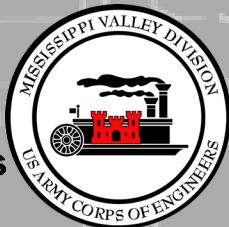


THANK YOU FOR JOINING US

Our broadcast will begin momentarily



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NEW ORLEANS DISTRICT

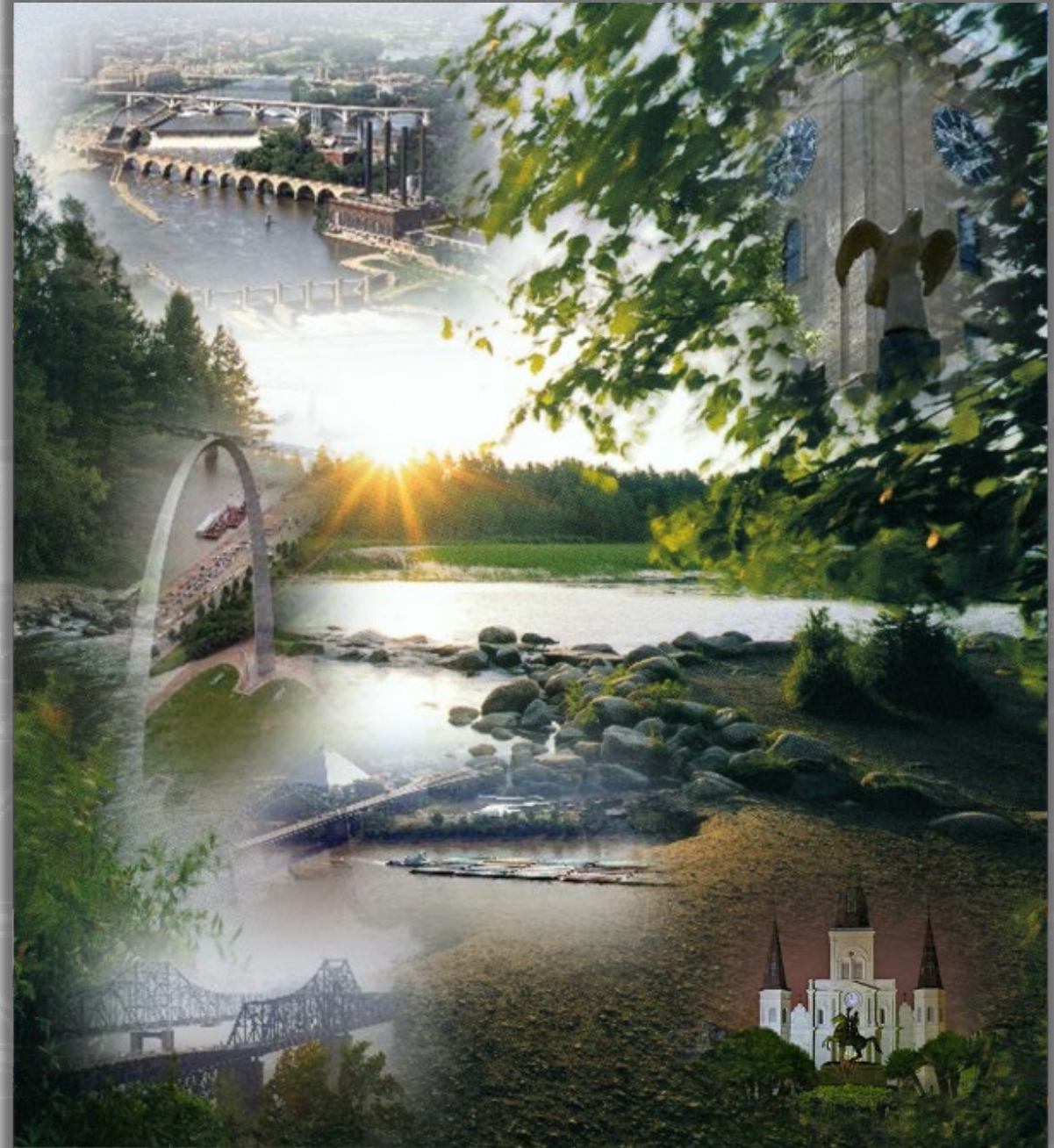
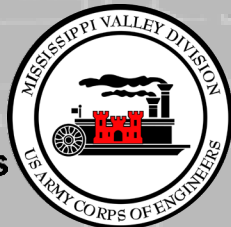
SMALL BUSINESS VIRTUAL INDUSTRY DAY

25 MAY 2022

Mr. David Willis
Deputy OSBP



US Army Corps
of Engineers®



GENERAL SESSION WELCOME

Mr. David Willis
Deputy, Office of Small
Business Programs



US Army Corps
of Engineers®

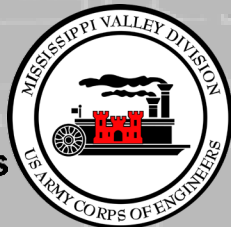
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GENERAL SESSION WELCOME

- PLEASE BE SURE THAT YOUR VIDEO IS OFF
- PLEASE MUTE YOUR MICROPHONE (BOTH COMPUTER AND PHONE)
- IT IS RECOMMENDED THAT YOU DO NOT USE COMPUTER AUDIO
- (PLEASE USE THE “CALL ME” FUNCTION, INSTEAD)
- QUESTIONS CAN BE ASKED AT ANYTIME VIA THE CHAT BOX



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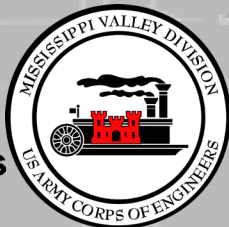


GENERAL SESSION WELCOME

- **GENERAL SESSION FROM 8:30AM TO NOON**
 - **NO VERBAL QUESTIONS; PLEASE SAVE THEM FOR THE BREAKOUT SESSIONS**
- **LUNCH BREAK FROM 12:00PM - 1:00PM**
- **BREAKOUT SESSIONS FROM 1:00PM – 3:00PM**
 - **ALL LINKS ARE LISTED ON THE “LANDING PAGE”**
 - **(LANDING PAGE LINK WILL BE PLACED IN THE CHAT BOX)**
- **ALL BREAKOUT SESSIONS WILL END AT 3:00PM**
- **PLEASE RETURN TO THE GENERAL SESSION FOR OUR CLOSING**



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of Engineers®

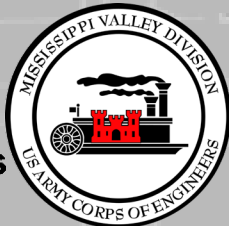


SMALL BUSINESS VIRTUAL INDUSTRY DAY AGENDA

MORNING PRESENTATIONS



US Army Corps
of Engineers®



MORNING PRESENTATIONS 8:30AM – 12:00PM

Program Introductions/Presentation	Presenter	Time
Introduction	Mr. David Willis	15 minutes
Opening Remarks	COL Stephen Murphy	15 minutes
Program Update	Mr. Durund Elzey	20 minutes
Mobile District, OSBP	Ms. Ernise Cummings	20 minutes
10-MINUTE BREAK		
Mississippi Valley Division	Ms. Marlan Snodgrass	20 minutes
New Orleans District Contracting	Mr. Shaun McAfee	20 minutes
Vicksburg District, OSBP	Ms. Demetric Erwin	20 minutes
10-MINUTE BREAK		
Small Business Administration	Ms. Jo Ann Lawrence	20 minutes
LA Procurement Technical Assistance Center	Ms. Cindy Carrier	20 minutes
LA Coastal Technical Assistance Center	Ms. Laci Melancon	20 minutes
BREAK FOR LUNCH 12:00pm - 1:00pm		

<https://www.mvn.usace.army.mil/Business-With-Us/Small-Business/Small-Business-Virtual-Industry-Day/>

SMALL BUSINESS VIRTUAL INDUSTRY DAY AGENDA

AFTERNOON BREAKOUT SESSIONS



US Army Corps
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AFTERNOON BREAKOUT SESSIONS 1:00pm - 3:00pm

1. BBA-18 (WLSP, EBR, Comite)	Mr. Nick Sims
2. Mississippi River Levees- Construction	Mr. Ryan Neumann
3. Atchafalaya Basin Construction Activities	Ms. Rachel Calico and Mr. Paul Varnado
4. Dredging/ Operations	Mr. Karl Clark and Ms. Yojna Calix
New Orleans District Contracting	Ms. Melissa Vaughn
Vicksburg District, OSBP	Ms. Demetric Erwin
Mobile District, OSBP	Mr. Cy Simons
Small Business Administration	Ms. Jo Ann Lawrence
LA Procurement Technical Assistance Center	Ms. Colleen Broussard-Perry
LA Coastal Technical Assistance Center	Ms. Laci Melancon

Welcome Back to General Session 3:00pm-3:10pm

Closing Remarks	Mr. David Willis	10 minutes
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Event Closed – 3:10pm

<https://www.mvn.usace.army.mil/Business-With-Us/Small-Business/Small-Business-Virtual-Industry-Day/>

WELCOMING REMARKS

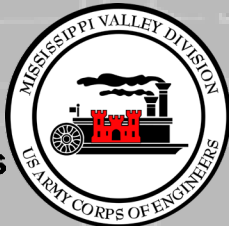
COL Stephen Murphy
District Engineer &
Commander



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MR. DURUND F ELZEY
ASSISTANT DEPUTY
DISTRICT ENGINEER
U.S. ARMY CORPS OF
ENGINEERS
NEW ORLEANS DISTRICT

