

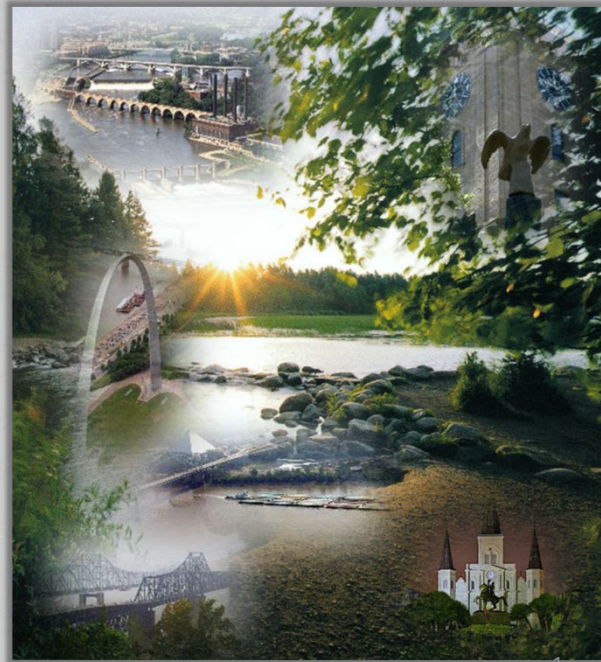
# USACE NEW ORLEANS DISTRICT

Mr. David Willis  
Deputy  
Office of Small Business  
Programs



US Army Corps  
of Engineers®

**BUILDING STRONG®**



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## Agenda



- Introduction: Who We Are, What We Do, and What We Buy
- New Orleans District Small Business Spending
- How to Request a Capability Briefing
- Doing Business With Us
- Our Acquisition Forecast
- Small Business and Contracting Updates
- What Is A Subcontracting Plan?
- How Can Small Businesses Help the New Orleans District Meet Its Mission?
- Helpful Small Business Links
- Closing

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## U.S. Army Corps of Engineers NEW ORLEANS DISTRICT



### WHO WE ARE

One of six(6) Major commands under Department of Army  
One of SIX Districts under Mississippi Valley Division

We serve the engineering needs of South Louisiana and are home to the largest civil works program in the country. We meet the daily challenges associated with protecting the region from hurricane & storm damage, facilitating navigation along the Mississippi River, and simultaneously working to protect and restore the fragile and disappearing ecosystem that houses the water resources we manage.

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## U.S. Army Corps of Engineers NEW ORLEANS DISTRICT




### WHAT WE DO

We meet the daily challenges associated with protecting the region from hurricane & storm damage, facilitating navigation along the Mississippi River, and simultaneously working to protect and restore the fragile and disappearing ecosystem that houses the water resources we manage.

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## U.S. Army Corps of Engineers NEW ORLEANS DISTRICT




# WHAT WE BUY

- ❖ Construction
  - ❖ Horizontal
    - ❖ Levees
    - ❖ Flood Reduction
  - ❖ Dredge
- ❖ Services—Limited use due to MATOC (4-5year contracts)
  - ❖ A&E Design
  - ❖ Surveying
  - ❖ Program Management

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## U.S. Army Corps of Engineers NEW ORLEANS



# WHAT WE BUY

- ❖ Govt require to use Six (6) Source Supply and Services
  - ❖ FAR 8.002 & 8.004
- ❖ Acquisition Forecast---<https://www.mvn.usace.army.mil>

