

Welcome to SAME Atlanta Post!

August 2021: Small Business Program



Guest Speakers:

- Linda Spadaro, USACE Mobile District
- Jennifer Cavanagh, USACE Savannah District
- Stanley Jones Jr., US Small Business Administration

Meeting Agenda

- 12:00 Welcome, Pledge of Allegiance & Post Announcements
Randall Bailey, Post President
- 12:10 Membership Update
Chris Szutz, Director/Membership
- 12:15 Sustaining Member Firm of the Month
Stephan Hardt, Southwire Co.
- 12:25 Small Business Program Kick-off
Candice Scale, Post Vice President/Programs Chair

Meeting Agenda

- 12:30 US Army Corps of Engineers Mobile District
Ms. Linda Spadaro, Chief, Small Business Office
- 12:50 US Army Corps of Engineers Savannah District
Ms. Jennifer Cavanagh, Chief, Office of Small Business Programs
- 1:10 US Small Business Administration Mentor-Protégé Program
Mr. Stanley Jones Jr., Director, Office of Management and Technical Assistance
- 1:30 Program Concludes

Upcoming Events

Sept. 14	MEGA Meeting at the Georgia Aquarium – Registration Now Open
Sept. TBD	GA Tech Tailgate
Oct. TBD	Shrimp Boil
Nov. 15-19	SAME Small Business Conference in Atlanta
Nov. 16	Top Golf Event Hosted by SAME Atlanta Post
Dec. TBD	Annual Holiday Party, Awards & Installation of the Officers Ceremony

SAME Atlanta Post Officers

Post Officers

President: Randall Bailey, PE, Pond & Company

Vice President: Candice Scale, CEG

Immediate Past President: Kellie Sak, PE

Secretary: Jennifer Losurdo, Genesis Engineering Collaborative

Treasurer: Frank Ward, PE, F.SAME, USA (Ret.)

Asst. Treasurer: Mike Khalil, EGSci Consulting Inc.

SAME Atlanta Post Officers

2020 – 2021 Directors

Josh Daniel, IV, Lowe Engineers

C. Patrick Hogeboom, IV, PE,
F.SAME, USA

Holly Hutson, Wood

Glenn Martin, Pond & Company

2021 – 2022 Directors

Ezra C. Bailey, Wiley | Wilson

Kerry Borders, GLE Associates, Inc.

Gwen Parker, F.SAME, The Parker
Connection

Chris Szutz, Raymond Engineering

Appointed Directors

John W. Seibert, III, PE, F.SAME, USA (Ret.)

Raymond Willcocks, PE, F.SAME, USAF (Ret.)

SAME Atlanta Post Committee Chairs

Communications Jennifer Losurdo, Genesis Engineering Collaborative

Communications Chris Szutz, Raymond Engineering

Exploring Engineering Academy Van Foster, PES Structural Engineers

Fellows Gwen Parker, F.SAME, The Parker Connection

GEF Beth Harris, F. SAME, Versar, Inc.

GEF John W. Seibert, III, PE, F.SAME, USA (Ret.)

Georgia Tech Student Chapter Post Liaison

Raymond Ramos, PE, Raymond Engineering

Georgia Tech Student Chapter Post Liaison

Kellie Sak, PE

Golf Dean Epling, Jack W. Berry & Associates, Inc.

Golf Brett Haddon-Cook, Caliburn International, LLC

Membership Chris Szutz, Raymond Engineering

Nominating Candice Scale, CEG

Post Awards Leonora Macaluso, AECOM

Programs Candice Scale, CEG

Scholarships C. Patrick Hogeboom, IV, PE, F.SAME, USA

SHARE Kerry Borders, GLE Associates

SHARE Beth Harris, F.SAME, Versar, Inc.

Small Business, Holly Hutson, Wood

Streamers David Nelson, ATI, Inc.

Summer Camps Ezra Bailey, Wiley | Wilson

Veterans Outreach Kerry Borders, GLE Associates, Inc.

Young Professionals Stephan Hardt, Southwire Co.

Welcome to SAME Atlanta Post!

Individual Members

- Lt. Col. Mark F DeSantis, P.E., USA, Senior Environmental Manager, Luster National, Inc
- Mr. Rodger C Daniel, President, American Environmental & Construction Services, Inc
- Capt. Sean Donovan, MSCE Candidate, Georgia Tech
- Mr. Daniel M Stoddard, Navy Program Manager, Pond & Company
- Mrs. Jennifer Naizer, Mechanical Engineer, Pond & Company

Sustaining Member Firm Highlight



Stephan Hardt

Manager, Verticals Strategy & Execution

Southwire Co.

stephan.hardt@southwire.com

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Employees**



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10 Warehouses**



ORGANIZATION

**70 years Legacy
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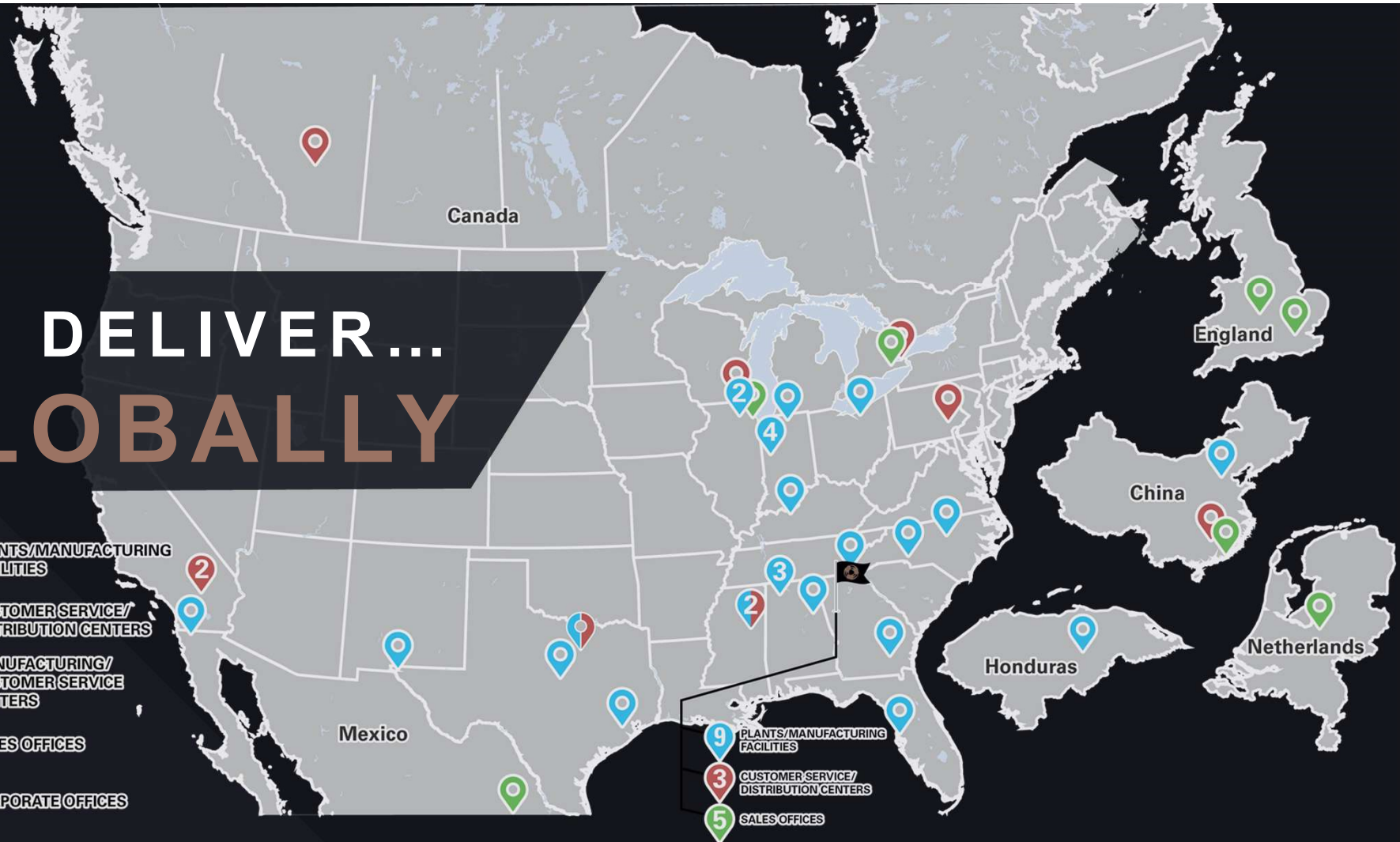
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- Supplier of Electrical Wiring
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- Contractors, Engineering/Design
Firms, Distributors & End-Users

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-  CORPORATE OFFICES

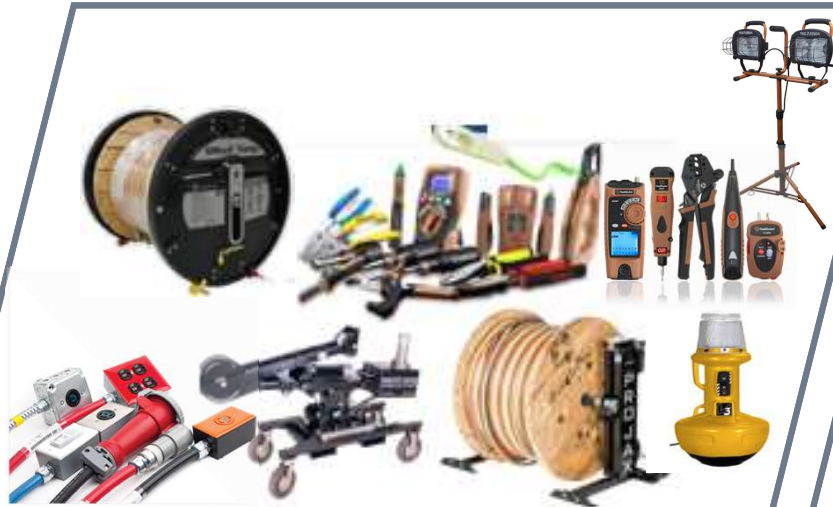


WE DELIVER...SOLUTIONS



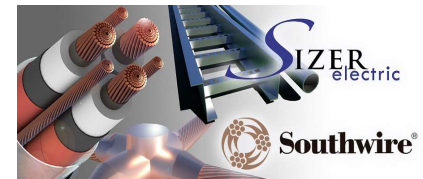
Wire & Cable:

