

WELCOME!

Our Meeting Will Begin Just After 1130
(Please keep your audio muted to begin meeting)



San Diego Post



San Diego Post



CAPT Scott Cloyd

SAME San Diego Post President

- Native of Yreka, California
- U.S. Navy Civil Engineer Corps Officer
- Currently assigned as Executive Officer, NAVFAC Southwest
- BS Mechanical Engineering, UC Davis
- MS Engineering, Stanford University
- P.E. (Mechanical)



<http://www.same.org/San-Diego>



U.S. Small Business
Administration

NAVFAC Small Business Update

<http://www.same.org/San-Diego>

Virtual Conference Rules of Engagement

- **Please mute your microphones during the meeting!**
- View functions (located in top right corner):
 - Speaker view
 - Gallery view
- Use Speaker View during presentation
- Submit questions via the Zoom Chat Function





Agenda

1130 – 1140: Welcome, Pledge of Allegiance, & Introductions

1140 – 1155: Remarks by Mr. John Engstrom – San Diego Small Business Administration

1155 – 1210: Remarks by Mr. Anthony Phillips – NAVFAC SW Deputy Small Business Specialist

1210 – 1225: Question & Answer

1225 – 1230: Meeting Closeout

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Pledge of Allegiance



<http://www.same.org/San-Diego>



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Small Business:



Large Business:



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Trevet brings approaches and solutions to projects nationwide that exceed performance standards and engage principles of sustainability, allowing clients to focus on their core missions.

Civil Engineering Services



Design-Build



Project Support

Environmental Consulting Services



Compliance



Architect-Engineering



Remediation



Emergency Response



Munitions

Our Clients





What We Offer

- Technically-capable, qualified professional staff
- Safety as corporate culture
- A commitment to sustainability
- A record of consistently outstanding performance with NAVFAC SW as well as the USACE Northwestern and Southwestern Divisions and their customers
- More than 15 years of self-performance of over \$100 million in services for our clients
- An experienced small business under NAICS Codes 541330, 541620, and 562910

Our Clients



CELEBRATING
15
YEARS OF EXCELLENCE
2000-2015

CONTACT US:

Pete@trevetinc.com

Small Disadvantaged Business
NAICS codes 541330, 541620, 541618,
562910, 562998, 562211, 541370





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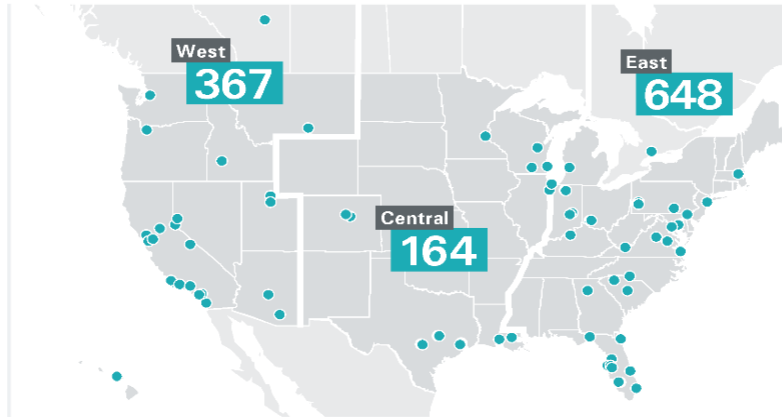
<http://www.same.org/San-Diego>

AT A GLANCE

 **4,000+** STAFF

 **105** OFFICES

*Total staff numbers include an additional 44 staff located in South America.



Making a difference.



PLANNING CONSULTING ENGINEERING



CONSTRUCTION SERVICES PROGRAM MANAGEMENT DATA MANAGEMENT

DELIVERING CLIENT SOLUTIONS ACROSS THESE SERVICE AREAS:

Natural Infrastructure Management Environment



- > Assessment, auditing, planning & compliance
- > Remedial actions & investigations
- > Information management
- > Aerial data acquisition

Built Infrastructure Management Infrastructure



- > Asset management
- > Military master planning
- > A/E planning & design
- > Encroachment management



Making a difference.

