

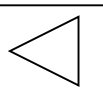
WELCOME!

SAME OC Fall Festival

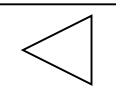
Federal Business Opportunities Symposium

"Capitalizing from Federal Contract Opportunities During COVID"

13 November 2020



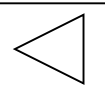
Pledge of Allegiance



Code of Conduct



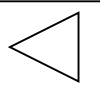
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Reminder for Q&A



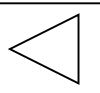
- Please use the Q&A Function within Zoom to ask any questions
- You can “upvote” the question that most interests you
- All unanswered questions due to time constraint will be captured and sent to the speakers after the event
 - Please note that some questions may not be answered due various reasons as determined by the speaker



Agenda



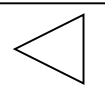
- Opening Remarks
- Sponsor Recognition
- Presentations w/Q&A
- Raffle
- Sponsor Recognition
- Closing





SAME OC Post President

**Captain (ret.) Robert
Schlesinger, CEC, USN**
P.E., LEED AP BD+C, ENV SP, F.SAME





Thank You Sponsors!!!

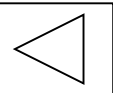


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Michael Baker

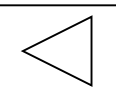
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Thank You Sponsors!!!

Small Business Sponsors



Thank You Sponsors!!!



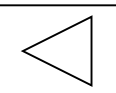
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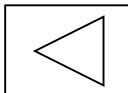
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Speakers Program



FBOS 2020 "Capitalizing from Federal Contract Opportunities During COVID"		
TIME	TOPIC / PRESENTATION TITLE	SPEAKER
9:30 – 9:32	Open – pledge of allegiance and agenda	Joe Rubio – FBOS Committee Chair
9:32 – 9:35	SAME Orange County Post Welcome and Thank to Sponsors	Bob Schlesinger – Post President
9:35 – 9:45	SAME Centennial Celebration--Highlighting Military Landmarks and A/E/C Achievements in Orange County: "MCAS El Toro History"	BGen Dave Shuter (USMC Retired), Former Commanding General of Marine Corps Air Station (MCAS) El Toro, and Deputy Airport Director, Facilities Development, John Wayne Airport
9:45 – 10:25	"The Great American Outdoor Act--BLM's Perspective and Upcoming Contract Opportunities"	Mark L Kough, P.E., MPA Supervisory State Engineer, Business Services Bureau of Land Management, California US Department of the Interior Region 8/10
10:25 – 11:05	U.S. Navy, NAVFAC, "China Lake Post Earthquake Recovery Construction Program"	CAPT Laurie Scott, CEC, USN, Commanding Officer of the Office in Charge of Construction for the China Lake Earthquake Recovery Effort
10 MINUTE BREAK		
11:15 – 11:55	U.S. Customs & Border Protection (CBP), "Contract Opportunities and How to do Business with U.S. CBP"	Ivette Jorge, Small Business Specialist, U.S. Customs & Border Protection
11:55 – 12:35	"Bureau of Reclamation Updates on Activities and Opportunities"	Jack Simes, Acting Area Manager, Southern California Area Office, Bureau of Reclamation
10 MINUTE BREAK		
12:45 – 1:25	U. S. General Services Administration (GSA), "Contract Opportunities and How to do Business with GSA"	Pamela Smith-Cressel, Small Business Specialist, Office of Small Business Utilization U. S. General Services Administration
RAFFLE		
1:30	Close	Joe Rubio – FBOS Committee Chair



SAME Centennial Celebration- Highlighting Military Landmarks and A/E/C Achievements in Orange County: “MCAS El Toro History”

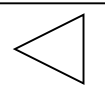
BGen Dave Shuter (USMC Retired), Former Commanding General of Marine Corps Air Station (MCAS) El Toro,

Current Title:

- John Wayne Airport, Interim Deputy Airport Director, Facilities Development
- Citrus College Adjunct Professor, Construction Management – Associate Degree program

Summary Bio:

- B.GEN and Commanding Officer, MCAS El Toro
- Vietnam combat missions and presidential helicopter pilot
- LAWA Dept. Executive Director, Facilities Engineering & Maintenance



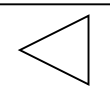
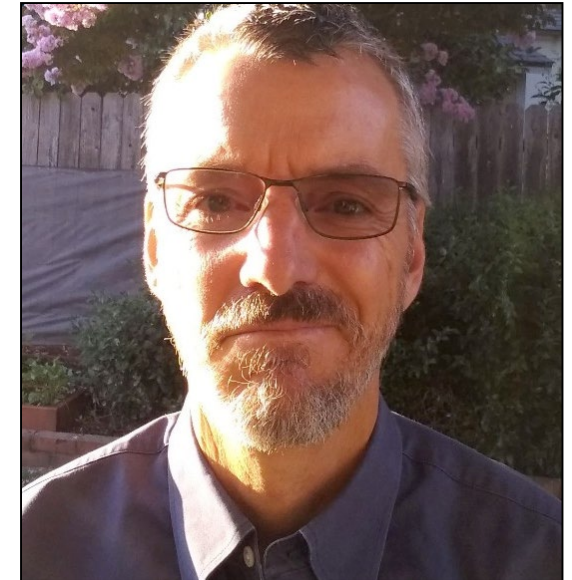
The Great American Outdoor Act - BLM's Perspective and Upcoming Contract Opportunities

“The Great American Outdoor Act--BLM's Perspective and Upcoming Contract Opportunities”

Mark L. Kougl, P.E., MPA Supervisory, State Engineer,
Business Services, Bureau of Land Management, California
US Department of the Interior Region 8/10

SUMMARY BIO

- Supervisor State Engineer, BLM
- Engineer, Rocky Mountain Natl Park
- Contracting Officer-Environmental, NAVFAC Northwest
- Masters Degree, Public Affairs, Indiana Univ-Perdue Univ
- BS-Civil Engineering, Univ of Wyoming





Bureau of Land Management – California

Great American Outdoors Act

The Bureau of Land Management's Perspective and Upcoming Contract Opportunities

Presentation to the Society of American Military Engineers (SAME)
Federal Business Opportunities Symposium (FBOS)
November 13, 2020

Mark L Kougl, P.E., MPA
Supervisory State Engineer, Business Services
Bureau of Land Management, California
US Department of the Interior Region 8/10



Bureau of
Land
Management

Public Law 116-152

Short Title:

Great American Outdoors Act

Formal Title:

National Parks and Public Land Legacy Restoration Fund



Excerpts from the Great American Outdoor Act

Definitions

ASSET –

- real property,
 - physical structure, or grouping of structures,
 - landscape,
 - trail,
 - other tangible property,
- has a specific service or function; and
- tracked and managed as a distinct, identifiable entity.

PROJECT –

- any activity to reduce or eliminate deferred maintenance of an asset, ...



Excerpts from the Great American Outdoor Act

Funding

- 50 percent of all energy development revenues
 - Oil,
 - Gas,
 - Coal,
 - Alternative or renewable energy,
- On Federal land and water,
- Shall not exceed \$1,900,000,000 for any fiscal year.

Availability of Funds

- Does not require additional appropriation.



Excerpts from the Great American Outdoor Act

Use Limitations

- 65% or more for non-transportation projects.
- Less than 35% may be allocated for transportation projects
 - paved and unpaved roads
 - Bridges
 - Tunnels
 - paved parking areas.
- Must be consistent with the following agency plans
 - Transportation
 - Deferred Maintenance / Capital Improvement



Excerpts from the Great American Outdoor Act

Prohibitions

- Land acquisition,
- Augmenting Annual Operations and Maintenance,
- Bonuses for employees carrying out this act.

Submission of Priority Projects to Congress

- Secretary must submit priority projects to congress.
- As of date of submission, submitted projects are ready to be implemented.



Priorities for the Bureau of Land Management

Michael Nedd

Bureau of Land Management

Deputy Director, Operations

- Priorities for Great American Outdoors Act Projects

1. Reducing the deferred maintenance (DM) equal or exceeding the project cost.
2. Reducing or eliminating DM.
3. Addressing safety issues.
4. Improving and expanding public access and recreational opportunities.



Priorities for the Bureau of Land Management

Michael Nedd

Bureau of Land Management

Deputy Director, Operations

- Other Considerations with High Priority

- Requesting projects that are \$5 million or greater.
- Asset disposal – A high priority (the ultimate reduction of DM)
 - For assets that no longer benefit the Bureau of Land Management.
 - Buildings
 - Dams
 - Other assets



Project Selection Criteria

- 1.1 Restore & Protect High Visitation / Public Use Facilities
- 1.2 Improve ADA Accessibility
- 1.3 Expand Recreation Opportunities and Public Access
- 1.4 Remediate Poorest Condition Facilities
- 2.1 Reduce or Eliminate Deferred Maintenance
- 2.2 Leverage Funding / Pursue Partnering Opportunities
- 2.3 Reduce Annual Operating Costs
- 2.4 Remove, Replace, or Dispose of Assets
- 3.1 Address Safety Issues
- 3.2 Protect Employees / Improve Retention
- 4.1 Modernize Infrastructure



Potential Project Types

1. Transportation projects (<35% over life of act).
 - a. Main roads.
 - b. Site roads.
 - c. Parking.
 - d. Vehicular bridges – we have quite a few.
 - e. Tunnels – we do have a few.



