



# **MID-YEAR MEMBERSHIP MEETING**

**Minneapolis Convention Center**

**May 21, 2008**

# Slide Presentations

## Doing Business with NAVFAC

–Janis Kaiser, Deputy for Small Business, Midwest.....3

## Small Environmental Business & the Corps of Engineers

–Ernest Drott, Chief Military Programs, Great Lakes  
and Ohio River Region.....30

## AFCEE Support of Small Business Programs

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# ***Doing Business with NAVFAC***

**SEBAC Meeting  
Minneapolis, MN**

***Jan Kaiser  
Deputy for Small Business  
Naval Facilities Engineering Command, Midwest***

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***21 May 2008***

# ***About NAVFAC ...***



- **NAVFAC's Roles, Products & Services**
- **Shore Facilities - Trends**
- **Projected Workload**
- **Major Programs and Future Work Overview**

# Who is NAVFAC?

*Naval Facilities Engineering Command*



- **Our Roles**

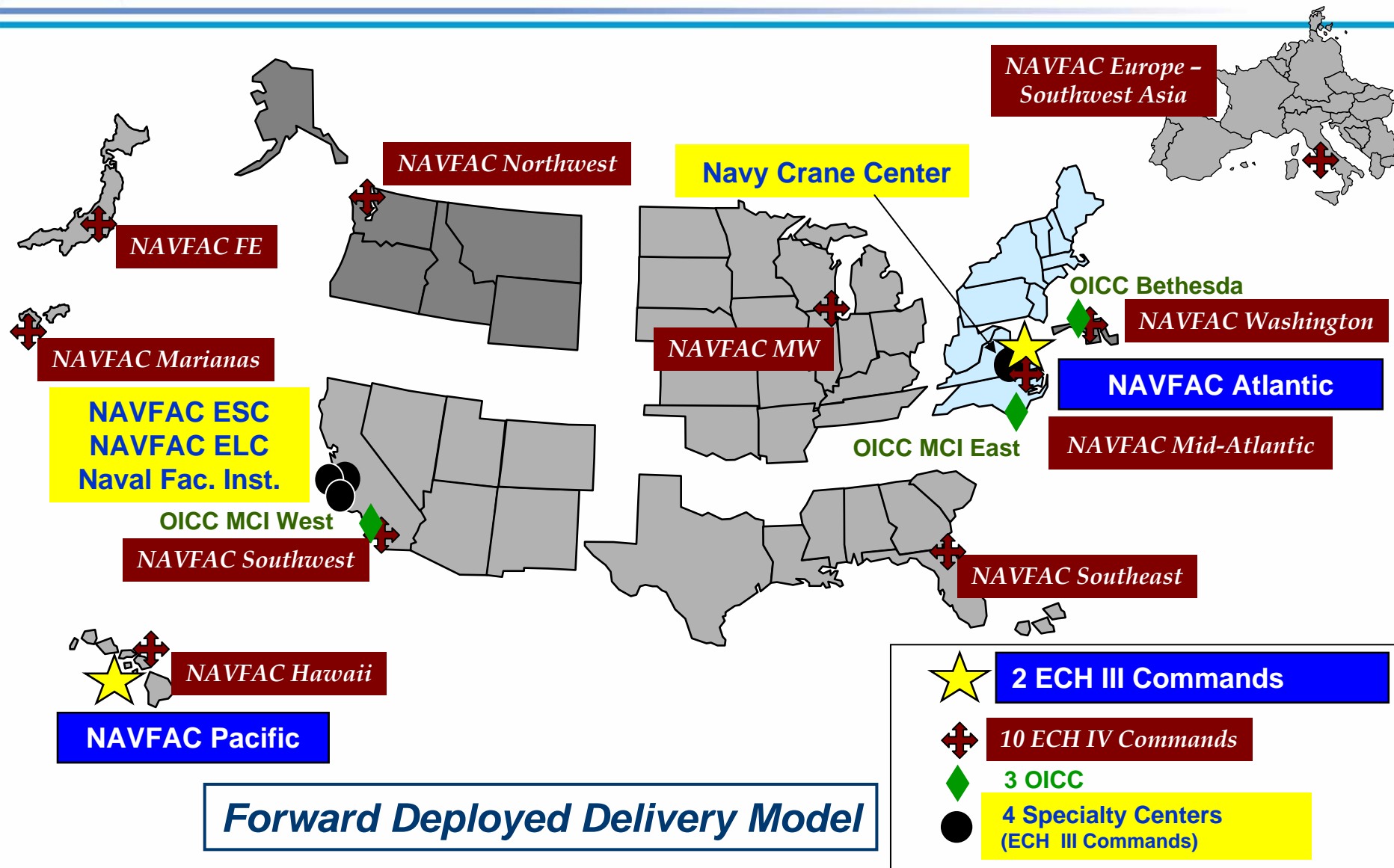
- DoD Construction Agent
- DoN's Facilities Engineering SYSCOM
- Naval Expeditionary Combat Enterprise lead SYSCOM
- Member of the Provider Enterprise
- Global Engineering/Acquisition Command
  - 17,000 Civilians, 1,600 military, and 500 Contractors

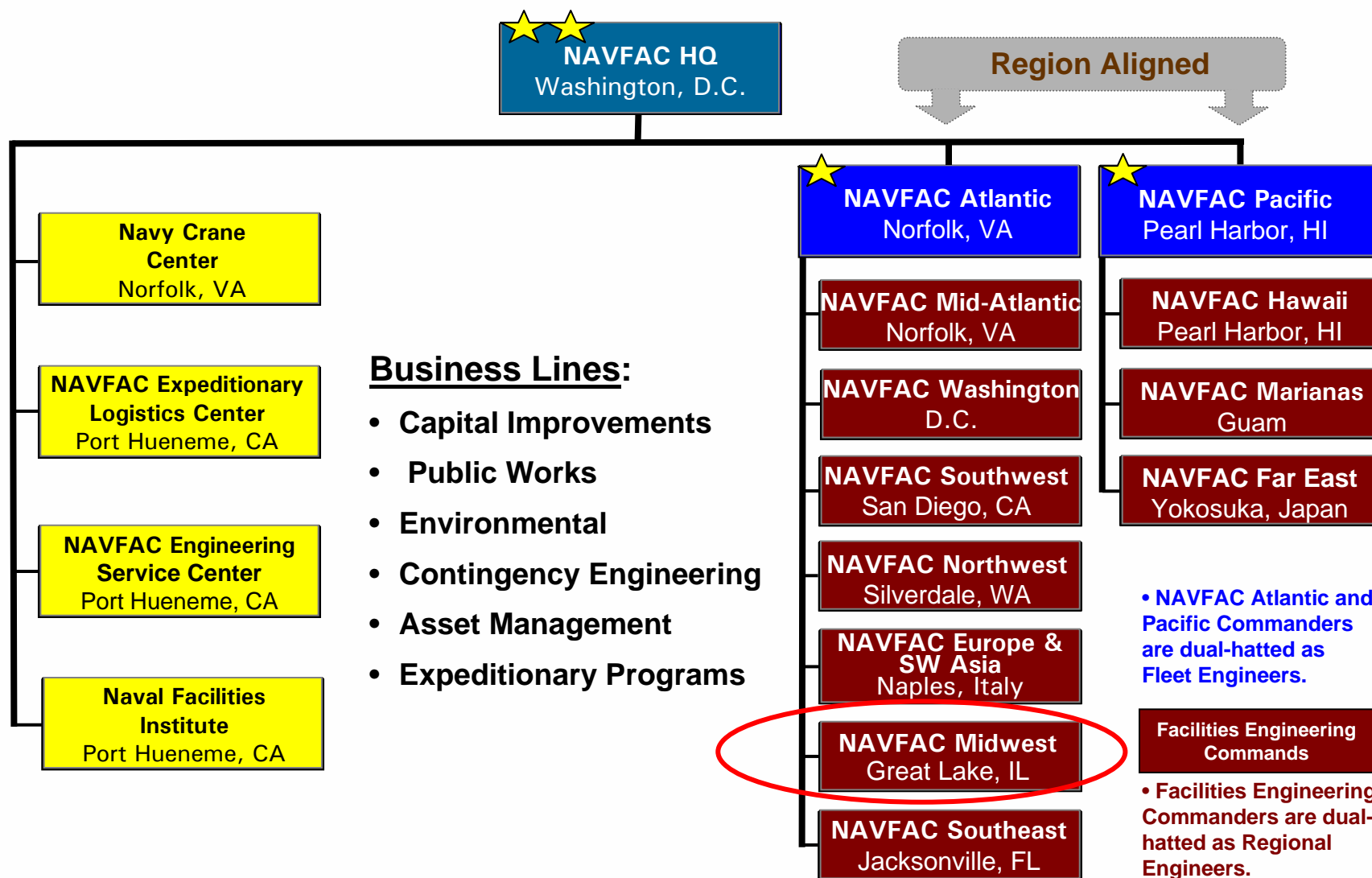
- **Our products and services:**  
**Over \$10 billion annually**

	\$Billion
1 Wal-Mart	351
6 General Electric	168
49 Microsoft	44
57 Lockheed Martin	40
100 Halliburton	23
237 Amazon.com	11
<b>NAVFAC</b>	<b>10</b>
276 Southwest Airlines	9
309 Sherwin-Williams	8
492 Western Union	4

