

LUKE AIR FORCE BASE ***SAME Post Industry Day***

18 Apr 24



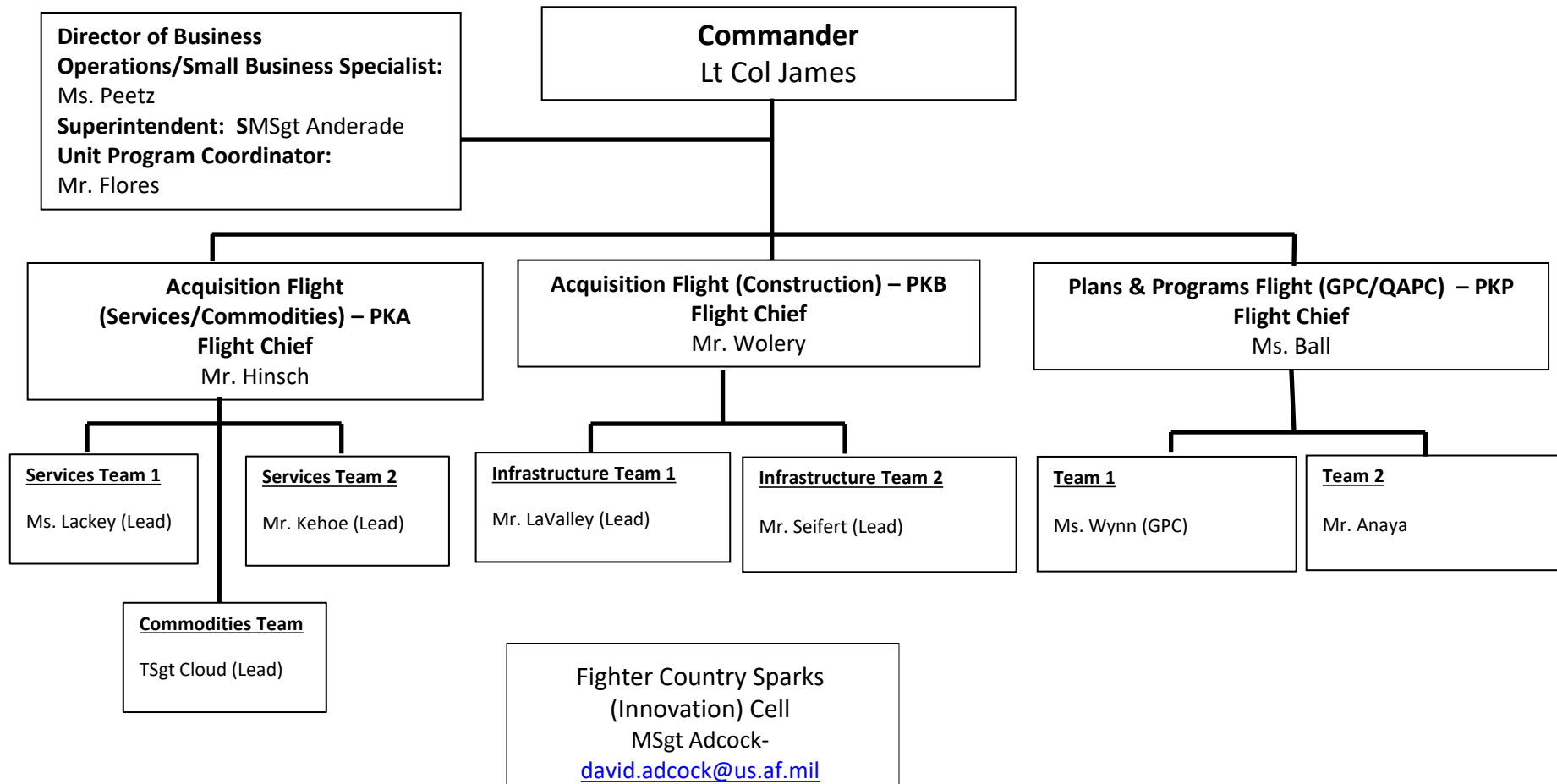
Mary Peetz
Director of Business Operations/Small
Business Specialist



56th Contracting Squadron



Fly, Fight, & Win



Mission: Procure, Prepare, Deploy

Vision: To set the standard in innovative acquisition support



Small Business Specialist Duties



Fly, Fight, & Win

- First point of contact for vendors
- Contracting Squadron Small Business (SB) Advisors
- Monitor and assess SB goals
- Advise Contracting Squadron on goals, issues, and concerns
- Train contracting personnel and contractors on SB matters
- Help conduct/provide training on market research



