

LOUISVILLE DISTRICT OPEN HOUSE

Jacque Gee

Deputy for Small Business

Louisville District

U. S. Army Corps of Engineers

06 February 2013



US Army Corps of Engineers
BUILDING STRONG®





Jacque Gee

*Deputy for Small Business
P. O. Box 59 (CELRL-DB)
Louisville, KY 40201-0059
Telephone: (502) 315-6111*

Email: jacqueline.r.gee@usace.army.mil



Colonel Luke Leonard

Commander and District Engineer

Lieutenant Colonel Jon Drake

Deputy Commander



FY12 Small Business Accomplishments

EXCEEDED ALL SMALL BUSINESS TARGETS

- **Small Business Target 33% - FY12 Actual 43.36%**
- **Small Disadvantaged Business Target 5% - FY12 Actual 21.18%**
- **Women-Owned Small Business Target 6% - FY12 Actual 6.11%**
- **Service Disabled Veteran Owned Small Business Target 3% - FY12 Actual 8.59%**
- **HUBZone Business Target 10% - FY12 Actual 12.68%**

#2 USACE Office in dollars obligated to SDVOSB - \$99.2M



FY13 Small Business Targets

- **Small Business: 33% (Same as FY12)**
- **Small Disadvantaged Business: 18% (Increased from 5% in FY12)**
- **Women-Owned Small Business: 7% (Increased from 6% in FY12)**
- **Service Disabled Veteran Owned Small Business: 4% (Increased from 3% in FY12)**
- **HUBZone Business: 11% (Increased from 10% in FY12)**



Subcontracting Targets

(Currently using FY12 targets)

- **Small Business: 50%**
- **Small Disadvantaged Business: 17%**
- **Women-Owned Small Business: 18%**
- **Service Disabled Veteran Owned Small Business: 4%**
- **Veteran-Owned: 4%**
- **HUBZone Business: 10%**



Subcontracting

- Subcontracting Plan
 - ▶ \$1.5 Million for Construction Contracts
 - ▶ \$650K for all other Contracts
 - ▶ Large Business Primes are required to submit a Subcontracting Plan for approval
- Small Business Participation Proposal
 - ▶ 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



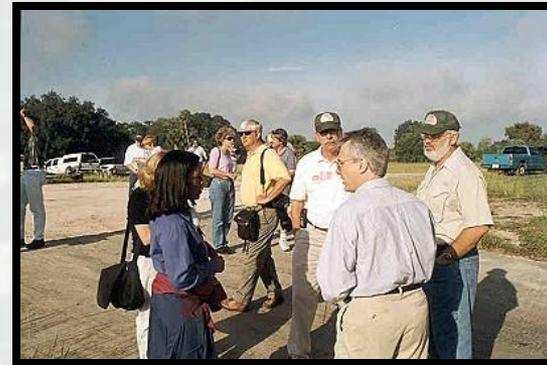
Opportunities

- Contracting opportunities are posted in FedBizOpps @ www.fbo.gov. Use “W912QR” to search for Louisville District projects.
- Actively Respond to Sources Sought Notices (Market Surveys) posted in FBO.
- Actively Respond to Competitive Requirements posted in FBO (Limited number of sole source opportunities).
- Construction & IDIQ Forecasts are maintained on the Small Business page of the District’s website @ www.lrl.usace.army.mil.



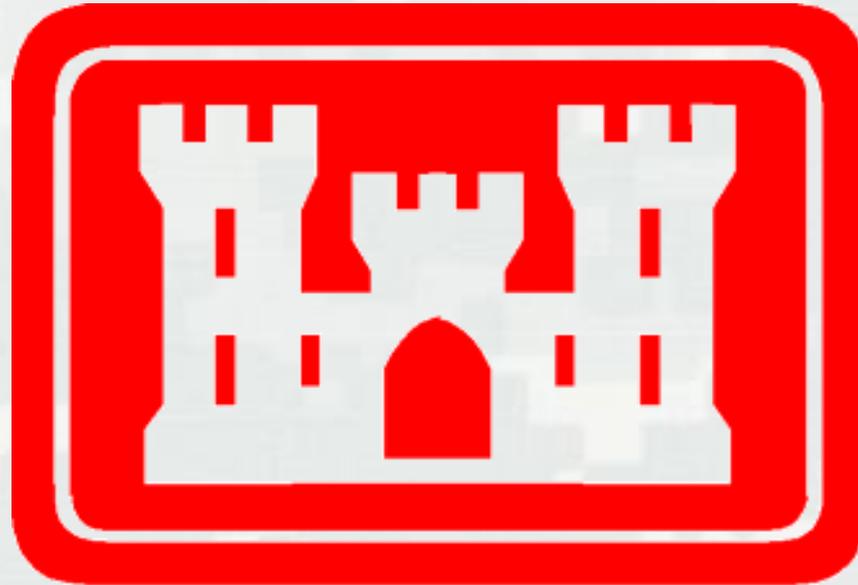
Obtain Information

- Attend Site Visits, Pre-Proposal Conferences & Industry Forums
- Obtain copies of Attendee Listings
- Attend Workshops, Conferences, Trade Fairs



Call or Email for an appointment!

502-315-6111 or jacqueline.r.gee@usace.army.mil



Serving our Military and the Nation