*2007 Ranking Among Fortune 500 Companies*

# NAVFAC...Region Aligned



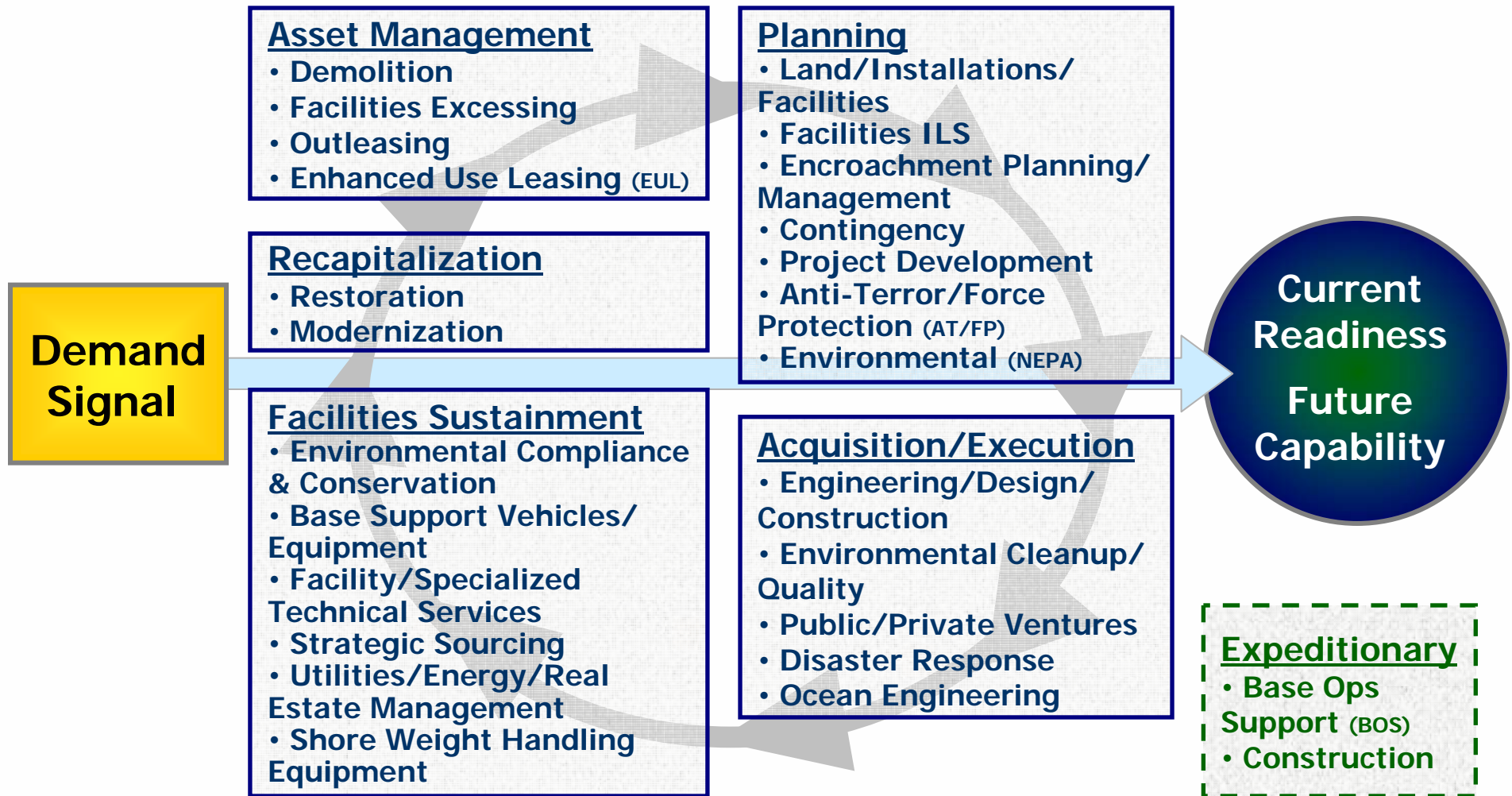




# Products and Services/Support for Facilities Lifecycle

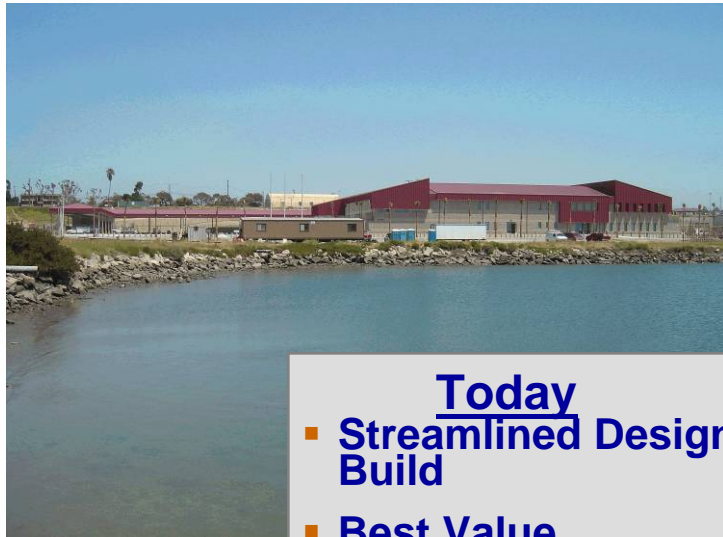


Applying Technical, Contracts and Real Estate Authorities and Expertise





# Construction Trends



## Today

- Streamlined Design-Build
- Best Value Selection
- Multiple Award Contracts
- Anti-Terrorism
- Fast Track Construction
- Increased Client Participation
- Improved Project Development

## Yesterday

- Design-Bid-Build
- Low bid
- Adversarial Relationship

## Tomorrow

- CM @ Risk
- Focus on Building Performance
- Deliver Sustainability / Lower Life Cycle Cost
- Leverage Technical Skills thru Cross Functional Teams
- USGBC LEED Silver Level on all projects

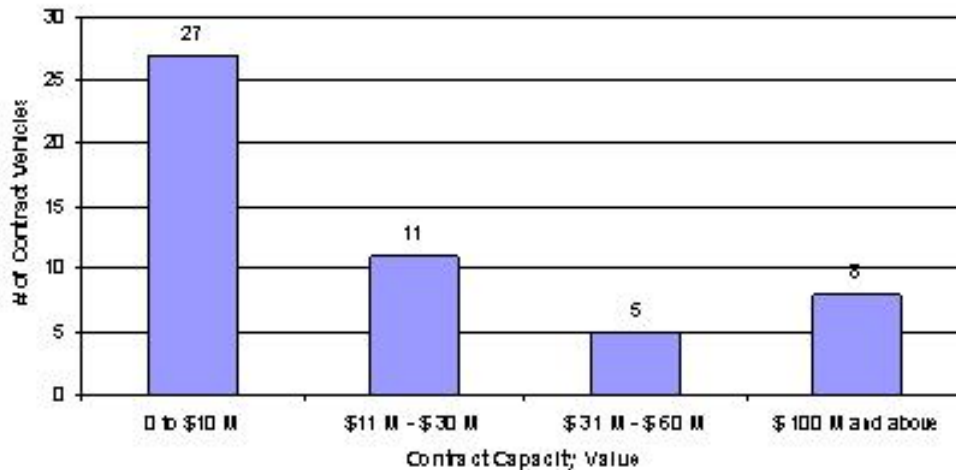
## Benefits

- Reduced Acquisition Time
- Life-Cycle Costing Decisions
- Improved Safety / Quality / Schedule Performance
- Improved Energy Efficiency

# Environmental Trends



Proposed New Vehicles by Capacity



**LB RAC**

**Awarded April 08**

**\$150M Max**

**Shaw Environmental Group, Inc.**

**POC: Julia Madden 757-640-6928**

***julia.madden@shawgrp.com***

**SB RAC**

**Awarded March 08**

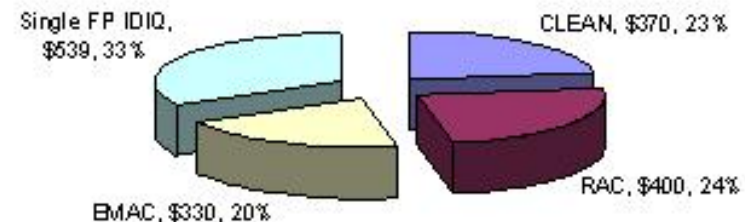
**\$100M Max**

**Agviq/CH2MHill Constructors, Inc.**

## PLANNED NEW CONTRACT VEHICLES AND CAPACITIES

- Adding \$1.6 B in new capacity
- 51 new contracts
  - 3 CLEANs
  - 4 RACs
  - 6 EMACs
  - 38 FP IDIQs

Planned New Capacity (\$M) by Contract Vehicle Type



# *FY09 CI Acquisition Strategy*



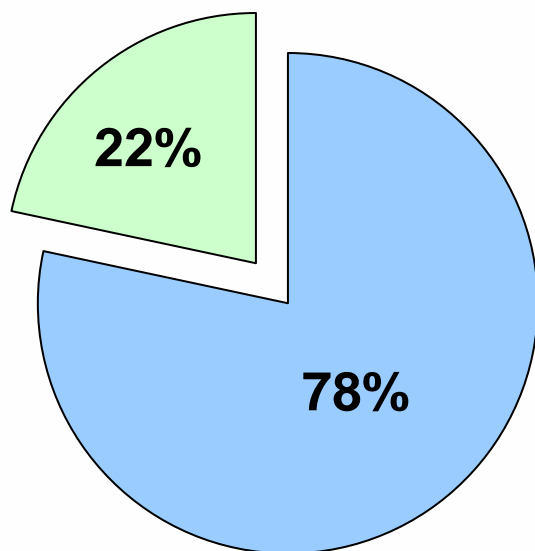
- **Continued use of Design-Build**
- **Packaging projects based on:**
  - Geographic proximity
  - Type Work
  - Mission Requirement (Timing)
  - Cost
  - Avoidance/Efficiencies/Economies of Scale
- **Use of Standard DB RFPs**
- **Strategies being piloted**
  - DB Early Start
  - DB Commission
  - Collateral Equipment
- **Strategies being reviewed**
  - Early Contractor Involvement
- **Initiatives**
  - MTP3 and Facility Pricing
- **Construction Contracts**
  - Stand Alone contract: > \$30M
  - MACC (regional): TO \$3.5million to \$30 million.
  - Small Business: \$100,000 to \$7 million
    - Local 8(a) MACCs, Stand alone 8(a), and competitive 8(a)
    - HUBZone, Service Disabled Veteran Owned set-asides
    - Local 8(a) Basic Ordering Agreements (BOA) for < \$3.5 million.
  - SAP or JOC < \$100,000.
  - Specialty (or single trade) IDIQ contracts
- **A/E Contracts**
  - Regional IDIQ contracts: 5 year, up to \$5 million.
  - Local IDIQ contracts: Mostly small businesses, 5 year terms, up to \$5 million.

