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# SMALL AND DISADVANTAGED BUSINESS UTILIZATION OFFICE



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# Agenda

**Small Business Program Overview:**

**Carol McIntyre**

**District Small Business Message:**

**Arthur Saulsberry, SADBUNWK**

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# SMALL BUSINESS OFFICE

## *MISSION STATEMENT:*

*To sustain the Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers mission and strengthen our Nation's economic development.*

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# SMALL BUSINESS OFFICE

## FUNCTIONS

- (1) Consult and serve as the expert advisor on policy and procedural matters to the MSC commander and all levels of management on issues related to the Division-wide Small Business Program.
- (2) Represent and act for the Division Engineer on Small Business policies and procedures.
- (3) Educate management and staff personnel, small and small disadvantaged businesses, large business contractors, and other federal agencies, through personal contact, formal training courses, workshops, trade association meetings and other forums, concerning USACE Small Business program policy and procedures.
- (4) Conduct staff actions on Small Business program activities—acquisition plans.

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# SMALL BUSINESS OFFICE

## FUNCTIONS

- (5) Provide staff oversight of Division-wide Small Business Program and development and implementation of small business policies and guidance and recommendation of contracting policies, procedures, and control for the Division Office and five Districts.**
- (6) Establish district floors and monitor performance against these floors.**
- (7) Evaluate Small Business program execution through communications and staff and QA visits.**
- (8) Perform regional interface with the Small Business Administration (SBA), other DoD, Federal, State, and local Minority Business Development Agencies, HQUSACE Office of Small Business, contractor associations, and special Interest groups on matters concerning the Small Business**

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## *AREAS OF CONCERN/ INHERENT CONFLICTS*

- PM- Based Organization – differing metrics
  - Limited available Dollars – SB costs more??
  - Customer Preference - Demonstrated proven ability – past performance = “A” Team
  - Time - Meeting Schedule with Quality Results
    - Acquisition Plan Reviews
    - Early involvement of SBA
    - Differing Agendas – HQ vs. RBC

# What is Success?

- **Providing timely, quality support to war fighters/customers**
- **Expanding opportunities for small business**
- **Growth in dollars obligated**
- **Facilitating Increased Small Business Program awareness**
- **Meeting assigned Targets**

**Government-wide  
Procurement Prime Contracting  
Statutory Goals vs. Army Assigned Goals to USAACE**

- **23 % vs. 41.3%** of prime contracts for **small businesses**
- **5 % vs. 15.8%** of prime contracts for **sm disadvantaged businesses**
- **5 % vs. 5.6%** of prime contracts for **women-owned sm businesses**
- **3 % vs. 7.5%** of prime contracts for **HUBZone small businesses**
- **3 % vs. 1% (3% stretch goal)** of prime contracts for **Service-disabled veteran-owned small businesses**

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# Small Business Message

- **Provide information to the SB Community that focuses on Military Construction opportunities available within Northwestern Division**
- **Promote and strengthen business relationships between Corps of Engineers, Small and Other than Small Business Concerns**

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# Small Business Message

- **To foster exchanges that encourages use of best practices in a transforming business environment**
- **To promote and exchange new acquisition approaches and commercial methods among Government, Small and Other than Small Business Concerns.**

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# Industry Exchange Forum

- **Input and Feedback**
- **Analyze and document Industry practices, trends, and approaches**
- **Analyze, document capabilities of Industry (particularly SB) to compete, support and satisfy requirement**

Vendors  
Federal Business Opportunities



# NORTHWESTERN REGIONAL PRE-SOLICITATION MEETINGS FOR ARMY TRANSFORMATION

- [Modification 01](#) - Posted on Oct 03, 2005

## General Information

Document Type: Special Notice  
Solicitation Number: USA-SNOTE-050927-006  
Posted Date: Sep 27, 2005  
Original Response Date: Oct 26, 2005



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**ATTACHMENT B****Market Research Questionnaire****Northwestern Division, U.S. Army Corps of Engineers (USACE)****WA, OR, ID, MT, WY, CO, ND, SD, NE, MO, IA, MN, KS, WI**

