

U.S. ARMY CORPS OF ENGINEERS



Celebrating
135 Year Partnership
with Industry



MEMPHISDISTRICT



Industry
Day **2018**

WELCOME

WELCOME

U.S. ARMY CORPS OF ENGINEERS

MEMPHISDISTRICT



Industry
Day

2018

WELCOME

OPENING REMARKS

COL. Michael A. Ellicott

Memphis District Engineer & Commander

U.S. ARMY CORPS OF ENGINEERS

MEMPHISDISTRICT



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OPENING REMARKS

Honorable Jim Strickland

Mayor, City of Memphis

U.S. ARMY CORPS OF ENGINEERS

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WELCOME

OPENING REMARKS

Dr. Donna Peebles

Director, Office of Small Business Programs, USACE HQ

U.S. ARMY CORPS OF ENGINEERS

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Day **2018**

THE SMALL BUSINESS PERSPECTIVE

SBDC Southwest TN Community College

Rory T. Thomas

Executive Director

Tennessee Small Business Development Centers



for Business!

www.tsbdc.org



**SOUTHWEST TENNESSEE
COMMUNITY COLLEGE**

RORY T. THOMAS, EXECUTIVE DIRECTOR

U.S. Army Corps of Engineers Industry Day - May 30, 2018

Sbdc at a glance

- **SBA's largest matching-grant small business assistance program (nearly 1,000 centers)**
 - Assist future entrepreneurs in realizing dream of business ownership
 - Assist existing entrepreneurs in remaining competitive in the ever-changing global economy
- **Services delivered to clients through professional business counselors/specialists and consultants**
- **No cost for services!**
- **Two Locations:**
 - Southwest Tennessee Community College (8800 E. Shelby Dr.)
 - City of Memphis Business Development Center - 555 Beale St.



Free one-on-one business counseling



- Assistance with start-up information
- Assistance with preparing business plans
- Assistance with basic accounting principals
- Assistance with loan packaging, acquiring financing and cash flow analysis
- Assistance with basic tax planning and IRS requirements
- Assistance with the basics in getting started in government contracting
- Assistance with market research
- Assistance with strategic planning for growth and expansion
- Assistance with business management

Free training workshops/seminars



- Business Startup
- Business Planning
- Strategic Planning
- Access to Capital / Financing
- Marketing
- Social Media
- Government Contracting
- Business Taxes
- Human Resources Management
- QuickBooks
- Exporting and Importing
- Credit Repair
- Developing Great Customer Relations
- Growing Your Business Online
- Managing Risk
- Youth Entrepreneurship

SBDCNET.ORG



- SBDCNet is the official National Information Clearinghouse of the U.S. Small Business Administration
- Located at the University of Texas at San Antonio
- Produces a broad range of financial, market and demographic research reports customized to SBDC client's industry and geographic location

SBDCNet
National Information Clearinghouse

GOOGLE get your business online



**MEMPHIS
GET YOUR
BUSINESS
ONLINE**

with **Google**[™]

gybo.com



referenceusa



- ReferenceUSA is the leading provider in business and consumer research. ReferenceUSA helps clients create marketing plans, conduct competitive analysis and locate people. Database includes more than 24 million businesses and 262 million consumers.

ReferenceUSA

from **infogroup** | Reference Division

2017 tsbdc client impact



- **Client and Training Impact**

- 509 Clients
- 2,004 Counseling Hours
- 138 Clients received 5 hours or more of counseling
- 2,030 Training Attendees

- **Economic Impact**

- \$14,520,851 in Capital Infusion (debt and equity financing)
 - 284 jobs created
 - 126 jobs retained

Tennessee Small Business Development Centers



for Business!

www.tsbdc.org



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THE SMALL BUSINESS PERSPECTIVE

TN Procurement Technical Assistance Center

Russell Toone

Certified Contract Assistance Specialist

The University of Tennessee Procurement Technical Assistance Center (PTAC)



LEARN HOW TO DO BUSINESS WITH THE FEDERAL GOVERNMENT

How We Assist New Businesses

- **Understand the government's language**
- **Determine if government contracting is right for you**
- **Locate opportunities with Federal, State Governments**
- **Know about acquisition regulations and types of contracts**

Government Contract Assistance

- **Pursue subcontracting opportunities with Prime Contractors**
- **Tips on understanding Federal solicitations**
- **Guidance with developing proposal strategy**
- **How to be Successful**
 - **Start by visiting our website...www.ptac.tennessee.edu**

SAM.GOV

Tax ID#/Employee Identification No. (EIN)

<http://www.irs.gov/Businesses/Small-Businesses-&Self-Employed/How-to-Apply-for-an-EIN>

DUNNS NO.

<https://iupdate.dnb.com/iUpdate/viewiUpdateHome.htm>

NAICS Codes & Size Standards

<http://www.census.gov/eos/www/naics/>

Electronic Funds Transfer Information

Reps & Certs

- Good standing with IRS?
- Are You Owned By A Common Parent?
- Are You Owned By A Foreign Government?
- Who Is Responsible for Quoting?

FAR, Federal Acquisition Regulations

DFAR, Defense Acquisition Regulations

DEAR, Department of Energy Acquisition Regulations

GFAR, GSA Acquisition Regulations



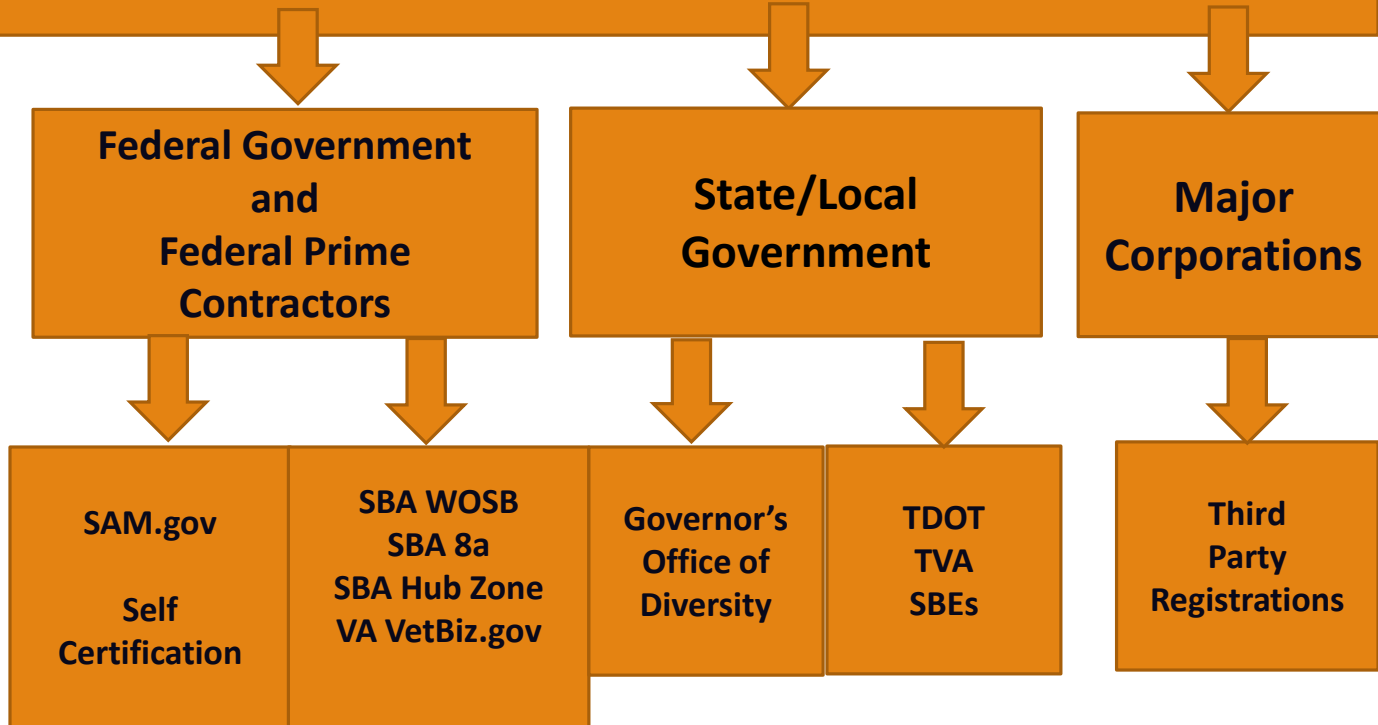
Socio-Economic Programs FAR 19

Federal Agency Procurement Goals:

Small Business Set Asides	7%
Woman Owned Business	5%
Minority Businesses	5%
SBA's 8(a) Certification	
Small Disadvantage Business	
Service Disable Veteran	3%
SBA HUB-Zone program*	3%
Total	23%

[*http://map.sba.gov/hubzone/maps/](http://map.sba.gov/hubzone/maps/)

TYPES OF CERTIFICATION PROGRAMS



Marketing Strategy

- Know the Agency's Mission
- Elevator Speech
- Who are the Large Primes?
- GSA/General Services Administration

Define Your Vision

In other words, how are you different from the next guy...



