

US Army Corps of Engineers Office of Small Business Programs



BUILDING STRONG®

Agenda

1. Mission
2. Doing Business with the Corps
3. Small Business Professional
4. Goals – last year next year
5. Projects for FY20
6. Fargo-Moorhead Diversion Project
7. Questions



Mission



Doing Business with the Federal Government

- We don't make it easy or inexpensive
- Regulations - <https://www.acquisition.gov/content/regulations>

Regulations

 <u>FAR</u>	 <u>SOFARS</u>	 <u>DOSARS</u>	 <u>HUDAR</u>
 <u>Chapter 99 (CAS)</u>	 <u>TRANSFARS</u>	 <u>DTAR</u>	 <u>IAAR</u>
 <u>DFARS</u>	 <u>AGAR</u>	 <u>EDAR</u>	 <u>JAR</u>
 <u>DFARSPGI</u>	 <u>AIDAR</u>	 <u>EPAAR</u>	 <u>LIFAR</u>
 <u>AFARS</u>	 <u>CAR</u>	 <u>FEHBAR</u>	 <u>NFS</u>
 <u>AFFARS</u>	 <u>DEARS</u>	 <u>GSAM/R</u>	 <u>NRCAR</u>
 <u>MP</u>	 <u>DIARS</u>	 <u>HHSAR</u>	 <u>IAR</u>
 <u>PGI</u>	 <u>DOLARS</u>	 <u>HSAR</u>	 <u>VAAR</u>
 <u>DARS</u>			
 <u>DLAD</u>			
 <u>NMCARS</u>			



Organization of the FAR

- Title 48 of the Code of Federal Regulations
- 57 Chapters
- The FAR is chapter 1
- Numbering allows distinct identification of every FAR paragraph
- Period and Dash are mandatory for clarification
- Subdivisions may be used at the section and subsection level



Numbering System for Prescriptions:

27.303-(a)

27	.3	03	-(a)
Part	Subpart	Section	Subsection

Numbering System for Clauses:

52.227-11

Chapter	52	03	-(a)	-11
Agency	Part	Subpart	Section	Subsection



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Navigating Federal Contracting Regulations

FAR – Federal Acquisition Regulation

7.105 Contents of written acquisition plans.

DFAR – Defense Federal Acquisition Regulation

207.105 Contents of written acquisition plans.

In addition to the requirements of FAR 7.105, planners shall follow the procedures at [PGI 207.105](#)

AFARS – Army Federal Acquisition Regulation

5107.105 Contents of written acquisition plans.

(b)(20)(C)(8)(iv) The head of contracting activity is responsible to perform the duties at DFARS 207.105. See Appendix GG for further delegation.



Doing Business with USACE

What to do BEFORE you contact us:

- Doing business with the Government is different
- Understand our mission
- Understand how we contract
- Register your business with SAM/SBA
- Look on beta.sam for opportunities

What NOT to do:

- Send SPAM
- Use Robo Calls
- Cold Call without knowing our Mission

Sample of what an email looks like with links – I simple delete them

<Blockedhttp://www.eventbrite.com/?utm_source=eb_email&utm_medium=email&utm_campaign=order_confirmation_email&utm_term=eb_logo> Find events

<Blockedhttps://www.eventbrite.com/directory/?utm_source=eb_email&utm_medium=email&utm_campaign=order_confirmation_email&utm_term=findtickets&ref=eemailordconf> My Tickets

<Blockedhttps://www.eventbrite.com/mytickets/?utm_source=eb_email&utm_medium=email&utm_campaign=order_confirmation_email&utm_term=mytickets&ref=eemailordconf>



How Does St Paul USACE Contract?