Our Core Values

- SAFETY** Safety comes first
- INTEGRITY** We do the right thing
- PEOPLE** We care about our people & communities
- EXCELLENCE** We deliver high quality services



Top: International Women's Day pledge;
Bottom: Beach clean up for "I Love A Clean San Diego";
Holiday Baskets food drive for the "Community Resource Center";
Trail patrol and vegetation clearing for "San Dieguito River Park"

Let's connect!
Anna Maydannik
Cardno - Subcontracts Administrator
anna.maydannik@cardno-gs.com
(916) 662-1081
www.cardno.com



U.S. Small Business
Administration

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John Engstrom

Business Opportunity Specialist – San Diego SBA

- 25-year career with U.S. Marine Corps, retiring as a Major
- B.A. in Business Administration - National University
- M.A. in Human Resources - National University
- Manages portfolio of ~45 small businesses per year in the 8(a) business development program



<http://www.same.org/San-Diego>



U.S. Small Business
Administration

8(a) Business Development Program

SAME August 11, 2021

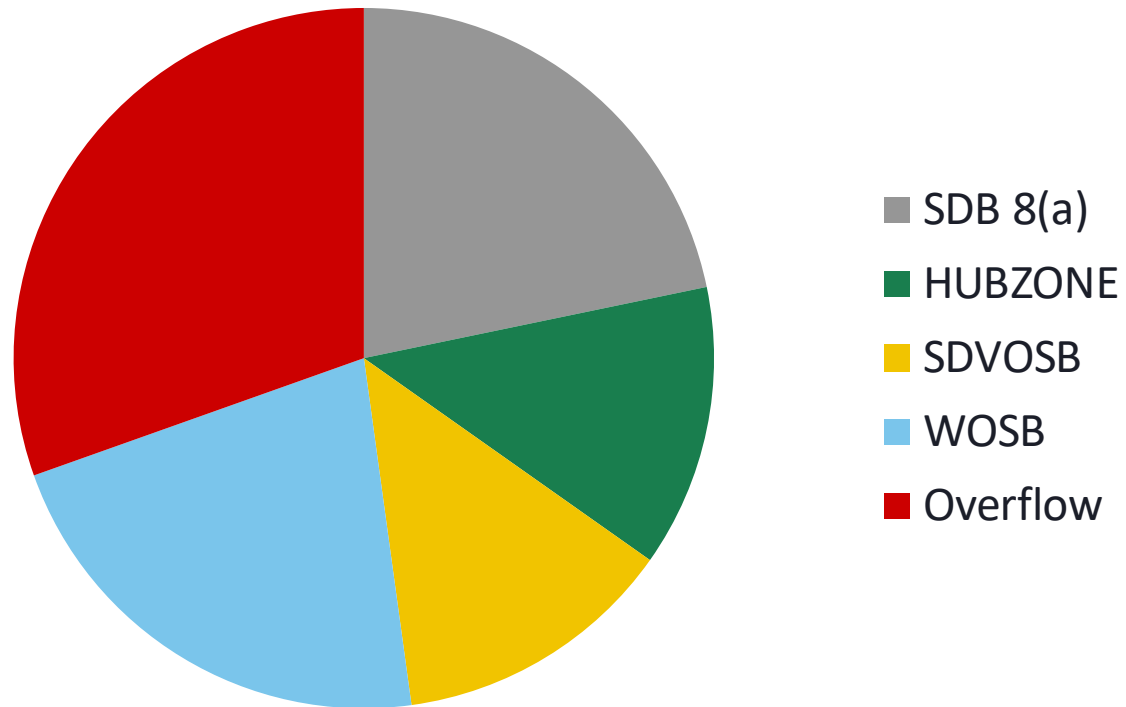
John Engstrom

San Diego 8(a) Business Development Team

- Carlos Liu – Lead BOS
- Merica Le – BOS
- John Engstrom - BOS

Federal Mandate 23% to Small Businesses

Sales



Small Business Goals

Category	Goal	2016		2017		2018		2019		2020	
		\$(B)	%SB	\$(B)	%SB	\$(B)	%SB	\$(B)	%SB	\$(B)	%SB
Small Business	23%	\$99.70	24.40%	\$105.70	23.80%	\$120.80	25.05%	\$132.90	26.50%	\$145.66	26.01%
Small Disadvantaged Business	5%	\$39.10	9.40%	\$40.20	9.10%	\$46.50	9.65%	\$51.60	10.29%	\$59.02	10.54%
Service- Disabled Veteran Owned Small Business	3%	\$16.30	4.00%	\$17.90	4.10%	\$20.60	4.27%	\$22.00	4.39%	\$23.94	4.28%
Women Owned Small Business	5%	\$19.70	4.80%	\$20.80	4.70%	\$22.90	4.75%	\$26.00	5.19%	\$27.14	4.85%
HUBZone	3%	\$6.90	1.70%	\$7.30	1.70%	\$9.90	2.05%	\$11.40	2.28%	\$13.62	2.44%

Subcontracting Can Be A Win-Win

- How many of you are from large primes?
- There's a federal mandate for large primes that a certain percentage of their team be comprised of small businesses
- If you are looking for small businesses as subcontractors, we have 100 small businesses that are 8(a) certified, 86 that are HUBZone certified and many are also SDVOSB and WOSB certified. In fact, one of my firms has all 4 certifications!