Who to Contact

Russell Toone, CCAS

Procurement Counselor

605 Airways Blvd

Jackson, TN 38301

(731) 425-4777

russell.toone@tennessee.edu



U.S. ARMY CORPS OF ENGINEERS

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THE SMALL BUSINESS PERSPECTIVE

U.S. Small Business Administration

LaTanya Channel

District Director, TN District Office

Eric Terrell

Memphis Senior Area Manager

U.S. ARMY CORPS OF ENGINEERS

MEMPHISDISTRICT

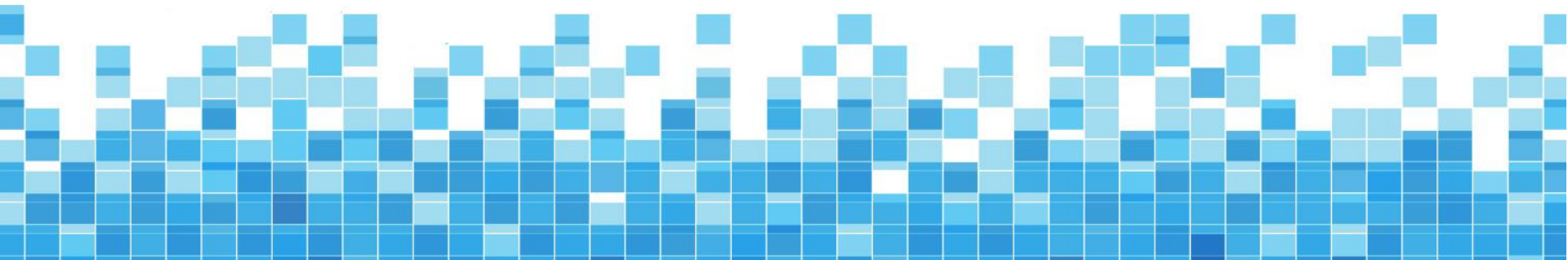


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THE SMALL BUSINESS PERSPECTIVE
U.S. Small Business Administration

Federal Certification Programs

8(a), HUBZone, Veterans, Women, Minorities





SBA Overview



U.S. Small Business Administration

U.S. Small Business Administration
2 International Plaza, Suite 500
Nashville, Tennessee 37217

800-733-2894
615-736-5881

www.sba.gov
www.sba.gov/tn



SBA MISSION

Small Independent federal agency - Created in 1953

Offices in every state and province

Main Mission:

- To help small businesses succeed
- To serve as the advocate for small business
- To be the nation's banker for disaster recovery loans



SBA FOCUSES ON THREE AREAS

1. Counseling and training services

- ☺ Resource Partners (SCORE\SBDC\WBC)
- ☺ SBA Economic Development Specialist

2. Government contracting

- ☺ Small Business Goals
- ☺ Self Certifications \ Formal Certifications

3. Access to capital

- ☺ Direct Disaster Loans
- ☺ Guaranteed Lending



Counseling and Training Services

SBDC (Service Corps of Retired Executives)

- Assist with loan applications.(business plans\financial statements etc.)
- Provide management and technical assistance.
- Typically located at colleges and universities.
- Combine resources of SBA, local government, private sector and academia

SCORE (Service Corps of Retired Executives)

- Business counseling and expertise (tries to match small business with counselor with experience in the related industry)
- online or in-person counseling

WBC (Women's Business Center)

- Business counseling and expertise (tries to match small business with

The mission of the SBA's Office of Government Contracting and Business Development is to increase small business access to procurement opportunities

23% of these dollars targeted to Small Business

- Small Disadvantaged Businesses (includes 8a): 5%
- Women Owned: 5%
- Service Disabled Veteran Owned: 3%
- Historically Underutilized Business Zone: 3%



Self-Certifications

- Small Business – NAICS Codes
- Woman-owned Business
- Veteran-owned Business
- Service Disabled Veteran-owned Business (VA certifies)

Formal Certification Programs

- 8(a) Business Development

Requires SBA Approval



- **8(a)** - Socially and economically disadvantaged firms enrolled in a 9-year business development program.
- **HUBZone** - Two main objectives of the HUBZone program are to stimulate job creation and capital investment in designated communities. Eligibility: Businesses located in areas identified as historically underutilized business zones, and with 35% of its employees living in HUBZones.
- **SDB** - Three-year certification for small, socially and economically disadvantaged firms eligible to receive prime and subcontract preferences.



LEARN MORE ABOUT CONTRACTING.....

In summary, you can be a success selling to the Federal Government with careful planning, Research, and solid performance.

Visit SBA's Contracting website: www.sba.gov/contracting

Register for an upcoming government contracting workshop/PTA 101 - www.sba.gov/tn

- Business Loans - **No Grants**
- Bank loan guaranteed by SBA



HOW DO SBA LOANS HELP?

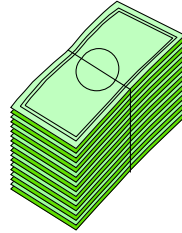


- An SBA Guaranty reduces a lender's exposure on the loan
- Allows lenders to offer additional loan products to customers who cannot meet their conventional loan policies:
 - ❖ Need a longer maturity
 - ❖ Insufficient Collateral
 - ❖ Insufficient Equity Injection
 - ❖ Risky Business (Startup and/or Industry Type)

HOW SBA LOANS WORK

- Always lender's option
- If lender doesn't mention - ASK!
- Lenders have applications
- Lender sends request to SBA
- SBA analyzes application, and informs lender of decision
- Lender informs borrower, closes the loan, disburses funds, collects payments and services the loan



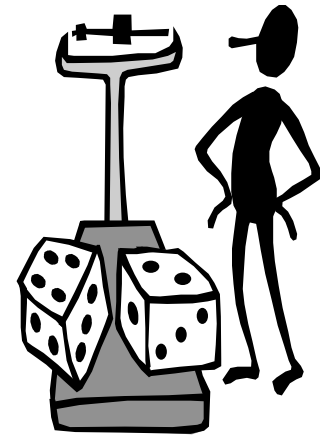


7(a) Loan Program

- **Financing options Up to \$5 million**
- **85% / 75% Government**
- **Flexible Maturities - Up to 25 years repayment**
- **Loan Proceeds must be used for business purpose** (can finance permanent working capital & lines of credit; real estate, machinery, equipment and inventory purchases; construction & leasehold improvements; refinance business debt; purchase of a business; and exporting)
- **Applicant and banker negotiates interest rate**

WHO'S ELIGIBLE?

- Small businesses
- Operate For profit
- Independently owned
- Most business types
- U.S. Citizen/Legal Resident
- Good character
- Good Business\Personal credit
- Repayment ability
- Borrower investment\equity
- Experience
- Collateral





WEBSITE: www.sba.gov

- Links to starting, expanding, financing your business
- Other important web-based info and sites
- Online Library (SBA publications, forms, other federal forms)

Link to TN Website www.sba.gov/TN

- About Us
- Counseling & Technical Assistance
- Calendars - small business training in TN
- Financing

Ready to Learn More About Business?



Find self-paced courses, videos and expert chats in the SBA Learning Center.

GET STARTED ▶





U.S. Small Business Administration

Thank you!



Eric Terrell
Senior Area Manager
Clark Tower
5100 Poplar Av
Memphis, Tennessee
901-494-6906

U.S. ARMY CORPS OF ENGINEERS

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BRAKE!!!

Please Be Re-Seated by 10:30 AM

NOTICE: Contractors present for the ACM discussions only. Please assemble in the Hall of Mayors location for your presentation.

U.S. ARMY CORPS OF ENGINEERS

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PROCUREMENT OPPORTUNITIES
City of Memphis

Joann Massey

Director, City of Memphis
Office of Business Diversity & Compliance



OFFICE OF BUSINESS
DIVERSITY & COMPLIANCE

"We Mean Business"

OBDC At A Glance

Joann Massey, Director

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About the Office of Business Diversity & Compliance

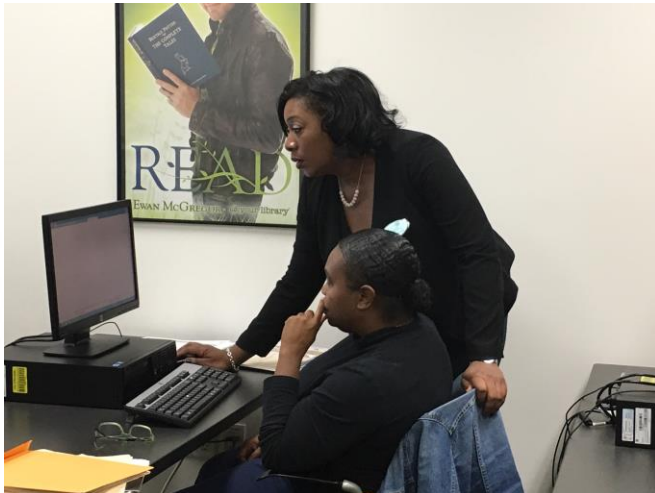
The primary mission of the Office of Business Diversity and Compliance (OBDC) is to increase the number of Minority, Women and Small Business Enterprises (MWSBEs) certified and registered with the City of Memphis as well as to diversify spending in city contracting. The OBDC is committed to assisting commercial companies with building their capacity so that they might better compete for opportunities in government contracting.

Joann Massey is the Director of the Office of Business Diversity and Compliance, appointed to manage the day to day activities and execute Mayor Jim Strickland's small, minority and women owned business initiatives. She is also tasked with managing all city resources related to the initiative and providing oversight for all quasi-governmental agencies, committees and commissions.

The office consists of two distinct units

- ***Contract Compliance and Certification*** Manages the EBO program and ensures the City of Memphis is in compliance with its spending. Provides in-house certification at no cost
- ***Business Services and Development*** Offers business assistance and education about doing business with the City of Memphis. Administers the City of Memphis micro-loan program

Our Role in the Business Community



The City of Memphis is intentional about doing business with MWSBEs. Through various program offerings and the implementation of the City of Memphis in-house certification, the City is committed to moving the needle with small and minority owned firms.

- Companies that source minority owned business or MWSBE suppliers can see benefits in the form of tax savings or credits for MWSBE-subcontracted work.
- A smaller minority and women owned business could offer more flexibility and agility in comparison to larger suppliers.
- Smaller MWBE companies could potentially offer cost savings due to passed-along supply chain and overhead cost savings.

Memphistn.gov/BDC · (901) 636-6210



City of Memphis In-House Certification



- Certified MWBEs are verifiably owned minority and women businesses.
- Certified MWBEs represent all industries and vary in terms of scale.
- Certification is free of charge- there are no fees associated with this process.

Memphistn.gov/BDC · (901) 636-6210



OBDC Programs and Initiatives

- Equal Business Opportunity Program
- Small Business Enterprise Program
- Propel: Diverse Business Accelerator
- Sub-to-Prime Program
- Contract Compliance Training
- We Mean Business Symposium
- Startup in a Day
- Business Development Center
- BDC Micro-Loan Fund
- Grow Memphis Loan Fund
- "I'm Certified... What's Next?" Workshop series



Business Development Center

One Stop Shop



Address:
555 Beale Street
Memphis TN, 38103

Hours of Operation:
Monday – Friday
8:30 a.m. – 5:00 p.m.

Telephone:
(901) 526-9300

Center Overview

The Business Development Center (BDC) provides free of charge business development assistance to business professionals of all industries.

