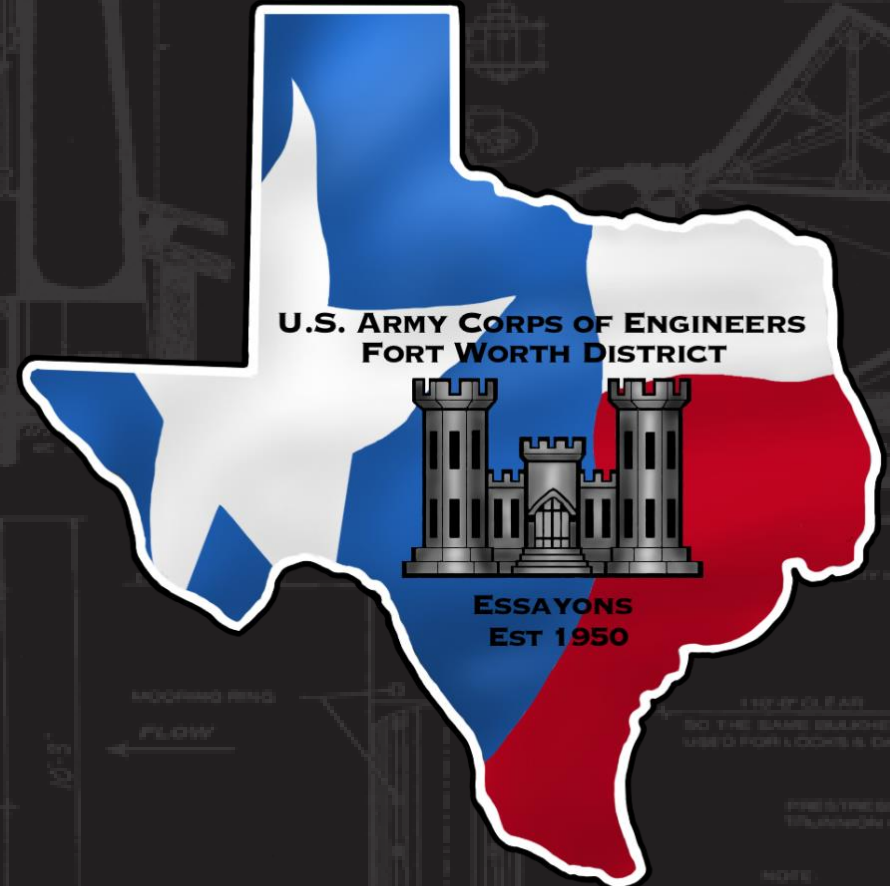


Small Business Programs

Presentation for:
Society of American Military Engineers
SAME Dallas Post
15 July 2024

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U.S. ARMY



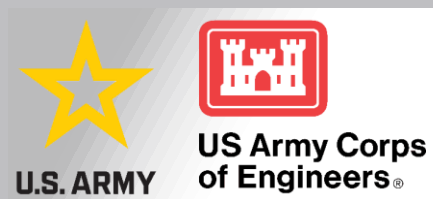
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AGENDA

- ❖ Small Business Program
- ❖ Acquisition Strategy / Source Selection Process
- ❖ Solicitation Process
- ❖ Sub-Contracting Opportunities
- ❖ End of Fiscal Year Procurements / Future Program \$
- ❖ Hot Topic: PLA
- ❖ Good News: Lower-Tier Subcontractor on SB SubKtr Plan Goals



Small Business Program *Provides*

➤ *Advocate*

Assure SB are given fair opportunity and consideration in procurements

- *Includes SB Subcontracting Opportunity*

➤ *Inform*

Forecast Opportunities, Acquisition Process, Outreach Events

➤ *Counsel*

Capability Statement Improvements

- *What, How well performed, \$\$\$, UEI and CAGE Code*

✓ Include Updated Experience, Performance Rating, General Description, and \$ Amount

DSBS Profile Improvements

✓ Include Keywords, Performance Area, Bonding Increases, Updated Experience

➤ *Assist*

✓ Encourage Industry Response to Sources Sought, Participation, Networking, Subcontracting

✓ District Staff with *Market Research* / Acquisition Strategy (Recommend SB for procurements)

➤ *Review*

SB Coordination Records, SB Participation Proposals, SB Subcontracting Plans

Acquisition Strategy / Source Selection Process

Small Business 8(a) Program:

- Competitive 8(a)
- Sole Source 8(a)

8(a) Thresholds: Standard 8(a) < \$4.5 Mil / ANC, NHO, or Tribe < \$100 Mil

Socio-Economic Small Business Set-asides:

- 8(a) Program
- HubZone
- SDVOSB
- WOSB

Did you know?
Responding to a Sources Sought
may determine
Acquisition Strategy!