***Continued Use of Sources  
Sought Notices in FedBizOpps***

# Historical vs Projected Workload Navy and Marine Corps



**Historical FYs 01-06  
(MCON and Family Housing)**

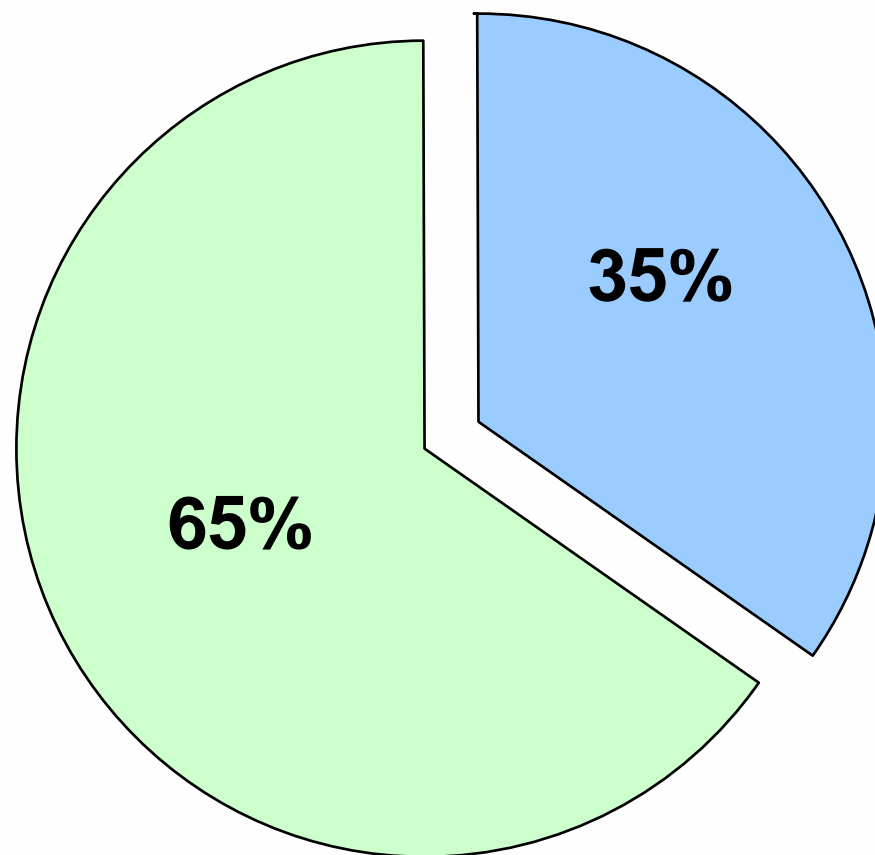


**Without Family Housing –  
Navy 80%, USMC 20%**

**USMC**

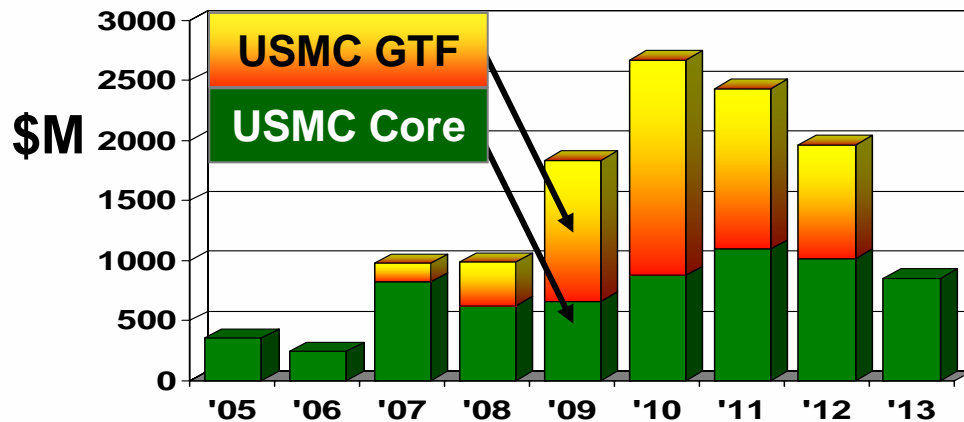
**Navy**

**Projected FYs 08-13  
(MCON Only)**



**PR 09 PB SUBMITS Feb 08**

# USMC “Grow the Force” (GTF)



**~\$11.1B Total program FY08-FY13**

## ACQ STRATEGY:

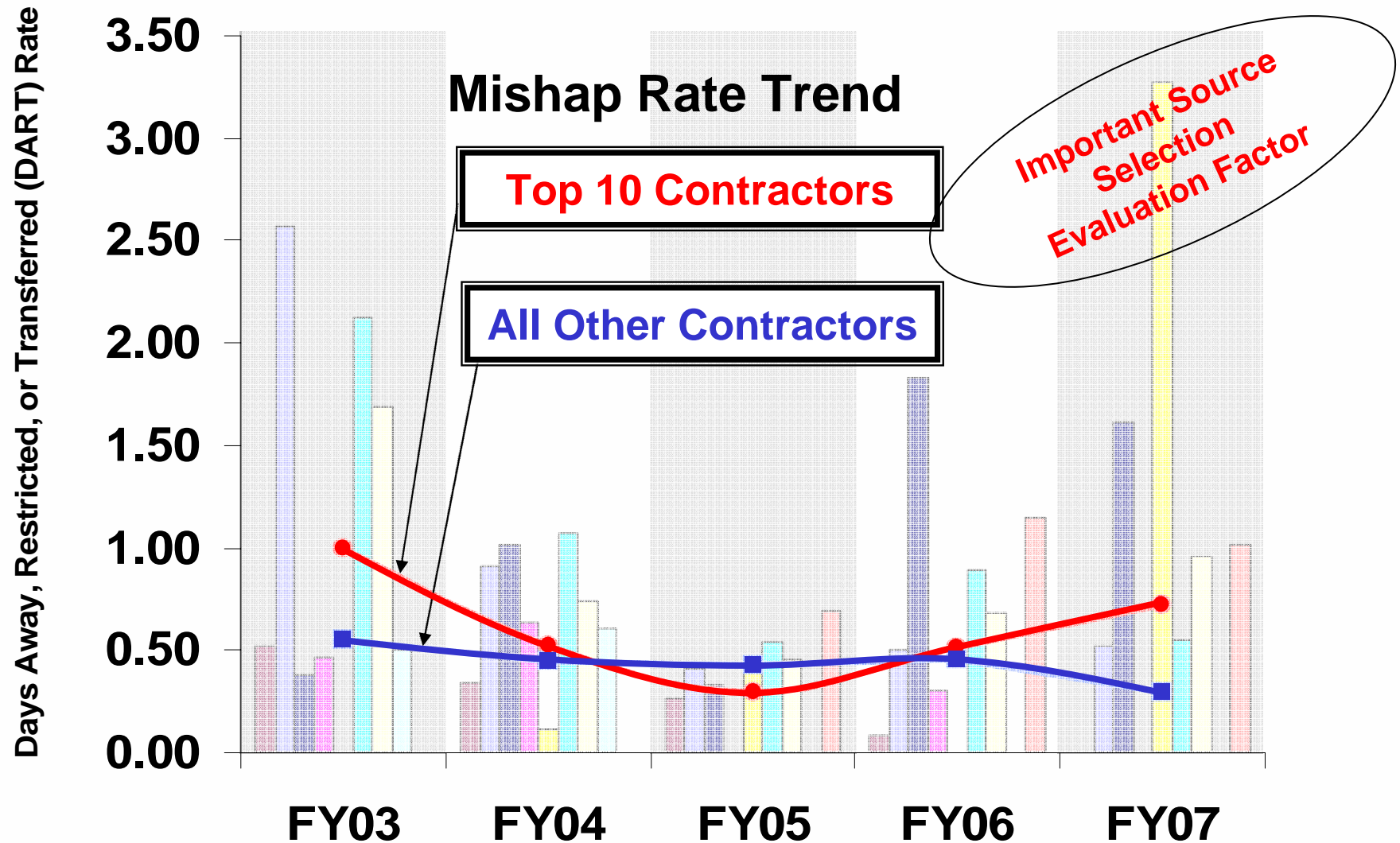
- **2-Phase Design Build** (Best Value)
- **Project Packaging** for Economy of Scale
  - ✓ Balanced with Small Business Program
- **Standardized Components**
  - ✓ Speed of Delivery
  - ✓ Consistency in Design & Construction
  - ✓ Durability
  - ✓ Low maintenance costs over life cycle

**FY 07:** Site prep for temporary space, BQs, Regimental HQs, Armories, Family Hsg, etc.

**FY 08 & FY 09:** Projects to support additional personnel - BQs, Mess Halls, Operations Centers, Armories, Ranges, Family Hsg, utilities, etc.

**POM10** builds remaining infrastructure enablers and ops facilities

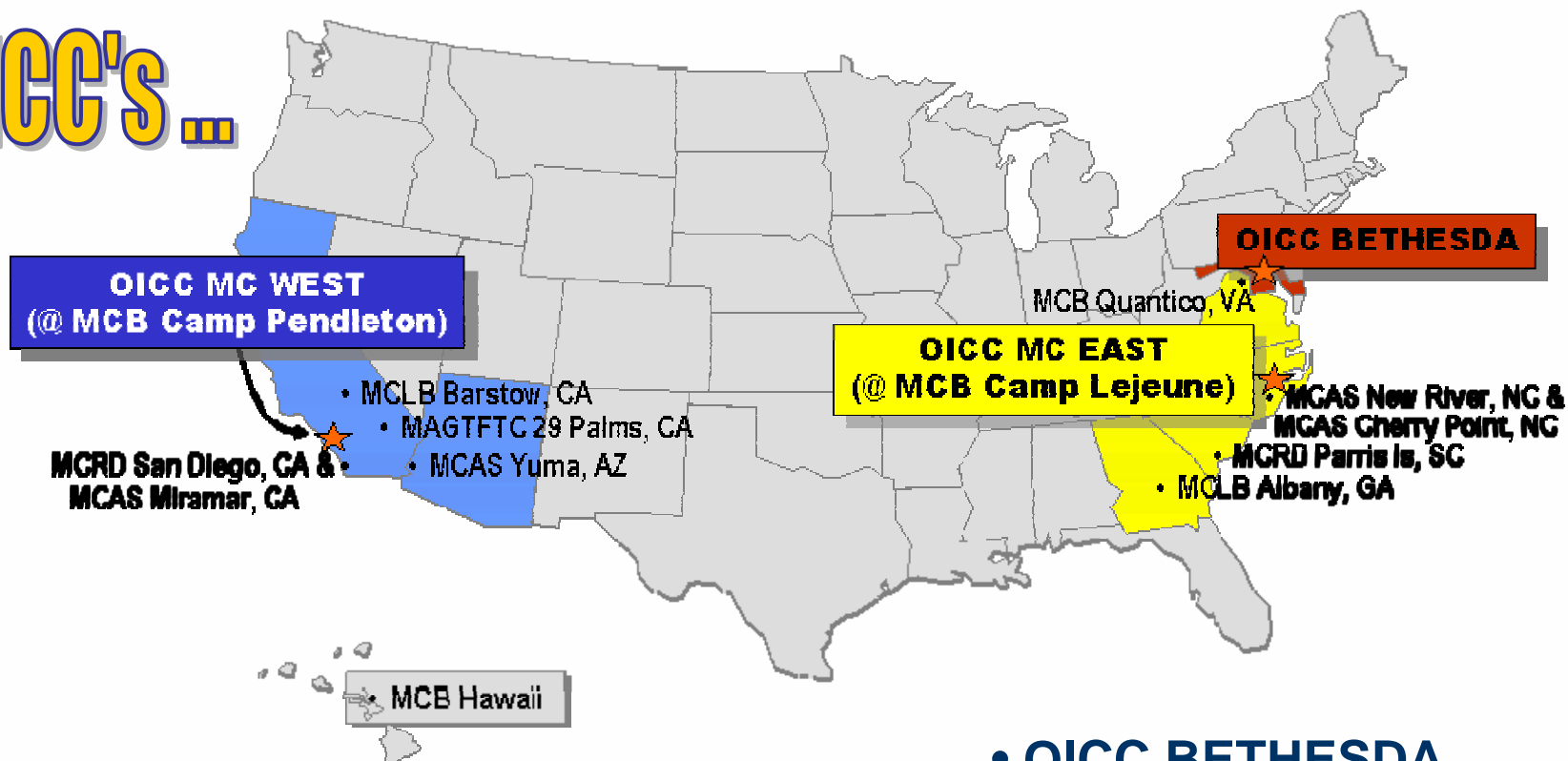
# Safety: NAVFAC Construction Contractor Mishap Rates



# OICCs Stand-Up (FY08-14)



## OICC's ...



- OICC MC WEST: ~\$3.5B GTF
- OICC MC EAST: ~\$2.1B GTF
  - Both stand-up 3rd Qtr FY08, stand-down FY14

- OICC BETHESDA
  - Execute BRAC V Walter Reed National Military Medical Center
  - Stand-up 2nd Qtr FY08, stand-down FY12
  - Includes PW Mission



# Walter Reed National Military Medical Ctr

(WRNMMC) Bethesda, MD



- **Project scope:**
  - New outpatient addition (approx. 525K SF)
  - New inpatient areas (approx. 157K SF)
  - Renovations to existing infrastructure (approx. 333K SF)
  - New circulation pathways, utility tunnels, and parking garages
  - Supporting facilities (ex. new gym, administrative building and Warrior Transition Unit / Brigade)
- **FY08/09/10 BRAC V Construction (\$940M)**
  - RFP 1: Construction Contract Awarded 03 Mar 08
  - RFP 2: Construction Contract Award Planned for Jan 09
- **BRAC-directed milestone: Complete by Sept 15, 2011**