The Northwestern Division, U.S. Army, Corps of Engineers is seeking information about firms that would be interested in competing for projects in support of its Military Construction Program for Fiscal Years (FY) 06-11 in order to develop its acquisition strategy and contract instruments to accomplish the work. We appreciate your input and will consider all information confidential. The information will not be used for prequalification purposes; rather it will be used to validate the construction market in the 14 state Northwestern Region. We are trying to assess construction industry capability and interest of both commercial and government contractors. If you have any questions or need assistance in completing this survey, please contact the following resources:

Procurement Technical Assistance Center (PTAC) - Missouri

Procurement Technical Assistance Center (PTAC) - Kansas

Procurement Technical Assistance Center (PTAC) - Omaha

Procurement Technical Assistance Center (PTAC) - Denver

Procurement Technical Assistance Center (PTAC)- Seattle

OR, go to (website) for the PTAC nearest you at <http://www.dla.mil/db/procurem.htm>

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# Notification

- **Market Research**
- **Coordinate with Procurement Center Representative (PCR)**  
**next slide**

## Procurement Center Representative Directory

### Explanation of Acronyms

**PCR – Procurement Center Representative**—PCRs increase the small business share of Federal procurement awards by initiating small business set-asides, reserving procurements for competition among small business firms; providing small business sources to Federal buying activities; and counseling small firms. In addition, PCRs, advocate for the breakout of items for full and open competition to affect savings to the Federal Government.

**CMR – Commercial Marketing Representative**—CMRs are in area offices, conduct compliance reviews of prime contractors, counsel small businesses on how to obtain subcontracts, conduct matchmaking activities to facilitate subcontracting to small business, and provide orientation and training on the Subcontracting Assistance Program for both large and small businesses.

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# SBA OFFICES OF GOVERNMENT CONTRACTING

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[AREA II](#) = DC. DE. MD. PA. VA. WV.

[AREA III](#) = AL. FL. GA. KY. MS. NC. SC. TN.

[AREA IV](#) = IN. IA. IL. KS. MI. MN. MO. ND. NE. OH. SD. WI.

[AREA V](#) = AR. CO. LA. NM. OK. TX.

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## **Procurement Center Representative (PCR)**

- **Review proposed acquisitions**
- **DD2579 Small Business Coordination**
- **Bundling, breakout requirements**
- **Appeal to Chief of Contracting Activity**
- **Audit Contracting Activity**
- **Assist in conference & training**

SMALL BUSINESS COORDINATION RECORD										REPORT CONTROL SYMBOL	
1. CONTROL NO. <i>(Optional)</i>			2. PURCHASE REQUEST NO./ REQUISITION NO.			3. TOTAL ESTIMATED VALUE <i>(including options)</i>			4. SOLICITATION NO./CONTRACT MODIFICATION NO.		
5. BUYER											
a. NAME <i>(Last, First, Middle Initial)</i>					b. ORCSYMBOL			c. TELEPHONE <i>(Include Area Code)</i>			
6. ITEM DESCRIPTION <i>(including quantity)</i>									6a. FEDERAL SUPPLY CLASS/SERVICE # (GSVC) CODE		
7. TYPE OF COORDINATION <i>(X one)</i>						8. SMALL BUSINESS SIZE STANDARD					
a. INITIAL CONTACT		b. MODIFICATION		c. WITHDRAWAL		a. STANDARD INDUSTRY CODE (SIC)		b. NO. OF EMPLOYEES		c. DOLLARS	
9. RECOMMENDATION <i>(X as applicable) (if all recommendations are "No," explain in Remarks.)</i>						10. ACQUISITION HISTORY <i>(X one)</i>					
YES	NO	"No," explain in Remarks.)				a. FIRST TIME BUY					
		a. SECTION 8(a) <i>(X one)</i>				b. PREVIOUS ACQUISITION <i>(if that apply)</i>					
		1) Competitive		2) Sole Source		1) Section 8(a)					
		b. SMALL DISADVANTAGED BUSINESS (SDB) SET-ASIDE				2) SDB Set-Aside					
		c. HISTORICALLY BLACK COLLEGES AND UNIVERSITIES (HBCU) INSTITUTIONS (HBCUM) SET-ASIDE <i>(% percentage)</i>				3) HBCUM Set-Aside					
		d. SMALL BUSINESS (SB) SET-ASIDE <i>(% percentage)</i>				4) SB Set-Aside					
		e. EMERGING SMALL BUSINESS SET-ASIDE				5) SB - SP Set-Aside					
		f. EVALUATION PREFERENCE FOR SDBs				6) Other <i>(Specify)</i>					
		g. SMALL BUSINESS - SMALL PURCHASE (SB/SP) SET-ASIDE				7) Two or more responsive SB offers on prior acquisition					
						8) One or more responsive SDB offer (s) within 10% or award price of prior acquisition					
11. SB PROGRESS PAYMENTS <i>(X one)</i>				12. SUBCONTRACTING PLAN REQUIRED <i>(X one)</i>				13. SYNOPSIS REQUIRED <i>(X one)</i>			
a. YES				b. NO				a. YES			
								b. NO <i>(# "No," also FAR 5.202, except)</i>			
14. REMARKS											

