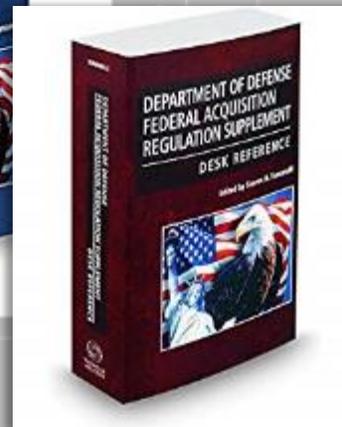
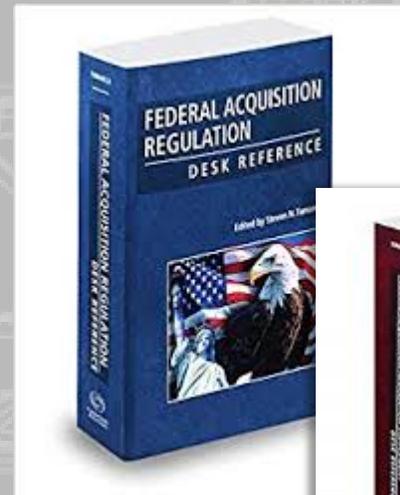


# DOING BUSINESS WITH THE U.S. ARMY CORPS OF ENGINEERS

Eileen S. Hodges  
Deputy for Small Business  
Great Lakes and Ohio River  
Division/Huntington  
District/Executive Office (DB)  
Date: 23 September 2019