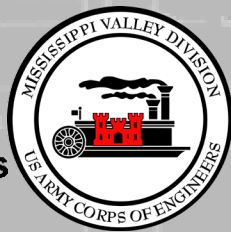


US Army Corps
of Engineers®

**MS. ERNISE CUMMINGS
DEPUTY
OFFICE OF SMALL
BUSINESS PROGRAMS
U.S. ARMY CORPS OF
ENGINEERS
MOBILE DISTRICT**



**US Army Corps
of Engineers®**



UPCOMING OPPORTUNITIES MOBILE DISTRICT

Ernise A. Cummings
Small Business Deputy

25 May 2022

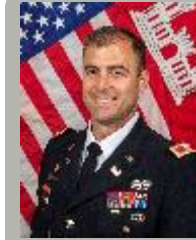
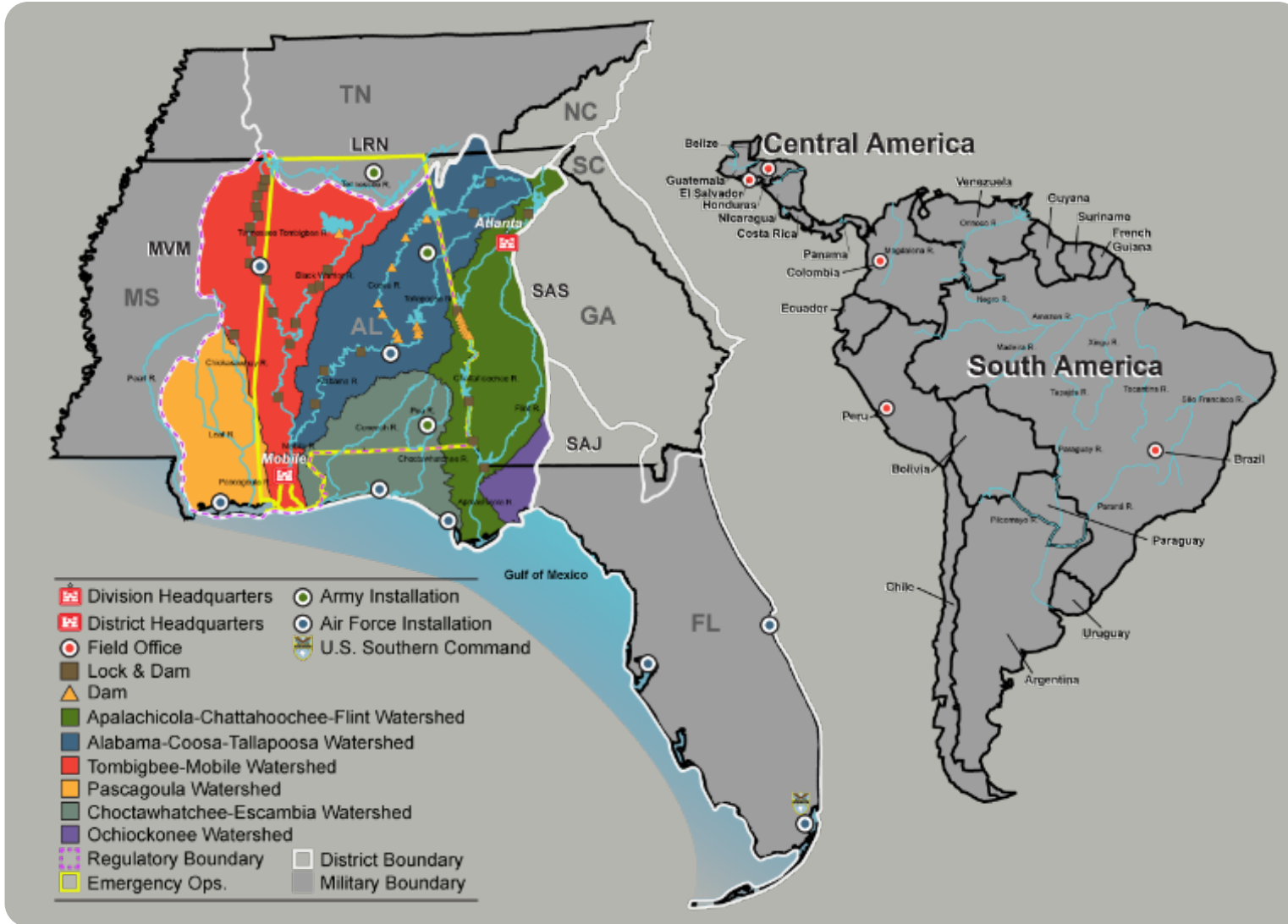


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MOBILE DISTRICT RIVER BASINS & BOUNDARIES



Colonel Jeremy Chapman

Commander and District Engineer
Mobile District

District Facts:

Established in 1815, the Mobile District employs 1,100 civilian personnel and approximately 10 military officers with a presence that covers the states of Alabama, Florida, Georgia, Mississippi as well as all Central and South America. The Mobile District manages a \$1 billion Military, Civil Works, and International/Inter-agency Support program that responds to disasters, manages water resource infrastructure, protects the environment, and provides facilities for our national defense and inter-agency partners.

The Civil Works mission includes the operation and maintenance of six major river systems providing over 2,200 miles of navigation, seven deep-water harbors, 21 shallow draft ports, and flood control with over 67 projects that have prevented in excess of \$200 million in flood damages over the last ten years. The District's eight hydropower facilities generate 2.06 billion kilowatts of electricity and return \$44.8 million of the U.S. Treasury. Mobile also manages one of the largest recreation programs in the Federal government with 27 lakes and 464 recreation areas averaging more than 34.1 million visitors a year.

Mobile District provides project management, construction, and engineer services to support the Department of Defense Military Construction, International support to U.S. Southern Command (SOUTHCOM), and Inter-Agency Support to NASA, FBI and other federal agencies. The District also provides engineering studies and other technical assistance such as master planning, environmental management and real estate support.



PROGRAM TRENDS & OBSERVATIONS



- Priorities: Deliver the Program, Revolutionize Delivery
 - MILCON -- Tyndall AFB, Army Industrial Base
 - Civil Works – Infrastructure and Investment Jobs Act
 - Interagency - Veterans Administration, NASA
 - LATAM – water resource study efforts
- Huge, diverse program
 - MILCON (Tyndall, Eglin, Redstone, Patrick/Cape, Hurlburt)
 - Medical Support Team role w/MEDCOM → DHA
 - Environmental – Soil & GW Remediation, PFAS/PFOA
 - Environmental Quality, Optimized Remediation Contracts
- In midst of acquiring key contract vehicles
 - Construction MATOCs/SATOCs (UR & SB)
 - DHA MEDCOM
 - REAT successor contracts, ORCs
- AE task order selection procedures



Eglin AFB F35A Armament Research Facility Addition – Small Business Set-aside



A-E BROOKS ACTS OPPORTUNITIES – NAICS 541330 (UNLESS OTHERWISE NOTED) MOBILE DISTRICT AREA OF RESPONSIBILITY (AOR)

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date/Month
AE Services for Planning and Environmental Division (PEAT Replacement – NEPA/Master Planning)	UR - \$200M, SBSA - \$49M	\$249M	Sources Sought Notice posted to Sam.gov 5 Apr 22
AE Services for Survey and Mapping (Replacement)	UR - TBD, SBSA - TBD	\$49M	Sources Sought closes 07 Apr 22



PROFESSIONAL SERVICES 541990 – SIZE \$16.5M

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
USARC Planning & Training Support	SB Competitive	\$10M	1Q FY23
Army G9 Support	SB Competitive	\$49M	1Q FY23
US Army Combat Readiness Center (USACRC) – Ft Rucker	SB Competitive	\$49M	2Q FY24



PROFESSIONAL SERVICES

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
HAZMART for AF Installation & Mission Support Center	SB 8a	\$30M	4 th Qtr, FY22



CONSTRUCTION - NAICS 236220

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
DHA/ MEDCOM 2 Phase D-B MATOC	Northeastern UR & SDVOSB Southeastern UR & 8(a) Western- UR & SDVOSB Central- UR & SDVOSB Pacific – UR and SBSA	\$249M (Five Pools 5 geographic regions) Each pool with respective SB reserve	Jul-Dec 22
DHA/ MEDCOM Operations and Maintenance	Oahu UR & SB East of the Mississippi UR & SB West of the Mississippi- UR & SB Texas- UR & SB California – UR & SB	\$100-\$249M (five pools, five geographic regions); each pool with SB reserve	Jul-Dec 22
James A. Haley Veterans Hospital, Tampa FL Spinal Cord Injury Addition w/CUP	UR	>\$100M	Calendar Year 24



CONSTRUCTION - NAICS 236220



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
ICO Hangar & Wing HQ, Design/Build, Cape Canaveral AFB, Florida "C" Type Contract	UR	<\$100M	FY22 Advertise
Personnel Recovery Simulator Bldg (HC-130J/HH-60 Sim), Patrick AFB, Florida	TBD	<\$15M	FY22 Advertise – Louisville District (LRL)
MSIC Material Exploitation Center, Redstone	UR	>\$100M	FY 22 Advertise
Flightline Fire Station Eglin AFB, Florida (Duke Field)	SB	>\$15M	FY 22 Advertise
Small Arms Demilitarization Facility, Anniston	SB	>\$15M	FY 22 Advertise
Consolidated Communications Facility Patrick AFB, Florida	UR	TBD	FY 23 Advertise



CONSTRUCTION - NAICS 236220

Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
NASA Bldg. 103 Roof and HVAC Repairs – Michoud, AL	UR	>\$100M	1 st Qtr, FY23
SATOC – Repair and Minor Construction in Peru	UR	\$10M	FY23Q1



TYNDALL RECONSTRUCTION PROGRAM



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
Zone 7 - Munitions Storage Facility – DB	UR	<\$50M	Apr 22
Zone 11 - Chapel	Savannah MATOC	<\$50M	Apr 22
Zone 11 Community Commons	Savannah MATOC	<\$100M	Apr 22



ENVIRONMENTAL REMEDIATION – NAICS 562910



Project	Set-Aside Category	Est. Award Value	Projected Advertise Date
American Creosote Works (ACW) Pensacola Superfund Site Remediation, Pensacola, FL	SB	<\$50M	Sep 22
Escambia Superfund Site Remediation, Pensacola, FL	SB	<\$50M	Sep 22



MOBILE DISTRICT CONTACTS

Internet and Social Media



sam.usace.army.mil



facebook.com/usacemobile



twitter.com/usacemobile



[Instagram.com/usacemobile](https://instagram.com/usacemobile)



flickr.com/photos/usacemobile

Phone & Mailing Address

Public Affairs Office (General Information)

(251) 690-2505

U.S. Army Corps of Engineers

Mobile District

P.O. Box 2288

Mobile, AL 36628-0001

Small Business Contacts:

[Ernise.A.Cummings](mailto:Ernise.A.Cummings@usace.army.mil) or

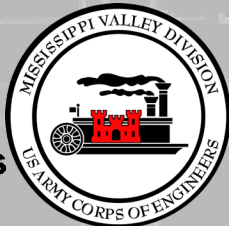
Cy.C.Simons@usace.army.mil

251-690-3597 & 3579

**MS. MARLAN SNODGRASS
MISSISSIPPI VALLEY DIVISION
DIRECTOR,
OFFICE OF SMALL BUSINESS
PROGRAMS
U.S. ARMY CORPS OF
ENGINEERS**



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MISSISSIPPI VALLEY DIVISION

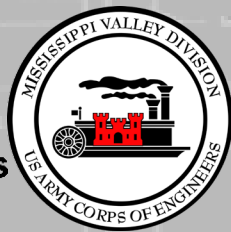
Regional Small Business Program

Marlan Snodgrass
MVD Director, Office of
SB Programs

25 May 2022



US Army Corps
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MVD HIGH PERFORMER DELIVERING THE SB PROGRAM



FY 21 Awards

Division Overall Highest FY21 SB Award by Percentage	Mississippi Valley Division (MVD)	67.75%
Division Overall Highest FY21 WOSB Award by Dollar	Mississippi Valley Division (MVD)	\$282M
Division Overall Highest FY21 WOSB Award by Percentage	Mississippi Valley Division (MVD)	17.96%
Division Overall Highest FY21 HUBZone Award by Percentage	Mississippi Valley Division (MVD)	17.15%

OUR MISSION

To develop the Small Business Program as an integral part of the USACE acquisition program, providing expert advice to execute the USACE mission and expand the industrial base of small businesses ready to respond to the nation's day-to-day, contingency and disaster needs.