# Small Business Community



<http://www.sba.gov/>

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# WHAT IS A SMALL BUSINESS?

- **Construction Industry**
- **North American Industry Classification System (NAICS) : Sector 236 -237-238**
- **Sector 236: Construction of Buildings**
- **Sector 237: Heavy & Civil Engineering**
- **Sector 238: Specialty Trade Contractors**

# United States Small Business Administration

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## Starting Your Business

SBA.gov // Small Business Size Standards

[The Basics](#)[Understanding the Rules](#)[Find Opportunities](#)[Size Standards](#)[What is a Small Business](#)[Businesses determined to be](#)["Other than Small"](#)[CompDemo Program](#)[Contacts for more information](#)[Fact Sheet - contract coding](#)[FAQ about Size Standards](#)[Glossary](#)[Guide to Size Standards](#)[HAZMAT Registration Program](#)[More about Size Standards](#)[NAICS Search](#)[Size Regulations](#)[Summary of Size Standards](#)[Table of Size Standards](#)[What's New in Size Standards](#)[Marketing Your Business](#)[Contract Proposals](#)[Small Business Programs](#)[Special Interests](#)

## Additional Resources

[More Information About Starting Your Small Business](#)

## Table of Small Business Size Standards

Here are SBA's Table of Small Business Size Standards based on NAICS 2002. [HTML](#) [PDF](#)

NAICS 2002 was effective October 1, 2002 for SBA's Table of Small Business Size Standards. This table includes the Office of Management and Budget's (OMB) January 1, 2002, modifications to the North American Industry Classification System (NAICS). Together, NAICS and OMB's 2002 modifications are referred to as "NAICS 2002." The size standards in this table apply to most of SBA's programs and to many other Federal Government programs and actions where eligibility as a small business is a factor or a consideration.

The U.S. Bureau of the Census offers crosswalk table on its [NAICS 2002 web site](#) for NAICS 2002 to NAICS 1997, NAICS 1997 to NAICS 2002, and NAICS 2002 to SIC 1997.

SBA provides a [search tool](#) to locate NAICS 2002 codes and their size standards, and also their original SIC codes.

For earlier tables of size standards, please see SBA's [Historical Size Standard Information](#) web page.

# United States Small Business Administration

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## Starting Your Business

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[Understanding the Rules](#)

[Find Opportunities](#)

### [Size Standards](#)

[What is a Small Business](#)

[Businesses determined to be](#)

["Other than Small"](#)

[CompDemo Program](#)

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## FREQUENTLY ASKED QUESTIONS (FAQs) ABOUT SMALL BUSINESS SIZE STANDARDS

### Q. What are small business size standards?

**A.** The term "size standard" describes the numerical definition of a small business. In other words, a business is considered "small" if it meets or is below an established "size standard."