Potential Project Types

2. Facility Repairs / Renovation / Replacement.

- a. Campgrounds.
- b. Trailheads.
- c. Buildings.
- d. Historic Structures.
- e. Etc.



Potential Project Types

3. Disposals (Examples).

a. Derelict buildings.

- i. Don't serve Bureau of Land Management well.
- ii. Poor condition.
- iii. Life, Safety, and Health liability.

b. Bridges

- i. Safety concerns.
- ii. Easy to modify recreation asset to avoid keeping.

c. Dams.

- i. Don't serve Bureau of Land Management purpose.
- ii. Safety and environmental liability.



Bureau of
Land
Management

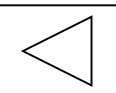
Questions?

Mark L Kougl, P.E., MPA
Supervisory State Engineer, Business Services
Bureau of Land Management, California
US Department of the Interior Region 8/10
Office (916) 978-4439
Cell (916) 212-7154

NAWS China Lake Post Earthquake Recovery Construction Program

Captain Laurie Scott, P.E., Commanding Officer, Officer in Charge of Construction China Lake

- BSCE North Carolina State
- Master of Urban Planning, Univ. of Illinois
- Master of Military Science, USMC Command & Staff College
- Professional Engineer (Civil) in DC
- Operational Assignments: NMBC THREE, FIRST NCR, NCG ONE/30th NCR, Command of NMCB THREE
- Previous Shore Assignments: NAS Jacksonville, NAVSTA Mayport, NAVFAC HQ, CNIC, Naval Region Marianas, NAVFAC Marianas, PWO NAVBASE Coronado, Ops Officer NAVFAC Southwest
- Personal Awards: Meritorious Service Medal (5 awards), Navy Commendation Medal (5 awards), Army Commendation Medal
- Qualified Seabee Combat Warfare Officer
- Life Member of SAME





China Lake Earthquake Recovery Brief

for

Orange County SAME

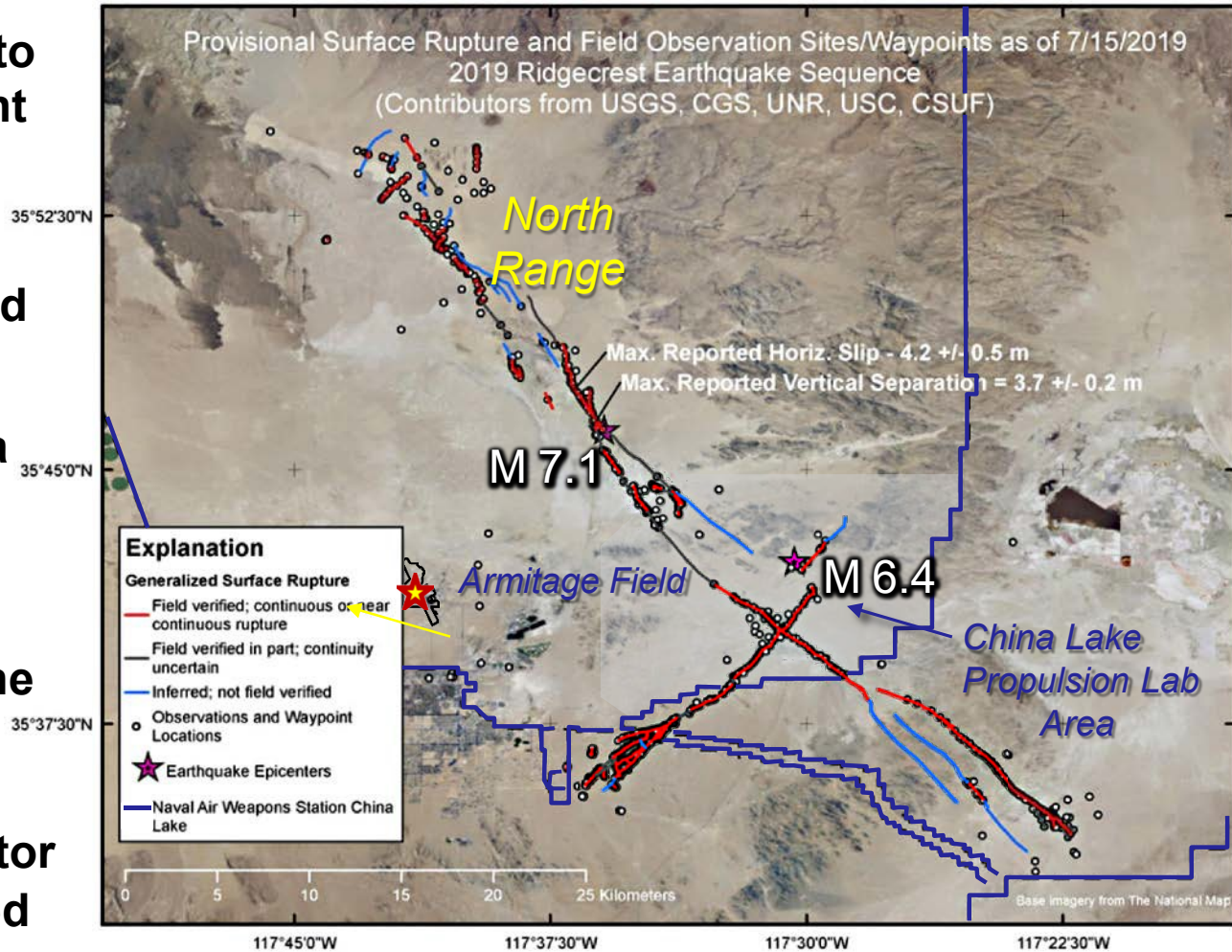
13 November 2020

**CAPT Laurie Scott Commanding
Officer, OICC China Lake**

Earthquake Overview

Magnitude 6.4 earthquake on 4 July, followed by magnitude 7.1 earthquake on 5 July, were both centered on Naval Air Weapons Station China Lake

- Substantial damage to installation and tenant command facilities and equipment
- 234 facilities received significant damage
- NAVFAC OICC China Lake established to lead earthquake recovery effort... Integrated org with the execution agent (NAVFAC) and requirements generator (NAWCWD) co-located



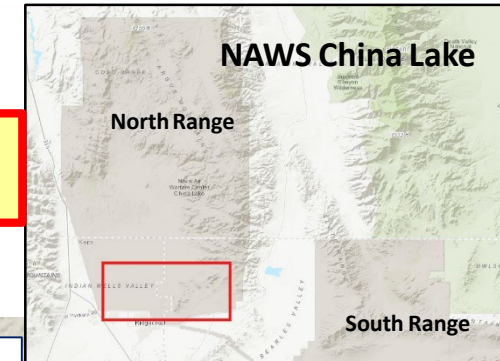


MILCON Program Overview

South Airfield: \$948M

- ✓ P1900 Hangar 3 Replacement: \$515M (09/20)
- ✓ P1901 Integration Lab: \$150M (09/20)
- ✓ P1902 Air Ops and ATC Tower: \$71M (09/20)
- ✓ P1907 Aircraft Parking Apron for Hangar 2: \$51M (09/20)
- ✓ P1908 Advanced Weapons Hangar: \$117M (09/20)
- ✓ P1914 Aircraft Rescue & Fire Fighting Station: \$45M (09/20)