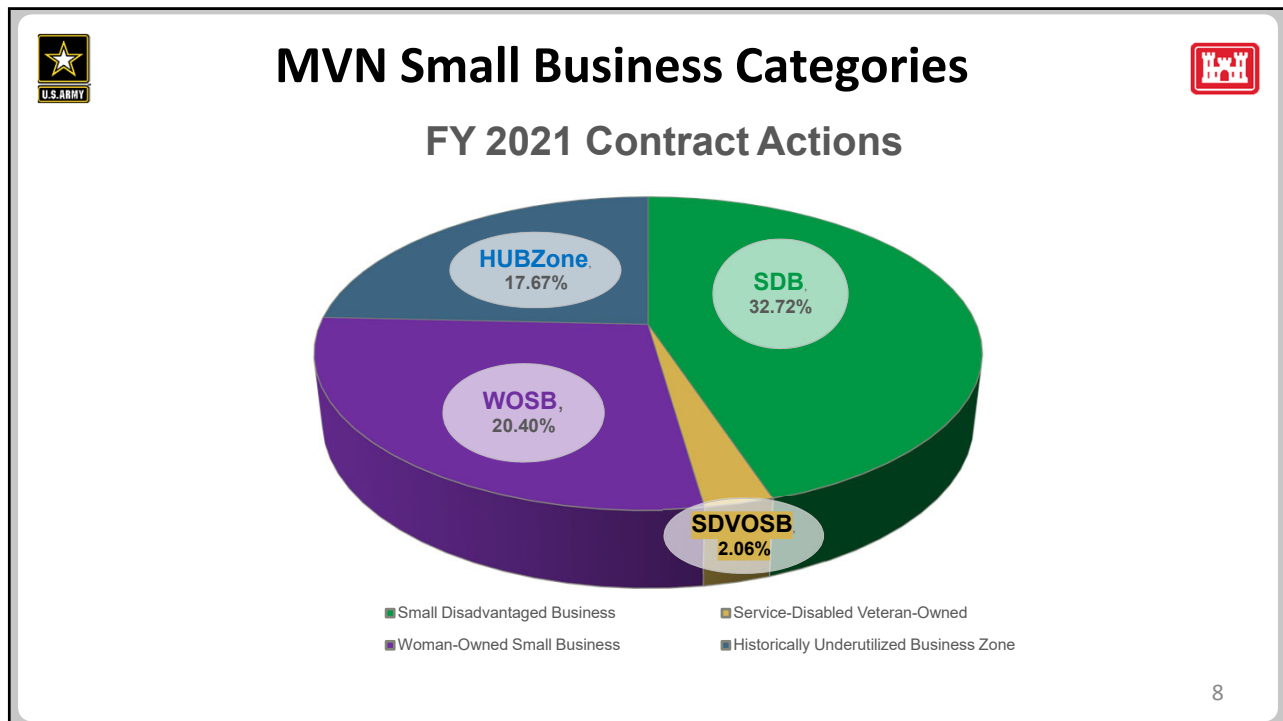
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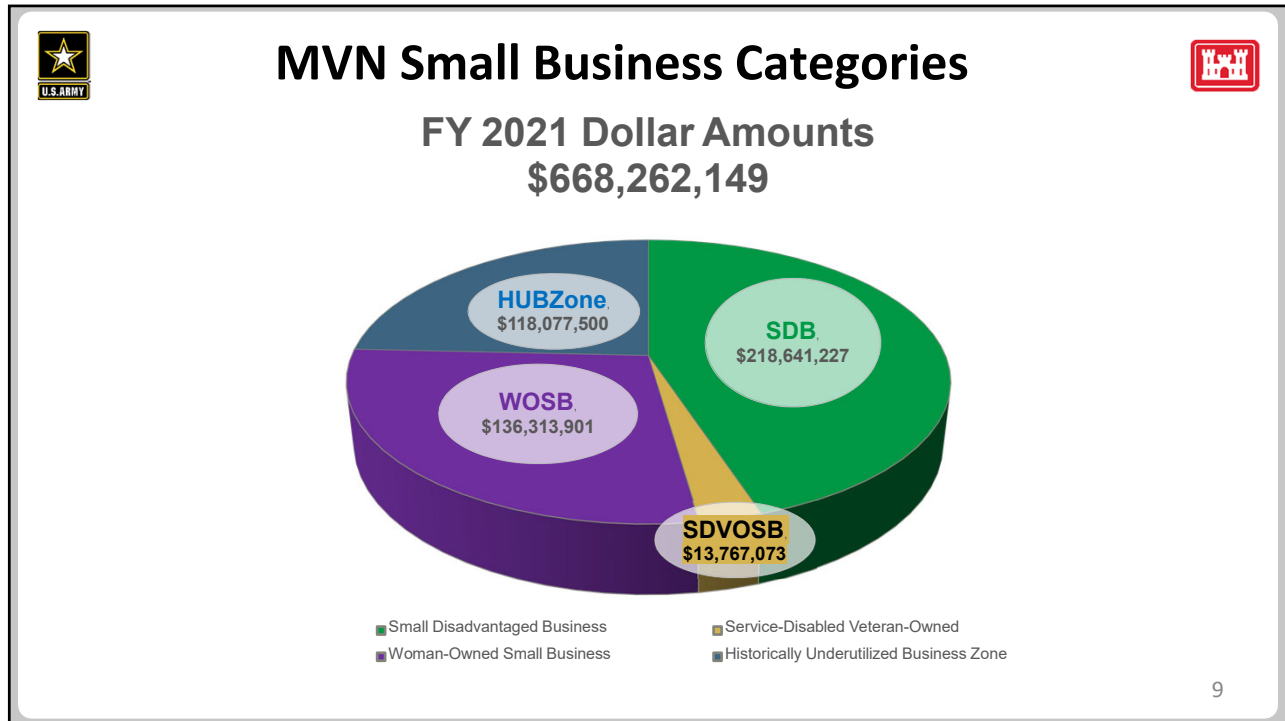
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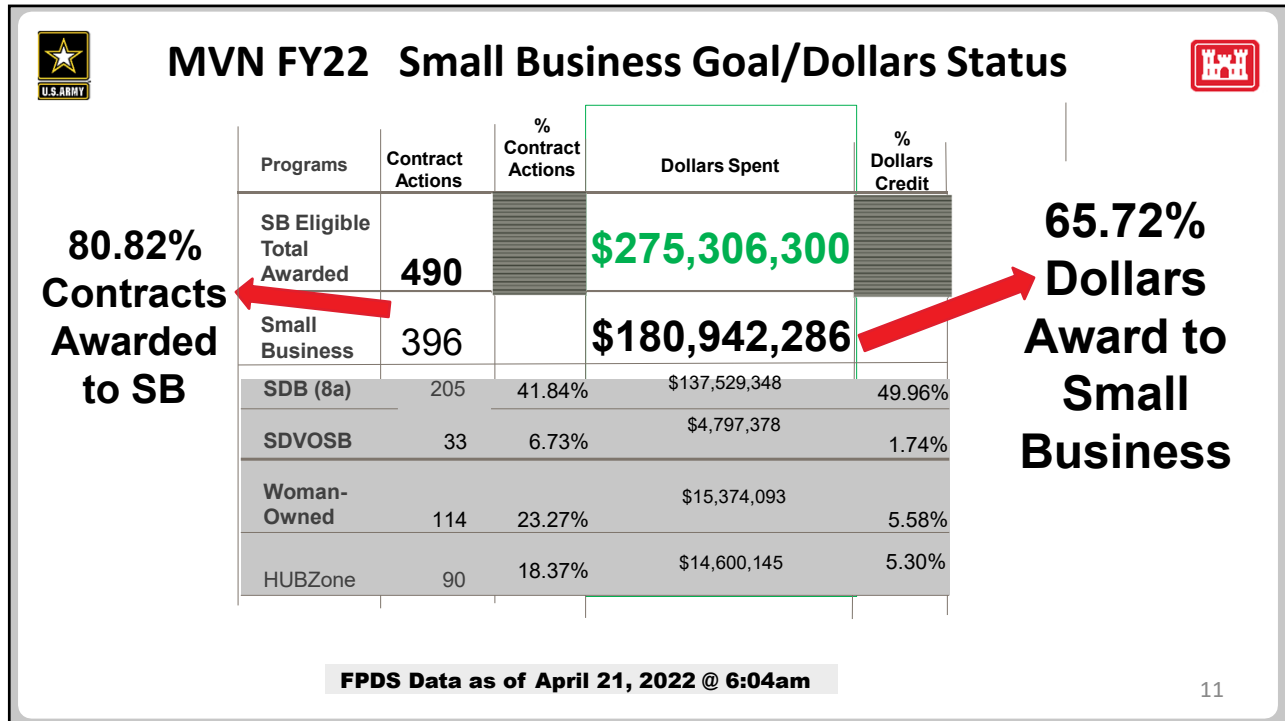
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## How does a Small Business get their capacities known to the Army Corp New Orleans District?