REGIONAL PROGRAM ACCOMPLISHMENTS



USACE spent over \$7.7B with Small Businesses in FY21

MVD spent over \$1.03B

Industrial Base Resiliency: 8 out of every 10 contracts are awarded to Small Businesses

MVN 70%

Best Value: Small Businesses win over 44% of contracts in full and open competition

Economic Development: Highest HUBZONE spend in entire federal government in FY21

MVD spent over \$229M



FASCINATING SMALL BUSINESS FACTS



1. **99% of businesses fall into the small business category**

Small businesses constitute 99% of all the businesses in the U.S. There are 28 million small businesses in the U.S. -- which outnumber corporations 1162 to 1.

2. **Did you know that small businesses produce 14 times more patents than large businesses or universities?**

3. **Only 5% of small business firms hire union workers.** The union fails to garner sufficient support for unionization. They hire our neighbors.

4. **Small businesses provide work for 47.3% of the American workforce.**

5. **Competition from bigger companies is the primary concern among small business owners.** Small Business program is vital to small business survival.

6. **Business statistics show that 60% of small business owners require job applicants to pass a background check.**

7. **In 2021, small businesses accounted for 46.8% of private sector employees, 43.5% of gross domestic product, and 35.6% of private sector receipts.**

8. **The 77 million people that make up the US small business workforce would rank as the 17th most populous country in the world, just ahead of Iran.**



FASCINATING SMALL BUSINESS FACTS



Despite many US small businesses statistics telling us that small businesses flourish in the United States and worldwide, there are still a lot of risks that plague potential business owners.

9. Over 4 million small businesses in the United States are owned by minorities. To put this into proper perspective, out of 30.7 million small businesses in the US, only 40% are making a decent profit. *The new Executive Order calls for a comprehensive approach to advancing equity for all, including “people of color and others who have been historically underserved, marginalized, and adversely affected by persistent poverty and inequality.”*

10. Pandemics are deadly for small businesses- Since the start of the pandemic, 31% of all small businesses have become non-operational.

11. Construction, warehousing, and transportation have the lowest rate of survival.

Firms with 20 to 499 employees have the lowest failure rate BUT what causes failure? Intangible or uncontrollable work environment issues such as inclement weather, unidentified poor site conditions, inflation, material and equipment shortages.

12. Poor cash flow is responsible for as much as 82% of all small business failures.



LOUISIANA SB CONGRESSIONAL DISTRICTS





LOUISIANA SB PROFILES 2020 REPORTED 2021



INDUSTRY	Small Business Employment & Payroll LA Congressional District 2	Employers		Employees		Payroll (\$1,000s)	
		Small	%	Small	%	Small	%
Construction	<i>Small businesses w/employees 92.9% of district employers</i>	922	97.4	11,725	71.4	\$635,624	66.1
	LA Congressional District 6						
Construction	<i>Small businesses w/employees 93.4% of district employers</i>	1,615	97.6	18,119	29.5	\$1,039,157	25.6
	LA Congressional District 6						
Construction	<i>Small Business w/employees 94.6% of district employers</i>	1,703	98.6	14,728	84.3	\$837,007	80.1
	Rough Average	1,203.33	97.9	14,524	61.7	\$837,262	57.3

Small businesses are defined here as firms with fewer than 500 employees. Figures and statistics may incorporate approximations because of missing or otherwise problematic data. Data analyzed here predate the COVID-19 pandemic, the impacts of which have differed by industry, geography, and demographic group.



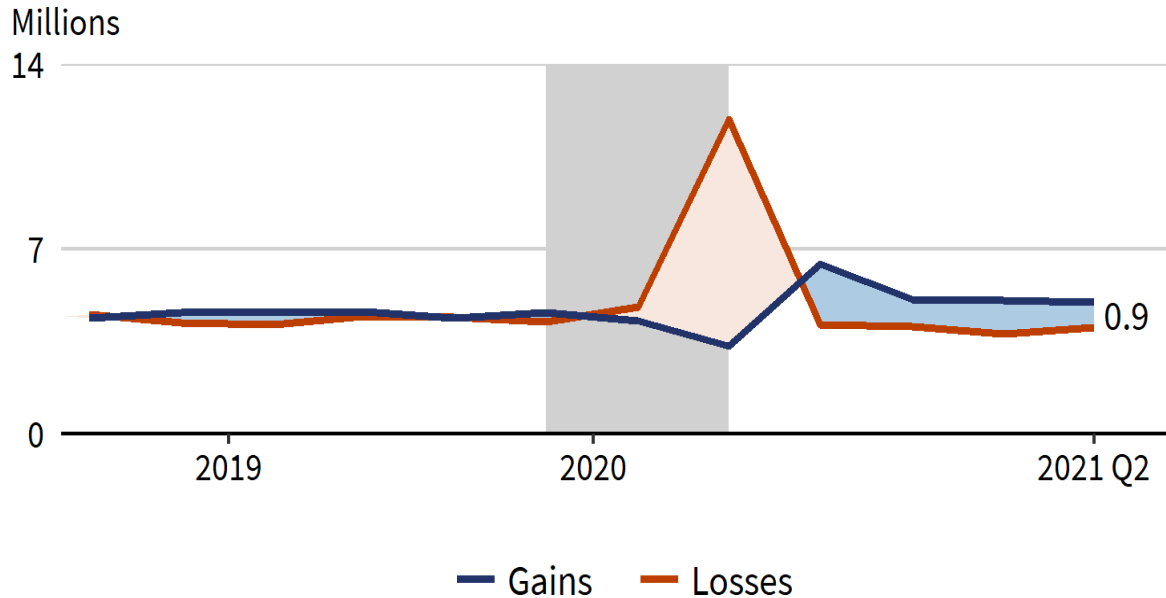
SMALL BUSINESS JOB CREATION APRIL 2022



Small business employment rebounded after recession. The COVID-19 pandemic brought economic recession and the most severe decline in employment since the Great Depression. The net loss of 8.6 million jobs in the second quarter of 2020 is the biggest quarterly loss since the beginning of the data series in 1992. However, small business employment grew rapidly after the recession.

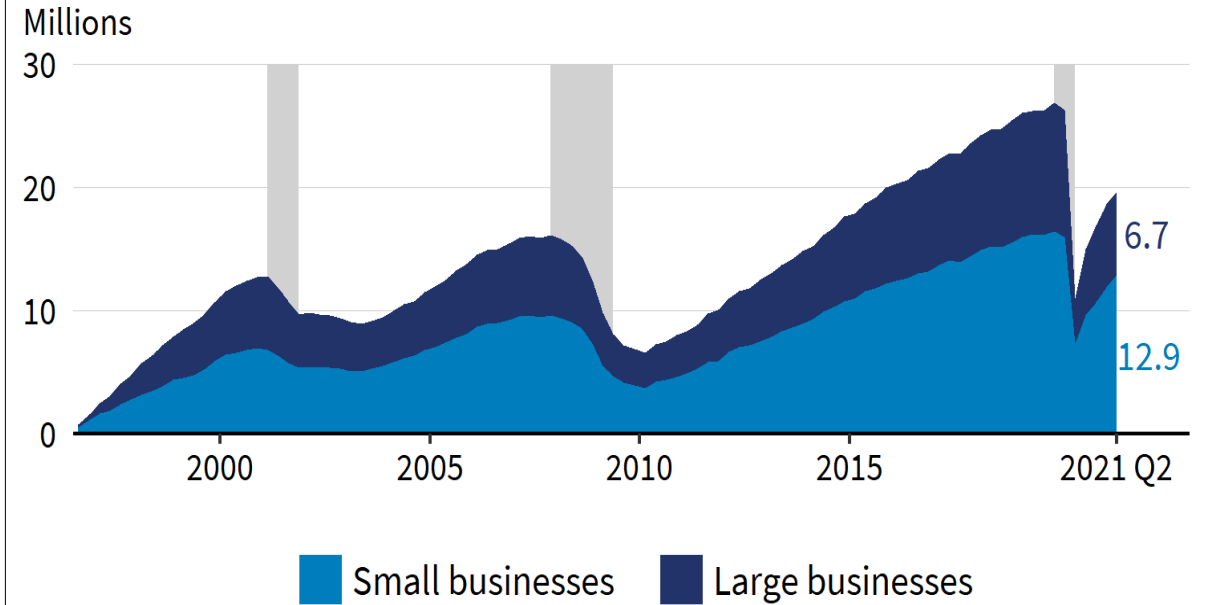
Small businesses have accounted for 2 out of every 3 jobs added in the past 25 years. Despite the jobs lost during the recession, large businesses generated 6.7 million net new jobs over the past 25 years. During the same period, small businesses generated 12.9 million net new jobs, meaning small businesses have accounted for 66 percent of employment growth over the last 25 years.

Job gains and losses at small businesses



Gray areas indicate economic recession.
Source: Business Employment Dynamics, Bureau of Labor Statistics

Net job creation over 25 years



Gray areas indicate economic recession.
Source: Business Employment Dynamics, Bureau of Labor Statistics



WHAT CAN YOU DO NOW TO GET AHEAD OF PROJECTS BEING RELEASED?



★ Recommended if you are new to the federal sector.