### Q. How does the SBA define a small business?

**A.** A small business is an concern that is organized for profit, with a place of business in the United States, and which operates primarily within the United States or makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor. Further, the concern cannot be dominant in its field, on a national basis. Finally, the concern must meet the numerical small business size standard for its industry. SBA has established a size standard for most industries in the U.S. economy. The most common size standards are as follow:

- 500 employees for most manufacturing and mining industries
- 100 employees for all wholesale trade industries
- \$6 million for most retail and service industries
- \$28.5 million for most general & heavy construction industries
- \$12 million for all special trade contractors
- \$0.75 million for most agricultural industries

About one-fourth of industries have a size standard that is different from these levels. They vary from \$0.75 million to \$28.5 million for size standards based on average annual revenues and from 100 to 1500 employees for size standards based on number of employees. Several SBA programs have either alternative or unique size standards, such as the [Small Business Investment Company](#)

**Sector 23 – Construction****Subsector 236 – Construction of Buildings**

<a href="#">236115</a>	New Single-Family Housing Construction (except Operative Builders)	\$28.5	
<a href="#">236116</a>	New Multifamily Housing Construction (except Operative Builders)	\$28.5	
<a href="#">236117</a>	New Housing Operative Builders	\$28.5	
<a href="#">236118</a>	Residential Remodelers	\$28.5	
<a href="#">236210</a>	Industrial Building Construction	\$28.5	
<a href="#">236220</a>	Commercial and Institutional Building Construction	\$28.5	

**Subsector 237 – Heavy and Civil Engineering Construction**

<a href="#">237110</a>	Water and Sewer Line and Related Structures Construction	\$28.5	
<a href="#">237120</a>	Oil and Gas Pipeline and Related Structures Construction	\$28.5	
<a href="#">237130</a>	Power and Communication Line and Related Structures Construction	\$28.5	
<a href="#">237210</a>	Land Subdivision	\$6.0	
<a href="#">237310</a>	Highway, Street, and Bridge Construction	\$28.5	
<a href="#">237990</a>	Other Heavy and Civil Engineering Construction	\$28.5	
<b>Except,</b>	Dredging and Surface Cleanup Activities <sup>2</sup>	\$17.0 <sup>2</sup>	

**Subsector 238 – Specialty Trade Contractors**

<a href="#">238110</a>	Poured Concrete Foundation and Structure Contractors	\$12.0	
<a href="#">238120</a>	Structural Steel and Precast Concrete Contractors	\$12.0	
<a href="#">238130</a>	Framing Contractors	\$12.0	
<a href="#">238140</a>	Masonry Contractors	\$12.0	
<a href="#">238150</a>	Glass and Glazing Contractors	\$12.0	
<a href="#">238160</a>	Roofing Contractors	\$12.0	
<a href="#">238170</a>	Siding Contractors	\$12.0	

**Subsector 541 - Professional, Scientific and Technical Services**

<a href="#">541110</a>	Offices of Lawyers	\$6.0	
<a href="#">541191</a>	Title Abstract and Settlement Offices	\$6.0	
<a href="#">541199</a>	All Other Legal Services	\$6.0	
<a href="#">541211</a>	Offices of Certified Public Accountants	\$7.0	
<a href="#">541213</a>	Tax Preparation Services	\$6.0	
<a href="#">541214</a>	Payroll Services	\$7.0	
<a href="#">541219</a>	Other Accounting Services	\$7.0	
<a href="#">541310</a>	Architectural Services	\$4.0	
<a href="#">541320</a>	Landscape Architectural Services	\$6.0	
<a href="#">541330</a>	Engineering Services	\$4.0	
<b>Except,</b>	Military and Aerospace Equipment and Military Weapons	\$23.0	
<b>Except,</b>	Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992	\$23.0	
<b>Except,</b>	Marine Engineering and Naval Architecture	\$15.5	
<a href="#">541340</a>	Drafting Services	\$6.0	
<b>Except,</b>	Map Drafting	\$4.0	
<a href="#">541350</a>	Building Inspection Services	\$6.0	
<a href="#">541360</a>	Geophysical Surveying and Mapping Services	\$4.0	
<a href="#">541370</a>	Surveying and Mapping (except Geophysical) Services	\$4.0	
<a href="#">541380</a>	Testing Laboratories	\$10.0	
<a href="#">541410</a>	Interior Design Services	\$6.0	
<a href="#">541420</a>	Industrial Design Services	\$6.0	
<a href="#">541430</a>	Graphic Design Services	\$6.0	
<a href="#">541490</a>	Other Specialized Design Services	\$6.0	
<a href="#">541511</a>	Custom Computer Programming Services	\$21.0	
<a href="#">541512</a>	Computer Systems Design Services	\$21.0	