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# REQUEST FOR A CAPABILITY BRIEFING

USACE MVN-  
New Orleans



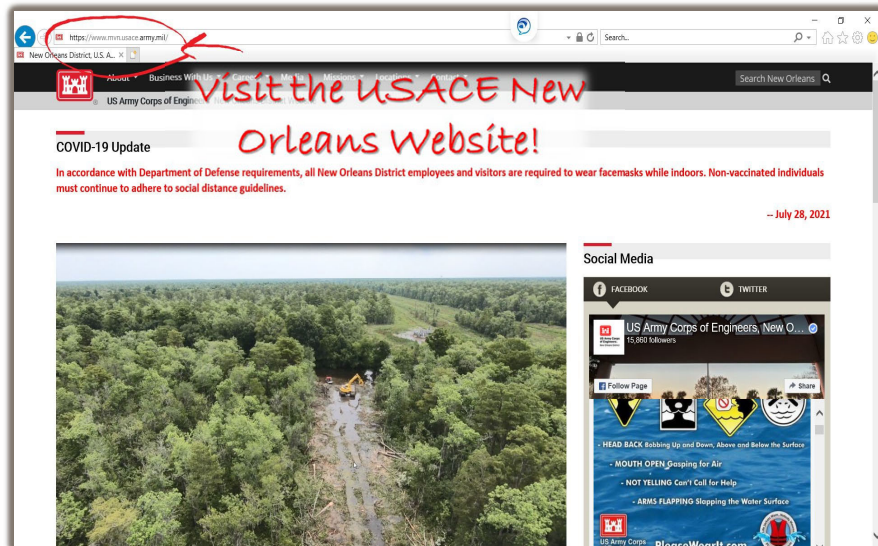
US Army Corps  
of Engineers

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**STEP 1:** Visit us at [www.mvn.usace.army.mil](http://www.mvn.usace.army.mil)



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**STEP 2:** Hover over the “Business With Us” tab, then click on “Small Business”

COVID-19 Update  
In accordance with Department of Defense guidance, all District employees and visitors are required to wear facemasks while indoors. Non-vaccinated individuals must continue to adhere to social distancing measures.

July 28, 2021

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**STEP 3:** Fill out the contact form

Capability Briefing Request

Recipient:  
Choose a Recipient

Your Name:  
Your Email Address:  
Subject:  
Message:

Choose a Recipient  
Small Business

Select Small Business

Contact Me: A response is requested.

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**STEP 3, continued- Fill in your name, email address, subject line, message, and whether a response is requested**

*Tell us about your company!*

**Capability Briefing Request**

Recipient: Small Business

Your Name: Sherrie Cordi

Your Email Address: sherrie.cordi@usace

Subject: Capability Briefing

Message: Good afternoon, I would like to request a capability briefing for Cordi Construction. Thank you!

Very Respectfully,

Contact Me: A response is requested. *(optional)*

I'm not a robot

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**STEP 4: Prove you're not a robot and click "Send Message"**

**Small Business Program Excellence Awards**

**Contact Us**

Phone: 504-862-2627  
Fax: 504-862-2102  
Email: David.Willis@usace.army.mil

or

Phone: 504-862-1988  
Email: Sherrie.Cordi@usace.army.mil

**Small Business Office**

Summary of SBREFA  
Steps for Vendors  
Opportunity Search Tips  
Federal Acquisition Regulations  
Links of Interest  
Safety and Health Requirements Manual

**Capability Briefing Request**

Subject: Capability Briefing

Message: Good afternoon, I would like to request a capability briefing for Cordi Construction. Thank you!

Very Respectfully,

Contact Me: A response is requested.

I'm not a robot

**Send Message**

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**You're all set! Please allow 24-48 hours for a response.**

US Army Corps of Engineers New Orleans District Website

**Small Business**  
The USACE New Orleans District maintains an Office of Small Business Programs to provide guidance to those who are interested in competing for federal contracts and whose businesses meet certain size and revenue requirements. The Office of Small Business Programs is located at the New Orleans District Headquarters.

**Fiscal Year Information**  
Fiscal Year 2023 Acquisition Forecast  
Fiscal Year 2022 Acquisition Forecast

**Small Business Program Excellence Awards**  
FY19 USACE Small Business Hundred Million Dollar Club Award  
FY19 Top Hubzone Awards by Dollar  
FY19 Greater than 50% of the Program Awarded to Small Businesses

**Small Business Office**  
Summary of SBREFA  
Steps for Vendors  
Opportunity Search Tips  
Federal Acquisition Regulations  
Links of Interest  
Safety and Health Requirements Manual

**Contact Us**  
Phone: 504-862-2627  
Fax: 504-862-2102  
Email: [David.Willis@usace.army.mil](mailto:David.Willis@usace.army.mil)  
or  
DHW/DAE COL 567.1088

**Capability Briefing Request**  
Your message was successfully submitted. Thank you.

Recipient:  
Choose a Recipient

Your Name:

Your Email Address:

Subject:

Message:


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**DOING BUSINESS WITH  
THE  
NEW ORLEANS DISTRICT**

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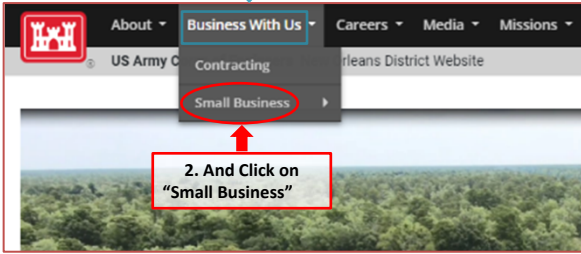


# DOING BUSINESS WITH THE NEW ORLEANS DISTRICT




View our acquisition forecast at:  
<https://www.mvn.usace.army.mil/Business-With-Us/Small-Business/>

