



# **GENERAL MEMBERSHIP MEETING**

**Crystal Gateway Marriott**

**December 1, 2004**

# Slide Presentations

## SEBAC Top Issues for 2004

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## Small Business Issues

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**TOP ISSUES FOR 2004  
STATUS REPORT**

**General Membership Meeting  
Arlington Virginia  
December 1, 2004**



# ISSUE

1. Army Contracting Agency (ACA) —
  - Voiced opposition to ACA's by-passing small business procurement/FAR policies in its issuance of GFPRI contracts under GSA schedules.
  - Initiated letter writing campaigns to Senators Snowe and Kerry, Tracey Pinson (Director, OSDBU, Army) and Major Clark at SBA.
  - ACA changed its procurement strategies; SEBAC continues to monitor and challenge past and future practices to ensure small businesses get a fair shake.



# ISSUE

2. SBA's Proposed Rule to Restructure Size Standards
  - Submitted comments in support of the current 500 employee standard and to counter large businesses recommendations that the size standard be reduced to 200 employees.
  - SBA's withdrawal of proposed rule on June 29 can be considered a SEBAC victory.
  - SEBAC will be ready to act when SBA resubmits its proposed rule to restructure its size standards.



# ISSUE

3. Senate Energy and Resources Committee Hearing on the DOE Small Business Contracting Practices –
  - Appeared to be an attempt by big business to have SB subcontracting dollars count toward SB prime contracting goals.
  - Attended hearing, submitted comments and generated a letter-writing campaign in support of small business.
  - The Associate Deputy Administrator for Government Contracting and Business Development at SBA agreed with SEBAC's position that prime and subcontracting goals should remain separate - another SEBAC victory.



# ISSUE

## 4. SB Contracting in Iraq

- SEBAC companies in Iraq – ECC, TolTest, USA Environmental and Cape Environmental – proving that SBs can do the job.
- Meetings with personnel at USACE HQ and with Army Chief of Contract Policy in Iraq to promote SB's capability of competing for and completing prime contracts in Iraq.
- Gained support of Dean G. Popps, Principal Deputy, with the Office of the Assistant Secretary of the Army, Acquisition Technology and Logistics; at his request, SEBAC has prepared slides and a draft letter for his use in promoting small business prime contracts in Iraq.
- Stumbling block - Small Business Act does not apply to overseas procurements. Meetings at Senator Bennett's office and with Max Kidalov of the Senate Small Business Committee to consider appropriate legislative action.



# ISSUE

5. NAVFAC Southwest DIV. RAC IV, \$120 million unrestricted, cost type, 5-year contract
  - SEBAC position is that ceiling remain same, modify award to: one unrestricted and one Small Business.

# ***Headquarters U.S. Air Force***

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## **Small Business Issues**



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**Mary S. Urey**  
**Director, Small Business Office**  
**311<sup>th</sup> Human Systems Wing**  
**Brooks City-Base, Texas**  
**1 Dec 04**



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# Overview

- **Mentor Protégé Changes**
- **Subcontracting Plans and Source Selections**
- **Limitations on Subcontracting**
- **Teaming**
- **Websites**
- **Brooks City-Base Small Business Office POC**



# Mentor Protégé Changes

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- **Program extensions:**
  - **New agreements extended from 30 Sep 05 to 30 Sep 10**
  - **Performance extended from 30 Sep 08 to 30 Sep 13**
  - **Requirement for annual report from 2007 to 2010**
  
- **Addition of protégés**
  - **SDVOSB and HUBZone small business concerns**
  
- **DOD introducing legislative initiative allowing small businesses with successful SBIR phase 1 award to be eligible for consideration under MP**



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# **Subcontracting Plans and Source Selections**

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- **Source selection evaluation criteria at AFCEE**
- **Internal database**
- **DCMA and SBA cooperation**
- **RFP language**
- **Small businesses and subcontracting plans**



# Limitations on Subcontracting

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- Percentages outlined in FAR 52.219-14
  - Varies for Services, Supplies, Gen Const, Special Trades
  - If offeror is exempt from affiliation (ie bundled, exceed thresholds, SBA MP Joint Venture) and qualifies as a SB, performance of work requirements apply to the cooperative effort of the team or Joint Venture



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# Why Team?

