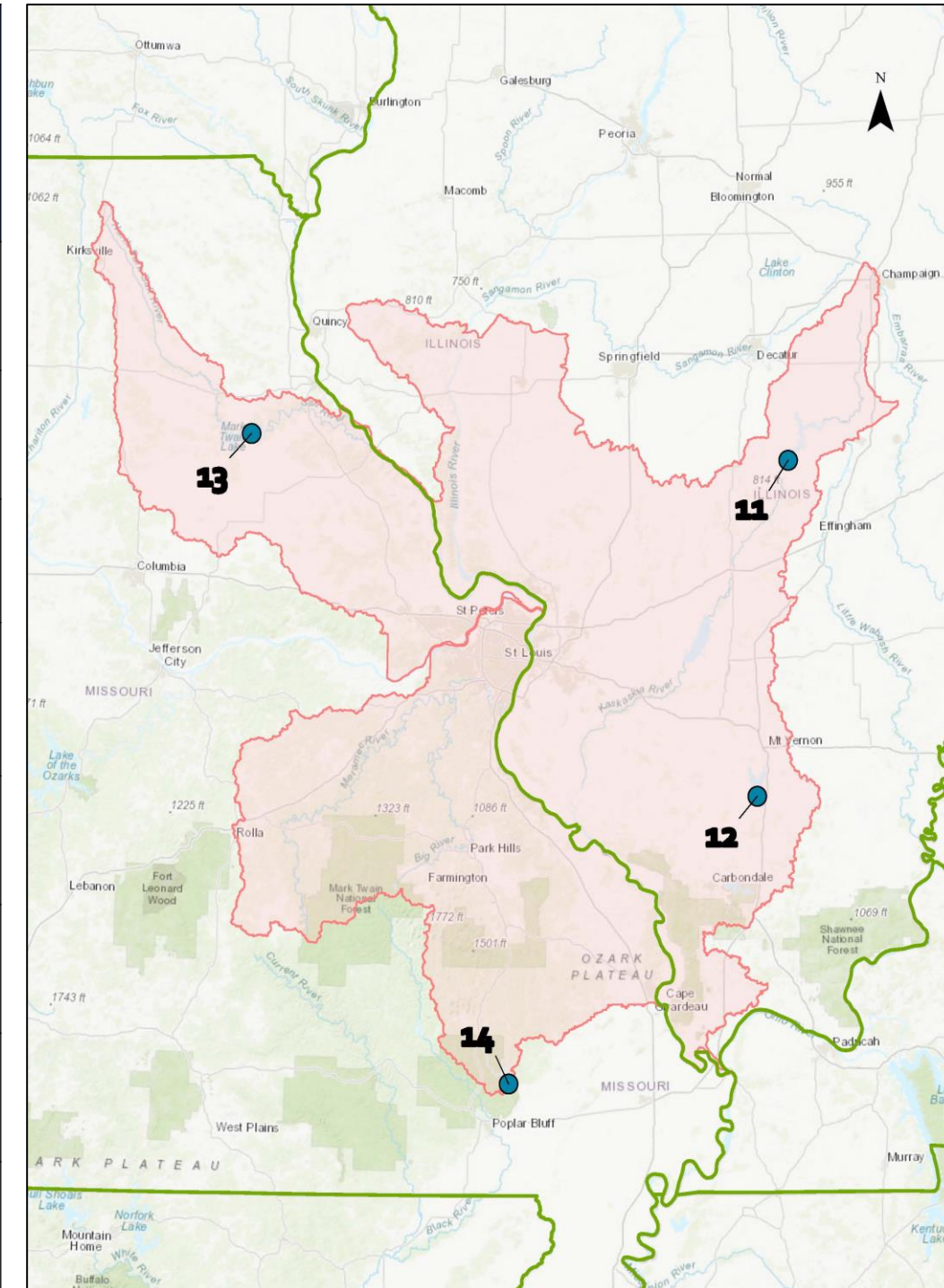


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St. Louis District (MVS) Project List

Operations – Lakes and Rivers (Missouri & Illinois)

#	Opportunity	Location	NAICS	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award /IDV Type
13	New Refuse Removal Services - Mark Twain	Monroe City, MO	562998	1Q, FY23	1Q, FY23	\$500K-\$1M	Small Business Set-Aside	TBD
14	Wappapello Lake - Park Cleaning	Wappapello, MO	561720	TBD	TBD	\$500K-\$1M	TBD	IDIQ
14	Wappapello Lake - Lands Management	Wappapello, MO	115112	TBD	TBD	\$1M-\$5M	Small Business Set-Aside	TBD
14	Wappapello Lake - Facility Infrastructure Construction & Maintenance IDIQ	Wappapello, MO	237990	2Q, FY23	3Q-4Q, FY23	\$10M-\$25M	Small Business Set-Aside	IDIQ
	Rivers Project Tree Planting IDIQ	MO & IL	561730	2Q, FY23	3Q, FY23	\$500K-\$1M	TBD	MATOC
	Service Base Doors BPA	MO & IL	332321	2Q, FY23	3Q, FY23	\$250K-\$500K	Small Business Set-Aside	BPA
13	Mark Twain Refuse Removal Services	Mark Twain Lake, MO	562998	3Q, FY23	4Q, FY23	\$500K-\$1M	Small Business Set-Aside	IDC
13	Mark Twain John Spalding Sewer Rehab	Mark Twain Lake, MO	237990	3Q, FY23	4Q, FY23	\$1M-\$5M	TBD13	TBD





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St. Louis District (MVS) Project List Work for Others

Opportunity	Location	NAICS	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award/IDV Type
Rio Guanajibo, Puerto Rico Flood Protection Project	Puerto Rico	TBD	1Q, FY26	2Q, FY26	\$100M-\$250M	Unrestricted	SATOC



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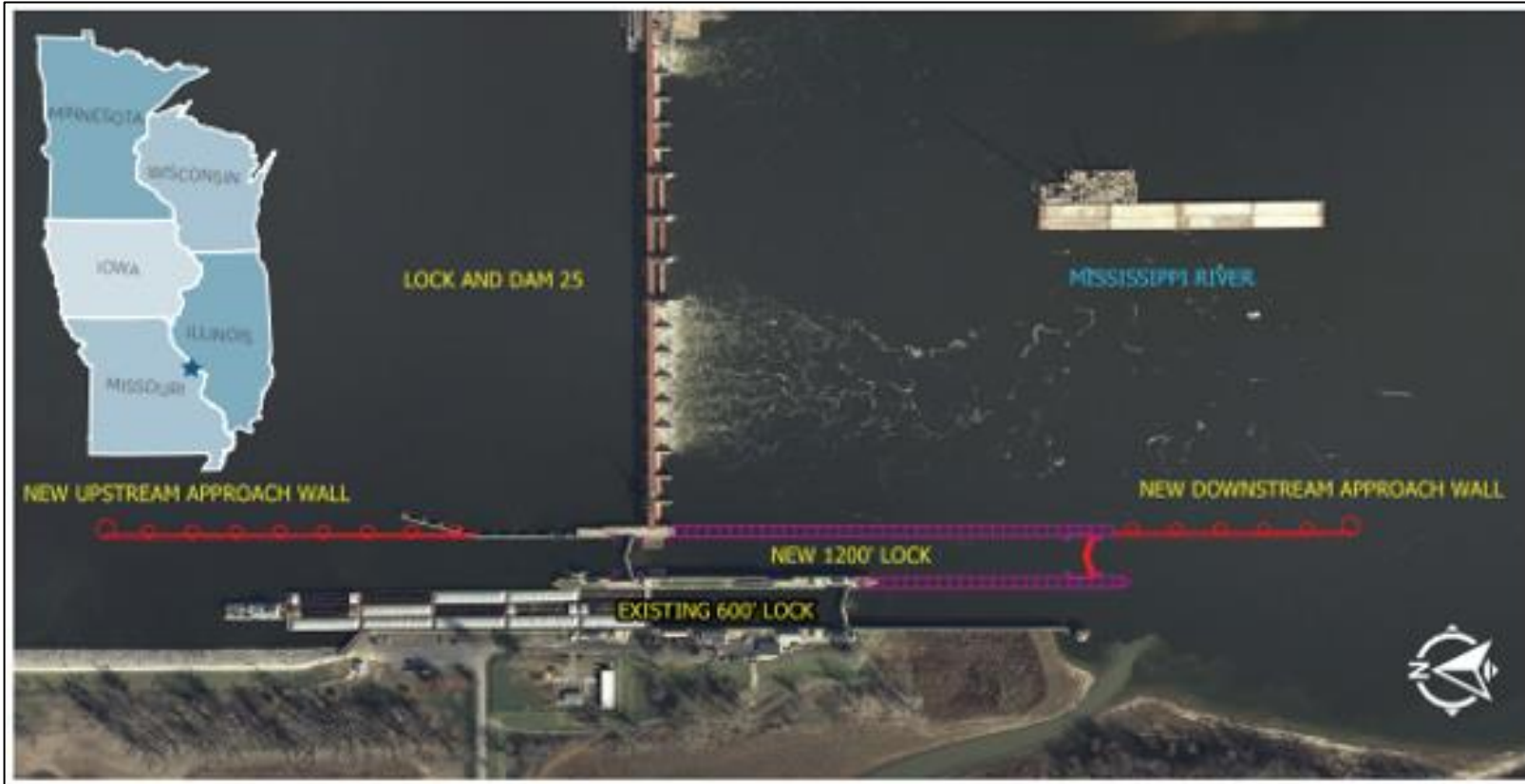




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FY23 Bipartisan Infrastructure Law (BIL) Projected Projects - Missouri

Opportunity	Location	NAICS	Release Date (Qtr)	Anticipated Award Date	Cost Range	Acquisition Strategy	Award/IDV Type
NESP Lock & Dam 25 Expansion – Pre-Construction	Winfield, MO		3Q, FY23	2Q, FY24		ECI	SATOC



BIL: \$732M is for the NESP L25 new 1200ft Lock project. NESP, or Navigation and Ecosystem Sustainability Program, is an authorized, multi-purpose program that contains projects across three USACE districts (MVP, MVR, MVS) to get at improved Navigation Efficiency and additional Ecosystem Restoration on the Upper Mississippi and Illinois Rivers. High points of the program include 7 new 1200ft locks at existing facilities. L25 is the first of those new locks to be funded. Look for more information later in this presentation on L25 as we will be awarding an initial construction contract yet this year but will also be looking to engage the construction industry on overall delivery strategy later this year as well.

Small Business Program – FY22

Achievement / Dollars Obligated	Small Business	Small Disadvantage Business	Women Owned Small Business	Service Disabled Veteran Owned Small Business	HUBZone Small Business
Awarded Actions	724	275	290	36	39
Achievements	63.1709%	22.7952%	12.9855%	8.5248%	6.0044%
Dollars Obligated	\$159,333,601.63	\$57,495,473.76	\$32,752,795.14	\$21,501,908.20	\$15,144,789.20

Total Actions: **951**

Total Small Business Actions: \$252,226,427.14

Small Business Program – Current FY23 Goals

Achievement / Dollars Obligated	Small Business	Small Disadvantage Business	Women Owned Small Business	Service Disabled Veteran Owned Small Business	HUBZone Small Business
Current	53.00%	16.50%	19.00%	3.00%	8.00%
Current Stats (as of 20JAN)	31.63%%	23.88%	13.53%	0.49%	5.69%



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FY22 – Top 5 NAICS Codes For Small Business

Small Business \$ by Top NACIS Codes

NAICS Codes	Description	SB \$
237990	Other Heavy & Civil Engineering Construction	\$73,017,311
541370	Surveying and Mapping (Except Geophysical) Services	\$14,946,068
541720	Research & Development in the Social Sciences and Humanities	\$8,677,476
561730	Landscaping Services	\$6,834,257
562910	Remediation Services	\$30,863,609
Total		\$134,338,721

Small Disadvantage \$ by Top NACIS Codes

NAICS Codes	Description	SDB \$
237990	Other Heavy & Civil Engineering Construction	\$32,887,585
541330	Engineering Services	\$4,303,451
541620	Environmental Consulting Services	\$2,747,047
561730	Landscaping Services	\$5,826,039
541720	Research & Development in the Social Sciences and Humanities	\$2,171,918
Total		\$47,936,040

FY22 – Top 5 NAICS Codes For Small Business

Service-Disabled Veteran Owned \$ by Top NACIS Codes

NAICS Codes	Description	SDVOSB \$
237990	Other Heavy & Civil Engineering Construction	\$20,538,442
221310	Water Supply and Irrigation Systems	\$279,475
541430	Graphic Design Services	\$444,721
561210	Facilities Support Services	\$140,785
561720	Janitorial Services	\$41,364
Total		\$21,444,787

Women Owned Small Business \$ by Top NACIS Codes

NAICS Codes	Description	WOSB \$
237990	Other Heavy & Civil Engineering Construction	\$20,952,852
324110	Petroleum Refineries	\$4,541,264
541620	Environmental Consulting Services	\$37,473,659
541720	Research & Development – Social Sciences & Humanities	\$27,514,650
561730	Landscaping Services	\$5,116,188
Total		\$95,598,613

FY22 – Top 5 NAICS Codes For Small Business

HubZone \$ by Top NACIS Codes

NAICS Codes	Description	HubZone SB \$
237990	Other Heavy & Civil Engineering Construction	\$32,855,096
541330	Engineering Services	\$1,121,433
541370	Surveying and Mapping (except Geophysical) Services	\$1,700,008
541620	Environmental Consulting Services	\$2,747,047
562910	Remediation Services	\$17,800,208
Total		\$56,223,792



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Interested in Doing Business with Us

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St. Louis District

MVS Points of Contact

Col. Kevin Golinghorst, District Commander

LTC Thomas "Jason" Sears, Deputy Commander

John Peukert, Chief, Programs and Project Mgt.
(314) 331-8012

Dave Busse, Chief, Engineering-Construction Division
(314) 331-8202

Lou Dell'Orco, Chief, Operations Division
(314) 331-8100

Tony Jones, Chief, Construction Branch
(314) 331-8130

Aaron Sanford, Chief, Contracting Division
(314) 331-8500

Ashanti Griffin, Deputy of Small Business Programs
(314) 331-8181

1. Register in the System for Award Management database. <https://www.sam.gov>
It is MANDATORY that all vendors be registered under the SAM program.
2. Search Contract Opportunities by going to SAM and select:
 - Search → Any Words → **W912P9** for St. Louis
3. Complete the appropriate forms stated or provided in the synopsis or solicitation.
4. Visit the St. Louis District website in order to learn about the missions and the types of services/supplies we procure.
 - St. Louis District: <https://www.mvs.usace.army.mil/>
5. If you are a small or small disadvantaged business, call, email or visit the St. Louis District's Deputy for Small Business Programs to discuss your firm's capabilities, interest and capacities to perform.
 - Ashanti.d.browngriffin@usace.army.mil, 314-331-8181



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-  Facebook.com/TeamSaintLouis
-  Twitter.com/TeamSaintLouis
-  Youtube.com/TeamSaintLouis
-  Instagram.com/TeamSaintLouis_USACE
-  mvs.usace.army.mil
-  teamstl-pao@usace.army.mil





FY23 Industry Outreach Events

Industry Outreach	Dates
SITE Infrastructure Expo	February 28 (St Charles Conv Center)
MVD-AGC Partnering Meeting	February 2023
Scott Field Post SAME Industry Day	April 2023
Rock Island Post SAME Industry Day	June 2023
St. Louis Industry Day	
Memphis District	15 February 2023
St. Paul District	16 February 2023
Rock Island District	22 March 2023
Vicksburg District	27 April 2023
New Orleans District	25 May 2023



System of Award Training



The St. Louis District Office of Small Business Programs will be partnering with the Missouri APEX Accelerator to host a virtual System for Award Management (SAM.gov) Training

This training will take place on **February 1st at 10:30am.**

Please register for the training at the following link:

<https://www.eventbrite.com/e/system-for-awards-management-training-usace-stl-apex-tickets-520165337527>



Questions



LITTLE ROCK DISTRICT SMALL BUSINESS PROGRAM

Kisha Vance
Deputy, Office of Small Business Program



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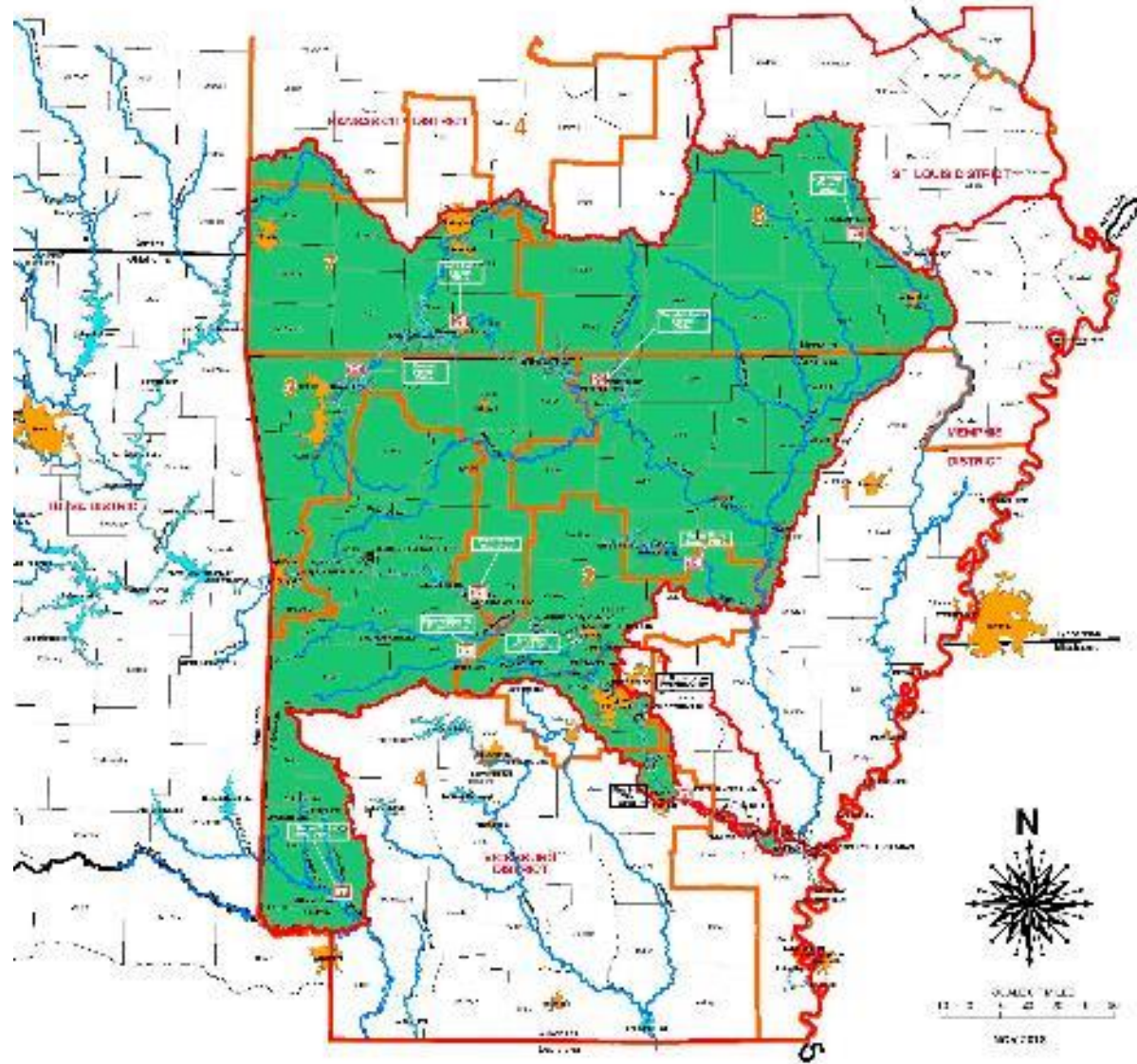


Lakisha Vance

Little Rock District Small Business Deputy

Mrs. Lakisha Vance is a native of Little Rock. In 2019, Vance received a promotion as the Small Business Deputy for the Little Rock District. Mrs. Vance has worked in various positions with areas of responsibilities progressively advancing in her career at USACE since 2008. She worked 4 years as a Contract Specialist and served 7 years as a Contracting Officer for the Civil Works, Military and Medical Support Branch, responsible for the district most significant procurements. Vance works with District leadership, Project Delivery Teams, and the business community to maximize small business contributions.

