

U.S. Army Corps of Engineers, Louisville District

Crystal May

Deputy for Small Business

Louisville District

19 January 2017

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FY16 ACCOMPLISHMENTS

- 2,674 Contract Actions - **\$873M in contract obligations**
- Awards to Small Businesses - **\$324M**
- Small Business – **37.16%**
- Small Disadvantaged Business – **8.13%**
- Women-Owned Small Business – **2.35%**
- Service Disabled Veteran Owned Small Business – **4.09%**
- HUBZone Business – **5.11%**

#6 USACE OFFICE IN DOLLARS OBLIGATED TO HUBZONE- \$44.6M

#10 USACE OFFICE IN DOLLARS OBLIGATED TO SDVOSB - \$35.7M



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TOP 3 NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM CODES (NAICS) IN FY 16

236220 – Commercial & Institutional Building Construction (\$763M)

541330 – Engineering Services (\$59M)

562910 – Remediation Services (\$25M)



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FY17 GOALS/TARGETS

District goals have not yet been assigned. We anticipate the following.

- Small Business: **25.17%**
- Small Disadvantage Business: **5.9%**
- Woman-Owned Small Business: **5.19%**
- Service Disabled Veteran Owned Small Business: **3.99%**
- HubZone Business: **5.13%**



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FY17 CONTRACTING OPPORTUNITIES

- We anticipate executing approximately \$1.1B in FY17 through both small and large businesses.
- Construction & IDIQ Forecasts are maintained on the Small Business page of LRL website, www.lrl.usace.army.mil.



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OPPORTUNITIES

- Contracting opportunities are posted in the Federal Business Opportunity (FBO) website at www.fbo.gov. Use “W912QR” to search for Louisville District projects.
- Actively Respond to Sources Sought Notices (Market Surveys) posted to FBO
- Actively Respond to Competitive Requirements posted to FBO (limited number of sole source opportunities)



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SUBCONTRACTING

- Subcontracting Plan
 - \$1.5 Million for Construction Contracts
 - \$700K for all other Contracts
 - Large Business Primes are required to submit a Subcontracting Plan
 - Must be approved by the Contracting Officer prior to award
- Small Business Participation Plan
 - Large and Small Business Primes are required to submit a Small Business Participation Proposal on unrestricted best value/trade off acquisitions
 - This is a rated factor
- Subcontract with Existing Contract Holders
 - Contact current contract holders
 - Lists of Prime Construction and IDIQ contract holders are maintained on the Small Business page of the District's website,
<http://www.lrl.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>
- Look at all FBO announcements for subcontracting opportunities



OBTAIN INFORMATION

- Attend Site Visits, Pre-Proposal Conferences, & Industry Days (Obtain copies of attendee listings for subcontracting opportunities)
- Attend Workshops, Conferences, Trade Fairs
- Review Agency Forecasts (posted on website)
- Request debriefings/feedback



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GREAT LAKES & OHIO RIVER DIVISION OPEN HOUSES

Detroit District- 0900-1200, 07 February 2017, lrcsb@usace.army.mil

Chicago District- TBD, 21 February 2017, lrcsb@usace.army.mil

Nashville District- 0800-1200, 16 March 2017, roy.r.rossignol@usace.army.mil

Buffalo District- 0830-1200, 11 May 2017, lrp.small.business@usace.army.mil

Huntington District- TBD May 2017, lrh.small.business@usace.army.mil

Pittsburgh District- TBD September 2017, lrp.small.business@usace.army.mil

*Dates are subject to change. Please visit each Districts website for current information.



GREAT LAKES & OHIO RIVER DIVISION OUTREACH EVENTS

Nashville District- Small Business Industry Day (Theme: SDVOSB)

15 March 2017, roy.r.rossignol@usace.army.mil

Pittsburgh District- Dynamic Networking for Small Business, Fairmont, WV

13 April 2017, lrp.small.business@usace.army.mil

Huntington District- S.A.M.E. Small Business Workshop

09-10 May 2017, lrh.small.business@usace.army.mil

Buffalo District- S.A.M.E Small Business Workshop (Afternoon Only)

11 May 2017, lrp.small.business@usace.army.mil

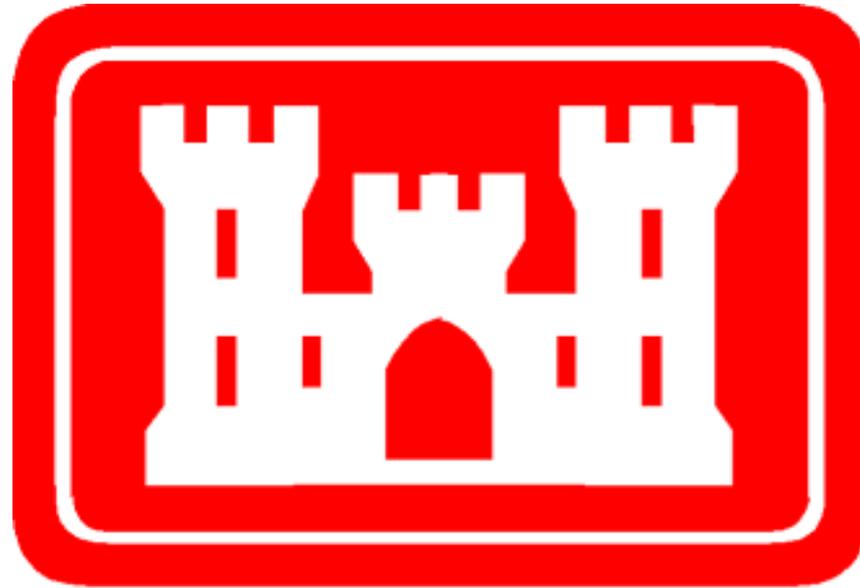
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Call or Email for an appointment!

502-315-6111 or

SBO-LRL@usace.army.mil



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