*"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."*



**US Army Corps  
of Engineers®**



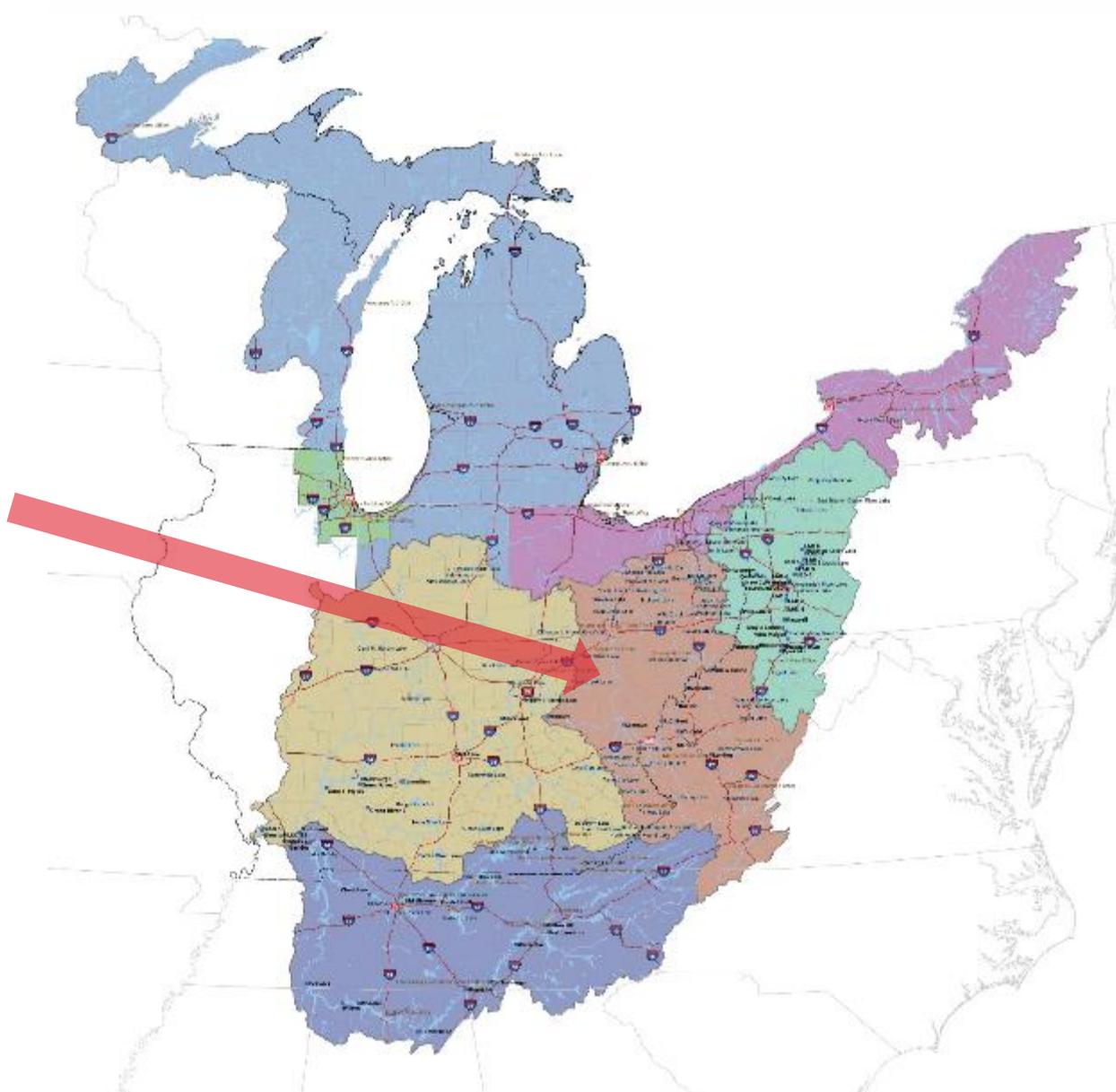
# ABOUT THE HUNTINGTON DISTRICT



# GREAT LAKES & OHIO RIVER DIVISION



-  Buffalo District
-  Chicago District
-  Detroit District
-  **Huntington District**
-  Louisville District
-  Nashville District
-  Pittsburgh District





# USACE, HUNTINGTON DISTRICT



- Most Civil Works Projects of any Corps District:
  - 35 Dams
  - 29 Local Protection Projects
  - 9 Locks & Dams
  - 25 Federal Levees

### Average Age of Projects:

- Maintain Navigation on:
  - 311 Ohio River Miles
  - 90 Kanawha River Miles
  - 9 Big Sandy River Miles
  - 2 ½ Elk River Miles

**Flood Risk Management  
64 years**

**Navigation  
67 years**

- 9 River Basins
- 45,000 square miles
- 413,000 acres of Project Managed Real Estate
- 1,045 employees (as of Sep 2019)



# USACE, HUNTINGTON DISTRICT



- **NAVIGATION** - More than 68M tons of cargo worth over \$18.3B passed through our nine locks and dams, saving over \$1B in transportation costs in 2016
- **FLOOD RISK MANAGEMENT** - Our portfolio of projects have reduced over \$13.8B in flood damages (\$64M in FY 17)
- **RECREATION** - As the region's leading provider of recreation opportunities, our projects host over 9.7M visitors and supported 3,596 jobs in FY16
- **REGULATORY PERMITTING** - Our regulatory program preserves the Nation's aquatic resources and navigation capacity, while allowing reasonable development through fair and balanced decisions
- **EMERGENCY MANAGEMENT** - Our workforce has deployed over 1000 employees around the Nation providing relief from natural disasters since 2003.





# PLANNING CENTER OF EXPERTISE FOR INLAND NAVIGATION AND RISK-INFORMED ECONOMICS



Provide inland navigation planning consulting services; specifically in the realm of economic analysis and economic data. This is accomplished by:

- Serving on Project Delivery Teams (PDTs) for numerous USACE planning inland navigation studies nationwide as lead economic component.
- Developing and maintaining inland navigation models to aid in conducting economic analysis.
- Support USACE mission of Waterborne Commerce Statistics (WCS) data collection & analysis for the Ohio River System and Great Lakes.
- Serve as key reviewers of Lock Performance Monitoring System (LPMS) data to ensure quality data.
  - Act as the lead Review Management Organization for all inland navigation planning studies across USACE to ensure the quality of products.
  - Provide internal-USACE & public stakeholder outreach services through response to data calls, websites, and face-to-face meetings.
  - Conduct economic consequences analyses as part of the national Dam & Levee Safety Program.
  - Provide inland navigation policy expertise.