Resource providers include:

- Memphis Area Minority Contractor's Association (MAMCA)
- Small Business Administration (SBA)
- TN Small Business Development Center (TSBDC)
- Black Business Association of Memphis (BBA)

Business Assistance:

- Access to Capital- Micro Loan and Grow Memphis Fund
- Contractors Assistance Program
- Business Plan Development/One-on-One Counseling
- Market Analysis/Research
- Business Development Seminars and Training
- Financial Management Assistance
- Resource Library with Computers/Internet Access

Memphistn.gov/BDC · (901) 636-6210



Equal Business Opportunity (EBO) and Small Business Enterprise (SBE)

Ordinance #5384 and #5366



Program Overview

- The Equal Business Opportunity (EBO) Program and the Small Business Enterprise (SBE) Program are administered by the Office of Business Diversity & Compliance (OBDC). It is the responsibility of the OBDC team to ensure that the legislative intent of City Ordinance #5384 and City Ordinance #5366, which created the EBO and SBE Programs are carried out in all procurement activities and opportunities.
- Areas of administrative authority and/or enforcement include areas of City procurement activity: construction, professional services, and goods & non-professional services.
- If a company plans to bid on City of Memphis contracts and is a certified MWSBE, it is to their benefit to register with Contract Compliance.

Memphistn.gov/BDC · (901) 636-6210



OBDC Registry



The OBDC has compiled a database of all firms that are registered as MBEs, WBEs, or SBEs with the City of Memphis.

Feel free to search the registry for all of your MWSBE sourcing needs!

<https://memphis.mwsbe.com/?TN=memphis>

Memphistn.gov/BDC · (901) 636-6210



Upcoming Bid Opportunities

- RFQ # 38858-2 – Police Uniforms – Technician Class
- RFQ # 38859-2 – Police Uniforms – Recruit
- RFQ # 38861-2 – Automotive Paints, Materials & Supplies
- RFQ # 38862-2 – Batteries
- RFQ # Easement Machine
- RFQ # 38909 – Janitorial Services for Central Library / Designated as a SBE Bid per Ordinance # 5366

Construction Projects:

All bidders must be licensed contractors as required by Title 62, Chapter 6, of the Tennessee Code Annotated. Bidders' license number, expiration date and that part of the classification applying to the bid must appear on the envelope containing the bid; otherwise the bid will not be opened - except if the bid amount is under \$25,000.00.

CERTIFICATION BY EACH BIDDER MUST BE MADE WITH RESPECT TO NONDISCRIMINATION IN EMPLOYMENT. THE CITY OF MEMPHIS ENCOURAGES THE PARTICIPATION OF SMALL AND MINORITY BUSINESSES IN THE PURCHASING PROCESS.

- RFQ # 3463 – Construction of MPD Holt Training Academy Driving Track Renovations
- RFQ # 3462 – Construction of FY2016 Roofing Maintenance

A Great Opportunity to do Business with the City



Business trends show that larger corporations have started sourcing minority business enterprises to a greater degree.

Numerous corporations are now enforcing supplier diversity requirements and policies in order to increase the number of minority business enterprises they source.

**We are working to increase the
number of certified MWBEs so
supplier diversity is easier for your
business to pursue!!**

Memphistn.gov/BDC · (901) 636-6210



City of 
Memphis

OFFICE OF BUSINESS
DIVERSITY & COMPLIANCE

“ We Mean Business ”

THANK YOU

Joann Massey, Director

OFFICE OF BUSINESS DIVERSITY & COMPLIANCE

City of Memphis – Finance Division

125 North Main, Room 546

Memphis, TN 38103

(901) 636-6210

bdcinfo@Memphistn.gov

www.memphistn.gov/bdc

U.S. ARMY CORPS OF ENGINEERS

MEMPHISDISTRICT



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PROCUREMENT OPPORTUNITIES

US Army Corps of Engineers

Marlan Snodgrass

Asst. Director, Mississippi Valley Division
Office of Small Business Programs

U.S. ARMY CORPS OF ENGINEERS

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Industry
Day

2018

PROCUREMENT OPPORTUNITIES

US Army Corps of Engineers

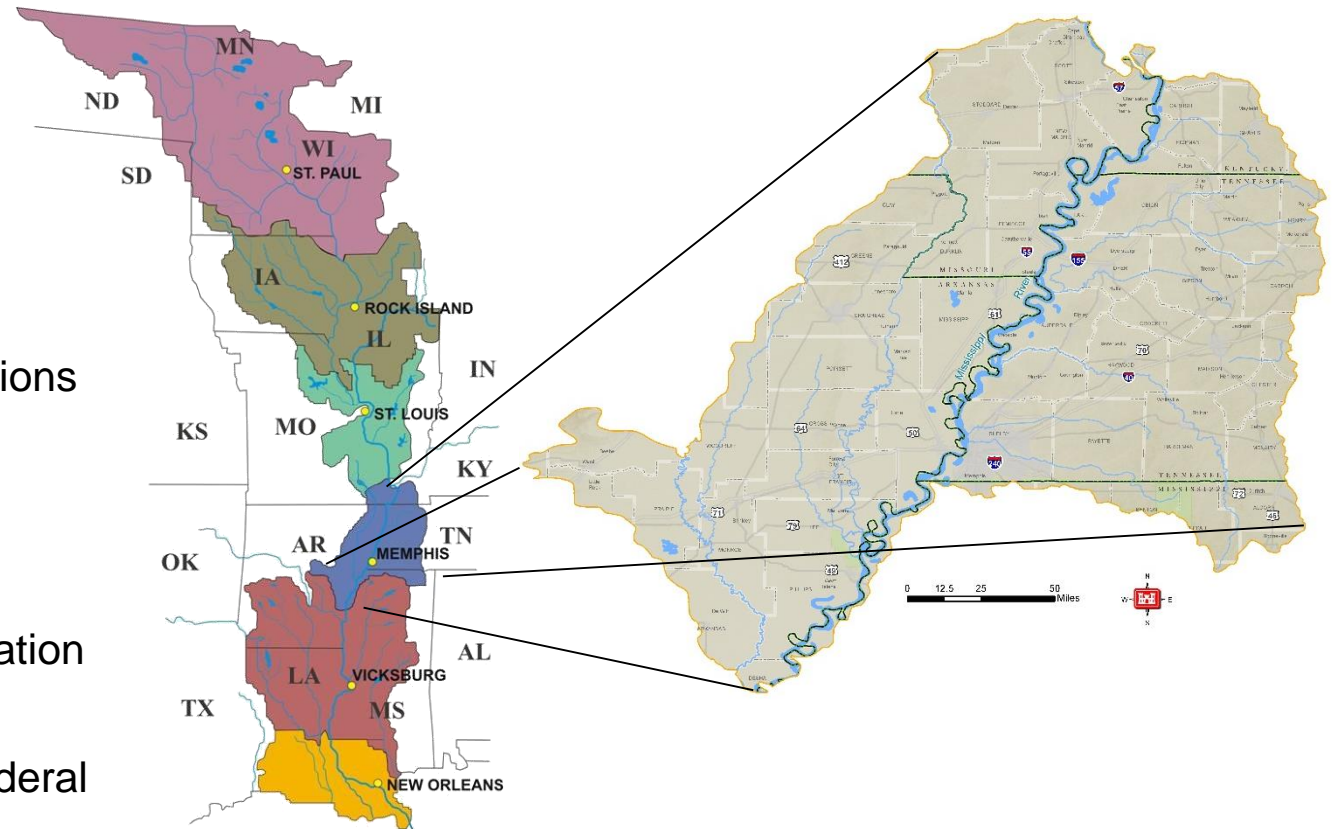
Thomas Mercer

Deputy, Small Business Programs

Memphis District

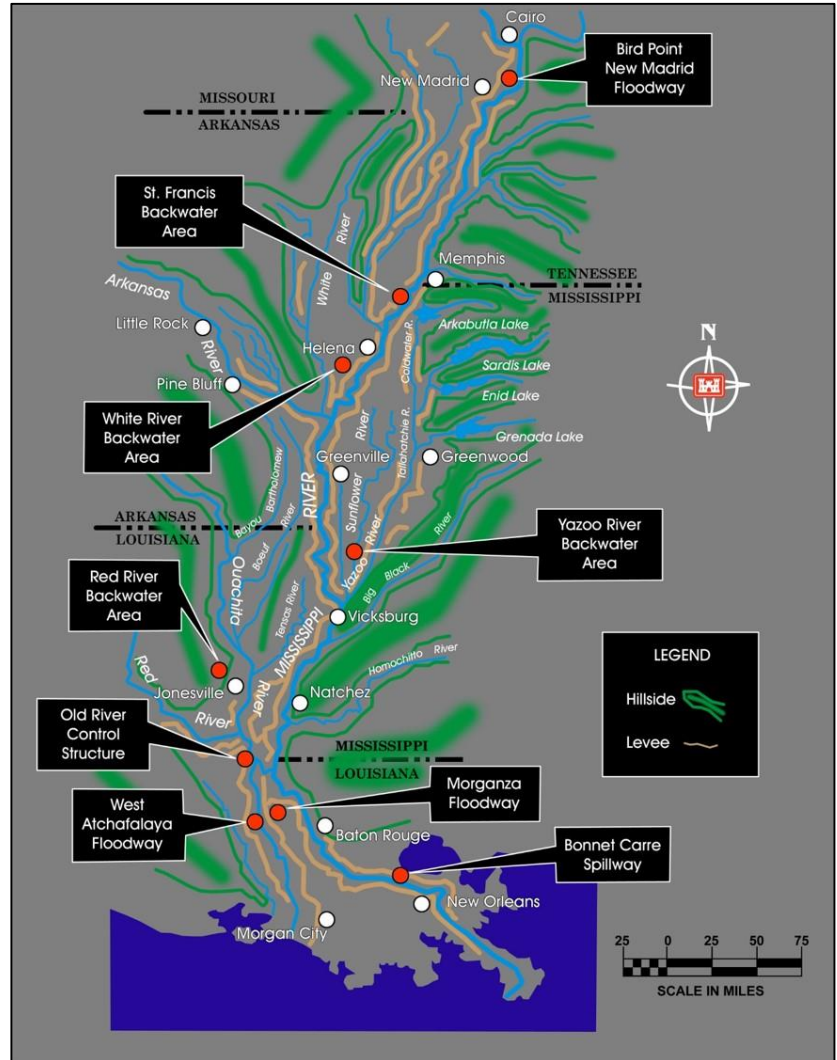
MEMPHIS DISTRICT AREA OF RESPONSIBILITY

- Portions of 6 States
- 12 Senators
- 10 Congressmen
- 400 Dikes
- 10 Harbors
- 3 Major Pump Stations
- St. Francis Basin
- 600 Miles of Navigation Channel
- 1,000+ Miles of Federal Levees