**1. Hover over "Business With Us"**




**2. And Click on "Small Business"**




**3. Click on FY22 or FY23 Acquisition Forecast**

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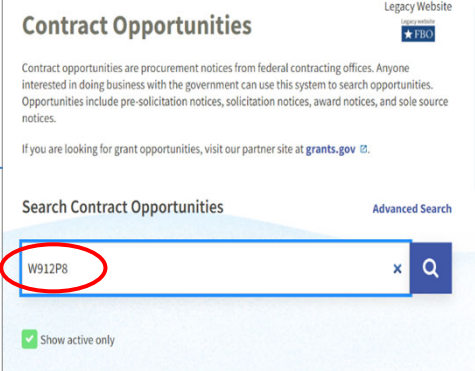


# DOING BUSINESS WITH THE NEW ORLEANS DISTRICT




And search by our DODAAC in SAM.GOV **W912P8**






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## MVN **FY22** ACQUISITION FORECAST




Anticipated Advertisement	NAICS	Project Title	Project Location	Type of Work	Program	Customers	Estimated Dollar Value	Set-Aside Decision
FY22 Q1	237990	New Roads Ferry Landing Sand Boil Repair	New Road LA	Construction	Civil Works	USACE	6	6
FY21 Q4	237990	Ward Creek Clear and Snag	East Baton Rouge, LA	Construction	Civil Works	USACE	6	1
FY21 Q4	237990	Lower Jones Creek Clear and Snag	East Baton Rouge, LA	Construction	Civil Works	USACE	6	1
FY21 Q4	237990	Bayou Fountain Clear and Snag	East Baton Rouge, LA	Construction	Civil Works	USACE	6	1
FY22 Q1	237990	Comite Channel Seg 2B	East Baton Rouge, LA	Construction	Civil Works	USACE	8	1
FY22 Q1	237990	Comite Channel Reach 3	East Baton Rouge, LA	Construction	Civil Works	USACE	9	1
FY22 Q1	237990	Comite Clearing and Snagging 3 Bayous	East Baton Rouge, LA	Construction	Civil Works	USACE	6	1
FY22 Q1	237990	Comite Channel Seg 1	East Baton Rouge, LA	Construction	Civil Works	USACE	8	1
FY22 Q1	237990	Comite Bayou Baton Rouge Drop Structure	East Baton Rouge, LA	Construction	Civil Works	USACE	9	1
FY21 Q4	237990	Comite Cypress Bayou Drop Structure	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	8	1
FY22 Q3	237990	Guidewall Stabilization & Dolphin Replacement	New Orleans, LA	Construction	Civil Works	State of Louisiana	6	2 or 3
FY22 Q3	237990	Chamber Wall Repairs & Joint Replacement	New Orleans, LA	Construction	Civil Works	State of Louisiana	6	2 or 3
FY22 Q3	237990	Guidewall Repair Maintenance	Port Allen, LA	Construction	Civil Works	State of Louisiana	5	2 or 3
FY22 Q3	237990	Leland Bowman Lock Damage Repair	Abbeville, LA	Construction	Civil Works	State of Louisiana	5	2 or 3
FY22 Q4	237990	Saltwater Barrier Shops Building Replacement	West Lake, LA	Construction	Civil Works	State of Louisiana	6	1
FY22 Q3	237990	Old River Lock Paint Emergency Stoplogs	Vidalia, LA	Construction	Civil Works	State of Louisiana	6	1
FY22 Q2	237990	Old River Lock Overbank Handrails Replace	Vidalia, LA	Construction	Civil Works	State of Louisiana	6	2 or 3
FY22 Q3	237990	Old River Lock New Primary Water Well	Vidalia, LA	Construction	Civil Works	State of Louisiana	5	2 or 3
FY22 Q3	TBD	Old River Lock Pest & Invasive Species	Vidalia, LA	Service	Civil Works	State of Louisiana	4	2 or 3
FY22 Q1	TBD	Old River Lock Ground Maintenance Contract	Vidalia, LA	Service	Civil Works	State of Louisiana	4	2 or 3
FY22 Q3	TBD	Pointe Coupee Pump Station Engine & Pump Repair	Vidalia, LA	Service	Civil Works	State of Louisiana	6	1
FY22 Q2	237990	Bayou Courtaubeau Control Structure Handrails Replacement	Butte La Rose, LA	Construction	Civil Works	State of Louisiana	3	2 or 3
FY22 Q3	237990	Morganza Control Structure Gates Refurbish	Batchelor, LA	Construction	Civil Works	State of Louisiana	6	1
FY22 Q2	237990	Pointe Coupee Pump Station Handrails Replace	Batchelor, LA	Construction	Civil Works	State of Louisiana	4	2 or 3
FY22 Q3	237990	Morganza Control Structure - Refurbish Gantry Rails	Batchelor, LA	Construction	Civil Works	State of Louisiana	6	1
FY22 Q3	237990	Morganza Control Structure - Repair Gantry Cranes	Batchelor, LA	Service	Civil Works	State of Louisiana	6	1
FY22 Q1	TBD	Morganza Control Structure - Ground Maintenance Contract	Batchelor, LA	Service	Civil Works	State of Louisiana	3	2 or 3
FY22 Q1	237990	Bonnet Carre Spillway Service Bridge Anchor Repair	Laplace, LA	Construction	Civil Works	State of Louisiana	3	1
FY22 Q4	TDB	Bonnet Carre Spillway - Janitorial	Laplace, LA	Service	Civil Works	State of Louisiana	2	1
FY22 Q4	TDB	Bonnet Carre Spillway Trash Removal	Laplace, LA	Service	Civil Works	State of Louisiana	1	2 or 3
FY22 Q4	TDB	Bonnet Carre Spillway Limestone	Laplace, LA	Service	Civil Works	State of Louisiana	1	1
FY22 Q4	TDB	Bonnet Carre Spillway - Port-a-lets Service	Laplace, LA	Service	Civil Works	State of Louisiana	2	1
FY22 Q4	237990	Bonnet Carre Spillway Needles Replacement	Laplace, LA	Construction	Civil Works	State of Louisiana	3	5
FY22 Q4	TBD	Removal of Aquatic Growth	Multiple locations	Service	Civil Works	State of Louisiana	3	2 or 3