Register to do work with Federal Gov
★

Meet with your local Procurement Technical Assistance Center (PTAC)
★

Review Enterprise Forecast to identify District Offices

Research District Offices You Want to Work With

Meet with Small Business Professional

Attend Industry Events (posted to www.sam.gov and our website)

Build Relationships with Current Primes

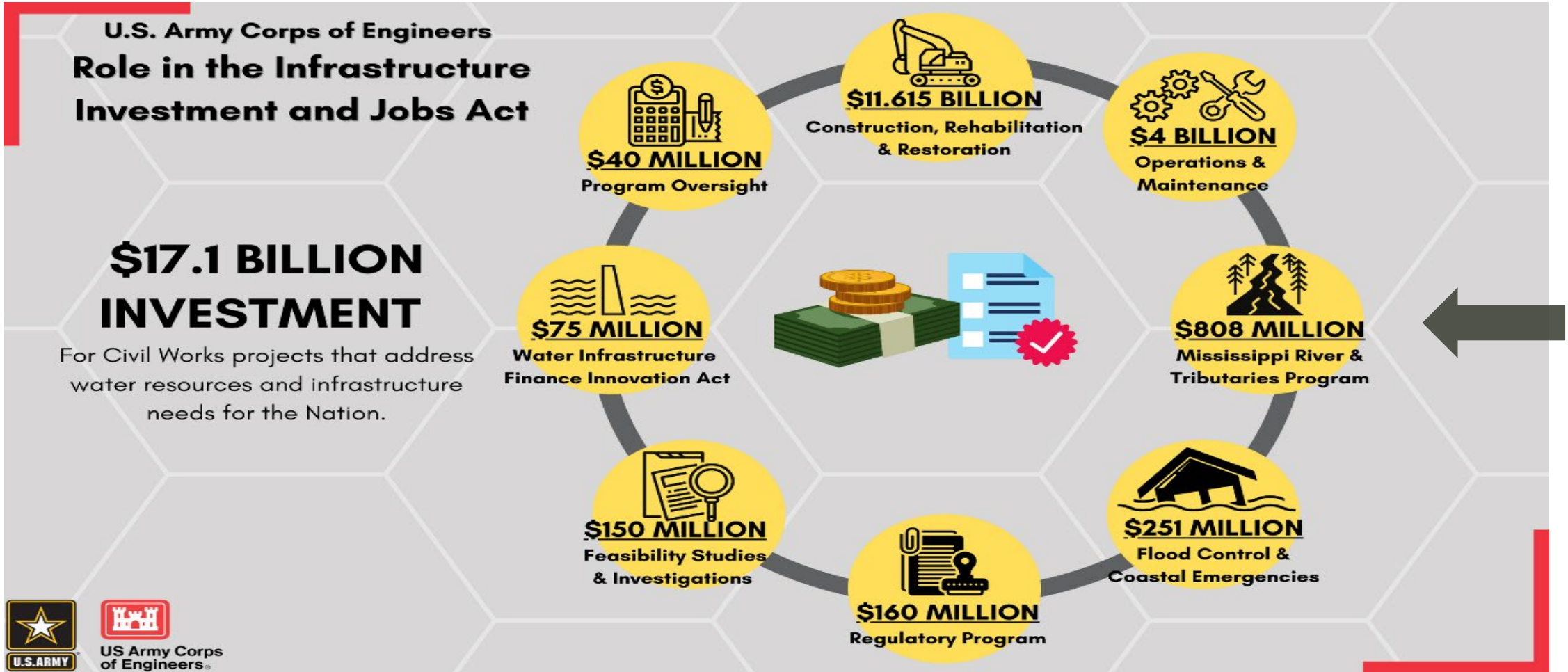
Respond to market research (RFIs and Sources Sought)

It is recommended that you not only seek current solicited opportunities, but also understand planned and forecasted procurements that are planned for solicitation.
<https://www.usace.army.mil/Portals/2/docs/Small%20Business/Forecasts/USACE%20Forecast%20FY2223%20for%20DA.xlsx?ver=sM4LAsbPGO2WIDDnrznADA%3d%3d>

If you have any questions on any of the planned procurements or how to better utilize SAM.gov to locate current solicitations, you can utilize your district/center small business office.



ARMY CIVIL WORKS PROGRAM INFRASTRUCTURE INVESTMENT AND JOBS ACT, 2022 MISSISSIPPI RIVER AND TRIBUTARIES WORK PLAN



US Army Corps of Engineers



MVD DISTRICTS SB POINTS OF CONTACT

St. Paul District

Christine Davis

Office: 651-290-5723

Email: christine.davis@usace.army.mil

<https://www.mvp.usace.army.mil/Business-With-Us/Small-Business/>

Memphis District

Lynn Jennings (acting)

Office: (901) 544-4146

Email: Lenneia.r.jennings@usace.army.mil

<https://www.mvm.usace.army.mil/Business-With-Us/Small-Business/>

Rock Island District

Troy Robbins

Office: 309-794-5205

Email: troy.a.robbins@usace.army.mil

<https://www.mvp.usace.army.mil/Business-With-Us/Small-Business/>

Vicksburg District

Demetric Erwin

Office: 601-631-5951

Email: Demetric.Erwin@usace.army.mil

<https://www.mvk.usace.army.mil/Business-With-Us/Small-Business/>

St. Louis District

Ashanti Brown-Griffin

Office: 314-331-8181

Email: Ashanti.d.browngriffin@usace.army.mil

<https://www.mvs.usace.army.mil/Business-With-Us/Small-Business/>

New Orleans District

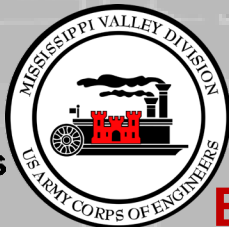
David Willis

Office: (504) 862-2627

Email: david.willis@usace.army.mil

<https://www.mvn.usace.army.mil/Business-With-Us/Small-Business/>

**MR. SHAUN MCAFEE
DEPUTY CHIEF
OFFICE OF THE CHIEF
CONTRACTING DIVISION
U.S. ARMY CORPS OF
ENGINEERS
NEW ORLEANS DISTRICT**



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FEDERAL GOVERNMENT CONTRACTING PROCESS TOPICS

- 1. Market Research**
- 2. Types of Solicitations**
- 3. Evaluating Solicitations**
- 4. Best Practices Before Submitting Invitation for Bids (IFBs) or Request for Proposals (RFPs)**
- 5. Contract Award**
- 6. Contract Administration**



FEDERAL GOVERNMENT CONTRACTING PROCESS



1. Market Research

Sources Sought

- ask for industry comments or provide notice that a solicitation is planned. ***This is your opportunity to let us know your capabilities or provide your professional input.***

Pre-Solicitation Notices

- For **most** requirements, a pre-solicitation notice is published a minimum of 15 calendar days before the solicitation is published, however, it can be months or even years depending on the scope of the project.



FEDERAL GOVERNMENT CONTRACTING PROCESS



2. Solicitations

- Most solicitations are advertised for a minimum of 30 days.
- Amendments are changes to the solicitation. Amendments often answer questions, clarify the work to be performed, or correct errors in the solicitation. Amendments also may extend the due date of the offer. ***You must acknowledge each amendment when submitting your offer to confirm that you are offering on the most recent version of the work to be performed.***



TYPES OF SOLICITATIONS



- **Request for Quote (RFQ)** is used to receive information on price and delivery. This solicitation type is often used when the estimated value of the government's need is less than \$250K, or with a commercial supply or service up to \$7.5M. *In emergencies, may be an email or a phone call.*
- **Request for Proposal (RFP)** is used to communicate government requirements to prospective contractors and solicit proposals. The basis for award is either Lowest Price Technically Acceptable (LPTA) or Trade-Off Process.
- **Invitation for Bid (IFB)** is often referred to as a sealed bid. Typically, there are "NO" discussions or negotiations following bid opening. While price is the key evaluation factor, *the lowest bidder does not automatically win the contract.*



EVALUATING SOLICITATIONS



IFB

1. Evaluate for responsiveness (bid guarantee, no deviation from solicitation/specifications, offer a firm/definite price).
2. Evaluate for unbalanced pricing, errors, including realism or reasonableness.
3. Evaluate responsibility – check CPARS rating, FAPIIS, Evaluate subcontracting plan (if unrestricted).

Common mistakes:

- Late or incomplete submission-No consideration
- Ineligible due to socio-economic set-aside
- No Bid Guarantee or incorrect amount
- Failure to acknowledge amendments
 - Bid unsigned

RFP

1. Evaluate Technical, Past Performance, Small Business Participation and Price.
2. Check responsibility.
3. Rate non priced factors:
 - LPTA – Acceptable or Unacceptable
 - Trade-off: Outstanding, Good, Acceptable, Marginal & Unsatisfactory

Common mistakes:

- Failure to address ALL evaluation factors
- Failure to follow proposal submission instructions
- Failure to show relevant/recent past experience
- Not understanding trade-off considerations, e.g., what factors are most important



BEST PRACTICES BEFORE SUBMITTING A BID OR PROPOSAL



- Read and download all associated attachments posted alongside of the Solicitation.
- Consider Period of performance (service), delivery schedule (supplies) or completion date (construction)
- ***Understand Provisions, Terms and Conditions cited within the solicitation***
- Check price calculations on Bidding/Pricing Schedule
- Read carefully and understand proposal submission information
- Read carefully and understand proposal evaluation information
- Offer precisely what's asked for
- Resolve Inconsistencies or Ambiguities by submitting RFIs to the Point of Contact



FEDERAL GOVERNMENT CONTRACTING PROCESS



5. Contract Award

- **RFQ** – Generally, to the responsible vendor with a quote that is technically acceptable with the lowest price. In emergencies, may be best interest of the Government, such as speed of delivery, quantity available from one supplier, etc.
- **IFB** – to the responsible bidder who submitted the lowest-priced, responsive bid.
- **RFP** – Either LPTA or Trade-off
 - LPTA – to the responsible offeror with the lowest priced, technically acceptable proposal.
 - Trade-off - to the responsible offeror with a proposal that provides the best value to the Government. May or may not be the lowest price.



FEDERAL GOVERNMENT CONTRACTING PROCESS



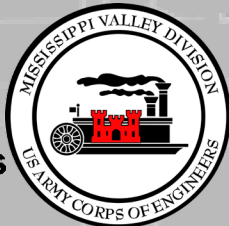
6. Contract Administration

- Awards over \$250K generally have a Contracting Officer's Representative (COR) appointed. Under \$250K, a COR or a Point of Contact will be provided.
- The COR is your government contact regarding questions, coordinating performance and the person responsible for rating your performance.
- ***The COR is not authorized to change the terms or conditions of the contract.***
- A contract is modified ***only*** by a contracting officer. Modifications are issued unilaterally for change orders, exercise options, make minor administrative changes, or terminate a contract. Bi-lateral Modifications, BOTH parties must sign.