FY23/24 Small Business Results



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	FY23 Goals	FY23 Actuals \$90M	FY24 Goals (TBD)	FY24 Actuals \$27.4M (YTD)
Small Business	82.96%	90.49%	86.57%	82.00%
Small Disadvantaged Business	70.53%	72.29%	73.35%	75.13%
HUB Zone	3.95%	9.18%	4.52%	8.61%
Women Owned	10.94%	16.47%	15.68%	15.23%
Service Disabled Vet	12.97%	7.80%	9.14%	14.97%



FY23 Economic Impact



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	Dollars	%
Arizona	15,570,285	17.22%
Other States	74,830,190	82.78%
Out of Country	0	0
Total	\$90,400,475	

COUNTY	DOLLARS
APACHE	-
COCHISE	\$24,358
COCONINO	-
MARICOPA	\$14,965,519
MOHAVE	-
PIMA	\$350,892
PINAL	-
YAVAPAI	\$229,516
YUMA	-
TOTAL	\$15,570,285



Doing Business with the Air Force



Fly, Fight, & Win

Identify your Product or Service

Know the *Federal Supply Classification (FSC) Code* and *North American Industry Classification System (NAICS) Code* for your product or service. Many government product/service listings and future procurements are identified by FSC (www.dlis.dla.mil/h2) or NAICS Code (www.census.gov/naics).

Register in the government database

- System for Award Management: www.sam.gov
 - Obtain a Unique Entity Identifier (UEI)
 - Core data (Name, address, org type, financial information)
 - Assertions (NAICS, size metrics)
 - Reqs & Certs
 - SBA Dynamic Small Business Search



Doing Business with the Air Force



Fly, Fight, & Win

Familiarize yourself with Federal, DOD, and Air Force Contracting Procedures

- Be familiar with Federal Acquisition Regulation (FAR) and the Defense Federal Acquisition Regulation Supplement (DFARS). <http://acquisition.gov>

Identify the Air Force contracting activity that purchases your product or service and contact the Small Business Specialist on-site.

- All Air Force Contracting activities are decentralized.
- Each Contracting Office purchases supplies and services that support its own mission.
- Each buying activity has a Small Business Specialist (<http://www.airforcesmallbiz.af.mil/>) home page, provides a list of small business specialists assigned to each buying activity.



Doing Business with the Air Force



Fly, Fight, & Win

Identify current & future Air Force procurement opportunities

- Requirements above \$25K will be posted to www.sam.gov
- Commercial supply & service requirements available under a GSA Federal Supply Schedule (FSS) will be posted using e-Buy at www.gsa.gov
- Amazon Business - Will find any local small business within 50 miles of any AF base, prime delivery. <https://business.amazon.com/>
- Requirements between \$15K - \$25K may be posted on our FACEBOOK page under 56th Contracting Squadron: Luke Air Force Base, AZ



Doing Business with the Air Force



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Company Profile

- Develop a 1-2 page summary of your companies capabilities.
 - Include, relevant expertise and experience, references with federal agencies, registrations, NAICS, representations & certifications
 - Present your capabilities directly to the federal activities & large prime contractors that buy your products & services
 - E-mail to mary.peetz@us.af.mil

Market your Firm

- Present your capabilities directly to the federal activities and large prime contractors that buy your products and services
- Attend procurement conferences and business expos
- Attend Business Matchmaking events
- If you do not have a presence on Luke AFB, consider Teaming Opportunities.



Tips



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Responsiveness

- ✓ Watch SAM.GOV, GSA e-buy or 56th Contracting Squadron Facebook page for announcements (sources sought, pre-solicitations, & solicitations)
- ✓ Be willing to compete
- ✓ Ensure you have the appropriate North American Industry Classification System (NAICS) for the services and products that you provide
- ✓ Keep your Small Business Dynamic Search information updated, key words are important
- ✓ Ensure you respond to contractor Performance Assessment Reporting Systems (CPARS) request – Identify permanent staff to respond
- ✓ Statement of Capabilities are a great marketing tool



Tips



Fly, Fight, & Win

Competing

- ✓ Read the entire solicitation & performance work statement
- ✓ Attend site visits/pre-proposal conferences
- ✓ Make sure you have the necessary certifications & bonding
- ✓ Have valid past performance references
- ✓ Comply with the evaluation factors - Evaluation factors tell you how the Gov't will evaluate your proposal



56th Contracting Squadron Potential Opportunities



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Construction Contracts

- Paving IDIQ (FY24)
- Multiple Award Construction Contract (MACC) FY24/25
- A&E Multiple Award (FY24)
- Subcontracting Opportunities