# Joint Basing (JB) update

Lead DoD Agency:

**N** Navy

**A** Army

**AF** Air Force

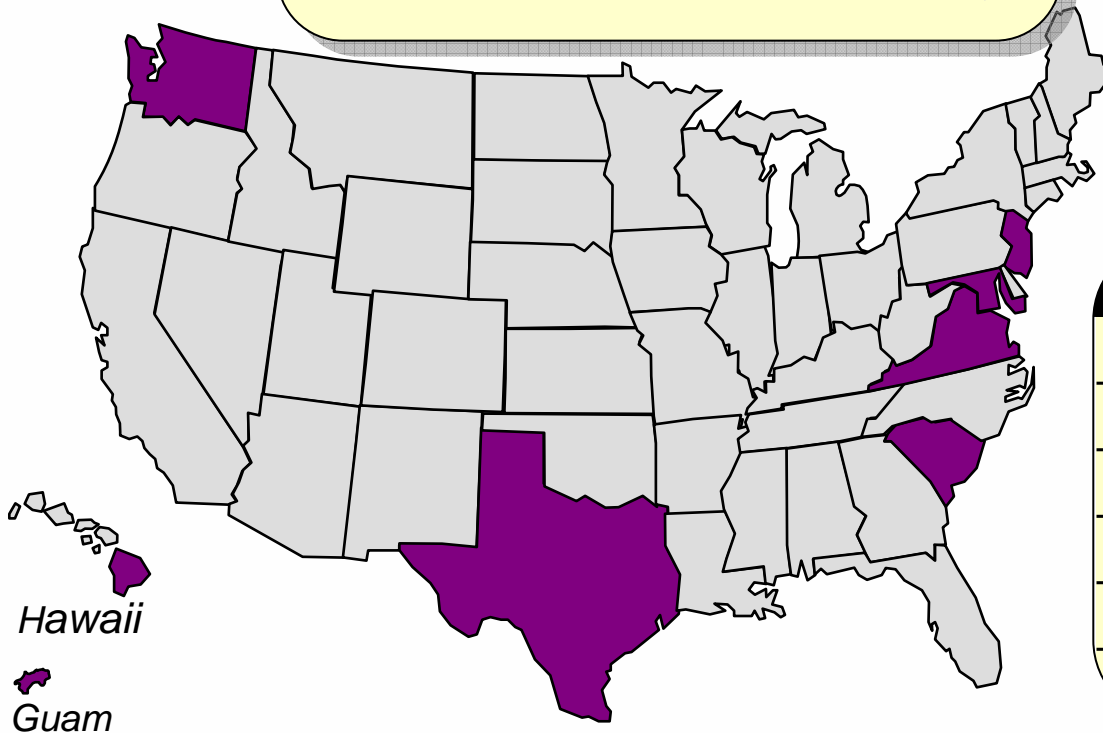


## Phase I

- N** NAB Little Creek / Ft Story, VA
- N** Navy Base Guam / Andersen AFB, GU
- A** Ft Myer / Henderson Hall, VA
- AF** Andrews / NAF Washington, MD
- AF** McGuire AFB/Ft Dix/NAES Lakehurst, NJ

## Phase II

- N** Anacostia Annex / Bolling AFB, DC
- N** NS Pearl Harbor / Hickam AFB, HI
- A** Ft Lewis / McChord AFB, WA
- AF** Charleston AFB / NWS Charleston, SC
- AF** Elmendorf AFB / Ft Richardson, AK
- AF** Lackland AFB/ Randolph AFB/  
Ft Sam Houston, TX
- AF** Langley AFB / Ft Eustis, VA



Event	By
Phase I MOAs signed	Sept 30, 2008
Phase I IOC	Jan 31, 2009
Phase I FOC	Oct 1, 2009
Phase II MOAs signed	Sept 30, 2009
Phase II IOC	Jan 31, 2010
Phase II FOC	Oct 1, 2010

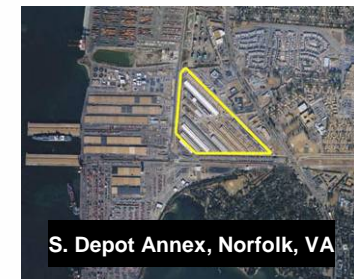
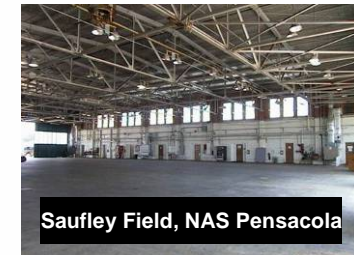
# Asset Management

## Major Initiatives



## EULs -- Enhanced Use Leases

- A tool to leverage the value of our under-utilized and under-performing assets (facilities and land)
- Several Phase I Market & Feasibility Analyses on-going
- Industry Forums for Phase II EULs
  - Saufley Field - Pensacola FL (11 Mar 08)
  - NNSY (Portsmouth NH) - Durham NH (16 Apr 08)
  - SUBASE New London, CT – (May 08)
  - South Depot Annex, Norfolk, VA – (TBD)
- EUL website: [www.navyeul.com](http://www.navyeul.com)
  - Contains info on: project status, FAQs, links, and Contacts



# ***Impact of Energy Policy Regulations***



- **FY09 MILCON Projects address funding per Energy Policy Act 2005 and Executive Order 13423**
- **NAVFAC requires USGBC LEED Silver certification in FY09 Program**
  - **New buildings**
  - **Major renovations where cost exceeds 50% of replacement value**

## **Energy Independence and Security Act (EISA) of 2007**

- **Energy use reduced 30% by 2015, relative to 2005**
- **Comprehensive energy and water evaluations every 4 years**
- **Fossil fuel energy use reduced 55% by 2010 from 2003 levels, and eliminated by 2030**
- **Major equipment replacements to be most energy efficient that are life-cycle cost effective**
- **Add metering for water, natural gas and steam (by OCT 2016)**
- **Maintain or restore pre-development hydrology of project sites to extent technically feasible**
- **30% of new building hot water demand to be met by solar equipment where life-cycle cost effective**

# Energy Goals/Guidance Impact to Installations



**Sustainable Design  
+ Energy Efficiency**

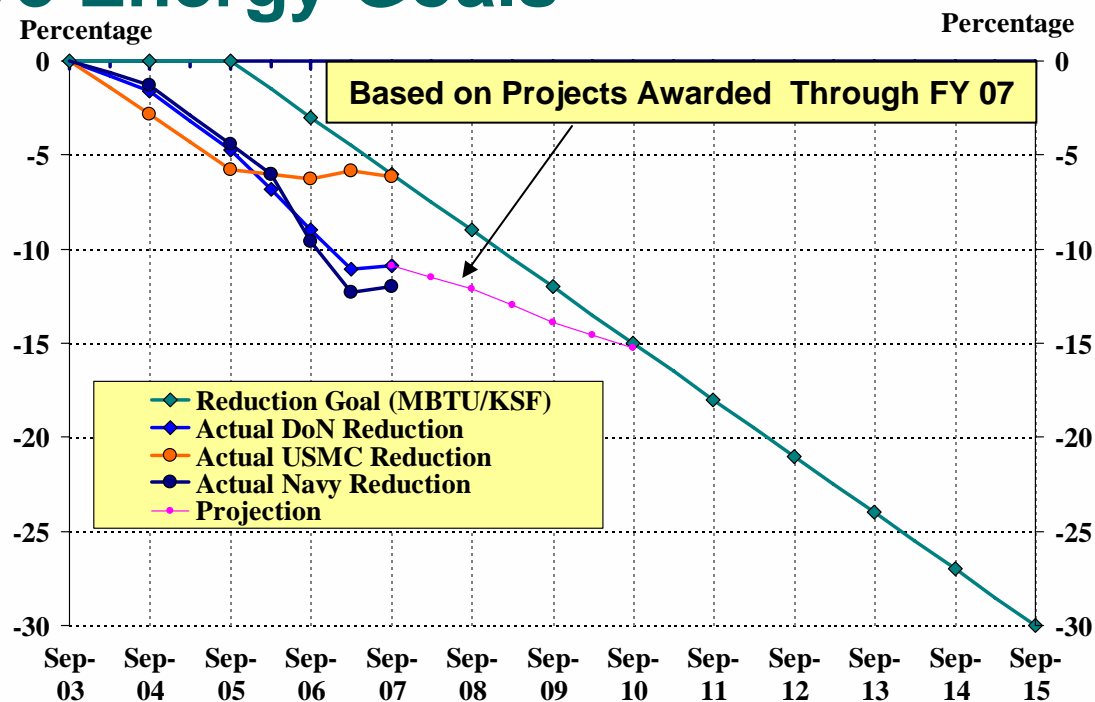
New buildings will incorporate.  
Bases will have plans to achieve Energy Goals.

**+ Renewable Energy**: Bases will develop cost-effective renewable resources.

**+ Efficiency Managers** (at each base) will ensure that energy contracts/costs have a 2-for-1 payback.

## Achieve Energy Goals

*Department of Navy:  
Energy Usage  
Reduction Goals*





# **ATFP Ashore**

## ***FY09 Efforts***



- **NAVFAC is primarily executing via Procure Install and Maintain Multiple Award Contract (PIM - MAC) - Awarded to:**
  - Honeywell
  - Lockheed Martin
  - Northrop Grumman
  - Raytheon
- **FY09 Proposed Projects**
  - Emergency Operations Center Plus - Souda Bay and Seoul
  - Regional Operations Center – Yokosuka
  - Emergency Operations Center - Chinhae
  - Sensor Integration System and Enclave Security – NSB Ventura
  - Navy Emergency Response Management System (NERMS) - Midwest AOR
  - Gate Automation – 11 Sites to be decided on, by working with CNIC
  - Electronic Harbor Security System (EHSS) (teaming with SPAWAR) – Yokosuka, Indian Island, NS Everett
  - Water Barriers (NFESC) – Indian Island, WA



# ***Standard (Model) DB RFP Templates***



- **NAVFAC constructs numerous facilities that are alike**
  - Basic requirements are controlled by Unified Facility Criteria (UFCs)
  - Size, exterior facade, interior decor and site vary by geographic location
- **Eight model design-build RFP Templates being developed for FY10 program**
  - Reduce the amount of resources required to prepare an RFP for advertisement
  - Increase competition during the procurement by standardizing the documents
- **Model DB RFPs (completion FEB 09)**
  - Navy BEQ (market-style)
  - Fitness Centers
  - Dining Facility
  - Child Development Centers
  - Fire Stations
  - Aircraft Maintenance Hangars
  - Magazines
  - Armories
- **Future Templates for Admin, Training, and Maintenance/Production**

# Extraordinary Small Business Advocate



US Prime Awards	FY06 (Actual = \$4.7B)		FY07* (Current = \$7.2B)		FY08 (TBD)	
	Target	Actual	Target	Current	Target	Actual
Small Business (SB)	40.2%	43.3%	40.6%	39.0%	41.0%	TBD
HUBZone	8.2%	10.5%	8.3%	10.7%	8.7%	TBD
SDVO(Veteran-Owned)SB	.61%	1.0%	3.0%	1.0%	3.0%	TBD
Small Disadvantaged. Bus.	18.6%	26.4%	18.8%	22.4%	19.0%	TBD
Woman Owned SB	6.4%	7.1%	6.9%	6.3%	7.2%	TBD