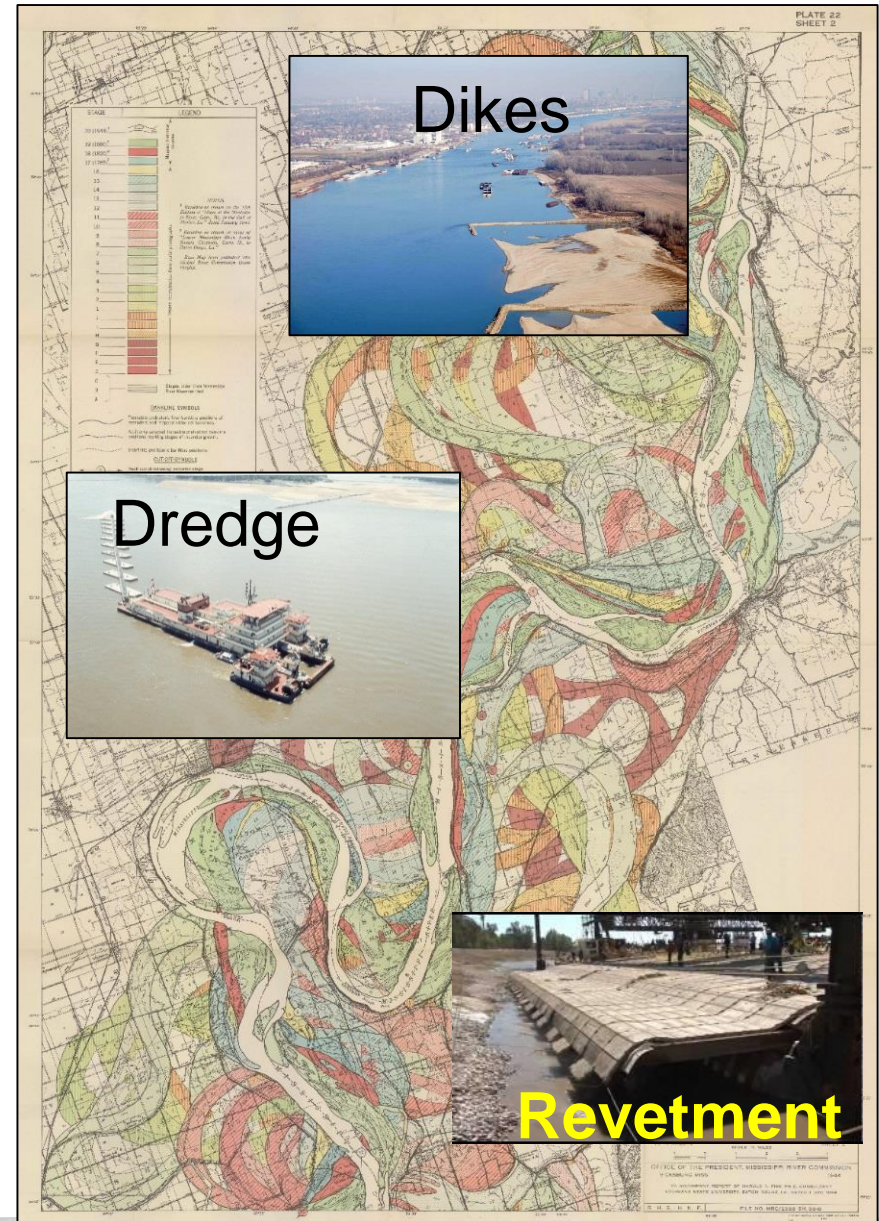
MISSISSIPPI RIVER AND TRIBUTARIES PROJECT

- Comprehensive Flood Control and Navigation Project
- Protects 36,000 square miles.
- Worlds Busiest Waterway
 - 11,000 vessels annually
 - 500 million tons of cargo
 - 60% of Nations' grains
 - 380,000 jobs
 - \$37 Billion in Revenue
 - \$3.8 Billion in Tax Revenue
- 46 to 1 return on investment



MR&T: CHANNEL IMPROVEMENT

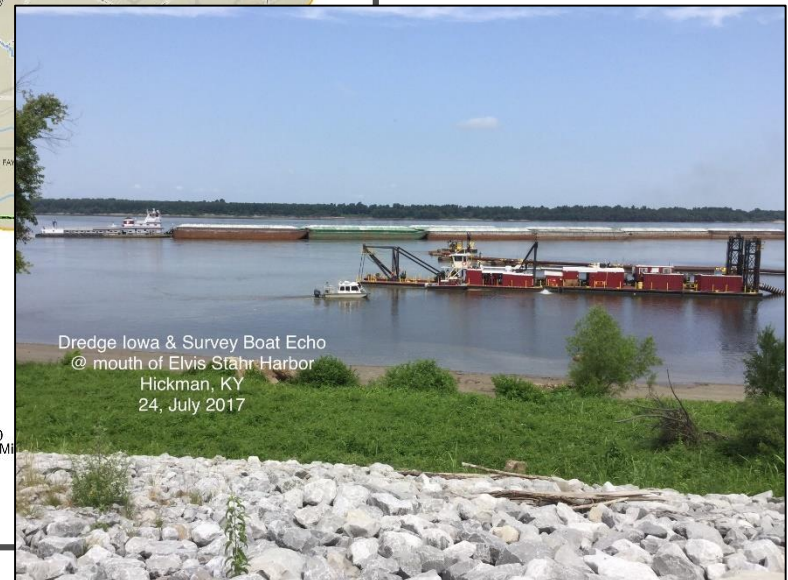
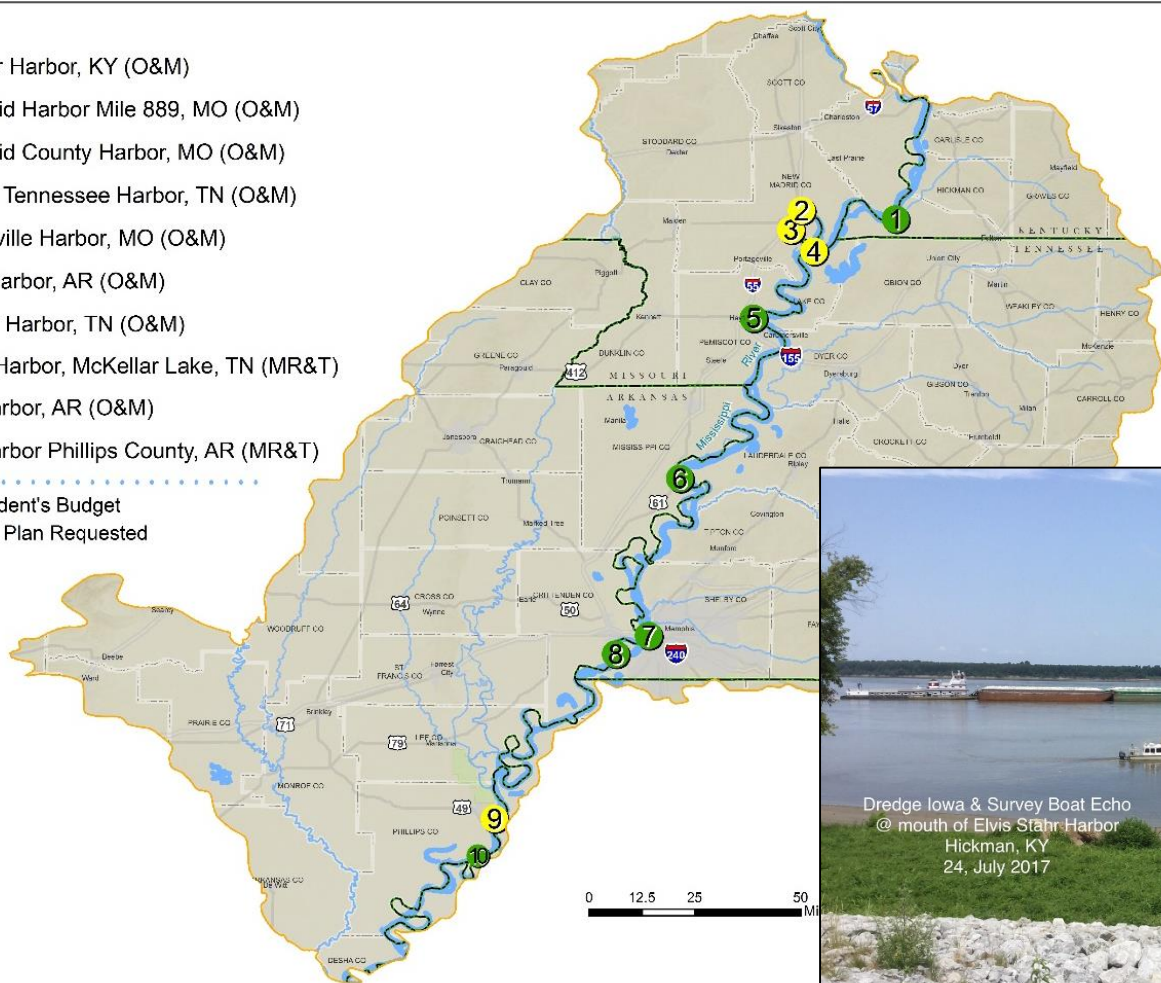
Channel Improvement Program prevents the river from forming new meanders and maintains an adequate depth for navigation.