## U.S. Inland Waterway System





# USACE DAM SAFETY MODIFICATION MANDATORY CENTER OF EXPERTISE

A National Center that provides oversight and technical support for the Agency's Dam Safety Modification Mission

- Oversees and coordinates the seven Regional Dam Safety Production Centers (DSPCs) established to execute that mission
  - The Great Lakes and Ohio River Division's Regional DSPC is co-located with the DSMMCX in the Huntington District
- Maintains and manages the Dam Safety Investment Plan (DSIP), used to prioritize the Agency's \$19B Dam Safety Modification Mission
- Provides services on Dam Safety projects to facilitate lessons learned, efficiency, and consistency with dam safety modifications through:
  - Agency Technical Reviews
  - Planning Advisors
  - Cost Advisors
  - Construction Liaisons
  - Engineering Content Management
  - National Subject Matter Experts





## REGIONAL RIVERS REPAIR FLEET (R3F)

The Huntington District's Regional Rivers Repair Fleet provides the Great Lakes and Ohio River Division capability to execute major maintenance and repair efforts along 2,225 miles of the Alleghany, Clinch, Cumberland, Green, Kanawha, Monongahela, Tennessee, and Ohio Rivers on 56 Navigation Locks and Dams, 4 Hydroelectric Power Plants, and 74 Flood Risk Management Dams across the 7 states of Ohio, West Virginia, Kentucky, Virginia, Indiana, Tennessee, and Pennsylvania.

- 3 Full Service Repair Fleets and 4 Repairs Stations strategically located across the Ohio River Watershed (Pittsburgh/Louisville/Marietta/Nashville) providing:
- Heavy Lift Capacity up to 550 tons on floating platform and 300 tons on land based platforms, with Dive Team support.
- Floating plant transport with vessels up to 4,600 horsepower
- 2 full service machine shops to fabricate and machine repair parts from raw stock to finished product.
- 24 hour operations, support emergency response to regional or national disasters/infrastructure failures.





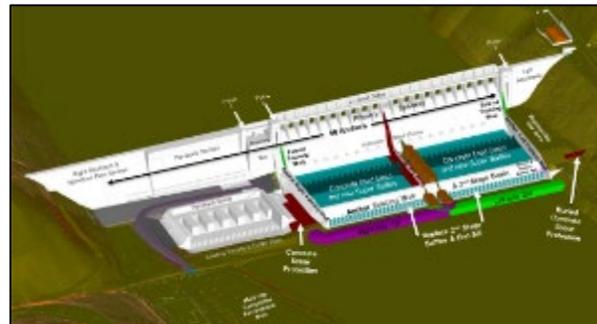
# HUNTINGTON DISTRICT - SUPPLEMENTAL APPROPRIATION WORK



**Lower Mud River (Milton) – \$96M**



**Rio de la Plata, Puerto Rico**



**Bluestone Dam – \$575M**



**McDowell County – \$20M**



**Town of Martin – \$80M**



**Water St., Barboursville – \$5M**



# WHAT TYPE OF WORK DOES THE HUNTINGTON DISTRICT DO?



## Ongoing Needs

- Cost Estimating
- Geospatial
- Bridge Inspections
- Engineering Designs, Evaluation
- Design Build
- Testing & Instrumentation Design & Installation
- Exploratory Drilling
- Erosion Repair
- Minor Construction: Paving, Roofing, Fencing
- Services: Maintenance, Mowing, Cleaning
- Supplies: Plumbing, Electrical, HVAC
- Field Work In Archeology & Biology



# WHAT TYPE OF WORK WILL THE HUNTINGTON DISTRICT CONTRACT FOR IN FY 20?



## Anticipated Contracting Actions

- Appraisal Services
- Bank Stabilization
- Boundary Surveys
- Bridge/Structural Steel Inspections
- Cost Estimating
- Dam Safety
- Demolition
- Design Services
- Design-Build
- Dredging Services
- Engineering Services
- Environmental Remediation
- Equipment
- Floating Drilling Plant
- Floodproofing
- Janitorial Services
- Leadership Development
- Levees
- Lock Wall Repair
- Maintenance and Repairs
- Mowing Services
- Mussel Surveys
- Park Attendant
- Planning Services
- Relief Well
- Relocations
- Seepage Barrier
- Small Construction
- Streambank Restoration
- Supplies
- Title Evidence Services