**MS. DEMETRIC ERWIN
DEPUTY
OFFICE OF SMALL
BUSINESS PROGRAMS
U.S. ARMY CORPS OF
ENGINEERS
VICKSBURG DISTRICT**



**US Army Corps
of Engineers®**



Office of Small Business Programs



Demetric Erwin
Deputy for Small Business Programs



US Army Corps
of Engineers®



WHAT WE DO



Provide high-quality engineering and professional products and services

Develop and manage environmentally sustainable water resources and other projects

Serve as the “best partner in the Valley” through effective, efficient and responsive service





OUR MISSIONS



Flood risk management

Navigation

Ecosystem restoration

Water supply

Regulatory

Recreation

Hydropower

Emergency operations

Support to contingency operations





TYPES OF WORK

CONSTRUCTION



Dredging
Stone dikes
Dike repair
Levee resurfacing
Channel enlargement
Revetment
Levee construction

ENGINEERING SERVICES



Surveying
Mapping
Construction Inspection
Value Engineering
Bridge Inspection

OTHER SERVICES



Heavy equip rentals
Lease of towboats
Rock/stone supply
Janitorial Services
Security Guard Services



SMALL BUSINESS PROGRAM ACCOMPLISHMENTS



Category	FY 21 MVK Goal	FY 21 Accomp \$ Total Obligation \$157,248,548	FY 21 Accomp %	FY 22 MVK Goal	As of 23 May 2022	As of 23 May 2022
					FY 22 Current \$ Total Obligation \$73,402,705	FY 22 Current %
Small Business	65.00%	\$121,708,243	77.40%	68.00%	\$66,850,821	91.07%
Small Disadvantaged Business	11.00%	\$42,419,828	26.98%	25.00%	\$23,695,039	32.28%
Women Owned Small Business	6.00%	\$31,206,881	19.85%	17.00%	\$ 4,776,623	6.51%
Service Disabled Veteran Owned Small Business	3.00%	\$ 4,683,852	2.98%	3.00%	\$ -238,987	-0.33%
HUBZone Small Business	10.00%	\$31,402,848	19.97%	11.00%	\$23,281,731	31.72%



TOP NAICS CODES

FY 22
as of 23 May

Category	NAICS Description	Dollars
Small Business	237990 - Other Heavy and Civil Engineering Construction	\$36,410,325
Small Disadvantaged Business	561210 – Facilities Support Services	\$ 7,157,725
Women-Owned Small Business	561210 – Facilities Support Services	\$ 1,900,580
Service-Disabled Veteran Owned Small Business	561612 –Security Guard and Patrol Services	\$ 2,067,523
HUBZone	327390 – Other Concrete Product Manufacturing	\$ 13,500,140

FY 21

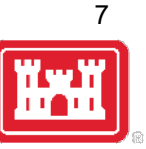
Category	NAICS Description	Dollars
Small Business	237990 - Other Heavy and Civil Engineering Construction	\$71,048,390
Small Disadvantaged Business	561210 – Facilities Support Services	\$14,788,818
Women-Owned Small Business	237990 – Other Heavy and Civil Engineering Construction	\$21,538,516
Service-Disabled Veteran Owned Small Business	561612 –Security Guard and Patrol Services	\$ 1,860,644
HUBZone	237990 – Other Heavy and Civil Engineering Construction	\$15,178,154

FY 20

Category	NAICS Description	Dollars
Small Business	237990 - Other Heavy and Civil Engineering Construction	\$73,101,075
Small Disadvantaged Business	237990 – Other Heavy and Civil Engineering Construction	\$17,403,639
Women-Owned Small Business	237990 – Other Heavy and Civil Engineering Construction	\$11,235,739
Service-Disabled Veteran Owned Small Business	237990 – Other Heavy and Civil Engineering Construction	\$ 1,559,389
HUBZone	561210 – Facilities Support Services	\$10,462,646



FY 22 PROCUREMENT OPPORTUNITIES



Synopsis Currently Posted on SAM

Project	Solicitation Number	Range	NAICS
<p>Ouachita River Basin, Ouachita & Caldwell Parishes, P.L. 84-99 Emergency Levee Setback River Mile 159-108, Sites 1, 5, & 6</p> <p>Project Description/Scope: : Ouachita River Levee sites 1,5, & 6 are located on the left descending bank of the Ouachita River in Louisiana. Due to bank erosion issues along the Ouachita River during the 2018 Ouachita River Flood Event. The levee section is threatened. This project covers the levee setback portion of the project. The project will include setting back the existing levee a designed distance and creating a new levee in this section. Mainly dirt excavation, hauling, and placement project.</p> <p>Location: Monroe, LA</p>	<p>W912EE-22-B-0005</p>	<p>b/w \$1M-\$5M</p>	<p>237990</p>
<p>Ouachita River Basin, Ouachita & Caldwell Parishes, P.L. 84-99 Emergency Bank Stabilization, River Mile 159-108, Sites 1-6</p> <p>Project Description/Scope: Ouachita River Levee sites 1-6 are located on the left descending bank of the Ouachita River in Louisiana. Due to bank erosion issues along the Ouachita River during the 2018 Ouachita River Flood Event. The levee section is threatened. This project covers the bank stabilization portion of the project. The project will include bank paving and longitudinal peak stone toe dike construction.</p> <p>Location: Monroe, LA</p>	<p>W912EE-22-B-0004</p>	<p>More than \$10M</p>	<p>237990</p>



FY 22 HORIZONTAL CONSTRUCTION



* Schedules and values may change based on availability of funding and other factors.

Project	Release Date	NAICS	Range	SBSA/ Unrestricted
P. L. 84-99 Levee Setback Emergency Repair Work	4 th Qtr	237990	b/w \$1M-\$5M	SBSA
P. L. 84-99 Bank Stabilization Emergency Repair Work (Stone Replacement)	4 th Qtr	237990	More than \$10M	Unrestricted
Vicksburg National Military park Plateau Stabilization	4 th Qtr	237990	b/w \$1M-\$5M	SBSA
Big Sunflower Construction Phase XII Sediment Reduction	4th Qtr	237990	b/w \$1M-\$5M	WOSB
UYP – Item 7E Channel Improvement	4 th Qtr	237990	b/w \$10M-\$25M	SBSA
P. L. 84-99 2019 Red River West Agurs Levee Segment Bank Stabilization Repair Work	4 th Qtr	237990	b/w \$1M-\$5M	SBSA
Delta Headwaters Project RP 17-02	4 th Qtr	237990	b/w \$1M-\$5M	SBSA
Delta Headwaters Project RP 17-04	4 th Qtr	237990	b/w \$1M-\$5M	SBSA
Delta Headwaters Project 17-01	4 th Qtr	237990	b/w\$1M-\$5M	SBSA
Channel Improvement Dike Construction Baleshed Landing Dikes	4 th Qtr	237990	b/w\$1M-\$5M	TBD
Channel Improvement Dike Construction Yucatan Dikes	4 th Qtr	237990	b/w \$1M-\$5M	TBD
Stone Repairs to Revetments and Dikes MS River Basin, Channel Improvement IDIQ	4 th Qtr	237990	More than \$10M	Unrestricted



A&E SERVICES

Current Contracts	Number of Contracts	Duration (yrs)	Expire
Bridge Inspection	3	5	Jan 2026
Hydraulics and Hydrology (H&H)	3	5	Dec 2025
Modeling, Mapping, & Consequences (MMC)	3	5	Sep 2025
Surveying	5	5	2024
Design	3	5	Jan 2025
Value Engineering	3	5	2023
Quality Assurance (QA)	3	5	2023



FY 22 OTHER SERVICES

OPERATION AND MAINTENANCE



* Schedules and values may change based on availability of funding and other factors.

Project	Release Date	NAICS	Range	SBSA/ Unrestricted
Lease of Towboat Service with Operating Personnel	3 rd Qtr	483211	Base year + 4 opt years b/w \$1M - \$5M	SBSA
Inspection, operation, maintenance, repair, reconstruction and rehabilitation of project facilities - Mississippi Lakes	4 th Qtr	561210	Base year + 4 opt years b/w \$10M -\$25M	8(a)
Mowing, trimming, landscaping, litter pickup, cleaning, and janitorial services for facilities on the J. Bennett Johnston Waterway	4 th Qtr	561210	Base year + 4 opt years b/w \$1M -\$5M	SBSA
Mowing, trimming, landscaping, liter pickup cleaning, and janitorial services for facilities on the Ouachita Black River	4 th Qtr	561210	Base year + 4 opt years b/w \$1M -\$5M	SBSA
Mowing, trimming, landscaping, litter pickup, cleaning and janitorial services for Bayou Bodcau Reservoir, Caddo Lake, and Wallace Lake	4 th Qtr	561210	Base year + 4 opt years b/w \$1M -\$5M	SDVOSB



QUESTIONS

Point of Contact:

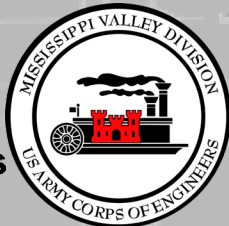
Demetric Erwin
Deputy for Small Business Programs
Demetric.Erwin@usace.army.mil



**MS. JO ANN LAWRENCE
DEPUTY DISTRICT
DIRECTOR
LOUISIANA DISTRICT
OFFICE
U.S. SMALL BUSINESS
ADMINISTRATION**



**US Army Corps
of Engineers®**





U.S. Small Business
Administration

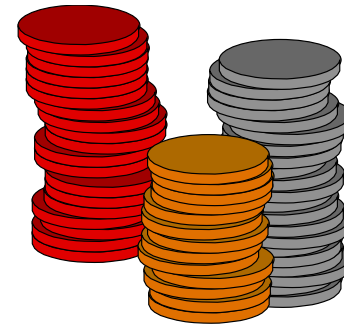
SBA's Mission and Purpose

- **Aid**
- **Counsel**
- **Assist**
- **Protect the interests of small business concerns**
- **Support**
- **Champion small businesses**



Programs Of Assistance

- **Financial Assistance Programs**
- **Non-Financial Assistance**



ACCESS TO CAPITAL

Sources of Financing



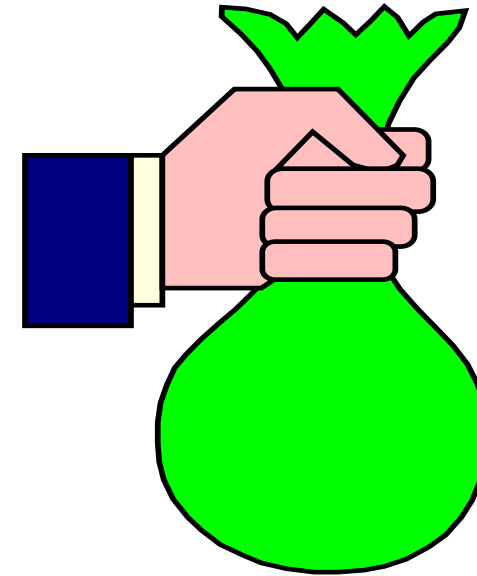
Financial Assistance Programs

- **7(a) Loan Program**
 - ◆ *SBA Express*
 - ◆ **Veterans Advantage**
 - ◆ **Caplines**
 - ◆ **Community Advantage**
- **Export Working Capital Program (EWCP)**
- **International Trade Loans**
- **504 Loans**
- **Small Business Investment Company (SBIC) Program**
- **Microloan Program**
- **Disaster Assistance Program**



7(a) Guaranty Loan Program

- Generally, SBA may guarantee loans up to \$5.0 million made to a small business by a bank or non-bank lender.
- The guaranty rate is 85% on loans up to \$150,000 and 75% on loans in excess of \$150,000
- SBA's maximum exposure amount is \$3,750,000
- The guarantee SBA provides encourages the lender to make more loans to small businesses
- SBA Express loans - maximum guarantee set at 50 percent



Terms and Interest Rates

- **Terms and Interest Rates are negotiated between borrower and lender; however, SBA places a cap on the interest rate a lender can charge**
 - **Loans less than 7 years:**
 - **\$0 - \$25,000 - Prime + 4.25%**
 - **\$25,001 - \$50,000 - Prime + 3.25%**
 - **Over \$50,000 - Prime + 2.25%**
 - **Loans 7 years or longer:**
 - **0 - \$25,000 Prime + 4.75%**
 - **\$25,001 - \$50,000 Prime + 3.75%**
 - **Over \$50,000 Prime + 2.75%**
- **Typically, longer terms are given to re-pay SBA guaranteed loans**