- Subcontracting to a Prime Contractor is a great way for our firms "get a foot in the door" of government contracting and to build past performance!

Small Businesses Partnering With Other Small Businesses

- How many of you are small business owners?
- How many of you are 8(a) certified?
- How many of you are HUBZone certified?
- How many of you would like access to 8(a) and HUBZone contracts?
- Send your capability statement to me at john.engstrom@sba.gov
- I will blast that out to my 8(a) and HUBZone firms

Primary NAICS Codes of Our 100 8(a) Firms

- 236220 – 20
- 541512 – 9
- 541511 - 7
- 541330 - 6
- 541611 – 4
- 237310, 238210, 238990, 518210 - 3
- 541519, 541620, 561720 – 3
- 238220, 561210 – 2

Only One of Our 8(a) Firms Have These NAICS Codes

- 236118, 236210, 237110, 238120, 238320, 238350, 238910,
- 333514, 334111, 424720, 425110, 442210, 444130, 453210,
- 511210, 541211, 541613, 541618, 541715, 541820, 561320,
- 562910, 611310, 712120, 713940, 721110, 722310, 811213,
- 811310

What have the 8(a) firms in San Diego Accomplished in FY 2017?

- \$919,901,962 in federal government contracts were offered to 8(a) firms within the San Diego District in FY 2017

Four Government Contracting Programs

www.sba.gov

- 8(a) Business Development Program
- HUBZone Program
- Service-Disabled Veteran-Owned Small Business Program (SDVOSB)
- Women-Owned Small Business Federal Contracting Program (WOSB)
- You can find this at www.sba.gov under Federal Contracting and Contracting Assistance Programs

What is the 8(a) Program?

- 9-year program that helps socially and economically disadvantaged small businesses obtain federal government contracts
- 13 CFR § 124.103 and 13 CFR § 124.104
- 1st 4 years are developmental
- Last 5 years are transitional where additional focus is placed on non 8(a) contracts.
- 15%, 25%, 30%, 40% and 50%

How Can I Qualify for the 8(a) Program?

- Be a [small business](#)
- Be in business for at least 2 years
- Not already have participated in the 8(a) program
- Be at least 51 percent owned and controlled by U.S. citizens who are economically and socially disadvantaged
- Be owned by someone whose personal net worth is \$750,000 or less

How Can I Qualify for the 8(a) Program?