Mrs. Vance holds a bachelor's degree in Business Administration from Philander Smith College and a Master of Business Administration degree from Webster University. She and her husband have three sons: Jay, Samuel, and Samson.



Little Rock District

Southwestern Division

Fort Worth District – Alisa.Marshall@usace.army.mil

Galveston District – Kay.J.Riplinger-Baltz@usace.army.mil

Little Rock District – Lakisha.D.Vance@usace.army.mil

Tulsa District - Gene.Snyman@usace.army.mil

Boundaries:

- Military – State of Arkansas
- Civil – Arkansas, White, Little Rivers



LITTLE ROCK DISTRICT MISSIONS/BUSINESS LINES



Flood Risk Reduction



Navigation



Hydropower



Water Supply



Environmental Stewardship



Recreation



Military Installation Support



Interagency and International Services (IIS)



Medical Support Teams



Disaster Response



CIVIL WORKS – OPERATIONS & MAINTENANCE

Park Attendant (75 to 100 contracts) (SB)

- Value: < or equal to \$100K ea.
- Acquisition Strategy: Service
- Anticipated Solicitations: FY23Q1-Q3
- Anticipated Awards: FY23Q2-Q4

Mowing (10 to 13 contracts) (SB)

- Value: < or equal to \$2M ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q2
- Anticipated Award: FY23Q3-Q4

Janitorial (10 to 15 contracts) (SB)

- Value: < or equal to \$500K ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q2
- Anticipated Award: FY23Q3-Q4

Maintenance (1 to 5 contracts) (SB)

- Value: < or equal to \$1M ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q1-Q3
- Anticipated Award: FY23Q2-Q4

Boundary Line Maintenance (1-5 contracts)

- Value: \$75K - \$300K ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q1-Q3
- Anticipated Award: FY23Q2-Q4

Pest Control (1 to 5 contracts) (SB)

- Value: < \$100K ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q1-Q2
- Anticipated Award: FY23Q2-Q3

*SB – Anticipated to be solicited to small businesses



CIVIL WORKS – OPERATIONS & MAINTENANCE

Aquatic Vegetation Herbicide (SB)

- Value: <\$100K
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q2
- Anticipated Award: FY23Q4

Paving (1-3) (SB)

- Value: < or equal to \$500K
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q1-Q2
- Anticipated Award: FY23Q3-Q4

Plumbing (1 to 3 contracts) (SB)

- Value: < or equal to \$100K ea.
- Acquisition Strategy: Service
- Anticipated Solicitations: FY23Q3
- Anticipated Awards: FY23Q4

Electrical (1 to 2 contracts) (SB)

- Value: < or equal to \$100K ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q3
- Anticipated Award: FY23Q4

Tree Maintenance (8 to 10 contracts) (SB)

- Value: < or equal to \$250K ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q2
- Anticipated Award: FY23Q3

Solid/Liquid Waste Removal (2 to 5 contracts) (SB)

- Value: < or equal to \$500K ea.
- Acquisition Strategy: Service
- Anticipated Solicitation: FY23Q2-Q3
- Anticipated Award: FY23Q3-Q4

*SB – Anticipated to be solicited to small businesses



CIVIL WORKS – NON-ROUTINE OPERATION & MAINTENANCE

Installing 110' Stoplog Cuts and Cofferdam Modification

- Values: \$5M - \$10M.
- Acquisition Strategy: Design/Bid/Build
- Anticipated Solicitations: FY23Q4
- Anticipated CONSTRUCTION Awards: FY23Q4

Replace Bridge Bearings at Norfolk Spillway Bridge

- Values: \$1.5M – \$2M
- Acquisition Strategy: Design/Bid/Build
- Anticipated Solicitations: FY23 Q3
- Anticipated CONSTRUCTION Awards: FY23 Q4

Sluice Gate Rehab at Bull Shoals Dam

- Values: \$5M – \$6M
- Acquisition Strategy: Design/Bid/Build
- Anticipated Solicitations: FY23 Q3
- Anticipated CONSTRUCTION Awards: FY23 Q4

Gantry Crane Mechanical Rehabilitation at Clearwater Dam

- Values: \$250k – \$1M
- Acquisition Strategy: RFP
- Anticipated Solicitations: FY23 Q3
- Anticipated Award: FY23 Q4

Paint Embedded Steel Rails/Liners at Clearwater Dam

- Values: \$1M – \$5M
- Acquisition Strategy: RFP\
- Anticipated Solicitations: FY23 Q3
- Anticipated Award: FY23 Q4

Tainter Gate Rehab at Arthur V. Ormond Dam

- Values: \$5M – \$10M
- Acquisition Strategy: RFP
- Anticipated Solicitations: FY23 Q4
- Anticipated Award: FY23 Q4

*SB – Anticipated to be solicited to small businesses



CIVIL WORKS – NON-ROUTINE OPERATION & MAINTENANCE

Three Rivers – Phase Two

- Value: \$80M to \$100M
- Acquisition Strategy: Phase 2 Design/Bid/Build (MATOC)
- Anticipated Solicitations: FY23Q2
- Anticipated CONSTRUCTION Awards: FY23Q3

Seal Cracks on Bridge at Table Rock Lake

- Value: \$150k to \$250k
- Acquisition Strategy: RFP
- Anticipated Solicitations: TBD
- Anticipated CONSTRUCTION Awards: FY23Q4

Elevator Rehabilitation at Norfolk Dam

- Value: \$250k to \$700k
- Acquisition Strategy: RFP
- Anticipated Solicitations: TBD
- Anticipated CONSTRUCTION Awards: FY23Q4

Rehab Distribution Panels and Breakers at Norfolk

- Value: \$100k to \$500k
- Acquisition Strategy: RFP
- Anticipated Solicitations: TBD
- Anticipated CONSTRUCTION Awards: FY23Q4

Monolith Repair at Bull Shoals Dam

- Value: \$250k to \$700k
- Acquisition Strategy: RFP
- Anticipated Solicitations: TBD
- Anticipated CONSTRUCTION Awards: FY23Q4

Rehabilitate Gate Equipment at Greers Ferry Dam

- Value: \$0.5M to \$1.5M
- Acquisition Strategy: RFP
- Anticipated Solicitations: TBD
- Anticipated CONSTRUCTION Awards: FY23Q4

*SB – Anticipated to be solicited to small businesses



CIVIL WORKS – HYDROPOWER

Norfolk – Major Rehab (1 – 2 contracts)

- Values: \$100K - \$2M.
- Potable Water and Fire Protection & Detection
- Acquisition Strategy: IFB and To Be Decided
- Anticipated Solicitations: FY23Q1 – Q4
- Anticipated CONSTRUCTION Awards: FY23-FY24

Norfolk – 480V Distribution Panels & Breakers, O&M

- Value: \$50k - \$250k
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY22Q2
- Anticipated CONSTRUCTION Award: FY22Q3

Table Rock- Bridge Crane Rehabilitation /Replacement

- Value: \$1M - \$5M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY24Q3
- Anticipated CONSTRUCTION Award: FY24Q4

Greers Ferry – Bridge Crane Replacement

- Value: \$1M - \$10M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY24Q3
- Anticipated CONSTRUCTION Award: FY24Q4

Dardanelle – Bridge Crane Rehabilitation /Replacement

- Value: \$1M - \$10M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY24Q4
- Anticipated CONSTRUCTION Award: FY25Q1

Bull Shoals Bridge Crane Replacement

- Value: \$1M - \$5M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY24Q1
- Anticipated CONSTRUCTION Award: FY24Q2

*SB – Anticipated to be solicited to small businesses



CIVIL WORKS – HYDROPOWER

Table Rock – Raw Water System Replacement

- Value: \$1M - \$5M
- Acquisition Strategy: LPTA (Design/Build)
- Anticipated Solicitation: FY24Q3
- Anticipated CONSTRUCTION Award: FY24Q4

Ozark – Runout Indicating Equipment Replacement

- Value: \$500K – \$1M
- Acquisition Strategy: Supply
- Anticipated Solicitation: FY23Q4
- Anticipated CONSTRUCTION Award: FY24Q1

Beaver – 480V, Switchgear, Motor Control Centers

- Value: \$1M – \$5M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY23Q2
- Anticipated CONSTRUCTION Award: FY23Q4

Table Rock – 480V, Switchgear, Motor Control Centers

- Value: \$1M – \$5M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY24Q2
- Anticipated CONSTRUCTION Award: FY24Q3

Ozark – 480V, Switchgear, Motor Control Centers

- Value: \$1M – \$5M
- Acquisition Strategy: MATOC (Design/Build)
- Anticipated Solicitation: FY24Q2
- Anticipated CONSTRUCTION Award: FY24Q3

Table Rock – Intake Gate Roller Chain Replacement, Gate 3

- Value: \$1M – \$5M
- Acquisition Strategy: Design/Bid/Build
- Anticipated Solicitation: FY24Q4
- Anticipated CONSTRUCTION Award: FY25Q1

*SB – Anticipated to be solicited to small businesses



MILITARY MISSIONS

Military Installation Support

- Construction

Interagency and International Services (IIS)

- VA, DoE etc.

63rd Readiness Division

- Facility Investment / Municipal Services (12-15M/year)

Defense Health Agency

- Construction
- Initial Outfitting
- Operations and Maintenance



MILITARY INSTALLATION SUPPORT

Little Rock AFB

Pine Bluff Arsenal

Fort Chaffee, Fort Smith, AR

- Ready Room renovation \$3M

Ebbing Field, Fort Smith, AR

- Hangar 202 renovation : \$2.3M
- Hangar 200 renovation \$10M
- Academic Training Center (ATC) 1: \$25M-\$35M
- Academic Training Center (ATC) 2: \$35M-\$40M



63RD READINESS DIVISION

Facility Investment Services

Preventive Maintenance and Service Calls:

- 1 in Arkansas/Oklahoma
- 2 in Texas
- 1 in Arizona/New Mexico/Nevada/Texas

Municipal Services (Janitorial / Grounds)

- 1 in Arizona/New Mexico/Nevada/Texas
- 2 in Southern California

Around \$7.5M to \$20.5M total capacity each



FY 21 & 22 SMALL BUSINESS ACHIEVEMENTS

Goals/ Achievements FY21	Small Business	Small Disadvantage Business	Service Disable Veteran Owned Small Business	Woman Owned Small Business	HUBZone Small Business
Goals	29%	19%	5%	3%	3%
Achievements	74.80%	57.23%	11.63%	3.40%	4.40%

Goals/ Achievements FY22	Small Business	Small Disadvantage Business	Service Disable Veteran Owned Small Business	Woman Owned Small Business	HUBZone Small Business
Goals	34%	24%	6%	3%	3%
Achievements	34.46%	25.73%	14.65%	1.11%	10.47%

(FY21 \$239M, obligated to SB \$177M)

(FY22 \$409M, obligated to SB \$141M)

Number of actions: 985, obligated to SB 828

FY23 SB Goals - TBD



District	FY 2019-2021 Top 10 NAICS = 91% of SWL Buy NAICS Code - Description	Total Dollars	% Total Dollars
SWL	236220 - Commercial & Institutional Bldg Construction	\$435M	52%
SWL	237990 - Other Heavy & Civil Engineering Construction	\$116M	14%
SWL	337127 - Institutional Furniture Mfg	\$92M	11%
SWL	561210 - Facilities Support Svcs	\$40M	5%
SWL	238220 - Plumbing, Heating & Air-Conditioning Contractors	\$19M	2%
SWL	237120 - Oil & Gas Pipeline & Related Structures Construction	\$15M	2%
SWL	541330 - Engineering Svcs	\$15M	2%
SWL	335312 - Motor & Generator Mfg	\$12M	1%
SWL	561730 - Landscaping Svcs	\$10M	1%
SWL	561720 - Janitorial Svcs	\$9M	1%



USA Spending

- Please click on the link: <https://www.usaspending.gov/>
- Select Award Search
- Select Advanced Search
- Select Keyword and type in your NAICS Code
- Select “All Fiscal Years” or “the desired year”
- Select Award ID and type in W9127S and select the magnifying glass (W9127S is the Little Rock District assigned locator)
- Select Submit Search



Adobe Acrobat
Document



ADDITIONAL INFORMATION

Small Business Office:

Email: dll-ceswdeputyforsmallbusiness@usace.army.mil

Website: <http://www.swl.usace.army.mil/Business-With-Us/Small-Business/>

Contracting Division Central Line: (501) 324-5720, Email: CESWL-IndustryDay@usace.army.mil

Website: <https://www.swl.usace.army.mil/Business-With-Us/Contracting/>

RESPOND to Sources Sought Notices / RFI's

Always update your SAM account www.sam.gov and Small Business Profile www.dsbs.sba.gov

Proposal retrieval and submission site changed to: **Procurement Integrated Enterprise Environment (PIEE)** <https://piee.eb.mil/>

DUN's Numbers are replaced with **UEI Number**

How to do Business with the Corps: <https://www.youtube.com/watch?v=yqRxf85MQaM>

Capability Briefings and Contracting Training are held on Tuesday mornings – *by appointment only.*

Why is this important? Vital to success of the District, educate and provide guidance to Small Business and Corps personnel and ensure all business entities can compete for USACE projects.



ANNUAL ARKANSAS REGIONAL INDUSTRY DAYS

- **Date and Location:** Date and location TBD
- **Day 1:** Presentations from multiple federal agencies
- **Day 2:** Capability Briefings
- Registration information will be posted under Special Notices, www.sam.gov (*W9127S*)
- Acquisition Tools



Adobe Acrobat
Document



UPCOMING CONFERENCES

St. Louis District Small Business Industry Day – Jan 25, 2023

4th Annual Houston Business Matchmaker - Mar. 3, 2023

SAME Ft. Worth Post SB Conference - May 2023

AR Small, Minority & Women Owned Business - May 2023



DISTRICT WEBSITES AND SOCIAL MEDIA OUTLETS

Social Media



<https://www.swl.usace.army.mil>



<https://www.youtube.com/user/USACELittleRock>



<https://www.facebook.com/littlerockusace/>



<https://www.instagram.com/usace.littlerock/?hl=en>



SB Email Blast:
dll-ceswldeputyforsmallbusiness@usace.army.mil

Mobile Device

Download the
USACE Little Rock
Mobile App





POINT OF CONTACTS

COMMANDER – COLONEL KNARR
DEPUTY COMMANDER – LTC WARREN



Contracting Division

Jonathan Sawrie

Jonathan.J.Sawrie@usace.army.mil



Programs & Project Mgt Division

Craig Pierce

Craig.R.Pierce@usace.army.mil



Operations Division

Chris Roark

Christopher.B.Roark@usace.army.mil



Engineering & Construction Division

DeJuan Carter

Dejuan.J.Carter@usace.army.mil



Regulatory Division

Sarah Chitwood

Sarah.L.Chitwood@usace.army.mil



Emergency Management Division

Jim Marple

Jimmy.D.Marple@usace.army.mil



**Western Illinois
University**



General Overview:
***Your Local Resource for
Government Contracting
Readiness***



Dr. Theresa Ebeler

Dr. Ebeler is the Center Director for the Western Illinois University APEX Accelerator. The Department of Defense Office of Small Business Programs (DOD OSBP) and the Illinois Department of Commerce (DCEO) support the program. Western Illinois University serves as the host institution for the APEX Accelerator.

Dr. Ebeler consults local businesses on government contracting, including federal and state certification programs. Over the last several years, she has provided education and resources to SBA's "Boots to Business" program at Scott Air Force Base. The program is part of the Department of Defense's Transition Assistance Program (TAP). In 2019, Dr. Ebeler received the Roger Luman Program Excellence Award for innovative and best practices in serving small businesses.

Dr. Ebeler received her Ph.D. from Saint Louis University in 2021. Her research records neighborhood redevelopment efforts in the City of St. Louis. This project is the first formal effort to capture a unique mix of military, financial, and social resources for urban redevelopment.

CHANGE is GOOD!



The Procurement Technical Assistance Program (PTAP) is now under the management of the Department of Defense (DoD) Office of Small Business Programs (OSBP). Instead of PTACs, we are **now APEX Accelerators!** The 95+ centers, including the Illinois & Missouri PTACs, are in the midst of transitioning to the new name. Please know this is a slow change. We are still here to assist businesses with government contracting needs - Federal, State, local, and related subcontracting. What will be changing is our scope and increased resources to do more for the businesses we assist. So, whether we are called a Procurement Technical Assistance Center (PTAC) or an APEX Accelerator, we will continue to be here for you, our clients, partners, and stakeholders.

WHAT INDUSTRY CAN EXPECT UNDER DOD MANAGEMENT



- PTACS will start to replace branding with APEX Accelerators

- The socialization of *change will happen slowly*
- Agencies may refer to PTAC & APEX Accelerators interchangeably

Phase out  Replace with 

- Our primary mission to provide resources and assistance to businesses will not change
- Improved collaboration with industry partners, including SBA, Federal, State, & Local Agencies, Large Primes, Local Economic Development, and Public Affiliated Agencies
- Direct alignment for defense-related support and resources through DoD's OSBP
 - APEX Accelerators Mission:** Serve as the axis for existing and new businesses to strengthen the defense industrial base by accelerating innovation, fostering ingenuity, and establishing resilient and diverse supply chains
 - APEX Accelerators Vision:** A diverse and resilient domestic industrial base that can deliver preeminent solutions to the military and other government users.

RESOURCES AND SERVICES

- Facilitate Opportunities Between Primes & Subs
- Defense Logistics Agency (DLA) Internet Bid Board System (DIBBS)
- Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)
- Cyber Security Compliance
- Contracting laws, policies, and procedures, emphasizing requirements and procedures used by Federal agencies
- Invoicing, Receipt, Acceptance, Property Transfer (IRAPT), and Wide Area Workflow (WAWF)
- Military Specifications and Department of Defense Adopted Industry Standards
- Computerized Bid-match Services
- Counseling Assistance
- Locating and information on Federal Acquisition Regulation (FAR), Department of Defense (DoD), and State Procurement Regulations
- Workshops and Conferences on Contracting
- Navigating [SAM.GOV](https://sam.gov) resources & opportunities
- Obtaining access to contract data from databases such as GovSpend, EZGovOpps, and Proximity
- Business size and type (socioeconomic) certifications
- The DoD & SBA Mentor-Protégé Program (MPP)

NO Cost Assistance through the APEX Accelerator Resources and Services



CONTACT INFORMATION

ILLINOIS (Southwestern & Western Illinois)	MISSOURI (St. Louis & St. Louis County)
Theresa Ebeler, Center Director	Don Robertson, Procurement Specialist
Phone: 618-420-8313	Phone: 314-400-7378
Email: tl-ebeler@wiu.edu	Email: dcrobertson@missouri.edu
 <p>Locate Your Local Resource: www.aptac.org/</p>	<p>Jaymie Mitchell, Procurement Specialist</p> <p>Phone: 314-376-5375</p> <p>Email: mitchelljl@missouli.edu</p>

Agencies and Entities work with the APEX Accelerator in their Domestic State

U.S. ARMY CORPS OF ENGINEERS ROCK ISLAND DISTRICT

2023 ST. LOUIS DISTRICT SMALL BUSINESS INDUSTRY DAY

Troy Robbins
Deputy, Small Business Programs
Rock Island District

25 January 2023



US Army Corps
of Engineers®

U.S. ARMY CORPS OF ENGINEERS

Troy Robbins Deputy, Small Business Programs



Troy Robbins serves as the Deputy of Small Business Programs for the Rock Island District Corps of Engineers since February 2021. Troy provides education and guidance to Small and Large Businesses along with District personnel on policy changes and updates in order for all businesses to have the ability to compete successfully for Government projects. Troy's main responsibility is to be a Small Business and competition advocate for all partners, stakeholders and customers. Troy also served as a Contract Specialist for the Corps of Engineers for 6 ½ years. Prior to the Corps of Engineers Mr. Robbins worked for 4 ½ years as a Contract Specialist at the Army Contracting Command Rock Island (ACC-RI). In May 2019, Mr. Robbins graduated with a Masters in Organizational Leadership (MOL) at St. Ambrose University. Troy graduated from the University of Iowa in August 1993 with a B.A. in Communications.