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## MVN **FY23** ACQUISITION FORECAST



Anticipated Advertisement	NAICS	Project Title	Project Location	Type of Work	Program	Customers	Estimated Dollar Value	Set-Aside Decision
FY23 Q1	237990	Plaquemines Point Seepage Remediation	Sunshine, LA	Construction	Civil Works	State of Louisiana	7	5
FY23 Q1	237990	Claiborne Island Seepage Remediation	Claiborne Island, LA	Construction	Civil Works	State of Louisiana	6	6
FY23 Q4	237990	Bonnet Carre to New Sarpy Levee Enlargement	New Sarpy, LA	Construction	Civil Works	State of Louisiana	7	5
FY23 Q2	237990	St. Rose Levee Enlargement	St. Rose, LA	Construction	Civil Works	State of Louisiana	7	7
FY23 Q2	237990	Harvey Lock Forebay - Levee/Floodwall Enlargement	Harvey, LA	Construction	Civil Works	State of Louisiana	6	6
FY23 Q2	237990	Ama #2 Levee Enlargement	Ama, LA	Construction	Civil Works	State of Louisiana	4	6
FY23 Q3	237990	Smithland to Lacour Levee Enlargement	Lacour, LA	Construction	Civil Works	State of Louisiana	8	1
FY23 Q4	237990	Inner Harbor Navigation Canal Forebay Levee/Floodwall Enlargement	New Orleans, LA	Construction	Civil Works	State of Louisiana	7	5
FY23 Q1	237990	Upper Jones Creek Armoring	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	8	1
FY23 Q1	237990	Beaver Bayou Enlargement Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	8	1
FY23 Q1	237990	Blackwater Bayou Enlargement Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	8	1
FY23 Q4	237990	Upper Jones Creek Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	7	1
FY23 Q4	237990	Lively Bayou Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	7	1
FY23 Q4	237990	Weiner Creek Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	6	1
FY23 Q4	237990	Blackwater Bayou (Phase B) Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	7	1
FY23 Q4	237990	Blackwater Bayou (Phase C) Clearing and Snagging	East Baton Rouge, LA	Construction	Civil Works	State of Louisiana	6	1
FY23 Q1	237990	Calcasieu River-Dredged Material	Cameron, LA	Construction	Civil Works	State of Louisiana	8	1
FY23 Q1	237990	Calcasieu Lock-Gate Replacement	Lake Charles, LA	Construction	Civil Works	State of Louisiana	7	8
FY23 Q1	237990	Inner Harbor Navigation Canal Floating Guide Wall	New Orleans, LA	Construction	Civil Works	State of Louisiana	7	8
FY23 Q2	237990	Leland Bowman Lock South Chamberwall Replacement	Intracoastal City, LA	Construction	Civil Works	State of Louisiana	8	8
FY23 Q2	237990	Old River Control Structure Low Sil Dewatering	Lettsworth, LA	Construction	Civil Works	State of Louisiana	9	8

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CSACUC(1)





SB/Contracting Updates



## Gov. Edwards Announces \$150 Million in Surplus Funding for Coastal Restoration and Protection Projects

- Proposal to allocate \$150 million toward coastal restoration and protection projects
- 2023 Annual Plan largest in CPRA history
- Over \$1B allocated for construction and major investments in hurricane protection, sediment diversions, and 23 dredging projects
- Fifteen coastal projects will receive surplus funding, including \$84.3M toward restoration efforts and \$65M toward hurricane and flood protection projects across 13 parishes


**CTAC**  
**(Coastal Technical Assistance Center)**

PROJECTS INCLUDE


- \$2 million toward funding the Atchafalaya Basin Protection Project for technical assistance and environmental restoration efforts
- \$8 million in funding for the Cameron Gulf Shoreline Protection Project in Cameron Parish
- \$11 million for construction of the Grand Bayou Protection Project in Iberville and Laquimper parishes
- \$6.5 million toward funding breakwaters in Grand Isle in Jefferson Parish
- \$12 for construction of the LaBranche Shoreline Protection project in St. Charles Parish
- \$30 million for construction of the Paillet and Crown Point Basin polders of the Lafitte Tidal Protection project in Jefferson Parish
- \$200,000 to complete exhibit area buildouts in the LSU Center for River Studies in Baton Rouge
- \$10 million toward funding the Montz Pump Station in St. Charles Parish
- \$10 million toward funding improvements to the Morganza to the Gulf Hurricane Protection System in Lafourche and Terrebonne parishes
- \$38 million for design and construction of the Northwest Little Lake Marsh Creation: Increment 2 in Lafourche Parish
- \$2 million to leverage funds provided by partners to implement Restoration Partnership projects coast wide
- \$10 million toward the Southwest Coastal Project in Cameron, Calcasieu, and Vermilion parishes
- \$5 million toward construction of the Ted Gisclair Lock Structure in Lafourche Parish
- \$5 million toward Vermilion Parish Projects, including funding for shoreline protection and ridge restoration projects at Cheniere au Tigre and for an increment of the North Vermilion Bay Shoreline Protection Project

Read the full article here: <https://gov.louisiana.gov/index.cfm/newsroom/detail/3628#:text=Gov.%20John%20Bel%20Edwards%20joined%20coastal%20restoration%20and%20protection%20projects>

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## CTAC- Coastal Technical Assistance Center



Coastal Technical Assistance Center (CTAC) is a program generated and funded through Louisiana Economic Development (LED) and the Coastal Protection and Restoration Authority (CPRA).

<https://www.louisianactac.org/>

Keeping Coastal Investment Local.