- Other Entities Hire Us
- Supplies – generally for the Recreation sites and the Locks and Dams
- Construction/Service
 - ▶ Performance Work Statement
 - ▶ Market Research determines if we can set-aside



Sources Sought Notices

- Very important that you respond!
 - You do NOT have to respond to a SSN to prepare and submit an offer at a later date.
- Contracting may ONLY use SSN responses to determine set-asides.
- Easy to create!
 - Include:
 - Capability Statement
 - Success in Constructing Complex Projects for USACE
 - Experience of Key Personnel
 - Similar Technical Experience
 - Project References (Past Performance)
 - Bonding Capacity
 - Business Size
 - CAGE Code & Duns Number



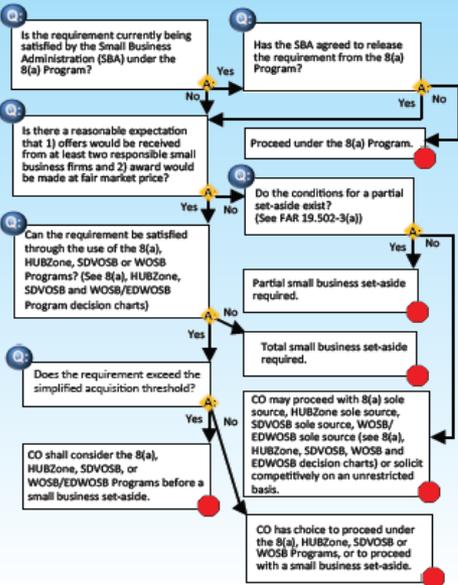
Small Business Programs Decoded

To use this chart:
Start here and follow the decision chart. Where indicated, jump to the next chart for the applicable set-aside category.

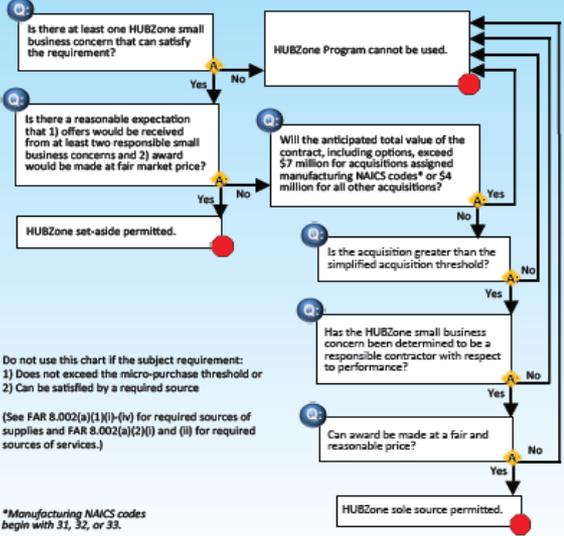
These small business decision charts were created to help contracting officers navigate the new small business rules contained in the Federal Acquisition Regulation (FAR). The charts are based on the interim rule on socioeconomic parity (implemented at FAR 19.203).
Updated as of Jan. 2016

Acronym Guide:
 EDWOSB: Economically Disadvantaged Women-Owned Small Business
 FAR: Federal Acquisition Regulation
 HUBZone: Historically Underutilized Business Zone
 NAICS: North American Industry Classification System
 SBA: Small Business Administration
 SDVOSB: Service-Disabled, Veteran-Owned Small Business
 WOSB: Women-Owned Small Business