18 projects @ \$2.3B funded in FY20 Appropriations Bill



Range Control Complex: \$192M

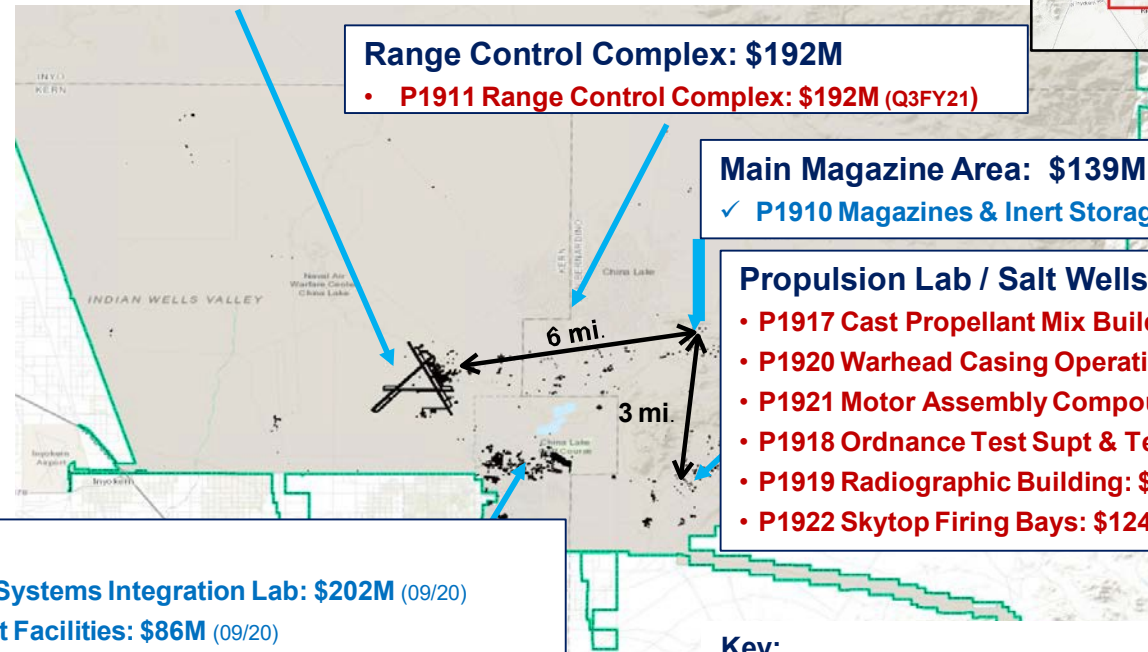
- P1911 Range Control Complex: \$192M (Q3FY21)

Main Magazine Area: \$139M

- ✓ P1910 Magazines & Inert Storage Facility: \$139M (04/20)

Propulsion Lab / Salt Wells: \$396M

- P1917 Cast Propellant Mix Building: \$56M (Q3FY21)
- P1920 Warhead Casing Operations: \$23M (Q3FY21)
- P1921 Motor Assembly Compound: \$52M (Q3FY21)
- P1918 Ordnance Test Supt & Tech Svcs Lab: \$88M (Q3FY21)
- P1919 Radiographic Building: \$53M (Q3FY21)
- P1922 Skytop Firing Bays: \$124M (Q3FY21)



Mainside: \$604M

- ✓ P1903 Michelson Mission Systems Integration Lab: \$202M (09/20)
- ✓ P1916 Community Support Facilities: \$86M (09/20)
- P1924 Academic Training Building: \$35M (Q2FY21)
- P1904 Michelson Lab Complex: \$282M (Q3FY21)

Key:

- ✓ AWARDED IN FY20 (PA=\$1,375M)
- PLANNED AWARD IN FY21 (PA=\$905M)

All FY20 MILCON Projects Awarded On-plan.....OICC China Lake Commissioned On 20 Aug 2020 and Executing!



China Lake MILCON Acquisition Strategy & Milestones



Design & Construction Acquisition Strategy

•18 projects

- 8 Individual task orders using Regional Multiple Award Construction Contracts (MACC)
- 6 South Airfield projects packaged into one task order using Global Contingency Construction Contract
- 3 China Lake Propulsion Lab projects packaged into one task order using Regional MACC
- 1 Individual task order using Regional Small Business MACC

Major Milestones

•Preparatory milestone of conducting 3 industry forums in San Diego (Aug and Dec 2019) and Ridgecrest (Feb 2020)

Category	Action	Timeframe
FY20 Project Milestones	Awarded Magazines & Inert Storage (P1910) Construction Contract	15-Apr-20
	Awarded Community Support Facilities (P1916) Construction Contract	10-Sep-20
	Awarded South Airfield (P1900, P1901, P1902, P1907, P1908, P1914) Construction Contract	10-Sep-20
	Award Michelson Mission Systems Integration Lab (P1903) Construction Contract	Sep-20
FY21 Project Milestones	Award Global Contingency Support Contract Task Order for Berthing Camp	Nov-20
	Award New Regional MACC with \$2.5B Overall Capacity	Nov-20 Q2
	Award Academic Training Building (P1924) Construction Contract	FY21
	Award Individual Construction Contracts for Michelson Lab Complex (P1904), Range Control Complex (P1911), Ordnance Test Support/Tech Svcs Lab (P1918), Radiographic Building (P1919) and Skytop Firing Bays (P1922)	Q3 FY21
	Award Single Construction Contract for the following three CLPL projects: Cast Propellant (P1917), Warhead Casing Operations (P1920) and Motor Assembly Compound (P1921)	Q3 FY21

Milestone Complete

Earthquake Recovery Program Executing On-Plan



FY20 MILCON & Repair Design-Build Contractors



- **South Air Field (6 MILCON Projects)**
 - ECC Construction
- **P1903 Mission Systems Integration Laboratory**
 - Harper Construction
- **P1910 Magazines and Inert Storage Facilities**
 - Reyes Construction
- **P1916 Community Support Facilities**
 - Soltek Pacific Construction
- **Michelson Laboratory repair**
 - RQ Construction

Small business goals are included in all construction contracts



FY21 Opportunities at China Lake



- **MILCON: partner with existing and/or new MACC Contractors**
 - List of existing MACC contractors posted online
 - New MACC contractors tracking to be posted in December
- **Repair: partner with existing and/or new MACC Contractors**
 - OICC lead on post award execution of major repairs
 - PWD lead on some pre-award and all post-award smaller repairs
- **Temporary Facilities: contact NAWCWD's small business office**
- **Industry Day: planning virtual industry day for January 2021**
 - OICC China Lake, City of Ridgecrest, and NAVFAC Southwest representatives



MACC Contractors Overview



Target Execution	Project #	Project Title	Planned RFP Release	Programmed Amount (\$M)	MACC Contractors
FY20Q3	1910	Magazines and Inert Storage Facility	Jan '20	\$139	Awarded to Reyes Construction
FY20Q4	1900	Hangar 3 Replacement, Apron, Taxiway & Utilities for RDT&E	May '20	\$948	Awarded to ECC
	1901	Integration Lab			
	1902	Air Operations Facility and Air Traffic Control Tower			
	1907	Aircraft Parking Apron in Support of Hangar 2 Replacement			
	1908	Advanced Weapons Hangar	May '20	\$202	Awarded to Harper Construction
	1914	Aircraft Rescue and Fire-fighting (ARFF) Station	May '20	\$86	Awarded to Soltek Pacific Construction
	1916	Michelson Mission Systems Integration Laboratory	May '20	\$266	Awarded to RQ Construction
	RM19-1867	Michelson Lab Repairs, Wings 2-5			
FY21Q2	1924	Academic Training Building	Oct '20	\$35	R.A. BURCH CONSTRUCTION CO INC; BRISTOL DESIGN BUILD SERVICES, LLC; I E PACIFIC INC; BARNHART-REESE CONSTRUCTION INC; BILBRO CONSTRUCTION COMPANY
FY21Q3	1918	Ordnance Test Support and Technical Services Laboratory	Nov '20	\$88	
	RM19-1867	Michelson Lab Repairs, Wings 6-7	Jan-Feb '21	\$90	New MACC
	1904	Michelson Laboratory Complex	Jan-Feb '21	\$282	New MACC
	1911	Range Control Complex	Jan -Feb'21	\$192	New MACC
	1917	Cast Propellant Mix Building	Jan-Feb '21	\$56	New MACC
	1920	Warhead Casing Operations	Jan-Feb '21	\$23	New MACC
	1921	Motor Assembly Compound	Jan-Feb '21	\$52	New MACC
	1919	Radiographic Building	Jan-Feb '21	\$53	New MACC
	1922	Skytop Firing Bays	Jan-Feb '21	\$124	New MACC

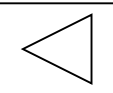


Questions



Break

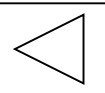
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Return: 11:15



Contract Opportunities and How to do Business with U.S. Customs and Border Protection

Ivette Jorge, Small Business Specialist, Customs and Border Protection

- Over 30 years of experience in the Acquisition field
- Recognized as a Small Business Advocate of the year by DHS
- Under her leadership and support, Customs and Border Protection is generally recognized as a leader in innovative and outreach activities
- Holds a Business Management Bachelor Degree
- Project Management Certification and a Federal Acquisition Certification – Level III



**IVETTE JORGE
SMALL BUSINESS SPECIALIST
OFFICE OF ACQUISITION**

ROADMAP

**How to do Business with DHS (9 Components) plus find
direct POC's from different Government Agencies**



**U.S. Customs and
Border Protection**

How to do Business with U.S. Customs and Border Protection

1. **SBA Profile** (Dynamics Small Business Search):

http://web.sba.gov/pro-net/search/dsp_dsbs.cfm

(Gather the NAICS that are in your profile to run APFS Report)

2. **Forecast of Opportunities:** <http://apfs-cloud.dhs.gov>

Once there you can explore DHS and its 9 Components
Forecast of Contracting Opportunities above \$250k:

1. CBP (Customs and Border Protection)

2. DHS HQ (Dept. of Homeland Security Hdqrs)

3. FEMA (Federal Emergency Mgmt. Agency)

4. FLETC (Federal Law Enforcement Trg. Ctr.)

5. ICE (Immigration Customs Enforcement)

6. TSA (Transportation Security Admin.)

7. USCG (U.S. Coast Guard)

8. USCIS (U.S. Citizenship & Immigration Svcs.)

9. USSS (U.S. Secret Service)



How to do Business with U.S. Customs and Border Protection

APFS Report/Spreadsheet

1. Column D: BOA (Basic Order of Agreement) - Construction
GWAC – Government Wide Acquisition Contract
(Category Management/Best in Class)
- BPA (Blanket Purchase Agreement) - Product or Services
DWAC – Department Wide Acquisition Contract:
Here are some examples of these:

EAGLE II – IT Services - DHS DWAC – Prime Contractor listing: <https://www.dhs.gov/eagle-ii> - Expired 9/20

Replaced by EAGLE NEXT GEN – 7 GWAC Contracts: Alliant 2 (SB & LG), 8(a) STARS II & VETS 2, CIO-SP3 (SB & LG)

OASIS – Professional Services - <https://www.gsa.gov/buying-selling/products-services/professional-services/oasis/oasis-contractors>

FIRSTSOURCE II – IT Supplies – DHS DWAC – Prime Contractor listing: <https://www.dhs.gov/firstsource-contractors> extended until 03/21

FIRSTSOURCE III – https://beta.sam.gov/opp/d8fd4fe603b44d51bef83880d278be3c/view?keywords=FirstSource%20III&sort=-relevance&index=opp&is_active=true&page=1

2. Column F: SB Program: **None** (Can be the following: \$\$ amount too high for SB Set-Aside, Rule of Two (source sought/RFI) or Sole Source)

3. Column G: **New Requirement & Follow On** = Re-compete (Column H & I, incumbent/historical data) can be obtained thru FPDSng: https://www.fpds.gov/fpdsng_cms/index.php/en/



How to do Business with U.S. Customs and Border Protection

APFS Report/Spreadsheet (Cont.)

4. Columns: J, K, L & M: POC's, if they are not responsive then reach out to their Components Small Business Specialists (SBS):
<https://www.dhs.gov/small-business-specialists>

Note: Look their Items Procured, if you see the benefit of been in the vendor database contact the SBS directly.

CBP – Completed Questionnaire, Vendor Engagement Form & Capability Statement (Send those documents to: linda.j.marchal@cbp.dhs.gov)



How to do Business with U.S. Customs and Border Protection

APFS Report/Spreadsheet (Cont.)

5. Column O: Anticipated Award Quarter

Federal Fiscal Year: October 01 – September 30

Oct – Dec = Q1 Apr – Jun = Q3

Jan – Mar = Q2 Jul – Sept = Q4

If the budget is not signed by Q1, then it will move to Q2 and so on.

Notes:

- When is the best time to contact CO, CS, PM, etc... when the budget has not passed, they more flexible to talk or meet with you.
- Run the APFS Report once a week while there is no budget, once budget pass I recommend to run it twice to three times a week.



How to do Business with U.S. Customs and Border Protection

APFS Report/Spreadsheet (Cont.)

6. Columns P: Estimated Solicitation Release (Upcoming Opportunity to Actual Requirement)

These are the sources that we use to post our requirements:

1. <https://beta.sam.gov/> (previously FBO.Gov) - \$25K & Over
2. Unison Marketplace - <https://marketplace.unisonglobal.com> - \$3,500 & Over (Reverse Auction)
3. GSA Ebuy



How to do Business with U.S. Customs and Border Protection

3. DHS Prime Contractor Listing: <https://www.dhs.gov/prime-contractors>
 1. Sub-Contracting Opportunities
 2. DHS Mentor Protégé - <https://www.dhs.gov/mentor-protege-program> (Adoption)
 3. Joint – Venture (Company A + Company B = Company C) (Marriage) (8A + LG & HUBZone = 8A & HUBZone)
 4. Teaming Arrangements (Small Businesses)



How to do Business with U.S. Customs and Border Protection

4. FPDSng – EZ Search: https://www.fpds.gov/fpdsng_cms/index.php/en
Explore which Government Agency is the one that you would want to target.
5. Federal Business Opportunities: <https://beta.sam.gov/>
6. Create an excel spreadsheet with you direct Point of Contacts:
(Example on how to title this spreadsheet: DOD 541611 with tabs such as: Army, Navy, etc...)

Name	E-mail	Phone #	Capability Statement	Appointment Date & Time	Follow Up	Comments

Note: When you contact these POC's sell your business 1st (what you sell & perf./exp.) then talk about your SB certs which will help them meet their SB goals.



How to do Business with U.S. Customs and Border Protection

7. Four ways that you can gather direct Point of Contact (POC) data:

- 1) Forecast of Contracting Opportunities Report/Spreadsheet
(Columns J, K, L & M) if they are buying these products/services now, they will buy it again in the future.
- 2) FPDSng – EZ Search: https://www.fpds.gov/fpdsng_cms/index.php/en/
(View)
- 3) Federal Business Opportunities: <https://beta.sam.gov/>
Active & Non-Active
- 4) SBA Profile (Dynamics Small Business Search): http://web.sba.gov/pro-net/search/dsp_dsbs.cfm
Competitors Profile/Performance History (Reference)



How to do Business with U.S. Customs and Border Protection

8. SBA Profile is “**Your company resume online**”




- Links to your website (Do they actually link to a websites?)
- Capability Narrative (Attractive, SB Certification, include website)
(Mall example)
- NAICS: Key Words (match with your NAICS descriptions)
(Profile, Capability Statement & SAM have the same NAICS)
- Past Performance – POC/Phone #: To honor client privacy, available upon request

Note: To edit your profile you will have to do it thru SAM.Gov.



How to do Business with U.S. Customs and Border Protection

9. Capability Statements: Certs/Logos, NAICS w/descriptions & DUNS

 <p>SBA 8(a) Case Number: 306686. Enter: 05/22/2015 Exit Date: 05/22/2024</p>	<p align="center">CAPABILITY STATEMENT</p> <p align="center">Contact: Rekha S. Jadala Email: rekha@srrintl.com Phone: 561.228.8349 X102 Cell: 561.654.5713</p>		
<p align="center">EXECUTIVE SUMMARY</p> <p>SRR is a multi-dimensional firm that provides Software Solutions, IT & GIS Consulting Services and valuable Staffing Support Services. We take an integrated approach to business process development, technology integration, operations and logistics to help you achieve expanding mission requirements and meet enterprise objectives and this includes accomplish business goals on-time and on-budget with a highly qualified staff.</p> <p>NAICS CODES</p> <p>541511 - Custom Computer Programming services 541512 - Computer Systems Design Services 541513 - Computer Facilities Management Services 541519 - Other Computer Related Services 541611 - Administrative Management and General Management Consulting Services 541612 - Human Resources Consulting Services 541618 - Other Management Consulting Services 541620 - Environmental Consulting Services 541330 - Engineering Services</p> <p>DUNS No 100436489 Cage Code 6CNXS</p> <p>CERTIFICATIONS</p> <p>Federal - 8(a), EDWOSB, WOSB, HUBZone GSA SCHEDULE 70, 736 (TAPS) Palm Beach County, State of FL - WBE/SBE DOT - DBE/ACDBE</p>	<p align="center">PRODUCTS & SERVICES</p> <p>IT Services</p> <ul style="list-style-type: none"> -Software & Systems Sustainment -Network Engineering Support -Systems Architecture Design -Content Management -Help Desk Support -Requirements Analysis -Configuration Management -Quality Assurance/Quality Control -Database Development -Modeling, Simulation -Cybersecurity, -Cloud Solutions <p>STAFFING</p> <ul style="list-style-type: none"> -Targeted Recruitment -Constant Pool of Qualified Candidates -Screening, Testing and Interviewing -Criminal Background, Reference Checks -Temp, Temp to Direct and Direct Options <p>GIS/CADD</p> <ul style="list-style-type: none"> -Geo-referencing and meta data creation -Geo-spatial Modeling and Analysis -Data Conversion -Geo-spatial Database Development -Geo-Cloud Development -Geo-spatial Smart phone Applications -GIS Construction & Environmental Solutions 	<p align="center">INDUSTRY EXPERIENCE</p> <p>Government – DoD, Navy, Department of Veteran Affairs Transportation Education Insurance & Health Care Airports, Ports and Harbors</p> <p>EXPERIENCE WORKING WITH</p> <ul style="list-style-type: none"> • Training Information Management (TIMS – Navy) • IT Service • Management • Learning Content Management • Asset Management • Health Care Information Management • Case Management • Fleet Management 	<p align="center">WHY COUNT ON US</p> <ul style="list-style-type: none"> • Management Team has over 40 years of experience. • Verified, Certified 8(a), HUBZone, EDWOSB, WOSB, and Minority Owned with SBA and several agencies. • IBM Advanced Business Partner, ServiceNow Partner • Partnership - Synnex, Ingram, TechData • Facility Clearance: SECRET • DoD, Air Force, Navy, VA Experience and Civilian Agencies <p>PAST PERFORMANCE</p> 

SBA 8(a) Case Number: 306686. SBA 8(a) Entrance Date: 05/22/2015. SBA 8(a) Exit Date: 05/22/2024

4152 West Blue Heron Blvd Suite#226, Riviera Beach, FL 33404 Ph. (561) 228-8349 Fax. (561) 228-8330 www.srrintl.com

10. Business Cards – Certs/Logos, NAICS, DUNS

Thank you!!