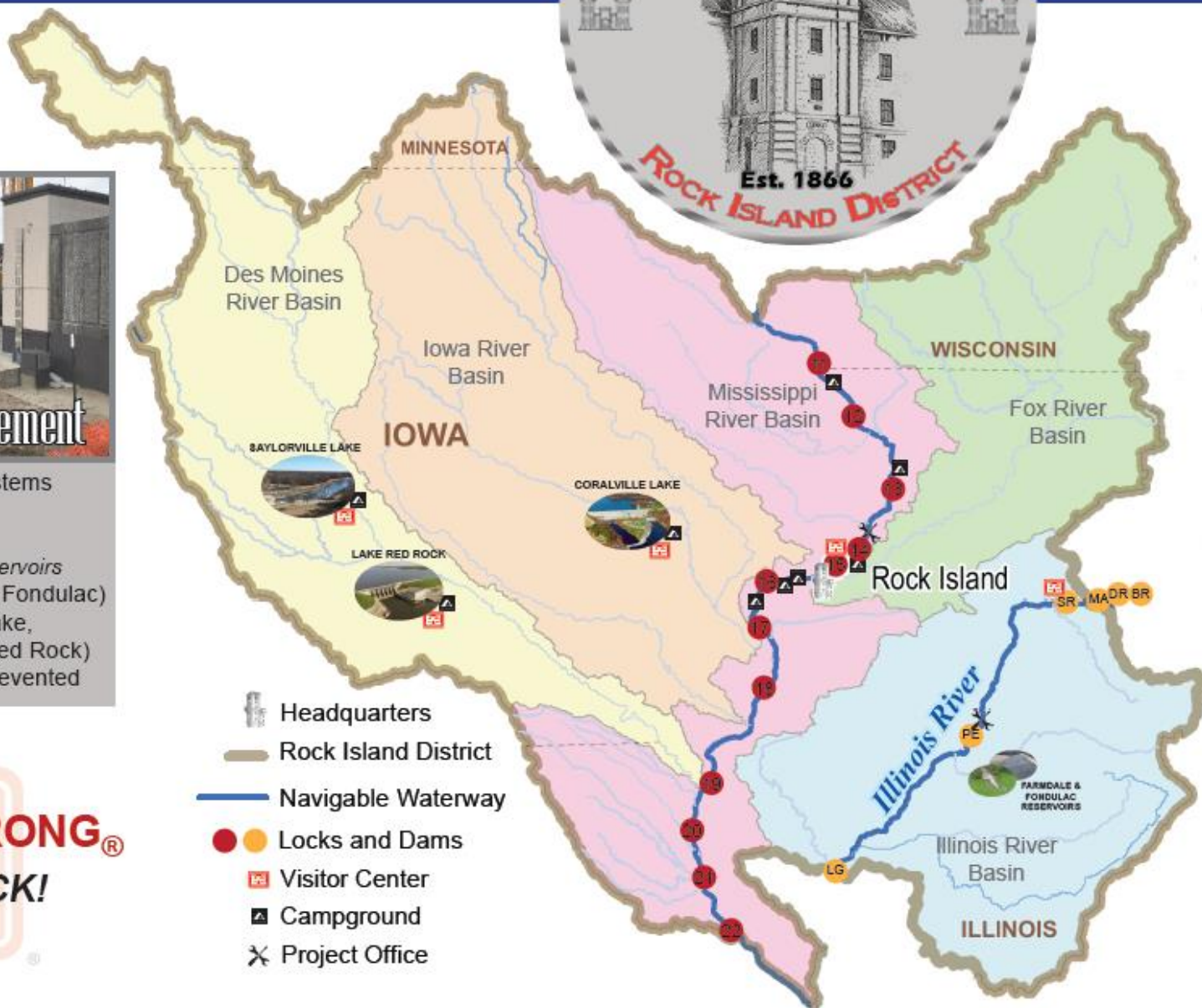
US Army Corps
of Engineers®

Rock Island District

5 River Basins | 5 States | 900+ Professionals Serving Our Nation Since 1866

MISSION

Deliver vital engineering and water resources solutions in collaboration with our partners to secure our Nation, reduce disaster risk and enhance quality of life, providing value to the region and Nation.

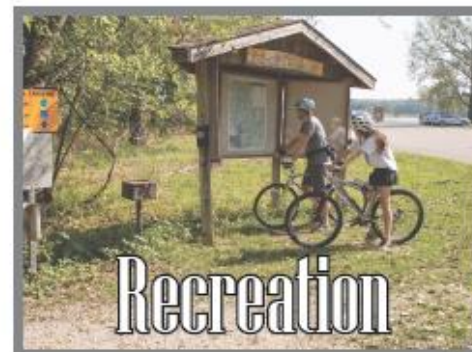


Flood Risk Management

146 Levee Drainage Systems
>900 Miles of Levees

Flood Risk Management Reservoirs
2 (dry) Illinois (Farndale & Fondulac)
3 (wet) Iowa (Saylorville Lake, Coralville Lake & Lake Red Rock)
>\$17 B Flood Damages Prevented

BUILDING STRONG®
Upon the ROCK!



Recreation

1850 Campsites
97 Recreation Sites
38 Boat Ramps
10 Swimming Beaches
5 Visitor Centers
16.8 M Annual Visitation

Flood Fight Supplies Provided to the Nation

5 M Standard Sandbags
5,000 Large (airlift) Sandbags
15.6 Miles HESCO Barriers
100 Rolls Polyethylene Sheeting
7 Portable Pumps



Emergency Management



Environmental Stewardship

Upper Mississippi River Restoration Program Efforts

23 Projects Underway
62 Completed to Date
>119,000 Acres Restored to Date
\$55 M Annual Budget

18 Lock & Dam Sites
582 Miles of Navigation
396 M Tonnage Locked
>\$1 B Annual Cost Benefit



Navigation

Commander & District Engineer
Col. Jesse T. Curry
Deputy District Engineer/ PPMD Chief
Kimberly Thomas, P.E.
Deputy Commander
Lt. Col. John Fernas

Engineering & Construction
Roger Perk, P.E.
Resource Management
Celeste Iversen
Real Estate
Paul St. Louis

Operations
Thomas Heinold, P.E.
Regulatory
Ward Lenz
Contracting
Scott Harris

National Centers
Inland Navigation Design Center
Lenna Hawkins, P.E.
National Flood Fight Materials Center
Sarah Jones





ROCK ISLAND DISTRICT SMALL BUSINESS PROGRAM

Provides outreach and information to ensure small businesses have the maximum practicable opportunity to participate in Rock Island District acquisitions through contracts or subcontracts.



Examples of Outreach and Informational Events include:

SAME Small Business Conferences

Roundtable Discussions

SAME Industry Days

District Industry Days

National Industry Meetings



SB Programs/Goals	FY22 and FY23 Goals	FY22 Actual Obligations	FY22 Actual %
Small Business	48%	\$115,026,457	41.28%
Small Disadvantaged Business	30%	\$60,855,160	21.84%
Woman Owned SB	12%	\$40,222,716	14.14%
HUBZone	14%	\$31,415,897	11.27%
Service-Disabled Veteran SB	5%	\$23,926,752	8.59%

Total FY22 Contracting Obligations = **\$278,639,355**

Forecasted FY23 Contracting Obligations = **\$300M**

Program website: <https://www.mvr.usace.army.mil/Business-With-Us/Small-Business/>

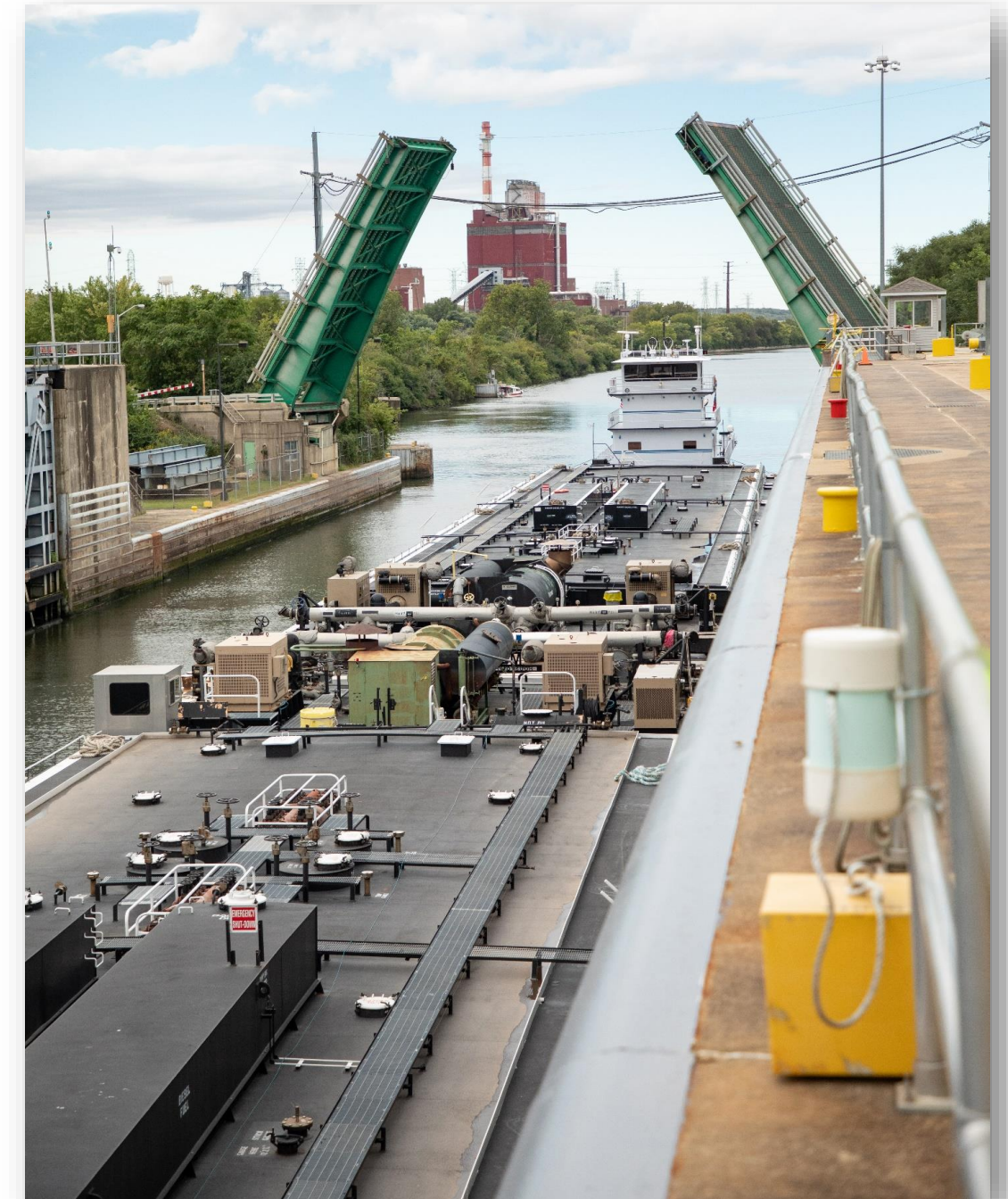
FY23 FUNDING

Rock Island District FY23 Appropriations - \$305M (*prior to work plan, expect release by 1 Mar*)

- **INVESTIGATIONS - \$0M**

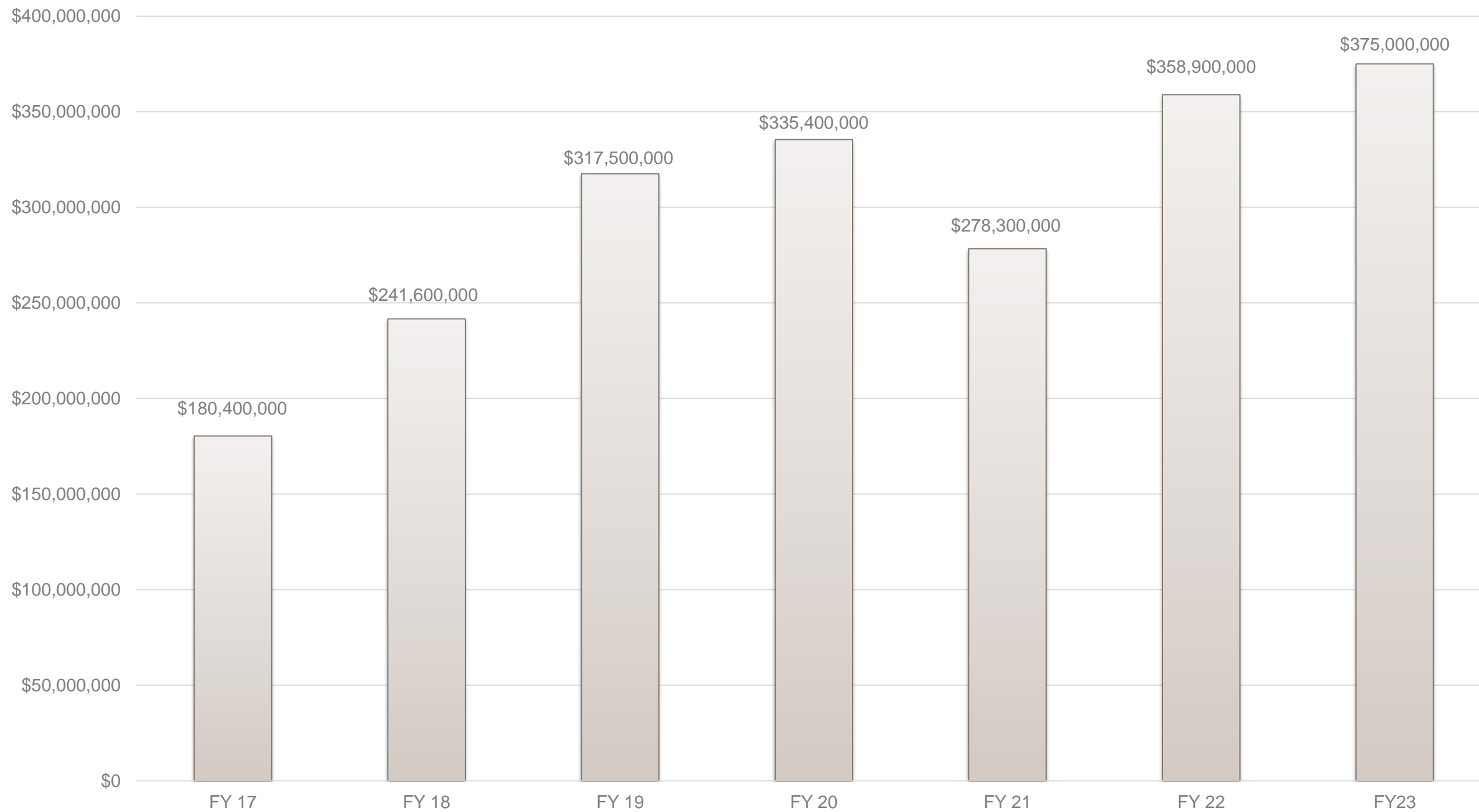
- **CONSTRUCTION - \$152.2M**
 - NESP - \$49.3M
 - UMRR - \$55M
 - BRIP - \$47.9M

- **OPERATIONS & MAINTENANCE - \$152.8M**
 - Mississippi River - \$61.435M
 - Illinois Waterway - \$63.114M
 - Saylorville Lake - \$12.306M
 - Lake Red Rock - \$9.234M
 - Coralville Lake - \$5.244M
 - Farm Creek - \$709K
 - Davenport Small Boat Harbor - \$750k





ROCK ISLAND DISTRICT FUNDING TRENDS





NAVIGATION & ECOSYSTEM SUSTAINABILITY PROGRAM (NESP)

US Army Corps of Engineers
 NAVIGATION AND ECOSYSTEM SUSTAINABILITY PROGRAM (NESP)
 ST. PAUL DISTRICT- ROCK ISLAND DISTRICT - ST. LOUIS DISTRICT

NAVIGATION AND ECOSYSTEMS PROJECTS



The Navigation and Ecosystem Sustainability Program (NESP) is a long-term, dual-purpose program that integrates navigation improvements and ecosystem restoration together to provide Upper Mississippi River System once in a generation-type positive impacts.

The primary goals of the program are to increase the capacity and improve the reliability of the inland navigation system while restoring, protecting, and enhancing the environment.

This map shows both projects that are actively being implemented and future ecosystem projects that have been approved. NESP includes an additional 5 - 1200' locks, systemic mitigation, and hundreds of ecosystem restoration projects.

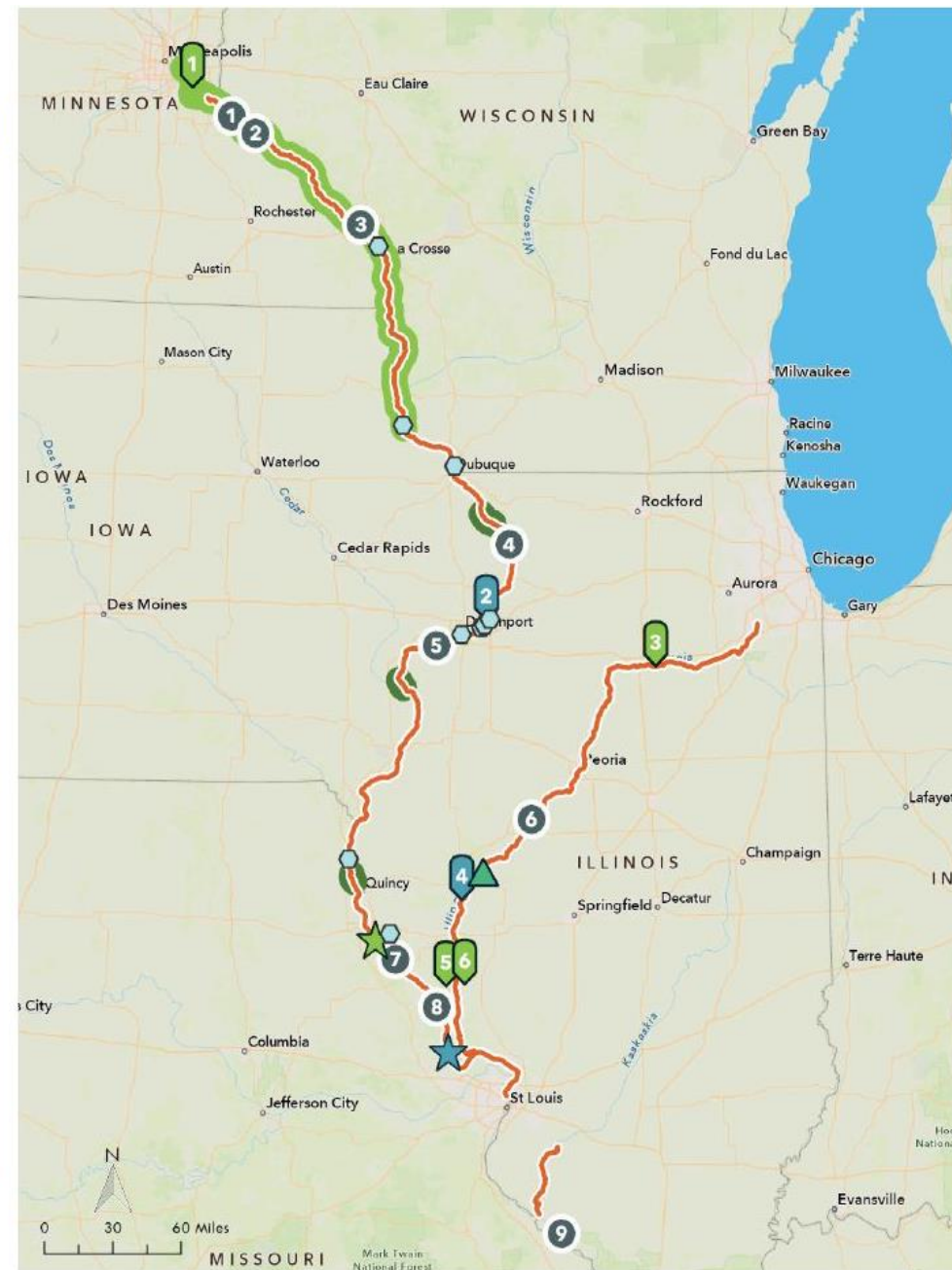
PARTNERS



- #### ACTIVE IMPLEMENTATION
- ★ Lock 25 New 1200' Lock
 - ★ Lock and Dam 22 Fish Passage Improvement Project
 - 1 Pool 2 Wingdam Notching
 - 2 Lock 14 Mooring Cell
 - 3 Starved Rock Breakwater
 - 4 Moore's Towhead System Mitigation
 - 5 Twin Island - Island Protection and Enhancement
 - 6 Alton Pools Islands - Island Protection and Side Channel Restoration