# WHAT THE HUNTINGTON DISTRICT CONTRACTED FOR LAST FISCAL YEAR



## Fiscal Year 2018 Contracts

- 1,158 Contract Actions—**Obligating \$77.9M**
- Awards to Small business = **\$29.1M in 813 actions**
- **Small Business Received 37.4% of Dollars Obligated**
- **70.2% of All Actions Were Awarded to Small Business**



# WHAT THE HUNTINGTON DISTRICT ANTICIPATES CONTRACTING THIS FISCAL YEAR



## Fiscal Year 2019 Contracts/Projections

- Anticipated FY Total Actions = 1,027; Obligating \$134.5M
- Anticipated FY Awards to Small Business = \$34.8M in 748 actions
- Small Business Has Received 22.5% of Dollars Obligated to Date
- 71% of All Actions Have Been Awarded to Small Business to Date



# TOP 4 NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM CODES (NAICS) IN FISCAL YEAR 2018 FOR THE HUNTINGTON DISTRICT



541330 – Engineering Services

237990 – Construction of Other Non-Building Facilities

562910 – Remediation Services

561730 – Landscaping Services





# THE BASICS

Eligibility, Regulations, Contract Types, Competition Types, and Contract Methods



# SYSTEM FOR AWARD MANAGEMENT



Registration in the System for Award Management is required to be eligible for award.

- <https://beta.sam.gov> is the web-site for registration
- Recommend reviewing requirements for registration and gathering prior to beginning the process
- This is a FREE registration
- Your local PTAC can help you determine some of the information you should include in your registration
- Information from this registration populates the information in the Small Business Administration's Dynamic Small Business Search
  - Include keywords and narrative information requested in SAM
  - Use as many NAICS as apply for the work you do
    - The Federal government cannot use codes that start with "4", we must use the corresponding manufacturing code, even though you may not be a manufacturer.



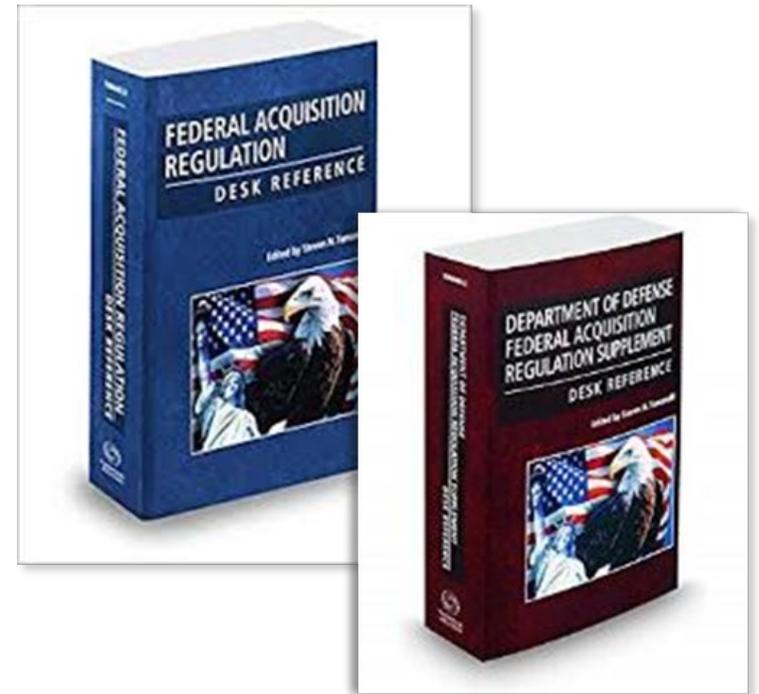


# REGULATIONS



Federal contracting is regulated by the Federal Acquisition Regulation (FAR) and Department of Defense agencies are regulated by the FAR and the Defense Federal Acquisition Regulation Supplement (DFARS).