Ivette Jorge
Luz.i.jorge@cbp.dhs.gov



Questions



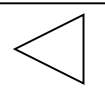
U.S. Customs and
Border Protection



Jack Simes, Acting Area Manager & Planning Officer, Southern California Area Office

SUMMARY BIO

- Undergraduate studies at the University of Maryland's School of Public Health
- Graduate studies at University of Baltimore, Troy State University, and Georgetown University
- Married, with a Son and two grandchildren
- Office implements water reclamation and reuse projects under the Title XVI authority, conducting water and related resources planning, water conservation field services, and Native American Affairs





— BUREAU OF —
RECLAMATION

WaterSMART Program Overview

Presented to the Society of American Military Engineers (SAME)
~ Orange County Post

November 13, 2020

Bureau of Reclamation – 6 Regions



Interior Region 8 – Lower Colorado Basin



Reclamation Financial Assistance Program

WaterSMART Grants:

- **Water Energy Efficiency Grants : WEEG**
- **Small-Scale Water Efficiency Projects : SWEP**
- **Cooperative Watershed Management Program : CWMP**
- **Drought**
- **Water Marketing Strategy**
- **Water Conservation Field Services Program**
- **Title XVI – Water Recycling and Reuse**
- **Desalination Construction**

Reference: www.ubsr.gov/watersmart



Reclamation Financial Assistance General Grant Information



50% Project's cost and no more than \$5 million



States, tribes, irrigation and water districts, and other entities with water or power delivery authority



Awards made through a competitive process



Grant program are posted on www.grants.gov



WaterSMART Funding Opportunities

Competed Reclamation-wide (amount dependent on budget)

Basin Study Program
Collaborative Planning

Title XVI Program
Water Reclamation and Reuse

WaterSMART Grants
Water Conservation and Efficiency

Water Conservation Field Services Program
Water Conservation Planning and Design

Drought Response Program
Planning and Building Resiliency

Cooperative Watershed Management Program
Watershed Management and Restoration



Quantifiable Water Savings

- Canal Lining/Piping
- Municipal Metering
- Irrigation Flow Measurement
- Landscape Irrigation Measures

Energy-Water Nexus

- Renewable energy related to water management and delivery
- Increased energy efficiency

WaterSMART Grants

Water and Energy Efficiency Grants

Increasing Water Supply Reliability

- Water Access and Conveyance System Improvements
- Aquifer Storage and Recovery
- Development of alternative water sources

Improved Water Management

- Modeling
- Decision support tools
- Measurement and Monitoring

Drought Response Program

Drought Resiliency Projects

WaterSMART Grants

Small-Scale Water Efficiency Projects

Watershed Management Projects

Cooperative Watershed Management Program

Small-scale efficiency and water management projects

- Canal Lining/Piping
- Municipal Metering
- Irrigation Flow Measurement.
- Supervisory Control and Data Acquisition (SCADA) and Automation.
- Landscape Irrigation Measures

WaterSMART Construction Opportunities

- Improving Stream Channel Structure and Complexity
- Restoring or Enhancing Floodplains and Riparian Vegetation
- Invasive Species Prevention/Control
- Water Conservation/Management to Improve Ecological Resilience



WaterSMART – Basin Study Program

Collaborative studies that evaluate water supply and demand and help ensure reliable water supplies by identifying strategies to address imbalances in water supply and demand.

Each study includes four key elements:

- 1) Project future supply and demand by river basin;**
- 2) Analyze how the basin's existing water and power operations and infrastructure will perform in the face of changing water realities;**
- 3) Develop strategies to meet current and future water demands; and**
- 4) Identify a trade-off analysis of strategies.**



Title XVI Program

Projects reclaim and reuse wastewaters and impaired ground and surface waters

- **Authorized Projects: Congressionally-authorized Title XVI Water Reclamation and Reuse projects;**
- **Feasibility Studies: Determine viable water recycling and reuse projects; and**
- **Research Studies: Water reclamation research under the Title XVI program.**

The recipient must provide at least 75% of the total project cost.

Recent FOA: BOR-DO-20-F009

Contact:

LCB – Meghan Thiemann at mthiemann@usbr.gov, or Ph. 702-293-8438



Water and Energy Efficiency Grants -

Water Conservation Projects and Hydropower Projects:

- **Small-Scale Water Efficiency Projects**



WaterSMART – SWEP

Small-Scale Water Efficiency Projects

- **Small-scale projects conserve and use water more efficiently; mitigate conflict risk in areas at a high risk of future water conflict; and accomplish other benefits that contribute to water supply reliability**
- **For projects with a total cost of \$150,000 or less**
- **Streamlined Application Process:**
 - **Rolling Application Submission**
 - **Simplified Evaluation Criteria**
 - **Clarified Budget Documentation**

Recent FOA: BOR-DO-20-F006



Water Conservation Field Services Program

Projects promote water conservation planning and design:

- **Demonstration projects**
- **Water project designs**
- **System Optimization Reviews**
- **Develop Water Conservation Plans**
- **Design water management improvements**



Riverside Xeriscape Garden



WaterSMART – Drought Response / Drought Resiliency Projects / Drought Plans

- **Projects increase water supply reliability, improve water management, and build long-term resiliency to drought:**
 - **Contingency Planning**
 - **Resiliency Projects**
 - **Emergency Response Actions**

Recent FOA: BOR-DO-20-F002



WaterSMART – CWMP

Cooperative Water Management Program



Provides funds to develop local solutions to water management needs:

- Phase 1 - Planning
- Phase 2 - Implementation

Projects provide a variety of benefits throughout a watershed:

- Improve water quality and ecological resilience
- Conserve water
- Reduce conflicts

Recent FOA: BOR-DO-19-F010



WaterSMART: Desalination Construction

- **Planning, design, and construction of ocean and brackish water desalination projects authorized under section 4009(c) of the Water Infrastructure Improvements for the Nation (WIIN) Act.**
- **To be eligible, sponsors must have completed a Title XVI Feasibility Study that Reclamation has reviewed and found to meet all the requirements of Reclamation Manual Release WTR 11-01.**
- **The recipient must provide at least 75% of the total project cost.**

Recent FOA: BOR-DO-19-F008



WaterSMART: Water Marketing Strategy Grants

- Planning activities that develop water marketing strategies that establish or expand water markets or water marketing activities between willing participants, in compliance with state and Federal laws.
- Webinar:
<https://www.usbr.gov/watersmart/watermarketing/docs/2019/2019-06-21watermarketingstrategygrantswebinar.pdf>

Recent FOA: BOR-DO-19-F006



WaterSMART – WEEG

Water and Energy Efficiency Grants

Projects conserve and use water more efficiently, increase the use of renewable energy and improve energy efficiency, benefit endangered and threatened species, facilitate water markets, or carry out other beneficial activities.

Eligible projects fall into one or more “Tasks”:

- Task A: Water Conservation
- Task B: Energy-Water Nexus
- Task C: Benefits to Endangered Species

Recent FOA: BOR-DO-20-F001



How do I get a grant?

Checkout: www.grants.gov

Give yourself time to write the proposal!

**Checkout Successful Applications:
<https://www.usbr.gov/watersmart/applications/>**



Pro Tips

- ❑ www.usbr.gov/mp/watershare
- ❑ www.usbr.gov/watersmart
- ❑ www.usbr.gov/lc/socal/wtrcons.html
- ❑ www.grants.gov

- Funding Opportunity Announcement (FOA)
- Previously Funded Projects
- Performance Measures
- Newsletter
- Water Management Planning Tools



More Tips:

- **If it is a large project, consider breaking it into phases**
- **Don't assume that the Grantor knows you**
- **Focus on the Grant Evaluation Criteria. Copy them into your proposal and address each one in one section of your proposal.**
- **Understand the 50% non-federal funding cost-share requirement - state funding may help with this**
- **If your grant application does not get awarded, ask for a debrief to help you prepare a better proposal the next year.**

Most importantly, Ask for help!



Thank You!