## NAVFAC Performance Trends

- FY02 - FY06: Exceeded goals + Multiple Awards/Recognition for Small Business achievements
- \*FY07: End-of-year “Actual” data not yet available from FPDS-NG (expect to meet/exceed goals)
- FY08: Continued focus on Small Business support  
Subcontract reports entered into eSRS - May 08 for NAVFAC  
OSD to issue letter for set asides in specific NAICCS under the  
SB Competition Demonstration Program

# NAVFAC Midwest Small Business Achievements



## Small Business / Socio-Economic Programs

FY07	Small Business	Sm Disadvantaged Business	Women Owned Small Business	HUBZone Small Business	Service Disabled Veteran Owned Small Business
TARGETS	40.06	18.88	6.9	8.29	3.00
NAVFAC MW	59.69	31.59	5.43	16.87	.9601

FY08 To Date	Small Business	Sm Disadvantaged Business	Women Owned Small Business	HUBZone Small Business	Service Disabled Veteran Owned Small Business
TARGETS	41.03	19.00	7.19	8.68	3.14
NAVFAC MW	43.89	13.57	2.88	8.55	10.17

**Solicitations are posted at [www.fedbizopps.gov](http://www.fedbizopps.gov).**

## Use of Small Business / Socio-Economic Programs Continues



**NAVFAC will continue to be an advocate for small business as Prime contractors and as subcontractors.**

- **Set-asides can be done when there are *two or more qualified firms who have the technical capability or productive capacity to provide the product or service at a reasonable price.***

- Small Business
- Small Disadvantaged\*
- HUBZone\*
- Service-disabled Veteran-owned
- 8(a)\*
- Women Owned Business
- HBCU/MI
- Native American Incentive Program



- **Sole source awards are also available in some programs.**
- **Some programs require formal certification (\*), others are self-certified**

# Marketing to DoD



- Solicitations are posted at [www.fedbizopps.gov](http://www.fedbizopps.gov).
- Identify your product/service (Federal Supply Code) [www.dlis.dla.mil/h2/](http://www.dlis.dla.mil/h2/).
- Identify your North American Industry Classification Codes [www.census.gov](http://www.census.gov).
- Determine SBA Size Standard [www.sba.gov](http://www.sba.gov).
- Obtain a Data Universal Numbering System (DUNS) Number [www.fedgov.dnb.com](http://www.fedgov.dnb.com).
- Register at the Central Contractor Registration (CCR) Website [www.ccr.gov](http://www.ccr.gov).
- Complete Online Reps & Certs Application (ORCA) [www.bpn.gov](http://www.bpn.gov).
- Know Your Competitors
- Target the Right Customer
- Know What Programs You Are Eligible For
- Contact the U.S. Small Business Administration [www.sba.gov](http://www.sba.gov)
- Locate the Procurement Technical Assistance Center (PTAC) Close to You [www.dls.mil/db/procurem.htm](http://www.dls.mil/db/procurem.htm).

# Questions?



- *Learn more about NAVFAC ...*

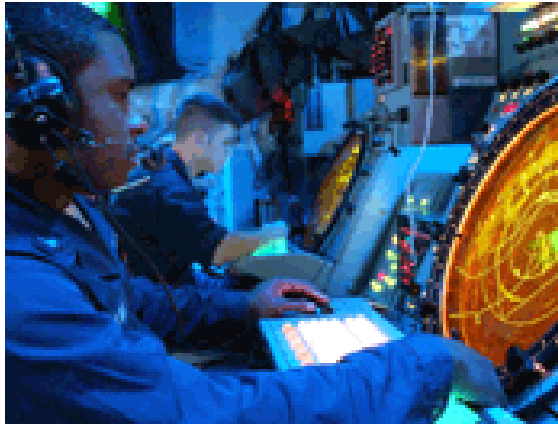
A screenshot of the NAVFAC website interface. A yellow box on the left contains four numbered instructions: 1. Visit our webpage @ [www.navfac.navy.mil](http://www.navfac.navy.mil); 2. Go to "Organization" Tab; 3. Select desired NAVFAC component; 4. Go to "Contact Us/Visitors". A red arrow points to the "Organization" tab in the top navigation bar. The "Organization" dropdown menu is open, showing a list of components including NAVFAC Worldwide, Headquarters, NAVFAC Atlantic, NAVFAC Pacific, Specialty Centers, NAVFAC Atlantic, NAVFAC Europe and Southwest Asia, NAVFAC Mid-Atlantic, NAVFAC Midwest, NAVFAC Northwest, NAVFAC Southeast, NAVFAC Southwest, and NAVFAC Washington. The right side of the page shows a "Main Business Lines" section with various service categories like Base Development, Facilities Planning, Project Development, etc.

- *Contact the Public Works Department in your area.*

# Wrap-Up



- **Big construction opportunities FY08 & beyond**



***Counting on your Help, Talent, and Partnership to Make It Happen!***



# **Small Environmental Business and the Corps of Engineers**

**SEBAC Meeting  
Minneapolis, MN**

**Ernest A. Drott, PE, PMP  
Chief, Military Programs  
Great Lakes and Ohio River Div  
U.S. Army Corps of Engineers**

- **RELEVANT**
- **READY**
- **RESPONSIVE**
- **RELIABLE**

**21 May 2008**



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# ***USACE Mission Statement***

***The United States Army Corps of Engineers (USACE) serves the Armed Forces and the Nation by providing vital engineering services and capabilities, as a public service, across the full spectrum of operations, from peace to war, in support of national interests. Corps missions include five broad areas:***

- Water Resources**
- Environment**
- Infrastructure**
- Homeland Security**
- Warfighting**



***These capabilities are complementary and reinforcing. For example, employees working on water resources projects on our Nation's waterways have deployed to Iraq and Afghanistan and applied their technical skills to support the warfighter.***



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# Support to the Army and the Nation

## USACE Mission Areas

### *Global War on Terror (GWOT)*

#### Military Programs

- MILCON for Modular Force Global Positioning
- BRAC 05
- Field Force Engineering
- MILCON Transformation
- Environmental restoration

#### Homeland Security



#### Research & Development

- Warfighter
- Installations
- Environment
- Water Resources



#### Real Estate



- DOD Recruiting facilities
- Contingency operations
- Acquire, manage and dispose

- Critical Infrastructure
- Anti Terrorism Plans
- Intelligence
- Facility Security Partnership

#### Interagency Support

- Federal
- State
- Local
- International



#### Civil Works



- Navigation, Hydropower
- Flood control, Shore Protection
- Water Supply, Regulatory
- Recreation, Disaster response
- Environmental Restoration



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# ***USACE Contributions to the Economy and the Environment***

**Recreation areas  
368 M Visitors/yr  
Generate \$15 B in  
economic  
activity,  
500,000 jobs**



**1/4 of Nation's  
Hydropower:  
\$500 M + in  
power sales**



**12,000 miles of  
Commercial Inland  
Waterways:  
1/2 the cost of rail  
1/10 the cost of  
trucks**

**926 Shallow &  
Deep Draft  
Harbors**



**#1 Federal Provider  
Of Outdoor Recreation  
54,730 Miles Of Shoreline  
at USACE Lakes**



**8500 Miles of  
Levees**



**Stewardship of  
11.7 Million Acres  
Public Lands**



**137 Major Environmental  
Restoration Projects**



**US Ports & Waterways Convey > 2B Tons Commerce  
Corps Maintained Ports Provide Strategic Deployment Capability  
Foreign Trade Through Harbors Creates > \$850M Tax Revenues**



