



SMALL AND DISADVANTAGED BUSINESS UTILIZATION OFFICE

SMALL BUSINESS IS A-TEAM ACTIVITY

GET INTO THE GAME!



Agenda

Small Business Program Overview:

Carol McIntyre

District Small Business Message:

Hubert J. Carter, Jr. CENWO-SB

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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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 USACE**

- **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**

Teamwork



Project Delivery Team

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Small Business Office

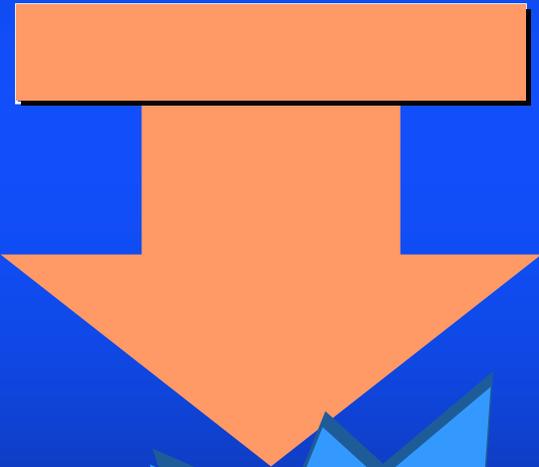
Commander

D-Commander

DD Engineer

Tribal Liaison

Business Dev



Small Business
Office



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.

Small Business Team

NWD Small Business Program: Carol A. McIntyre

Omaha District Small Business Program: Hubert Carter

Office of Government Contracting:

Jose Martinez - Procurement Center Representative

Karen Klam - Commercial Marketing Representative

Juan Rosenbaum - Assistance District Director, Section 8(a) and Business Development.

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**
- **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.**

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

Industry Exchange Forum

- **Input and Feedback**
- **Satisfy Regulatory Requirements**
- **Analyze and document Industry practices, trends and approaches**
- **Analyze, document capabilities of Industry (particularly SBCM) to compete, support and satisfy construction requirements.**
- **Notification: FAR 10(ii)©(vii)©(1)**

Notification

- **Market Research**
- **Coordinate with Procurement Center Representative (PCR)**
- **Affected Incumbent SBCM of intent to consolidate**
- **Inform Incumbent SBCM how to contact the appropriate PCR**

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**

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.

SBA OFFICES OF GOVERNMENT CONTRACTING

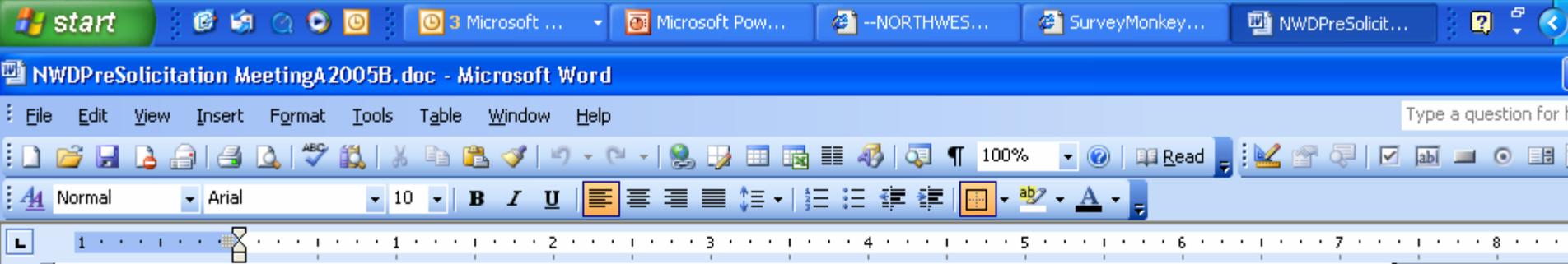
[AREA I](#) = CT. MA. ME. NH. NJ. NY. RI. VT. & Puerto Rico & the Virgin Islands

[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.