- **Enables firms to complement each other's capabilities**
- **Enables firms to offer the best combination of performance, cost & delivery**
- **Enables SBs to effectively compete for larger scale requirements**



# Types of Business Relationships

- **Prime/Subcontractor Relationship**
  - Prime is responsible for contract performance
  - Government has privity of contract only with prime
  - Relationships normally identified before offer submitted
- **Joint Ventures**
  - Contract in Joint Venture's name
  - Contract performance responsibility lies with Joint Venture
  - Agreement must include sharing profits/losses proportionate to each party's contributions to business operation



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# Types of Business Relationships cont'd

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- **Others - Mentor Protégé**
  - **DOD and AF Mentor-Protégé Programs**
  - **<http://www.selltoairforce.org>**
  - **Certain exclusions for joint venture between SBA approved Mentor-Protégé Relationship (13 CFR 124.5)**



# Key Affiliation Concepts

- **Affiliation deals w/ business relationships a SB may have w/ other firms and how those relationships affect the size status of the SB**
  - **Prime-sub relationship that is not at arms length**
  - **Formal Joint Venture**
  - **Bus relationship outside particular contract that may cause affiliation**
- **Prime-subcontractor relationship is not synonymous with affiliation – i.e. there can be non-affiliated subcontractors**



# Key Affiliation Concepts (cont)

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- **Affiliation and Limitation of Subcontracting are separate issues**
  - ***Affiliation* deals with how business relationships can affect the size standing of a SB**
  - ***Limitations on Subcontracting* deals with how much work a SB can subcontract (*FAR 52.219-14*)**
  - **Both issues apply only if a contractor must be small to be eligible for award**



# Selecting Teaming Partners

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- **Compatible contractors**
- **Teaming agreement**
  - **All must understand terms and conditions of agreement**
- **Assess team member capabilities**
  - **Business, financial, other resources**
- **Assess team member past performance**
- **Assess legal constraints**
  - **Organizational conflicts of interest**
  - **Debarments/suspensions**
  - **Qualification requirements**
- **Assess team chemistry**
  - **Mgmt styles, corporate cultures, strategic visions**



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# Selecting Teaming Partners (cont)

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- **Air Force Small Business Environmental Database (AFSBED)**
  - <http://www.brooks-smallbusiness.com>
- **USAF Interactive Electronic Mall**
  - <http://www.selltoairforce.org>
- **SBA PRONET**
  - <http://www.ccr.gov>



# Teaming Benefits

- Teaming can expand opportunities
- Teaming can be a winning situation for all parties

**Coming Together is Beginning,  
Keeping Together is Progress,  
Working Together is Success  
~Henry Ford ~**



# Important Websites

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- Brooks City-Base [www.brookscity-base.com](http://www.brookscity-base.com)
  - Brooks City-Base SB Office [www.brooks-smallbusiness.com](http://www.brooks-smallbusiness.com)
  - AFCEE Business Opportunities [www.afcee.brooks.af.mil/pkv/business.asp](http://www.afcee.brooks.af.mil/pkv/business.asp)
  - Central Contractor Registration [www.ccr.gov](http://www.ccr.gov)
  - AF Mentor-Protégé Program [www.selltoairforce.org](http://www.selltoairforce.org)
  - Air Force Outreach Prog. Office [www.selltoairforce.org](http://www.selltoairforce.org)
  - Fed Biz Opps [www.fedbizopps.gov](http://www.fedbizopps.gov)
  - USAF Interactive Electronic Mall [www.selltoairforce.org](http://www.selltoairforce.org)
  - AF SB Environmental Database [www.brooks-smallbusiness.com](http://www.brooks-smallbusiness.com)
  - FAR on-line [www.arnet.gov.far](http://www.arnet.gov.far)
  - Procurement Tech Asst Center [www.sellingtothegovernment.net](http://www.sellingtothegovernment.net)
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- Access most all of these through [www.brooks.af.mil](http://www.brooks.af.mil) Business Opportunities



# 311 HSW SB and SBA Points of Contact

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## Small Business Office:

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# QUESTIONS & ANSWERS

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## Superfund/RCRA Regional Procurement Operations Division (SRRPOD)

Updated: 10/27/2004

### IMPORTANT WEBPAGES

OAM Homepage: <http://www.epa.gov/oam/>

Acquisition Forecast Database: <http://yosemite1.epa.gov/oarm/oam/forecastdatabase.nsf>

Active Contract List: <http://www.epa.gov/oam/ptod/activeindex.htm>

Superfund/RCRA Regional Procurement Operations Division (SRRPOD) Homepage:  
<http://www.epa.gov/oam/srpod/index.htm>

Federal Business Opportunities (FedBizOpps): <http://www.fedbizopps.gov>

### FORTHCOMING CONTRACTUAL ACTIONS

#### 1. START - Superfund Technical Assessment and Response Team III

**Purpose:** Technical support, assessment, response, and preparedness and prevention activities in support of EPA's mission.