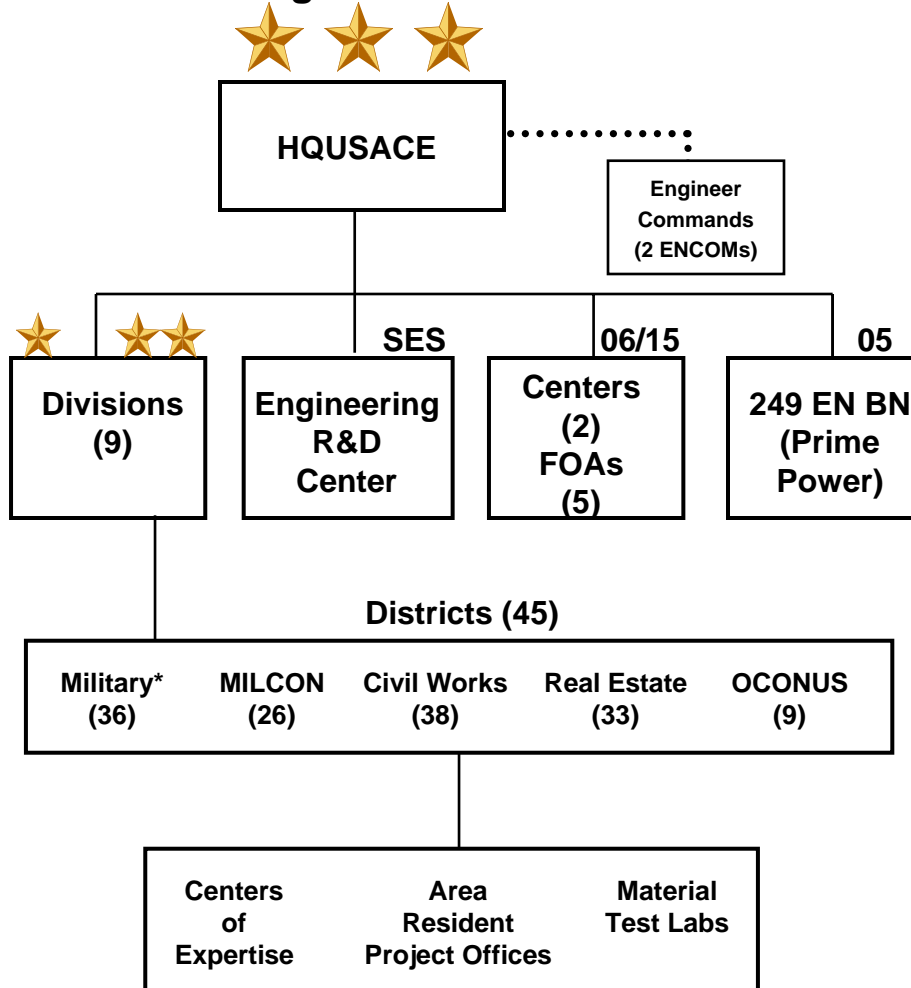


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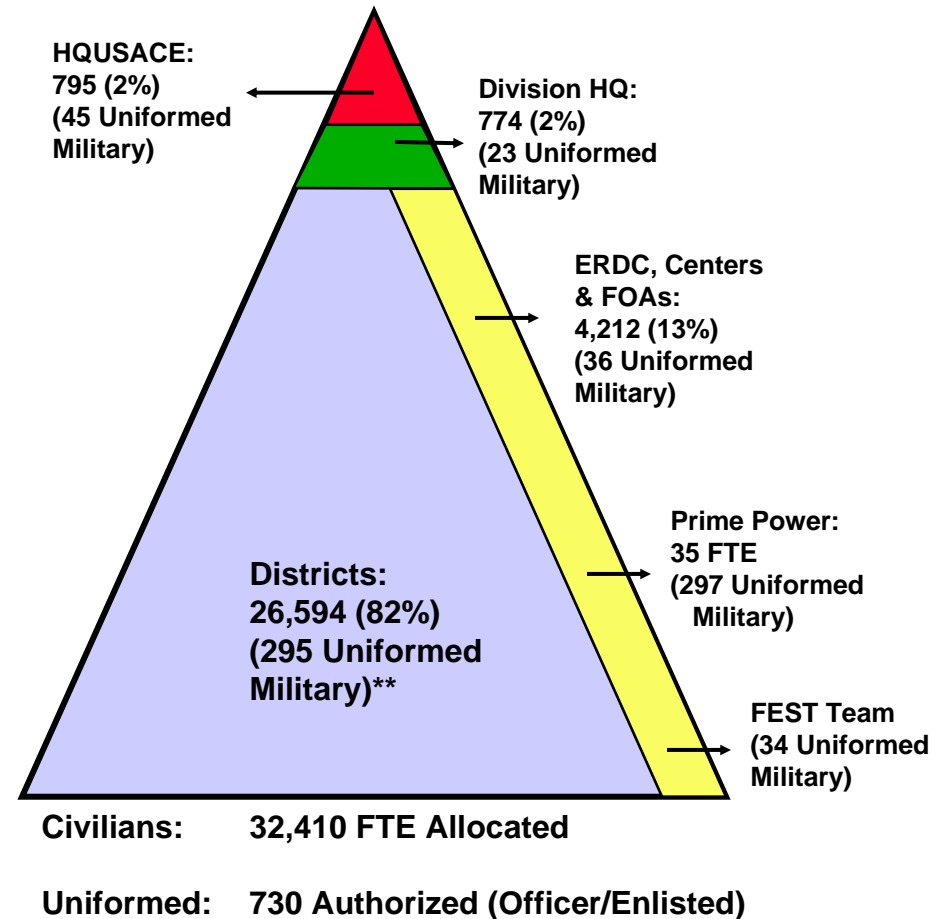
# What is USACE?

## FY08

### USACE Organization



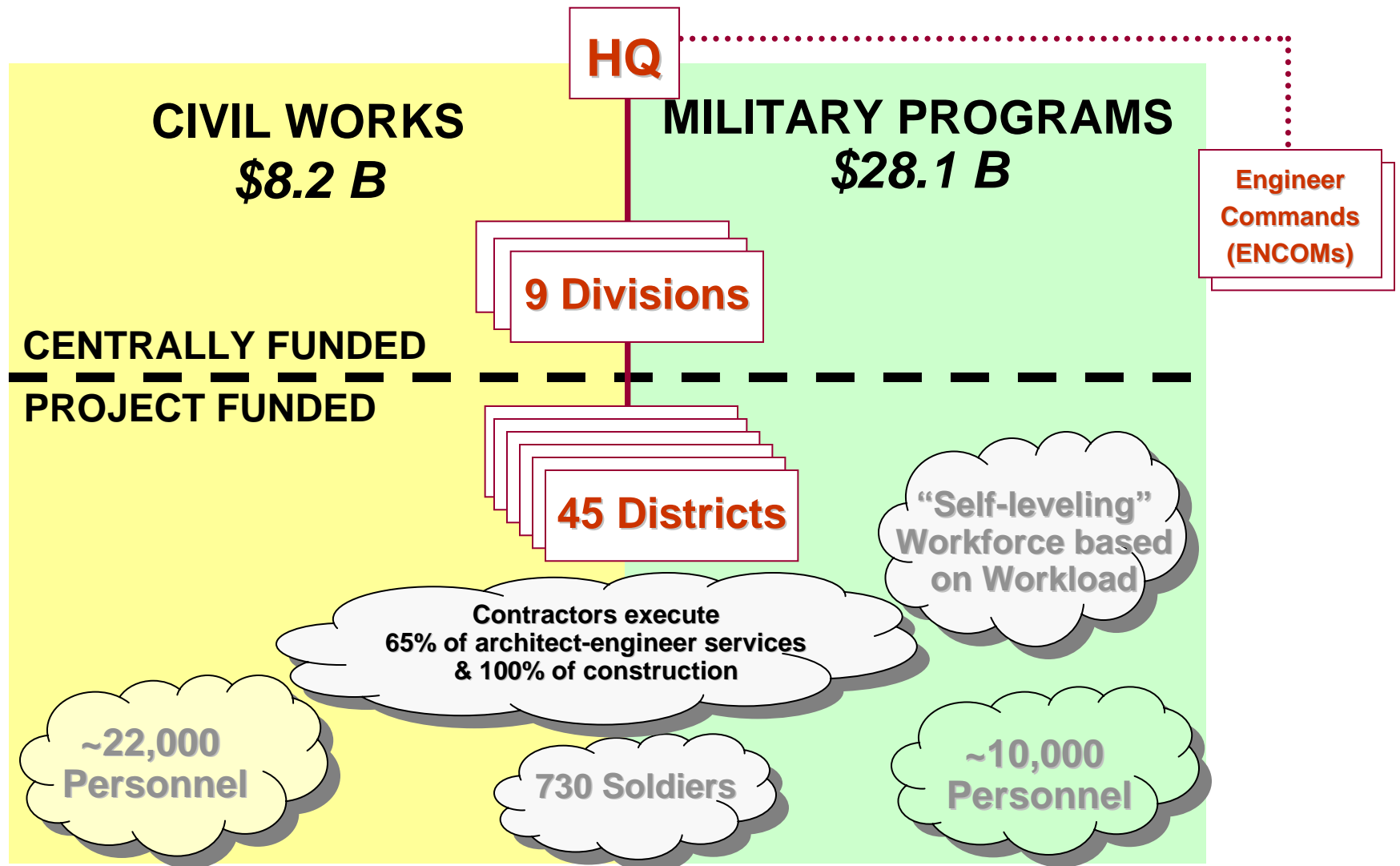
### Distribution Civilian FTE/Uniformed End Strength (ES)





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# What is the US Army Corps of Engineers?





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# USACE Terrain Walk

## MACOM Overview

(Civil Works Boundaries)







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# ***USACE Divisions and Military Districts***



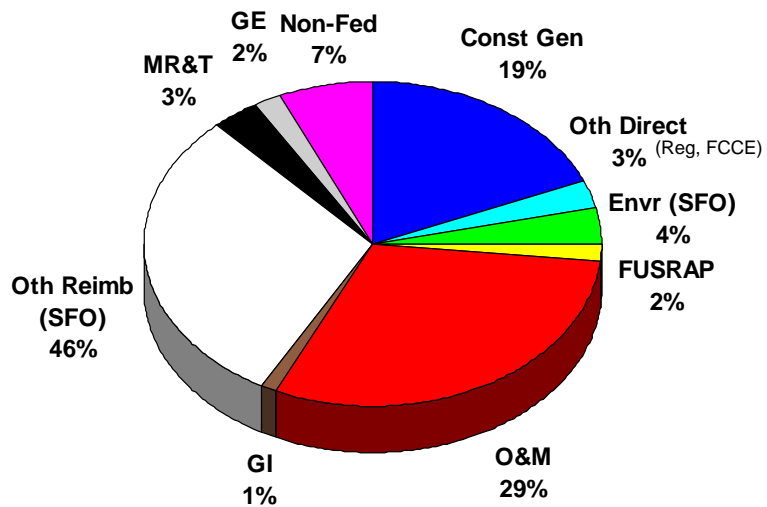


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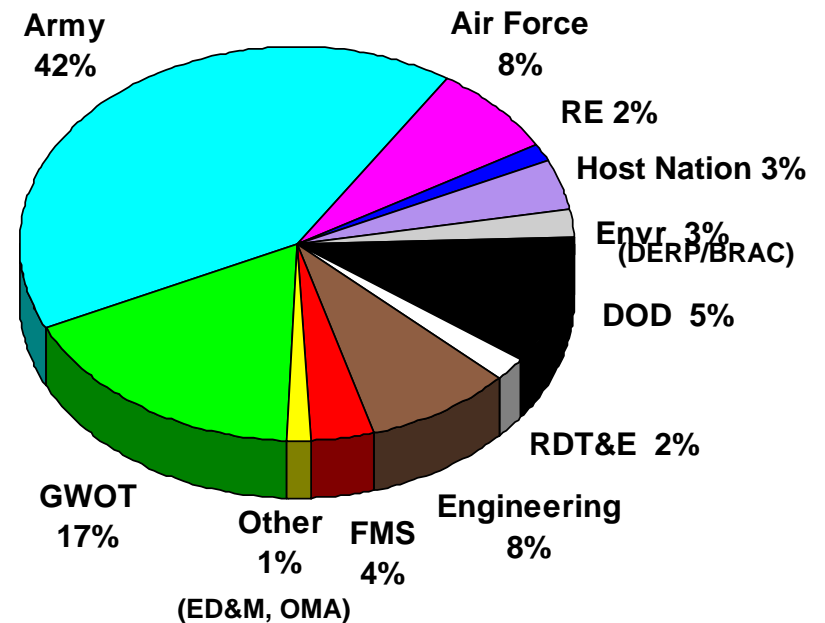
# ***FY08 USACE Program***

## ***Civil & Military Appropriation (\$ Millions)***

**Total \$36,252**



**Civil**  
**\$8,153**



**Military**  
**\$28,099**



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# *Environmental Operating Principles*

---

- Accept Responsibility
- Strive to Achieve Environmental Sustainability
- Seek Balance and Synergy
- Consider Environmental Consequences
- Understand the Environment
- Respect Other's Views
- Mitigate Cumulative Impacts