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# Small Business and Contracting Updates

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## SB/Contracting Updates



### **Cybersecurity Maturity Model Certification (CMMC) 2.0**

- ❖ Safeguard sensitive "Unclassified Information" across the Defense Industrial Base (DIB)
- ❖ Defense Federal Acquisition Regulation Supplement (DFARS) 252.204-7012.
- ❖ LAPTAC offers training

### **PIEE (Procurement Integrated Enterprise Environment) Training Solicitation Module- free, self-paced web**

training for small business contractors

- ❖ Recent DoD guidance discourages the use of file drop services (such as DoD SAFE)
- ❖ Contracting Officers encouraged to require offerors use the PIEE Solicitation Module to electronically upload new contract proposals or offers
- ❖ there are a number of free, self-paced web training videos and PDF help guides on how to successfully upload contract related documentation to the PIEE system

### **SBA has increased number of NAICS Codes eligible for Women-Owned Small Businesses (WOSBs)**



- ❖ Effective 18 March 2022, SBA increased from 444 NAICS codes to 759 NAICS codes
- ❖ Of the 759 NAICS:
  - ❖ 646 are designated for limited competition among all WOSB Program participants
  - ❖ 113 are eligible for competition among only SBA-certified Economically Disadvantaged Women-Owned Small Businesses (EDWOSBs)

Read more at:

1. <https://www.federalregister.gov/documents/2021/11/17/2021-24880/cybersecurity-maturity-model-certification-cmmc-20-updates-and-way-forward>
2. PIEE Vendor Registration: <https://pieetraining.eb.mil/wbt/xhtml/wbt/portal/overview/vendorRegister.xhtml>  
PIEE Vendor Customer Support Page: <https://piee.eb.mil/xhtml/unauth/web/homepage/vendorCustomerSupport.xhtml>  
PIEE Help Desk e-mail address: [disa\\_global.servicedesk.mbx\\_eb-ticket-requests@mail.mil](mailto:disa_global.servicedesk.mbx_eb-ticket-requests@mail.mil)
3. <https://www.sba.gov/document/support-eligible-naics-women-owned-small-business-federal-contracting-program>

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SB/Contracting Updates


## GSA REPLACEMENT OF DUN & BRADSTREET (DUNS) NUMBER--1962 SYSTEM

- ❖ Effective April 4, 2022, DUNS numbers are no longer accepted
- ❖ New--Unique Entity Identifier (UEI)--12-digit alphanumeric code

- Get a Unique Entity ID (SAM.gov)
- Start a new registration or continue with a saved registration
- Update entity information on SAM.gov instead of D&B.
- Proceed with annual entity registration renewal



- If you haven't already, please update your ad hoc reports and saved searches with a Unique Entity ID (SAM) field
- All the roles and access you currently have in SAM.gov and other IAE systems will not change with the Unique Entity ID transition

**Time to Update your Saved Searches!**

If you are using a DUNS Number in a saved search on SAM.gov, you need to replace the DUNS field with the Unique Entity ID (SAM) field. If you don't update your saved searches, they may not display the expected results after April 4.

[Read more about the change here.](https://www.gsa.gov/about-us/organization/federal-acquisition-service/office-of-systems-management/integrated-award-environment-iae/iae-systems-information-kit/unique-entity-identifier-update)  
<https://www.gsa.gov/about-us/organization/federal-acquisition-service/office-of-systems-management/integrated-award-environment-iae/iae-systems-information-kit/unique-entity-identifier-update>

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SB/Contracting Updates


### Unique Entity ID Frequently Asked Q&A's

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**Can I keep using my DUNS to identify my entity for government purposes after April 4th 2022?**

✓



**Answer**

No. After April 4th 2022 you must use the Unique Entity ID, which is a 12-character alphanumeric identifier.

If your entity is already registered, go to SAM to see your already assigned Unique Entity ID.

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SB/Contracting Updates


**Unique Entity ID Frequently Asked Q&A's**

?

Will my entity data change?





**Answer**

No. We are assigning a Unique Entity ID in addition to the DUNS. We are not changing any entity data with this transition.

All other data fields, e.g., purpose of registration, type of entity, CAGE, NCAGE, TIN, POC, will all remain until an authorized users updates in SAM.gov per the normal update process.

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SB/Contracting Updates


**Unique Entity ID Frequently Asked Q&A's**

?

How do I update my entity's legal name or address after April 4th?



**Answer**

If you have an entity in any draft or pending status, you can select to "Validate Entity," which will allow you to correct and confirm these details.

If you have an entity with a Unique Entity ID assigned, or have an active or inactive registration, you can select "Update" which will allow the entity to correct and confirm these details.

If you do not see the "Validate Entity" option, simply select "Update" and then "Registration," which will allow you to correct and confirm your information.

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# Subcontracting Plans

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## What is a Subcontracting Plan & When is it Required?



**A subcontracting plan is a document that sets forth how a contractor will provide Small Businesses (SDB, WOSB, EDWOSB, SDVOSB, HUBZone) with the maximum practicable opportunity to participate in the performance of a contract or subcontract.** *(SBA Handbook for Small Business Liaison Officers June 2010)*

A subcontracting plan **IS** required for:

- Contracts that are expected to exceed \$750,000 (\$1.5M for construction) that have subcontracting possibilities
- Or when a modification is issued which causes a subcontracting plan to exceed these limits.

A subcontracting plan **IS NOT** required:

- From small business concerns
- For personal services contracts
- For contracts or contract modifications that will be performed entirely outside of the US and its outlying areas; or
- For modifications that are within the scope of the contracts and the contract does not contain the clause at 52.219-8, Utilization of Small Business Concerns

As stated in [15 U.S.C. 637\(d\)\(9\)](#), “any contractor or subcontractor failing to comply in good faith with the requirements of the subcontracting plan is in material breach of its contract”

FAR 19.7 The Small Business Subcontracting Program

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# What Is A Checklist for Reviewing Subcontracting Plans?



The DOD Checklist for Reviewing Subcontracting Plans (Sept 2019) is what we use to **evaluate the efforts of Large Businesses to provide subcontracting opportunities to Small Businesses.**

It is a resource to help **contracting officers** follow the rules and complete the actions associated with the **small business subcontracting program.**

There are **44 elements** a contracting officer must review in a Subcontracting Plan.