OPERATION AND MAINTENANCE: HARBOR DREDGING

LEGEND

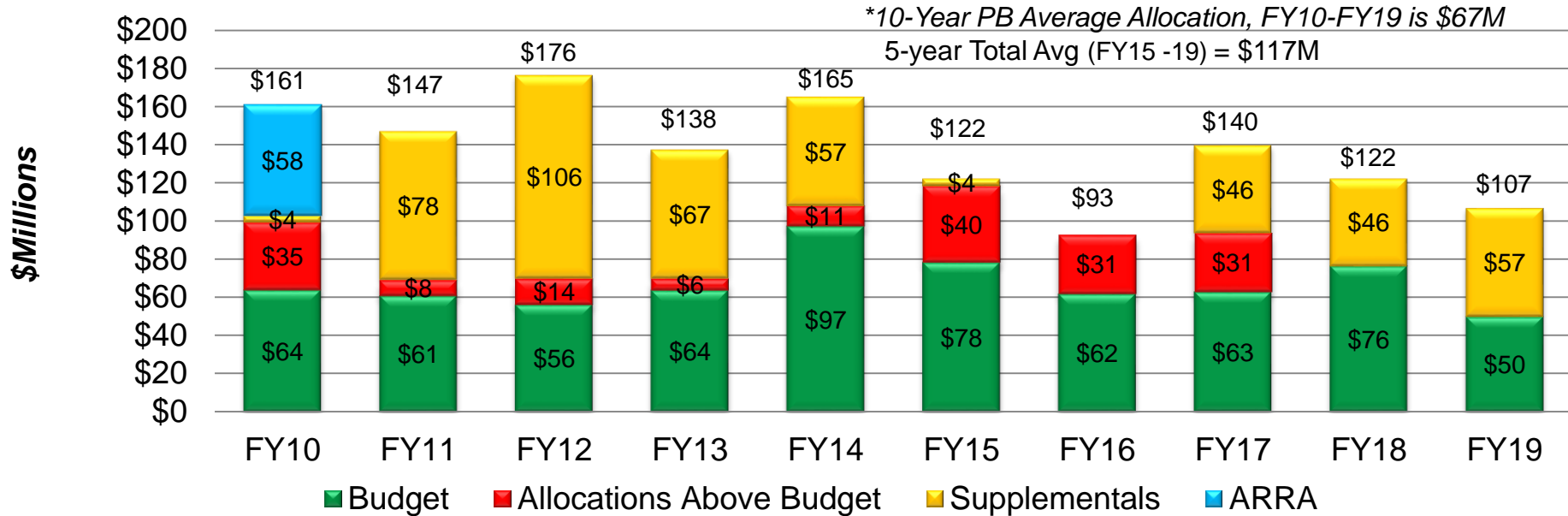
- 1 Elvis Stahr Harbor, KY (O&M)
 - 2 New Madrid Harbor Mile 889, MO (O&M)
 - 3 New Madrid County Harbor, MO (O&M)
 - 4 Northwest Tennessee Harbor, TN (O&M)
 - 5 Caruthersville Harbor, MO (O&M)
 - 6 Osceola Harbor, AR (O&M)
 - 7 Wolf River Harbor, TN (O&M)
 - 8 Memphis Harbor, McKellar Lake, TN (MR&T)
 - 9 Helena Harbor, AR (O&M)
 - 10 Helena Harbor Phillips County, AR (MR&T)
-
- FY18 President's Budget
 - FY18 Work Plan Requested



OTHER PROGRAMS



MEMPHIS DISTRICT FUNDING TRENDS



Program Execution:

\$ Obligations:

- FY15 Actual: \$134M
- FY16 Actual: \$ 99M
- FY17 Actual: \$131M
- FY18 Estimate: \$132M
- FY19 Estimate \$107M

Contract Awards:

- FY15 Actual: 25
- FY16 Actual: 27
- FY17 Actual: 37
- FY18 Estimate: 52
- FY19 Estimate: TBD

Amount to Small Business:

- FY15 Actual: \$68M
- FY16 Actual: \$55M
- FY17 Actual: \$84M
- FY18 Estimate: \$55M
- FY19 Estimate: TBD

FY17 Flood Supplemental:

\$149.3 million

- Mississippi River Channel Improvement - \$58.5 M
- Mississippi River Levees \$42.6 million
- St. Francis Basin \$40.2 million
- White River Backwater \$4.5 million
- Dyer County, TN Levee 3.0 million
- Helena City Harbor, AR \$500K

Memphis District Opportunities for Fiscal Years 2018 and 2019

PROJECT DESCRIPTION	LOCATION	RELEASE DATE	NAICS	COST RANGE	TYPE OF SET ASIDE	SOLICITATION TYPE
FY 19 Mississippi River Structures	Various Locations within MVM Boundaries on MS River	1st Quarter FY19	237990	\$125-\$150M	To Be Determined	IDIQ MATOC Base Yr + 4 Options
Non-Corrosive 16-Block Wire Mesh	Various Mat Casting Fields in MVM, MVK, MVN	4th Quarter FY18	332312	NTE \$25M	Small Business	RFP Base Yr + 4 Options
Articulated Concrete Mattress Pilot	Richardson Landing Casting Field, TN	3rd Quarter FY19	327390	\$5M-\$10M	To Be Determined	TBD
Miston, TN/Ridgely Levee Restoration and Berm Construction	Dyer County and Lake County, TN	4th Quarter FY18	237990	\$10M+	SDVOSB	IFB
Misc. Relief Wells: Below Commerce, MO	Near Commerce, MO	4th Quarter FY18	237990	\$1M-\$5M	SDVOSB	RFP
Misc. Relief Wells IL and MO	Near Cairo, IL and Chalreston, MO	4th Quarter FY18	237990	\$1M-\$5M	SDVOSB	IFB
Seepage West Memphis Levee, AR	Near Blytheville, AR	4th Quarter FY19	237990	\$1M-\$5M	To Be Determined	TBD
Rena Lara, MS Relief Wells Seepage Remediation	Near Clarksdale, MS	4th Quarter FY19	237990	\$500K-\$1M	To Be Determined	TBD
Trotters, MS Relief Wells Seepage Remediation	Near Maud, MS	4th Quarter FY19	237990	\$1M-\$5M	To Be Determined	TBD
Below New Madrid, MO Parcel 1	Near New Madrid, MO	4th Quarter FY19	237990	\$1M-\$5M	To Be Determined	TBD
Bayou Meto, AR Canal 1000 Phase 3.1	Lonoke, Arkansas Vicinity	3rd Quarter FY18	237990	\$10M+	Small Business	RFP
Below Piggot, AR Seepage Remediation	Below Pigott, Green County, AR	3rd Quarter FY19	237990	\$5M-\$10M	Small Business	IFB
Below Senath, MO Seepage Remediation	Below Senath, Dunklin County, MO	3rd Quarter FY19	237990	\$1M-\$5M	Small Business	IFB
Below Kennett, MO Seepage Remediation	Below Kennett, Dunklin County, MO	3rd Quarter FY19	237990	\$5M-\$10M	Small Business	IFB
Big Island, AR Seepage Remediation	Paragould, AR Vicinity	3rd Quarter FY19	237990	\$5M-\$10M	Small Business	IFB
White River Backwater Seepage Remediation	Near Mellwood, AR	3rd Quarter FY19	237990	\$1M-\$5M	Small Business	IFB
Farrenburg Levee Renovation, Phase 2	New Madrid, MO	3rd Quarter FY18	237990	\$1M-\$5M	Woman-Owned Small Business	IFB
Farrenburg Levee Renovation, Phase 3	New Madrid, MO	3rd Quarter FY18	237990	\$1M-\$5M	Woman-Owned Small Business	IFB
Farrenburg Levee Renovation, Phase 4	New Madrid, MO	2nd Quarter FY19	237990	\$1M-\$5M	To Be Determined	TBD
Aerial Brushkill	Various Locations in MO and AR	4th Quarter FY18	TBD	\$100K-\$500K	Small Business	Services IDIQ

SUPPLY AND SERVICES OPPORTUNITIES

▪ **SERVICES**

- Crane Inspections
- Fire Control Device Inspections
- Temporary Services Mowing Services
- Custodial Services Pest Control Services
- Construction Maintenance
- Propeller Refurbishing
- Propeller Fabrication
- Sandblasting and Painting

▪ **SUPPLIES**

- Equipment Rental
- Truck Delivered Stone
- Heavy Equipment Repair Parts
- Steel
- D6T VPAT LGP Bulldozers
- Excavators
- 120 Ton Crane
- Welding Supplies

U.S. ARMY CORPS OF ENGINEERS

MEMPHISDISTRICT



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PROCUREMENT OPPORTUNITIES

US Army Corps of Engineers

Timothy Pighee

Contract Specialist

Little Rock District

LITTLE ROCK DISTRICT



Civil Works

- Flood Risk Reduction: 14 reservoirs
- Navigation: McClellan-Kerr Arkansas River
 - 308 miles of navigable channel
 - 13 lock and dam structures
- Hydropower: 7 plants
- Recreation: 138 parks
- Water Supply
- Environmental Stewardship/Regulatory
- Emergency Management