**Subsector 562 - Waste Management and Remediation Services**

<a href="#">562111</a>	Solid Waste Collection	\$10.5	
<a href="#">562112</a>	Hazardous Waste Collection	\$10.5	
<a href="#">562119</a>	Other Waste Collection	\$10.5	
<a href="#">562211</a>	Hazardous Waste Treatment and Disposal	\$10.5	
<a href="#">562212</a>	Solid Waste Landfill	\$10.5	
<a href="#">562213</a>	Solid Waste Combustors and Incinerators	\$10.5	
<a href="#">562219</a>	Other Nonhazardous Waste Treatment and Disposal	\$10.5	
<a href="#">562910</a>	Remediation Services	\$12.0	
<b>Except,</b>	Environmental Remediation Services <sup>14</sup>		500 <sup>14</sup>
<a href="#">562920</a>	Materials Recovery Facilities	\$10.5	
<a href="#">562991</a>	Septic Tank and Related Services	\$6.0	
<a href="#">562998</a>	All Other Miscellaneous Waste Management Services	\$6.0	

**Sector 61 - Educational Services****Subsector 611 - Educational Services**

<a href="#">611110</a>	Elementary and Secondary Schools	\$6.0	
<a href="#">611210</a>	Junior Colleges	\$6.0	
<a href="#">611310</a>	Colleges, Universities and Professional Schools	\$6.0	
<a href="#">611410</a>	Business and Secretarial Schools	\$6.0	
<a href="#">611420</a>	Computer Training	\$6.0	
<a href="#">611430</a>	Professional and Management Development Training	\$6.0	
<a href="#">611511</a>	Cosmetology and Barber Schools	\$6.0	
<a href="#">611512</a>	Flight Training	\$21.5	
<a href="#">611513</a>	Apprenticeship Training	\$6.0	
<a href="#">611519</a>	Other Technical and Trade Schools	\$6.0	
<b>Except,</b>	Job Corps Centers <sup>16</sup>	\$30.0 <sup>16</sup>	
<a href="#">611610</a>	Fine Arts Schools	\$6.0	

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# SMALL BUSINESS SUBCONTRACTING PLAN

## q When is a Subcontracting Plan required?

- **The contract or contract modification is expected to exceed \$500,000.00 dollars**
- **\$1,000,000.00 dollars for construction**
- **Include the value of options to determine whether the threshold (above) is met**
- **There must be subcontracting opportunities**
- **If it is determined there are no subcontracting opportunities, that determination must be approved at a level above the contracting officer and placed in the contract file**

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# FY 05 TARGETS

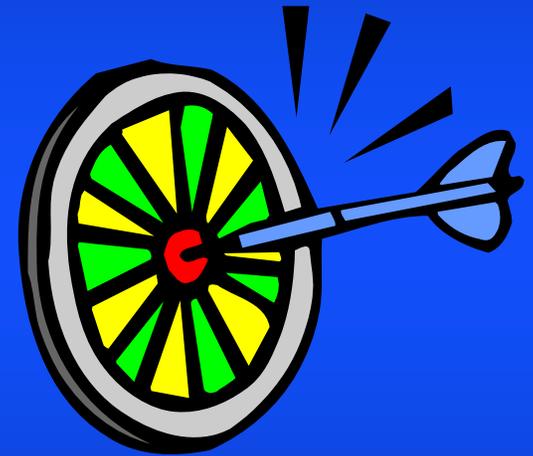
## U.S. ARMY CORPS OF ENGINEERS

### Prime Contract Awards

<b>Small Business</b>	<b>41.3 %</b>
<b>Small Disadvantaged Business</b>	<b>15.8 %</b>
<b>Women-Owned Small Business</b>	<b>5.6 %</b>
<b>HUBZone Small Business</b>	<b>7.5 %</b>
<b>Service-Disabled Veteran-Owned Small Business</b>	<b>1.0 %</b>
<b>HBCU/MI</b>	<b>13.9 %</b>

