

DOING BUSINESS WITH USACE PHILADELPHIA DISTRICT

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US Army Corps
of Engineers®



AGENDA



- Philadelphia District Overview
- Small Business Policy Refresher
- Philadelphia District Small Business Program
- Best Practices, Useful Tips
- Subcontracting Plan Information
- Initial FY21 Acquisition Forecast





PHILADELPHIA DISTRICT

MISSION AREAS:

Military

- Construction services for Army & Air Force
 - Dover Air Force Base
 - Joint Base McGuire Dix Lakehurst
 - Tobyhanna Army Depot

Civil Works

- Water resources projects for U.S.
 - Navigation
 - Flood Risk Management
 - Coastal Storm Risk Management
 - Ecosystem Restoration
 - Dam & Bridge Operations & Maintenance

Interagency

- Reimbursable work for other federal agencies, state & local government
 - EPA, FAA, FEMA, FWS, HUD, Navy, NPS, USCG, VA

Philly and the Corps' Fleet

- Marine Design Center: boat builders
- McFarland: East Coast "minimum fleet" hopper dredge (1 of 4 nationwide)





COMMON NAICS CODES



<u>NAICS</u>	<u>NAICS Description</u>
237990	Other Heavy and Civil Engineering Construction (includes dredging*)
238990	All Other Specialty Trade Contractors
236220	Commercial and Institutional Building Construction
238210	Electrical Contractors and Other Wiring Installation Contractors
238910	Site Preparation Contractors
237310	Highway, Street and Bridge Construction
336611	Ship Building and Repairing
221119	Other Electric Power Generation
541330	Engineering Services
541620	Environmental Consulting Services

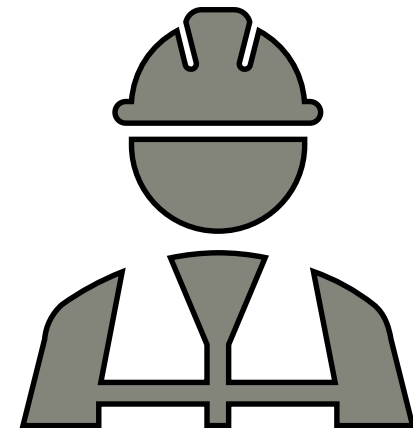
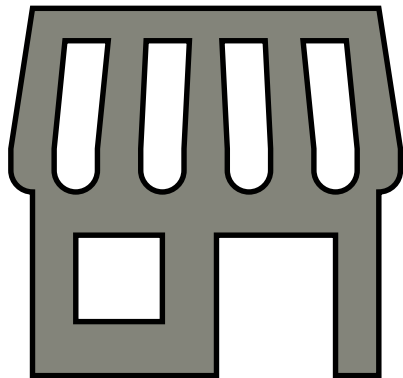


FEDERAL SMALL BUSINESS POLICY



Federal Acquisition Regulation (FAR) 19.201(a) - General policy:

“It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.”





DOING BUSINESS WITH THE FEDERAL GOV'T



1) Get registered in the System for Award Management (FAR subpart 4.11)

- www.sam.gov
- Requires a TIN from the IRS, and DUNS #
- Note that you must register for the type of work you do according to the North American Industry Classification Standard (NAICS). Search for appropriate NAICS codes here:
<http://www.census.gov/eos/www/naics/index.html>

2) Get a [betasam.gov](https://www.beta.sam.gov) vendor account: <https://www.beta.sam.gov>

3) Start reviewing and responding to posted Contract Opportunities.

Tip for New Federal Government Vendors:

- Reach out to your local Small Business Administration (SBA) Office or area Procurement Technical Assistance Center (PTAC) if you need any assistance or have questions.
- Contact the www.sam.gov and [betasam.gov](https://www.beta.sam.gov) helpdesks and/or check out their UserGuides.



SMALL BUSINESS GOAL CATEGORIES



For annual small business goal purposes, the following small business categories are tracked:

- Small Business (SB)
- Small Disadvantaged Business (SDB)
- Service-Disabled Veteran Owned Small Business (SDVOSB)
- Woman Owned Small Business (WOSB)
- Historically Underutilized Business Zone Small Business (HUBZone)

For subcontracting requirements for qualifying large business contracts, the following additional small business categories are tracked:

- Veteran Owned Small Business (VOSB)

Size status can vary per NAICS code > Some are revenue-based codes, Some are number of employee-based codes



SMALL BUSINESS GOAL CATEGORIES, CONT.