Use Of Loan Proceeds

- **Start-up**
- **Expansion**
- **Working Capital**
- **Inventory**
- **Machinery/Equipment**
- **Furniture/Fixtures**
- **Purchase/Construct building**
- **Business buyout**
- **Leasehold improvements**
- **Debt restructure**



Community Advantage Loan Program

- **Expanded to include Opportunity Zones**
- **Maximum loan amount of \$250,000**
- **Designed to assist underserved markets**
- **Lenders must be CDFIs, CDCs, micro-lender or SBA Intermediary Lenders targeting underserved markets**
- **SBA Guaranty – 85%**
- **Interest rate – Prime + 6%**
- **Maturity – Term of loan depends upon ability to repay**
 - **Working capital and machinery and equipment (not to exceed life of equipment) - 5-10 years**
 - **Real estate - 25 years**

Microloan Program

- Provides small loans ranging from \$500 to \$50,000.
- SBA makes funds available to nonprofit intermediaries. These, in turn, make the loans.
- Average loan size is \$13,000.
- Generally, completed applications are processed by the intermediary in less than one week.
- Rates will be between 8 and 13%
- Maximum maturity is six years



Certified Development Company Loan Program

- **Provides long-term, fixed-rate financing**
- **Fixed assets financing - land, buildings, long-term machinery and equipment**
- **Maximum loan \$5.0/\$5.5 for manufacturers**
- **Maturity: 20 - 25 years for real estate; 10 years for heavy equipment**
- **Owner occupied 51% for existing or 60% for new construction.**

Louisiana District Office Loan Approvals

- **Fiscal Year 2021**
 - Number: 393
 - Amount: \$307,361,800.00
- **Fiscal Year 2022 to date**
 - Number: 156
 - Amount: \$164,318,866.83



Surety Bond Guaranty Program

- **SBA provides –**
 - Bid Bond**
 - Payment Bond**
 - Performance Bond**
- **Gives sureties an incentive to provide bonding**
- **Strengthens contractors ability**
- **Increases access to contracting opportunities**
- **SBA assumes percentage of loss**

Surety Bond Guaranty Program

- **Guarantee bonds for contracts up to \$6.5 Million**
- **With justification from contracting officer, may guarantee bonds for Federal contracts up to \$10.0 Million**
- **Quick Apps for bonds up to \$400,000**
- **Reimburse surety for losses incurred**
- **Prior Approval Program – SBA Guarantees 90% of losses on bonds up to \$100,000 on bonds to certified 8(a) and SDB firms; 80% on all other bonds**
- **Preferred Surety Bond (PSB) – 70% Guarantee**
- **SBA’s bonds do not cover subcontractors**

Non-Financial Assistance Programs

- **Government Contracting Assistance (\$500B Market Place)**
 - **Prime Contracts**
 - **Subcontracting Assistance**
 - **Certificate of Competency (COC)**
 - **Size Determination**
 - **All Small Mentor Protégé Prog.**
- **Surety Bond Program**
- **Procurement Network (DSBS) and SUB-Net**
- **Small Business Innovation Research Program (SBIR)**
- **Hubzone Empowerment Contracting**
- **All Small Mentor-Protégé Program**
- **Women's Business Resource Centers**
- **Small Business Development Centers (SBDCs)**
- **Service Corps of Retired Executives (SCORE)**
- **Community Navigators Program**
- **Small Disadvantaged Business Certification (SDB)**
- **Section 8(a) Business Development Program**
- **Woman-owned Small Business Program**
- **Section 7(j) Management and Technical Assistance**
- **SBA Small Business Classroom**



U.S. Small Business
Administration

8(a), HubZone, Woman-owned Small Business Certifications

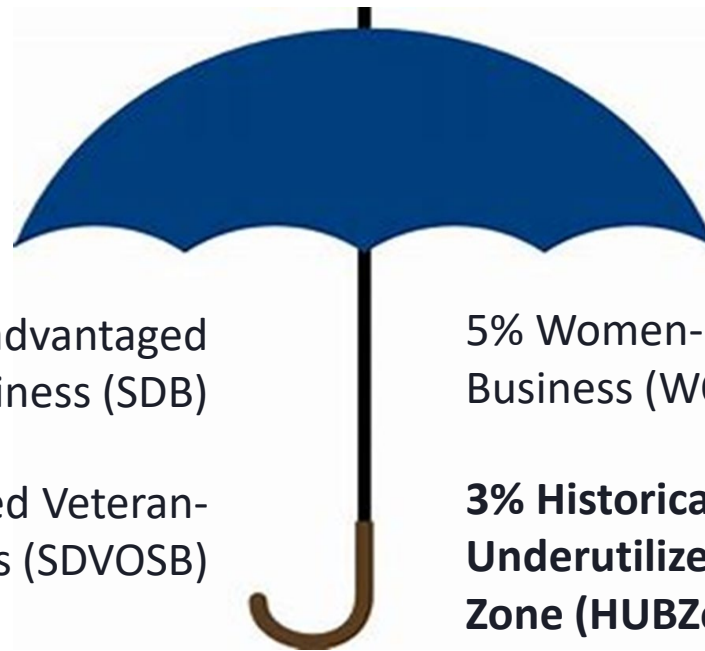
FEDERAL GOVERNMENT CONTRACTING

TARGET MARKET

- **Your target market will aid in determining the most beneficial certifications for you**
- **Federal Government**
 - 8(a), SDB, Hubzone, SDVOSB/VOSB, WOSB/EDWOSB
- Large Prime Federal Government Contractors
 - 8(a), SDB, Hubzone, SDVOSB/VOSB, WOSB/EDWOSB
- Private Industry
 - MBE, WBE, SDB, Hubzone
- State/Local Government
 - LAUCP, DBE, SEBD, Hudson Initiative, SLDBE

Federal Government Contracting Incentive

23% of all federal purchasing is set aside for small businesses.



11% Small Disadvantaged Business (SDB)

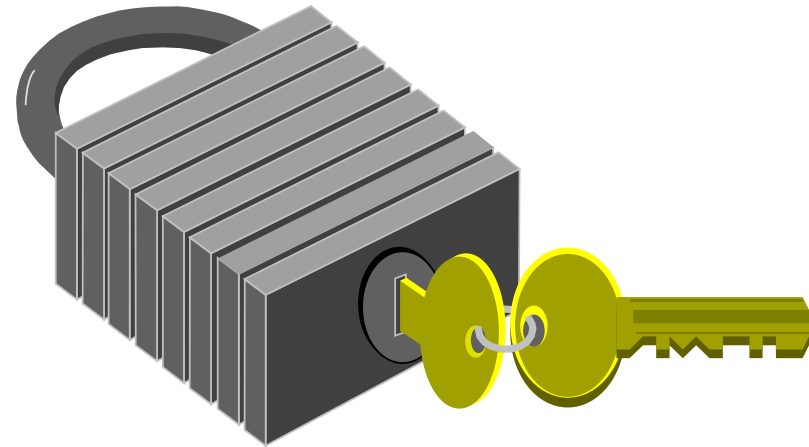
3% Service-Disabled Veteran-Owned Business (SDVOSB)

5% Women-Owned Small Business (WOSB)

3% Historically Underutilized Business Zone (HUBZone)

8(a) BUSINESS DEVELOPMENT PROGRAM

- 13 CFR 124



Basic Requirements

- Small
- Socially and Economically Disadvantaged Individuals:
 - Unconditionally own
 - Control
 - Manage
 - U.S. Citizens
 - Good character
- Potential for Success

Section 8(a) BD Program Eligibility Summary

- **Directly owned and controlled by socially and economically disadvantaged U.S. Citizens**
- **Personal net worth may not exceed \$750,000**
- **Adjusted gross income may not exceed \$350,000**
- **Total assets may not exceed \$6.0 Million**
- **51% unconditionally owned by disadvantaged individuals**
- **Certified for nine years**
- **Two-year rule**
- **Automatically certified SDB**
- **Must be active in SAM**
- **Submit application via certify.sba.gov**

HUBZone Contracting Program

- What is a HUBZone
 - **Historically Underutilized Business Zone**
 - **HUBZone areas:** typically areas of low median household income or high unemployment, or both
 - **The HUBZone Program is designed to help small businesses in these communities gain access to federal contract opportunities**
- In Louisiana, we have approximately 162 small firms certified in the HUBZone program

-- HUBZone Program --

HUBZone Designation

- HUBZones are located across the U.S. and its territories
- Determined by a combination of unemployment, income, and/or events
- Categories include:
 - Qualified Census Tracts (QCT)*
 - Qualified Non-Metropolitan Counties (QNMC)*, including Difficult Development Areas
 - Redesignated areas (additional 3 transition years for expiring QCTs and QNMCs)
 - Qualified Indian reservations
 - Former military bases closed by the Base Realignment and Closure Act (BRAC)
 - Qualified Disaster Areas
 - Governor-Designated Areas (beginning 2020)

*Determined every 5 years, effective starting 2021, and currently frozen until then

HUBZone Small Business Certification Eligibility

Firm must:

- Be small, by reference to small business size standards;
- Be at least **51% owned by U.S. citizens, an Indian Tribal Government, an Alaska Native Corporation (ANC), a Native Hawaiian Organization (NHO), a Community Development Corporation, or an agricultural cooperative;**
- Have its ***principal office***—the single location at which the greatest number of its employees perform most of their work—located in a HUBZone; and
- Have **at least 35%** of its employees HUBZone residents.

Women-Owned Small Business Program

Program overview

The Women-Owned Small Business (WOSB) program authorizes contracting officers to **set aside certain federal contracts** for eligible:

- Women-owned small businesses (WOSBs) or
- Economically disadvantaged women-owned small businesses (EDWOSBs)



Impact of this program

- **Levels the playing field for WOSBs** to compete for and win federal contracts
- Provides procuring agencies a tool to help **meet their WOSB contracting goal** (i.e., the Federal government must award 5% of its prime contracting dollars to WOSBs)
- Ultimately, the program helps **create and retain more jobs for WOSBs**

WOSB and EDWOSB

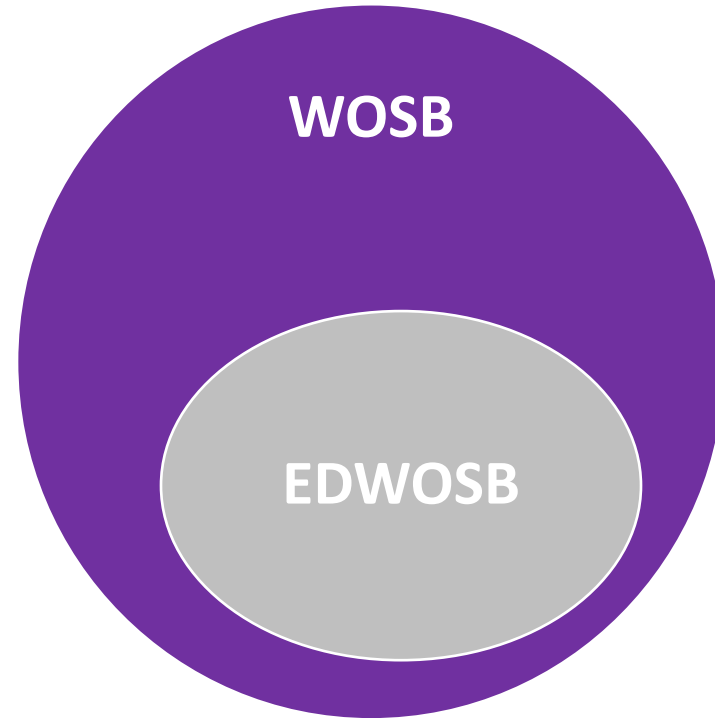
- WOSB: Women-Owned Small Business
- EDWOSB: Economically Disadvantaged Women-Owned Small Business; WOSBs whose owner and/or manager claims economic disadvantage

EDWOSB is a subset of WOSB. As such, if you qualify as an EDWOSB, you automatically qualify as a WOSB.