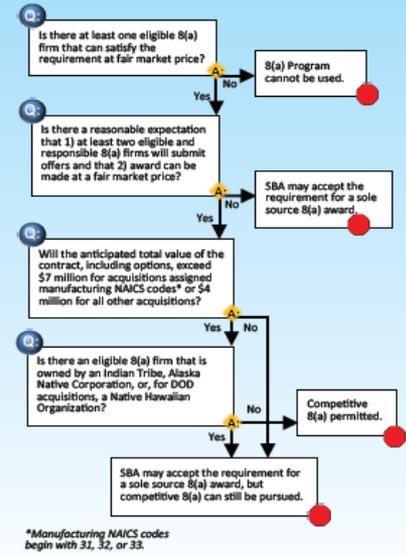
Small Business Programs



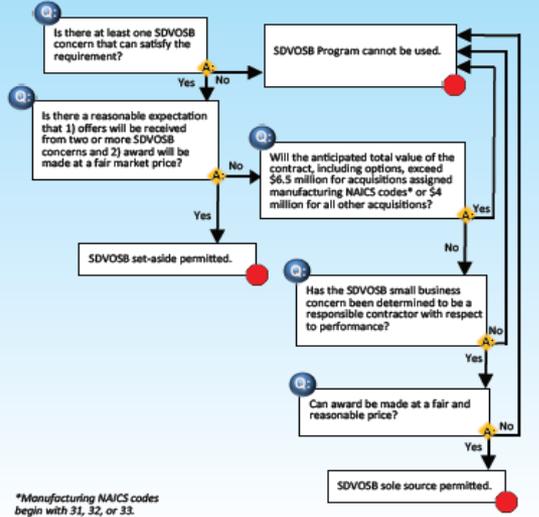
Historically Underutilized Business Zone (HUBZone) Program



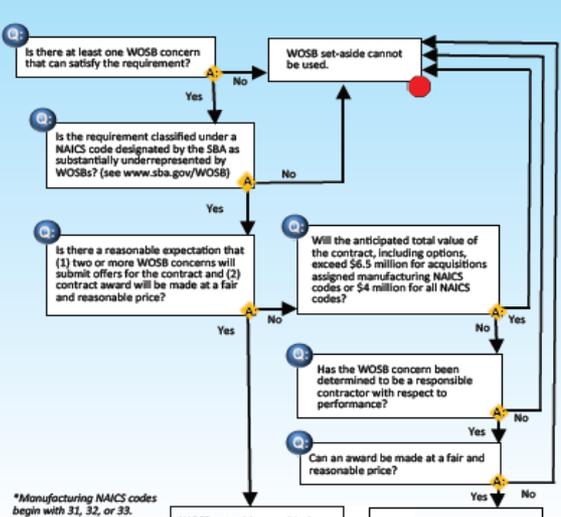
SBA 8(a) Program



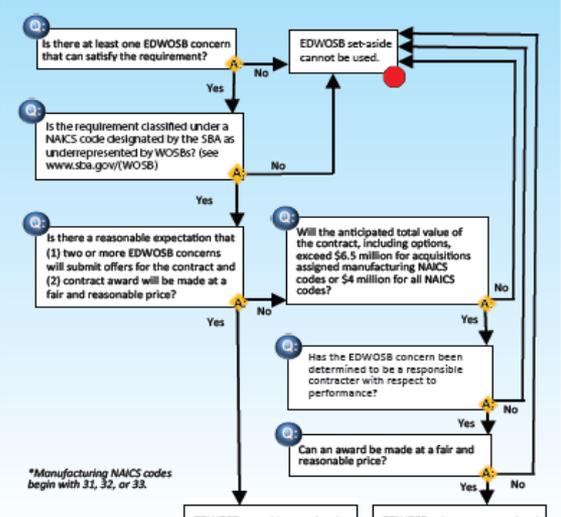
Service-Disabled, Veteran-Owned Small Business (SDVOSB) Program



Women-Owned Small Business (WOSB) Program



Economically Disadvantaged Women-Owned Small Business (EDWOSB) Program



Doing Business With USACE

Create your marketing materials effectively

- PTAC – I can tell you WHAT – they tell you HOW
- SBA

Choose the best outreach events and conferences

- SAME Small Business Conference
- Department of Veteran Affairs Small Business Conference
- SADBOC Procurement Fair

Be involved with your local PTAC, SBA and Small Business Professional

- Reach out and stay in contact

Ask questions!



Government Purchase Card

- Limits
 - ▶ Supplies - \$10,000
 - ▶ Services - \$2,500
 - ▶ Construction - \$2,000
- GSA Schedules
- Army regulations mandate that all IT procurements be done via the CHESSE web portal. <https://chess.army.mil/>





Small Business Professional

- Who are we, where do we fit in?
- Why are we here?
 - It's the law! 15 USC 631 (a)
 - Government must ensure that a fair proportion of the total purchases and contracts or subcontract for property and services for the Government....be placed with small business enterprises.....
 - Statutory Requirements state that the SBP shall:
 - Provide advice to agency and small businesses
 - Conduct Market Research
 - Provide Training
 - Ensure Compliance with:
 - Policy
 - Reporting
 - Advocacy & Liaison
 - Agency/Office Operations