- Be owned by someone whose average adjusted gross income for three years is \$350,000 or less
- Be owned by someone with \$6 million or less in assets
- Have the owner manage day-to-day operations and also make long-term decisions
- Have all its principals demonstrate good character
- Show potential for success and be able to perform successfully on contracts

How to Certify for the 8(a) Program

- Before you can participate in the 8(a) business development program, you must be certified.
- To get certified as an 8(a) business, simply use the [certify.SBA.gov](https://certify.sba.gov) website. You'll need to have a profile at SAM.gov before you can use the certification website. The information you'll need to provide will vary based on your business structure and whether you're already participating in other SBA programs.
- After you successfully complete your certification process through [certify.SBA.gov](https://certify.sba.gov), you should update your business profile at SAM.gov to show contracting officers that your business is in the 8(a) program.

How to Certify for the 8(a) Program

- You'll receive a letter in the mail informing you if your application was approved or not. If you're accepted into the program, your profile in the Dynamic Small Business Search will show your approval date and exit date for the program.
- Your certification will last for a maximum of nine years. You'll need to complete annual reviews to maintain your good standing in the program.

SBA's 8(a) Business Development Program

- Questions (Please chat in questions for answers at end of Speakers)
- John.Engstrom@sba.gov
- www.sba.gov



Anthony Phillips

Deputy Small Business Specialist – NAVFAC SW

- Born in Panama and raised in San Diego, CA
- 38 years of service with the federal government
- Retired as Technical Sergeant after 21 years in the Air Force Security Police and Health Services Administration fields
- 17 years Contracting Officer/Contract Specialist/Contract Intern experience



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How to do Business with NAVFAC SW

August 01, 2021

**Anthony Phillips
Assistant Deputy for Small
Business, NAVFAC SW**

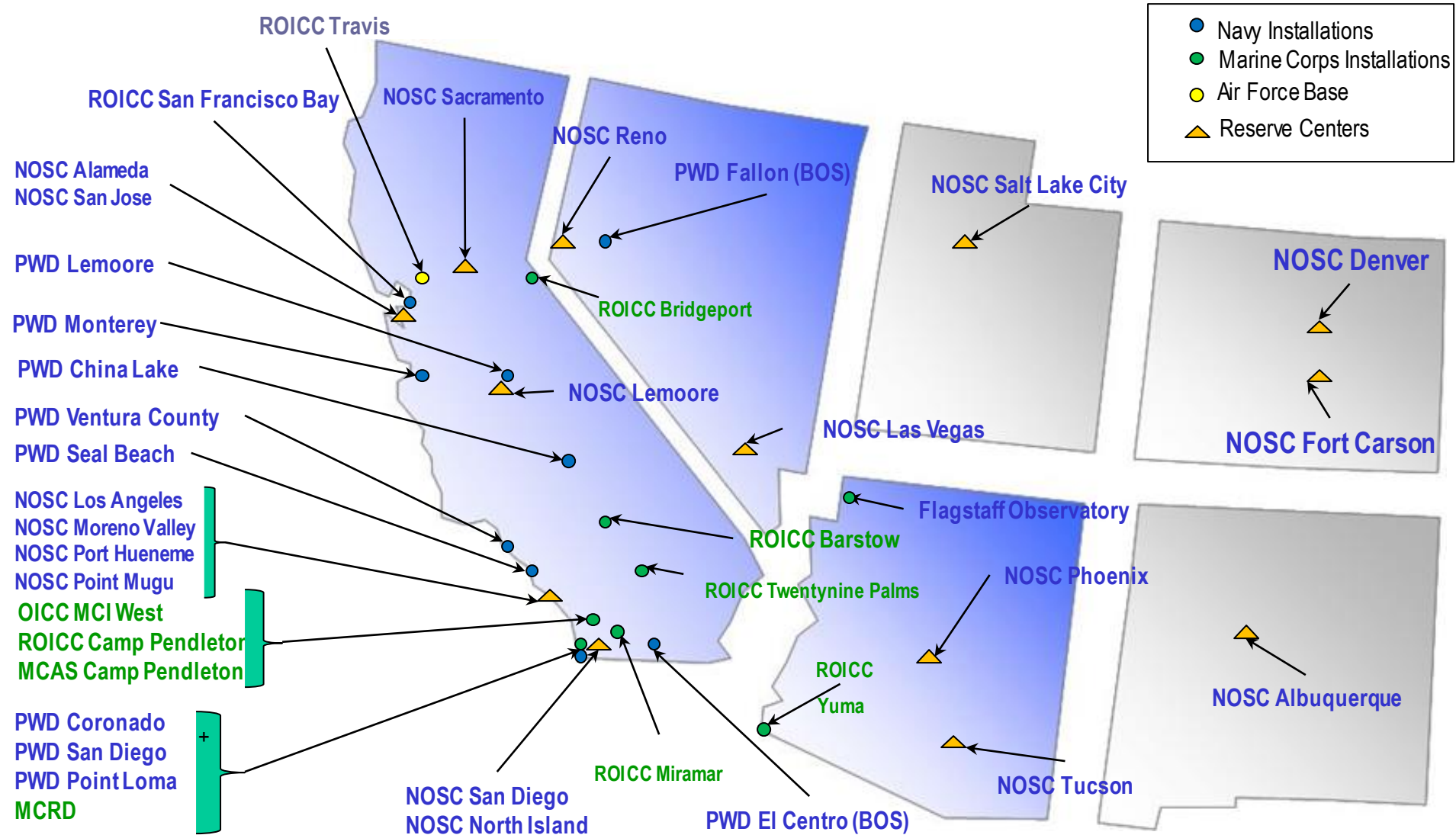
Who is NAVFAC Southwest?