Military Execution

State of Arkansas

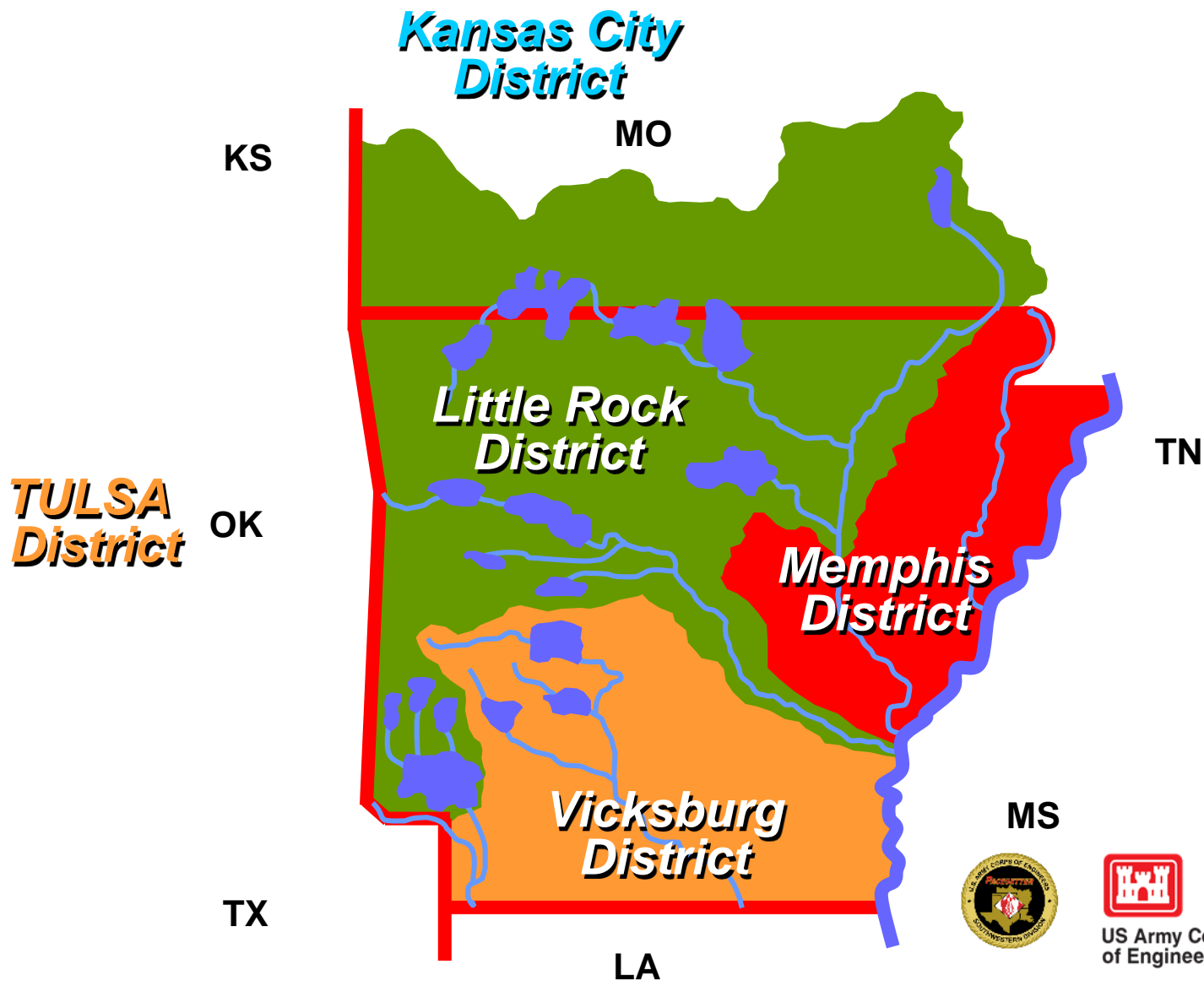
- Little Rock Air Force Base
- Pine Bluff Arsenal
- Fort Chaffee
- Support to USACE Southwestern Division
 - Fort Bliss/Fort Hood/WSMR/Fort Polk
 - DOE/DHS/VA
 - Medical Support-Construction, Renovation, & Initial Outfitting of DOD medical facilities worldwide



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DISTRICT BOUNDARIES



Recreation Contracting Opportunities

- Liquid Waste
- Boundary Maintenance
- Plumbing Maintenance
- Mowing
- Solid Waste Disposal
- Materials
- Park Maintenance
- Park Cleanup
- Buoy Maintenance
- Janitorial
- Electrical Maintenance
- Tree Maintenance
- Herbicide Application
- Park Attendants



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Civil Works Contracting Opportunities

McClellan-Kerr Arkansas River Navigation System (MKARNS)

- Dredging
- Bank Stabilization



DAMS & POWERHOUSES

- Construction
- Maintenance



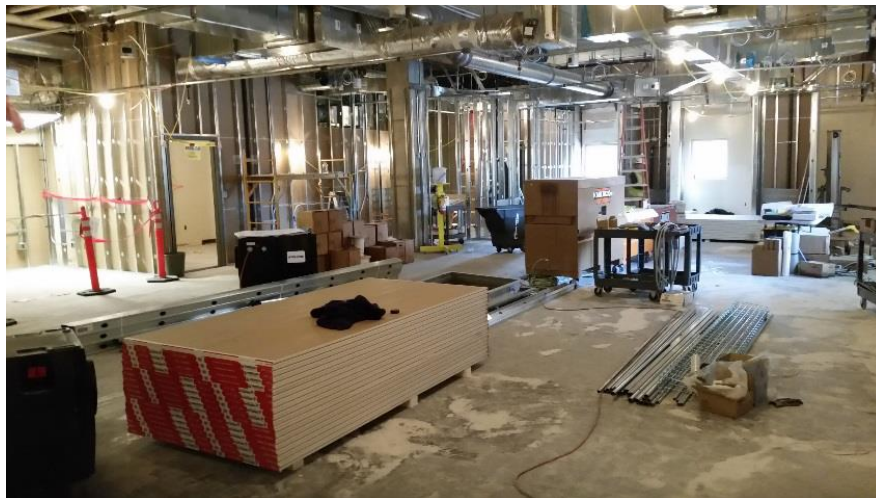
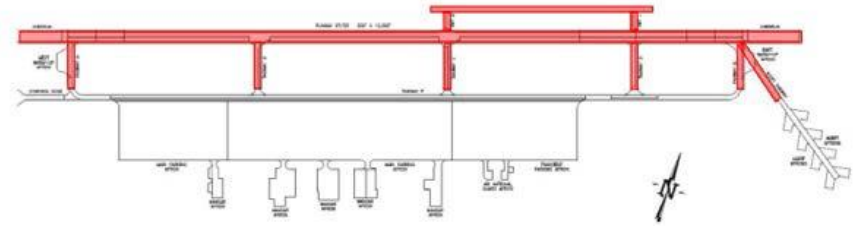
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Military Execution

Current Projects

- 63rd RSC Municipal Services



Future Projects

- Little Rock AFB 168 Room Dorm



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Medical Support Division



One of three USACE Districts supporting DOD health facilities worldwide

Three types of support provided:

- Design-Build Construction
- Engineering Infrastructure Repair (EIR)
- Initial Outfitting (supplies)

Customers:

- Air Force Medical Support Agency (AFMSA)
- Navy Bureau of Medicine and Surgery (BUMED)
- Army Medical Command (MEDCOM)
- Defense Health Agency (DHA)



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LITTLE ROCK DISTRICT NAVY / ARMY INITIAL OUTFITTING (IO) PROGRAM

IO is everything
not bolted down



FY18 Recreational Services

<u>PROJECT TITLE</u>	<u>LOCATION</u>	<u>AWARD</u>	<u>COST RANGE</u>	<u>SET ASIDE</u>
IDIQ Paving /Asphalt Repair	Clearwater Lake, MO	3rd Qtr	\$100-500K	Small Business
Maintenance IDIQ	Clearwater Lake, MO	3rd Qtr	\$100-500K	Small Business
Electrical IDIQ	Clearwater Lake, MO	3rd Qtr	\$100-500K	Small Business
Plumbing IDIQ	Clearwater Lake, MO	3rd Qtr	\$100-500K	Small Business
Tree Maintenance IDIQ	Clearwater Lake, MO	3rd Qtr	\$25-100K	Small Business



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FY18 Civil Works Projects

<u>PROJECT TITLE</u>	<u>LOCATION</u>	<u>AWARD</u>	<u>COST RANGE</u>	<u>SET ASIDE</u>
Raw Water Piping and Sump Pump Replacement	Norfolk Powerhouse	3rd Qtr	\$1-5M	TBD
Rehab Bridge Gantry Crane	Clearwater Dam	3rd Qtr	\$500K-\$1M	Small Business
Stator Repair and Rewedge	Beaver Powerhouse	3rd Qtr	\$1-5M	Unrestricted
Bank Stabilization, McClellan-Kerr Arkansas River Navigation System	Arkansas River	4th Qtr	\$5-10M	Small Business
Job Order Contract	AR/MO	4th Qtr	\$10-25M	8(a)



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FY19 Military Projects

<u>PROJECT TITLE</u>	<u>LOCATION</u>	<u>AWARD</u>	<u>COST RANGE</u>	<u>SET ASIDE</u>
Alter Hydrant Fuel System	Little Rock AFB, AR	FY19 4th Qtr	\$10-25M	TBD



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FY18 Medical Support Projects

PROJECT TITLE

LOCATION

AWARD

COST RANGE

SET ASIDE

Engineering Infrastructure

Repair (EIR), Air

Force Medical Support

Agency MATOC

CONUS

FY19

\$100-250M

8(a) Competitive



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FY18 Initial Outfitting

<u>PROJECT TITLE</u>	<u>LOCATION</u>	<u>AWARD</u>	<u>COST RANGE</u>	<u>SET ASIDE</u>
ARMY Walter Reed Institute of Research 511	Silver Springs, MD	4th Qtr	\$5-10M	Small Business
Army Research Institute of Environmental Medicine, Bldg 42	Natick, MA	3rd Qtr	\$1-5M	Small Business
ARMY MEDCOM G9 Office	Frederick, MD	3rd Qtr	\$100-250K	Small Business
NAVY Camp Lejeune 2nd Dental Battalion	Jacksonville, NC	4th Qtr	\$1-5M	Small Business
DHA Armed Forces Radiobiology Research Institute	Bethesda, MD	4th Qtr	\$1-5M	Small Business
NAVY AE Signage Design for Navy Medical Center	Portsmouth, VA	4th Qtr	\$250-550K	Small Business
DHA Walter Reed National Military Medical Center Addition/Alteration	Bethesda, MD	FY19	\$100-250M	TBD



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Additional Information

- Soila Reando –
dll-ceswdeputyforsmallbusiness@usace.army.mil

Website: <http://www.swl.usace.army.mil/Business-With-Us/Small-Business/>

- Contracting Division Central Telephone Line:
(501) 324-5720
- FEDBIZOPPS (W9127S): www.fbo.gov



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U.S. ARMY CORPS OF ENGINEERS