Service Contracts

- Ft Tuthill Linen (FY24)
- Vertical Transportation Service & Maintenance (FY24)
- Portable Toilet Rental (FY24)
- Vehicle Barrier Maintenance (FY24)



Prime Contractor Information



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- **Gila Bend Air Force Auxiliary Field & Gila Bend Barry Goldwater Range**
Tunista Services, LLC, Rick Carr (623) 810-5800 (expires 30 Sep 26)
- **Airfield/Base Paving IDIQ** –MRM Construction, Marie Torres, (602) 340-0378
(expires 11 Jun 24)
- **Simplified Acquisition Base Requirements (SABER)** - Four Tribe Enterprises
LLC, David Castillo 301-830-1376 (expires 11 Jul 27))
- **Multiple Award A&E Contract** – (expires 18 Sep 24)
 - Arrington Watkins, Peter Sangiorgio, (602) 279-4373
 - Wood, Julianne Hamilton, (602) 733-6000
 - Schwab Engineering & Mgmt, Jerry Schwab, (888) 900-3823
- **Maintenance and Repair IDIQ (M&R)** – Diversified Maintenance Systems
(DMS) – Kevin Beck, (801) 487-4043 (expires 2 Aug 26)



Strategic Contracts



Fly, Fight, & Win

- **Worldwide Engineering and Construction (WE&C)**
 - This program includes a of a full range of design, construction and engineering activities necessary to meet Air Force and other customer requirements at various Government installations.
- **Regional Engineering and Construction (RE&C) - West Region**
 - This program encompasses the full range of methods, technologies, and supporting activities necessary to conduct project construction at Air Force installations and other locations within the United States in accordance with technical and regulatory requirements.
- **Roofing Repair, Replacement & Maintenance (R3M)- Southwest**
 - The purpose of this program is to acquire commercial roof replacement, preventative maintenance, corrective repair, and inspection/testing services. The mandatory use is for USAF installations that are geographically located within the CONUS and Alaska.



Government Purchase Card (GPC)



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What is the Government Purchase Card?

- Used by the Federal Government to purchase mission-essential supplies and services
- Authorized for “Appropriated Funds” only
- Supplies and equipment purchases are restricted to **\$10,000**
 - GPC use is mandated for purchases below **\$10,000**
- Non recurring services are restricted to **\$2,500 per transaction**
 - One time, unpredictable or occasional requirement
- Recurring services are restricted to **\$2,500 total per year**
 - If more than \$2,500/year, a Form 9 is required for contract/BPA
- Construction is restricted to **\$2,000 per project**
- With Contracting Officer approval, occasional supply and equipment purchases can be made up to **\$25,000** on a pre-priced vehicle such as GSA



Government Purchase Card (GPC)



Fly, Fight, & Win

What is Luke AFB Purchasing on GPC

1. Office Supplies
2. Cell Phone Services – **Can not** buy commercially (Blanket Purchase Agreement)
3. Copying and Printing Services – **Can not** buy commercially (Defense Automated Printing Service (DAPS))
4. Cable and Satellite Services
5. Janitorial Supplies
6. Medical/Dental Equipment and Supplies
7. Individual Clothing, Equipment, and Supplies
8. Vehicle Maintenance Equipment and Supplies
9. Computer Equipment and Supplies – **Can not** buy commercially (2GIT)
10. Construction Equipment and Supplies
11. COVID-19 items such as masks and cleaning supplies
12. Training up to \$25k



NAF and Other Contracting Entities at Luke AFB



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- Non-Appropriated Funds (NAF) – 623-856-4906
- Army/Air Force Base Exchange (AAFES) – 623-935-2671
- Defense Commissary Agency – 623-856-3821
- Army Corp of Engineers (COE) – 623-536-2225



Resources



Fly, Fight, & Win

- **SBA AZ District Office**, 4041 N Central Ave., Suite 1000
Phx
- **APEX (Formally PTAC)**
 - Native American Chamber of Commerce, Chandler
 - Glendale Community College, Glendale
- **Small Business Development Center (SBDC)**
 - Gateway College, Phx
- **SCORE** - A national non-profit organization that counsels business owners and aspiring entrepreneurs
- **Arizona Minority Business Development Center (MBDC)** - 1020 East Missouri Avenue. Phoenix



Fly, Fight, & Win

Luke AFB Small Business Office

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Small Business Program Manager

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www.luke.af.mil/

56th Contracting Squadron-Luke Air Force Base