### Subcontract Awards

<b>Small Business</b>	<b>50.9 %</b>
<b>Small Disadvantaged Business</b>	<b>8.8 %</b>
<b>Women-Owned Small Business</b>	<b>7.2 %</b>
<b>HUBZone Small Business</b>	<b>2.9 %</b>
<b>Service-Disabled Veteran-Owned Small Business</b>	<b>0.5 %</b>



[Small Business Act (15 USC 644(g)  
Section 15(g)]



## Government Contracting

### Government Contracting

[What's New?](#)[What We Do](#)[Frequently Asked Questions \(FAQs\)](#)[Programs to Assist Business](#)[Resources & Opportunities](#)[Contacts & Representatives](#)[Glossary](#)[Comments](#)[Search Contracting Only](#)[← Home for this Area](#) [Previous Location →](#)

### Contacts and Representatives to Assist Businesses

Go to [Viewing Utilities](#) for PDF files if necessary

1. [Subcontracting Opportunities Directory](#)  
A listing prime contractor doing business with the federal government.
2. [Procurement Technical Assistance Centers \(PTACs\)](#)  
A listing of Department of Defense Procurement Technical Assistance Centers.
3. [SBA's Procurement Center Representatives \(PCR's\)](#), located in area offices, review and evaluate the small business programs of federal agencies and assist small businesses in obtaining federal contracts and subcontracts.
4. [SBA's Commercial Market Representatives \(CMR's\)](#), located in area offices, conduct compliance reviews of prime contractors, counsel small businesses on how to obtain subcontracts, conduct matchmaking activities to facilitate subcontracting to small business, and provide orientation and training on the Subcontracting Assistance Program for both large and small businesses.
5. [SBA's Certificate of Competency Representative \(CoC\)](#), certifies that one or more small business concerns possess the responsibility to perform a specific government procurement contract.
6. [Offices of Small & Disadvantaged Business Utilization \(OSDBU\)](#) OSDBU's were established under the authority of Public Law 95-507. They are responsible for promoting the use of small, small disadvantaged, (8a), HUBZone, veteran-owned, service disabled veteran-owned small firms, and women-owned small businesses in compliance with federal laws, regulations, and policies. They also assist such firms in obtaining contracts and subcontracts with federal agencies and their prime contractors.

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[REA V](#) = AR. CO. LA. NM. OK. TX.

[REA VI](#) = AK. AZ. CA. HI. ID. MT. NV. OR. UT. WA. WY. & Guam

**NEBRASKA & IOWA**

**DWIGHT JOHNSON (PCR)**

Area Nebraska District Office

145 Mill Valley Road  
Omaha, NE 68154-3949

Phone: (402) 221-7206

Fax: (402) 481-1770

Email: [dwight.johnson@sba.gov](mailto:dwright.johnson@sba.gov)

**ACTIVITIES COVERED**

Army Corps of Engineers—Omaha, NE

National Park Service, Regional Office -- NE

Dept. of Veterans Affairs Medical  
Center —Omaha, NE

Dept of Veterans Affairs Medical  
Center —Lincoln, NE

Dept of Veterans Affairs Medical  
Center —DesMoines, IA  
Offutt AFB—NE

**AREA V**

**AREA DIRECTOR**

**JOHN BATEMAN**

Office of Government Contracting

Small Business Administration

**AREA SUPERVISOR**

**DAVID MARTIN**

Office of Government Contracting

Small Business Administration

homeland Security  
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# Taking Action to Strengthen Small Business



President George W. Bush addresses the National Small Business Week Conference in Washington, D.C., Wednesday, April 27, 2005. White House photo by Paul Morse

## Fact Sheet: Supporting America's Small Businesses

**President Bush recognizes that supporting America's small businesses is critical to ensuring continued job creation.** Small businesses create two-thirds of new private sector jobs in America, employ more than half of all workers, and account for more than half of the output of our economy. Because small businesses are vital to our prosperity, the President has taken important steps to assist small businesses and the hard working people they employ by reducing taxes, encouraging investment, and removing obstacles to growth.