MEMPHIS DISTRICT



Industry
Day **2018**

PROCUREMENT OPPORTUNITIES

US Army Corps of Engineers

Elizabeth White

Deputy, Small Business Programs
Rock Island District

Doing Business with the Army Corps of Engineers, Rock Island District

Beth White

Deputy, Small Business Programs

US Army Corps of Engineers

Rock Island District

February 20, 2018



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BUILDING STRONG®



Today's Discussion

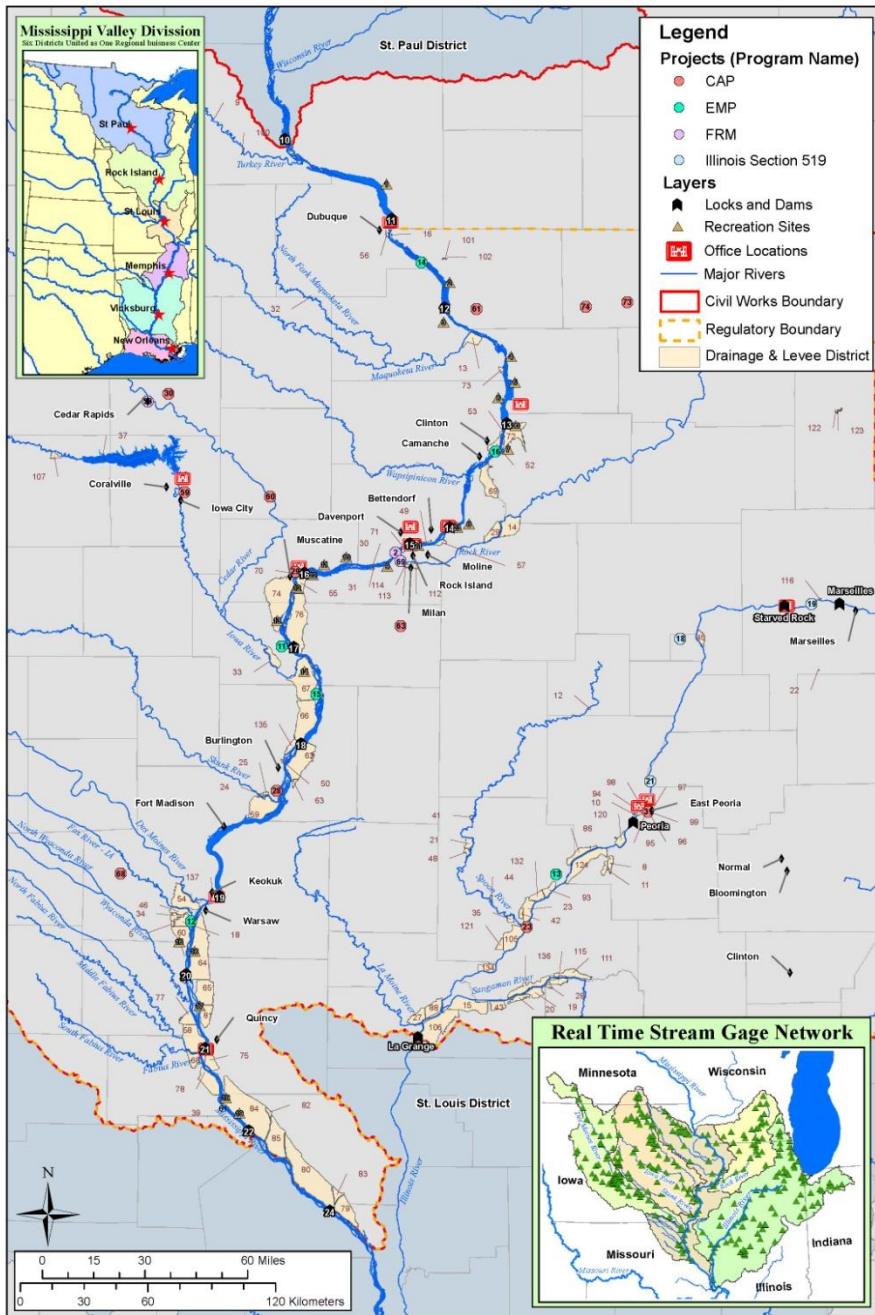
- Mission/What we Do
- Purchases
 - Historical
 - Forecasts
- Top NAICS
- Small Business Program
- What should you do?



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Rock Island District

- 78,000 Square Miles
- Operate 582 Miles of Navigation Channel
- 20 Locks and Dams
 - 12 on *Mississippi River*
 - 8 on *Illinois River*
- 5 Reservoirs
 - 3 *flood retention in Iowa*
 - 2 *dry in Illinois*
- 65 recreation sites
- 94 PL 84-99 Levee Systems totaling 817 miles

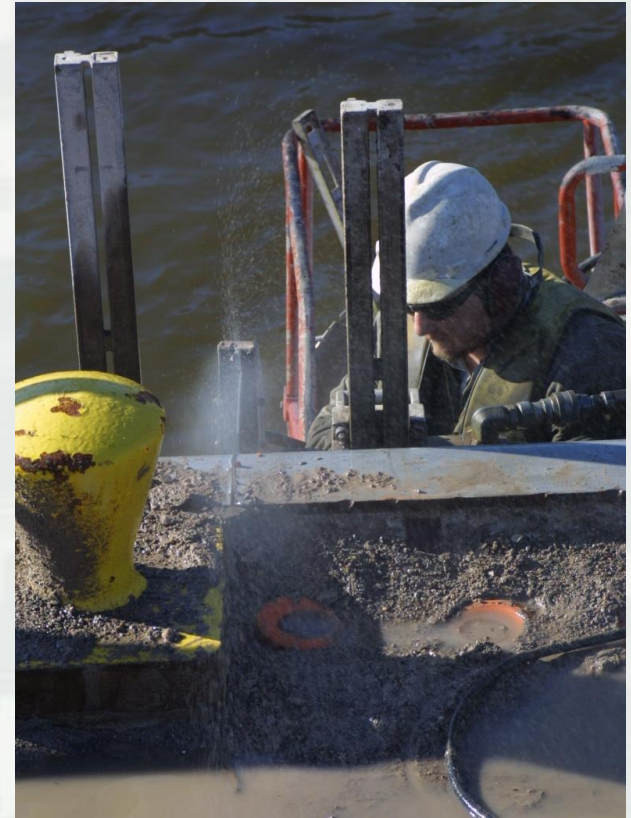


- Navigation
 - Construction
 - Repairs
 - Rehab
- Flood Risk Management
 - National Flood Fight Materiel Center (NFFMC)
 - Reservoirs
- Recreation
 - Roadwork
 - Facilities
- Environmental/Cultural
 - Studies
- Support to Military Programs
 - 88th RSC (IL/IN/MN/ND)
 - VA Facilities (IA)



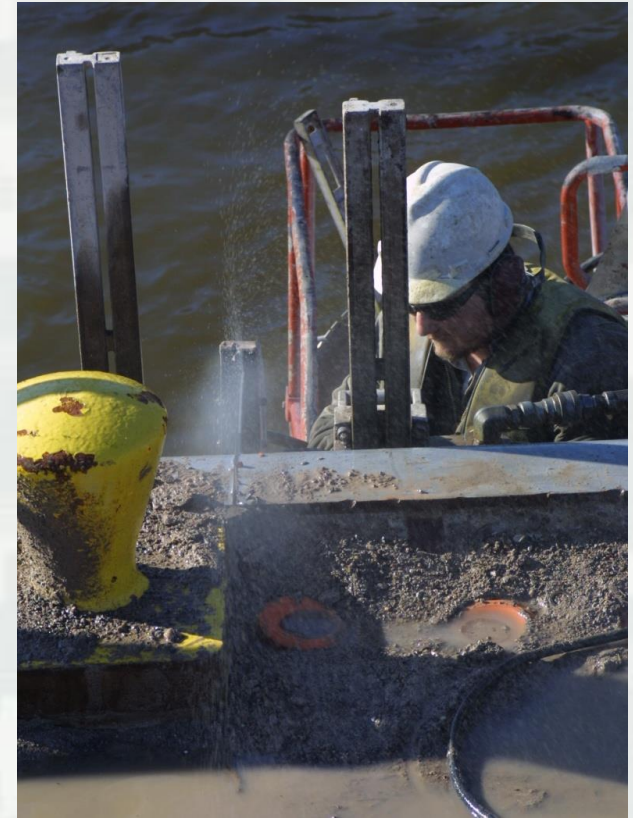
Historical Purchases

- Navigation
 - ▶ Service Bridge Repairs
 - ▶ Upper Bulkhead Recesses
 - ▶ Repairs of Pump Stations
- Flood Risk Management
 - ▶ Sandbags
 - ▶ Flood Barriers
 - ▶ Pumps
 - ▶ Transportation



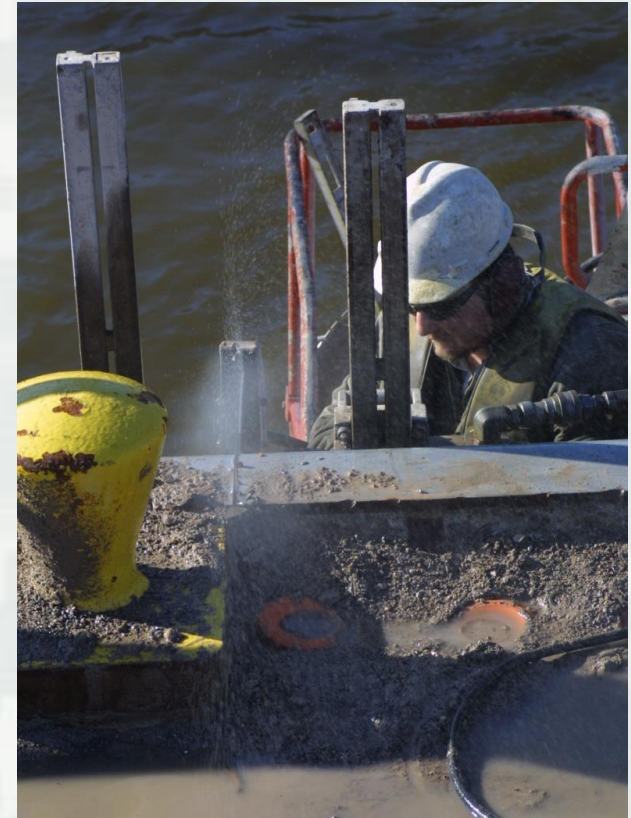
Historical Purchases (cont.)

