TEAM CHARLESTON

INCREDIBLE MISSIONS...

IN A GREAT COMMUNITY!

“Serving All”
JB Charleston Video

“Serving All”
What We Do
Installation Support

Naval Support Activity
Provides logistical, technical, & material support, as well as joint coordination, to Fleet units and families

“Serving All”

628th Air Base Wing
Maintains base operating support services including facility maintenance, security, communications, and family services
JB Charleston SCOPE

North Auxiliary Airfield

Short Stay Outdoor Rec Area

Air Base

Weapons Station

“Serving All”
Economic / Community Impact

20% Percentage of all jobs in Charleston Metro Statistical Area tied to JB Charleston

$11.1B Total Annual Economic Impact of JB Charleston (More than 5 times greater impact than any other SC installation)

$5.1B Total Annual Labor Income of JB Charleston

66% Percentage of all of South Carolina’s DoD Contracts executed at JB Charleston (over $300 million)

79,122 Total Employment Driven by JB Chs

Charleston Metro Chamber of Commerce presented Joint Base Charleston the “2015 Pillar Award” for long standing excellence

“Serving All”

$188.7M Total Annual Economic Impact of JB Charleston-Linked Retirees

Source: The Economic Impact of South Carolina’s Military Community – USC School of Business, Jan 2015
SMALL BUSINESS GOALS & ACHIEVEMENTS
(as of 30 June 17)

<table>
<thead>
<tr>
<th>Objective</th>
<th>Goal FY17</th>
<th>Actual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Bus</td>
<td>88.3%</td>
<td>92.5%</td>
</tr>
<tr>
<td>Sm Disadv Bus</td>
<td>20.1%</td>
<td>32.5%</td>
</tr>
<tr>
<td>Svc Disabled Vet</td>
<td>7.2%</td>
<td>16.3%</td>
</tr>
<tr>
<td>Woman Owned SB</td>
<td>10.3%</td>
<td>29.8%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>10.5%</td>
<td>37.0%</td>
</tr>
</tbody>
</table>

“Serving All”
SDVOSB Examples

• Facility Maintenance Services
• Wing IT Support Services
• Interior/Exterior Basewide Painting *
• Aircraft Corrosion Control *
• Basewide Floor Covering
• Transient Aircraft Alert Services *
• Runway Friction Testing *

* SDVOSB Set-aside

“Serving All”
# Upcoming Solicitations

Watch FedBizOpps for details!

## SERVICES (>\$150K):

<table>
<thead>
<tr>
<th>Service Description</th>
<th>FBO.gov</th>
<th>RFP Est.</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPAWAR Facility Maintenance</td>
<td>FBO.gov</td>
<td>Dec 2017</td>
</tr>
<tr>
<td>Elevator Maintenance Services</td>
<td>FBO.gov</td>
<td>May 2018</td>
</tr>
<tr>
<td>Foreign Waste Services</td>
<td>FBO.gov</td>
<td>May 2018</td>
</tr>
<tr>
<td>NPTU Facility Maintenance Svs</td>
<td>FBO.gov</td>
<td>June 2018</td>
</tr>
</tbody>
</table>

**AFWay**: IT Hdwr/Sftwr  [https://www.afway.af.mil/](https://www.afway.af.mil/)


“Serving All”
Upcoming Solicitations
Watch FedBizOpps for details

CONSTRUCTION:

IDIQ's:

- Architect & Eng Full Service/All disciplines (NTE $7.5M) Jan 2018
- Paving Mx IDIQ (NTE $9M) Apr 2018
- Emergency High Voltage Electrical Repair IDIQ (NTE $4M) Apr 2018

FORMAL CONSTRUCTION:

- Repair TXWY A&B, NAAF ($1M-$5M) RFP closed 8/8/2017
- Repair Civil Engineering Facility, Bldg 909 ($1M-$5M) RFP closes 8/16/2017
- Repair Water Mains, Various Loc’s ($1M-$5M) RFP closes 8/29/2017
- Add/Repair Station, WS Bldg 90 ($1M-$5M) RFP closes 8/29/2017
- Repair Munitions Shop, Bldg 419 ($1M-$5M) RFP closes 8/29/2017
- Add Armory Addition, WS Bldg 1978 ($250K - $500K) RFP closes 8/29/2017
- Repair Admin Area, WS Bldg 459 ($500K-$1M) RFP closes 8/29/2017
- Repair Aircraft Mx Facility Bldg 543 ($1M-$5M) Aug 2017
- Repair HVAC, Combat Camera Facility ($1M-$5M) Jan 2018

SB SET-ASIDES for FY17:

- Due to low number of responses last year, we will issue Sources Sought Synopses on FBO to help determine level of set-aside
- Please respond!!!

“Serving All”
How We Buy

- **Government Purchase Card** - <$3,500 (<$25K GSA)
  - Office supplies, equipment, small services
- **Simplified Acquisition Procedures** - <$150,000
  - Look to GSA first
  - Post request for quote to fbo.gov >$25K
  - Simplified quotes and evaluation
- **Formal Acquisitions** - >$150,000
  - Post formal request for proposals (RFP) to fbo.gov
  - Requires formal proposal IAW RFP instructions
  - Usually “Best Value”, price & past performance
- Consider subcontracts to gain experience
  - Watch FedBizOpps for site visits on RFP’s

“Serving All”
Checklist for Success

- Know your company and know your partner firms
- Do your homework –marketing, capabilities briefs, pre-solicitation and at solicitation issuance
- Ask the “worry question”
- Provide solutions that will leave customers less worried
- Always include information that is:
  - Relevant
  - Compelling
  - Solutions based
  - Supported with facts/details
- Review the proposal to ensure compliance w/ RFP
- Prove that you leave satisfied customers wherever you go
- If unsuccessful, always request debrief

“Serving All”
Small Business Specialist Locator

Acquisition Forecast

Coming soon to the DoD Office of Small Business Programs website (http://www.acq/ods.mil/osbp)
QUESTIONS?

Kathy Edenborough
Small Business Specialist
Kathleen.edenborough@us.af.mil