The background of the slide is a collage of four images: top-left shows architectural blueprints with a pencil and eraser; top-right shows a modern multi-story building with a red roof; bottom-left shows an aerial view of a large industrial or military facility; bottom-right shows a map of the southwestern United States with a red outline indicating the six-state area of responsibility.

Naval Facilities Engineering Command, Southwest, headquartered in San Diego, CA, provides all facilities acquisition, installation, engineering support, and base operating and maintenance services required to support Navy and Marine Corps Servicemen ashore throughout our six-state area of responsibility.



NAVFAC SW Area of Responsibility



What NAVFAC SW Buys



- **Design and Construction**

- **Construction Services**
- **Architect & Engineering Services**
- **Design In-House**
- **Specialized Technical Services**

- **Environmental**

- **Environmental Planning/NEPA**
- **Environmental Compliance & Conservation**
- **Environmental Restoration**
- **Sustainable Solid Waste Management**

- **Public Works**

- **Facility Sustainment**
- **Utility & Energy Management**
- **Base Operation and Maintenance**
- **Facility Services**

Target Market



- **In 2020 the Federal Government spent \$6.55 Trillion**
- **Know your target market – might not be NAVFAC**
- **Federal Procurement Data System (FPDS-NG) report generation has transitioned to www.beta.SAM.gov under Data Bank**
 - **Plethora of information to research what Government agencies are buying**
- **USASPENDING.gov:**
<https://www.usaspending.gov/#/>
 - **Which agencies are buying your NAICS codes?**

Useful Website Links



- **Federal agencies procurement forecasts:**

<https://www.acquisition.gov/procurement-forecasts>

- **NAVFAC Southwest website:**

https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/southwest.html

- **NAVFAC Southwest Ridgecrest (China Lake):**

https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/southwest/about_us/our_services/capital_improvements/naws-china-lake-earthquake-recovery.html

- **NAVFAC Small Business website:**

https://www.navfac.navy.mil/products_and_services/sb.html

How to get involved...