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Electrical Contractors Solutions:

Safety + Productivity = Profitability

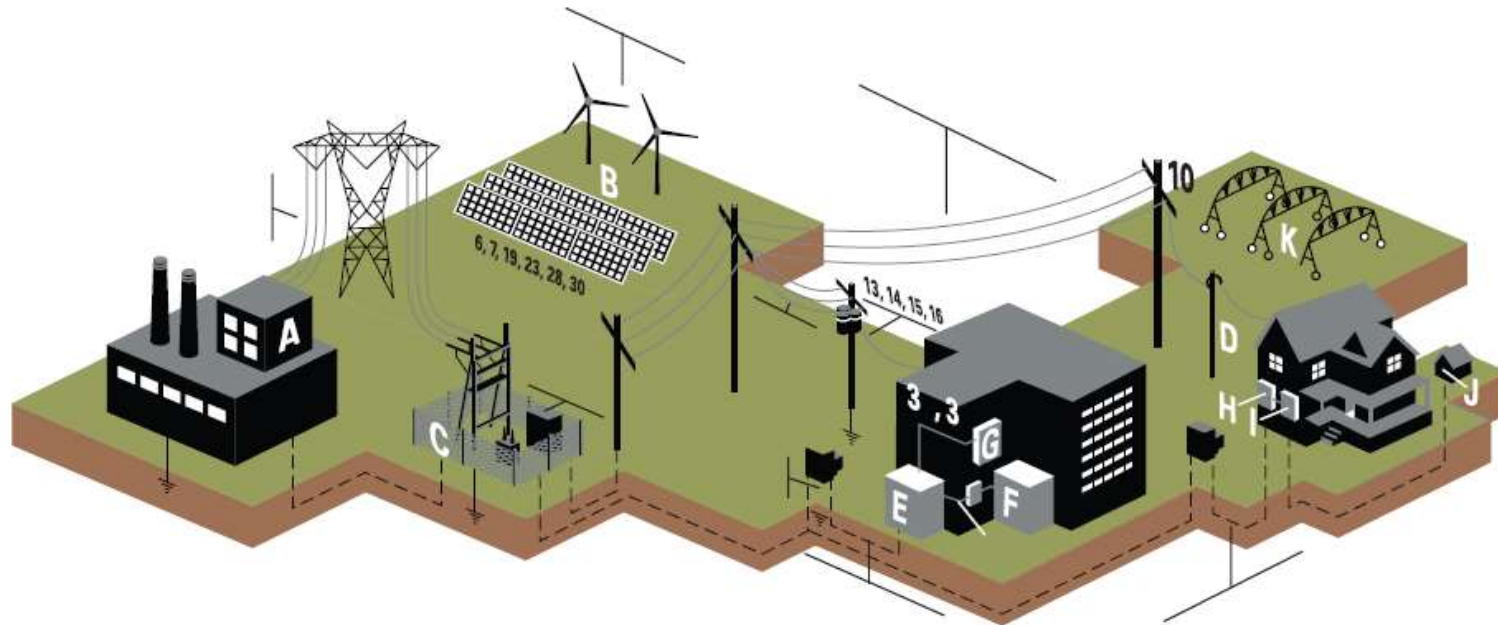


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WIRE & CABLE FULL PRODUCT BREADTH



1. **Industrial:** Power Gen, Renewables (PV, Wind, WTE) ,Oil & Gas, Mining, Factory (Panel, Instrum....)
2. **Infrastructure:** Construction Facilities, Commercial, Institutional, Residential...
3. **Transmission/Distribution :** Overhead, Underground, Substation, Distribution, High Voltage...
4. **OEM :** Communication/Electronic, Datacenters, Firealarm, VFD's, HVAC. Temp Power, Transit...

WE DELIVER...

INNOVATION, EXPERTISE & BEST PRACTICES

Cofer R&D Center

- **Industry experts & Engineers**
- **Advanced Research & Lab Testing**
- **Technical & Spec Support**



Contractors Solution Center



THE **SPARK**

at Tech Square
Georgia Institute of Technology

- **Collaborative Space**
- **Students/Researchers/SW Employees**
- **Innovation & Disruptive Techno.**



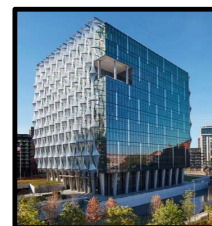
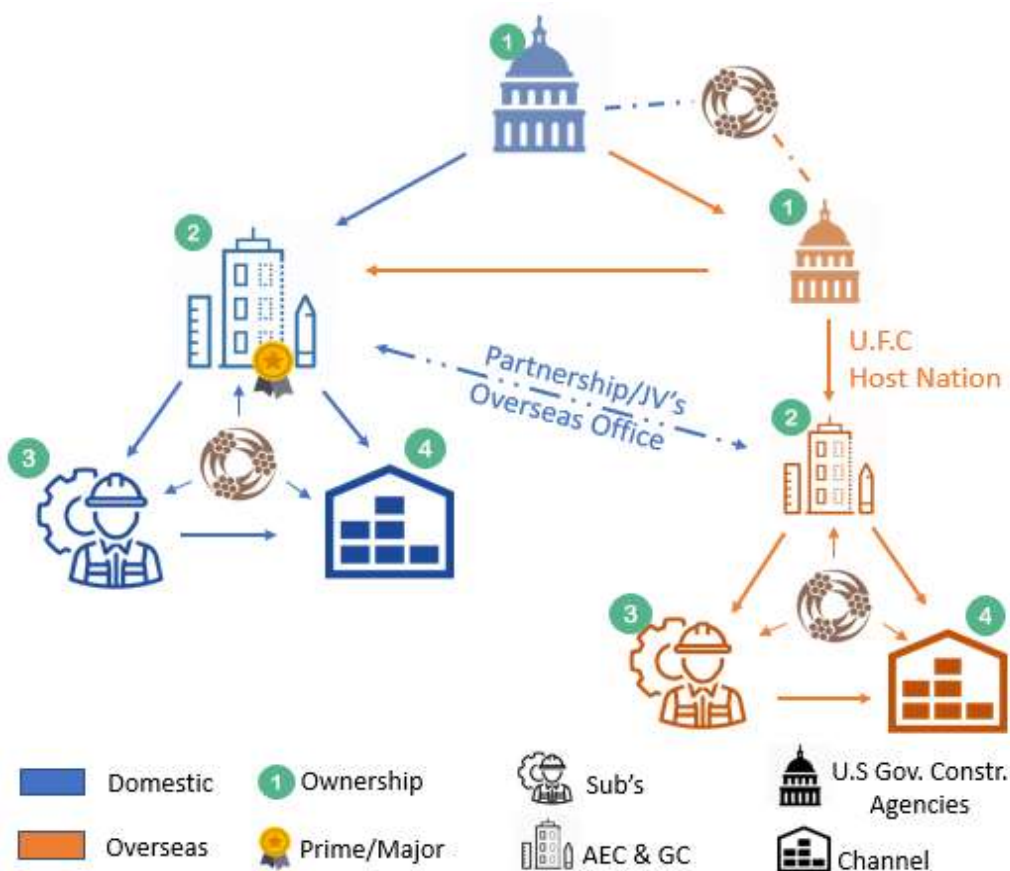
- **Social/Responsibility Program**
- **High School Students in needs**
- **Work, Education & Mentorship**



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U.S GOVERNAMENT NEEDS



1. Embassies (DOS/OBO)



2. Military Base (MILCON/DoD)



3. Int. Dev. (USAID/MCC)



4. Disaster Rel. (FEMA)

100%
UL



WE DELIVER...

BEST VALUE | LOWEST COST

U.S. GOVERNMENT NEEDS



Society of
SAME
American Military Engineers



AGC
THE CONSTRUCTION
ASSOCIATION

NECA
NATIONAL ELECTRICAL CONTRACTORS ASSOCIATION



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Worlds Leading Wire & Cable Manufacture of full range of cable types, constructions and applications

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Reduce
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Safety
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Improve
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Innovation
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August 2021: Small Business Program



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- Jennifer Cavanagh, USACE Savannah District
- Stanley Jones Jr., US Small Business Administration