### Speeches and News Releases

April 27, 2005  
President Discusses Energy at National Small Business Conference



April 14, 2005  
Small Business Week, 2005

September 14, 2004  
Mrs. Bush's Remarks on Small Business

August 13, 2004  
President and Mrs. Bush's Remarks at Ask President Bush Event with Small Business Owners

June 17, 2004  
President Bush's Policies Support America's Small Businesses

[More News >>](#)

### Ask the White House

Hector Barreto  
CBA Administrator





# OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

**Stay Informed**  
LEARN HOW TO DO Business with the **ARMY**

**BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS**

Home Business Opps Register Tools Locations Login Search

**TOR-PROTÉGÉ**  
**MAN OWNED**  
/ SDB  
/ MI  
**ERAN OWNED /**  
**VICE DISABLED**  
**ZONE**  
**LL BUSINESS**  
**CONTRACTING**  
se Visit the  
**OCUMENT**  
**ORE**



**Welcome**  
The Army's Office of Small and Disadvantaged Business Utilization (OSADBU) welcomes you. Our vision is to be an integral part of the Army team and to help small businesses and America's Army meet the challenges of this century. Our goal is to establish the Army as the premier organization for the promotion of and *more from Director Tracey Pinson...*

Director:  
Ms. Tracey Pinson

**BUSINESS DEVELOPMENT CENTER**  
Helpful links on how to do business with the Army

**CALENDAR OF EVENTS**

**Hurricane Katrina Relief Efforts**  
Click here...  
Hurricane Relief Efforts

**The National HUBZONE Small Business Conference**  
Post Conference Website

**MESSAGES**

- ★ Director's Message
- ★ Expectations for Directors
- ★ Briefing Charts

**INFORMATION**

- ★ Business Development Center
- ★ Doing Business in Iraq
- ★ Future Combat Systems
- ★ Bundling Guidance
- ★ Army SADB Policy Letters

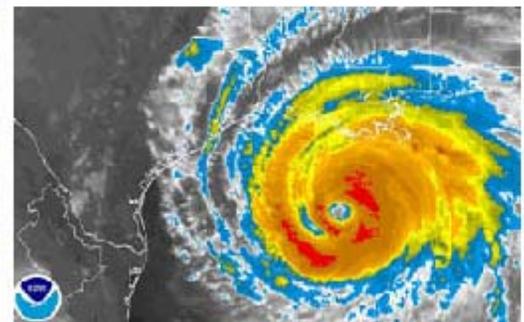
**FEATURES**

- ★ Document Store
- ★ SBA Announcement
- ★ DoD Small Business Training Conference - CANCELLED
- ★ American Freedom Festival
- ★ Hurricane Katrina Relief Efforts



- » Contact the Corps?
- » Find the Environmental Advisory Board?
- » Find Corps Photos?
- » Get a Job with the Corps?
- » Contract with the Corps?
- » Find Out About the Learning Organization?
- » Find the HQUSACE Library?
- » Topics A to Z
- » USACE Advanced Search
- » Site Map

### HURRICANES KATRINA AND RITA



### Search the HQ

Search

this web site

### HQ Links by Subject

HQ Links by Subject

### HQ Organizations

HQ Offices

### HQUSACE Intranet Links

- Headquarters Intranet
- HECSA IM Helpdesk
- HECSA Intranet
- HQ/HECSA Email Access
- ...

Please go to the US Army Corps of Engineers Home Page (<http://www.usace.army.mil>) for the latest on Hurricane relief efforts.

