Mobile Post Industry Day Workshop
USACE – Nashville District Small Business Overview

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Nashville District’s Civil Works boundary extends into 7 states covering 59,000 sq miles and 1,200 miles of navigable water in the Tennessee and Cumberland Rivers systems.
## FY15 USACE Nashville Small Business Achievements

<table>
<thead>
<tr>
<th>Socio-Economic Category</th>
<th>Actions</th>
<th>% Actions</th>
<th>Dollars</th>
<th>% Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>655</td>
<td>83.87%</td>
<td>$71,524,171</td>
<td>67.8%</td>
</tr>
<tr>
<td>SDB Direct</td>
<td>205</td>
<td>26.25%</td>
<td>$17,260,086</td>
<td>16.4%</td>
</tr>
<tr>
<td>8(A) Procedures</td>
<td>63</td>
<td>8.07%</td>
<td>$5,716,758</td>
<td>5.4%</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td>133</td>
<td>17.03%</td>
<td>$19,412,990</td>
<td>5.1%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>117</td>
<td>14.98%</td>
<td>$19,126,124</td>
<td>13.5%</td>
</tr>
<tr>
<td>Higher Education</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>HBCU/MI*</td>
<td>0</td>
<td>0.00%</td>
<td>$0</td>
<td>0.00%</td>
</tr>
<tr>
<td>Woman Owned SB</td>
<td>217</td>
<td>27.78%</td>
<td>$14,310,124</td>
<td>13.5%</td>
</tr>
<tr>
<td>HUBzone SB</td>
<td>171</td>
<td>21.90%</td>
<td>$8,849,690</td>
<td>8.5%</td>
</tr>
</tbody>
</table>

- **FY15 Small Business Achievements**
  - US Business: 721 actions, $105,587,293

### Historical Data

<table>
<thead>
<tr>
<th>FY</th>
<th>SB Goal</th>
<th>Achieved</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>10%</td>
<td>65.9%</td>
</tr>
<tr>
<td>2013</td>
<td>8%</td>
<td>23.6%</td>
</tr>
<tr>
<td>2012</td>
<td>20%</td>
<td>18.5%</td>
</tr>
</tbody>
</table>

- *Aspirational Goal*

- Nashville District ranked 2nd out of 48 Districts for Small Business in FY15.
# Nashville FY16 Forecast W912P5

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Advertisement Date</th>
<th>Estimated Award Amount</th>
<th>Anticipated Contracting Method</th>
</tr>
</thead>
<tbody>
<tr>
<td>Old Hickory Dam and Lock Operations and Maintenance</td>
<td>1st Qtr. FY 16</td>
<td>Between $5M - $10M</td>
<td>HubZone Set-Aside</td>
</tr>
<tr>
<td>Blair Street Bridge (Cumberland City, TN)</td>
<td>2nd Qtr. FY 16</td>
<td>Between $1M - $5M</td>
<td>SB-Set-Aside (TBA)</td>
</tr>
<tr>
<td>Center Hill Dam Roller Compacted (RCC) Saddle Dam Rehab</td>
<td>2nd Qtr. FY 16</td>
<td>$10M or more</td>
<td>Full and Open Competition (FY 16 Award) In Progress</td>
</tr>
<tr>
<td>Big South Fork Acid Mine Drainage (Wolf Creek)</td>
<td>2nd Qtr. FY 16</td>
<td>Between $500K- $1M</td>
<td>SB Set-Aside (TBA)</td>
</tr>
<tr>
<td>Wheeler Lock Mooring Cell Repairs</td>
<td>3rd Qtr. FY 15</td>
<td>Between $500K- $1M</td>
<td>SB Set-Aside (TBA)</td>
</tr>
<tr>
<td>Poor Fork Channel Modification (Cumberland City, KY)</td>
<td>3rd Qtr. FY 15</td>
<td>Between $1M - $5M</td>
<td>SB-Set-Aside (TBA)</td>
</tr>
</tbody>
</table>

Note: Pending Funding
## Nashville FY16 Forecast W912P5

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</thead>
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<tr>
<td>Tennessee River Operations Center (Florence, AL) Chain and Wire Rope Replacement</td>
<td>3rd Qtr. FY 15</td>
<td>Between $1M - $5M</td>
<td>SB Set-Aside (TBA)</td>
</tr>
<tr>
<td>Old Hickory Power Plant Unit 4 Repair</td>
<td>3rd Qtr. FY 15</td>
<td>$10M or more</td>
<td>Full and Open Competition</td>
</tr>
<tr>
<td>Chickamauga Lock Cofferdam Anchoring, Foundation Prep, Secant Wall Construction River Mile 471 (TN River) (Chattanooga, TN)</td>
<td>4th Qtr. FY 15</td>
<td>Between $1M - $5M</td>
<td>SB Set-Aside (TBA)</td>
</tr>
<tr>
<td>Kentucky Lock Downstream Cofferdam Construction</td>
<td>4th Qtr. FY 15</td>
<td>$10M or more</td>
<td>Full and Open Competition</td>
</tr>
</tbody>
</table>
Top 5 Tips
Doing Business with the Nashville District

● Read solicitation packages carefully and understand the requirements, terms and conditions

● Refer to the solicitation regarding the submission of questions and/or contact the POC listed

● Register in the System of Award Management (SAM)

● Provide your best price/proposal the first time

● Be aware of the requirements of the USACE Safety Manual, EM 385-1-1 and be able to provide an acceptable accident prevention plan upon award
Nashville District Small Business Event

- March 17, 2016
- SB Forum - Focus Woman Owned Small Businesses

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Great Lakes & Ohio River Division Outreach
Events
Contact District SB Specialist for More Details

**Louisville District** –
Kentuckiana SAME Post SB
- Workshop, Louisville, KY, 26 Jan 2016
- Open House, Louisville, KY, 27 Jan 2016
  crystal.m.may@usace.army.mil
  (http://www.lrl.usace.army.mil)

**Pittsburgh District** –
Dynamic Networking (DYNET) for SB, South,
Fairmont, WV, 31 March 2016
  sherrie.plonski@usace.army.mil
  (http://www.dynetworking.com)

**Huntington District** –
SB Conference, Huntington, WV, 10-11 May 2016
  deborah.w.czewski@usace.army.mil
  (http://www.lrh.usace.army.mil)

**Buffalo District** –
DYNET for SB, North,
Erie, PA, Date TBD
  sherrie.plonski@usace.army.mil
  (http://www.dynetworking.com)