Small Business Set-asides or Full & Open (Unrestricted) Competitive acquisitions:

- Invitation for Bid (IFB)
- Best Value Trade Off (BVTO) [*Preferred method*]

Solicitation Process

- ❑ Solicitations may be found: (*Registration required*)

<https://sam.gov>

<https://piee.be.mil>

- ❖ View solicitations in sam.gov, search by **DoDAAC** or by **Name** (**view only** capability):

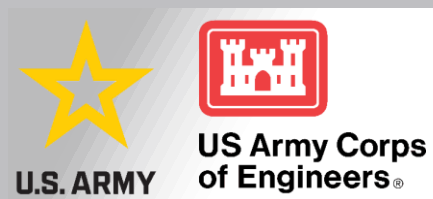
W9126G

or

US Army Engineer District Ft Worth

- ✓ Submit proposal in PIEE:

Follow specific solicitation requirements



Subcontracting Opportunities

Army Federal Acquisition Regulation (AFAR) Encourages:

- ❖ Small Business *Participation*

DoD Requires:

- ✓ Small Business *Sub-contracting* Plan on contracts with LB

➤ *Small Business Programs strives to provide sub-contracting opportunities*

Resources:

1. APEX Accelerator (Univ of TX at Arlington, Cross Timbers (DFW Area):

<https://www.uta.edu/research/centers/cross-timbers>

2. SBA Dallas District Office (DFW & North TX Area):

<https://www.sba.gov/district/dallas-fort-worth>

3. DoD Office of Small Business Programs:

<https://business.defense.gov/Acquisition/Subcontracting/>

Did you know?

APEX Accelerator Centers help LB find SB Subcontractors



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End of Fiscal Year Procurements

Site	Project Name	MILCON Flag	Type	Design By Desc	Contracting Method	Set Aside	PA
Barksdale Air Force Base	Barksdale AFB Repair B5546 Crisis Action Center	SRM	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 13 M
Barksdale Air Force Base	Barksdale AFB Repair B6413 Secure Space	SRM	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 15 M
Barksdale Air Force Base	Barksdale Renovate Corrosion Control Hangar Bldg 6626	SRM	CON	Architect-Engineer	RFP1 / Competitive RFP - One Step	Unrestricted / Large Business	\$ 31 M
Corpus Christi Army Depot	JBSA & CCAD Regional JOC	SRM	JOC	Technical Services			\$ 10 M
EBBING AIR NATIONAL GUARD BASE 188th WING	ACE HKRZ237218 Ebbing ANGB Reno Hangar 200 F-16/F-35 Maint	SRM	CON	Design-Build, RFP developed by A-E	RFP2 / RFP - Two Step	Unrestricted / Large Business	\$ 96 M
Fort Bliss	Bliss- B2477 Renovation	SRM	CON	Architect-Engineer	RFP1N / Non-Competitive RFP - One Step	8a / 8(a)	\$ 20 M
Fort Bliss	Bliss B2457 DFAC Repair	SRM	CON	Design-Build, RFP developed by A-E	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 17 M
Fort Bliss	BLISS - (PTM102382J) NMCR A506 Hard Crossings	SRM	CON	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 10 M
Fort Bliss	Bliss Repair Buildings Roofs 51, 2499, 9464, 3672 & 769	SRM	CON	Hired Labor - In House	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	WO / Woman Owned Small Business	\$ 15 M
Fort Bliss	Bliss Install PTAC B1005, B1006, B10004 & B11332	SRM	CON	Hired Labor - In House	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 26 M
Fort Bliss	Bliss FY24 Fire Systems Buildings Repair	SRM	CON	Hired Labor - In House	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	8a / 8(a)	\$ 18 M
Fort Bliss	CAP 061298 Bliss Rail Extension to UP	MILCON	CON	Hired Labor - In House	RFP1 / Competitive RFP - One Step	Unrestricted / Large Business	\$ 74 M
Fort Bliss	Bliss (SCM101863P) B1735 Collection Storage Space	SRM	AE	Architect-Engineer			\$ 1 k
Fort Bliss	BLISS (FE100371J) Repair Sergeant Major Blvd Road	SRM	AE	Architect-Engineer			\$ 10 M
Fort Bliss	Bliss Bldg 9402 - 9416 H Barracks Reno	SRM	AE	Architect-Engineer	RFP1N / Non-Competitive RFP - One Step	8a / 8(a)	\$ 46 M



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End of Fiscal Year Procurements