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>

<http://www.surveymonkey.com/s.asp?u=433321323853>



Northwestern Division, U.S. Army Corps of Engineers (USACE)

[Exit this survey >>](#)

PART A. FIRM PROFILE

1. Does your firm have

one office or more than one office

2. Please indicate how many offices your firm has in each Zone:

	0	1	2	3 or more
Zone 1	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Zone 2	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Zone 3	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Zone 4	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
Zone 5	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

3. Firm Name:

4. Is this a Joint Venture?

YES NO

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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Resources

Hot Items

SBA Programs

- SBA Programs
- All SBA Programs
- 8(a) Business Development
- Alliances
- Chief Financial Officer - CFO
- Chief Information Officer - CIO
- Disaster Assistance
- Entrepreneurial Development
- Financial Assistance
- Freedom of Information
- Government Contracting/Business
- Government Contracting
- Hearings and Appeals
- HUBZone
- Inspector General
- International Trade
- Investment Division (SBICs)
- Lender Oversight
- Native American Affairs
- National Advisory Council
- Ombudsman
- Press Office
- SBDCs
- SCORE
- Size Standards
- SDB
- Surety Guarantees
- Technology (SBIR/STTR)
- Veterans

Helping Small Businesses Succeed

Recovery Assistance for Hurricane Victims (More)



SBA Administrator Barreto tours the Houston Joint Field Office with FEMA.

Administrator Barreto thanks the Disaster Assistance teams for all of their hard work.

Your Local SBA Office

OFFICES IN EVERY STATE

please select **OR...** Find by zip code **GO**

SBA Partners

SCORE Counselors



Select a Custom View

- Starting Your Business
- Financing Your Business
- Managing Your Business
- Business Opportunities
- Disaster Recovery

Top News

- SBA Radio Spots, Print PSAs Alert Hurricane Victims To Low-Interest Loans for Recovery, Rebuilding.
- U.S. Small Business Administration Stands Ready To Assist Victims of Hurricane Rita [En Español](#)
- SBA's HUBZone Program Can Provide Economic Boost To Small Businesses Hurt by Base Closure and Realignment [En Español](#)
- Administrator Hector V. Barreto testifies on the SBA's Response to Hurricane Katrina

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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

SBA.gov // Small Business Size Standards

[The Basics](#)

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[What is a Small Business](#)

[Businesses determined to be](#)

["Other than Small"](#)

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[Contacts for more information](#)

[Fact Sheet - contract coding](#)

[FAQ about Size Standards](#)

[Glossary](#)

[Guide to Size Standards](#)

[HAZMAT Registration 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**

236115	New Single-Family Housing Construction (except Operative Builders)	\$28.5	
236116	New Multifamily Housing Construction (except Operative Builders)	\$28.5	
236117	New Housing Operative Builders	\$28.5	
236118	Residential Remodelers	\$28.5	
236210	Industrial Building Construction	\$28.5	
236220	Commercial and Institutional Building Construction	\$28.5	

Subsector 237 – Heavy and Civil Engineering Construction

237110	Water and Sewer Line and Related Structures Construction	\$28.5	
237120	Oil and Gas Pipeline and Related Structures Construction	\$28.5	
237130	Power and Communication Line and Related Structures Construction	\$28.5	
237210	Land Subdivision	\$6.0	
237310	Highway, Street, and Bridge Construction	\$28.5	
237990	Other Heavy and Civil Engineering Construction	\$28.5	
Except,	Dredging and Surface Cleanup Activities ²	\$17.0 ²	

Subsector 238 – Specialty Trade Contractors

238110	Poured Concrete Foundation and Structure Contractors	\$12.0	
238120	Structural Steel and Precast Concrete Contractors	\$12.0	
238130	Framing Contractors	\$12.0	
238140	Masonry Contractors	\$12.0	
238150	Glass and Glazing Contractors	\$12.0	
238160	Roofing Contractors	\$12.0	
238170	Siding Contractors	\$12.0	