- #### ECOSYSTEM PROJECTS - APPROVED
- WLM - Reduce Water Level Fluctuations
 - Systemic Forest Restoration
 - Multi-Pool Forest Restoration
 - 1 North Sturgeon Lake
 - 2 Wacouta Bay
 - 3 Johnson Island
 - 4 Sabula Lakes
 - 5 Andalusia Island Complex
 - 6 Liverpool Flowing Side Channel
 - 7 Pool 24 Island Restoration - Denmark and Drift Islands Complex
 - 8 Pool 25 Side Channels - Clarksville/Carroll Island Complex, Haugens Island/Lower Pool 25 Complex
 - 9 Middle Mississippi River Stone Dike Alterations Phase 1

- #### NAVIGATION PROJECTS
- Mooring Facilities
 - △ LaGrange New 1200' Lock Design
- Systemic Mitigation - throughout the Upper Mississippi River Basin



Project	FY23 Contract Action	Approximate Solicitation Timeframe
NESP Navigation - Lock 25 New 1200' Lock (St Louis District)	Early Contractor Involvement Contract	3rd Quarter FY23
NESP Navigation - LaGrange New 1200' Lock (Rock Island District)	Architect/Engineer task order (35%-100% design)	3rd Quarter FY23
NESP Navigation - Pool 4 Islands (St Paul District)	Construction contract	3rd Quarter FY23
NESP Navigation - Moore's Towhead Mitigation Project (St Louis District)	Construction contract	2nd Quarter FY23
NESP Ecosystem - Starved Rock Breakwater (Rock Island District)	Construction contract	3rd Quarter FY 23
NESP Ecosystem - Twin Island - Island Protection and Enhancement (St Louis District)	Construction contract	3rd Quarter FY 23
NESP Ecosystem - Alton Pool Islands - Island Protection and Side Channel Restoration (St. Louis District)	Construction contract	3rd Quarter FY 23
NESP Ecosystem - Andalusia Island Complex (Rock Island District)	Architect/Engineer task order for Project Implementation Report (PIR) development	3rd Quarter FY 23

Program website: <https://www.mvr.usace.army.mil/Missions/Navigation/NESP/>



BRANDON ROAD INTERBASIN PROJECT

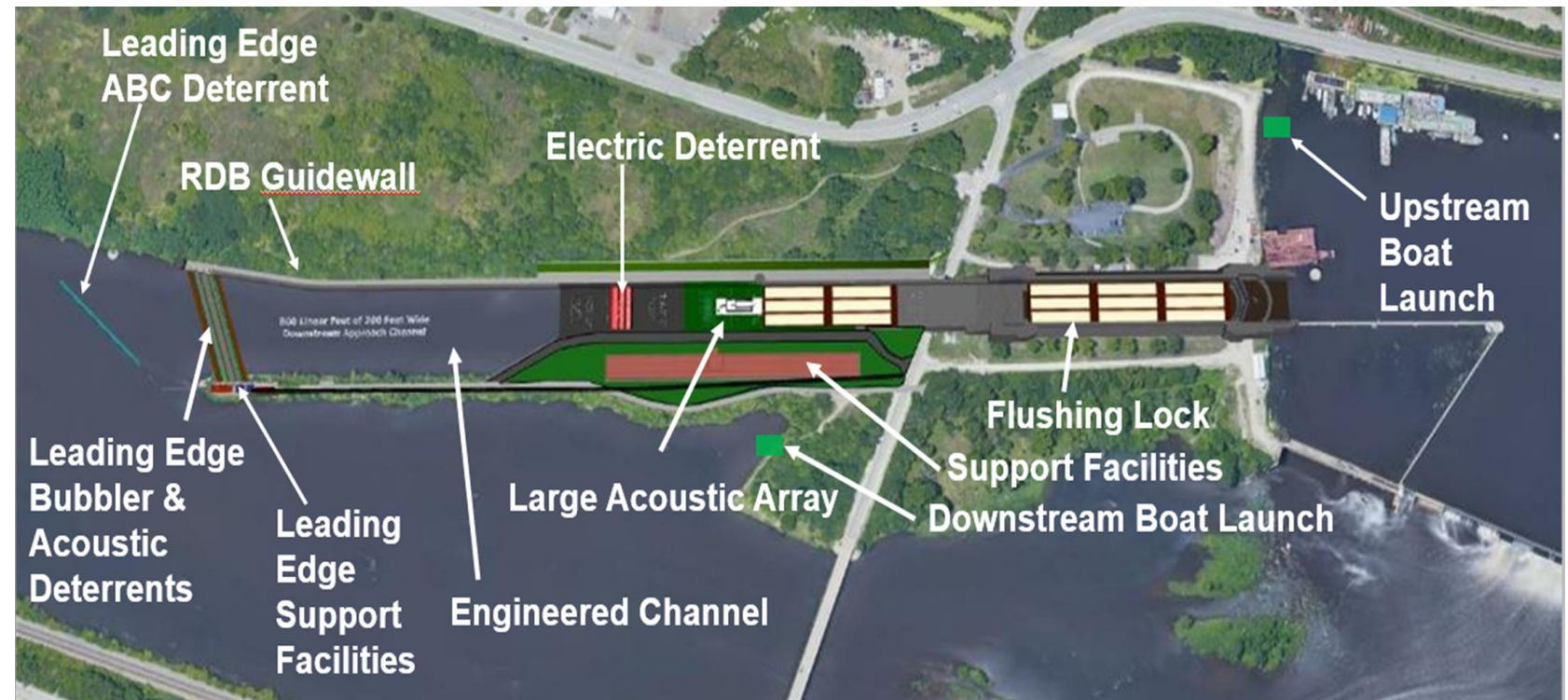


- \$225.84M (with a construction new start) in FY22 BIL (Construction) to advance design and construction.*
- \$47.88M in FY23 PBUD (Construction) to advance design and construction.*

*After execution of a PPA.



Project website:
<https://www.mvr.usace.army.mil/Missions/Environmental-Stewardship/BR-Interbasin-Project/>



INCREMENT I-A

- Automated Barge Clearing Deterrent
- Leading Edge Bubble Deterrent
- Leading Edge Acoustic Deterrent Array
- Leading Edge Support Facilities
- Upstream Boat Launch

INCREMENT I-B

- Site Prep
- Channel Rock Excavation

INCREMENT II

- Electric Deterrent
- Large Acoustic Deterrent Array
- Support Facilities
- Engineered Channel floor & walls for the electric & large acoustic deterrents
- Flushing Lock
- Downstream Boat Launch

INCREMENT III

- Finish Engineered Channel
- Connect RDB Wall to Lower Guidewall

Project	Contract	Anticipated Advertisement	Estimated Range
Increment I-A Fabrication Contract	Fabrication	4 th Qtr FY23	\$10M-\$25M
Increment I-A Construction	Construction	4 th Qtr FY23	\$50M-\$100M
Increment II & III AE Design	AE Services	1 st Qtr FY24	\$50M-\$100M
Increment I-B Construction	Construction	4 th Qtr FY24	\$50M-\$100M
Increment II Construction	Construction	4 th Qtr FY23	\$400M-\$500M
Increment III Construction	Construction	2 nd Qtr FY24	\$25M-\$75M

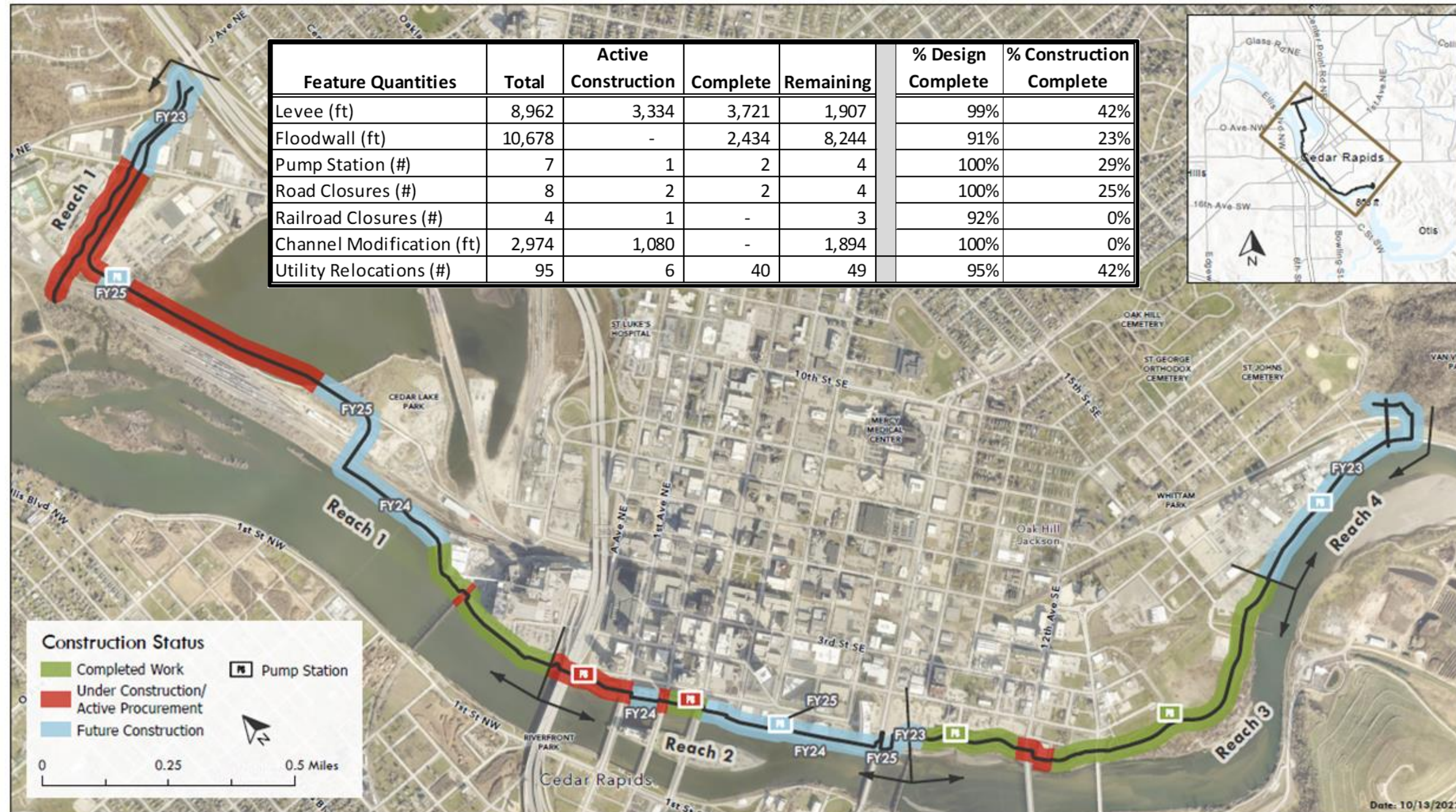


CEDAR RAPIDS, IOWA FLOOD RISK MANAGEMENT PROJECT



Rock Island District

CEDAR RAPIDS FLOOD RISK MANAGEMENT CONSTRUCTION STATUS





CEDAR RAPIDS, IOWA FLOOD RISK MANAGEMENT PROJECT



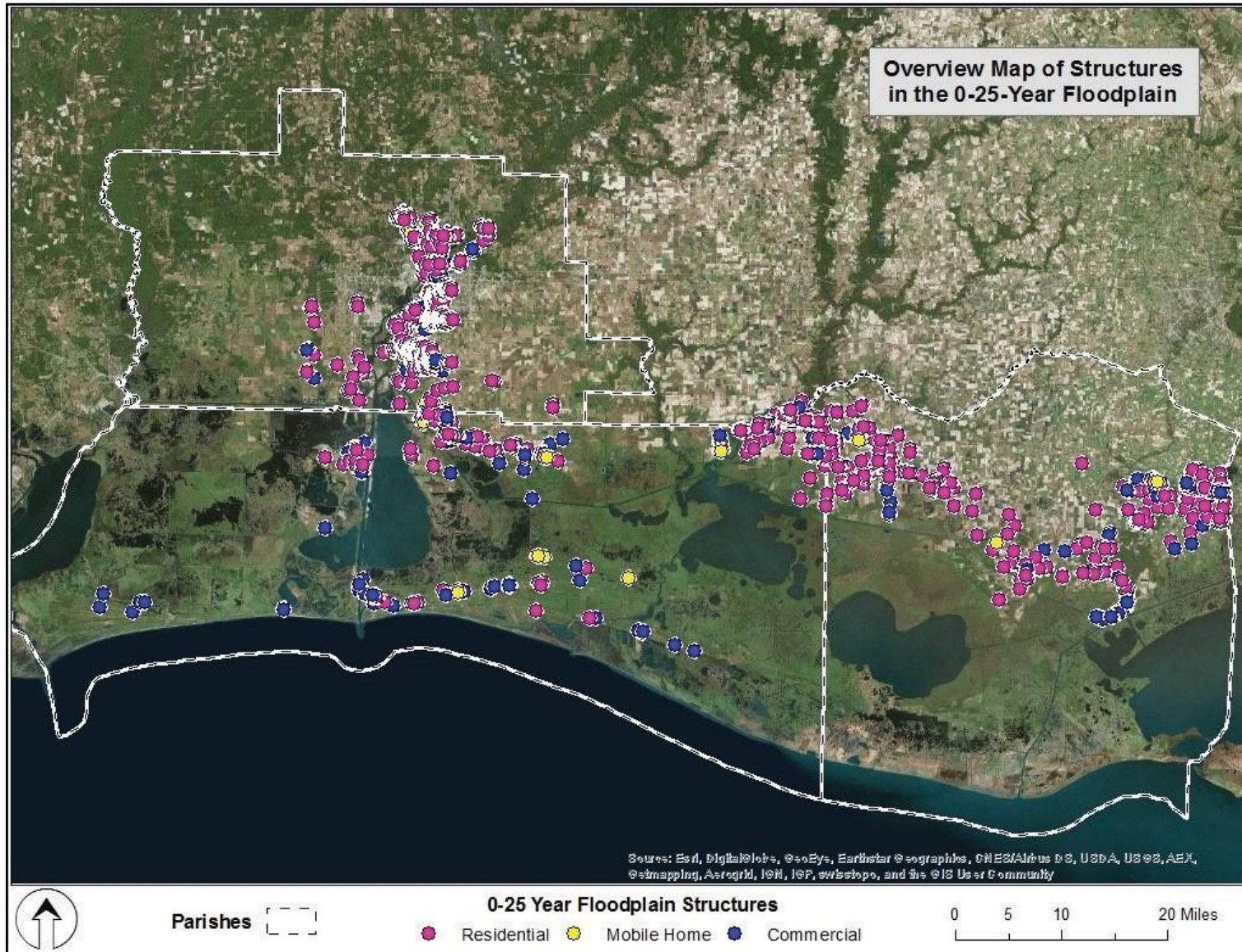
Regional effort with design support from St. Paul District and Multiple AE's

Project	Location	Anticipated Advertisement	Estimated Range
EF Avenue Roller Gates, 2nd Avenue SE Closure Structure, A-Avenue Pump Station and Floodwall	Linn County, IA	1 st Qtr FY23	\$25M-\$50M
McCloud Run Lower Reach Culverts Option	Linn County, IA	2 nd Qtr FY23	\$1M-\$5M
McCloud Run Middle Reach Channel, Trail Bridge, Floodwall, 10th Avenue NE Road Raise	Linn County, IA	2 nd Qtr FY23	\$10M-\$25M
CRANDIC RR Closure	Linn County, IA	3 rd Qtr FY23	\$1M-\$5M
Downstream River Floodwall, Pump Station, Culverts and Closures	Linn County, IA	4 th Qtr FY23	\$25M-\$50M
Downtown East Removable & Permanent Floodwall	Linn County, IA	2 nd Qtr FY24	\$25M-\$50M
Cedar Lake South Railyard Floodwall	Linn County, IA	2 nd Qtr FY24	\$10M-\$25M
Cedar Lake Pump Station	Linn County, IA	2 nd Qtr FY24	\$10M-\$25M
Cedar Lake Railyard Roller Gate Closure Structures	Linn County, IA	2 nd Qtr FY24	\$10M-\$25M
Cedar Lake South Shore Levee	Linn County, IA	1 st Qtr FY25	\$5M-\$10M



SOUTHWEST COASTAL, LOUISIANA PROJECT OVERVIEW

Project Purpose




Location: Cameron, Calcasieu, and Vermilion Parishes

3,462 RESIDENTIAL STRUCTURES ELIGIBLE TO BE RAISED


342 DRY FLOOD-PROOFING

157 Localized Risk Reduction

The Project includes structures at or below the 2025- 25-year base flood elevation (BFE).



The Project recommends 3,462 residential structures will be considered for elevation equivalent to the 2075 100-year BFE. Qualifying residential structures will be raised approximately 5 feet on average, but no higher than 13 feet.



342 non-residential structures will be considered for dry flood-proofing to 3 feet above ground.



Localized risk reduction measures (constructing berms) for 157 warehouses will be considered less than or equal to 6 feet above the ground.

NEXT STEPS

- Available Appropriations for Construction = \$384M
- Project Partnership Agreement expected in Mar 2023
- A&E Services support expected for screening and inspections
- Design Build Contracts required by Authorization



UPPER MISSISSIPPI RIVER RESTORATION (UMRR)

Design/Construction Underway

- Steamboat Island
- Pool 12
- Beaver Island
- Keithsburg Division
- Huron Island



Feasibility Underway

- Lower Pool 13
- Green Island
- Pool 12 Forestry
- Quincy Bay
- Lower Pool 13
Phase II



Program website:

<https://www.mvr.usace.army.mil/Missions/Environmental-Stewardship/Upper-Mississippi-River-Restoration/>



OPERATIONS & MAINTENANCE – MISSISSIPPI RIVER



Mississippi River Project (ongoing)

- Sheetpile Repair
- Valve Replacement
- Kevel Rail Replacement
- Lock Guidewall Work
- Dam Gate Fabrication
- Electrical & Controls Work
- Crane Supply
- Dredging





OPERATIONS & MAINTENANCE – ILLINOIS WATERWAY

Illinois Waterway Project

- 2023 Closures Work (ongoing)
- Dam Operating Equipment
- Electrical & Controls Work
- Concrete Pier & Gate & Machinery Replacement
- Gate Fabrication
- Dredging

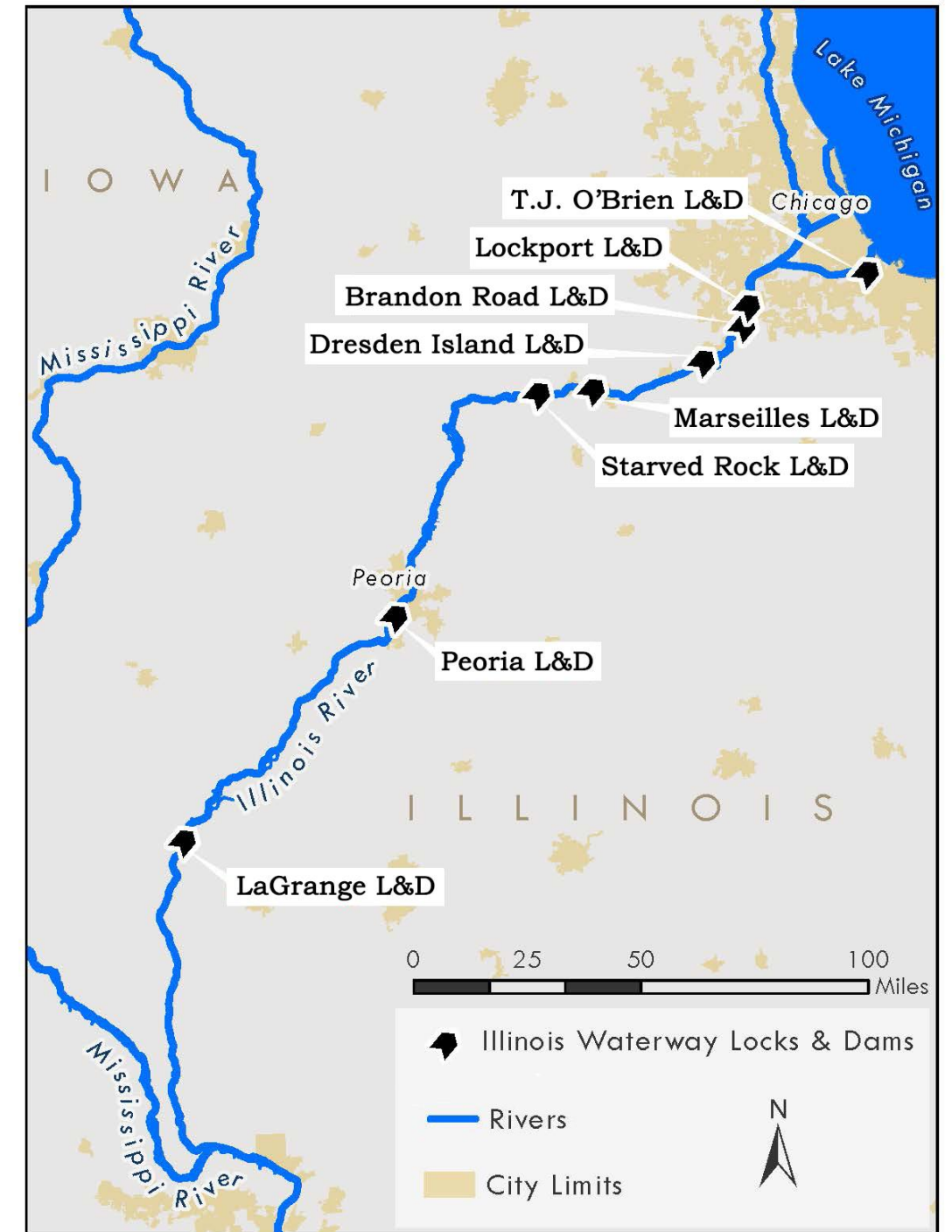




ILLINOIS WATERWAY CONSOLIDATED CLOSURES

2023

- Brandon Road Lock and Dam – Upper Miter Gate Installation & Machinery Replacement
 - Full closure scheduled **120 days (June 1-Sept. 30, 2023)**
- Dresden Island Lock and Dam – Upper Miter Gate Installation, Valve Replacement, Machinery Replacement, and Electrical System Replacement
 - Full closure scheduled **120 days (June 1-Sept. 30, 2023)**
- Marseilles Lock and Dam – Electrical Crossover Replacement
 - Full closure scheduled **120 days (June 1-Sept. 30, 2023)**