UPCOMING OPPORTUNITIES MOBILE DISTRICT

Linda Spadaro
Chief, Small Business Office
USACE, Mobile District
10 August 2021

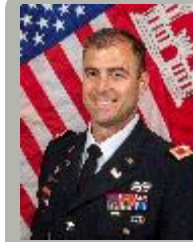
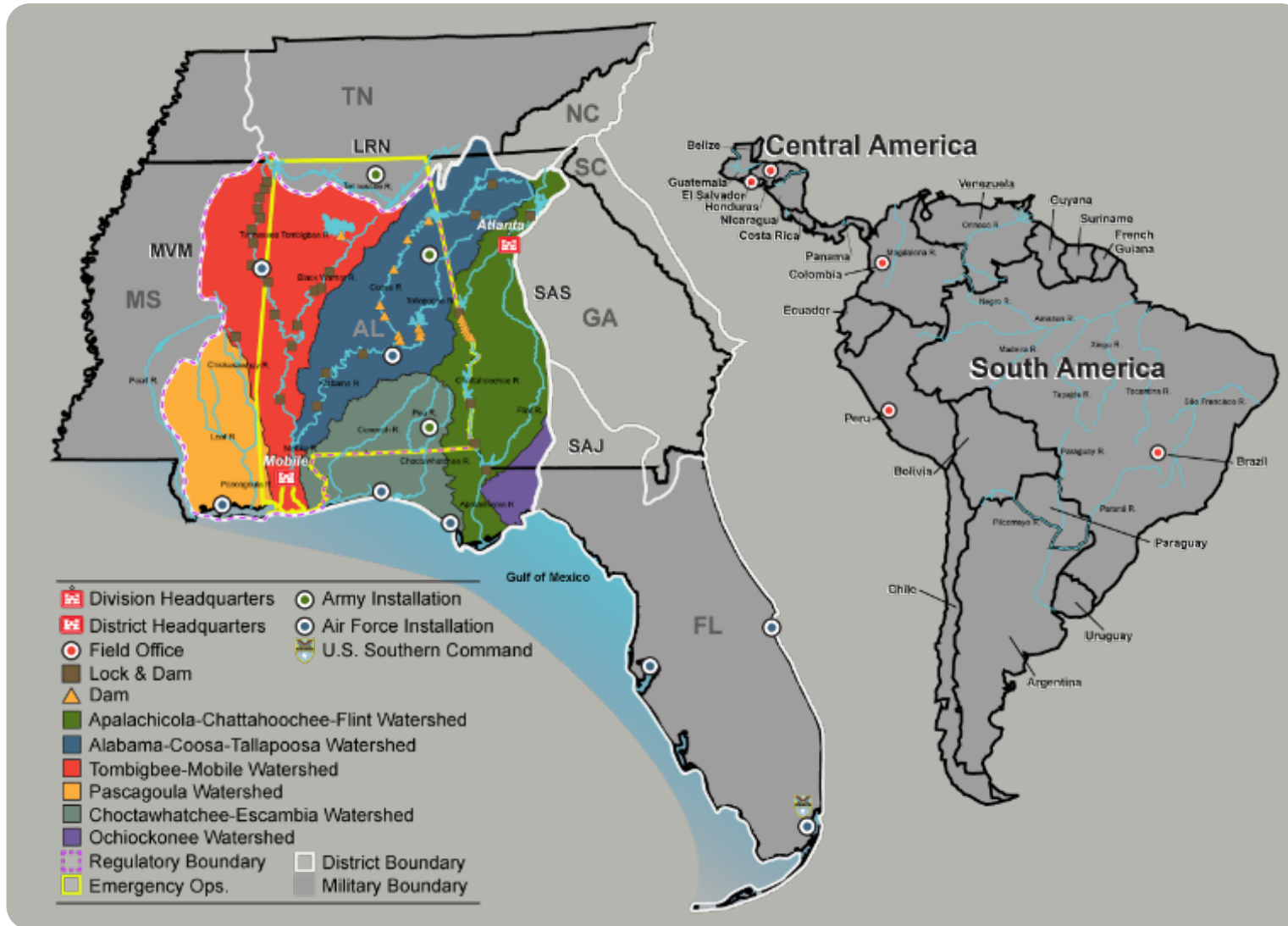


US Army Corps
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MOBILE DISTRICT RIVER BASINS & BOUNDARIES



**Colonel
Jeremy Chapman**

Commander and District Engineer
Mobile District

District Facts:

Established in 1815, the Mobile District employs 1,100 civilian personnel and approximately 10 military officers with a presence that covers the states of Alabama, Florida, Georgia, Mississippi as well as all Central and South America. The Mobile District manages a \$1 billion Military, Civil Works, and International/Inter-agency Support program that responds to disasters, manages water resource infrastructure, protects the environment, and provides facilities for our national defense and inter-agency partners.

The Civil Works mission includes the operation and maintenance of six major river systems providing over 2,200 miles of navigation, seven deep-water harbors, 21 shallow draft ports, and flood control with over 67 projects that have prevented in excess of \$200 million in flood damages over the last ten years. The District's eight hydropower facilities generate 2.06 billion kilowatts of electricity and return \$44.8 million of the U.S. Treasury. Mobile also manages one of the largest recreation programs in the Federal government with 27 lakes and 464 recreation areas averaging more than 34.1 million visitors a year.

Mobile District provides project management, construction, and engineer services to support the Department of Defense Military Construction, International support to U.S. Southern Command (SOUTHCOM), and Inter-Agency Support to NASA, FBI and other federal agencies. The District also provides engineering studies and other technical assistance such as master planning, environmental management and real estate support.

PROGRAM TRENDS & OBSERVATIONS

- Priorities: Deliver the Program, Revolutionize Delivery
 - Tyndall AFB Recovery
 - Mobile Harbor
 - Veterans Administration
- Huge, diverse program...and growing
 - MILCON (Tyndall, Eglin, Redstone, Patrick/Cape, Hurlburt)
 - Medical Support Team role w/MEDCOM ➡ DHA
 - Environmental – Soil & GW Remediation, Environmental Quality, Optimized Remediation Contracts
- In midst of acquiring key contract vehicles
 - Tyndall AFB D-B
 - Construction MATOCs/SATOCs (UR & SB)
 - MEDCOM
 - REAT successor contracts
- Revised AE task order selection procedures



AMTC, Eglin AFB



A-E BROOKS ACTS OPPORTUNITIES – NAICS 541330 (UNLESS OTHERWISE NOTED) MOBILE DISTRICT AREA OF RESPONSIBILITY (AOR)

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
AE Services Environmental Restoration (REAT Replacement – HTRW)	UR - \$89M, SBSA \$10M	\$99M	W9127821R0003 FY21 advertise August 2021
AE Cost Engineering Services	SBSA	\$9.9M	W9127821R0029 closes 25 Aug 2021
BUILDER Assessments	UR	\$49M	W9127821R0062 – Advertise August 2021
AE Services to Support Energy/Water Resiliency	TBD	\$49M	W9127821R0072 Sources Sought closes 4 August 2021
AE Construction Mgt Services	TBD	\$99M	W9127821R0071 Sources Sought analysis underway.



PROFESSIONAL SERVICES 541990 – SIZE \$16.5M

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Army Safety Training	8(a) Competitive SATOC	\$25M	W9127821R0035
Quality Assurance Services for BUILDER	8(a) Competitive	\$49M	W9127821R0039 Advertising August 2021.



CONSTRUCTION- NAICS 236220

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
RCO Hangar & Wing HQ, Design/Build, Cape Canaveral AFB, Florida “C” Type Contract	UR	>\$100M	FY22 Advertise
MEDCOM Western Region 2 Phase D-B MATOC	Northeastern UR & SDVOSB Southeastern UR & 8(a) Western- UR & SDVOSB Central- UR & SDVOSB Pacific – UR and SBSA	\$249M (Five Pools 5 geographic regions) Each pool with respective SB reserve.	January 2022



CONSTRUCTION- NAICS 236220

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Noble Training Facility, renovate and repair parking, Anniston, Alabama	8(a) Competitive	<\$10M	W9127821R0065 closes 7 Sep 2021.
Rental Construction Equipment with operators GIWW and ACF 237990	WOSB	\$49M capacity	W9127821R0064 advertising August 2021
Construct Hydraulics Repair Facility, Tolemaida, Colombia, South America “C” Type Contract	UR	<\$11M	FY22 2nd Quarter



TYNDALL RECONSTRUCTION PROGRAM

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
<u>Zone 2 - Flightline Operations</u> DB Deployment Ctr/Flight Line Dining/AAFES	UR	<\$50M	W9127821R0022 Deployment Ctr/Flgt Line to advertise Jun 2024
<u>Zone 5 - Administration</u> DB CE Forestry Guard Facility	SBSA	<\$20M	TBD
<u>Zone 9 – MWR Facilities</u> DB Recreation Fields and Restrooms	SBSA	<\$25M	W9127820R0050; Phase 1 Nov 21
Pool/Bath House/Pavilion	SBSA	<\$25M	W9127821R0049; Phase 1 1st Qtr FY 22



MOBILE DISTRICT CONTACTS

Internet and Social Media



sam.usace.army.mil



facebook.com/usacemobile



twitter.com/usacemobile



Instagram.com/usacemobile



flickr.com/photos/usacemobile

Phone & Mailing Address

Public Affairs Office (General Information)
(251) 690-2505

U.S. Army Corps of Engineers

Mobile District

P.O. Box 2288

Mobile, AL 36628-0001

Small Business Contacts:

[Linda.L.Spadaro or](#)

Cy.C.Simons@usace.army.mil

251-690-3597 & 3579

USACE SAVANNAH DISTRICT SMALL BUSINESS BRIEFING

Jennifer Cavanagh
Chief, Office of Small Business Programs
South Atlantic Division/Savannah District



"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."