- Recreation
 - ▶ Mowing/Trimming
 - ▶ Park Attendant
 - ▶ Asphalt/Roadwork
 - ▶ Trails (Construction)
 - ▶ Janitorial
- Environmental/Cultural
 - ▶ Studies
 - ▶ Assessments prior to Construction
 - ▶ Forestry Services
 - ▶ Water Quality



Historical Purchases (cont.)

- Support to the Military
 - ▶ 88th Facilities
 - HVAC/Electrical Systems
 - Vehicle Exhaust
 - Building Exterior Repairs
 - ▶ VA Facilities
 - HVAC/Electrical
 - Elevator Modernization
- Other
 - ▶ Leadership Development
 - ▶ Construction Quality Management Training
 - ▶ Snow Removal/Mowing Clocktower



Miscellaneous Supplies

Traffic Counters	Library Subscriptions	Slings
Guardrail Material	Project Office Repair Materials	LED Lights
Boats	Concrete	Tractors/Excavators
Propane/Fuel/Oil	Riprap	Fabricated Structures
Fire suppression Systems	Prefabricated Buildings	Fish Cleaning Stations



Forecasted Small Business Opportunities

- Mississippi River Project Office Dockwall Raise
- 88th RSC Projects
- Asphalt Paving
- Composite Wicket Gates
- UMRR Beaver Island (Ecological/Earthwork)
- ILWWPO Sheetpile Wall
 - ▶ <http://www.mvr.usace.army.mil/Business-With-Us/Small-Business/>



Forecasted Subcontracting Opportunities

- Starved Rock/Marseilles Upper Bulkhead Recesses
- L/D 15 Service Bridge Repairs
- Saylorville Supplemental Pump Station
- Red Rock Asphalt Paving
- Lagrange Major Rehabilitation



Top 10 NAICS FY2016-17

NAICS Code	Description
237990	Other Heavy and Civil Engineering Construction
561730	Landscaping Services
561720	Janitorial Services
236220	Commercial and Institutional Building Construction
332312	Fabricated Structural Metal Manufacturing
561110	Office Administrative Services
541330	Engineering Services
237310	Highway, Street, Bridge Construction
324110	Petroleum Refineries
811310	Commercial and Industrial Machinery and Equipment

Marketing Importance

- Our Website
- Sources Sought
- Your Registrations
- Social Media
- Capabilities Presentations
- Teaming
- FPDS (W912EK)



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Small Business Programs Office Initiatives

- List of available subcontractors/partners
- Monthly Marketing List
- Social Media Interaction
- List of contractors with subcontracting plans
- Industry Days
- Open Houses
- Quarterly communications
- What else?



Questions?

Beth White

- 309-794-5205
- Elizabeth.m.white@usace.army.mil
- <https://www.linkedin.com/in/beth-white-7550643b/>
- Twitter: @BethWhite_USACE

Agency Twitter/FB/App



U.S. ARMY CORPS OF ENGINEERS

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PROCUREMENT OPPORTUNITIES

US Army Corps of Engineers

Demetric Erwin

Deputy, Small Business Programs

Vicksburg District



U. S. Army Corps of Engineers, Vicksburg District

Memphis Industry Day

May 30, 2018



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**US Army Corps
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Vicksburg District

The Vicksburg District encompasses 68,000 square miles in Mississippi, Louisiana, and Arkansas. Seven major river basins fall into our jurisdiction including the mighty Mississippi, the Red, Ouachita, Pearl, and Yazoo Rivers. The District employs a diverse profile of professionals, over 1000 strong, divided between our Vicksburg, Mississippi headquarters and eleven field offices spread over all three states. Established in 1873, the District is a center of expertise for many engineering and environmental solutions and has been recognized as Vicksburg's second oldest business.

The Vicksburg District operates and maintains \$2.3 billion in real property and projects, which in turn has generated both direct and indirect economic benefits for the nation.

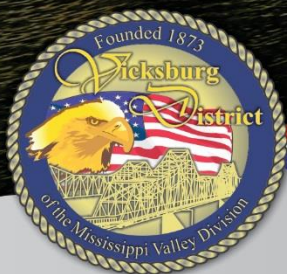
These benefits are exclusive of the Regional MR&T projects like Mississippi River Levees and Mississippi River Channel Improvement. In Fy 13, Direct Annual Benefits to the economy from projects within the Vicksburg District contributed roughly \$16 million for a total cumulative contribution of \$302 million. Direct benefits include hydropower production, water supply, and collected fees.

The success of the MR&T projects has also led to substantial Indirect annual economic benefits contributing \$827.7 million. Indirect benefits include flood damages prevented, transportation savings with our waterways, and recreation benefits. In FY 13, MR&T projects provided \$655 million in flood damages prevented with cumulative benefits to date of \$92.2 billion.



Vicksburg District Assets Include:

-  **9** watersheds in Arkansas, Louisiana, and Mississippi including Bayou Meto, Big Black, Boeuf Tensas, Homochitto, Mississippi, Ouachita, Pearl, Red, and Yazoo
-  **7** Mississippi River Ports handling over 8.5 million tons of cargo
-  **5** Red River Ports handling over 1 million tons of cargo
-  **12** locks and **9** dams on the Pearl, Red and Ouachita Rivers
-  **3** Power plants capable of generating 168,500 kilowatts of electricity
-  **10** Lakes with 1,673 miles of shoreline
-  **21** Pumping plants
-  **478** Flood control structures
-  **1,252** Miles of navigable channel
-  **1,910** Miles of levees, including 460 miles along the Mississippi River
-  **450,603** Acres of project and mitigation lands are managed for forestry and wildlife enhancement
-  **146** Recreation areas with 2,772 campsites and 1,529 picnic sites with estimated total visits of 8.1 million



Value to the Nation

TYPES OF WORK

CONSTRUCTION



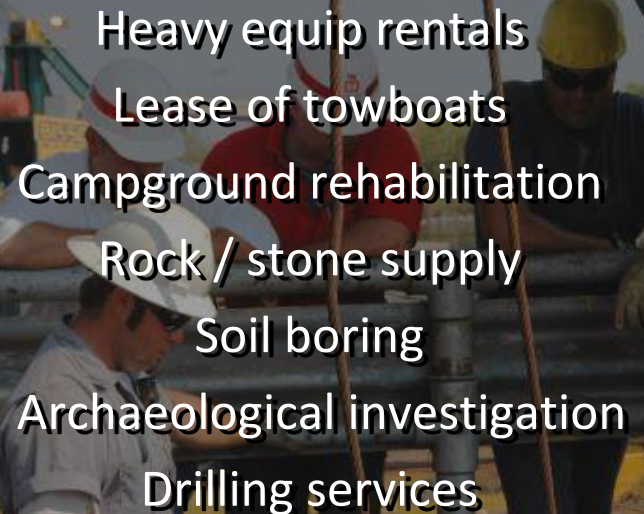
- Dredging
- Stone dikes
- Bridges
- Levee resurfacing
- Channel enlargement
- Relief wells
- Pumping stations
- Revetment
- Dike repair
- Levee construction

ENGINEERING SERVICES



- Surveying
- Mapping
- Construction inspection
- Engineering studies
- Engineering design

OTHER SERVICES



- Heavy equip rentals
- Lease of towboats
- Campground rehabilitation
- Rock / stone supply
- Soil boring
- Archaeological investigation
- Drilling services

VICKSBURG DISTRICT

FY 2018 PROPOSED NEW PROJECTS

* Schedules and values may change based on availability of funding and other factors.

Project	Location	Release Date	NAICS	Range	SB Set Aside	Solicitation Type
Combination Riser Pipe Erosion Control Structure and Bank Stabilization	Marshall and Desoto Counties, MS	4 th Qtr	237990	\$1M-\$5M	TBD	IFB
Box Culvert Control Structure	Yalobusha County, MS	4 th Qtr	237990	\$1M-\$5M	TBD	IFB
Riser Pipe Erosion Control Structure	Webster and Calhoun Counties, MS	4 th Qtr	237990	\$1M-\$5M	TBD	IFB
Phase IV Sediment Reduction	Big Sunflower Basin Coahoma and Washington Counties, MS	4 th Qtr	237990	\$1M-\$5M	WOSB	IFB
Item 7D Phase I – Channel Improvement	Tallahatchie County, MS	4 th Qtr	237990	\$1M-\$5M	TBD	IFB
Monroe Floodwall Bank Stabilization	Monroe, LA	4 rd Qtr	237990	More than \$10M	TBD	TBD

VICKSBURG DISTRICT FY 2018 PROPOSED NEW PROJECTS

* Schedules and values may change based on availability of funding and other factors.

Project	Location	Release Date	NAICS	Range	SB Set Aside	Solicitation Type
Channel Improvement Mississippi Stone Repairs	Various Locations Between RM 616 and RM 326	4 th Qtr	237990	\$1M-\$5M	Unrestricted	IFB
Not less than 22" Dredge	MS Ports & Harbors Ouachita River	3 rd Qtr	237990	\$1M-\$5M	Unrestricted	IFB
Not less than 22" Dredge	Red River	3 rd Qtr	237990	\$1M-\$5M	Unrestricted	IFB



Mississippi River Stone Repairs



Riser Pipe Control Structure



Dredge Bourinquen near Vicksburg Harbor

ACQUISITION WEBSITES

MVK Contracting Office:

www.mvk.usace.army.mil/BusinessWithUs/Contracting

Federal Business Opportunities:

www.fbo.gov Keyword **“W912EE”**



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CEMVK-SB
4155 East Clay Street
Vicksburg, MS 39183-3435
www.mvk.usace.army.mil



Demetric Erwin
Deputy for Small Business Programs

**US Army Corps
of Engineers.**
Vicksburg District

Phone: (601) 631-5951
Fax: (601) 631-5345

Email: Demetric.Erwin@usace.army.mil



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U.S. ARMY CORPS OF ENGINEERS

MEMPHISDISTRICT



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CLOSING REMARKS

COL. Michael A. Ellicott

Memphis District Engineer & Commander

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Introductions for Networking Discussion

Thomas Mercer

Memphis District

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NETWORKING