Quick Web References:

www.usbr.gov/mp/watershare

- Funding Opportunity Announcement (FOA)
- Previously Funded Projects
- Performance Measures
- Newsletter
- Water Management Planning Tools

www.usbr.gov/watersmart

www.usbr.gov/lc/socal/wtrcons.html

www.grants.gov



Jack Simes

jsimes@usbr.gov

Ph. 951-695-5310, ext. 102

Cell: 951-205-4600

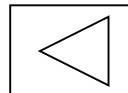
For further program information please visit

www.usbr.gov/lc/socal



— BUREAU OF —
RECLAMATION

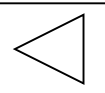
Questions



10 min Break



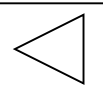
Start: 1210
Return: 1220



Contract Opportunities and How to do Business with U. S. General Services Administration (GSA)

Pamela SmithCressel, Lead Small Business Specialists, Office of Small Business Utilization for the GSA

- She has been employed with the U.S. Federal Government for 35 years.
- Has worked with the Internal Revenue Services Department, United States Air Force, U.S. Department of Defense and the U.S. Naval Weapons Station
- Pamela meets with lead procurement officials on a regular basis to develop new acquisition strategies that will afford small businesses an opportunity to provide services in areas where their participation has been minimal.
- Works tirelessly as an advocate to increase procurement opportunities for small, minority, veteran, service disabled and woman-owned businesses in California, Arizona, Nevada and Hawaii.
- Her passion is to help bridge the gap between Federal Government and aspiring entrepreneurs. Pamela has been an instructor at local Procurement Technical Assistance Center (PTAC), where she teaches entrepreneurs how to become successful Government contractors.



GSA

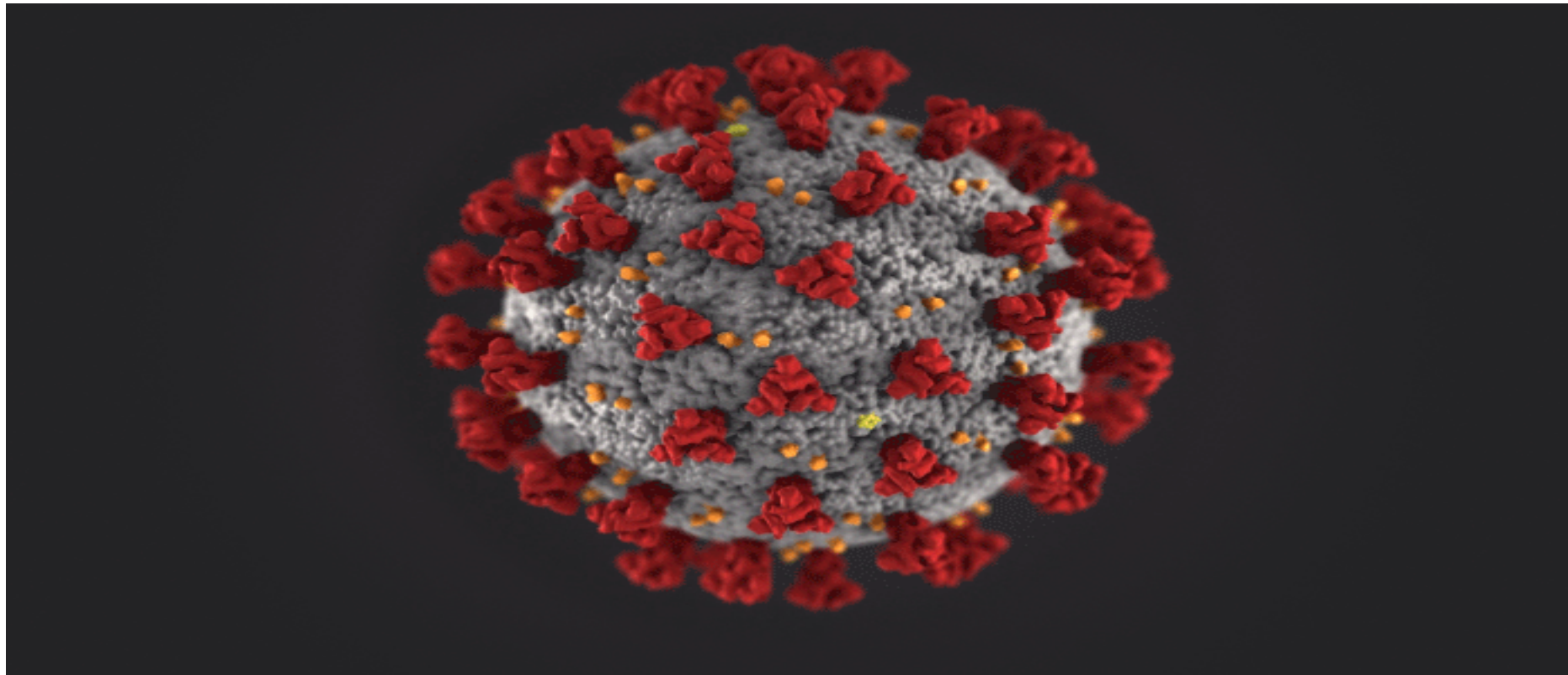
GSA

DOING BUSINESS
WITH GSA

The GSA Schedules Program: What You Need to Know!

Pamela Smith-Cressel Small Business Specialist
Office of Small and Disadvantaged Business
Utilization

How to Do Business with the Federal Government in Unprecedented Times



- ✓ -Visit [Coronavirus.gov](https://www.coronavirus.gov) for the latest official information from the Coronavirus (COVID-19)
- ✓ -Visit the Centers for Disease Control (CDC) for [official Coronavirus \(COVID-19\) health](https://www.cdc.gov/coronavirus/2019-ncov/official.html)
- ✓ -Visit [USA.gov](https://www.usa.gov) for additional Coronavirus (COVID-19) Information
- ✓ -FEMA: FEMA has a website that contains information as to how a person/company can help during this time <https://www.fema.gov/coronavirus/how-to-help> .In addition, there is information under "How To Help - Private Sector" that provides an email address for contractors to sell medical supplies or equipment to the federal government.
- ✓ -Contract Opportunities: beta SAM.gov has Contract Opportunities that an eligible contractor can search & apply to <https://beta.sam.gov/search?index=opp>
- ✓ -VA Schedules: If the contractor is looking to get on a VA Federal Supply Schedule. VA has a website that provides information for Prospective Contractors <https://www.va.gov/opal/nac/fss/prospective.asp>

GSA Responds to COVID-19

Helping federal, state, and local partners meet their missions.

26.8
MILLION
PROTECTIVE GLOVES



424,396
MASKS AND FACE SHIELDS



97,615
MEALS
READY-TO-EAT
(MRES)



143,000
GALLONS
DISINFECTANT & CLEANING
SOLUTIONS



125,000
GALLONS
HAND SANITIZER



17,884
LAPTOPS FOR
AGENCY PARTNERS



11,014
BEDS AND COTS



Interested in Helping the Response?

What do we need:

- EPA-Approved Cleaning Supplies
- Masks - be they cloth, surgical, or N-95
- Gloves
- Face shields
- Goggles
- Hand sanitizer and soap
- Companies willing to help screen entrants to facilities (taking temperatures, asking questions).

If you have a response to any of these needs, please email: covid19support@gsa.gov

How to Do Business with the Federal Government in Unprecedented Times

I don't have a GSA schedule, but I have a good response to a COVID-19 requirement. What is the best strategy to move forward with GSA, since getting on a schedule takes time and past performance. What steps can we logically take?

- Work with your local PTAC to develop a GSA Schedule Offer
- Register on SAM.gov, ensure you sign up for the Disaster Response Registry
- Monitor sam.beta.gov and agency websites for non schedule COVID solicitations
- Identify contact existing schedule contract holders developing prime/subcontract arrangements to provide the service or product. Visit GSA eLibrary to view all Schedule contract holders

What changes did GSA put in place to better utilize small businesses through this pandemic?

- **GSA Response to COVID- we had 4 major workstreams:**
 - Support the acquisition workforce
 - Make it easier to obtain needed supplies and services
 - Support our industry partners as they support us, especially small businesses
 - Fully enable an acquisition telework environment
- **In the policy front, to support our industry partners:**
 - Class deviations to accelerate payments to 15 days
 - Class deviation to raise ceiling on progress payment
 - Class Deviation to implement 3610 of CARES Act, paid Leave
 - Contractor On and Off Boarding Policy to address how contractors can use their own IT equipment in cases where GSA couldn't provide it
 - We stood up a COVID-19 page on Acquisition.gov

How to Do Business with the Federal Government in Unprecedented Times

What services do you foresee the government needing the most as federal employees return back to the Federal buildings?