19 April 2021



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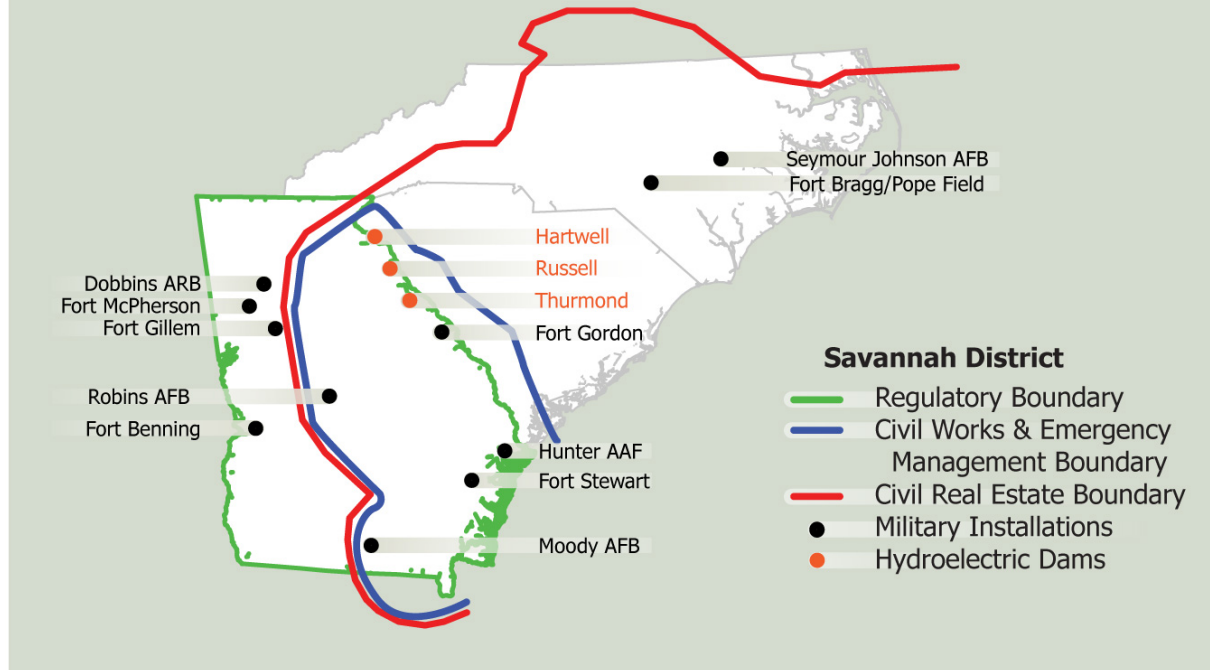


Savannah District Area of Responsibility



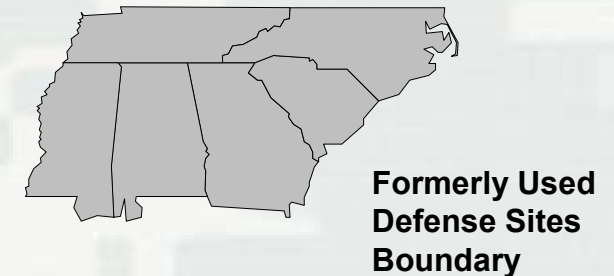
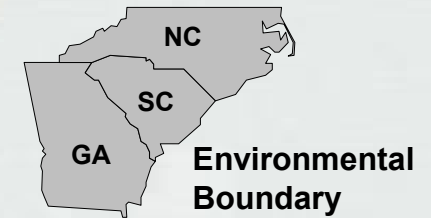
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Savannah District Boundaries



Notes:

- HAP boundary includes Eastern US, Europe, Panama, Puerto Rico and the Azores
- Real Estate boundary includes Army Central Command Area of Responsibility
- HTRW & Environmental boundary includes AL, GA, MS, TN, NC, SC





SAVANNAH DISTRICT'S WORKLOAD



Fiscal Year 2021

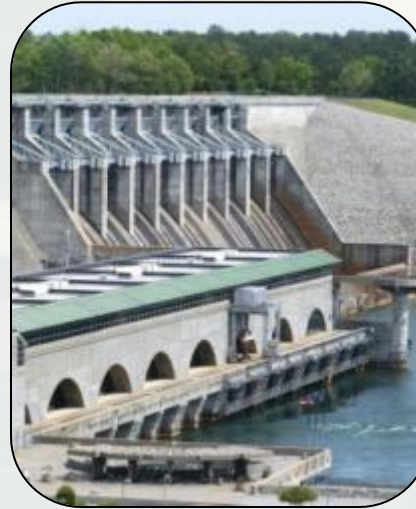
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Military
\$458.1M



Real Estate
\$37M



Civil Works
\$243M



Environmental
\$54M



Regulatory
\$4.9M

Total: \$797
million

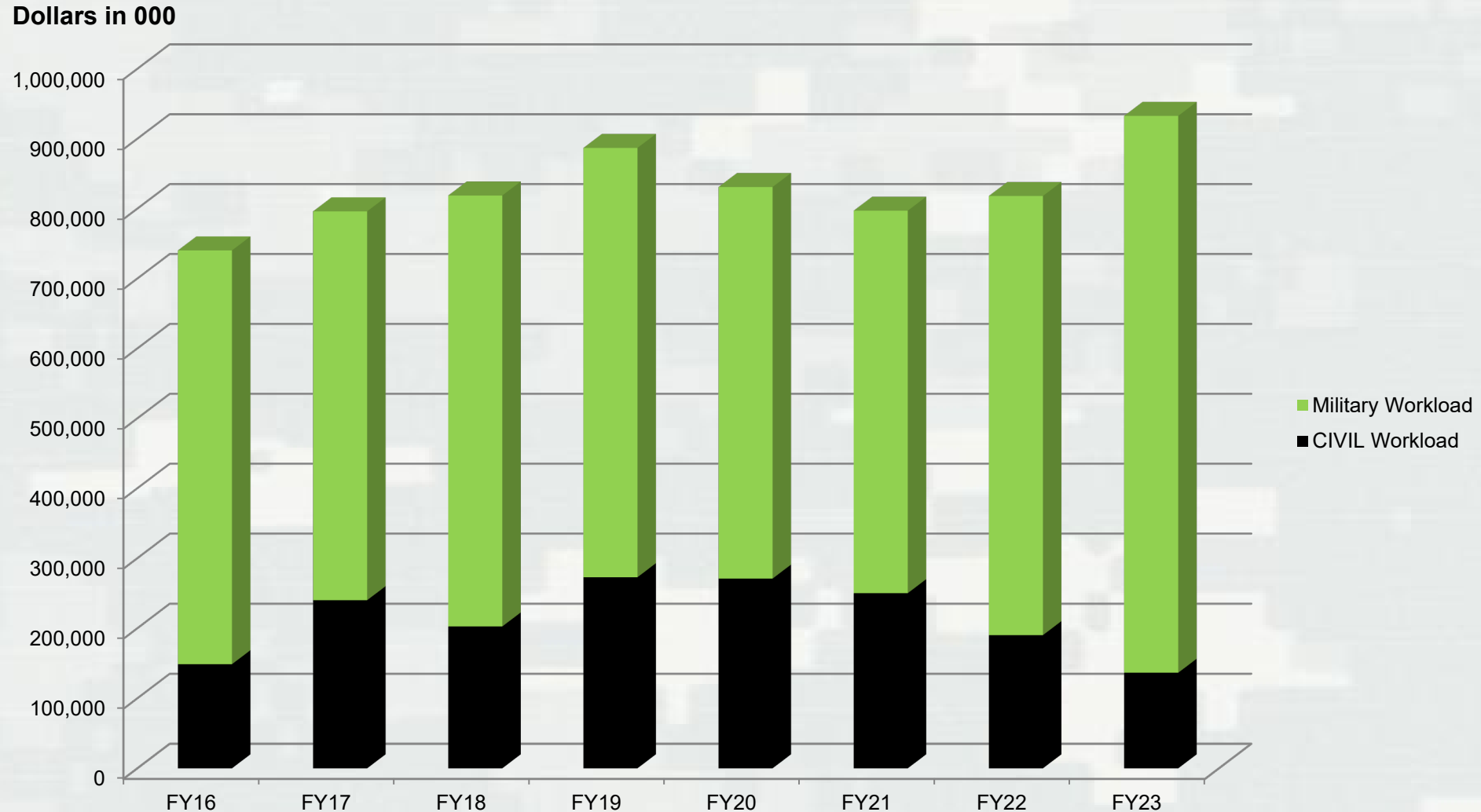
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SAS Workload Trends



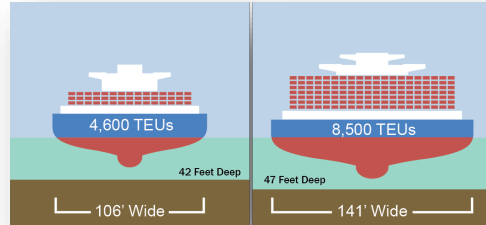
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CIVIL WORKS: FY21 Program \$164.2M

Savannah Harbor Expansion Project

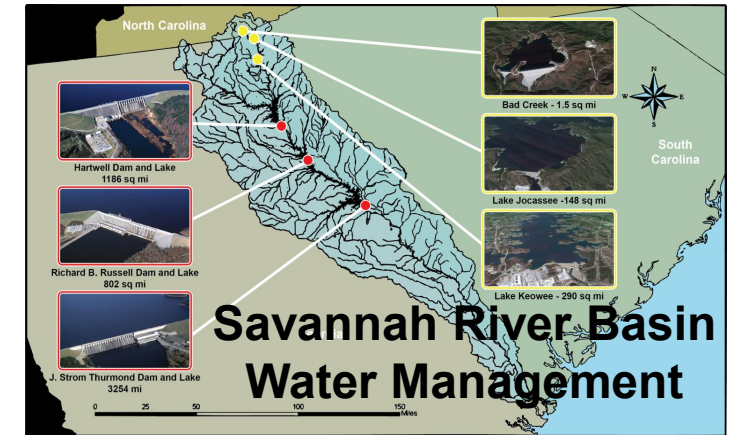


- Deepen 5 feet
- Lengthen channel 7 miles
- \$282M annual net benefits
- Cost \$1.019B
- BCR: 7.3 to 1

South Atlantic Coast Study



- 2,500 miles of coastline
- Habitat for 217 listed species
- \$572B in property value
- 2.5M Flood Insurance Policies



- 3 Hydroelectric dams
- 10,580 Sq miles drainage basin
- \$370M flood damage prevention
- Avg. \$87M to Treasury each year
- 1.21 GWH clean energy