CERTIFICATE VERSUS SELF-CERTIFICATION IN SAM:

Small Business Category	Certification Type
Small Business	Self-Certification in sam.gov
Small Disadvantaged	Self-Certification in sam.gov *8(a) firms require certification
Service-Disabled Veteran Owned	Self-Certification in sam.gov
Woman Owned	SBA Certification Required
HUBZone	SBA Certification Required

SBA Certification Website For 8(a), WOSB, HUBZone, and Mentor-Protégé Certifications:
<https://certify.sba.gov/>

Visit the SBA Website for more information on the socio-economic category requirements.
<https://www.sba.gov/federal-contracting/contracting-assistance-programs>



FY20 SMALL BUSINESS STATISTICS*



Category	Awards	FY20 %	FY20 Philly District Goals	FY19 %
Small Business	\$154,956,692	48.4%	43.50%	38.2%
Small Disadvantaged	\$70,279,760	22.0%	8.27%	13.3%
Women-Owned	\$11,239,840	3.5%	1.44%	1.8%
Service-Disabled Veteran-Owned	\$1,802,959	0.6%	0.5%	0.8%
HUBZone	\$19,275,909	6.0%	1.78%	2.7%
<i>FY20 Total Small Business Eligible Awards</i>	<i>\$320,008,880</i>			



ORDER OF CONSIDERATION



“Rule of Two”

For actions greater than \$250K, the contracting officer **SHALL** set aside any acquisition over the simplified acquisition threshold for small business participation when there is a reasonable expectation that:

- 1) Offers will be obtained from at least two responsible small business concerns; and
- 2) Award will be made at fair market prices.