**Description of Solicitations:** These solicitations will cover all ten regions and will be released starting 1<sup>st</sup> Qtr FY 05 and throughout the next fiscal year. The first of approximately 27 contracts should be awarded in 3<sup>rd</sup> Qtr (Apr 05) FY 2005 (at least 2 per region). R3 RFP was issued about Oct 29<sup>th</sup> and R1 was issued on Nov 11<sup>th</sup>, responses due 01/04/05. The New Revised Statement of Work (09/27/04) is currently online at:

<http://www.epa.gov/oamsrpod/ersc/extreme/index.htm>

POC: David Murphy, (202) 564-6595, [murphy.david@epa.gov](mailto:murphy.david@epa.gov)

#### 2. ERRS - Emergency and Rapid Response Services

**Purpose:** Fast, responsive environmental cleanup services for hazardous substances/wastes/contaminants/materials and petroleum products/oil.

**Description of Solicitation:** Previous solicitation cancelled. A new solicitation, PR-HQ-05-10133 will be issued o/a 12/04 for the Puerto Rico/Virgin Island. It will be a small business set aside. Anticipated award date is for 2<sup>nd</sup> qtr.

POC: Gloria Kane, (202) 564-4437, [kane.gloria@epa.gov](mailto:kane.gloria@epa.gov)

#### 3. Organic Analytical Services, SOM 1.0

**Purpose:** Sample analysis for the presence and concentration of organic analytes in water, soil, and waste matrices, aqueous low-concentration organic analyses, QA/QC, and data delivery.

**Description of Solicitations:** This solicitation will be for multiple award, IDIQ with a partial small business set-aside. The solicitation should be released o/a 11/04. It will be a 75% small business set-aside. The draft Statement of Work is available online: <http://www.epa.gov/superfund/programs/clp/som1.htm>

POC: Keith Upah, (202) 564-0870, [upah.keith@epa.gov](mailto:upah.keith@epa.gov)

#### 4. QATS - Quality Assurance Technical Service

**Purpose:** Provide Performance Evaluation Samples, tape and data package audits of analytical cases, laboratory on-site audits to assist in the technical assessment of a laboratory's analytical performance, analytical methods development and evaluation, development and testing of new or revised QC procedures, development and review of QA guidelines or plans, and statistical evaluation of analytical data and development of models of analytical performance.

**Description of Solicitations:** This solicitation will be a cost reimbursement contract with subcontracting opportunities. It is anticipated that the solicitation will be released during the 2<sup>nd</sup> Qtr FY 2005. The current contract period of performance ends November 15, 2005.

POC: Keith Stewart, (202) 564-1286, [stewart.keith@epa.gov](mailto:stewart.keith@epa.gov)

#### **5. ESAT - Environmental Services Assistance Team**

Purpose: Perform chemical and biological analysis, Field Analytical Screen Project activities, specialized analytical services support and data validation/data review support, review of site-specific quality assurance, site investigation and sampling plans support for the development of new analytical methods, and logistical and administrative functions.

Description of Solicitations: These solicitations will cover all ten regions and will be cost plus fixed fee, level-of-effort. These solicitations are intended to be released starting 2<sup>nd</sup> Qtr FY 2005 for award in 2<sup>nd</sup> Qtr FY 2006. Sources sought issued 10/15/04, with responses due 10/29/04.

POC: Richard Medlin, (202) 564-4476, [medlin.richard@epa.gov](mailto:medlin.richard@epa.gov)

#### **6. ESS - Enforcement Support Services**

Purpose: Enforcement support services include potential responsible party searches, negotiation support, expert/litigation support, cost recovery support, technical & administrative support, management support and project management.

Description of Solicitations: Region 7 will be awarded as a sole source to a Native American business. Solicitation pending, with an award anticipated by 12/04. Regions 5&6 - Solicitation closed, award anticipated by 11/04.

POC: Regions 5&6 - Charles Clemons, (202) 564-4482, [clemons.charles@epa.gov](mailto:clemons.charles@epa.gov)

#### **7. RAC - Remedial Action Contract**

Purpose: Provide all labor, materials, supplies, equipment, and services to perform environmental remediation activities at Superfund sites.