## SUBCONTRACTING CHECKLIST




DoD Checklist for Reviewing Subcontracting Plans (Sept 2019)			
#	Item	Elements of a Subcontracting Plan	Instructions / Notes
1	FAR 52.219-9(a)(1)	Does the offeror's subcontracting plan express goals in terms of total dollars subcontracted, and as a percentage of total planned subcontracting dollars for each small business category: small business (including Alaska Native Corporation (ANC) and Indian tribe), veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business (including Alaska Native Corporation (ANC) and Indian tribe), and women-owned small business concerns as subcontractors?	Individual and commercial plans only, not master plans
2	FAR 52.219-9(a)(1)	If required by the contracting officer does the offeror's subcontracting plan express goals in terms of a percentage of total contract dollars?	Individual plans only
3	FAR 52.219-9(a)(2)(i)	Is there a statement of the offeror's total dollars planned to be subcontracted?	Individual plans only
4	FAR 52.219-9(a)(2)(ii)	Is there a statement of the offeror's total projected sales, expressed in dollars, and the total value of projected subcontracts to support the sales for a commercial plan?	Commercial plans only, not individual or master plans
5	FAR 52.219-9(a)(2)(i-v)	Are there statements of total dollars planned to be subcontracted for each small business category: small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns as subcontractors?	Individual and commercial plans only, not master plans
6	DFARS 219.705-4(d)	Are the goals in all of the small business categories (small business (including ANC and Indian tribe), veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business (including ANC and Indian tribe), women-owned small business) positive (greater than zero) or is there a justification for zero goals?	Individual and commercial plans only, not master plans
7	DFARS 219.705-4(d)	Is the proposed small disadvantaged business goal greater than five percent (5%)?	Individual and commercial plans only, not master plans If no, the proposed goal of less than five percent (5%) must be approved one level above the contracting officer.
8	FAR 52.219-9(c)	Is subcontracting separately addressed for the basic contract and for each option?	Individual plans only
9	FAR 52.219-9(a)(3)(i-v)	Is there a description of the principal types of supplies and services to be subcontracted for each small business category: small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns as subcontractors?	Individual and commercial plans only, not master plans
10	FAR 52.219-9(a)(4)	Is there a description of the method used to develop the subcontracting goals?	

DoD Checklist for Reviewing Subcontracting Plans (Sept 2019)			
#	Item	Elements of a Subcontracting Plan	Instructions / Notes
11	FAR 52.219-9(a)(5)	Is there a method used to identify potential sources for solicitation purposes?	
12	FAR 52.219-9(a)(6)	Is there a statement as to whether or not indirect costs were included in establishing subcontracting goals?	
13	FAR 52.219-9(a)(6)	Is there a description of the method used to determine the proportionate share of indirect costs to be incurred with each small business category: small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns as subcontractors?	If indirect costs are not included, skip this question.
14	FAR 52.219-9(a)(7)	Is there an individual named who will administer the offeror's subcontracting program?	
15	FAR 52.219-9(a)(7)	Is there a description of the duties of the individual named who will administer the offeror's subcontracting program?	
16	FAR 52.219-9(a)(8)	Is there a description of the efforts the offeror will make to ensure that small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns have an equitable opportunity to compete for subcontracts?	See 19.202-1
17	FAR 52.219-9(a)(9)	Are there assurances that the offeror will include FAR clause 52.219-8, "Utilization of Small Business Concerns" in all subcontracts that offer further subcontracting opportunities?	
18	FAR 52.219-9(a)(9)	Are there assurances that the offeror will require all subcontractors (except small business concerns) that receive subcontracts in excess of \$100,000 (\$1.5 million for construction of a public facility) with further subcontracting possibilities to adopt a plan that complies with the requirements of FAR clause 52.219-8, Small Business Subcontracting Plan?	
19	FAR 52.219-9(a)(10)	Are there assurances that the offeror will cooperate in any studies or surveys as may be required?	
20	52.219-9(a)(10)	Are there assurances that the offeror will submit periodic reports so that the Government can determine the extent of compliance by the offeror with the subcontracting plan?	
21	52.219-9(a)(10)(b)	Are there assurances that the offeror will include subcontracting data for each order when reporting subcontracting achievements for indefinite-delivery, indefinite-quantity contracts intended for use by multiple agencies?	Applicable after November 20, 2017, and only to indefinite-delivery indefinite-quantity contracts intended for use by multiple agencies. "Agencies" means Federal agencies.