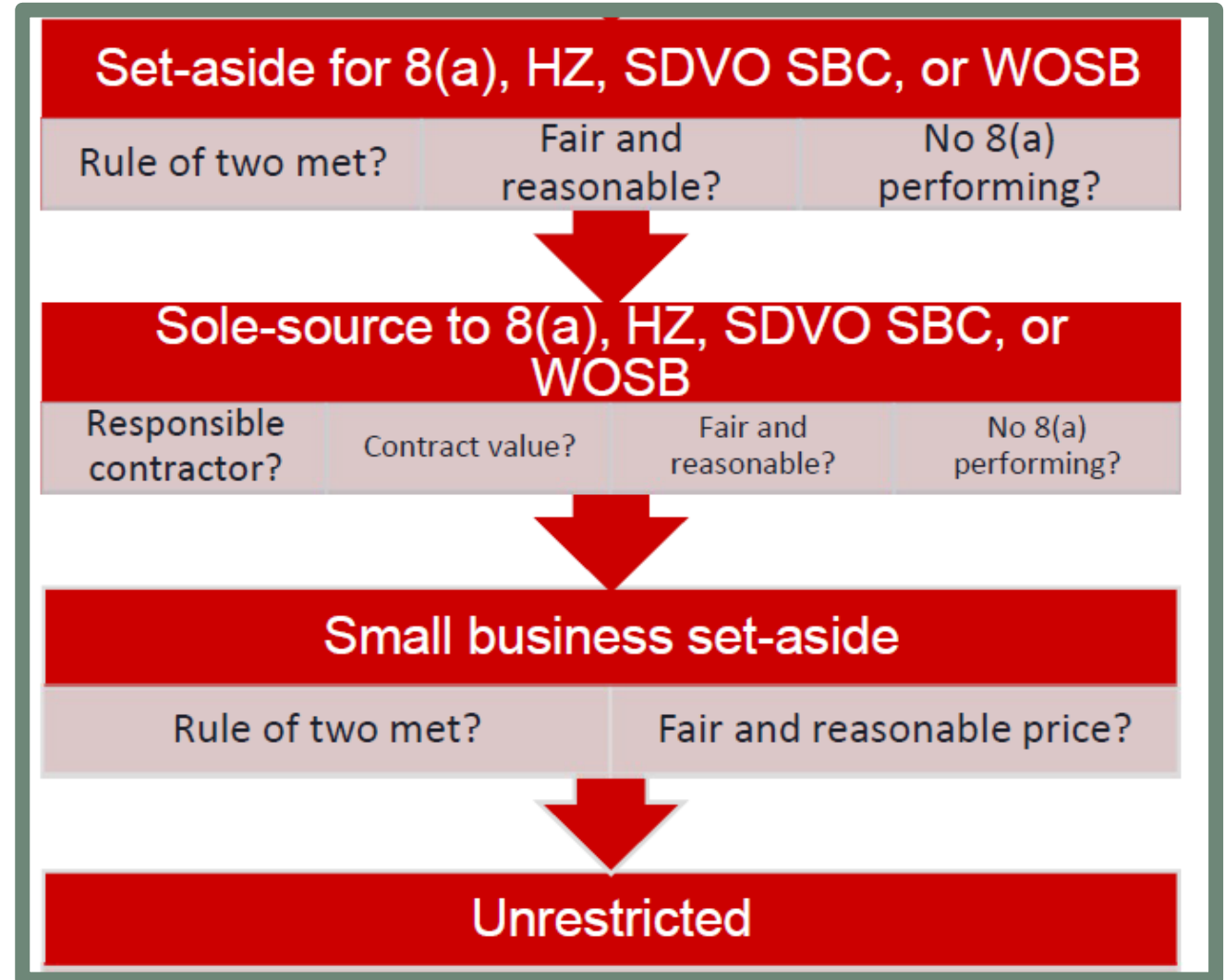


Image Source: Defense Acquisition University



MARKET RESEARCH –

HELP US MEET THE “RULE OF TWO” OR IMPROVE OUR PROCUREMENTS



Be an active participant in market research:

- Respond to Sources Sought or Requests for Information on betasam.gov
- Virtual Industry Day attendance, when able
- Have an Updated Website, SDBS Profile, SAM.gov Profile, and Capabilities Brochure
- Be responsive to email and phone inquiries

Common Misconception:

Past procurement was Full and Open/Unrestricted so will go Full and Open again. Not always! We assess how the prior procurement went. If the last procurement was Full and Open and received 2 or more responsible small businesses with competitive pricing, then a Total Small Business Set-aside may need to be considered. Vice versa with prior Small Business Set-Asides.

Large and Small Business Tip:

Familiarize yourself with the betasam.gov “Contract Data Report” feature. so you can learn more about prior contract awardees or run reports on contracts awarded by certain offices so you can learn more about what they procure in particular NAICS codes.

<https://beta.sam.gov/help/contract-data>



BID & PROPOSAL SUBMISSION TIPS



Step 1: Read the solicitation, specs, and all instructions!!

Step 2: Read the solicitation, specs, and all instructions!!

Step 3: Ask questions.

Step 4: Prepare your bid/proposal and submit timely.

Step 5: After submission, take each opportunity to assess lessons learned.

Other Tips:

- Ensure your SAM is “Active” and up to date.
- Submit prices for all line items.
- Acknowledge all amendments.
- Ensure bid or proposal is signed (e.g. SF 1442, SF 33).
- Don't propose alternatives unless requested.
- Ensure your bid or proposal is received on time.



PUBLIC POSTING / SYNOPSIS EXEMPTIONS

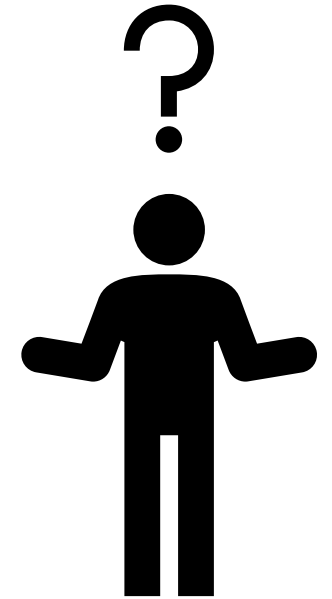


Common Question:

I found out about X award to X contractor and I never saw it posted on betasam.gov. How is that possible?!

Common exemptions from postings on betasam.gov of contract requirements (See FAR subpart 5.202):

- Actions under \$25K
- 8(a) sole source or other sole sources allowed by statute
- Task orders issued off IDIQ Contracts
- Task orders/Delivery orders issued off GSA Schedules





SUBCONTRACTING PLAN REQUIREMENTS (FAR 19.702)



Required for acquisitions expected to exceed \$750,000 (\$1,500,000 construction) and have subcontracting opportunities

Not required for small business concerns, personal services contracts, or contracts being performed completely outside of the US

Tips for Large Business Concerns – Common Errors:

- Ensure the plan contains all the 15 required elements at FAR 19.702
- Ensure there is information explains your demonstrated effort to find and support small business, narrative justification info if SDB % is under 5%
- Ensure % / \$ math are correct – Ex: SDBs are SBs, SDVOSBs are VOSBs. The socioeconomic categories aren't supposed to add up to the SB %.