[Small Business Home](#)

[USACE](#)

[HQUSACE](#)

Search for:

 **16 May 2005**

**Army Transformation - Military Construction (MILCON) Program**

[Initiative Announcement/Synopsis](#)

[Modular/Prefabricated Forum](#)

Background: In April 2005, the U.S. Army Corps of Engineers conducted five industry and technical forums in order to perform market research to support the transformation of the Army's military construction program. All Market Research/Industry Forum Questions/Answers, Draft/Final Agendas, Slide Presentations, or other information relating to this Army Transformation MILCON Program will be distributed using the Federal Technical Data Solutions (FedTeDS) system. FedTeDS is a web-based dissemination tool. Interested bidders must register with [FedTeDS](#) before accessing the system.



**CHAMPIONS OF VETERANS ENTERPRISE**

USACE CONTRACTING OFFICES RECOGNIZED FOR PROVIDING OUTSTANDING SUPPORT OF SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS (SDVOSE) FIRMS. USACE RECEIVES 5 OF 15 SPECIAL RECOGNITIONS FOR CONTRACTING OFFICES MEETING OR EXCEEDING THE FY04 3% SDVOSE GOAL.

## Welcome to the Small Business Office

**SMALL BUSINESS OFFICE MISSION STATEMENT:** To sustain the Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers mission and strengthen our Nation's economic development.

**JUDITH W. BLAKE**

Chief, Small Business Office  
Associate Director, Small and Disadvantaged Business Utilization

**[Obtain contact information \(names, phone numbers, e-mail addresses\) for Small Business Specialists at all US Army Corps of Engineers offices.](#)**

Locate Corps of Engineers Contracting Offices close to you: [Contracting with the US Army Corps of Engineers](#)

Contact the Headquarters, US Army Corps of Engineers Small Business Office via the general e-mail box at: [SmallBusinessOffice@usace.army.mil](mailto:SmallBusinessOffice@usace.army.mil)



## U.S. ARMY CORPS OF ENGINEERS SMALL BUSINESS PROGRAM

**US Army Corps  
of Engineers**



[Small Business Home](#)

[USACE](#)

[HQUSACE](#)

Search for:

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### [Locations of Corps of Engineers Offices](#)

**Trying to contact someone at USACE concerning contracting opportunities?** [Here's a listing \(names, phone numbers and e-mail addresses\) of all Small Business Points of Contact within the US Army Corps of Engineers](#)

[Listing of all Small Business Specialists working within the Department of the Army](#)

**Trying to identify subcontracting opportunities?**

[Small Business Program](#)

[Who and What is the U.S. Army Corps of Engineers](#)

[Contracting with the U.S. Army Corps of Engineers](#)

[Conference Listing](#)

[Special Reports and Current News](#)

[Iraq Reconstruction Contracting Opportunities](#)

[Publications and Regulations](#)

- [Small Business Program Laws, Regulations, and Guidance](#)
- [USACE Publications](#)
- [U.S. Army Corps of Engineers Divisions and Districts](#)
- [Directorate of Military Programs](#)
- [Directorate of Civil Works](#)
- [DoD Environmental Restoration and U.S. Army Corps of Engineers Environmental Division](#)
- [Competitive Sourcing Website](#) (Contains information on the A76 studies being conducted by the Corps)
- [Advanced Contracting Initiatives](#) (Contracts awarded




# Partners in Transformation

December 5-7, 2005




**US Army Corps of Engineers**

**2005 USACE Small Business Conference**  
Crystal Gateway Marriott Hotel  
Arlington, VA

[Sign Up Now](#)

[Registration Information](#) | [Session Information](#) | [Networking Hall](#) | [Hotel Information](#) | [Conference Home Page](#)

**2005 USACE Small Business Conference**

**Crystal Gateway Marriott Hotel**  
Arlington, VA

**December 5-7, 2005**

Tuesday, October 4, 2005

The USACE Small Business Conference, hosted by the U.S. Army Corps of Engineers and the Society of American Military Engineers (SAME), provides a unique forum for businesses to partner with the U.S. Army Corps of Engineers and to pursue new contract opportunities.

This premier event brings together small business leaders and key USACE decision makers—the top-level commanders in the field in charge of acquisitions. It provides a forum for direct exchange of information and ideas among senior USACE officials and small business leaders.

**Invite a Colleague**

For information about the conference and technical support, please contact:

**Registration**

**Diane Schreiber**