## SUBCONTRACTING CHECKLIST, cont.




DoD Checklist for Reviewing Subcontracting Plans (Sept 2019)				DoD Checklist for Reviewing Subcontracting Plans (Sept 2019)				DoD Checklist for Reviewing Subcontracting Plans (Sept 2019)			
Item No.	Item	Elements of a Subcontracting Plan	Instructions / Notes	Item No.	Item	Elements of a Subcontracting Plan	Instructions / Notes	Item No.	Item	Elements of a Subcontracting Plan	Instructions / Notes
22	52 219-99(1)(v), 52 219-99(1)(v) ALTERNATE III (R1)(v), Class Deviation 2018-0007	Are there assurances that the offeror will submit: • the Individual Subcontract Report (ISR), and/or the Summary Subcontract Report (SSR) using the Electronic Subcontracting Reporting System (eSRS) at <a href="https://www.esrs.gov">https://www.esrs.gov</a> ; or • the SF 294 in lieu of submitting the ISR when Alternate II or the class deviation is used?	The ISR is related only to the individual subcontract plan. The SSR is related to the individual subcontract plan and the commercial subcontract plan. Alternate II instructs the contractor to submit the SF 294, in lieu of submitting the ISR in eSRS, for orders against ICAs and RFAs. Class Deviation 2018-0007 instructs the contractor to submit the SF 294 in lieu of submitting the ISR in eSRS, for orders against ICAs and RFAs.	27	FAR 52.219-99(1)(v)	Are there assurances that the offeror will maintain records of organizations contacted in an attempt to locate sources that are small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, or women-owned small business concerns?		37	FAR 52.219-99(1)(v)	Are there assurances that the offeror will make a good faith effort to acquire articles, equipment, supplies, services, or materials, or obtain the performance of construction work from the small business concerns that it used in preparing the bid or proposal, in the same or greater scope, amount, and quality used in preparing the bid or proposal?	See FAR 52.219-99(1)(v) and (2) for examples of when the offeror used a small business concern in preparing the bid or proposal.
23	FAR 52.219-99(1)(v), 52.219-99(1)(v) ALTERNATE III (R1)(v), Class Deviation 2018-0007	Are there assurances that the offeror will ensure that its subcontractors with subcontracting plans agree to submit: • the ISR and/or the SSR using eSRS; or • the SF 294, in lieu of submitting the ISR when Alternate II or the class deviation is used?	The ISR is related only to the individual subcontract plan and the commercial subcontract plan. The SSR is related to the individual subcontract plan and the commercial subcontract plan. Class Deviation 2018-0007 instructs the contractor to submit the SF 294, in lieu of submitting the ISR in eSRS, for orders against ICAs and RFAs. The SF 294 is related only to the individual subcontract plan when alternate III applies. Alternate III instructs the contractor to submit the SF 294, in lieu of submitting the ISR in eSRS, for contracts not reported in FPDS.	28	FAR 52.219-99(1)(v)(A)(i)	Are there assurances that the offeror will maintain records on each subcontracted solicitation resulting in an award of more than \$100,000 whether each small business category (small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns as subcontractors) was solicited and, if not, why not?		38	FAR 52.219-99(1)(v)	Are there assurances that the contractor will provide to the contracting officer, within 30 days of contract completion, a written explanation if the contractor fails to acquire articles, equipment, supplies, services or materials or obtain the performance of construction work as described in the bid or proposal?	
24	FAR 52.219-99(1)(v)	Are there assurances that the offeror will provide its prime contract number, its unique entity identifier (DUNS), and the e-mail address of the offeror's official responsible for acknowledging receipt of or rejecting the ISRs to all first-tier subcontractors with subcontracting plans so they can enter this information into the eSRS when submitting their ISRs?	The ISR is related only to the individual subcontract plan.	29	FAR 52.219-99(1)(v)(C)	If applicable, are there assurances that the offeror will maintain records of the reason award was not made to a small business concern for solicitations over \$100,000?		39	FAR 52.219-99(1)(v)	Are there assurances that the contractor will not prohibit a subcontractor from discussing with the contracting officer any material matter pertaining to payment to or utilization of a subcontractor?	
25	FAR 52.219-99(1)(v)	Are there assurances that the offeror will require that each subcontractor with a subcontracting plan provide the prime contract number, its unique entity identifier (DUNS), and the e-mail address of the subcontractor's official responsible for acknowledging receipt of or rejecting the ISRs, to its subcontractors with subcontracting plans?	The ISR is related only to the individual subcontract plan.	30	52.219-99(1)(v)(A)	Are there assurances that the offeror will maintain records of outreach efforts to contact trade associations?		40	FAR 52.219-99(1)(v)	Are there assurances that the offeror will pay its small business subcontractors on time and in accordance with the terms and conditions of the underlying subcontract, and notify the contracting officer when the prime contractor makes either a reduced or an untimely payment to a small business subcontractor?	See FAR 52.242-6
26	FAR 52.219-99(1)(v)	Are there assurances that the offeror will maintain source lists (e.g., SAM, parties, and other data that identify small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small		31	FAR 52.219-99(1)(v)(B)	Are there assurances that the offeror will maintain records of outreach efforts to contact business development organizations?		41	FAR 52.219-99(2) and DFARS 219.706	Is the master plan up to date?	Master plans
				32	FAR 52.219-99(1)(v)(C)	Are there assurances that the offeror will maintain records of outreach efforts to contact veterans service organizations?		42	FAR 52.219-99(1)	Does the commercial plan relate to the contractor's planned subcontracting for both commercial and Government business, rather than solely to the Government contract?	Commercial plans only
				33	FAR 52.219-99(1)(v)(D)	Are there assurances that the offeror will maintain records of outreach efforts to contact business development organizations?		43	Does the commercial plan have a signature page which includes: a. name, title, email and company name for the person submitting the plan; b. name, title and department/agency contracting organization, date, signature and email of the person approving the plan; c. name, title and email of the person within the company who is submitting the report?	Commercial plans only	
				34	FAR 52.219-99(1)(v)(A)	Are there assurances that the offeror will maintain records of internal guidance and encouragement provided to buyers through workshops, seminars, training, etc.?		44	Does the commercial plan list the contracts or CAGE codes and related DUNS (s) of the contracts covered under the plan? Does the commercial plan identify the one awarded contract subject to the plan (contract with latest completion date)?	Commercial plans only	
				35	FAR 52.219-99(1)(v)(E)	Are there assurances that the offeror will maintain records of internal guidance and encouragement provided to buyers through mentoring performance to ensure compliance with the program requirements?					
				36	FAR 52.219-99(1)(v)	Are there assurances that the offeror will maintain records on a contract-by-contract basis, records to support award data submitted by the offeror to the Government, including the name, address, and business size of each subcontractor?	Not required for commercial plans				

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# How Can Small Businesses Help the New Orleans District Meet Its Mission?



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## How Can Small Businesses Help the New Orleans District Meet Its Mission?



- 1) Reply to Sources Sought on [sam.gov](https://sam.gov)
  - ❖ Help determine level of Small Business interest
  - ❖ SB Set-Asides ???:
    - ❖ **SDB 8a** (Small Disadvantaged Business)
    - ❖ **SDVOSB** (Service-Disabled Veteran-Owned)
    - ❖ **WOSB** (Woman-Owned) and **EDWOSB** (Economically Disadvantaged Woman-Owned)
    - ❖ **HUBZone** (Historically Underutilized Business Zone)
- 2) Carefully review the solicitation.
  - ❖ Three step process
- 3) Price your bid fair and reasonable.

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## SMALL BUSINESS--HELPFUL LINKS



- New Orleans District Website: <https://www.mvn.usace.army.mil/>  
Small Business--Doing Business with Us
- [WWW.SAM.gov](https://www.sam.gov)
- Small BusinessAdministration [www.sba.gov](https://www.sba.gov)
- Louisiana Procurement Technical Assistance Center <http://ptac.louisiana.edu>
- Coastal Technical Assistance Center <https://www.louisianactac.org/>
- New Orleans Small Business Industry Day- Wednesday, May 25, 2022 (Register on Eventbrite and keep an eye out on our website for more information!)
- Free podcast to learn more about Government Contracting: <https://www.contractingofficerpodcast.com/>

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