For Small Business Firms:

Reach out to the Small Business Office for information on Large Businesses with awarded contracts that have subcontracting plan requirements.



FY21 ACQUISITION FORECAST – AE IDIQS



Opportunity	Location	District / Center	Solicitation / Advertise Date	NAICS	Est Capacity	Acquisition Strategy	Solicitation Type
Hydrographic and Photogrammetric Surveys	North Atlantic Division	Philadelphia	Q3 FY21	541370	\$6M	TBD	IDIQ (SATOC)
Dredge Vessel Design Services for the Marine Design Center	Nationwide	Marine Design Center	Q1 FY21	541330	\$15M	TBD	IDIQ (SATOC)
Barge Design Services for the Marine Design Center	Nationwide	Marine Design Center	Q1 FY21	541330	\$15M	TBD	IDIQ (SATOC)
Inland Waterway Vessel Services for the Marine Design Center	Nationwide	Marine Design Center	Q1 FY21	541330	\$15M	TBD	IDIQ (SATOC)
Veteran’s Affairs Medical Center Business Information Modeling (BIM)	Nationwide	Philadelphia	Q4 FY21	541330	\$30M	TBD	IDIQ (SATOC)

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsized through FBO.gov or the solicitation is issued."



FY21 ACQUISITION FORECAST – CONSTR.



Opportunity	Description	Project Location	Solicitation / Advertise Date	NAICS Code	Magnitude of Construction	Anticipated Acquisition Strategy	Solicitation Type
Cape May to Lower Twp, NJ	Beachfill	Cape May, NJ	Q3, FY21	237990	\$10-\$25M	Unrestricted	IFB
Boulevard Dam Removal	Dam Removal	Philadelphia, PA	Q4, FY21	237990	\$1-\$5M	TBD	IFB
Jadwin Dam	Dam modification	Honesdale, PA	Q4, FY21	237990	\$5-\$10M	TBD	IFB
Bloomsbury Dam Removal on the Musconetcong River	River Restoration	Bloomsbury, NJ	Q3, FY21	237990	\$1-\$5M	TBD	IFB
Wilmington Harbor South Disposal Area – Site Prep	Earthwork, Ditching and Building Dikes	Wilmington, DE	Q1, FY21	237990	\$1-\$5M	8A	Negotiated
Maintenance Dredging, Delaware River, Phila to Sea	Dredging	Delaware River, Christina River	Q1, FY21	237990	\$10-\$25M	Unrestricted	IFB
Maintenance Dredging, Christina River	Dredging	Wilmington, DE	Q3, FY21	237990	\$1M-\$5M	Unrestricted	IFB
Maintenance Dredging, Upper Chesapeake Bay	Dredging	Elk River, MD	Q4, FY21	237990	\$5M-\$10M	Unrestricted	IFB
Maintenance Dredging, Delaware River, Phila to Sea	Dredging	Delaware River	Q4, FY21	237990	\$10M-\$25M	Unrestricted	IFB

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FY21 ACQUISITION FORECAST – OTHER



Opportunity	Description	Location	Solicitation / Advertise Date	NAICS	Magnitude of Construction, Est. Value	Anticipated Acquisition Strategy	Solicitation Type
Tobyhanna Army Family Housing	Residential housing units and site improvements	Tobyhanna, PA	Q1 FY21	236115	\$10M - \$25M	8(a) Competitive	Contract
Sustainment, Restoration, and Modernization (SRM) Construction	SRM and minor construction	North Atlantic Division	Q2 FY21	236220	\$90M Capacity	TBD	MATOC (3-7 Holders)
Medium Class Hopper Dredge Replacement	Design, development, production, & delivery of a medium class hopper dredge vessel	N/A – Supply Contract	Q1 FY21	336611	-	Unrestricted	Contract