Project website: <https://www.mvr.usace.army.mil/Missions/Navigation/Navigation-Status/>



OPERATIONS & MAINTENANCE – FLOOD RISK MANAGEMENT LAKES



Saylorville Lake (\$17M BIL)

- Construction of Administration and Maintenance Facility
- Sluice gate fabrication/repair, and mechanical system rehab



Lake Red Rock (\$14.5M BIL)

- Construction of New Project Office and Visitor Center
- Replace Damaged Roofs
- Water Infrastructure Updates
- Shoreline Erosion and Parking Lot Repairs



Coralville Lake (\$2.6M BIL)

- Shoreline Erosion Repairs
- Road Repair
- Address Damaged Restrooms and Shower Buildings
- Control Tower Maintenance
- Sandblast/Paint Water Tower
- Ranger & Admin Building renovations



RESERVOIR



Project	Location	Anticipated Advertisement	Estimated Range
DB - Saylorville Lake Admin and Maintenance BLDG and Lake Red Rock Admin/VC BLDG	Johnston and Pella, IA	2 nd Qtr FY23	\$25M+
DB – Coralville Lake Ranger and Admin BLDG	Coralville, IA	3 rd Qtr FY23	\$1M-\$5M
Saylorville Barrier Dam Sluice Gate Repair	Johnston, IA	3 rd Qtr FY23	\$1M-\$5M
Saylorville Control Tower – Sluice Gate Fabrication and Mechanical Rehab System	Johnston, IA	3 rd Qtr FY23	\$5M-\$10M

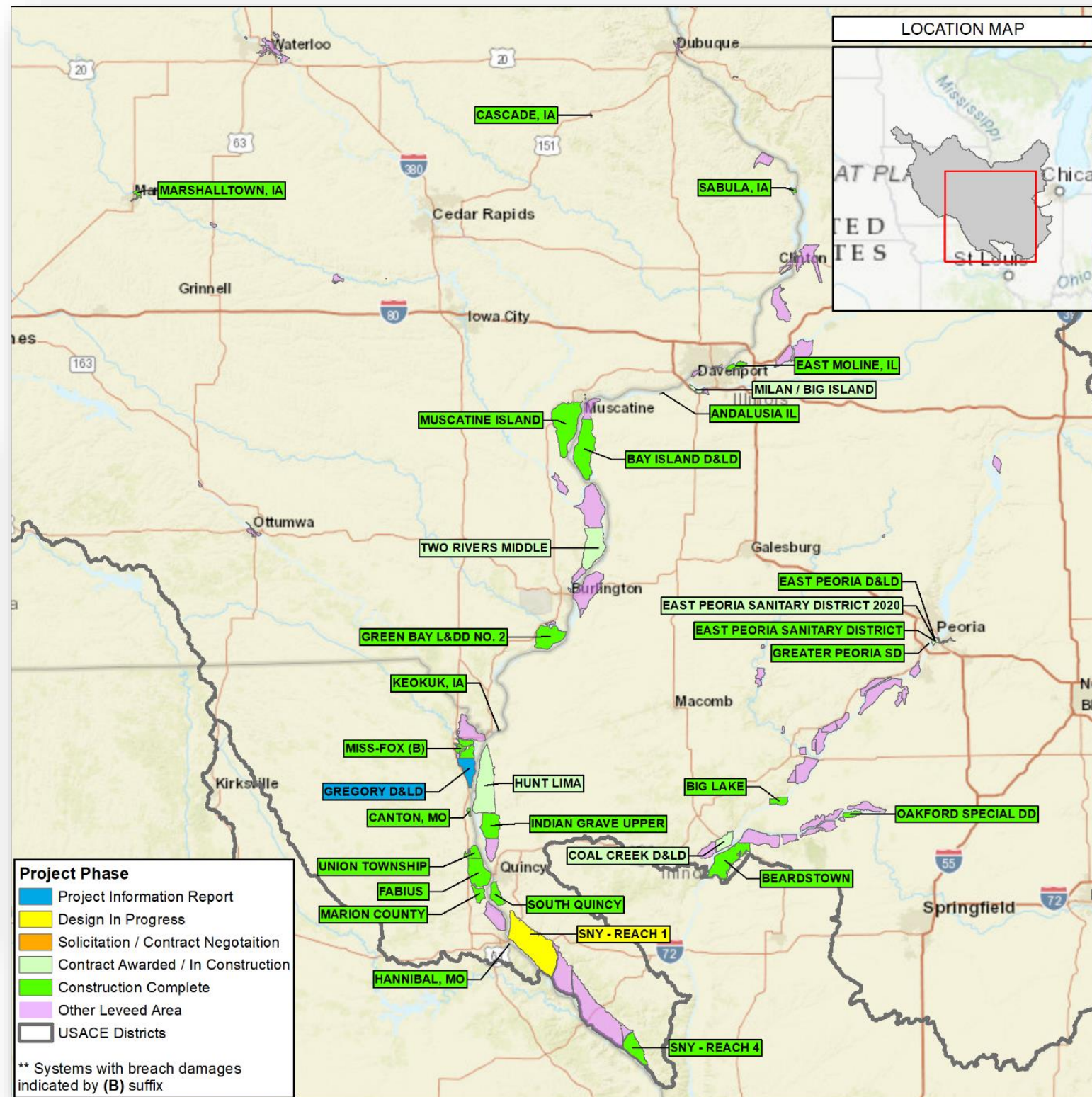


PL 84-99 REHABILITATION STATUS

Design Phase: 1
 Solicitation/Contract Negotiation: 0
 Contract Award/In Construction: 5
 Complete: 25
 Total Projects: 31



Program website:
<https://www.mvr.usace.army.mil/Missions/Flood-Risk-Management/Levee-Safety-Program/Public-Law-84-99-Program/>



FLOOD RISK MANAGEMENT



Project	Location	Anticipated Advertisement	Estimated Range
Sny Island – Pigeon Creek (PL84-99)	Hull, IL	3 rd Qtr FY23	\$250-500K
Dubuque Forced Sewer Main CAP Sec 14	Dubuque, IA	2 nd Qtr FY24	\$1M-\$5M



NAVIGATION & STRUCTURAL



Project	Location	Anticipated Advertisement	Estimated Range
Lock 13 Filling and Emptying Valves	Fulton, IL	3 rd Qtr FY23	\$1M-\$5M
Lock 17 Upper Guide wall Sheet Pile Transition Repair	New Boston, IL	3 rd Qtr FY23	\$1M-\$5M
Marseilles Electrical System	Marseilles, IL	3 rd Qtr FY23	\$10M-\$25M
Brandon Rd Dam Piers, Gate Machinery, Gates	Will County, IL	3 rd Qtr FY23	\$10M-\$25M
Starved Rock Tainter Gate Fabrication	LaSalle County, IL	3 rd Qtr FY23	\$1M-\$5M
Peoria PLC System	Peoria, IL	TBD	\$250-\$500K
Peoria Lock & Dam - Repair Roads/Parking and Boat Ramps	Peoria, IL	TBD	\$1M-\$5M

CIVIL, CHANNEL & ECOSYSTEM RESTORATION



Project	Location	Anticipated Advertisement	Estimated Range
UMRR Steamboat Island Stage 2 HREP	Clinton, IA	1 st Qtr FY24	\$1M-\$5M



BUILDING RENOVATIONS – 88TH RD & OTHERS

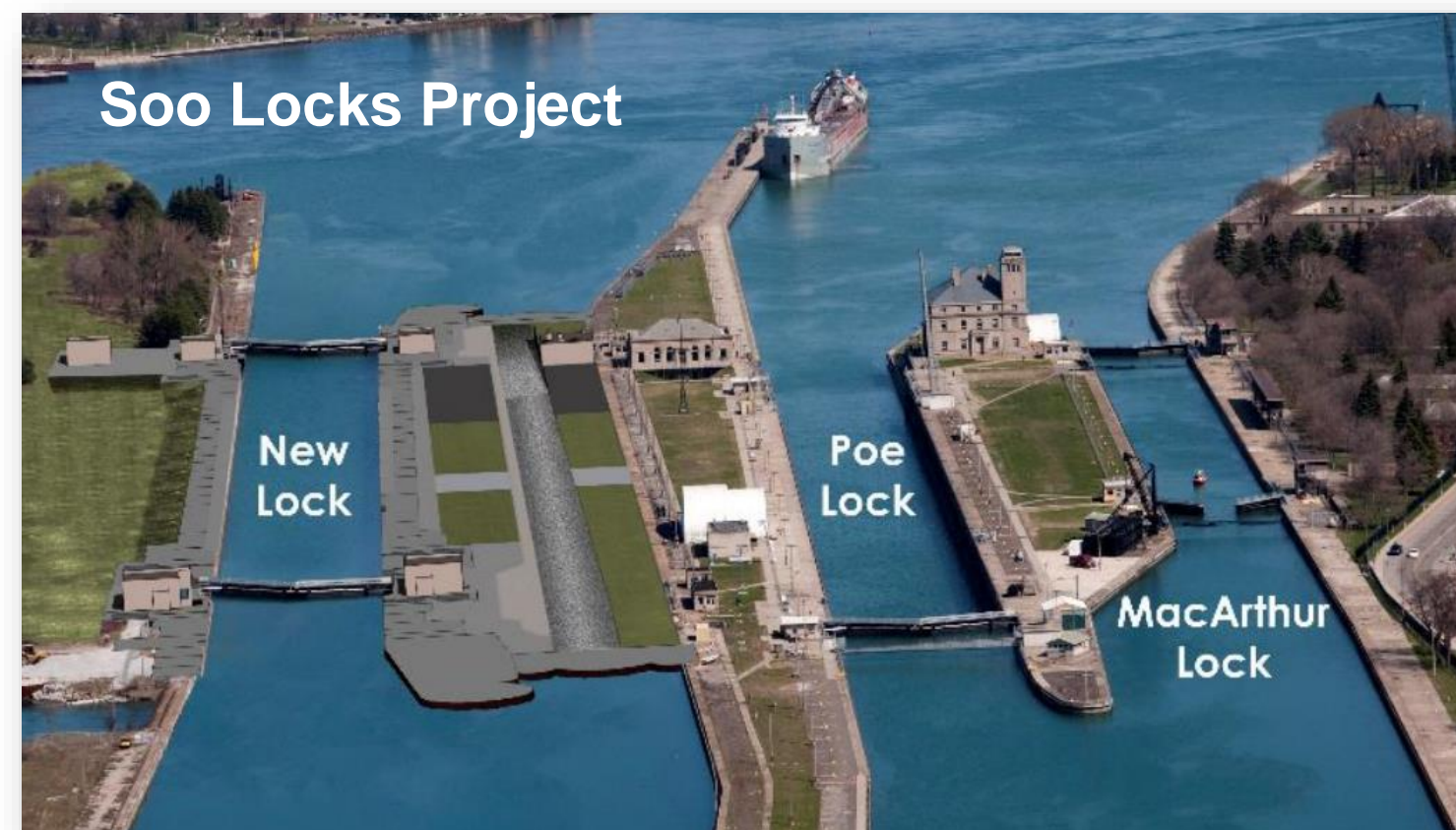


Project	Location	Anticipated Advertisement	Estimated Range
88 th RD - Construct Unheated Storage Building	Ft. Sheridan, IL	2nd Qtr FY23	\$1M-\$5M
88 th RD - Repair HVAC & Electrical Systems, ARC Building	Inkster, MI	3rd Qtr FY23	\$1M-\$5M
88 th RD - Upgrade & Repair HVAC and Electrical Systems, Bldg. 506	Ft. Snelling, MN	3rd Qtr FY23	\$1M-\$5M
88 th RD - Repair Storm Drainage and Erosion	Muskegon, MI	3rd Qtr FY23	\$1M-\$5M
88 th RD - Repair HVAC and Remediation, Building 705	Ft. Sheridan, IL	4th Qtr FY23	\$1M-\$5M
Clock Tower Third Floor Renovations	Rock Island, IL	1st Qtr FY24	\$1M-\$5M
Detroit Area Office – Building 404 Renovation	Detroit, MI	2nd Qtr FY24	\$1M-\$5M
DB – Red Rock Admin Bldg/Visitor Center & Saylorville Admin and Maintenance Bldgs	Des Moines & Pella, IA	2nd Qtr FY23	\$10M-\$25M
DB - Coralville Ranger and Admin Bldg	Coralville, IA	3rd Qtr FY23	\$500K-\$1M



INLAND NAVIGATION DESIGN CENTER (INDC)

The Inland Navigation Design Center (INDC) Mandatory Center of Expertise (headquartered in the Rock Island District) provides engineering, design, analysis, and review services for studies, new locks, new navigational dams, major rehabilitation of existing inland navigation locks and dams, and significant inland navigation lock and dam operations and maintenance projects, while promoting quality design and consistency in design and technical competency.



INDC is currently the designer of record for the:

- **Soo Locks**
- **Upper Ohio Locks**
- **Brandon Road Interbasin Project**
- **Brazos River Floodgates**
- **Lock 25 (NESP)**





UPCOMING AE SERVICES IDIQ MATOC



- ~\$249 Million
- Shared Capacity between awarded contracts
- Small Business Reserve - \$40 Million
- Minimum 3 unrestricted (large business) contracts
- Minimum 3 restricted (small business) contracts
- Solicitation anticipated winter 2023
- Contracting will post to sam.gov when date is known
- Comprehensive Scope for AE design services
- Inland Navigation
 - Flood Risk Management
 - Levee Inspection
 - Others-vertical construction, construction management, survey, lab testing
 - Provides maximum flexibility in services needed for USACE



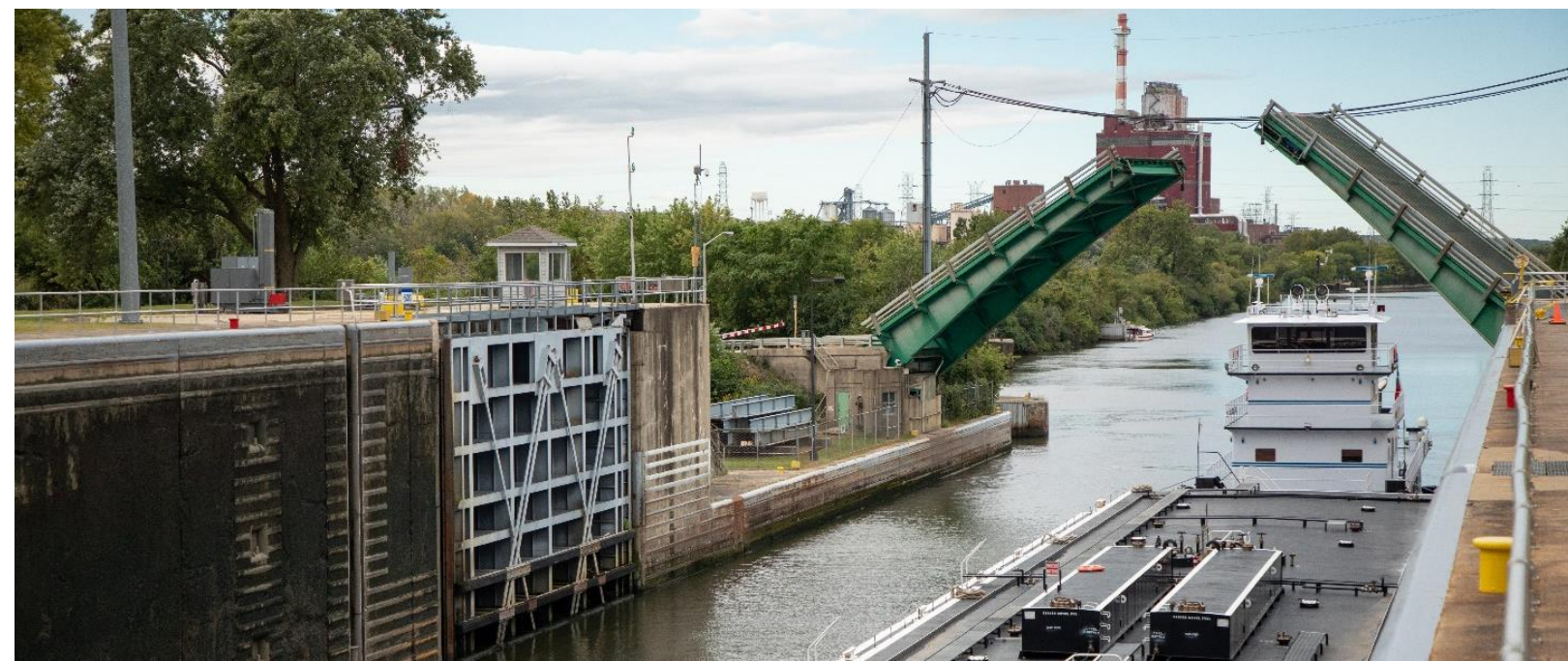


UPCOMING AE SERVICES IDIQ MATOC: TECHNICAL REQUIREMENTS

Location of Projects: The services will be performed primarily in connection with projects located within the St. Paul, Rock Island, and St. Louis District's geographic boundaries (all or portions of MN, ND, SD, WI, IL, MO and IA). However, individual task orders may be for work anywhere within the Continental United States (CONUS) or outside the Continental United States (OCONUS).

Primary Disciplines: structural, civil, geotechnical, geology, hydraulic, hydrologic, mechanical, electrical, specifications, and cost engineering

Other Disciplines: architecture, landscape architecture, construction engineering, surveying, environmental engineering, and cartography





UPCOMING EVENTS

22 March 2023

SAME Rock Island Post Small
Business Industry Day

19-20 April 2023

SAME/Scott Field/St. Louis
Posts/SMPS Industry Day



DOING BUSINESS WITH US

Websites for Industry Partners:

www.mvr.usace.army.mil/Business-With-Us/Small-Business/

www.mvr.usace.army.mil/Business-With-Us/Contracting/

- Upcoming training for industry or outreach events
- Contract Forecast Lists
- How-To's for Finding Opportunities
- Subcontracting Opportunities

Individualized Meetings Available to Discuss:

- Projects/programs and doing business with the District
- Potential connection with other District personnel and/or other resource partners
- Inclusion on District email list for ongoing communication

The screenshot shows the website's navigation menu with options like 'About', 'Business With Us', 'Missions', 'Locations', 'Careers', 'Media', 'Library', 'Contact', and 'Coronavirus'. The main content area features a 'COVID-19 Information for Contractors' section with four numbered points. Below this is the 'Small Business Program' section, which includes a paragraph about the program's purpose and a table of 'FY22 Small Business Program Goals'. The table lists categories like 'Small Business', 'Small Disadvantaged Business', 'Woman Owned Small Business', 'HUBZone Small Business', and 'Service Disabled Veteran Owned Small Business' with their respective goals. A 'Useful Links/Resources' section on the right lists various external links.