- Key supplies we expect will be needed might include:
 - Cleaners, disinfectants, wipes, soaps
 - Laptops, monitors, keyboards, disposable keyboard covers
 - PPE (such as cloth masks) as needed for enterprise-wide buys
 - Screening/cleaning services as needed for GSA buildings
 - Touchless conference room tech
- Key services that might be needed include:
 - Screening services
 - Contract tracing services
 - Changes/increased demand in cleaning frequency and intensity

What GSA contract vehicle has been most helpful to the government in responding to COVID-19?

- GSA Schedules program
- GSA Global Supply
- GSA's suite of GWACs
- AbilityOne

GSA's Mission

- GSA's mission is to **deliver value and savings** in real estate, acquisition, technology and other mission support services across the Federal government.
- GSA is **the Federal government's procurement expert**, helping other agencies acquire space, products, and services needed from commercial sources.
- The Public Buildings Service, (PBS), provides real estate space, architecture, interior design, and construction to Federal agencies.
- Our Federal Acquisition Service, (FAS), delivers a vast number of commercial goods and services, at the best value, across government.

GSA's Office of Small and Disadvantaged Business Utilization



You Don't Have to Navigate This Highway Alone!

GSA Regional Offices



Region 1: Boston, MA
Region 2: New York, NY
Region 3: Philadelphia, PA
Region 4: Atlanta, GA
Region 5: Chicago, IL
Region 6: Kansas City, MO
Region 7: Fort. Worth, TX
Region 8: Denver, CO
Region 9: San Francisco, CA
Region 10: Auburn, WA
Region 11: Washington, DC

Name	Email/Phone	Region	States
Jerry Smith Deborah Tarleton	Jerry.smith@gsa.gov 617-565-8102 deborah.tarleton@gsa.gov 617-565-8100	R1	CT, MA, ME, NH, RI, VT
Janice Bracey	Janice.bracey@gsa.gov 212-264-1294	R2	NJ, NY, PR, VI
Helena Koch	Helena.koch@gsa.gov 215- 518-9778	R3	DE, MD, NJ, PA, WV (NJ/services all territories south of Princeton/ MD: services every county except Montgomery & Prince George's counties/VA: services every county except Fairfax, Loudon & Prince William Counties)

Name	Email/Phone	Region	States
Chasity Ash Major George	Chasity.ash@gsa.gov 404-215-6856 major.george@gsa.gov 404-215-6740	R4	AL, FL, GA, KY, MS,NC,SC,TN
Shannon Banks	Shannon.banks@gsa.gov 312-353-1100	R5	IL, IN, MI, MN, OH, WI
Bill Strobel	William.strobel@gsa.gov 816-926-3258	R6	IA, KS, MO,NE
Albert Garza	Albert.garza@gsa.gov 817-978-2828	R7	AR, LA, NM, OK, TX

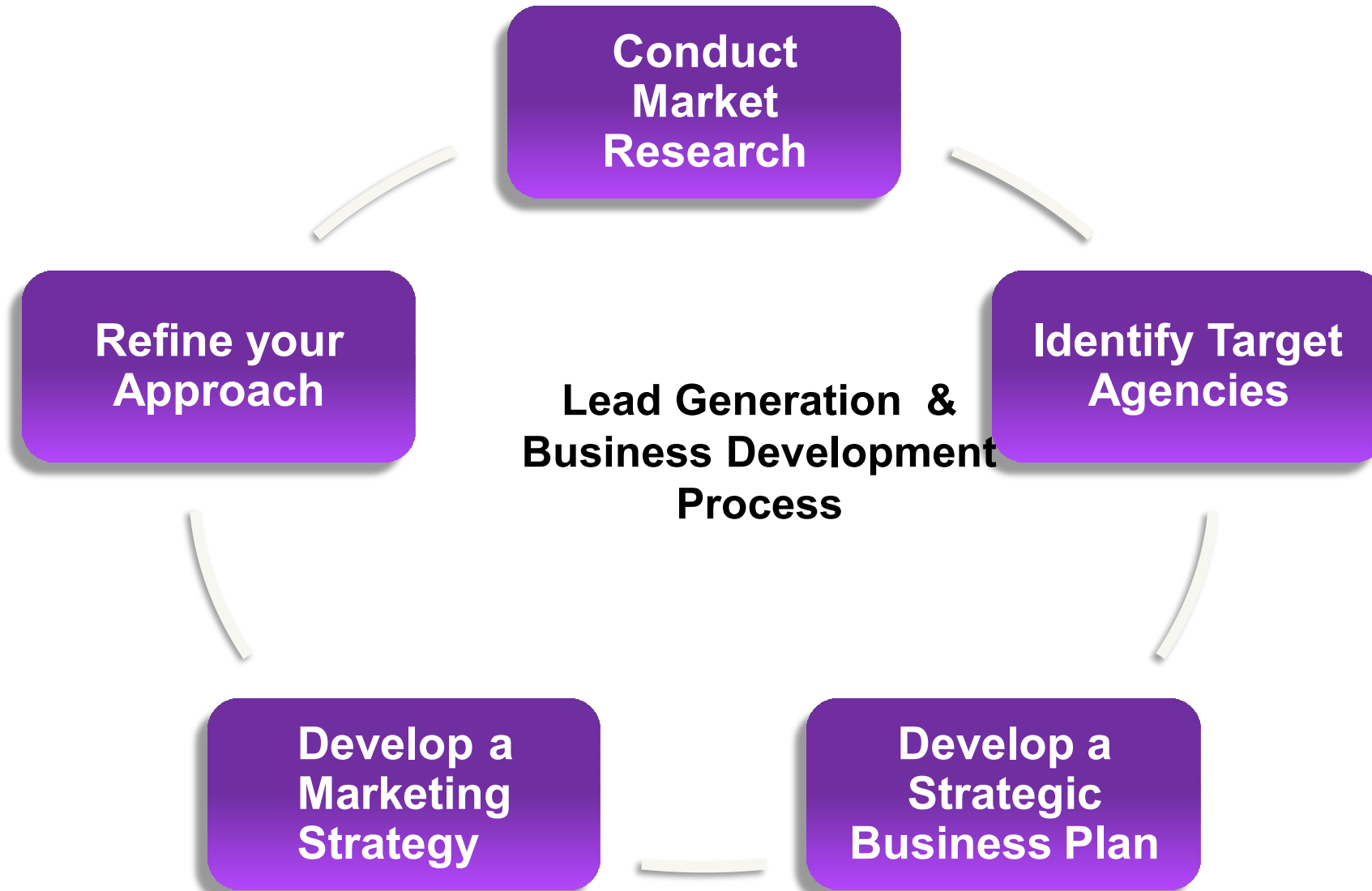
Contact Your Local GSA OSDBU Small Business Specialist

Name	Email/Phone	Region	States
Eric Rettig	Eric.rettig@gsa.gov 303-462-5119	R8	CO, MT, ND, SD, UT, WY
Anthony Caruso	Anthony.caruso@gsa.gov 213-894-3210	R9	AS, AZ, CA, CM, EA, GU, HI, NV
Lori Falkenstrom	lori.falkenstrom@gsa.gov (510) 637-1413		
Pam Smith-Cressel	Pam.smith-cressel@gsa.gov (213) 894-3211		
Michelle Leshe	Michelle.leshe@gsa.gov 253-931-7956	R10	AK, ID, OR, WA
Ralph Buchanan	Ralph.buchanan@gsa.gov 202-969-5647	R11	DC, MD, VA (MD/services Montgomery & Prince George's counties/VA: services Fairfax, Loudon ₁₅ & Prince William Counties)

Research, Analyze, and Plan



Marketing to The Federal Government





Marketing to The Federal Government

Let the Data Refine Your Overall Strategy

- Use Data to Develop a Targeted Business Strategy
- Choose the Right Events to Attend
- Use eTools Tools to Conduct Research
- Know which Agency Forecast Tools to Use
- Document and Revise Results
- Be Efficient