Fort Bliss	Bliss Bldg 9402 - 9416 H Barracks Reno	SRM	CON	Architect-Engineer	RFP1N / Non-Competitive RFP - One Step	8a / 8(a)	\$ 46 M
Fort Bliss	Bliss JTF B11676 Renovation	SRM	CON	Hired Labor - In House	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	WO / Woman Owned Small Business	\$ 1.5 M
Fort Cavazos	Cavazos Army Airfield Heliport Taxiways	SRM	CON	Hired Labor - In House	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	Unrestricted / Large Business	\$ 60 M
Fort Cavazos	B410 HVAC Upgrades	SRM	CON	Hired Labor - In House	IDCN / Non-Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	8a / 8(a)	\$ 6 M
Fort Cavazos	CAP 078303 Cavazos Military Working Dog (MWD) Kennel	MILCON	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	Unrestricted / Large Business	\$ 5 M
Fort Cavazos	CAP 93508 Cavazos Ammunition Storehouse, Installation	MILCON	CON	Hired Labor - In House	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 8 M
Fort Cavazos	Cavazos Renovate Motorpool B9112	SRM	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 20 M
Fort Cavazos	Cavazos Barracks 91220	SRM	CON	Design-Build, RFP developed by Hired Labor	RFP2 / RFP - Two Step	Unrestricted / Large Business	\$ 70 M
Fort Cavazos	Cavazos Renovate Freeman DFAC B39041	SRM	CON	Design-Build, RFP developed by A-E	RFP2 / RFP - Two Step	Unrestricted / Large Business	\$ 15 M
Fort Cavazos	Cavazos JOC B38033 AD209132P Const TVMS 38033	SRM	CON	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 1.3 M
Fort Cavazos	Cavazos Renovate Motorpool B4351	SRM	CON	Design-Build, RFP developed by Hired Labor	RFP2 / RFP - Two Step	SB / Small Business	\$ 15 M
Fort Cavazos	Cavazos Renovate Motorpool B26027	SRM	CON	Design-Build, RFP developed by Hired Labor	RFP2 / RFP - Two Step	SB / Small Business	\$ 19 M
Fort Cavazos	Cavazos JOC B30017 AD209162P Const TVMS 30017	SRM	JOC	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 1.3 M
Fort Cavazos	Cavazos JOC B30033 AD205252P Const TVMS 30033	SRM	JOC	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 1.3 M
Fort Cavazos	Cavazos JOC B9573 AD203562P Repair Roof	SRM	JOC	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 800 k

End of Fiscal Year Procurements

Fort Cavazos	Cavazos JOC B56430 AD210383P Renovate Restroom and HVAC	SRM	JOC	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite- quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 250 k
Fort Cavazos	Cavazos JOC B30015 AD209172P Const TVMS 30015	SRM	JOC	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite- quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 1.3 M
Fort Johnson	Johnson Barracks B1156 Rprs	SRM	CON	Design-Build, RFP developed by Hired Labor	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	8a / 8(a)	\$ 8 M
Fort Johnson	CAP 105154 Johnson Instrument Landing System	MILCON	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 5.5 M
Fort Johnson	Johnson PO Vertical MATOC contract	SRM	CON	Hired Labor - In House			\$ 175 k
Fort Johnson	Johnson PO Horizontal MATOC contract	SRM	CON	Hired Labor - In House			\$ 175 k
Fort Johnson	CAP 094374 Johnson Barracks	MILCON	CON	Design-Build, RFP developed by Hired Labor	RFP2 / RFP - Two Step	Unrestricted / Large Business	\$ 58 M
Fort Johnson	CAP 097571 Johnson Multipurpose Athletic Field	MILCON	AE	Architect-Engineer	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 13 M
Fort Johnson	CAP 068126 Johnson Information Systems Facility	MILCON	CON	Architect-Engineer	RFP1 / Competitive RFP - One Step	Unrestricted / Large Business	\$ 60 M
Fort Johnson	Johnson FY 24 Road Repairs	SRM	CON	Design-Build, RFP developed by Hired Labor	RFP2 / RFP - Two Step	8a / 8(a)	\$ 8 M
Fort Johnson	Johnson ITAM TO_17 MT 19C, 19D, 19E Repair FTJMT19CD	SRM	CON	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite- quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 750 k
Fort Johnson	Johnson JOC SB00005-3P Sidewalk and Pedestrian Crossing	SRM	JOC	Technical Services	IDCN / Non-Competitive DO/TO against existing contract (Definite- quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 1 M
Fort Sam Houston	JBSA B1396 Evans Auditorium/B4196 ROC Design	SRM	AE	Architect-Engineer			\$ 800 k
Joint Base San Antonio	JBSA Construct Mock Ship and Pier for NTTC	SRM	CON	Design-Build, RFP developed by Hired Labor	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	SB / Small Business	\$ 8.5 M
Joint Base San Antonio	ACE MPLS083006 JBSA Chapel for America's Airman	MILCON	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	Unrestricted / Large Business	\$ 90 M