FY22 Small Business Program Goals	
Small Business Programs	Goal
Small Business	48%
Small Disadvantaged Business	30%
Woman Owned Small Business	12%
HUBZone Small Business	14%
Service Disabled Veteran Owned Small Business	5%



STAY CONNECTED

On Social Media



www.linkedin.com/company/us-army-corps-of-engineers-rock-island-district



www.facebook.com/RockIslandDistrictUSACE



<https://twitter.com/USACERockIsland>



www.instagram.com/usacerockisland/



www.youtube.com/c/USACERockIslandDistrict

On Mobile Devices

Download the
USACE Rock Island
Mobile App



Available on Apple and Android devices



POINTS OF CONTACT

Rock Island District Commander
Col. Jesse Curry
(309) 794-5249

Engineering & Construction

Roger Perk

(309) 794-5227

Programs & Project Management

Kimberly Thomas

(309) 794-5260

Operations Division

Tom Heinold

(309) 794-5401

Construction Branch

Richard Busch

(309) 794-5480

Contracting Division

Scott Harris

(309) 794-5628

Small Business Programs

Troy Robbins

(309) 794-5205

Regulatory Branch

Ward Lenz

(309) 794-5370

Emergency Management

Sarah Jones

(309) 794-5206

Inland Navigation Design Center

Lenna Hawkins

(412) 862-7536



QUESTIONS?

troy.a.robbins@usace.army.mil

DISA Snapshot



January 2023



JESSICA L. BATHON-LOGSDON

SMALL BUSINESS PROFESSIONAL -- DEFENSE INFORMATION SYSTEMS AGENCY

Mrs. Jessica L. Bathon-Logsdon is a Small Business Professional with the Defense Information Systems Agency's Office of Small Business Programs since March 2020. She is responsible for processing DD2579s, reviewing sources sought announcements and requests for information, hosting vendor one-on-one capability briefings, creating and leading training classes for the contracting community and industry, and ultimately advocating for maximum small business opportunities.

Prior to joining the Office of Small Business Programs, Jessica served as a Contracting Officer Team Lead in the DISA Services Section for nearly six years. In this role, Jessica was responsible for a team of contract specialists with various pre- and post-award contract actions. Her federal service career began in January 2008 as a participant in the SCEP (Student Career Experience Program) with a focus on Contracting at USTRANSCOM.

Ms. Bathon-Logsdon earned the Defense Acquisition University Small Business Professional Credential in December 2022, became Level III Certified in Contracting in July 2014, and became Level I Program Management Certified in May 2011. Additionally, Jessica attained a Master of Business Administration (MBA) degree from McKendree University in May 2011.

Ms. Bathon-Logsdon and husband, Seth, reside on the family grain and cattle farm in Southern Illinois with their chocolate lab, Dozer, and beagle pup, Ollie.

DISA is the IT Combat Support Agency for the Department of Defense

DISA MISSION

To be the trusted provider to connect and protect the warfighter in cyberspace

DISA VISION

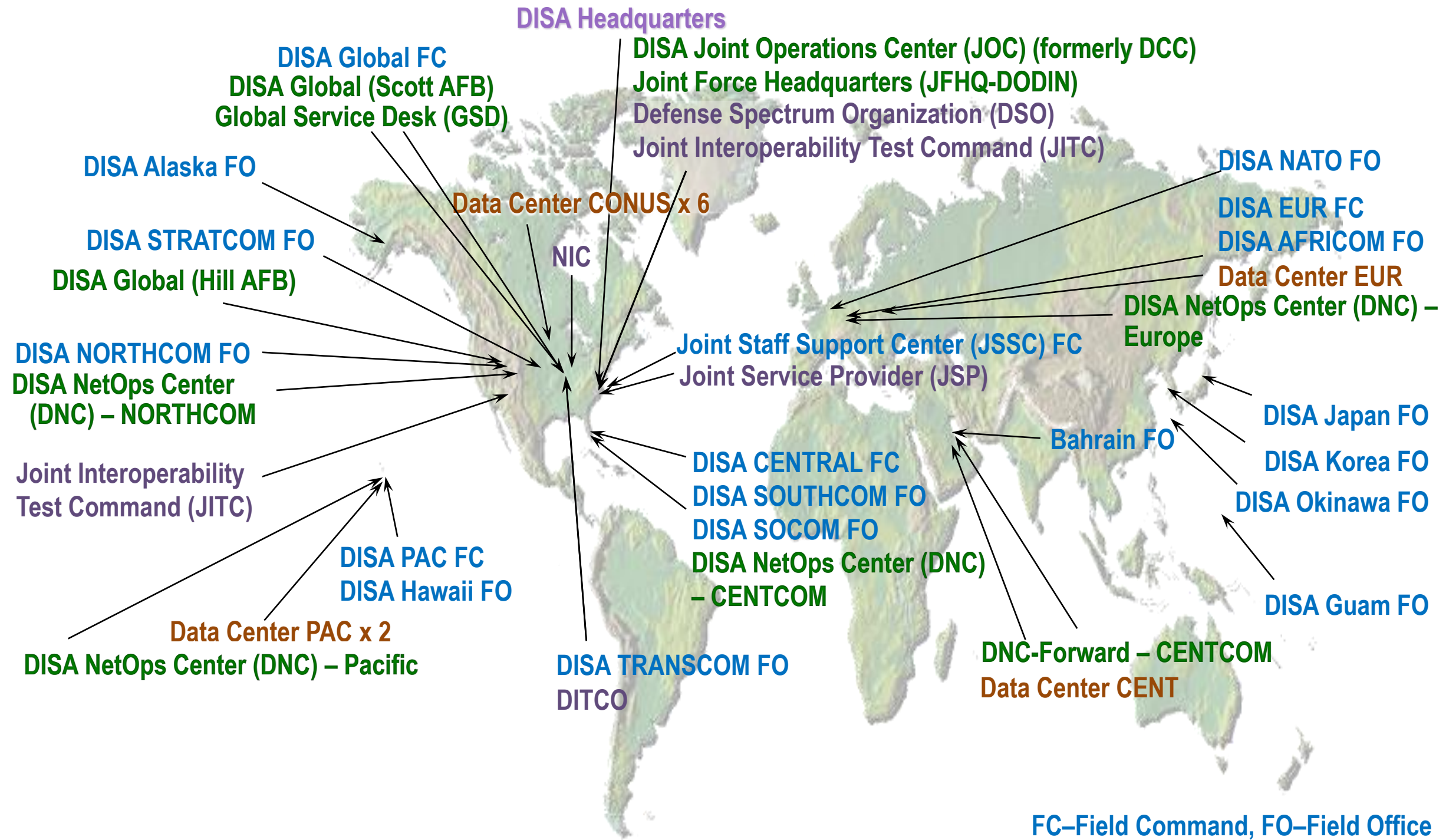
To conduct Department of Defense Information Network operations for the joint warfighter to enable lethality across all warfighting domains in defense of our nation

DISA MANTRA

DISA: Trusted to Connect, Protect, and Serve



DISA's Global Presence





DISA's Top NAICS Codes

DISA purchases telecommunications services, satellite communications, cybersecurity, various IT software and hardware, variety of mission support services.

NAICS CODE AND DESCRIPTION

541519 - OTHER COMPUTER RELATED SERVICES

517111 - WIRED TELECOMMUNICATIONS CARRIERS

541512 - COMPUTER SYSTEMS DESIGN SERVICES

517410 - SATELLITE TELECOMMUNICATIONS

513210 - SOFTWARE PUBLISHERS

334111 - ELECTRONIC COMPUTER MANUFACTURING

541511 - CUSTOM COMPUTER PROGRAMMING SERVICES

541330 - ENGINEERING SERVICES

541715 - RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)



Contract Opportunities

- Rolling forecast updated on a quarterly basis
 - www.disa.mil
 - Under Opportunities
 - Click “FY23 Q1 ACQUISITION OPPORTUNITIES”

- Monthly listing of most recent acquisition decisions
 - www.disa.mil
 - Under Opportunities
 - Click “DISA Acquisition Decisions”

- Sources Sought Announcements and Requests for Information
 - www.sam.gov



Contract Opportunities

- **Computer Aided Drafting (CAD) & Engineering Services for DISA Denver**
 - Estimated Lifecycle Value: Under \$10M
 - Acquisition Strategy: Small Business Set-Aside via GSA MAS
 - Estimated Solicitation Release: January 2023
 - Contracting Officer: Cody T. Badgett

- **Facilities Engineering & AutoCAD Support**
 - Estimated Lifecycle Value: Under \$10M
 - Acquisition Strategy: Small Business Set-Aside with Vehicle TBD
 - Estimated Solicitation Release: January 2023
 - Contracting Officer: Daniel G. Limoges



DISA Resources

- DISA 101 Small Business Orientation
 - Offered monthly
 - Next sessions: February 27 & March 27
- Capability Statement Repository
- Technical Exchange Meetings
 - <https://dreamport.tech/technical-exchange-meetings.php>
- Do Your Homework (Fact Sheets)
 - <https://www.disa.mil/About/Fact-Sheets>
- How Do I Get A Contract?
 - <https://www.disa.mil/About/Small-Business/Do-Business-with-DISA>
- Facility Site Clearances
 - <https://www.dcsa.mil/>



FY22 Small Business Goal Achievements

\$6.08 Billion Total Eligible Small Business Dollars

Small Business Categories	Federal Small Business Goals	DoD Small Business Goals	DISA Small Business Goals	DISA Small Business Achievements	DISA Small Business Contract Award Dollars	DISA Small Business Contract Actions
Small Business	23%	22.5%	25%	27.86%	\$1.69B	5,860
Small Disadvantaged	11 %	9.5%	14.22%	11.57%	\$703.4M	2,772
Woman-Owned	5%	5%	5%	7.72%	\$469.2M	2,224
Service-Disabled Veteran Owned	3%	3%	5%	5.66%	\$343.9M	801
Historically Underutilized Business Zone	3%	3%	1.5%	2.54%	\$154.6M	657

Figures are as calculated by the official SAM.gov Small Business Achievements by Awarding Organization Report.

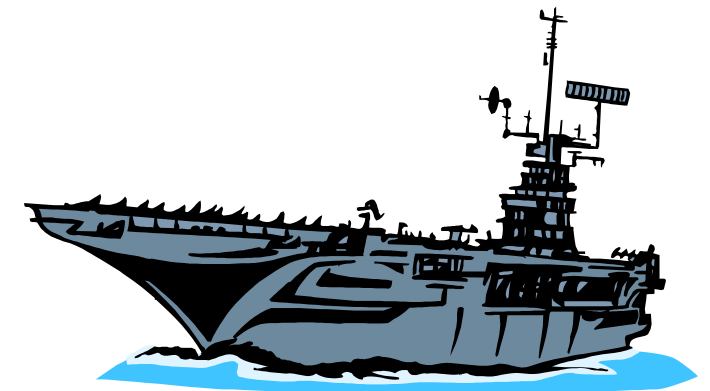
These figures will continue to fluctuate until certified by the SBA.



DISA FY23 Small Business Goals



- **Small Business = 25%**
- **Small Disadvantaged Business = 12.9%**
- **Woman-Owned Small Business = 5%**
- **Service-Disabled Veteran-Owned Small Business = 3%**
- **HUBZone Small Business = 3%**





DISA OSBP Mission, Vision & Contact Information

UNCLASSIFIED

OFFICE OF SMALL BUSINESS PROGRAMS' MISSION

We serve as the principal advocate for small businesses and primary advisor to DISA for the small business program.

OFFICE OF SMALL BUSINESS PROGRAMS' VISION

To educate small businesses and to advocate for maximum small business opportunities to support DISA in serving and protecting the warfighter in cyberspace.

Email: DISASmallBusiness@mail.mil

Phone: 301-225-6003

Website: <https://disa.mil/About/Small-Business>



Carlen Capenos
Director



Brenda Leonard
Associate Director



Gina Pasqualucci
Small Business Professional



Jessica L. Bathon-Logsdon
Small Business Professional



Aja Sydnor
Small Business Professional



2023 Upcoming Events

OSBP Co-Hosting:

DISA Business Match (All Day Matchmaking): May 1

AFCEA TechNet Cyber: May 2-4

OSBP Attending:

National 8(a) Conference: February 13-15

AFCEA West: February 14-16

AFCEA NOVA SB Enterprise IT Day: May 11

GEOINT Symposium: May 21-24

VETS Conference 2023: May 22-25

National HUBZone Conference: August 22-23



DEFENSE INFORMATION SYSTEMS AGENCY
The IT Combat Support Agency



U.S. ENVIRONMENTAL PROTECTION AGENCY (EPA)



St. Louis District - Small Business Industry Day

Doing Business with EPA

January 25, 2023



Jennifer Erickson is the Small Business Utilization Specialist (SBUS) with the U.S. Environmental Protection Agency (EPA) Region 7 and is a native of Kansas City. Since June 1998, Jennifer has worked in a variety of positions within EPA Region 7's Mission Support Division and branches include: Security, Safety, and Facilities Management, Grants Management and Contracts Management. In current her SBUS position, she provides a liaison relationship between the acquisition team, program offices, U.S. Small Business Administration, and other agencies; assists and educates small businesses on opportunities to do business with EPA; advises small businesses regarding current acquisition contracts available from EPA; and promotes opportunities for small businesses and socioeconomic businesses to participate in EPA acquisitions and meet Agency goals. Her role not only supports EPA Region 7's office, but also supports EPA Region 10. Jennifer's favorite time of the year is the fall season and loves rooting for her home-town Kansas City Chiefs.

Small Business Utilization Specialist

❖ **Role** - Supports EPA Region 7's office which serves Iowa, Kansas, Missouri, Nebraska, but also supports EPA Region 10 which serves Alaska, Idaho, Oregon, Washington.

- Liaison relationship
- Advise
- Assist
- Promote

EPA Big Picture

What do we spend our money on?

- Top common spend categories are:
 - Facilities & Construction
 - Professional Services
 - Information Technology
 - Research & Development

Region 7 and Region 10 Spend

What do we spend our money on?

- Top common spend categories are:
 - Remediation Services
 - General Warehousing and Storage
 - Temporary Help Services
 - Facilities Support Services

Contracting with EPA Site

Contracting with EPA site - Information on doing business with EPA including important elements of the contracting process, points of contact and information on the regulations and policies applicable to EPA acquisitions and frequently asked questions.

<https://www.epa.gov/contracts>

Learn



- [About EPA's Office of Acquisition Solutions](#)
- [Federal Procurement Regulations and Resources](#)

Opportunities



- [EPA Acquisition Forecast Database](#)
- [Tools for Doing Business with EPA](#)

Resources



- [Resources Related to EPA Contracting](#)
- [Frequent Questions About Contracting](#)
- [OAS Directory](#)

EPA Acquisition Forecast Database

- Best information available at the time of posting.
- Intended for planning purposes and provides information on future contract opportunities over \$250,000.
- Includes anticipated acquisition planning for three years.
- Search and filter options under Current Opportunities.

<https://ordspub.epa.gov/ords/forecast/f?p=122:1:10830180556894:::>

EPA Active Contract Listing

This is a popular resource that gives the public and contractors a look at what the agency is buying and the EPA Active Contracts.

- Search descriptions
- Award types
- Product Service Codes
- Firm Names
- Socio-economic status
- Contract ceilings

<https://ordspub.epa.gov/ords/activecontracts/f?p=123:2>

EPA Small Business Vendor Database

EPA's Office of Small and Disadvantaged Business Utilization maintains a Small Business Vendor Database which is a web-based database of small business firms interested in doing business with EPA. One of the purposes of this database is to aid large prime contractors with finding suitable small business subcontractors and act as a market research tool for EPA Program Offices and Contracting Offices.



Office of Small and Disadvantaged Business Utilization

Small Business Vendor Database

- Home
- Vendor Registration
- Vendor Search
- Events
- Surveys
- Forecasts
- FBO

Event List

Small Business Advocacy (SBAdvocacy) Group - a ProposalHelper Division

1/12/2023 - 1/12/2023



National 8(a) Association Small Business Conference

2/13/2023 - 2/15/2023



Human Capital Forecasting Event

2/22/2023 - 2/22/2023



HubZone National Conference

8/22/2023 - 8/23/2023



<https://vpmdsweb.epa.gov/Event/list>

Important Reminders Regarding Solicitations

- ✓ Postings are located on SAM.gov and FedConnect.net
- ✓ Read the posting in its entirety.
- ✓ Look at the Clauses.
- ✓ Pay close attention to the Instructions, Conditions, and Notices to Bidders.
 - What do the instructions say?
 - How do they want a proposal submitted?
 - Where is the information submitted?
 - When are the no later than dates and times?

Bottom Line: WHAT, HOW, WHERE, and WHEN.

FY 2023 Forecasted Opportunities

- NAICS Code 562910 – Remediation Services
- NAICS Code 561210 – Facilities Support Services
- NAICS Code 561720 - Janitorial Services

Contact Information and Questions and Inquiries

Jennifer Erickson, Small Business Utilization Specialist

- ❖ Email: erickson.jennifer@epa.gov
- ❖ Phone: (913) 551-7997

Thanks for your time!



***DOING BUSINESS WITH THE FEDERAL GOVERNMENT AND THE
US ENVIRONMENTAL PROTECTION AGENCY (USEPA)
INFORMATION FOR SMALL BUSINESSES***

NORVELLE V. MERRILL, SMALL BUSINESS SPECIALIST
USEPA REGION 5 CHICAGO



PRESENTATION OUTLINE

- WELCOME AND INTRODUCTION
- ABOUT THE USEPA
- FOCUS OF PRESENTATION
- USEPA COMMITMENT TO SMALL BUSINESS
- UNDERSTANDING THE FEDERAL ACQUISITION ENVIRONMENT
- SMALL BUSINESS ADVANTAGE IN FEDERAL ACQUISITION
- GOODS AND SERVICES PURCHASED BY THE USEPA
- SELLING/MARKETING TO THE USEPA
- OTHER GENERAL INFORMATION AND RESOURCES
- QUESTIONS

ABOUT THE USEPA

Established in 1970, the USEPA mission is simply to protect human health and the environment, while ensuring that the nation has clean air, land, and water.



FOCUS OF PRESENTATION

Although nearly half of the USEPA budget is spent on grants to support state environmental programs and other organizations, the focus of this presentation is on acquiring goods and services that directly benefit or that are used by the USEPA.

USEPA COMMITMENT TO SMALL BUSINESS

Fiscal Year 2021 small business expenditures of \$679,000,000 exceeded the prior fiscal year by \$86,000,000! HUBZone spend reached a record breaking \$75,600,000, significantly contributing to the revitalization of underserved communities. USEPA also establishes subcontracting small business goals each year.

UNDERSTANDING THE FEDERAL ACQUISITION ENVIRONMENT

Doing business with the Federal government is unlike operating in any other marketplace.

Complex rules and regulations govern all Federal agency buying. Public funds require fair opportunity to compete. Federal buyers cannot just use the companies they may prefer (exception: micro purchases of \$10,000 or less).

Typical selling and marketing practices may not yield the same results in this environment as in the private sector.

SMALL BUSINESS ADVANTAGE IN FEDERAL ACQUISITION

All procurements under the simplified acquisition threshold (currently \$250,000) must generally be set-aside for small businesses meeting SBA size standards.

Small Disadvantaged Businesses (SDB), particularly those in the Business Development (8a) program, Women-Owned, HubZone, and/or Service-Disabled Veteran Owned Small Businesses (SDVOSB), may be eligible to receive preference for direct awards.

GOODS AND SERVICES PURCHASED BY THE USEPA

Remediation services and environmental consulting services for the planning and execution of short-term and long-term environmental cleanup activities form the bulk of USEPA work.

The USEPA also purchases an array of other goods and services, including laboratory equipment and maintenance, IT equipment and maintenance, general consulting services, and research. The Great Lakes National Program Office, located in Region 5 Chicago, even has a research vessel!

See the USEPA Active Contracts List (<https://oasportal.epa.gov/apex/oasrp/f?p=100:2>) for the full scope of agency acquisitions. The USEPA website, (<https://www.epa.gov/>), has a wealth of information about the various EPA program areas generating the need for the goods and services that we buy.

SELLING/MARKETING TO THE USEPA

OUTREACH EVENTS

The USEPA Office of Small and Disadvantaged Business Utilization (OSDBU) conducts outreach events for small businesses, including one-on-one “matchmaking” meetings and capabilities sessions with EPA procurement and program office personnel. Regional small business specialists assist with planning and executing these activities in their respective regions.