- **Locate contracting and subcontracting opportunities:**

- www.beta.SAM.gov

- Formerly FedBizOps

- NAVFAC SW opportunities:

- Key word/filter search: **N62473**

- **What can be found on this site:**

- Sources Sought

- Requests for Information

- Solicitations

- Outreach Events

- Other Important Information

Office of Small Business Programs



- **Promote maximum opportunity for small businesses**
- **Advise and assist acquisition officials to ensure strategies are structured to facilitate small business utilization**
- **Council small businesses to maximize opportunities to compete for DoD prime contracts and subcontracts**
- **Analyze small business capabilities**
- **Ensure large businesses provide adequate subcontracts to small business concerns**

Small Business Categories



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

NAVFAC SW SB Prime Targets FY21



<u>Category</u>	<u>Target</u>
SB	43.5%
SDB	30.0%
HUBZone	10.4%
WOSB	8.0%
SDVOSB	4.5%

➤ **FY20 – NAVFAC SW awarded over \$1.09 Billion prime contracts to small business concerns**

SBA Resources



- **Small Business Administration website:**

www.sba.gov

- **Subcontracting Opportunities:**

https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

- **Dynamic Small Business Search (DSBS):**

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

- **Small Business Office first search point for vendors**
- **Where Contracting Officers perform market research**
- **Contractors ensure profile is dynamic with capabilities and key work sections**

Additional Resources



- **Procurement Technical Assistance Center:**

<http://www.dla.mil/SmallBusiness/Pages/ProcurementTechnicalAssistanceCenter.aspx>

- **Small Business Development Center:**

<https://www.sba.gov/local-assistance/find?type=Small%20Business%20Development%20Center>

Contact Info



Small Business Representatives

Ms. Regina Pasqualucci

Deputy for Small Business

NAVFAC PAC

Regina.Pasqualucci@navy.mil

Mr. Anthony Phillips

Assistant Deputy for Small Business

NAVFAC SW

anthony.phillips@navy.mil

anthony.j.phillips14.civ@us.navy.mil

Mr. Robert Rice

Procurement Center Representative

Office of Government Contracting, Area
VI

U.S. Small Business Administration

Robert.Rice@sba.gov

Procurement Technical Assistance Center (PTAC)

San Diego, Orange, Imperial PTAC

(619) 216-6671

swcptac@swccd.edu

Small Business Authorized Representatives (SBPAR)



- **NAVFAC SW has a total of 16 Field Office's (FO) throughout it's AOR.**
- **Each FO has a SBPAR who is appointed by NAVFAC OSBP.**
- **Their contact information is shown to the following slide.**
- **They attend Industry Day's and local outreach events as authorized.**
- **Provide counseling and guidance to small business on contracting and sub-contracting opportunities.**

Field Offices SBPAR contact information



FEAD Barstow, Ruben Tellez Jr. (760) 577-6844 <i>ruben.tellez1@navy.mil</i>	FEAD Ventura, Robert Charlon (805) 982-2353 <i>robert.charlon@navy.mil</i>
FEAD Camp Pendleton, Lisa Dela Pena, (760) 763-8387 <i>lisa.delapena@navy.mil</i>	FEAD Pt. Loma, Vince Rodriguez, (619) 524-8554 <i>vincent.a.rodriguez@navy.mil</i>
FEAD China Lake, Christopher Williams, (760) 939-4418 <i>christopher.h.will2@navy.mil</i>	FEAD Miramar, Julia Taylor, (858) 577-6307 <i>julia.taylor@navy.mil</i>
FEAD El Centro, Gabrielle Steinau, (760) 339-2455 <i>gabrielle.t.steinau@navy.mil</i>	FEAD 29 Palms, Tricia Murray, (760) 830-6419 <i>Tricia.murray@navy.mil</i>
FEAD Yuma, Adrienne Moore, (928) 269-3694 <i>adrienne.j.moore@navy.mil</i>	FEAD Monterey, Shawn Borisow, (831) 656-3684 <i>shawn.borisow@navy.mil</i>
ROICC Travis, Linda Banfield, (707) 424-2427 <i>linda.banfield@navy.mil</i>	FEAD Lemoore, Alejandro Ochoa, (559) 998-3580 <i>alejandro.ochoa1@navy.mil</i>
FEAD San Diego, Brandon Spaulding, (619) 556-6432 <i>brandon.spaulding@navy.mil</i>	FEAD Coronado, Shannon Litchy, (619) 545-4882 <i>shannon.litchy@navy.mil</i>
FEAD Fallon, Sherri Nickerson, (775) 426-4667 <i>sherri.nickerson@navy.mil</i>	FEAD Seal Beach, Santiago Rodriguez, <i>santagio.rodriguez@navy.mil</i>