Savannah and Brunswick Harbor Operations and Maintenance



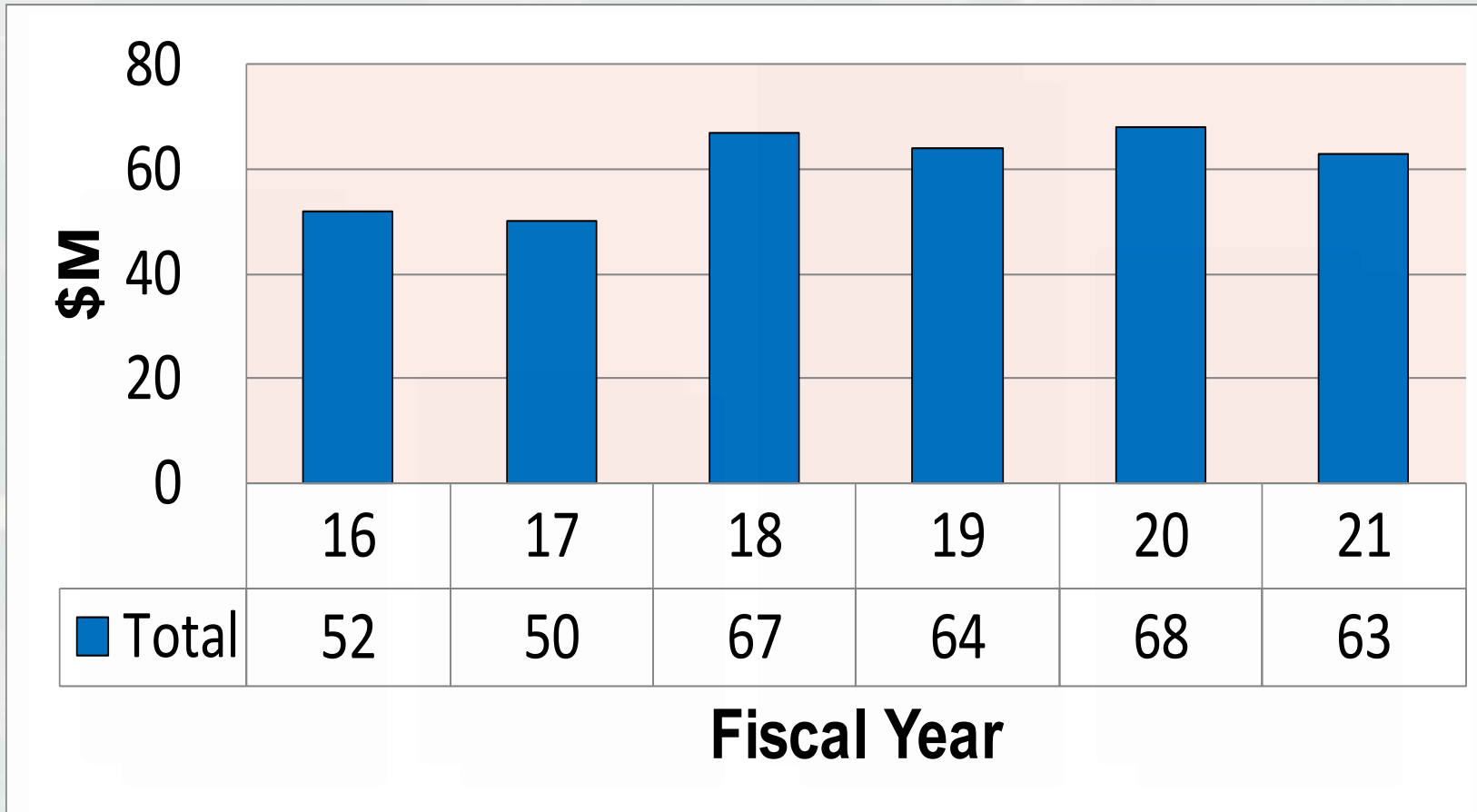
- Cost: \$20+ million
- 551k CY
- BCR: 2.4 to 1



Reimbursable Program Trends



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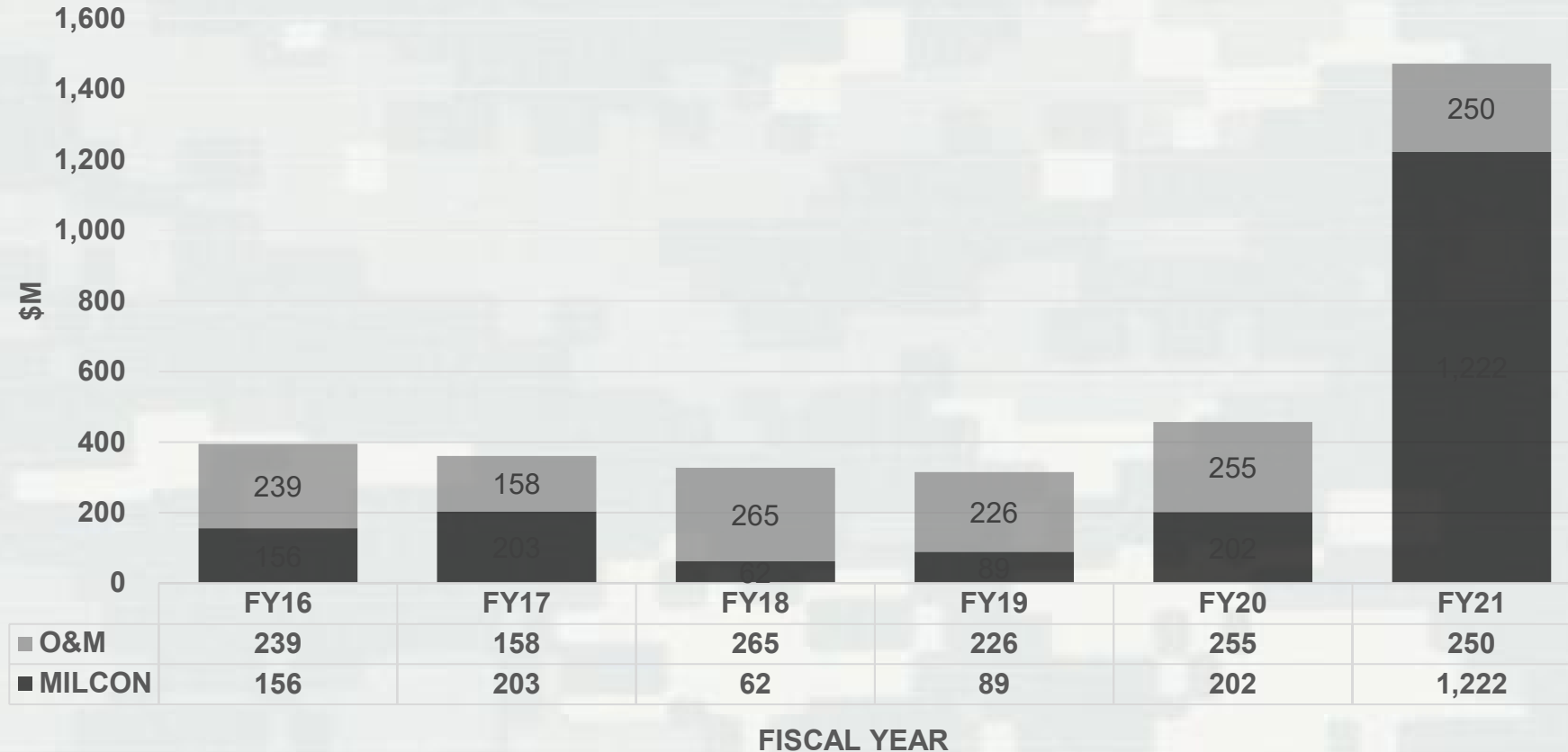




Military Program Trends



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FY21 includes \$860M projected for Tyndall AFB

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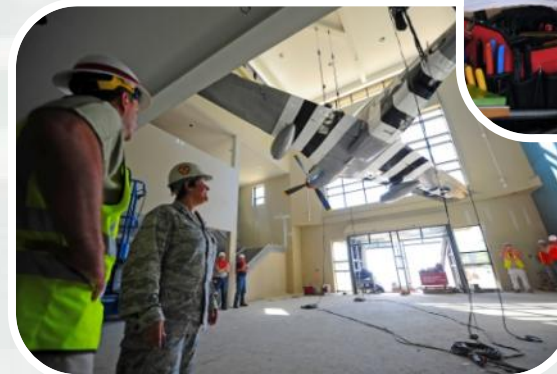


Military Construction



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- Supports Army and Air Force installations in GA and NC
- Provides support to more than one-fifth of the Army
- Numerous military projects adding to more than \$400 million under contract
- Builds state-of-the-art facilities to support Soldiers, Airmen, and their families
 - Barracks
 - Dining Facilities
 - Training Areas and Ranges
 - Command and Control Buildings
 - Administrative Buildings
 - Operational Facilities
 - Community Service Facilities
 - Medical Treatment Facilities
 - Roads and Bridges