Subsector 541 - Professional, Scientific and Technical Services

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

Subsector 562 - Waste Management and Remediation Services

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

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

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

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 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**

FY 06 TARGETS

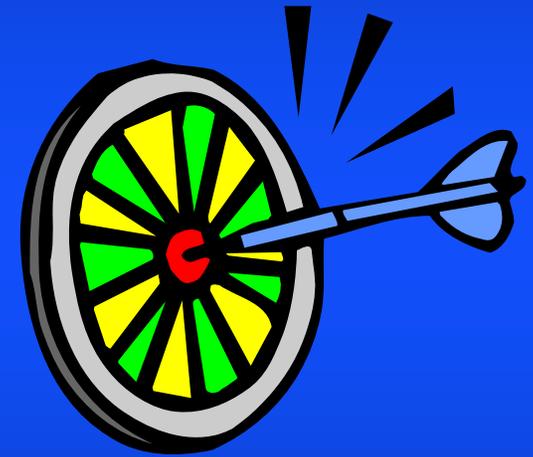
U.S. ARMY CORPS OF ENGINEERS

Prime Contract Awards

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

Subcontract Awards

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



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



Government Contracting

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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

Commercial Market Representatives (CMRs)

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[AREA 5](#) = AR. CO. LA. NM. OK. TX.

[AREA 6](#) = AK. AZ. CA. HI. ID. MT. NV. OR. UT. WA. WY.

AREA 1

Sean F. Crean (Maine/Vermont)

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E-mail: andrew.zuber@sba.gov

Larry Hansen (New Jersey)

Small Business Administration

Small Business Activities: 20-21 October 2005

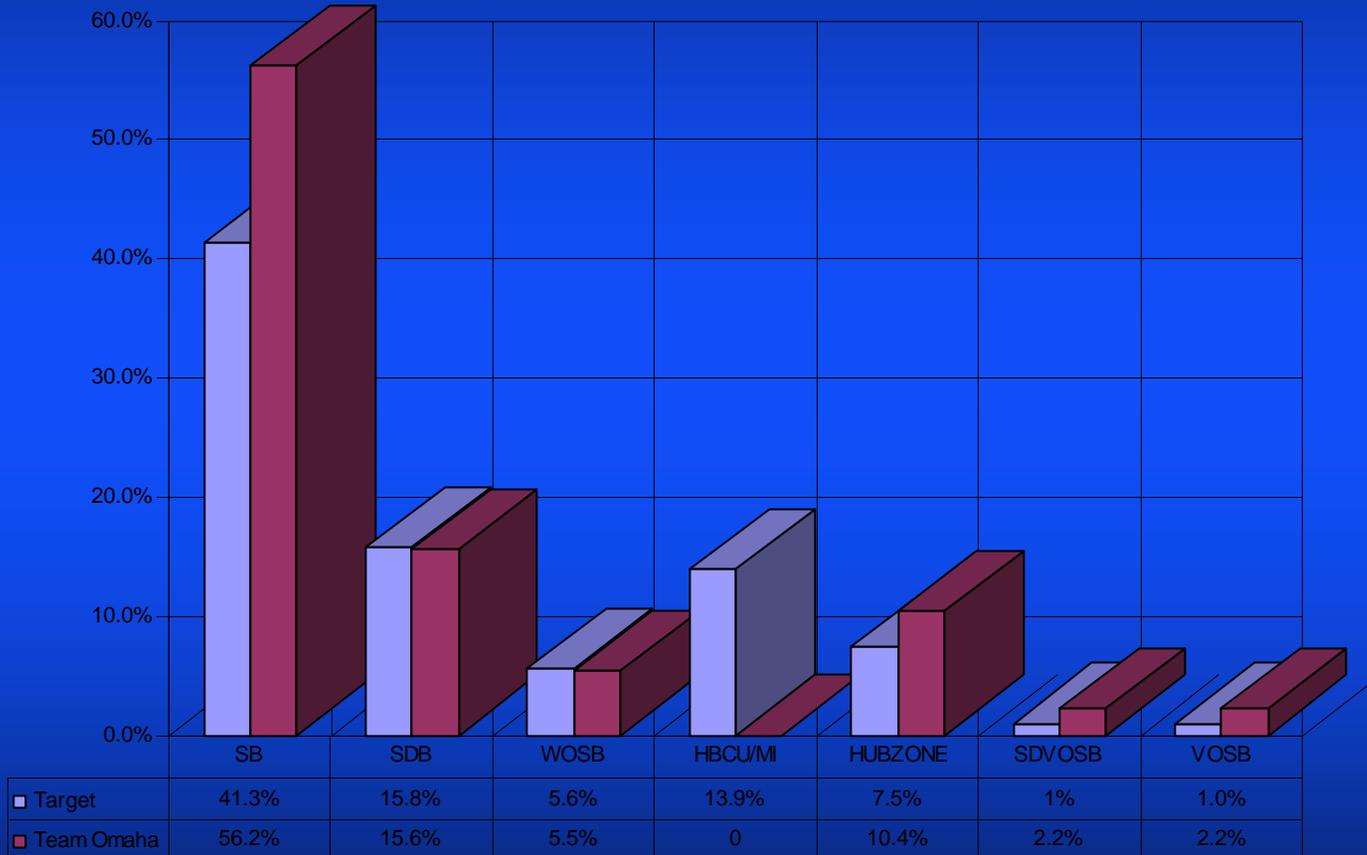
- **7:30-11:00: Rocky Mountain SADBOC Economic Breakfast, PPA Event Center, 2105 Decatur Street, Denver Colorado**
- **1:00-3:00: Subcontracting Training for Administrative Contracting Officers and Small Business Liaison Officers, SBA Colorado District Office, 721 19th Street, Suite 426, Denver Colorado.**
- **21 October 2005: Capability and Technical Qualification Interviews, 09:00-4:00, SBA Colorado District Office, 721 19th Street, Suite 426, Denver Colorado.**