Reminder to set Zoom to Speaker View

(Moderator will present questions submitted via Zoom chat)

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Sponsors!**

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Announcements

- **SAME September Event – SANDAG 2021 Regional Plan**
 - Wednesday, September 8th (1130 – 1230) – Webinar
 - Presented by Phil Trom, SANDAG Senior Regional Planner
- **Need Professional Development Hours?**
 - Contact LT Matt Harvie (sameprograms@gmail.com)
- **Interested in Joining our SAME San Diego Chapter?**
 - Contact Melanie Kito (melanie.kito@eu.navy.mil) or Sean Leffler (sean.leffler@eurofinset.com)

S A M E S A N D I E G O

CENTENNIAL
Golf
TOURNAMENT

ADMIRAL BAKER GOLF COURSE
THURSDAY, 04 NOVEMBER 2021
SHOTGUN START AT 8AM





REGISTRATION

CIVILIAN: \$125
ACTIVE DUTY/ RETIRED/ DOD CIVILIAN: \$60
LUNCH RECEPTION ONLY: \$40



**CENTENNIAL PRICING FOR SAME MEMBERS
HAS BEEN EXTENDED:
\$100 UNTIL 15 AUGUST 2021**



**REGISTRATION IS OPEN FOR SINGLES
TO FOURSOMES OR MORE.**



SPONSORSHIP

CENTENNIAL \$2,500

Tournament Headline Sponsor!

Includes: logo on the Centennial Golf Event banner, (2) golf 4-somes, Raffle/Mulligan Package per golfer; placement of marketing materials, reserved seating, and brief (3 minute) speech at the lunch reception.

JOINT CHIEFS \$1,500

Includes: hosting of one of the beverage pop-up stations by (2) of your attendants, breakfast and lunch reception for each station attendant, (1) golf 4-some, and (1) Raffle/Mulligan Package per golfer.

ADMIRAL \$500

Includes: custom signage at designated hole, breakfast and lunch reception for (1) hole attendant, (1) golf 2-some, and Raffle/Mulligan package per golfer.

CAPTAIN \$300

Includes: custom signage at designated hole, and breakfast and lunch reception for (1) hole attendant.



AWARDS

Awards will be given for closest to the pin, longest drive, lowest and highest gross score. The prizes and awards will be handed out at a catered reception immediately following the completion of play.

DONATIONS

The Post would also appreciate items or gifts you might be able to donate for the charity raffle or for addition to the tournament swag bags.

CONTACT

For more information or questions on registration, sponsorship, or donations, please contact Sean Leffler at 858-866-6645 or SAMESDGolf@gmail.com.



Goals of the 2025 Strategic Plan

- **Strengthen Industry-Government Engagement**
- **Build and Sustain Resilient Communities**
- **Develop Leaders for the Profession**
- **Enrich Our Nation's STEM Pipeline**
- **Prepare Service Members and Veterans for the A/E/C Industry**

Our Mission:

#Goals

Build leaders and lead collaboration among government and industry to develop multidisciplined solutions to national security infrastructure challenges.

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#SANDIEGOPOS

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