MILITARY CONSTRUCTION

Marshall Hall at Fort Bragg



Elementary School at Fort Stewart



KC-46A Hangar at Seymour-Johnson AFB



AIT Barracks at Fort Gordon



Community Hospital at Fort Stewart



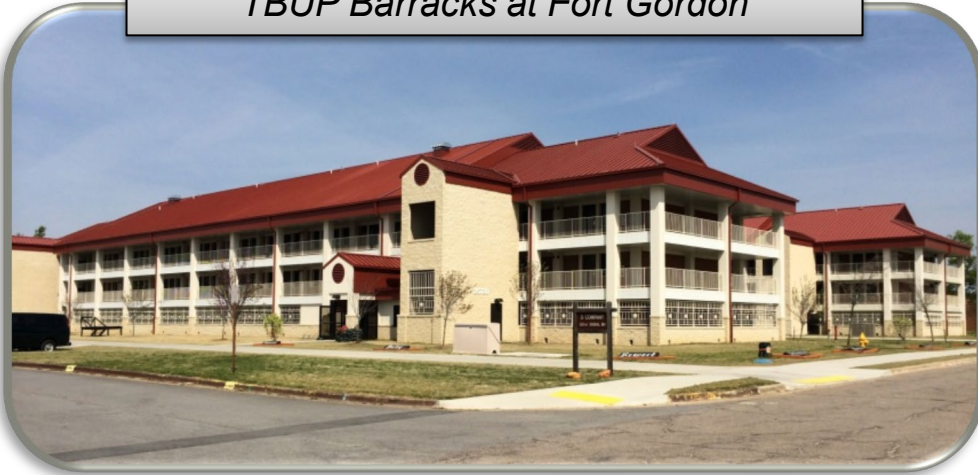
Pope Army Airfield Runway Replacement

New Hospital Complex at Fort Benning



FT. GORDON TRANSFORMATION

TBUP Barracks at Fort Gordon



Army Cyber Command at Fort Gordon



Cyber Center of Excellence

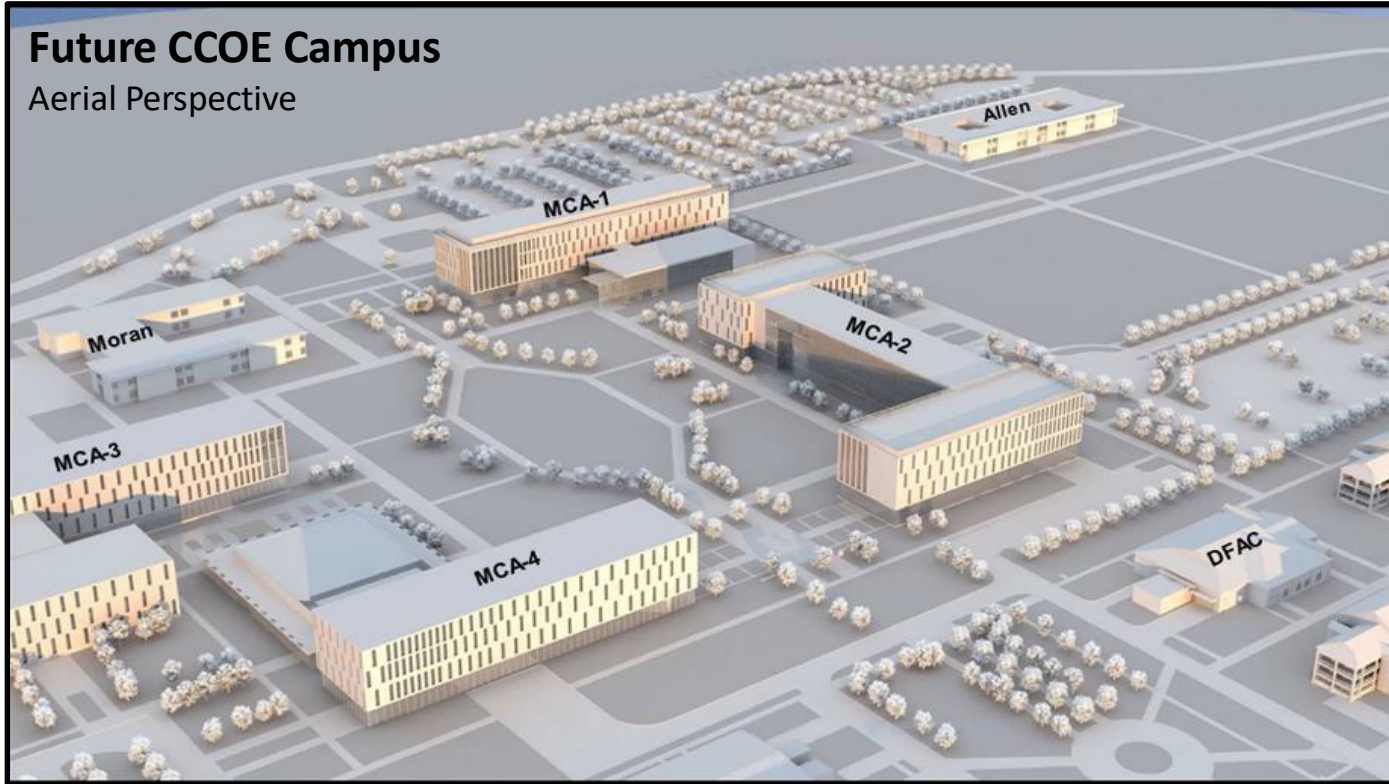


TBUP DFAC at Fort Gordon



FUTURE CYBER CENTER OF EXCELLENCE

Future CCOE Campus
Aerial Perspective



US Army Corps
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TYNDALL AIR FORCE BASE SUPPORT

Zone 10

Lodging

AE: CDM Smith-Tigerbrain

Acquisition: Design Build, Tyndall MATOC Seed

Award: July 21 (A)

Dorm Complex

AE: Savannah EN

Acquisition: Design Build, Tyndall MATOC T.O.

Award: Sep 2021



Zone 11

CDC

AE: Burns & McDonnell

Acquisition: Design Build, UR MATOC

Award: Sep 2020 (A)

Community Commons

AE: Burns & McDonnell

Acquisition: Design Build, Tyndall MATOC T.O.

Award: March 2022

Chapel

AE: Burns & McDonnell

Acquisition: Design Build, Tyndall MATOC T.O.

Award: March 2022



Zone 12

RDT&E Facilities

AE: Merrick-Atkins

Acquisition: Design Build, Tyndall MATOC T.O.

Award: June 2022

Silver Flag Facilities

AE: Merrick-Atkins

Acquisition: Design Build, Tyndall MATOC T.O.

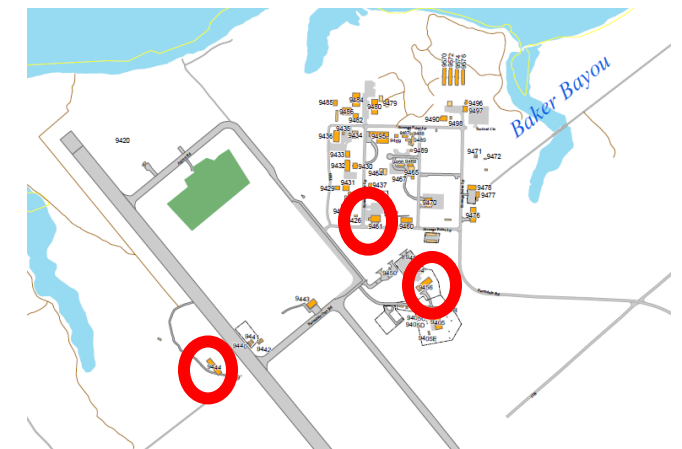
Award: Sep 2021

Fire Station #4

AE: Merrick-Atkins

Acquisition: Design Build, SAM SB MATOC Seed Project

Award: Dec 2021





FY 2020 Program Trends & Observations



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6 digit NAICS Code (Description)	Total Actions	% Total Actions	Total Dollars	% Total Dollars
236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	503	47.1415%	\$430,308,020.31	53.6879%
237990 (OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION)	46	4.3112%	\$217,281,007.46	27.1093%
541330 (ENGINEERING SERVICES)	166	15.5576%	\$50,828,559.96	6.3417%
562910 (REMEDIATION SERVICES)	87	8.1537%	\$41,114,769.49	5.1297%
332311 (PREFABRICATED METAL BUILDING AND COMPONENT MANUFACTURING)	5	0.4686%	\$13,724,646.22	1.7124%
561210 (FACILITIES SUPPORT SERVICES)	37	3.4677%	\$10,527,536.53	1.3135%
237110 (WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION)	3	0.2812%	\$9,510,962.35	1.1866%
237310 (HIGHWAY, STREET, AND BRIDGE CONSTRUCTION)	43	4.0300%	\$7,608,879.28	0.9493%
236115 (NEW SINGLE-FAMILY HOUSING CONSTRUCTION (EXCEPT FOR-SALE BUILDERS))	1	0.0937%	\$6,187,000.00	0.7719%
541618 (OTHER MANAGEMENT CONSULTING SERVICES)	8	0.7498%	\$4,390,070.99	0.5477%
	899	84.25%	791,481,453	98.75%

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FY20 Small Business Achievements



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Awarded over \$355M (733 Actions)

- 44.67% Small Business
- 31.05% Small Disadvantaged (SDB)
- 3.99% Service-Disabled Veteran Owned (SDVOSB)
- 5.28% Woman Owned (WOSB)
- 10.92% HUBZone

69.5% of FY20 Contract Actions went to Small Business!



FY21 Small Business Achievements To Date



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As of 21 Jul 2021

Category	FY21 Eligible Small Business Dollars (YTD)	Dollars % (YTD)	Assigned Goal %
Total Obligated Small Business Eligible	\$476M		
Small Business	\$138M	29.03%	34.35%
Small Disadvantaged	\$104M	21.92%	12.88%
Service-Disabled Veteran-Owned	\$2.1M	0.44%	2.58%
Woman-Owned	\$22M	4.65%	2.15%
HUBZone	\$64M	13.52%	2.83%

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Contract Opportunities: Civil Works



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CIVIL WORKS PROGRAM

PROPONENT ORGANIZATION	CONTRACT	Value	BUSINESS STANDARD	ACQUISITION METHOD	ADVERTISE
Civil Works	Brunswick Harbor FY21 IH Maintenance Dredging	\$1M-\$5M	SB	IFB	4 th Qtr
Civil Works	Richard B. Russel Powerhouse Roof Replacement	\$1M-\$5M	SB	IFB	4 th Qtr
Civil Works	SH IH Maintenance Dredging	\$10-\$25M	Unrestricted	IFB	4 th Qtr
Civil Works	AIWW Maintenance Dredging	\$1M-\$5M	TBD	IFB	4 th Qtr
Civil Works	Noyes Cut	\$1M-\$5M	Small Business	IFB	2 nd Qtr FY 22
Civil Works	Sediment Basin Package #2	\$25M-\$50M	Unrestricted	IFB	1 st Qtr FY 22

Michael Chirpich, Chief, Civil Works Programs & Project Management
Michael.C.Chirpich@usace.army.mil (912) 652-6162