Tools to Conduct Market Research



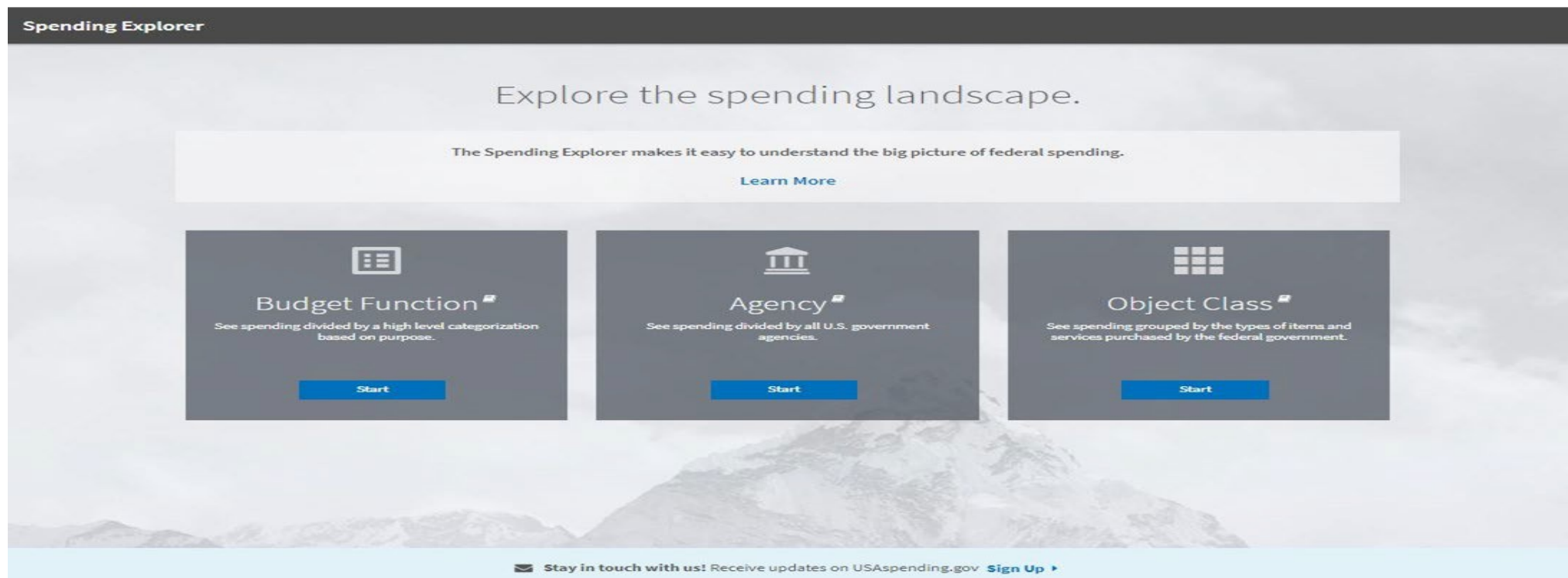
Federal Procurement Data System - Next Generation

- **What's reported to FPDS-NG?** Agencies are required to report on all contract actions using appropriated funds whose estimated value is \$3,500 or more as specified in FAR 4.6 Contract Reporting.
- **Where the data is from:** Contracting Officers enter the procurement data directly, or the data is fed from 90+ agency contract writing systems
- **Oversight:** Operated by GSA Integrated Award Environment (IAE) with Governance from the Acquisition Committee for eGov, Procurement Committee for eGov, Financial Assistance Committee for eGov, and IAE CCB

For more details visit: www.fpds.gov

Tools to Conduct Market Research

- USA Spending is another tool that can be used for conducting marketing analysis. It is a government source for data on federal grants, contracts, loans, and other financial assistance.

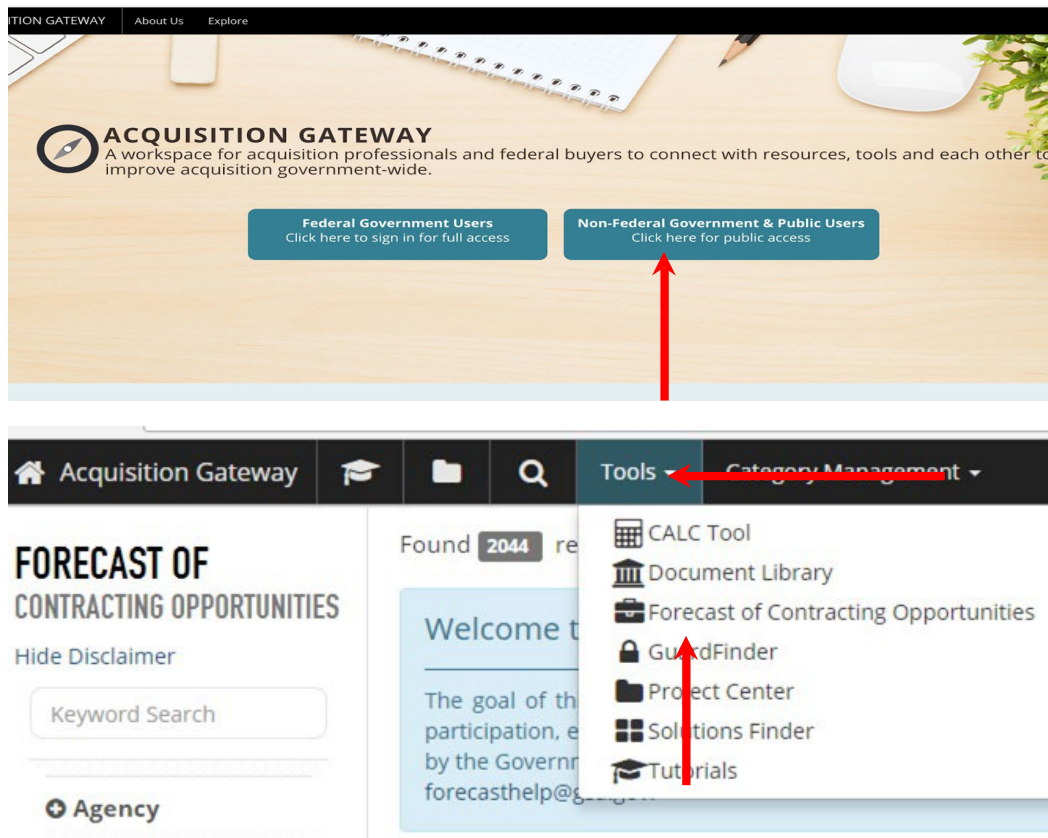


For more details visit: www.usaspending.gov

Forecast of Contracting Opportunities

GSA Forecast of Contracting Opportunities Tool

Background:



- Launched in March 2016
- Focuses on acquisition planning and increases awareness of potential prime and subcontracting opportunities.
- The goal is to help both GSA buyers and vendors easily communicate around potential contracting opportunities.
- The tool includes information for GSA and the Department of Interior.
- The goal is to have all Federal agencies use the tool.

For more details visit: <https://hallways.cap.gsa.gov>

GSA eLibrary



Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit [GSA.gov](https://www.gsa.gov).

Search

enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS

Contractor Directory (a-z)

Cross-Schedule Search

Category Guide

- Building & Industrial
- Furniture & Furnishings
- IT Solutions & Electronics
- Law Enforcement, Fire, & Security
- Recreation & Apparel
- Services
- Travel & Transportation Solutions
- Wildland Fire & Equipment
- Disaster Relief
- Hospitality, Cleaning, & Chemicals
- Laboratory, Scientific, & Medical
- Office Solutions
- Security Solutions
- Tools, Hardware, & Machinery
- Vehicles & Watercraft
- Winter Supplies & Services

News...

Get Ready... Get Set... Go Transition! GSA SmartPay 3 is leading the charge with new innovative payment solutions to meet your agency's needs. Please remember that your current account(s) may no longer be used after November 29, 2018. The new GSA SmartPay 3 accounts must be used starting November 30, 2018. For more information, visit <https://smartpay.gsa.gov/content/resources>

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.

With eBuy, getting quotes is just a click away!



go to eBuy >>

Additional Information

Customers

- Training Opportunities
- FPDS-NG
- EPLS
- GSA Strategic Sourcing BPAs
- Acquisition Gateway

Contractors

- FedBizOps
- Schedules Sales Query
- Vendor Support (VSC)

Quick Search

Go to

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- View schedule contracts
- GSA schedules info
- VA schedules info
- MAS Available Offerings Crosswalk
- MAS Clause Applicability Matrix

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- View technology contracts
- GSA technology contracts info

State and Local Governments

Cooperative Purchasing

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- View participating vendors
- Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- View participating vendors
- Disaster Purchasing FAQ



U.S. General Services Administration (GSA) Office of
Small Business Utilization

Small Business Solutions

GSA Office of Small Business Utilization

Pacific Rim Staff Locations

Mrs. Pamela Smith-Cressel

Director – Pacific Rim Region

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CA 90012
Ph. 213-894-3210
Email: pam.smith-cressel@gsa.gov

Anthony Caruso

Small Business Specialist

300 N. Los Angeles St..3rd Floor, Rm 3122
Los Angeles, CA 90012
Ph. 213-894-3210
Email: anthony.caruso@gsa.gov

Mrs. Lori B. Falkenstrom

Small Business Specialist 1301 Clay
St. North Tower Oakland, CA 94612
Ph. 510-637-1413
Email: lori.falkenstrom@gsa.gov



U.S. General Services Administration (GSA) Office of
Small Business Utilization

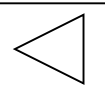
Questions



\$350 worth in prizes!!

5x raffle winners will be randomly drawn based on registration order number!

Prizes will be 5x AMAZON eGift cards which will be e-mailed to the respective winners, 2x \$100 eGift cards and 3x \$50 eGift cards.





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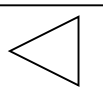


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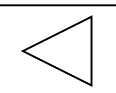
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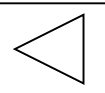
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