**Enduring Values for  
the 21<sup>st</sup> Century**



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# *Environmental Programs*



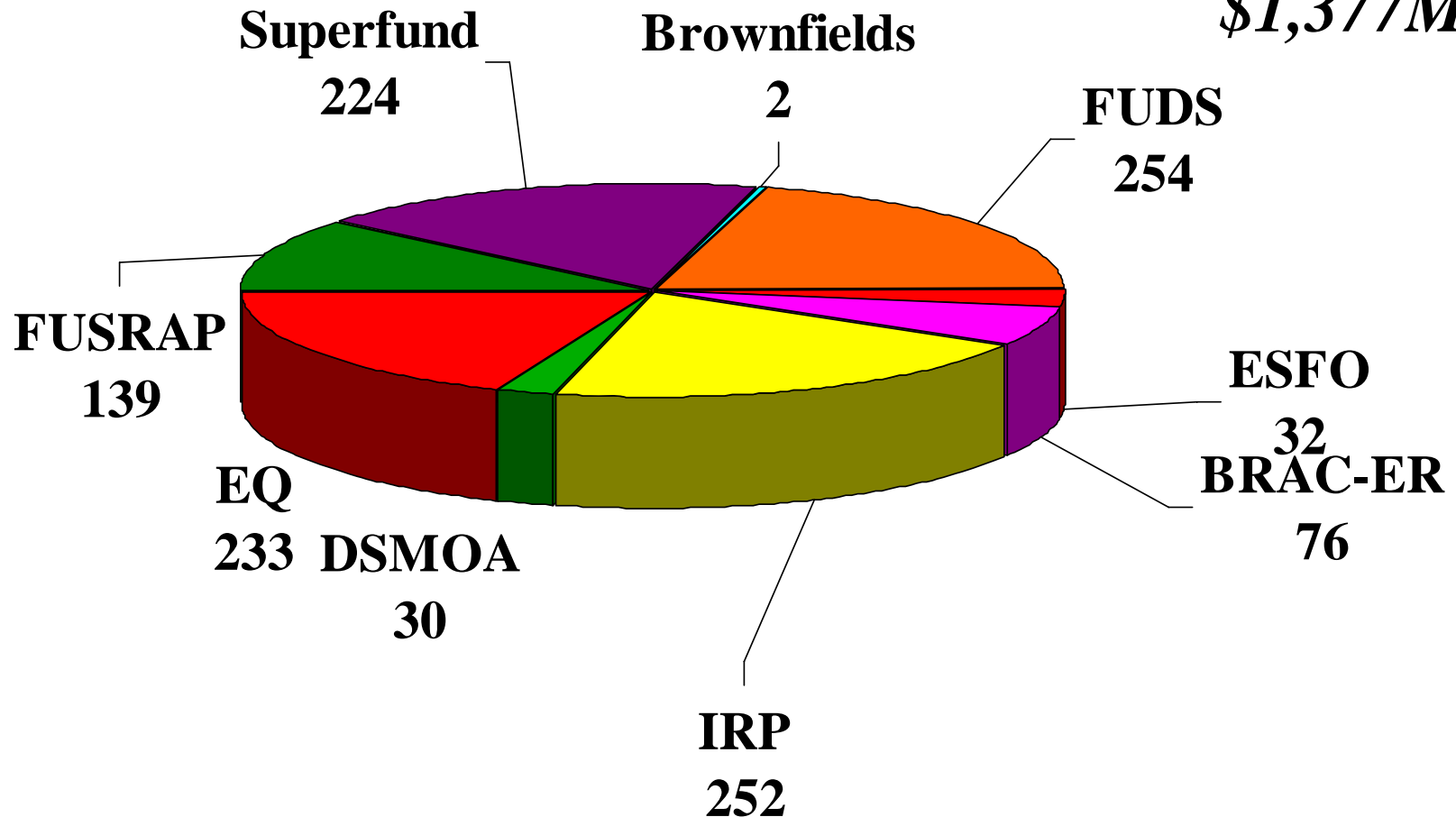
- Military
  - Installation Restoration Program (Army & Air Force) (IRP)
  - Base Realignment & Closure Act (BRAC)
  - Environmental Quality Support
  - Formerly Used Defense Sites (FUDS)
  - Defense State Memorandum Of Agreement (DSMOA)
- Support to Others
  - Superfund
  - Brownfields, Portfields, Urban Rivers
  - Formerly Utilized Sites Remedial Action Program (FUSRAP)



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# ***FY06 Military Program Environmental Funding (\$M)***

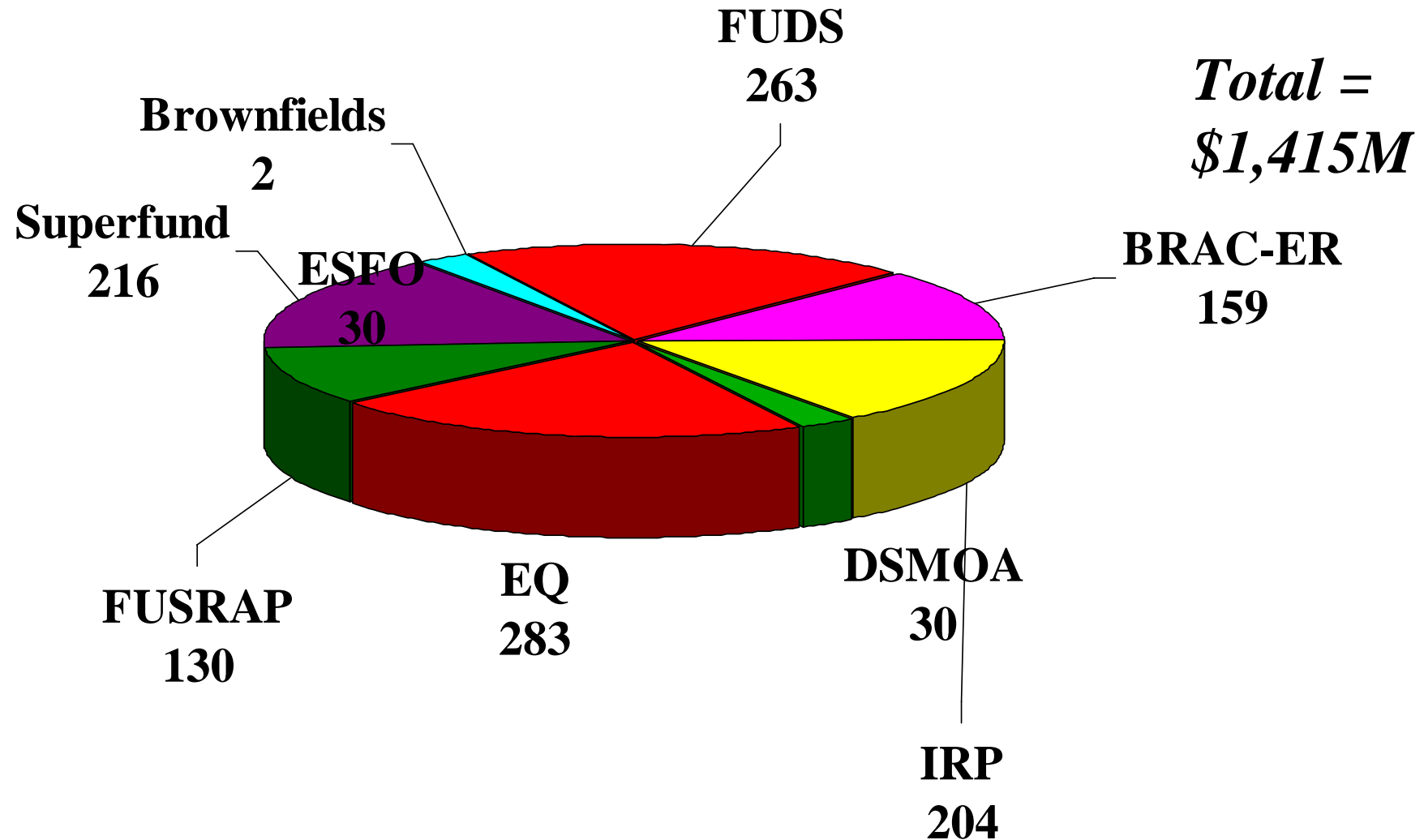
***Total =  
\$1,377M***





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# ***FY07 Military Program Environmental Funding (\$M)***

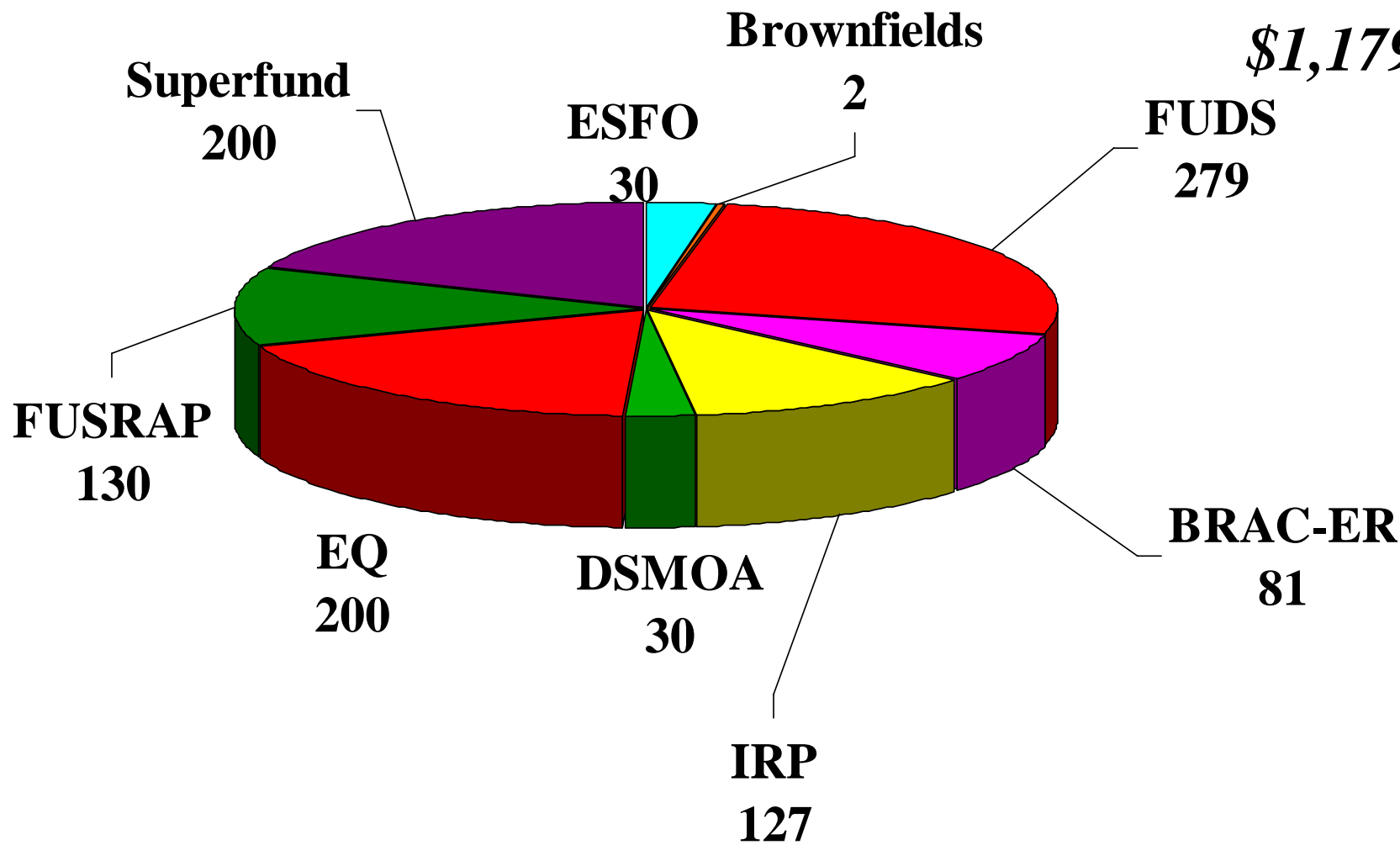




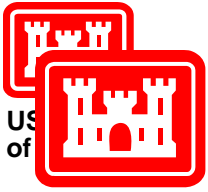
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# ***FY08 Military Program Environmental Funding (\$M)***

***Total =  
\$1,179M***







# Set-aside Programs

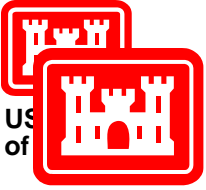
- Four types of set-aside programs for small business concerns:
  - SBA Section 8(a)
  - SBA HUBZone Program
  - Service Disabled Veteran-Owned Small Business (SDVOSB)
  - Small Business Set-aside (not authorized for construction due to Comp Demo Program)



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# How We Decide to Set-aside?

