SAME 2013 Small Business Conference

LTG Thomas P. Bostick
53rd Chief of Engineers and Commanding General,
United States Army Corps of Engineers

20 November 2013
4 Goals, 12 Words – USACE Campaign Plan

- Support the Warfighter
- Transform Civil Works
- Prepare for Tomorrow
- Reduce Disaster Risks
Sequestration Impact on DoD Budget

Sequestration is Norm Until the Nation Regains Control of its Budget

USACE Impacts (FY13)
- Mil Missions: ~$163 M
- CW: ~$255 M
- Sandy: ~$268 M

Impact of sequestration on DoD (~$472B)
USACE Program Trends
FY01-16

Program (Budget Authority) ($M)

Fiscal Year

Military = MILCON, RDT&E, RE, Reimb, OCO, ARRA
Civil = Direct+Reimb, FY05-13 Incl Supplemental

FY13 Constant $ (Apr 13)
<table>
<thead>
<tr>
<th>Category</th>
<th>USACE Goal</th>
<th>Percentage Achieved</th>
<th>Dollars Achieved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>41.5%</td>
<td>42.7%</td>
<td>$5.6B</td>
</tr>
<tr>
<td>Small Disadv SB</td>
<td>19.0%</td>
<td>22.6%</td>
<td>$3B</td>
</tr>
<tr>
<td>Women-Owned SB</td>
<td>7.0%</td>
<td>8.1%</td>
<td>$1B</td>
</tr>
<tr>
<td>HUBZone SB</td>
<td>11.0%</td>
<td>9.6%</td>
<td>$1.2B</td>
</tr>
<tr>
<td>Service-Disabled Vet</td>
<td>4.5%</td>
<td>5.4%</td>
<td>$718M</td>
</tr>
</tbody>
</table>
International & Interagency Partnering

Enhancing US and Allied Capabilities to Deter Aggression

Advancing Partner Nation Capacity to Manage Resources and Address Water Security

Delivering Best Value for the US Taxpayer

National Security
Partner Nation

Defense

Diplomacy

Development
Military Missions Opportunities

Interagency Services

Renewable Energy

Sustainment, Restoration and Modernization

Before

After
Civil Works Opportunities

Sandy Recovery

Olmsted Lock and Dam

New Orleans
USACE and Industry: Partnering to Deliver for the Nation

Civilian Construction Contractors Perform 100% of Construction

USACE ~ 36,000 Civilians
~700 Military
9 Divisions
43 Districts
7 Labs and 2 Centers

Architect-Engineer Firms*
Perform 80% of Military Programs and 55-60%
of Civil Works PED

*Based on FY06-12 financial expenditures.
Two Major Small Business Events

Society of American Military Engineers (SAME) Small Business Conference for Engineering, Construction and Environmental Programs

Department of Veterans Affairs Small Business Conference
Soldier Transition and Wounded Warriors
SAME 2013 Small Business Conference

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Jackie Robinson-Burnette
US Army Corps of Engineers
Chief of Small Business Programs
Ph (202) 761-8789

2012 SB Award Recipients
SB set-asides for OCONUS performance (FAR versus SB Act)

Expanding HUBZone area around BRAC locations

Subcontracting credit for LB primes at the 2\textsuperscript{nd} tier and lower

Authority to permit incumbent mid-tier firms to participate in the recompete as a SB and/or NAICS footnote for mid-tier firms

PTAC focus on mid-tier firm navigation between SB and LB size

Increased fraud penalties -- 8(a) & SDVOSB misrepresentation

The Improving Opportunities for Service Disabled Vet-Owned Small Businesses Act of 2013 – includes language for SBA to assume control of the SDVOSB certifications from the VA.
MATOC set-aside task orders  -- Rule of two

MATOC On and Off Ramps  (LB buy out = Off Ramp)

Certificate of Competency (COC) required when KO evaluates technical factor as go/no go or pass/fail

Restrictions on consolidation/bundling …SPE review

Limitations on subcontracting does NOT apply to SBs on unrestricted task orders

EXCEPTION to affiliation rules to encourage SB teams to go after large MATOC contracts (base award)
Small Business Training for Program Managers

- Discuss market research to validate SB capability

- Affirm, the use of small firms is NOT more important than accomplishing the mission. *Don’t put the project at risk in order to meet small business goals.*

- Commit to doing the right thing in the interest of the project. Be transparent. Invite the customer to review industry responses to market research.

- Discuss our commitment to procure in accordance with federal regulations (ref Rule of 2). Discuss SBA’s role for every procurement that is NOT set aside for small firms.
Effective SBC Networking ....

- Business Cards (and Follow Up)
- Visit USACE booths
- Visit INDUSTRY booths (for teaming partners and subcontract opportunities)
- Have your elevator speech ready (not a 20min full presentation of your capabilities briefing)
- Check FBO.gov (ask about a specific projects at the booth or during roundtables counseling)
USACE Acquisition and Contracting Perspective

Society of American Military Engineers (SAME) 2013 Small Business Conference

Opening Army Plenary Session

Mr. Stuart A. Hazlett
Director of Contracting
20 November 2013
## USACE Acquisition and Contracting Perspective

### Changes
- Compliance: FAR 52.219-14 Limitations on Subcontracting
- Removal of Dollar Limitations for Women-Owned-Small Business Program Set Asides
- Class Deviation: Expiration of Accelerated Payments made to Small Business Subcontractors

### Challenges
- Budgetary Constraints
- Protests
- Acquisition Lead Time (ALT)
- Promoting Effective Competition

### Hot Topics
- Source Selections: Tradeoff vs. LPTA
- Contract Type Selection
- Market Research
- Past Performance

### Initiatives
- SSA Appointments
- Contracting Officer Review Boards (CORBs)
- Encouraging the Hiring of Veterans
- Web-Enabled MATOCs