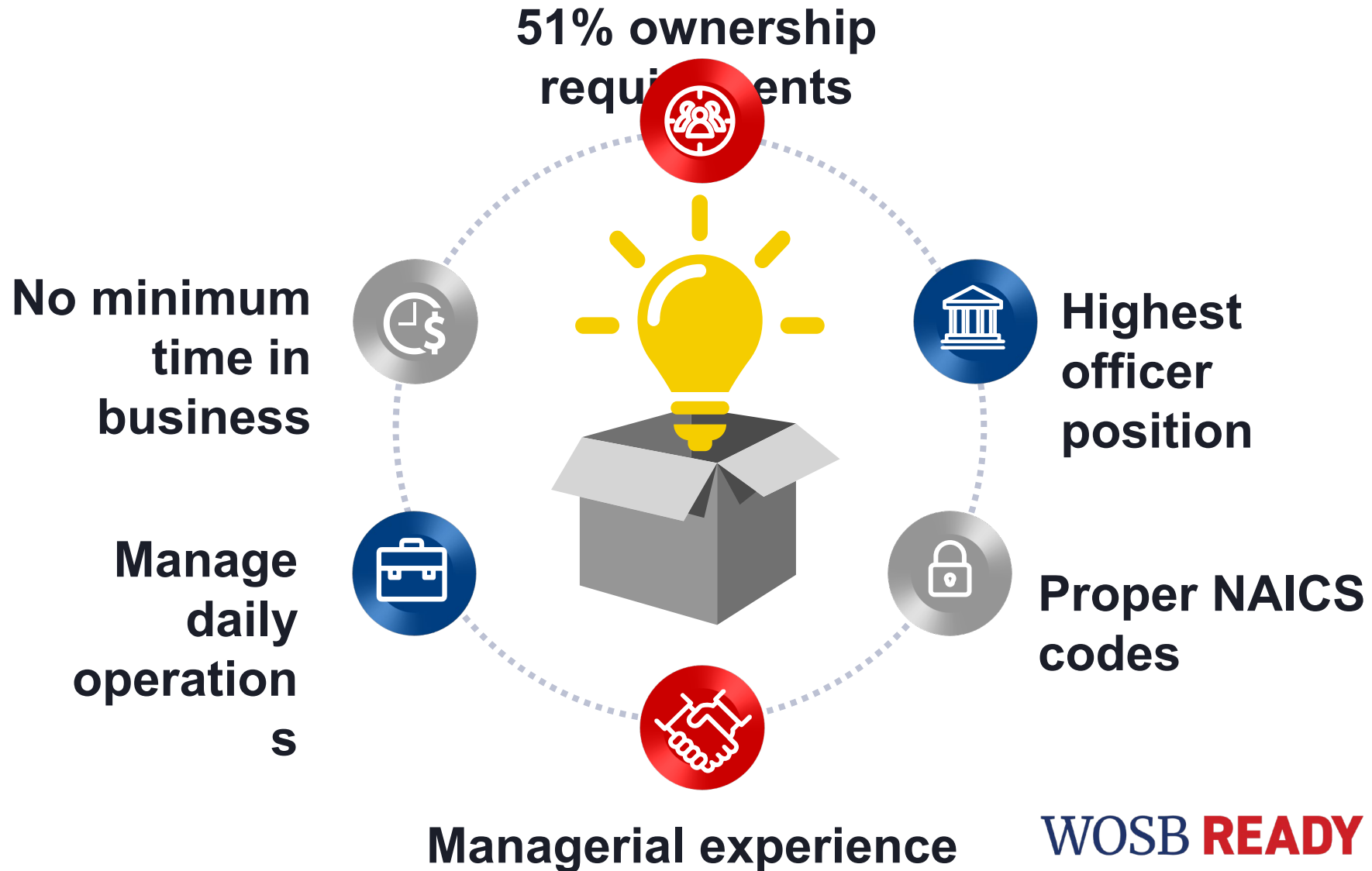
Eligible Industries expanded to **759**:

-**WOSB** – **646** Industry Codes

-**EDWOSB** – **113** Industry Codes



What is remaining the same?




https://www.va.gov/osdbu/verification/


- ▶ For Family Members & Spouses
- ▶ For Employees
- ▶ For Business
- ▶ Forms & Publications
- ▶ Jobs
- Volunteer or Donate
- Public & Intergovernmental Affairs

VETS FIRST VERIFICATION PROGRAM

The Vets First Verification Program affords verified firms owned and controlled by Veterans and Service-disabled Veterans the opportunity to compete for VA set asides.




Veterans Crisis Line
1-800-273-8255 PRESS 1



eBenefits
Your VA & DoD Benefits. Online.
[Register Now](#)
www.ebenefits.va.gov

OVERVIEW



The Veterans Benefits, Health Care, and Information Technology Act of 2006 (Public Law 109-461) provides the U.S. Department of Veterans Affairs (VA) with unique authority for Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB) set-aside and sole source contracts.

This procurement authority, and its subsequent implementation, is a logical extension of VA's mission to care for our Nation's Veterans. VA refers to this program as the Veterans First Contracting Program.

The Vets First Verification Program affords verified firms owned and controlled by

RESOURCES

- [OSDBU Home](#)
- [Login to Vendor Information Pages \(VIP\)](#)
- [Access List of Veteran-Owned Businesses](#)
- [Media Library](#)
- [Frequently Asked Questions \(FAQs\)](#)
- [Verification Assistance Program](#)

Vets First Verification Program

- The **Process** by which Veteran-Owned Businesses are **evaluated and determined eligible** to be listed in Vendor Information Pages (**VIP**) **database for 2 years** (opportunity to renew at 2 year point prior to expiration)
- Evaluation is primarily **based on the** requirements found in **38 Code of Federal Regulations (CFR) Part 74**
- Once **eligibility is validated and determined**, a VOSB/SDVOSB is **verified** and can participate in the Veteran's First Program through the VetBiz system

Registering with VetBiz

<https://www.vip.vetbiz.va.gov/dunssearch/>

The screenshot shows a web browser window with the URL <https://www.vip.vetbiz.va.gov/dunssearch/>. The page header includes a home icon, the text "VIP.VETBIZ.VA.GOV | VA | OSD BU", and a "LOGIN" button. The main heading is "DUNS Search". The central content area contains a white box with the following text:

Let's Get Started!
Please enter your DUNS Number. If you don't have one, please visit www.dandb.com to obtain one.

Enter your DUNS Number *

SUBMIT

FY 2021 CONTRACT AWARDS In LA as of 09/30/2021

- Total Awards To LA Firms: \$2,515,566,283**
- **Small Business: \$1,340,503,776 - 53%**
- **SDB: \$367,753,654 – 14.6%**
- **WOSB: \$206,186,344 - 8%**
- **HubZone: \$134,993,087 – 5%**
- **VOSB: \$149,423,814 – 5.9%**
- **SDVOSB: \$123,611,857 – 4.9%**
- **8(a): \$163,854,547 - 6.5%**



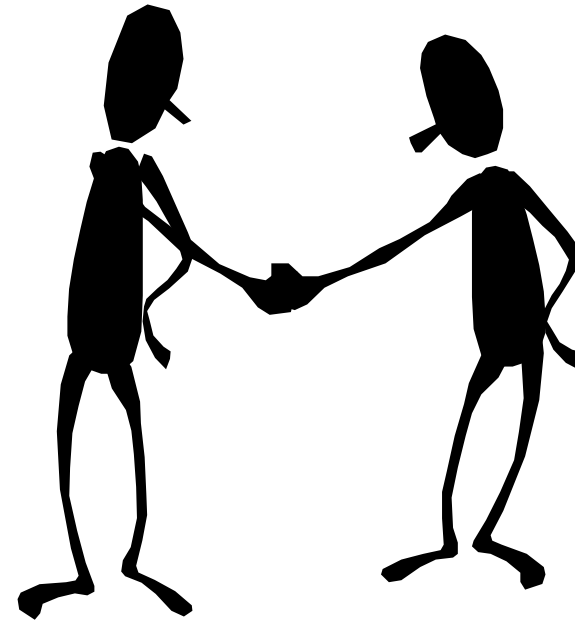
PUTTING THE PIECES TOGETHER

How can we help you?

Louisiana District Office

*“Supporting the Formation,
Growth, Prosperity, and Viability
of Louisiana’s small businesses.”*

Thank you!!



Louisiana District Office
500 Poydras Street, Suite 828
New Orleans, LA 70130
Telephone: (504) 589-6685

JO ANN LAWRENCE

jo.lawrence3@sba.gov

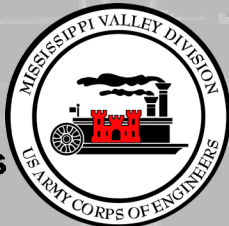
504-589-2879 Office

504-256-5293 Cell

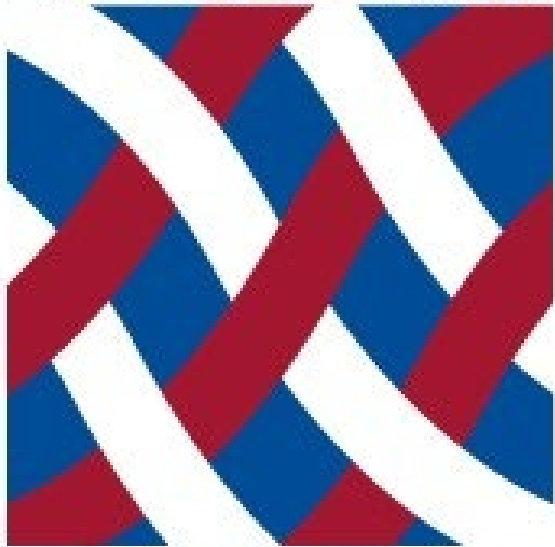
**MS. CINDY CARRIER, CCP
PROGRAM MANAGER
LOUISIANA PROCUREMENT
TECHNICAL ASSISTANCE
CENTER
UNIVERSITY OF LOUISIANA AT
LAFAYETTE**



**US Army Corps
of Engineers®**



LOUISIANA



PTAC

Linking Business and Government

**LOUISIANA PROCUREMENT
TECHNICAL ASSISTANCE CENTER
(LA PTAC)**

**CINDY CARRIER
PROGRAM MANAGER**

800-206-3545

EMAIL: CYNTHIA.CARRIER@LOUISIANA.EDU

ABOUT LA PTAC

- Assist Louisiana based businesses in selling their goods and/or services to Government or Prime Contractors
- FREE! Funding –University of LA at Lafayette and State of Louisiana /Louisiana Economic Development (LED) and Defense Logistics Agency/Dept. of Defense

BID MATCHING - RECEIVE FEDERAL, STATE, AND LOCAL BIDS & SOLICITATIONS IN YOUR E-MAIL EVERY DAY!