- Acquisition Strategy Meetings with customer input
- Risk Assessment Analysis
- Market Surveys
- SBA input



# Subcontracting

- Subcontract Plans
  - \$1 Million for Construction Contracts
  - \$550K for all other Contracts
- Large Primes must submit a subcontract plan for approval
- Looking at subcontracting participation of total contract value



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# FY 08 Targets - Prime

- Small Business 40.0%
- Small Disadvantages Business 18.8%
- Women-Owned Small Business 5.8%
- HUBZone Small Business 10.0%
- Service-Disabled Veteran Owned 2.0%
- Historically Black Colleges & Minority  
Institutions 13.0%



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# FY 08 Targets - Subcontracting

- Small Business 70.0%
- Small Disadvantages Business 6.2%
- Women-Owned Small Business 7.0%
- HUBZone Small Business 9.8%
- Veteran-Owned Small Business 3.0%
- Service-Disabled Veteran Owned 2.0%



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# Environmental Opportunities

- > 65% Superfund work goes to SB
- FY 08 – FY 13 environmental workload estimated at \$6.5B (DOD, FUSRAP, EPA, Other reimbursable)
- USACE Small Business Office  
<http://www.hq.usace.army.mil/hqsb/>
- Directory of large firms working with USACE  
<http://www.hq.usace.army.mil/hqsb/contracting.htm>
- Existing Contracts lists exist for every district/division (small business subcontracting opportunity)



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# Challenges

- DA assigned targets
- Projects under-funded
- Army in general is moving toward large contracts that require the capacity of large businesses
- DOD Competitive Demonstration Program still excludes construction NAICS from general small business set-asides
- Bonding capacity for small businesses
- Customer buy-in on set-asides
- How can we increase small business participation?





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# 12<sup>th</sup> Annual USACE Small Business Conference

December 8 – 10, 2008

Memphis, TN



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# ***Headquarters U.S. Air Force***

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## ***AFCEE Support of Small Business Program***



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**LTC Joseph Koizen  
AFCEE Contracting Director  
Brooks City-Base, Texas  
May 23, 2008**



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# Brooks City-Base

- Formerly Brooks Air Force Base
- First of its kind partnership between USAF and COSA
  - ✓ Created by Act of Congress on 13 Jul 00
- Brooks Development Authority (BDA) est'd 27 Sep 01
  - ✓ Independent entity under Texas Defense Base Development Authorities statute
    - ❖ Reduce base operating support costs
    - ❖ Maintain flexibility to meet AF mission
    - ❖ Enhance AF mission capabilities through creation of public and private partnerships
    - ❖ Allows AF to focus on mission vs landlord activities



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# Contracting With The BDA

- Procurement activities of BDA are modeled after State of Texas and City of San Antonio activities
  
- <http://www.brookscity-base.com>
  
- Prospective BDA vendor information
  - ✓ RFPs and other postings
  - ✓ Information and application
  - ✓ Procurement policy
  - ✓ Overview of BDA bid process



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# Small Business Office

Mary Urey  
Director  
210-536-4348  
mary.urey@brooks.af.mil

Fred Lagunas  
SBA-PCR  
210-536-8685  
Fred.lagunas@brooks.af.mil

Vacant  
Contracting Specialist  
(Copper Cap Intern)  
210-536-6376

Vacant  
Small Business Specialist  
210-536-4347

Mere Rodriguez  
Small Business Specialist  
210-536-3991  
esmeralda.rodriguez@  
brooks.af.mil



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# 311<sup>th</sup> HSW/SB

- Advocate for Small Business (SB) and Historically Black Colleges and Universities/Minority Institutions (HBCU/MI)
- Focal point for SAF Small Business on environmental matters
- “Strategic Alliance” partner with Wing and tenants





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# What We Do

- Provide support to environmental SBs nationwide
- Liaison with LBs to enhance subcontracting opportunities
- Provide input on acquisition strategies to ensure SB is given a fair opportunity to compete
- Conduct training sessions-internal and external
- Conduct outreach to identify new sources
- Manage AF SB Environmental Database

<http://www.brooks.af.mil/library/factsheets/factsheet.asp?id=6307>



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# **AFCEE & 311 HSW/SB = Partners**

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- Early Involvement in Contracting Issues
- Review Contract “Tool-Box” Utilization
- Contractor-School Trainer
- Market Research
- Source Selection Advisor
- Proposal Evaluator
- Industry Sounding Board



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# AFCEE Support to SB's

- Teaming
  - ✓ Team members past performance and experience
- Set-Asides
  - ✓ Majority of contracts contain set-asides
  - ✓ Each set of contracts has internal goal for SB primes
- Aggressive Subcontracting Goals
  - ✓ Based on total dollars obligated for small business
  - ✓ Based on total anticipated subcontracted dollars for each sub-category
- Aggressive Market Research
  - ✓ Industry search for small businesses and sub-categories



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# AFCEE Support to SB's

- Small Business Volume in Proposals
  - ✓ Formerly review & approval of subcontracting plan
  - ✓ Small business volume narrative only evaluation criteria
  - ✓ Now both are evaluated
  - ✓ Impacts
    - ❖ Failure to meet RFP evaluation criteria may result in no award
    - ❖ Discussions vs. Award w/o Discussions
- Proposal Evaluation Subfactor Importance
  - ✓ Formerly small business subfactor less important than other 3 subfactors
  - ✓ Now of equal importance



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# Percent of Contractors Large Business/Small Business

Contractor	Large	Small	% of Primes
GEITA05	3	2	40.00%
4P-AE	16	14	46.67%
4PAE08	15	13	46.43%
DBR2	4	4	50.00%
WERC	11	16	59.26%
HERC	15	5	25.00%
DBP03	9	6	40.00%
Port Mgmt	1	0	0.00%
ECOS	0	7	100.00%
PRESS	2	2	50.00%
ISE&AS	1	0	0.00%
FUELS AE	5	1	16.67%
ADMIN SUPT	0	3	100.00%
	82	73	44.52%

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# **Air Force Small Business Learning Center**

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- Small Business Utilization
- Acquisition Forms
- HUBZone Program
- DFAS Contractor Payment
- DCAA and the Acquisition Professional
- Indian Incentive Program
- Small Business Primer (Contracting 101)
- Project Management
- Consolidation/Bundling
- Central Contractor Registration
- How to Sell to the Air Force
- How to do Market Research
- How to do Source Approval Requirements Packages
- Shop Math
- Intro to Lean Manufacturing
- Blueprint Reading
- Source Selection



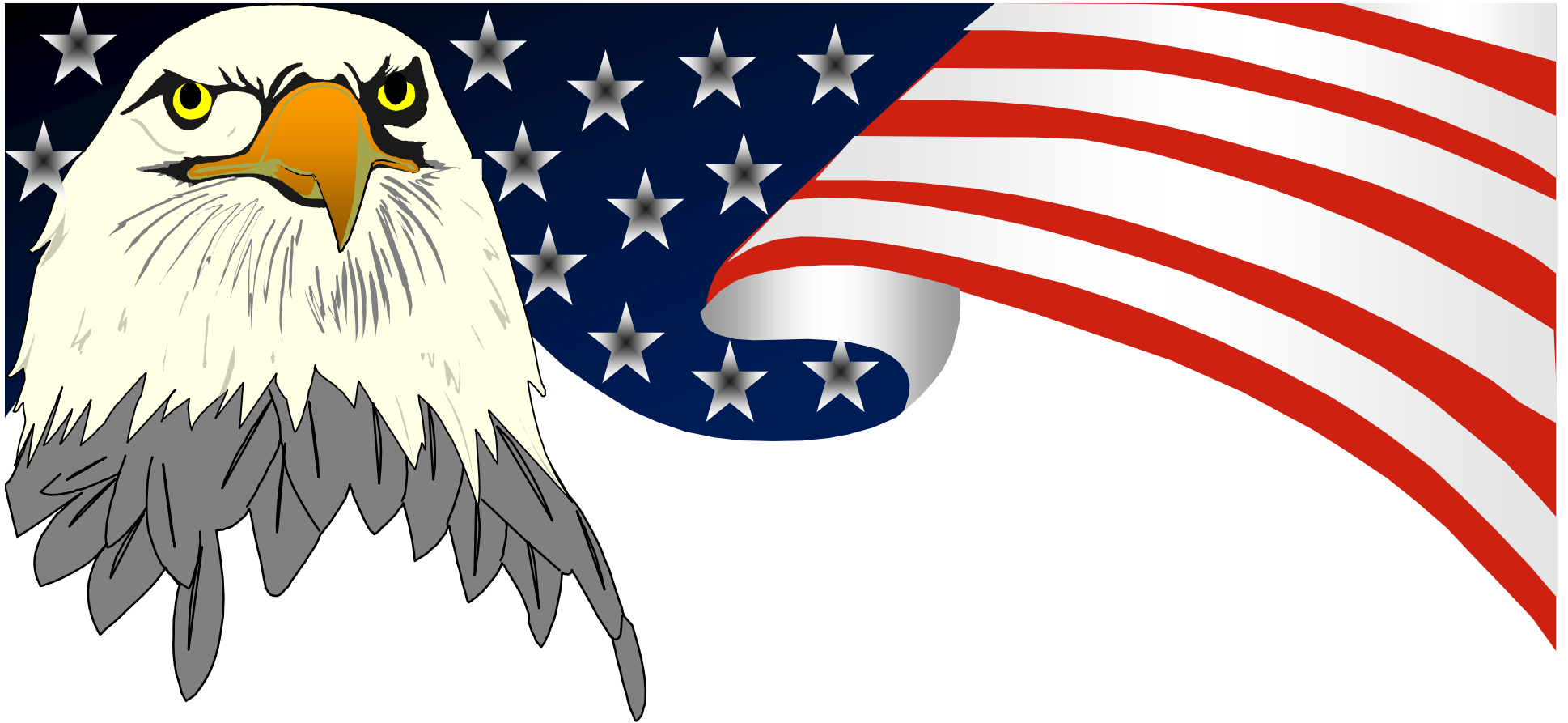
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# Important Websites

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- Brooks City-Base [www.brookscity-base.com](http://www.brookscity-base.com)
- AFCEE Business Opportunities [www.afcee.brooks.af.mil/pkv/business.asp](http://www.afcee.brooks.af.mil/pkv/business.asp)
- Central Contractor Registration [www.ccr.gov](http://www.ccr.gov)
- AF Mentor-Protégé Program [www.selltoairforce.org](http://www.selltoairforce.org)
- AF Small Business Learning Center [www.selltoairforce.org](http://www.selltoairforce.org)
- Fed Biz Opps <http://www.fedbizopps.gov/>
- USAF Interactive Electronic Mall [www.selltoairforce.org](http://www.selltoairforce.org)
- FAR on-line [www.arnet.gov/far](http://www.arnet.gov/far)
- Procurement Tech Asst Center [www.aptac-us.org/new/](http://www.aptac-us.org/new/)
- Long Range Acquisition Estimate [www.selltoairforce.org](http://www.selltoairforce.org)
- Brooks City-Base SB Office  
<http://www.brooks.af.mil/library/factsheets/factsheet.asp?id=6307>





**Thank you for your attention**

**Questions?**

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