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BETASAM SEARCH KEYWORDS



W2SD for all North Atlantic Division

W912BU for Philadelphia

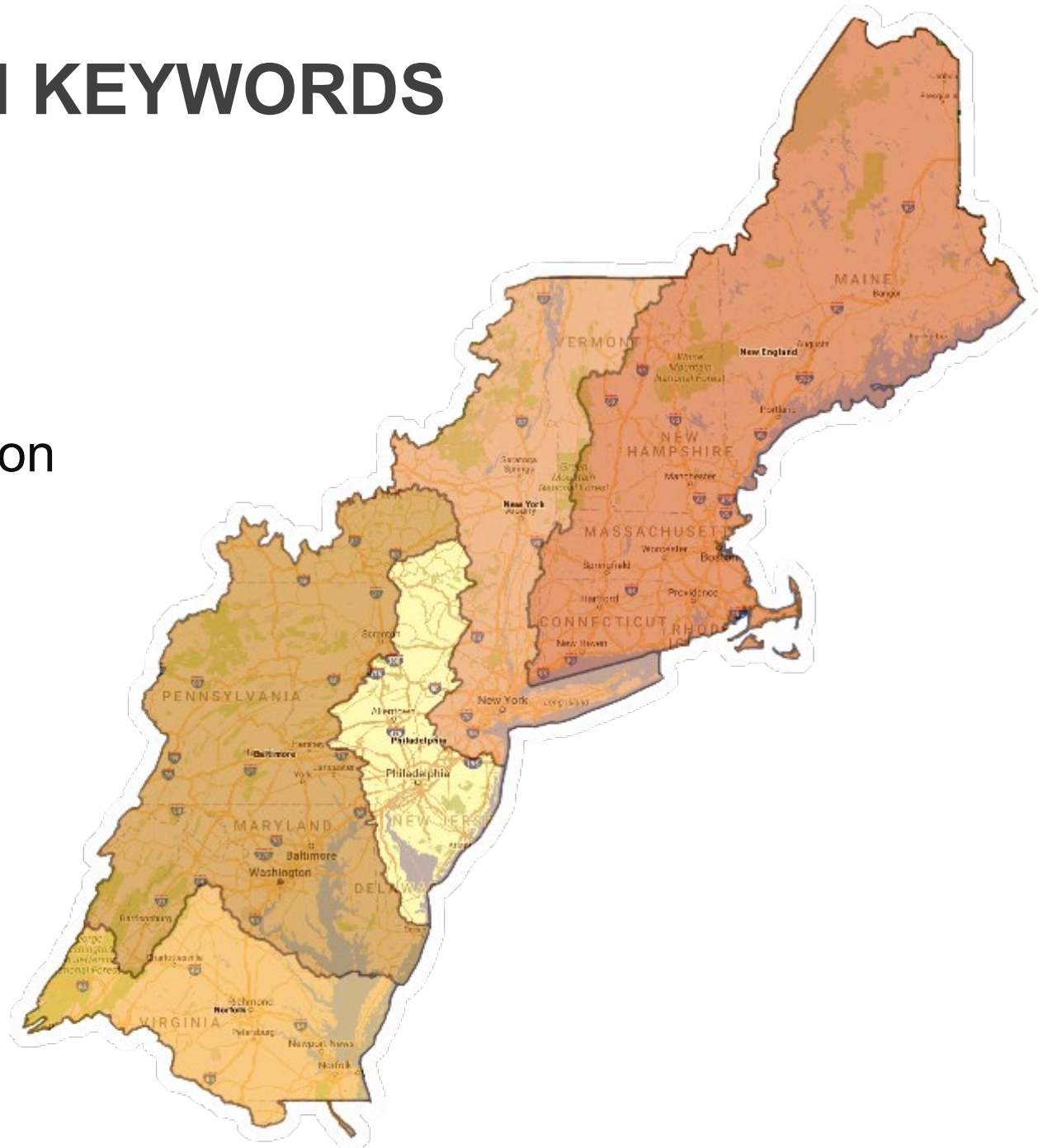
W912DS for New York

W91236 for Norfolk

W912DR for Baltimore

W912WJ for New England

W912GB for Europe





PHILADELPHIA DISTRICT POINTS OF CONTACT

Subject	Contact Information
Small Business	Brooke Patterson, 267-858-0118 brooke.l.patterson@usace.army.mil CENAP-SB@usace.army.mil
A/E	Barbara Moffat, 215-656-6637 barbara.f.moffatt@usace.army.mil
Contracting	Nora Cherry, 215-656-6770 nora.l.cherry@usace.army.mil

Philadelphia District – Small Business Website:

<https://www.nap.usace.army.mil/Business-With-Us/Small-Business/>



QUESTION & ANSWER SESSION