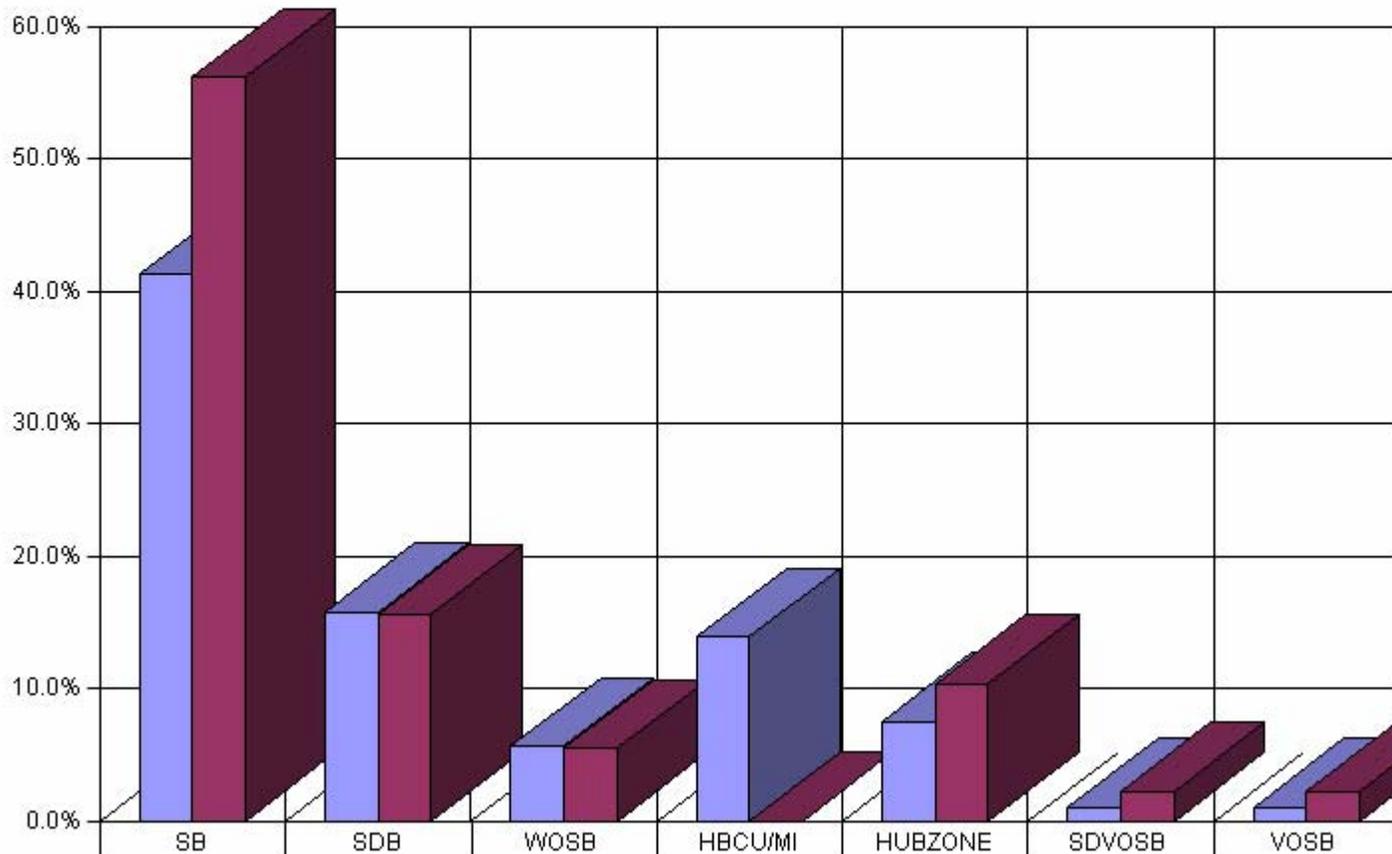
SMALL BUSINESS IS A-TEAM ACTIVITY

GET INTO THE GAME!

FY05 Small Business Performance



FY05 Small Business Performance



■ Target	41.3%	15.8%	5.6%	13.9%	7.5%	1%	1.0%
■ Team Omaha	56.2%	15.6%	5.5%	0	10.4%	2.2%	2.2%

Small Business Community



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

Teamwork



Project Delivery Team

eland Security
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& Economy
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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

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- ▼ MAN OWNED
- ▼ SDB
- ▼ MI
- ▼ VETERAN OWNED /
- ▼ VICE DISABLED
- ▼ ZONE
- ▼ ALL BUSINESS
- ▼ CONTRACTING
- ▼ Visit the DOCUMENT STORE



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

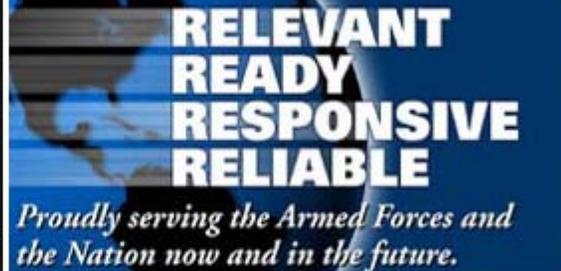


- MESSAGES**
- ★ Director's Message
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- INFORMATION**
- ★ Business Development Center
 - ★ Doing Business in Iraq
 - ★ Future Combat Systems
 - ★ Bundling Guidance
 - ★ Army SADBUs Policy Letters

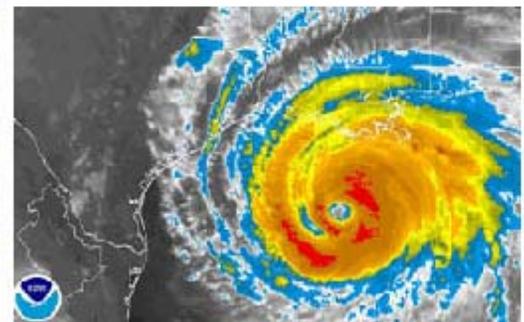
- FEATURES**
- ★ Document Store
 - ★ SBA Announcement
 - ★ DoD Small Business Training Conference - CANCELLED
 - ★ American Freedom Festival
 - ★ Hurricane Katrina Relief Efforts





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- » Find the Environmental Advisory Board?
- » Find Corps Photos?
- » Get a Job with the Corps?
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HURRICANES KATRINA AND RITA



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- Headquarters Intranet
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- 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.