FEDERAL SUPPLY SCHEDULES CONTRACTS (FSS)

Federal buyers often start here. GSA FSS contracts are a key tool for Federal buyers as they streamline the process.

SYSTEM FOR AWARD MANAGEMENT (SAM) REGISTRATION

Mandatory to receive any Federal award. (<https://sam.gov/content/home>).

EPA SMALL BUSINESS VENDOR MANAGEMENT SYSTEM REGISTRATION

For EPA-specific market research and assisting large prime contractors with finding small business subcontractors (<https://www.epa.gov/resources-small-businesses/doing-business-epa>).

GOVERNMENT PURCHASE CARD

Acceptance of the purchase card should be notated on your SAM registration.

OFFICIAL FEDERAL PROCUREMENT PORTAL (SAM)

SAM allows you to register for automatic notifications of solicitations. Use North American Industry Classification System (NAICS) code 562910 for remediation services and 541620 for environmental consulting services (key EPA contracting areas).

EPA ACQUISITION FORECAST DATABASE

Projected procurements of \$250,000 and up for three fiscal years can be found here, including small business set-aside. There is a named point of contact for each listing that you may speak to regarding each procurement. Entries are based on the best information available at the time of posting, are intended for planning purposes only, and do not constitute a commitment by EPA to buy the described supplies or services (<https://ofmpub.epa.gov/apex/forecast/f?p=forecast>)

OTHER GENERAL INFORMATION AND RESOURCES

****EPA Office of Small and Disadvantaged Business Utilization****

<https://www.epa.gov/resources-small-businesses>

For general information and guidance exclusively for small businesses, this is a comprehensive one-stop shopping resource for all things small business related.

Introduction to Federal Government Contracting

<https://www.usa.gov/government-contracting-for-beginners>

SBA HUBZone Empowerment Contracting Program

www.sba.gov/hubzone

SBA Sub-Net (Subcontracting Opportunities)

web.sba.gov/subnet

Procurement Technical Centers

<http://www.aptac-us.org>

Army Office of Small Business Programs Long-Range Acquisition Forecast

https://osbp.army.mil/Resources/Army-Long-Range-Acquisition-Forecasts?utm_medium=email&utm_source=govdelivery

Federal Contracts

www.fpds.gov;

General Service Administration

www.gsa.gov

State Procurement Offices (Region 5 States Only-these are NOT Federal sites)

Illinois: <https://www2.illinois.gov/cms/business/procurement/Pages/default.aspx>

Indiana: <https://www.in.gov/idoa/procurement/>

Michigan: <https://www.michigan.gov/dtmb/0,5552,7-358-82550---,00.html>

Ohio: <https://procure.ohio.gov/proc/index.asp>

Wisconsin: <https://doa.wi.gov/Pages/DoingBusiness/BidsProposals.aspx>



Tim Fischer, Manager
Remedial Response Branch #2
Superfund & Emergency Management
Division
US EPA Region 5
(312) 886-5787
fischer.timothy@epa.gov



Timothy Fischer
Remedial Response Branch #2 Manager
Region 5 Superfund Program

Tim has been with EPA Region 5 for 32 years, initially in the Air and Radiation Division before joining Superfund in 1994. He served as an RPM for 20 years, working on both private and federal facility sites. Tim has managed some of Region 5's most challenging sites, including the Industrial Excess Landfill (IEL), the Department of Energy Mound Plant, and the Kerr-McGee sites in West Chicago, Illinois. In 2014, Tim joined the Region 5 Superfund management team, and he has served as the Manager of RRB2 since 2019. Tim has received three EPA Gold Medals in his career; two in the Superfund program and one conducting enforcement in ARD. Tim has also served Region 5 as the Superfund Tribal Coordinator, as a member of the national EPA Federal Facilities Forum, and as the acting Deputy Director of GLNPO in 2018.

Planned FY2023/2024 Work



Superfund Site Remedial Investigation / Feasibility Study

- Michner Plating – Mechanic Street
- Hi-Mill Manufacturing Co.
- Highway 100 and County Road 3 Groundwater Plume
- Southeast Hennepin Area Groundwater and Vapor
- Broadway Street Corridor Groundwater Contamination
- Cliff Drive Groundwater Contamination
- North 5th Street Groundwater Contamination
- Unity Auto Mart
- Lusher Street Groundwater Contamination

Planned FY2023/2024 Work



Superfund Site Remedial Design

- Hegeler Zinc
- Ten-Mile Drain
- Amcast Industrial Corporation OU1

Superfund Site Remedial Action

- Keystone Corridor Groundwater Contamination OU1 – ISTT
- Ottawa Radiation Areas – Excavation of Radium-Contaminated Soil



**U.S. Department of the Interior
National Park Service, Interior Regions 3, 4, & 5**

REGIONAL MAJOR ACQUISITION BUYING OFFICE

**St. Louis District Small Business Industry Day
January 25, 2023**

**Martin Hauch
Missouri Major Acquisition
Buying Office (MABO) Lead**



**MARTIN D. HAUCH CONTRACTING OFFICER SUPERVISORY CONTRACT SPECIALIST
NATIONAL PARK SERVICE, INTERIOR REGIONS 3,4 & 5 MISSOURI MAJOR
ACQUISITION BUYING OFFICE LEAD**

Martin Hauch has over 27 years' experience within the federal acquisition career field that has encompassed working for four different federal agencies (United States Air Force, Veterans Affairs Administration, United States Forest Service, and the National Park Service).

His expertise is in his knowledge and use of federal laws, policy, and regulations in support of agency acquisitions. He is an experienced contracting professional who has worked with all aspects of the procurement process to include market research (includes small business programs), solicitation, negotiation, award, administration, and closeout of contracts.

He has a proven track record of working closely with his customers and the commercial marketplace to meet his customer's mission objectives.

He has a considerable amount of leadership experience over his career and has managed numerous procurement teams within the acquisition's community. His management experience is diverse as he has also managed a base wide credit card program at Little Rock Air Force Base, AR, and was an IT Team Chief for his squadron at RAF Lakenheath, United Kingdom.

Martin is married to his southern bell (Melissa) and has three incredible children (Nicholas, Rachel, and Rebekah). His hobbies include traveling, fly fishing and spending time with family.

Email address: martin_hauch@nps.gov

Phone Number: 501-388-8727 Duty Location: Cave Springs, AR

Education: Bachelor of Science, Interdisciplinary Studies, Liberty University Community College of the Air Force, Associates in Logistics and Contracting Federal Acquisition

Certification Level III

Warrant Level III

National Park Service Mission

The National Park Service preserves unimpaired the natural and cultural resources and values of the National Park System for the enjoyment, education, and inspiration of this and future generations. The Park Service cooperates with partners to extend the benefits of natural and cultural resource conservation and outdoor recreation throughout this country and the world.



Introduction

- The National Park Service (NPS)
 - The NPS is a Bureau of the Department of Interior (DOI)
 - Made up of over 400 Sites
 - Divided into Department of Interior Regions

- There are 4 Major Acquisition Buying Offices (MABO) supporting regions 3, 4, & 5 (Midwest)
 - Midwest Region MABO (Omaha, NE)
 - Missouri MABO (Cave Springs, AR)
 - Ohio MABO (Sagamore Hills, OH)
 - NEKOTA MABO (Keystone, SD)



Major Acquisition Buying Offices

- One Supervisory Contracting Officer
- Warranted Contracting Officers
- Contract Specialists
- Work projects in assigned park zones throughout Midwest

Annual Regional Workloads

- FY22 -- \$45 Million with 1200 Contract Actions
- 20% Construction with 80% Services and Supplies
- Majority of spending between March and September each year



Park Units

■ Arkansas

- Pea Ridge National Military Park
- Fort Smith National Historic Site
- Buffalo National River
- Hot Springs National Park
- Little Rock Central High School National Historic Site
- President William Jefferson Clinton Birthplace
- Arkansas Post National Memorial

■ Missouri

- Ozark National Scenic Riverways
- Wilson's Creek National Battlefield
- Gateway Arch National Park
- George Washington Carver National Monument
- Ulysses S. Grant National Historic Site
- Ste Genevieve National Historical Park



Park Units

- Illinois

- Lincoln Home National Historic Site
- Pullman National Monument

- Indiana

- Lincoln Boyhood National Memorial
- George Rogers Clark National Historical Park

Business Lines

■ Supplies

- ATV/UTVs
- Fence materials
- Fuel & propane
- Grounds equipment
- Gravel
- IT equipment (computers, monitors, servers, switches)
- Building materials, doors, windows, plastic lumber walkway materials
- Radios
- Traffic signs
- Trailers
- Vault toilets/Prefabricated restrooms

- **Parks Utilize Purchase Cards (below \$10K)*

Business Lines

■ Services

- Aerial spraying
- Archeological surveys
- Historical research studies
- Demolition
- Elevator maintenance & repairs
- Security systems/Alarm monitoring
- HVAC services and repairs
- Dispatch services
- Exhibit reconditioning
- Waste collection
- Vehicle/equipment repairs
- Water testing
- **Parks Utilize Purchase Cards (below \$2500)*

Business Lines

■ Construction

- Concrete sidewalks (new & repairs)
- Fence installation & repair
- Housing, quarters & cabins rehab
- HVAC replacement
- New buildings & expansions/additions
- Asphalt repairs, paving & striping
- Roofing
- Trail construction
- Well drilling
- Sewer

■ Line Item/Major Construction

- Performed by NPS' Denver Service Center

- **Parks Utilize Purchase Cards (below \$2000)*

Procurement Information

■ Strategic Sourcing

- Mandatory Sources (List not all inclusive)
 - NASA SEWP for IT
 - Defense Logistics Agency (DLA) for the purchase of gas & diesel fuel for sites using >10,000 gal annually
 - Federal Law Enforcement Training Center (FLETC), Department of Homeland Security, and FBI contracts for Law Enforcement ammunition
 - General Services Administration (GSA) FSSI BPAs with UPS and FedEx for domestic delivery service
 - GSA FSSI Wireless BPAs for cell phone services
 - GSA for non-tactical vehicles
 - DOI Field Communications for Radio and Dispatch Center Equipment

■ Fiscal Obligation Deadlines

- Annual/FY funded requirements – 25 Sep
- Rec Fee program funded requirements – 31 Dec

■ Invoicing

- DOI invoices through the Invoice Processing Platform (IPP)
 - www.ipp.gov

Strategies

- Best Value Procurements
- Requests for Proposals
- Request for Quotes
- Invitations for Bids
- Responsive and Responsible Contractors
 - Good Past Performance
 - Technical Capability
 - Adequate resources to complete the work
 - Quality work offered at a fair price



Small Business Socio-Economic Considerations

- Most actions are less the \$250,000 and are automatically reserved for small business
- Projects over \$250,000 are screened with focus on HUBZone, Service-Disabled Veteran Owned, Woman Owned or 8(a) before small business
- We use Small Business Dynamic Searches
- We use Sources-sought Announcements/Responses from SAM.gov
- Set-aside decisions are approved by COs, Small Business Specialists, and in some cases, SBA Procurement Center Representatives (depends on \$ thresholds)

Small Business Goals/Results

FY22 National Park Service/Region:

<u>Status</u>	<u>Goal</u>	<u>National</u>	<u>Region/Omaha</u>
SB	49%	62%	92%
SDB	37%	38%	45%
SDVOSB	3%	5%	23%
WOSB	5%	18%	22%
HUBZone	3%	10%	23%

Hints/Tips

■ Sources Sought/Request for Information

- Highly recommend responding to a Sources Sought or RFI
- Assists specialists/buyers in developing the acquisition strategy

■ Solicitations

- Read in their entirety
- Provide the requested information

■ Capability Statements

- Provide 1-3 page briefing of your businesses line of work
- Include POC, CAGE code, NAICS codes & socio-economic categories

■ Third Party Services

- Small Business Dynamic Search (details important). Beware of companies offering services to be registered in System for Award Management etc. for a fee.

SBA Tools.... Information Matters!

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.

NEW NEW FEATURES FOR MOBILE USERS:
 Phone number hotlinks can be used to dial the number on mobile phones.
 Address hotlinks can be used to show the address in Google Maps.

SBA has verified the following certifications in DSBS: HZ, WOSB, EDWOSB, SDB. Any other certification presented in DSBS is not verified by SBA. Other than these SBA certifications, DSBS is generally a self-certifying database and SBA does not guarantee the accuracy of the data included. The SBA strongly recommends that contracting officers diligently review a bidder's awarding a contract.

Location of Profile

- States:
- TN - Tennessee
 - TX - Texas
 - UT - Utah
 - VT - Vermont
 - VA - Virginia
 - VI - Virgin Islands
 - WA - Washington
 - WV - West Virginia
 - WI - Wisconsin
 - WY - Wyoming
- (How to make multiple selections.)
- Area Code or ZIP

SBA QUICK MARKET SEARCH RESULTS

SBA Quick Market Search Results

Quick Market Search Listing, where

the firm has not opted out of DSBS searches;
 the firm is small in any of these NAICS codes: 238160;
 the profile location is in: Michigan;
 the profile's status is that of a standard DSBS search;
 and economic groups randomized by original start time of search: 2021-05-18 03:00:55 PM.
 88 seconds for certifications and 3.80 seconds for non-certifications.
 economic group meeting your search criteria.

Economic Group	Number of Firms Found
Woman or Women Owned	31
Service-Disabled Veteran	33
Currently SDB Certified	1
Veteran	44
Currently HUBZone Certified	17
Currently 8(a) Certified	21

SBA Search Results

Table Listing, where

the firm is small in any of these NAICS codes: 238990;
 the profile location is in: Wisconsin;
 the profile's status is Active;
 and randomized by original start time of search: 2021-05-18 02:56:30 PM.

Search operation took 0.02 seconds. The count and search queries took 3.25 seconds and 3.75 seconds, respectively.

profiles 1 - 25 (of 150 profiles matching criteria):

Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
Stone Concepts Corporation	Antonio M Nogueira	2111 Eagle Dr Middleton, WI 53562-2551	WOSB & Minority SB. Tile, Quartz, Granite, flooring and countertop fabrication and installation. Commercial and residential capabilities.
Hayworth Fence Co., Inc.	JOSEPH HAYWORTH	720 N HILLCREST PKWY ALTOONA, WI 54720-2702	Hayworth Fence Co, Inc. is a commercial and residential construction company that performs installation and repairs of all types of fencing including gates and is also certified in gate operator installation.
Support Services, LLC	Cynthia Shaw	1033 N Mayfair Rd Ste 202 Milwaukee, WI 53226-3442	Mission Support Services and its wholly-owned subsidiary, General Mechanical Corporation, provide total project delivery services to the DoD and commercial clients with safety and quality as our guiding principles. We provide customized general construction, construction management, design-build, and related technical services with in-house staff consisting of self performing tradesman, construction management, engineering, and technical resources to deliver projects using design-build and design-bid-build methods as a licensed engineering, general and mechanical contracting firm.
J. LLC	JAMIE BAILLARGEON	1101 Barnett Rd Ste 103 Ladysmith, WI 54848-8308	Design Build, Restoration, Construction, Engineering, Electrical, LAN & Fiber Installation, Wireless, Roofing, Siding Insulated Panels, HVAC, Lightning Protection, Painting, Flooring
Clean Lax	Lisa M Volden	419 Sand Lake Rd Suite J2 Onalaska, WI 54650-2706	Woman Owned Small Business specializing in janitorial services, commercial cleaning, residential cleaning, vacancy cleaning, post construction cleaning.
Walmart	Daniel Kossel	W5021 AMY AVE STE 7 KAUKAUNA, WI 54130-8528	We offer same day drop shipping of product directly from manufacturer to you. most items ship for FREE if within 48 US States. Accept all government credit cards, and purchase orders. Will ship anywhere in the world.
Water Inc	KRISTIN BOYLE	2954 N 117th St Milwaukee, WI 53222-4106	
SIONAL IS, INC.	Donna M Dorsey	N113 W 18839 CARNEGIE DR GERMANTOWN, WI 53022-3001	
Ewart		Newberry, MI 49868-8135	
EN INSTRUCTION, C	ANTHONY R MCKERCHIE	5092 W VIENNA RD STE K CLIO, MI 48420-2805	
ITLER INSTRUCTION, INC.	DALE LENTZ	5820 N CANTON CENTER RD STE 105 CANTON, MI 48187-2600	
M ROOFING, C	David Koller	1321 BAMFORD DR WATERFORD, MI 48328-4715	
arl Beach nstruction mpany	KARL Dornburg	23450 REYNOLDS CT CLINTON TOWNSHIP, MI 48036-1240	New Housing Builders, Residential Re-modelers, Industrial Building, Commercial Institutional Building, Disaster Response, Sewer/Water Replacement, Port/Harbor Operations, Marine Construction, Restoration, Wetlands Mitigation, Dredging, Pipe Bursting
gels General nstruction, Inc	Emir Gardel	7152 Michigan Ave Detroit, MI 48210-3131	New Construction, Design-Build Construction, Tenant Build-Outs, Electrical, Mechanical, Demolition, Carpentry, Masonry, Tuck Pointing, Drywall/Painting, siding, flooring, Concrete, Asphalt, Communication, Fire Protection,

Small Business

My contact info: martin_hauch@nps.gov or (501) 388-8727

Thank You!





U.S. Small Business
Administration



U.S. Small Business
Administration

**Commercial Market Representative (CMR)
Office of Government Contracting
1222 Spruce St. Suite 10-103
St. Louis, MO 63103**

Ms. **Deborah Crumity** is the Regional Commercial Market Representative of the SBA geographical Area IV, Office of Government Contracting, Chicago, IL, supporting ten (10) Ten Midwestern states (IA, IL, IN, KS, MI, MO, MN, NE, OH, and WI). She manages Other Than Small Business (OTSB) Prime contractors to assure small business concerns have the maximum practicable opportunity to participate in subcontract awards. She also worked as an SBA Procurement Center Representative (PCR).

Ms. Crumity began her Civil Service career in the United States Navy and retired as a Chief Petty Officer. She continued her Civil Servant role by entering Federal Contracting in 2007 with the Department of Defense, Air Mobility Command Scott AFB, IL. She has held various Contracting assignments since that time. One of her major roles was as a Small Business Professional (SBP)/Acting Director for the United States Transportation Command (USTRANSCOM) Office of SB Programs, where she advocated for small businesses.

Deborah has a Master of Arts degree in Procurement and Acquisitions Management, FAC-C Level III, Certified Federal Contract Management (CFCM) through the National Contract Management Association (NCMA), and a Master Certificate in Contract Management.



U.S. Small Business
Administration

Maria T. Galloway
Procurement Center Representative
U.S. Small Business Administration
2300 East Drive, Bldg. 3600
Scott AFB, IL 62225-5406
618-418-6072 FAX 202-292-3882
Maria.Galloway@sba.gov

Maria is a Procurement Center Representative (PCR) with the U.S. Small Business Administration's (SBA) Office of Government Contracting Area IV at Scott AFB, Illinois. As a PCR, Maria is charged with working with numerous government agencies (located in Illinois, Kansas, and Missouri), to ensure the largest possible percentage of contract support to small businesses.

She began her federal career in 1985 with the Department of Defense of which 15 years were spent in the Contracting Career Field. She joined the SBA in June 2010.

Maria is a certified Acquisition Professional with a DAWIA Level III.

How The SBA Can Help: **Four areas supporting success**

Talk to us about access to capital, valuable resources, business know-how, and the right expertise for **every stage** of a business lifecycle that is backed by the federal government.