- Regulations set out the terms and conditions of contracts, as well as the responsibilities of the contractor to appropriately prepare for and complete the work in compliance with the contract clauses, as set out in the FAR and DFARS.
- Regulations set out how the government processes acquisitions.
- Other agencies have their own supplements to the FAR to suit their needs.
- To reference the FAR/DFARS and others online, go to <https://www.acquisition.gov>.
- Your local PTAC may be able to assist with interpreting these regulations, or you may contact the contracting officer or contract specialist for clarification.





# CONTRACT TYPES



Federal Acquisition Regulation Part 16 sets out the different types of contracts the Federal government may use.

- The main type of contract used in the Huntington District (LRH) is the Firm-Fixed Price contract.
- This type of contract may be used in either sealed bidding, or negotiated procurements.
- Other types of contracts include cost-reimbursement contracts, which are negotiated contracts only, and cost-plus-fixed-fee contracts, in which the contractor bears less responsibility and risk for costs and the profit (or fee) is fixed. These are rarely, if ever, used in LRH
- FAR Part 2 contains language and definitions for further reference.





# COMPETITION TYPES



Federal Acquisition Regulation Part 6 sets out the different types of competition you may encounter in going after Federal contracts.

- Solicitations that are open to all business sizes to make offers on, are called “unrestricted”, because they are not restricted by business size. This is referred to as “Full & Open Competition”.
- The Federal government’s policy is to set procurement actions aside to the greatest extent practicable for small business. This is called a small business set-aside. It may also be referred to as “Full & Open Competition After Exclusions”, because it limits competition to small business, or some further socio-economic small business indicator.
- You may also see contracts that are not competed at all, but directly awarded based upon one of seven circumstances that justify the lack of competition. (See FAR Pt. 6.302)

<b>REQUEST FOR QUOTATIONS</b> <i>(THIS IS NOT AN ORDER)</i>		THIS RFQ <input checked="" type="checkbox"/> IS <input type="checkbox"/> IS NOT A SMALL BUSINESS SET-ASIDE		PAGE	OF PAGES
				1	94
1. REQUEST NO.	2. DATE ISSUED	3. REQUISITION/PURCHASE REQUEST NO.	4. CERT. FOR NAT. DEF. UNDER BDSA REG. 2 AND/OR DMS REG. 1	RATING	
W9123719Q0029	09-Sep-2019	W81F8E92396622			

5a ISSUED BY

6a REVIEW BY



# CONTRACT METHODS



Developing an acquisition strategy depends upon several factors, the easiest way to differentiate the different types of contract methods, is price.

## — Government Purchase Card (Micropurchase)

- GPC-holders are authorized to purchase supplies <\$10,000; construction services <\$2,000; and services <\$2,500 in un-advertised actions. These are referred to as “micro-purchases”.
- GPC purchases must follow the Required Sources of Supplies and Services set out in FAR Part 8, but are not required to advertise for the need, nor to obtain multiple offers for consideration.
- You may also see contracts that are not competed at all, but directly awarded based upon one of seven circumstances that justify the lack of competition. (See FAR Pt. 6.302).

## — Simplified Acquisition Procedure

- Between the micropurchase value and \$25,000, a Simplified Acquisition Procedure that doesn't require advertisement, but does require solicitation from at least two firms for competition, may be used.
- From \$25,000 to \$250,000, which is also considered a Simplified Acquisition, requires advertisement of a Request for Proposal or Request for Quote on the Federal Business Opportunities (FBO) web-site to obtain maximum competition.



# LOCATING CONTRACT OPPORTUNITIES

FedBizOpps, Internet, Subcontracting, and Other Means



# FEDERAL BUSINESS OPPORTUNITIES



To allow for fair notification to all potential contractors for procurements >\$25,000 the Federal government has established a government-wide list of notices of proposed contract actions

- Use search features (Huntington District opportunities can be found by typing “W91237” in the keyword search.);
- Create an account and set up a query;
- Review all information uploaded to the database for the action you are interested in, you can download and/or print the documents;
- Be sure to check back prior to submission of your response because all Amendments must be acknowledged for you to be eligible for award;
- Use the “Interested Vendors” button;
- If you don’t have a query set up, you will want to check the database frequently so you don’t miss notifications; the closer we get to the end of the fiscal year, the faster we post and the shorter the response time;
- Watch for notifications of Awards for contracts that your firm is capable of performing part of and contact the prime contractor to see if he is interested in subcontracting to your firm;
- All Federal agencies post to this site;
- Respond to Sources Sought Notices that apply to you;
- Sit is also referred to as FedBizOpps;
- In October this site will be added to the one-stop “beta.SAM.gov” site.