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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



U.S. ARMY CORPS OF ENGINEERS SMALL BUSINESS PROGRAM

**US Army Corps
of Engineers**



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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

Federal OSDBU Directors Interagency Council

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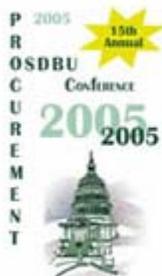
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General

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THANK YOU!

We appreciate and thank everyone who participated in and attended the 15th Annual OSDBU Procurement Conference

(Held on April 21, 2005 in Upper Marlboro, MD)

Key Issues and Topics

- [News](#)
- [Bundling](#)
- [Competitive Sourcing](#)
- [Recertification](#)
- [President's Management Agenda](#)

Working Groups

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The Department of Veterans Affairs' Center for Veterans Enterprise (CVE) has developed an Internet database of veteran-owned and service-disabled veteran-owned small businesses called "VetBiz Vendor Information Pages (VIP)"

U.S. Small Business Administration



Your Small Business Resource

News Release

PRESS OFFICE

Release Date: September 22, 2005

Contact: Tiffani Clements (202) 401-0035

Release Number: 05-55

Internet Address: <http://www.sba.gov/news>

SBA's HUBZone Program Provides Economic Boost To Small Businesses Hurt by Base Closure and Realignment

WASHINGTON – Small businesses affected by the military's Base Realignment and Closure (BRAC) Commission, can receive an economic boost from the U.S. Small Business Administration's HUBZone program. The HUBZone, or Historically Underutilized Business Zone, program helps small businesses located in economically distressed areas compete for federal contracts.

"All military establishments affected by BRAC will now be designated as HUBZones to spur economic growth in economically depressed areas for small businesses and stimulate growth in the nation's economy," said SBA Administrator Hector V. Barreto. "The President signed into



1. As a Prime Contractor, would you team – form a joint-venture with other firms in order to compete for that project? Or could you compete for the project as prime? Or with an Other Than Small Concern as a team member?
2. What size environmental service requirement are you able to and willing to compete for considering your location? Please define size in terms of dollar ranges \$1M-\$10M, \$10M-\$20M; \$20M-\$30M; >\$100M.
3. Can your firm demonstrate past performance and experience as a prime or subcontractor?
4. Does your firm/company have the capacity to successfully perform environmental service requirement on a regional basis? Have you competed for regional contracts? Regional for this purpose is defined as the SBA Region VII, VIII and X
5. Does your firm/company have the capacity to successfully perform environmental service requirement on a national basis? Have you competed for national contracts
6. Does your firm/company have the capacity to successfully perform environmental service requirement on an international basis? Have you competed for international contracts?
7. Do you think the proposed acquisition strategy affords you a fair opportunity to compete under full and open competition?
8. What comments and/or suggestions can you provide that might enhance Small Business Community member participation as prime contractors and subcontractors?
9. Do you have specific suggestions on how Other than Small concerns can utilize members of the Small Business Community?

C. We are interested in determining the availability of resources in the Industry to support this program. Please provide that information to us by answering the following questions, by providing any other information you think would assist us. (Attach sheets as necessary)

D. We are interested in your opinion of our SBA approach to executing this program. Please provide that information to us by answering the following questions, plus by providing any other information you think would assist us. (Attach sheets as necessary)

E. What type of performance incentives would be attractive to you as a contractor to perform the proposed requirements?




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