End of Fiscal Year Procurements

Joint Base San Antonio	JBSA ARNORTH B4012 HVAC Renovation	SRM	AE	Architect-Engineer			\$ 7.5 M
Joint Base San Antonio	JBSA 37 TRW DLIELC HVAC Repair B7437, 7445, 7447, 7535	SRM	AE	Architect-Engineer			\$ 2 M
Joint Base San Antonio	JBSA 37 TRW BMT Parade Field Food Truck Allied Support	SRM	CON	Using Service or Agency			\$ 600 k
Joint Base San Antonio	Renovate B268 FSH CID HQ	SRM	CON	Design-Construct or Turnkey			\$ 2 M
Joint Base San Antonio	CAP 103591 JBSA Upgrade Critical Medical Facilities	MILCON	AE	Design-Build, RFP developed by A-E	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	Unrestricted / Large Business	\$ 24 M
Joint Base San Antonio	ACE MPLS163002 JBSA CNS 91 Cyber Operations Center	MILCON	AE	Architect-Engineer	IDC / Competitive DO/TO against existing contract (Definite-quantity, Requirements, or Indefinite-quantity contracts)	Unrestricted / Large Business	\$ 48 M
Joint Base San Antonio	JBSA B2840/2841 Blesse Auditorium	SRM	AE	Architect-Engineer			\$ 1.2 M
Joint Base San Antonio	ACE MPLS083737R8 JBSA BMT Recruit Dormitory 8	MILCON	CON	Architect-Engineer	RFP1 / Competitive RFP - One Step	Unrestricted / Large Business	\$ 110 M
Laughlin Air Force Base	ACES MXDP193004 Laughlin T-7A Hush House Pad	MILCON	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 7.5 M
Laughlin Air Force Base	ACES MXDP213002 Laughlin T-7A Sunshade Allied Support	MILCON	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 4.5 M
Laughlin Air Force Base	ACES MXDP213001 Laughlin T-7A Egress Shop Addition	MILCON	AE	Architect-Engineer	RFP1 / Competitive RFP - One Step	SB / Small Business	\$ 4 M

Future Program \$

		Range (\$)*	% of Program \$	
2024	• SRM	\$100 – 250M	FY24:	CCAD 18%
	• MILCON	\$500 – 700M		JBSA 20%
2025	• SRM	\$100 – 250M		Johnson 27%
	• MILCON	\$800M – 1.5B	FY25:	RRAD 8%
2026	• SRM	\$100 – 250M		Johnson 9%
	• MILCON	\$800M – 1.5B		JBSA 62%
			FY26:	CCAD 15%
				Dyess 30%
				Cavazos 33%

- SRM: Sustainment, Restoration, & Modernization
- MILCON: Military Construction

* Based on current program information



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Project Labor Agreements

Executive Order 14063, Use of Project Labor Agreements for Federal Construction Projects, requires agencies to use project labor agreements in large-scale construction projects (\$35 million or more) to promote economy and efficiency in the administration and completion of Federal construction projects.

"See FAR provision 52.222-33, Notice of Requirement for Project Labor Agreement, and clause 52.222-34, Project Labor Agreement, for definitions and requirements pertaining to the use of a PLA for this contract."

What is a Project Labor Agreement?

- A pre-hire collective bargaining agreement with **one or more** labor organizations that establishes the terms and conditions of employment for a specific construction project and is an agreement described in 29 U.S.C. §158(f)

Lower-Tier Subcontractors

➤ SBA Issues Final Rule Allowing Small Business Subcontracting Plans to Take Credit for Lower-Tier Subcontractors

The *main focal point of the rule* is the change that **allows prime contractors** to elect whether to **receive credit toward their subcontracting plans for lower-tier subcontracts** to small businesses when the subcontracting plan applies to a single contract with one federal agency.

Per SBA's final rule that went into effect on 13 Nov 2023, **prime contractors may** now elect to **use lower-tier subcontractors** to receive credit toward their SB subcontracting plan goals.

- The prime must maintain records of the procedures they use to substantiate the lower-tier credit.
- Prime contractors will be required to report only their own first-tier subcontracting awards.
- And Lower-tier awards will be reported by the subcontractors that award them.

<https://www.ecfr.gov/current/title-13/chapter-I/part-125/section-125.3>

UPCOMING EVENTS

Dyess Air Force Base Industry Day (B-21 Program), 8 Aug 2024

Registration Link: <https://nwtapex.ecenterdirect.com/events/816>

Build Fort Worth 2024 Construction Expo, 16 Aug 2024

c/o Fort Worth Hispanic Chamber of Commerce

Registration Link: <https://buildfw.org/>

Email Capability Statement to
Alisa.Marshall@usace.army.mil

Download
FY24 Outreach
Calendar
on SB Website



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Contractor
Opportunities!



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Questions



Go forth and be successful