Description of Solicitation: During the next 12 months EPA is issuing a total of seven RACs2 RFPs covering Regions 1, 6, and 8. Regions 1 and 6 will likely be IDIQ/FR contracts and R8 will be CPFF/LOE contracts. R1 anticipates 2 full and open and 1 small business set-aside. R6 and R8 will each have 1 full and open and 1 small business set-aside. A R1 sources sought notice was issued 10/6, with a closing date of 11/16. For Regions 6 and 8 draft solicitations were published in 4th quarter '04 and final RFPs will be issued 1st quarter '05. RACs2 intended award dates are: R1 - Dec '05, R6 - Jul '05; R8 - Oct '05.

POC: Jennifer Cranford, (202) 564-0798, [cranford.jennifer@epa.gov](mailto:cranford.jennifer@epa.gov)

#### **8. ROC - Regional Oversight Contract**

Purpose: Technical support for oversight & enforcement of both CERCLA & RCRA activities of active, closing or former Federal Facilities

Description of Solicitation: There are several solicitations for half of the regions that should be issued 1<sup>st</sup> Qtr FY 05 and awards 3<sup>rd</sup> Qtr FY 05.

POC: Cynthia Frate, (202) 564-1046 [frate.cynthia@epa.gov](mailto:frate.cynthia@epa.gov) or Sallie McElrath, (202) 564-4441 [mcelrath.sallie@epa.gov](mailto:mcelrath.sallie@epa.gov)

#### **9. UST/LUST - Underground Storage Tanks/Leaking Underground Storage Tanks**

Purpose: Program and technical support for the UST/LUST program

Description of Solicitation: Solicitation closed. Anticipate an award 1<sup>st</sup> Qtr FY05.

POC: Charles Clemons, (202)564-4482 [clemons.charles@epa.gov](mailto:clemons.charles@epa.gov)

#### **10. REPA - RCRA Enforcement & Permitting Assistance**

Purpose: Program and technical support for the REPA program

Description of Solicitation: Current contracts due to expire in approx 2 years. Solicitations to be issued o/a 1st QTR FY06.

POC: Thomas Valentino, (202)564-4522 [valentino.thomas@epa.gov](mailto:valentino.thomas@epa.gov)

**Disclaimer: This information is a distillation of the Acquisition Forecast database and is intended to be used as a projection of contractual efforts.**

# Department of the Army Small Business Program



"Our Army at War - Relevant & Ready"

## 8TH ANNUAL ARMY CORPS OF ENGINEERS SMALL BUSINESS CONFERENCE

30 November 2004

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LTC James A. Blanco  
ASSISTANT TO THE DIRECTOR, OSADBU  
OFFICE OF THE SECRETARY OF THE ARMY



## OBJECTIVES



- **To Effectively Implement the Legislation/Regulations**
- **To Develop a Robust Training/Information Program**
- **To Achieve Results**



## Small Business Initiatives



### Leadership

- Executive Briefings to Key Leaders
- Strategic Partnerships w/ Other Agencies



### Acquisition Workforce

- Inter-agency Training Team
- DAU Courses
- Regional/National Training Conferences



### SDVOSBs

- Co-Sponsored Outreach Events
- Website
- Online Training



## ARMY PRIME CONTRACT AWARDS FY03 vs FY04



### FY 04 – 11/21/04

	FY 03 Total Dollars	FY 03 Achieved	FY 04 Total Dollars	FY 04 Achieved
US Business	\$ 48,576		\$55,275	
Small Business	\$ 13,596	28.0%	\$15,470	27.9%
Small Disadvantaged Business	\$ 4,268	8.8%	\$ 5,004	9.0%
Women-Owned SB	\$ 1,815	3.7%	\$ 2,029	3.7%
HUBZone Small Business	\$ 1,405	2.9%	\$ 1,573	2.8%
Service Disabled Veteran-Owned SB	\$ 100	0.2%	\$ 233	0.4%

DOLLARS SHOWN IN MILLIONS



## Inside the Numbers

- **Small Business: \$15.4B (Exceeded Target)**
- **Small Disadvantaged Business: \$5B (Exceeded Target)**
- **Women Owned: \$2B (First Federal Agency)**
- **HUBZone: \$1.5B (Highest in Federal Government)**
- **SDVOSB:**
  - Increased dollars from \$100M to \$232M
  - Increased percentage by 100%