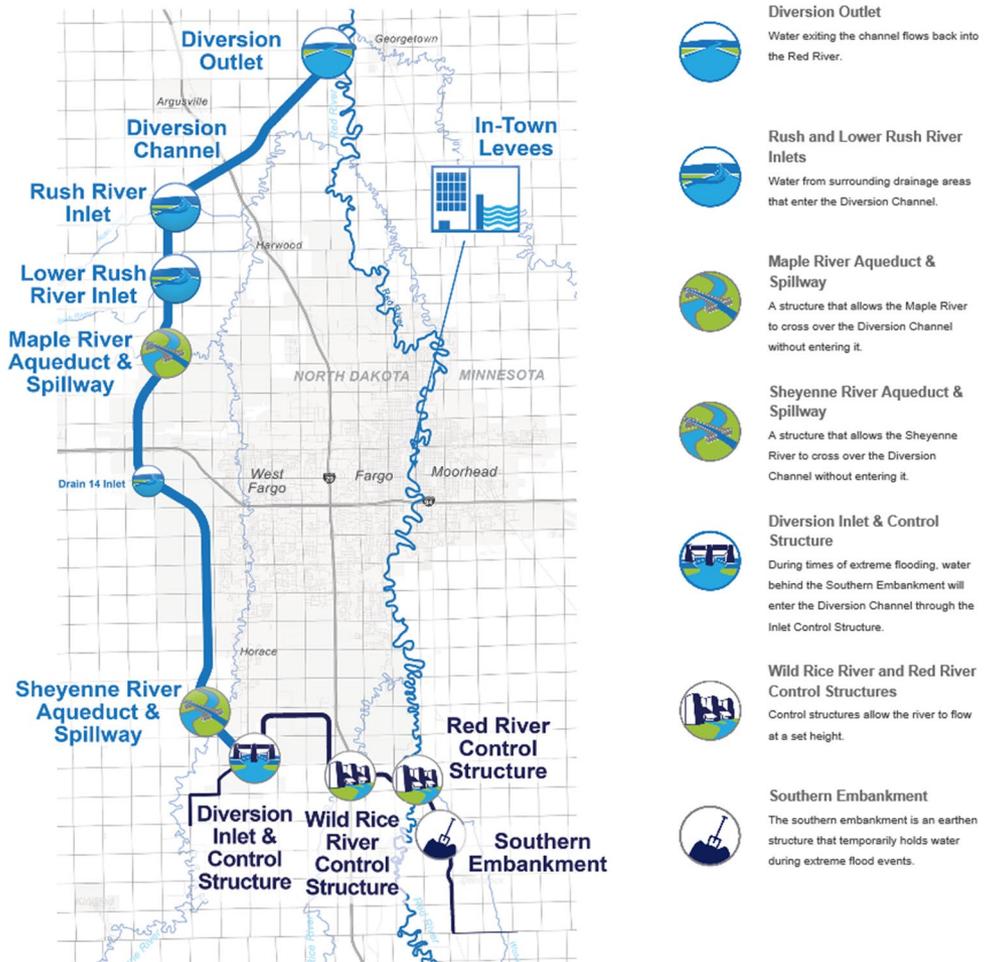


Finding Solicitation

- St Paul Small Business Website:
<https://www.mvp.usace.army.mil/Business-With-Us/Small-Business/#new>
- To search our opportunities on beta.sam
Tips for beta.sam.gov USACE St Paul -20200420.pdf



Fargo-Moorhead Diversion Project



- The FM Area Diversion Project:
 - \$2.2B
 - Protects 1 in 5 ND Residents from flooding
- Funding
 - Local Funding
 - State of ND Funding
 - State of MN Funding
 - Federal Funding
- Website - www.fmdiversion.com
- Public Private Partnership Project (P3)
 - More than one office will be awarding contracts and providing opportunities for business



Questions/Concerns?

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