CONTRACT OPPORTUNITIES: MILITARY



BUILDING STRONG

MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Bldg 399 Phase 2 (B,C) Renovation Ft. Benning, GA	\$20M - \$30M	UR	DBB IFB	4 th Qtr FY21
Military Programs	Willard Outdoor Training Area Ft. Gordon, GA	\$10M - \$20M	Small Business	DBB "C" Type	4 th Qtr FY21
Military Programs	Stormwater Outfall Z Repair Ft. Gordon, GA	\$5M - \$10M	Small Business	DBB "C" Type	4 th Qtr. FY21
Military Programs	Vincent Hall Renovation Phase 1 Ft. Gordon, GA	\$10M - \$20M	UR	DBB IFB	4 th Qtr FY21

Anthony Cady, Chief, Military Programs & Project Management Branch
anthony.e.cady@usace.army.mil (912) 652-5642

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CONTRACT OPPORTUNITIES: MILITARY



BUILDING STRONG

MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	PROJECT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	Renovate Barracks Building 315 Ft. Gordon, GA	\$5M - \$10M	Small Business	DBB IFB	4 th Qtr FY21
Military Programs	Enlarge ADACG W1967 Ft. Bragg, NC	\$1M - \$5M	Small Business	DBB IFB	4 th Qtr FY21
Military Programs	Renovate Bldg 3-1947 Ft. Bragg, NC	\$1M - \$5M	Small Business	DBB "C" Type	4 th Qtr FY21
Military Programs	Bldg 623 Renovation Ft. Stewart, GA	\$10M - \$20M	Small Business	DBB "C" Type	4 th Qtr FY21

Anthony Cady, Chief, Military Programs & Project Management Branch
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CONTRACT OPPORTUNITIES: MILITARY



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MILITARY CONSTRUCTION PROGRAM

PROPONENT ORGANIZATION	CONTRACT	MAGNITUDE OF CONSTRUCTION	BUSINESS STANDARD	ACQUISITION	ADVERTISE
Military Programs	MI Battalion HQ Ft. Benning, GA	\$50M - \$75M	UR	DBB "C" Type	1 st Qtr FY22
Military Programs	5.2MW Microgrid Ft. Benning, GA	\$15M - \$20M	Small Business	DBB "C" Type	1 st Qtr FY22
Military Programs	41 st RQS HH-60W Apron Moody AFB, GA	\$5 - \$10M	Small Business	DBB IFB	2 nd Qtr FY22
Military Programs	Advanced Battle Mgmt System Ops Facility Robins AFB, GA	\$25 - \$50M	UR	DBB "C" Type	2 nd Qtr FY22

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CONTRACT OPPORTUNITIES: ENVIRONMENTAL



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SERVICES					
PROPONENT ORGANIZATION	CONTRACT	CONTRACT CAPACITY	BUSINESS STANDARD	SCOPE	ADVERTISE
Environmental Programs	MATOC	\$249M	TBD	New ERS MATOC	2nd Qtr. FY22
Environmental Programs	SATOC	\$49M	TBD	Range Management/Sustainment	2nd Qtr. FY22
Environmental Programs	MATOC	???	TBD	New ECS MATOC	2nd Qtr.. FY23

Glenn Marks, Chief, Reimbursable Programs & Project Management Branch
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CONTRACT OPPORTUNITIES: A-E



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A/E CONTRACTS					
PROPONENT ORGANIZATION	CONTRACT	CONTRACT CAPACITY	BUSINESS STANDARD	SCOPE	ADVERTISE
A-E	General Design	\$47M	TBD	General Design IDIQ for Puerto Rico	2 nd QTR FY22

- SAS has completed solicitations of its current IDCs for General Design, Civil Works, Topographical Surveys, and Construction Management Services.
- A new Acquisition Plan is being developed to forecast the needs for the next decade.
- Expect award of the SBSA GD IDC in January 2022 (\$45M, MATOC pool of NLT 3 awards)

Megan Williams, Chief, A-E Contract Management
Megan.J.Williams@usace.army.mil (912) 652-5556



Current MILCON and SRM IDIQs



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SRM and MILCON SATOC Contracts		
Contract Number	Contract Name	Contractor
W912HN17D0004	Ft Bragg General Construction	GLHC Services Company
W912HN18D4000	Ft Bragg Paving	Barnhill Contracting Company
W912HN20D4000	Ft Bragg General Construction	Chitina Electric Inc./Ames 1 Joint Venture
W912HN19D4002	Ft Benning General Construction	Semper Tek, Inc
W912HN20D4006	Ft Benning General Construction	G.M. Hill Engineering, Inc.
W912HN20D4008	Ft Benning General Construction	Ma-Chis C&C Contractors, LLC
W912HN19D4001	Ft Gordon General Construction	CCI Utility and Construction Services, LLC
W912HN19D4000	East GA SATOC	Trend Construction Inc.
W912HN20D4007	Roofing SATOC	Legacy Joint Venture Group, LLC

SRM and MILCON MATOC Contracts		
Contract Number	Contract Name	Contractor
W912HN17D3000	TBUP General Construction	David Boland, Inc.
W912HN17D3001		Drace Anderson JV
W912HN17D3002		Fortis SBJV, LLC
W912HN17D3003		Sand Point Services, LLC
W912HN17D4000	Ft Bragg General Construction	Bristol General Contractors, LLC
W912HN17D4001		Turner Strategic Technologies, LLC
W912HN17D4003		McFarland Atlantic Construction
W912HN20D3000	GA/SC MATOC	Brasfield and Gorie
W912HN20D3001		Gilbane Federal JV
W912HN20D3002		Hensel Phelps
W912HN20D3003		Cadell Construction
W912HN20D3004		Archer Western
W912HN20D3005		M.A. Mortenson Company
W912HN20D4001	NC MATOC	Brantley Construction Services LLC
W912HN20D4002		Howard W. Pence, Inc.
W912HN20D4003		Military & Federal Construction Company, Inc
W912HN20D4004		Windamir Development, Inc.

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Current Civil Works Construction and A-E IDIQs



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Civil Works Construction SATOC Contracts		
Contract Number	Contract Name	Contractor
W912HN17D0002	Lakes and Dams SATOC	Atkinson Trend JV
W912HN20D5001	DCMA Maintenance SATOC	The NDN Companies

A-E SATOC Contracts		
Contract Number	Contract Name	Contractor
W912HN18D2002	General Design - Primarily MILCON	Burns & McDonnell
W912HN19D2000		Stantec
W912HN19D2003		Black & Veatch
W912HN18D2001		Zapata
W912HN21D2000		exp Federal
W912HN21D2001		Burns & McDonnell
W912HN21D2002		Barge/Emersion
W912HN19D2002	Topographic Survey Services	Lowe
W912HN19D2004		Joyner Keeney
W912HN17D0005	General Design - Primarily Civil	TetraTech Merrick JV
W912HN17D0006		CDM
W912HN20D2000		HD CW, JV
W912HN20D2001		GHD
W912HN20D2002		CDM Smith
W912HN17D0001	Construction Management Services	AECOM
W912HN17D0003		HDR
W912HN16D0004		HFS
W912HN16D0007		CTI

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Current Environmental IDIQs



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Environmental IDIQ Contracts		
Contract Number	Contract Name	Contractor
W912HN18D1000	MATOC, ERS 8a	Aerostar-SES
W912HN18D1001	MATOC, ERS 8a	Ayuda-Arcadis
W912HN18D1002	MATOC, ERS 8a	CTI-TPMC
W912HN18D1003	MATOC, ERS 8a	Delmonico-PKS
W912HN18D1004	MATOC, ERS 8a	3E-Plexus
W912HN18D1005	MATOC, ERS 8a	LG2-QRI
W912HN18D1006	MATOC, ERS 8a	NW-Jacobs
W912HN18D1007	SATOC, BEST	Dawson Solutions
W912HN18D1008	SATOC, BEST	Seres
W912HN18D1009	SATOC, Demolition	SES
W912HN19D1002	SATOC, BEST	Hana-Bay West Engineering
W912HN20D1000	SATOC	Nicklaus
W912HN20D1001	SATOC	Seres

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GATEWAY TO SUCCESS



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- Do your homework & understand our mission
- Relevancy and Past Performance is Key!
- Respond to Sources Sought notices
- Be AWARE of announcements – business opportunity notifications, industry days, and federally attended meetings in the area
- Search Beta SAM using W912HN*
- Build relationships
- Schedule a meeting thru the Small Business Office
- Register in the “System for Award Management” (SAM) www.sam.gov





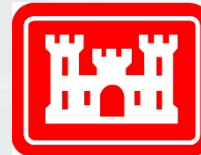
Questions



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Find us on Social Media!



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



Office of Business Development

Stanley Jones Jr.

Director-Office of Management and Technical Assistance

Acting Director-SBA Mentor-Protégé Program

August 10, 2021

Mentor-Protégé Program Overview

As of November 16, 2020, the 8(a) Mentor-Protégé program and the All Small Mentor-Protégé program have merged into one **SBA Mentor-Protégé Program (MPP)**.

Both programs **helped eligible small businesses gain capacity and win government contracts through partnerships** with more experienced companies (mentors).

Given the programs' identical purpose and benefits to participating businesses, the merger **creates efficiencies within SBA and reduces confusion**.

It also **makes the process easier for eligible businesses to navigate, saving time and resources**.