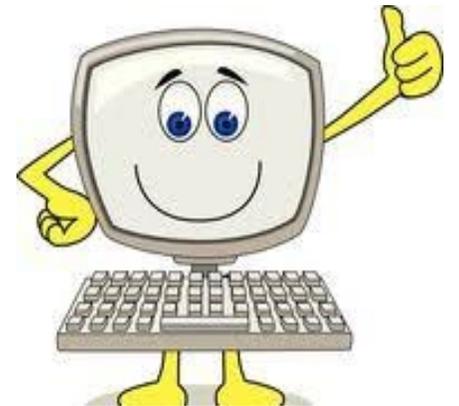


# INTERNET



So much information is available on the internet...

- Small Business Administration ([www.sba.gov](http://www.sba.gov)) has a huge amount of information and is home of SubNET ([https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)), a subcontracting directory to help small and other than small firms connect;
- Web-pages like mine (<http://www.lrh.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>);
- Federal Procurement Data System (<https://fpds.gov>);
- Attendance at workshops, networking events, industry days, pre-bid meetings, site visits, and conferences is an opportunity to get “face time” and give your elevator speech. You can learn about these events at various outlets, including [www.fbo.gov](http://www.fbo.gov), [www.eventbrite.com](http://www.eventbrite.com), <https://business.defense.gov/Events/>;





# SUBCONTRACTING



Is subcontracting right for your firm?

- Does your firm provide goods or services required for larger scale projects?
- Are you just breaking into the Federal marketplace?
- Is your firm certified as a woman-owned, service disabled veteran-owned, small disadvantaged, or HUBZone?

How do I locate subcontracting opportunities?

- Watch the FedBizOpps for announcement of Awards that contain opportunities for your firm, then contact the awardee;
- Use the Federal Procurement Data System (<https://fpds.gov>) to search for firms awarded contracts that may be able to use your firm's goods/services; and,
- Attend events (conferences, site visits, industry days) that allow for networking (see if you can obtain a list of attendees so that you can plan your strategy) and bring your information with you to talk with representatives of prime contractors.
  - While there, visit the agencies exhibiting to obtain agency forecasts and to introduce your firm and ask questions.
- Contact companies you'd be interested in partnering with or subcontracting to in order to get on their radar, especially if you see an opportunity far enough down the road to make it happen.





# OTHER MEANS



Small Businesses have to do more with less!

- You want to locate those particular conferences, workshops, industry days, and trade shows that will give you the biggest bang for your buck (and not be a waste of your time);
  - If you are considering going to an event, contact the organizer to find out who attends the event, if you can get a list of attendees prior to the event, what's on the agenda, and whether there is networking time built into the schedule.
  - Location is also important—sometimes you may have to travel further for information that will pertain to your business in a general way, but if you are looking for work opportunities, you'll most likely be better off staying within your boundaries.
- Work with your Procurement Technical Assistance Center to ensure that your System for Award Management information is complete (this information is pulled over into the SBA's Dynamic Small Business Search and you'll want keywords and a narrative).
- Set up that query in FBO to save you the time of having to manually search the database each time. It will send opportunities right to your in-box.
- Remember to use the Interested Vendors button in FBO and to watch for Sources Sought Notices, and pre- and post-awards.
- Search websites like mine for a list of prime contractors for construction and/or IDIQ, then reach out to them to market your firm's goods/services.
- Attend site visits or pre-bid meetings to see who else is interested in the work.



# CORPS OF ENGINEERS CONTRACTOR TRAITS



- Have effective safety programs
- Deliver on time
- Deliver within budget
- Employ effective partnering strategies
- Demonstrate knowledge of Corps of Engineers' practices and processes
- Deliver quality products and services
- Demonstrate Competence
- Are customer-focused



## ... our best Contractors

- Deliver faster
- Deliver under budget
- Innovate products and services beyond what the Corps knew was available