Free business counseling



SBA guaranteed business loans



Home & business disaster loans



Federal government contracting

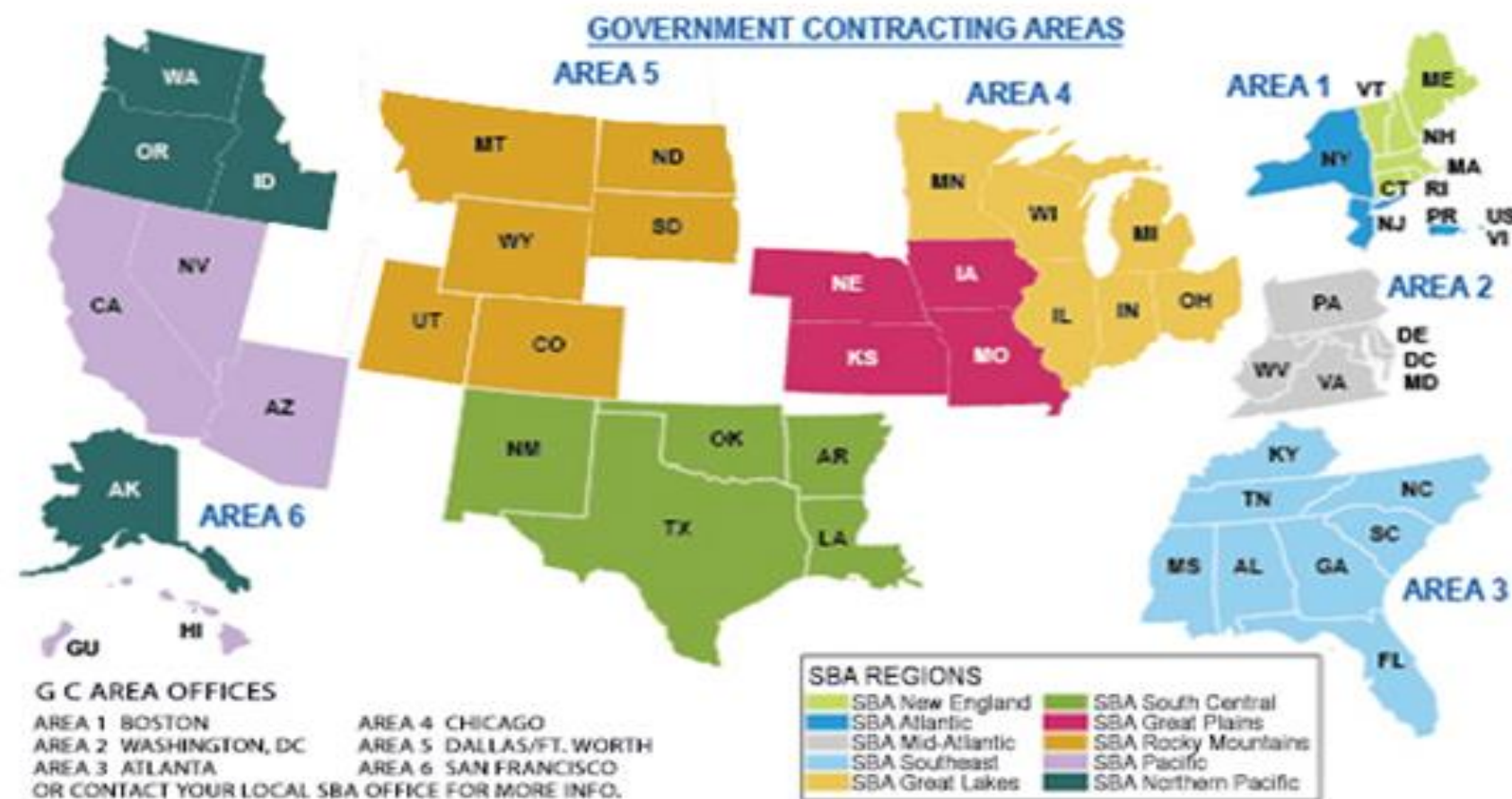


U.S. Small Business
Administration

Office of Government Contracting

Office of Government Contracting (GC)

Our mission is to assist small businesses in obtaining a fair share of Federal Government contracts, subcontracts and property sales.



Area Offices

What Do We Do:

- **Certificate of Competency Program**
- **Natural Resources Assistance Program**
- **Small Business Size Determinations**
- **Waivers of the Nonmanufacturer Rule**
- **Surveillance Reviews**
- **Natural Resources and Sales Assistance Program (Timber)**
- **GC also plays a major role in the formulation of federal procurement policies that affect small businesses**

Who Are We:

- **GC headquarters staff and field staff positions**
- **Procurement Center Representatives (PCRs)**
- **Commercial Market Representatives (CMRs)**
- **Certificate of Competency (COC) Specialists**
- **Size Determination Specialists**
- **Industrial Specialists (IS)**
- **To locate an SBA Area Office go to <https://www.sba.gov/contracting/resources-small-businesses/pcr-directory>**

Prime Contracting Program

The SBA's Prime Contracts Program serves to strengthen the economy of the Nation by striving to create maximum practicable opportunities for Small Business (SB) and all other socio-economic concerns while increasing overall competition in the Federal acquisition process.

PCR Responsibilities

- Assigned to a contracting activity to carry out SBA policies and programs
- Recommend the set-aside of selected acquisitions
- Recommend new qualified small business sources
- Appeal Contracting Officers' decisions which they deem adverse to small businesses
- Provide advice to large businesses concerns to facilitate subcontracting opportunities for small businesses
- Investigate issues upon the request of a SB, the activity, or SBA office

Subcontracting Assistance Program

The SBA Subcontracting Assistance Program is to increase the utilization of SB concerns in Federal Government procurements by ensuring subcontracting opportunities are available for SB concerns. SB concerns include small, disadvantaged businesses (SDBs), woman-owned small businesses (WOSBs), Historically Underutilized Business Zone small businesses (HUBZones), veteran-owned small businesses (VOSBs), and service-disabled veteran-owned small businesses (SDVOSBs).

CMR Responsibilities

- Ensure that Large Business (LB) prime contractors provide maximum, practicable subcontracting opportunities for SBs
- Review & monitor a LB prime's subcontracting programs & achievements and challenge prime's "good faith efforts" as stated in its subcontracting plan
- Assist LB primes to identify SB sources for new & existing subcontracting opportunities
- Counsel & Advise SBs on how to market LB primes

COMPLIANCE



PCR and CMR Contact Information

Maria Galloway

Office: (618) 418-6072

Cell: (618) 319-3646

Email: maria.galloway@sba.gov

Deborah Crumity

Office: 314 539-6610

Cell: 314 696-9521

Email: Deborah.crumity@sba.gov



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USTRANSCOM

UNITED STATES TRANSPORTATION COMMAND



United States Transportation Command Procurement Forecasting Brief

Rory Brooks, Small Business Professional Acquisition Directorate, Small Business Office (TCAQ-SB)

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Rory Brooks
Small Business Professional
United States Transportation Command

Mr. Rory Brooks is a Small Business Professional for the United States Transportation Command (USTRANSCOM) located at Scott Air Force Base, Illinois. He joined the Small Business Team in November 2020 and has 7 years of Contracting experience.

Prior to joining the USTRANSCOM Small Business, Mr. Brooks worked as a Contracting Specialist for the USTRANSCOM Information Technology Programs and Support Services where he served 4 years before joining the Small Business team. Prior to working for USTRANSCOM, he worked 4 years for the Defense Information Technology Contracting Organization (DITCO).

Rory retired from the United States Air Force in February 2009 as a Staff Support, Information Management Specialist. He received his Level II Contracting Certification in 2018.

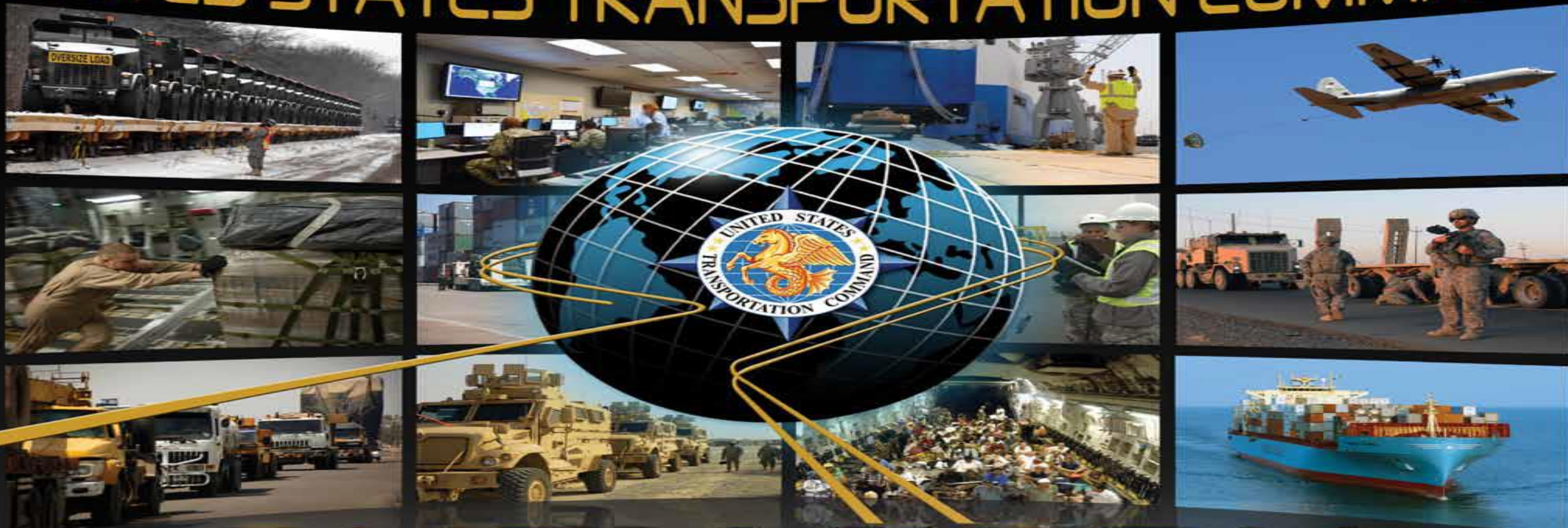


COMMAND'S MISSION

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UNITED STATES TRANSPORTATION COMMAND



USTRANSCOM Mission:

USTRANSCOM conducts globally integrated mobility operations, leads the broader Joint Deployment and Distribution Enterprise (JDDE), and provides enabling capabilities in order to project and sustain the Joint Force in support of national objectives.

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USTC SMALL BUSINESS PROFESSIONALS

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TOGETHER, WE DELIVER.

SUZANNE MUDD-YARBER

Director, Small Business Programs

Suzanne.m.mudd-yarber.civ@mail.mil

RORY BROOKS

Small Business Professional

Rory.j.brooks.civ@mail.mil

Organizational Mailbox: transcom.scott.tcaq.mbx.sb@mail.mil

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SMALL BUSINESS MISSION AND RESPONSIBILITIES

TOGETHER, WE DELIVER.

- MISSION

- To support the Command's priorities, operations, and objectives through the advocacy of Small Business concerns and educational instruction about the requirements of the Small Business Programs

- RESPONSIBILITIES

- The Small Business office is the advocate for small business utilization within USTRANSCOM through advice and counseling
- We are available to educate and advise industry by participating in training sessions and Outreach opportunities

- MOTTO

- **The Door of the Small Business Office is Always Open to Provide Guidance and Assistance on Small Business Utilization**



Procurement Forecasting

TOGETHER, WE DELIVER.

- What is it?
- Where is it?
- How will it help me?


USTRANSCOM
 United States Transportation Command

[Doing Business with USTRANSCOM](#)
[Moving Passengers and Cargo](#)
[Defense Transportation Regulations](#)
[Defense Personal Property Program](#)

[Industry Resources](#)
[Small Business Programs](#)
[TTILO](#)
[Rates and Guidance](#)
[Transportation Cost Estimate](#)

Doing Business With USTRANSCOM



The Office of Small Business Programs (OSBP) (TCAQ-SB)

The advocate for small business utilization within USTRANSCOM and an important source of information tailored to assist small businesses

What's New...

DLA COVID-19 Contingency Corridor – FedMall for DoD Small Business Contractors

[Learn what USTRANSCOM buys](#)

I Want To...

[Learn what USTRANSCOM buys](#)

[View Upcoming Business Opportunities](#)

[View USTRANSCOM Business Partners](#)

[Become an approved DOD Air Carrier](#)

Quick Links...

[Program Executive Office](#)

[Transportation & Technology Industry Liaison Office](#)

[Industry Resources](#)



Procurement Forecasting

TOGETHER, WE DELIVER.

What is it?

The Procurement Forecast is a list of current or upcoming United States Transportation Command (USTRANSCOM) acquisitions

This listing is updated twice a year in March and November with acquisitions submitted by the various TCAQ Divisions (Airlift, Sealift, Specialized Transportation, and Information Technology)



Procurement Forecasting

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Where is it?

<https://www.ustranscom.mil/dbw/index.cfm>

What's New.... (View Upcoming Business Opportunities)

I Want To... (View Upcoming Business Opportunities)

Quick Links.... (Procurement Forecast)



Procurement Forecasting

TOGETHER, WE DELIVER.

How Will It Help Me?

The Procurement Forecast listing identifies:

Procurement Title

North American Industry Classification System (NAICS)

Projected Value Range

Anticipated Release Date

Anticipated Award Date



Procurement Forecasting

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How Will It Help Me?

The Procurement Forecast listing identifies: (Cont'd)

Acquisition Strategy

Contract Type

Current Contract Expiration Date

Contract Specialist Name

Contract Specialist Email Address

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North American Industry Classification System (NAICS) Codes

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USTRANSCOM PROCUREMENTS BY NAICS

- **33 (MANUFACTURING (METALS, MACHINERY, COMPUTER, ELECTRONICS ELECTRICAL TRANSPORTATION EQUIPMENT, FURNITURE, MISCELLANEOUS))**
- **44 (RETAIL TRADE (MOTOR VEHICLE, FURNITURE, ELECTRONICS, BUILDING MATERIAL, FOOD, HEALTH, GASOLINE, CLOTHING))**
- **48 (TRANSPORTATION)**
- **49 (POSTAL SERVICE, COURIER/MESSANGER, WAREHOUSING)**
- **51 (INFORMATION)**
- **52 (FINANCE AND INSURANCE)**
- **53 (REAL ESTATE AND RENTAL AND LEASING)**
- **54 (PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)**
- **56 (ADMINISTRATIVE AND SUPPORT AND WASTE MANAGEMENT AND REMEDIATION SERVICES)**
- **81 (OTHER SERVICES (EXCEPT PUBLIC ADMINISTRATION))**



Procurement Forecast Listing

TOGETHER, WE DELIVER.



UNITED STATES TRANSPORTATION COMMAND
508 SCOTT DRIVE
SCOTT AIR FORCE BASE, ILLINOIS 62225-5357

ACQUISITION FALL PROCUREMENT FORECAST

Title: Joint Financial Operations and Systems Support (JFOSS)

NAICS: 541219

Description: USTRANSCOM Program Analysis and Financial Management Directorate (TCJS) requires services to support USTRANSCOM's internal controls over reporting, internal controls over systems, internal controls over operations, and the full financial statement audit and any support to the Department of Defense (DoD) Consolidated Audit.

Procurement Type: Service

DoD Approved Air Carrier Required: No

DoD VISA Participant Required: No

Projected Value Range: \$50,000,000 to \$99,999,999

Anticipated RFP Release Date: FY23 3rd Qtr

Anticipated Acquisition Strategy: TBD

Solicitation Number: HTC711-23-Q-D003

Incumbent Contractor: Ernst & Young LLP

Current Contract Number: HTC711-19-F-D015

Previous Acquisition Strategy: Full & Open Competition

Current Contract Type: LH

Current Contracts Expiration Date End: 12/31/2023

Contract Specialist Name: Terina Folsom

Contract Specialist Email Address: terina.a.folsom.civ@mail.mil

Division: TCAQ-D

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Procurement Forecast Listing

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UNITED STATES TRANSPORTATION COMMAND
508 SCOTT DRIVE
SCOTT AIR FORCE BASE, ILLINOIS 62225-5357

ACQUISITION FALL PROCUREMENT FORECAST

Title: Joint Transportation Management System

NAICS: TBD

Description: JTMS will drive Department-wide business reform by integrating transportation and financial processes at the transaction level to optimize financial management of the Transportation of Things. Other benefits include improving the auditability of financial documentation and eliminating many existing transportation-related applications.

Procurement Type: Service

DoD Approved Air Carrier Required: No

DoD VISA Participant Required: No

Projected Value Range: \$500,000,000 & Over

Anticipated RFP Release Date: FY24

Anticipated Acquisition Strategy: TBD

Solicitation Number: TBD

Incumbent Contractor: N/A

Current Contract Number: N/A

Previous Acquisition Strategy: N/A

Current Contract Type: N/A

Current Contracts Expiration Date End: 12:00:00 AM

Contract Specialist Name: JaneAnne Holten

Contract Specialist Email Address: janeanne.m.holten.civ@mail.mil

Division: TCAQ-D

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Procurement Forecast Listing

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UNITED STATES TRANSPORTATION COMMAND
508 SCOTT DRIVE
SCOTT AIR FORCE BASE, ILLINOIS 62225-5357

ACQUISITION FALL PROCUREMENT FORECAST

Title: Master Leasing Contracts

NAICS: 532411

Description: This contract provides intermodal equipment leasing and transportation services and related container support functions, to include interfacing with Government systems, to meet Government missions and exercises on a global basis.

Procurement Type: Service

DoD Approved Air Carrier Required: No

DoD VISA Participant Required: No

Projected Value Range: \$100,000,000 to \$499,999,999

Anticipated RFP Release Date: FY23 3rd Qtr

Anticipated Acquisition Strategy: Full & Open Competition

Solicitation Number: TBD

Incumbent Contractor: Textainer, Seacube Leasing International Inc, Textainer Equipment Management, Triton Container International Limited

Current Contract Number: HTC711-19-D-R008/19-D-R009/19-D-R010

Previous Acquisition Strategy: Full & Open Competition

Current Contract Type: FFP

Current Contracts Expiration Date End: 2/23/2024

Contract Specialist Name: Taylor Voss

Contract Specialist Email Address: taylor.n.voss.civ@mail.mil

Division: TCAQ-I

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PRIMARY BUSINESS LINES - TRANSPORTATION

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- **CONTRACT AIRLIFT DIVISION**

- Civil Reserve Air Fleet (CRAF) Program
- Domestic Airlift Services Program
- Next Generation Delivery Services (NGDS) 2 Program
- Global Heavyweight Services (GHS) Program
- Air Terminal and Ground Handling Services (ATGHS) Program
- Worldwide Airlift Services Program (WASP)



PRIMARY BUSINESS LINES - TRANSPORTATION

TOGETHER, WE DELIVER.

- **SEALIFT SERVICES DIVISION**
 - Voluntary Intermodal Sealift Agreement (VISA) Program
 - Universal Services Contract (USC) Program
 - Commercial Multimodal 3 (CMM3) Program
 - Fuel Barge Program

- **SPECIALIZED TRANSPORTATION AND SUPPORT DIVISION**
 - Defense Freight Transportation Services (DFTS) Program
 - Global Privately Owned Vehicles Contract (GPC) Program
 - Stevedoring and Related Terminal Services (S&RTS) Program



BUSINESS LINES – IT AND KNOWLEDGE MANAGEMENT

TOGETHER, WE DELIVER.

- INFORMATION TECHNOLOGY PROGRAMS AND SUPPORT SERVICES DIVISION
 - Third Party Payment System (TPPS) Program
 - Enterprise Data and Analytic Environment (EDAEE) Program
 - Joint Financial Operations and Systems Support (JFOSS) Program
 - Global Transportation Planning (GTP) and Group Operational Passenger Systems (GOPAX) Programs Operational and Sustainment
 - Defense Personal Property System (DPS)
 - Surface Deployment and Distribution Command (SDDC) Global Air Transportation Execution System (GATES)
 - Change Management/Knowledge Management (CM/KM) Program
 - Commander's Action Group (CAG) Program

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ACQUISITION DIRECTORATE – LEADERSHIP AND BUYING DIVISIONS

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Acquisition Directorate

Mr. Kenneth Brennan, Director
Ms. Tamara Thouvenot, Deputy Director
Mr. Charles Burton, Head of Contract Activity

Contract Airlift Division

Ms. Gina Lee, Chief
Mr. Doug Cook, Deputy

Sealift Services Division

Mr. Nick Weiss, Chief
Ms. Lisa Cahill, Deputy

Specialized Transportation and Support

Mr. Greg Hunt, Chief
Ms. Keri Lindsco, Deputy

Information Technology Programs and Support Services

Ms. Jill Muskopf, Chief
Ms. Andrea Mouser, Deputy



ACQUISITION DIRECTORATE – REVIEW AND ADVISORY OFFICES

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Business Support and Policy Division

**Mr. Adam Hemken, Chief
Mickey Muskopf, Deputy**

Small Business Programs Division

Ms. Suzanne Mudd-Yarber, Director



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USTRANSCOM

UNITED STATES TRANSPORTATION COMMAND



Questions

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Post Event Survey

Please take a moment to complete the short post event survey by scanning the QR Code below. All feedback is welcomed.

<https://www.surveymonkey.com/r/7QPJFHC>

