SAME South Florida Post Industry Day

Beth Myers
Deputy, Office of Small Business Programs Jacksonville District
July 19, 2017
JACKSONVILLE DISTRICT OFFICES AND AREAS OF RESPONSIBILITY

AREAS OF RESPONSIBILITY

- **FIELD OFFICES**
- **CIVIL WORKS**
  - Portions of Florida and Georgia (defined by watersheds)
  - Puerto Rico and the Antilles
- **REGULATORY**
  - Florida
  - Puerto Rico and the Antilles
- **REAL ESTATE AND MOBILIZATION**
  - Portions of Florida and Georgia
  - Puerto Rico and the Antilles

CIVIL WORKS AREA OF RESPONSIBILITY (FLORIDA AREA)

U.S Virgin Islands
Jacksonville District FY2017/2018 Contracting Opportunities

<table>
<thead>
<tr>
<th>District</th>
<th>Project Title</th>
<th>Project Location</th>
<th>Projected Advertise Date</th>
<th>Type Work</th>
<th>Estimated Award</th>
<th>Set-Aside Category</th>
<th>Procurement Method</th>
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<tbody>
<tr>
<td>SAJ</td>
<td>Dorado Bridge Channel Widening &amp; Scour Protection</td>
<td>Rio De La Plata, PR</td>
<td>31 Jul 2017</td>
<td>CIVIL CONST 237990</td>
<td>$15,000,000 - $25,000,000</td>
<td>UNR</td>
<td>IFB</td>
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<tr>
<td>SAJ</td>
<td>Water Control Structure (Culvert replacement) HHD KI 1 and KI 2</td>
<td>Okeechobee County, FL</td>
<td>21 Jul 2017</td>
<td>CIVIL CONST 237990</td>
<td>$25,000,000 - $100,000,000</td>
<td>UNR</td>
<td>RFP</td>
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<tr>
<td>SAJ</td>
<td>HHD Reach 1 Cut Off Wall Extension</td>
<td>South Bay/Lake Harbor, FL</td>
<td>4th QTR 2017</td>
<td>CIVIL CONST 237990</td>
<td>$50,000,000 - $75,000,000</td>
<td>UNR</td>
<td>Closed – UNDER EVAL</td>
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<tr>
<td>SAJ</td>
<td>Contract 12A - S-69 Weir</td>
<td>Kissimmee River FL</td>
<td>4th QTR 2017</td>
<td>CIVIL CONST 237990</td>
<td>$15,000,000 - $25,000,000</td>
<td>HUBZone</td>
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<td>SAJ</td>
<td>Kissimmee River Restoration Project, C-37 Embankment Armoring</td>
<td>Polk &amp; Osceola County</td>
<td>3rd QTR 2017</td>
<td>CIVIL CONST 237990</td>
<td>$10,000,000 - $25,000,000</td>
<td>SDVOSB</td>
<td>RFP</td>
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<td>SAJ</td>
<td>Quality Assurance Services for Civil Works Construction Projects</td>
<td>FL</td>
<td>27 Jul 2017</td>
<td>PROFESSIONAL SVCS 541990</td>
<td>SATOC VALUE TBD</td>
<td>TBD Based on Market Research</td>
<td>RFP</td>
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<td>SAJ</td>
<td>Topographic/Hydrographic Surveying</td>
<td>OCONUS</td>
<td>4th QTR 2017</td>
<td>AE SERVICES 541370</td>
<td>2 contracts $3.1mil ea</td>
<td>SBSA</td>
<td>Brooks Act</td>
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<tr>
<td>SAJ</td>
<td>Jax Harbor Deepening Contract A</td>
<td>Duval County, FL</td>
<td>07 Jul 2017</td>
<td>DREDGING 237990</td>
<td>$25,000,000-$100,000,000</td>
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<td>IFB Closes 08 Aug W912EP-17-B-0005</td>
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<td>SAJ</td>
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<td>SAJ</td>
<td>Tampa Harbor Big Bend Deepening</td>
<td>Hillsborough County, FL</td>
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<td>DREDGING 237990</td>
<td>$25,000,000-$100,000,000</td>
<td>UNR</td>
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<td>SAJ</td>
<td>Water Control Structure(Culvert Replacement) HHD-HP-1</td>
<td>Glades County, FL</td>
<td>4th QTR 2018</td>
<td>CIVIL CONST 237990</td>
<td>$10,000,000 - $25,000,000</td>
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<td>SAJ</td>
<td>Construction of DMMA-023</td>
<td>Martin County, FL</td>
<td>2nd QTR 2018</td>
<td>CIVIL CONST 237990</td>
<td>$5,000,000 - $10,000,000</td>
<td>SB PROGRAM TO TBD</td>
<td>RFP</td>
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<td>SAJ</td>
<td>HHD Cut Off Wall MATOC</td>
<td>St. Lucie County, FL</td>
<td>FY2018 Awarded FY2019</td>
<td>CIVIL CONST 237990</td>
<td>$5,000,000 - $10,000,000</td>
<td>$250MIL - $500MIL</td>
<td>RFP</td>
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<td>SAJ</td>
<td>Water Control Structure(Culvert Replacement) HHD-HP-S</td>
<td>Glades County, FL</td>
<td>1st QTR 2019</td>
<td>CIVIL CONST 237990</td>
<td>$10,000,000 - $25,000,000</td>
<td>UNR</td>
<td>RFP</td>
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Completed

- 21.4 miles of cutoff wall in Reach 1
- 1 culvert removal and 4 replacements

Ongoing

- 19 culvert replacements
- Reach 1 cutoff wall gap closures

Planned

- 35.2 miles of cutoff wall construction
- 5 culvert replacements
- 3 culvert abandonments
- Harney Pond Bridge Armoring
- S-71 and S-71 Embankment Raising
Getting Started – Helpful Hints

#1. Visit your PTAC first and then annually.
#2. Websites – get smart on FBO, FPDS-NG, District websites, etc.
#4. Relationships – focus on relationships with the right people.
#5. Manage your expectations – start small!
#6. Take advantage of site visits and pre-proposals (free marketing).
#7. Understand your customer’s mission & requirements.
Resources

► Systems for Award Management
  www.sam.gov

► Dynamic Small Business Search
  ▪ http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
  ▪ SB firms keep profile current w/bonding, past performance, and capabilities
  ▪ Prime contractors can use many filters to locate SDB, HUBZone, WOSB, SDVOSB specific firms and their location.

► FEDBIZOpps
  ▪ www.fbo.gov
  ▪ SB firms register as an interested party for the solicitation

Looking for Opportunities in All the Right Places!
CONTACT INFORMATION

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- Diana Jordan-Burks, Small Business Professional Jacksonville
  Jacksonville District
  - (904)-232-1745
  - diana.p.jordan-burks@usace.army.mil

- Florida Procurement Technical Assistance Center
  [http://www.fptac.org/contactus.htm](http://www.fptac.org/contactus.htm)

- Jacksonville District WebPages
  [www.saj.usace.army.mil](http://www.saj.usace.army.mil)

- How do I contact Small Business?
- FY 2017/2018 Forecast
- Frequently Asked Questions
- Upcoming Events
JACKSONVILLE DISTRICT…OUR VISION:
“Team of Professionals Making Tomorrow Better”

Your Questions??

Trusted Partners Adding Value Today For A Better Tomorrow