Program Purpose



Enhance the capabilities of the protégé



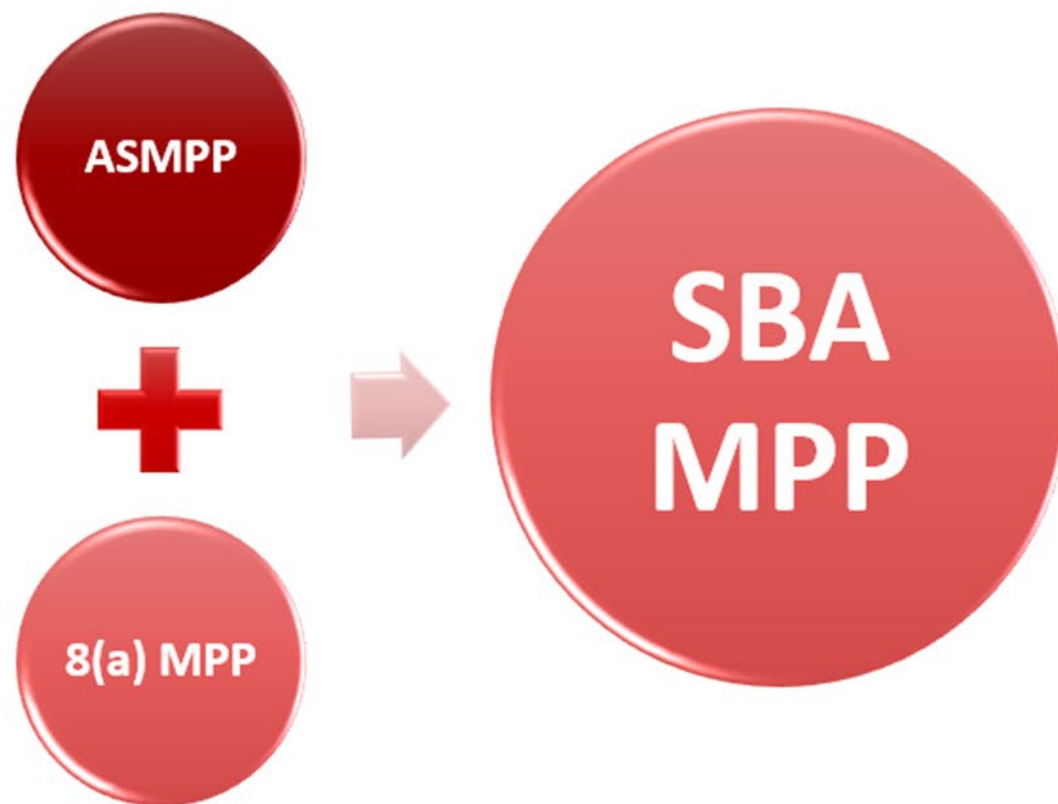
Help the protégé meet the goals established in its SBA-approved business plan



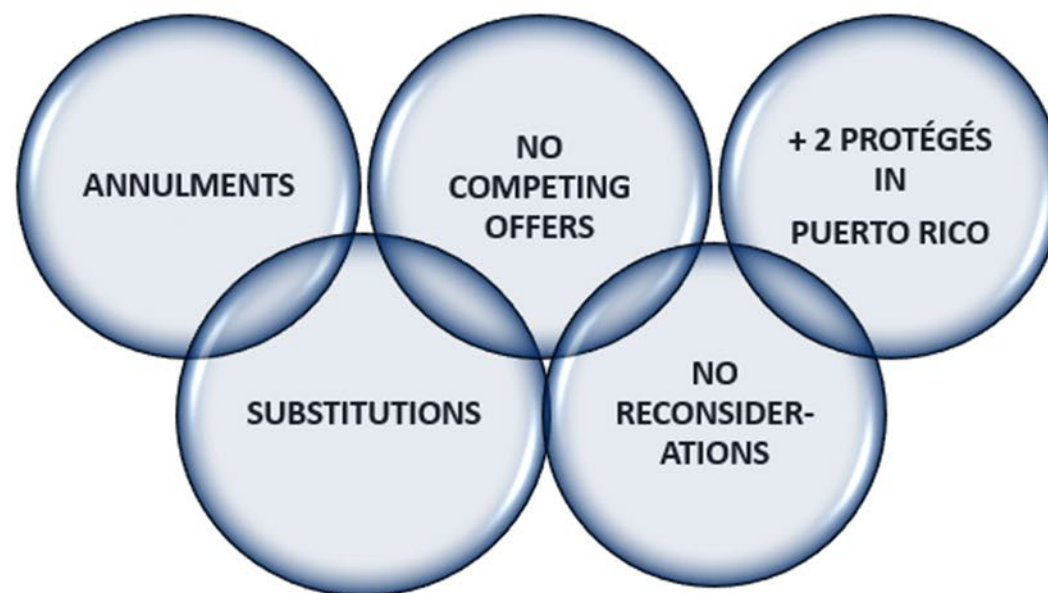
Improve the protégé's ability to compete for contracts

SBA Mentor Protégé Program Rule Changes

THE PROGRAM MERGER



MPA-RELATED CHANGES & CLARIFICATIONS



Need help with Mentor Protégé Program? Email sbampp@sba.gov

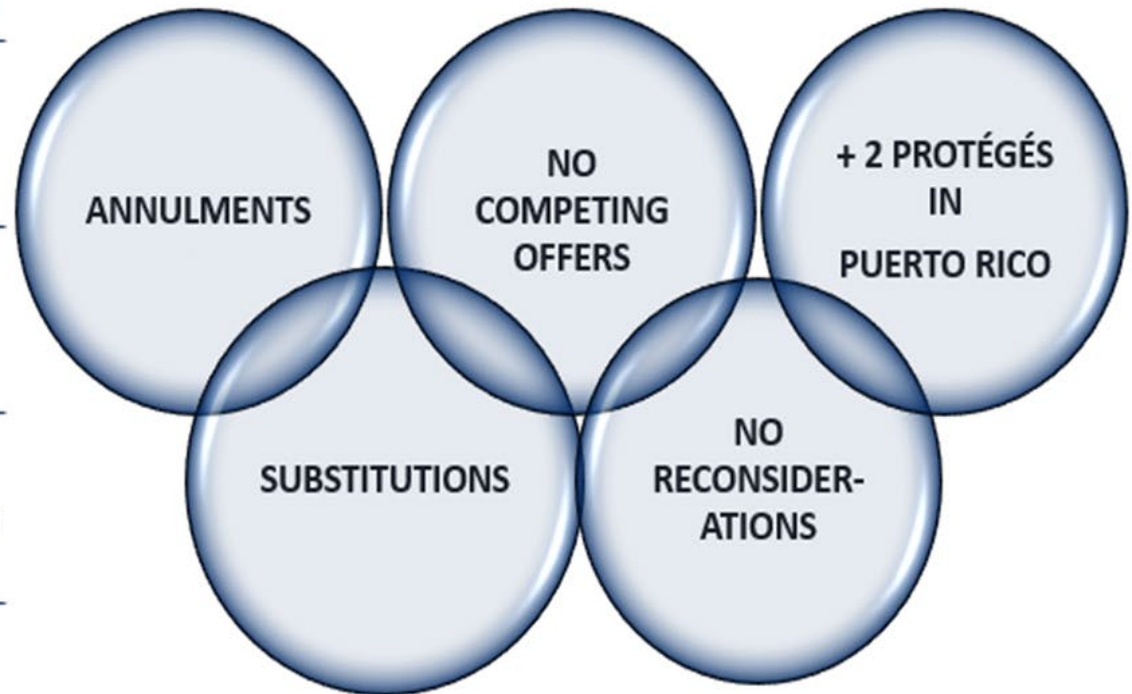
Mentor Protégé Program

Consolidation and Rule Changes *At-a-glance*

THE PROGRAM MERGER

Annulments	MPA will not count if terminated within first 18 months
No Competing Offers	Mentor cannot submit competing offers
Puerto Rico	The first 2 Protégés from Puerto Rico do not count; Mentor may have up to 5 total relationships
Substitutions	MPA substitutions allow the protégé to switch mentors for the remainder of their six-year term. JV substitutions (<u>novations</u>) are completed by the contracting activity
Reconsiderations	Declined applicants must wait 60 days before re-submitting <u>new</u> application

MPA-RELATED CHANGES & CLARIFICATIONS



Mentor Protégé Program

- SEVEN TIPS FOR ENSURING YOUR APPLICATION IS BETTER THAN ALL THE REST



Need help with Mentor Protégé Program? Email sbamp@sbap.gov

JOINT VENTURE BASICS

- **MPA approval** required prior to JV bid on award
- MPP does **not review or approve JVs**
- **SBA District Offices approve JVs for 8(a) sole source only**
- MPA JVs are granted **exclusions from affiliation**
- MPA JVs may earn unlimited contracts in two years
- Procuring activities must **consider past performance individually** by each partner to the joint venture as well as any work done by the joint venture itself.
- Protégé firms must perform at least 40%, Mentor firms may perform up to 60%

Bona Fide Place of Business

May or may not apply to a specific procurement - if to a specific procurement, must be submitted at least 20 working days before initial offers (that include price) are due.

Establishes timeframes for SBA District Office to process requests for bona fide places of business. 5 working days of site visit or within 15 working days of receipt of request by the servicing District Office.

Participant may presume that SBA has approved its request for a bona fide place of business if SBA does not respond in the time identified. In order to be eligible for award, SBA must approve the bona fide place of business prior to award.

Geographic area serviced by the SBA district office, a **Metropolitan Statistical Area (MSA)**, or a **contiguous county** to (whether in the same or different state), or the geographical area serviced by a contiguous SBA district office. Within the state (if the state is serviced by more than one SBA district office), one or more other SBA district offices (in the same or another state), or another nearby area.

SBA Program Updates

- SBA's new Small Business Mentor Protégé Program
 - Need help with Mentor Protégé Program? Email sbampp@sba.gov
- 7(j) Management and Technical Assistance Program
 - Directly access training from all 10 providers
 - NEW! 7(j) Bidspeed tool – improve your access to both Federal and commercial opportunity <https://sba7j.fedbidspeed.com>
- Visit the Federal Contracting page at www.sba.gov for contracting assistance program updates
- Visit certify.sba.gov and visit the “**Certify Knowledge Base**” for all tools, FAQ’s and program information for 8(a), Mentor Protégé, WOSB, and HUBZone

Primary POCs

- **Mr. Stanley Jones Jr., Director**

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Thank you for attending!

**Join SAME Atlanta Post next month for the
MEGA Meeting**

September 14, 2021, 10:30 AM – 1:30 PM

Register at <https://smgpsatl.org/meetinginfo.php?id=210>