- Geographic Area, Codes (NAICS, FSC, PSC) & Keywords
- Bid Sites Searched Daily – 3,500 websites



CONTRACTING ASSISTANCE

- Bid Matching
- Quote, bid and proposal preparation
- Registrations:
 - SAM, DSBS, LAGOV
- Certifications:
 - Federal: WOSB/EDWOSB, 8a, HUBZone
 - State: Hudson, LaVet, SEBD, SBE, DBE
- Verification:
 - VOSB/SDVOSB
- Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR)
- Cybersecurity/CMMC
- Seminars and Training
- And More...

REGISTRATION & CERTIFICATIONS

- Federal:

- SAM (System for Award Management) mandatory certification for all federal government contracting
- DSBS (Dynamic Small Business Search) used as search tool by government contracting persons when searching for vendors as well as large prime contractors searching subcontractors.

- State:

- LA.GOV. Being registered with the State of Louisiana in LA GOV is mandatory for bidding on state of Louisiana projects.

REGISTRATIONS & CERTIFICATIONS

■ SBA Certifications:

- WOSB (Woman-Owned Small Business) - a small business that is at least 51 percent (51%) directly and unconditionally owned and controlled by one or more women.
- EDWOSB (Economically Disadvantaged WOSB) - the same as a WOSB with the additional requirement that the women owner(s) are economically disadvantaged.
- HUBZone (Historically Underutilized Business Zone) - the HUBZone program promotes economic development and employment growth in distressed areas by providing access to more federal contracting opportunities.
- 8(a) –To help provide a level playing field for small businesses owned by socially and economically disadvantaged people or entities

■ VA Verification: processed through Dept. of Veterans Affairs (VA), Center for Veterans Enterprise (CVE).

- VOSB (Veteran Owned Small Business)
- SDVOSB (Service Disabled VOSB)

REGISTRATIONS & CERTIFICATIONS

- State Certifications: (processed through Louisiana Economic Development (LED))
 - Hudson Initiative - is a preference program established to keep Louisiana dollars going to (being awarded to) Louisiana companies.
 - LaVet (Louisiana's Veteran Initiative) - a preference program to help eligible Louisiana Veteran-owned and Service-Connected Disabled-Veteran-owned small businesses gain greater access to purchasing and contracting opportunities that are available at the state government level.
 - SEBD (Small and Emerging Business Development) - provides the managerial and technical assistance training needed to grow and sustain a small business
- DBE (Disadvantaged Business Enterprise) Program that contributes to the growth and self-sufficiency of minority businesses. (certification processed through LA Dept. of Transportation & Development)

BUILDING A MARKET STRATEGY

-
- Identifying federal and state buyers
 - Identifying Small Business Specialists in LA
 - Identifying Prime Contractors in LA
 - Providing marketing lists: Stennis Space Center, Shipyards, Chemical Plants, Military Bases, etc.
 - Procurement History Report Data
 - [FPDS.gov](https://www.fpds.gov/)
 - [USASpending.gov](https://www.usaspending.gov/)

STEP-BY-STEP GUIDANCE

- Steps to Successful Government Contracting
- PTAC Counselor one-on-one assistance
- Govology – online training
- PTAC monthly newsletter

LOUISIANA



PTAC

Linking Business and Government

THANK YOU!!

To learn more about LA-PTAC please contact:

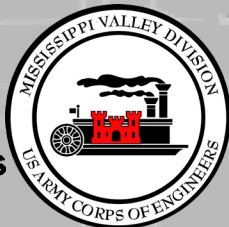
- (800) 206-3545
- LA-PTAC Website: <http://ptaclouisiana.edu>
- To become a Client, simply complete the "Intake Application" at the following weblink:

https://center-gateway.com/2/gateway/028009/application_form

**MS. LACI MELANCON
PROGRAM DIRECTOR
LOUISIANA COASTAL
TECHNICAL
ASSISTANCE CENTER
(CTAC)**



**US Army Corps
of Engineers®**





CTAC

COASTAL TECHNICAL
ASSISTANCE CENTER

LACI MELANCON

Program Director, Coastal Technical Assistance Center (CTAC)



PURPOSE

The Coastal Technical Assistance Center (CTAC) is a program supported by Louisiana Economic Development as well as the Coastal Protection and Restoration Authority.

The CTAC program is a FREE service provided by the state to assist Louisiana-based businesses with opportunities related to coastal projects happening along Louisiana's coast.





COASTAL PROJECTS

\$1 BILLION ANNUALLY

is projected to be spent on Louisiana coastal efforts, under the Coastal Protection & Restoration Authority (CPRA) Master Plan

Even a modest increase in the share of in-state spending would have a significant impact on Louisiana's economy





OUR MAIN GOAL



Keeping Coastal Investment Local.





LOCATION & SERVICES

The CTAC Resource Center is located in Thibodaux, Louisiana.

Implementation of Services:

Phase 1: Centralized Resource Center

Phase 2: Business Services

Phase 3: Workforce Development

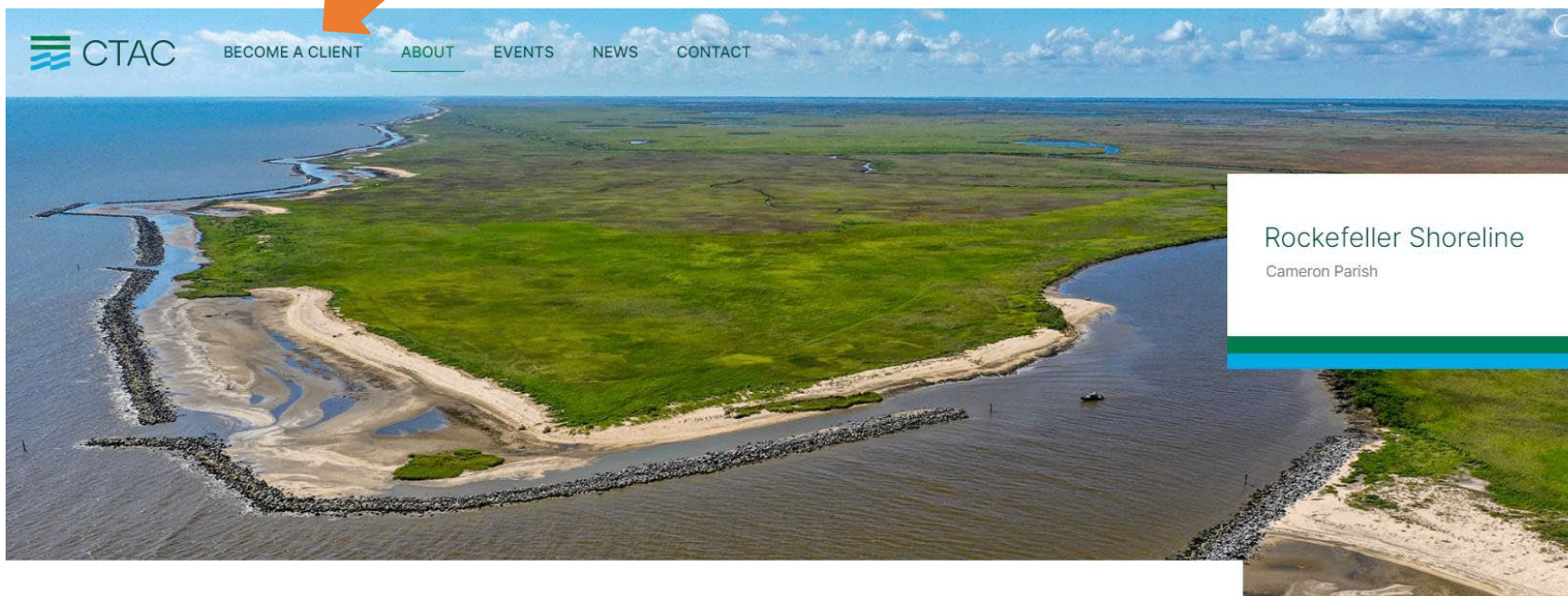
Phase 4: Trainings/Certifications



HOW TO SIGN UP

BECOME A CLIENT!

www.louisianactac.org



It's Free!

Keeping Coastal Investment Local.



WEBSITE

Coastal Events, Coastal Projects and MORE!!!

Filter by: Agency Bid Type

AGENCY	BID DUE AND TYPE	PROJECT
CENTRAL BIDDING	04/14/2022 2:00 pm Construction	BAYOU LAFOURCHE FRESH WATER DISTRICT MISSISSIPPI RIVER WATER RE-INTRODUCTION INTO BAYOU LAFOURCHE

[View](#)

AGENCY	BID DUE AND TYPE	PROJECT
CENTRAL BIDDING	04/19/2022 10:00 am Construction	TERREBONNE LEVEE & CONSERVATION DISTRICT MORGANZA TO THE GULF REACH L SEGMENT 1 LEVEE PROJECT

[View](#)

AGENCY	BID DUE AND TYPE	PROJECT
USACE	04/29/2022 4:00 pm Professional Services	IDIQ A-E CONTRACTS FOR GENERAL DESIGN AND OTHER RELATED SERVICES USACE-MVD

[View](#)



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NEWSLETTER



The Coastal Technical Assistance Center (CTAC) is here to provide resources and assistance to businesses in Louisiana seeking to do coastal work throughout the state through coastal protection and restoration efforts. There is no charge for our services.

Become a
CLIENT today! >

CTAC NEWS

CTAC Offers Services

The Coastal Technical Assistance Center is offering services. Businesses can sign up using the "Become a Client Today" link above. If you would like additional information regarding CTAC, you can visit our website at www.louisianactac.org or call us at 985.493.2585!



ICYMI: USACE-MVN Presentation on Doing Business with the Army Corps - Infrastructure and Subcontracting Opportunities

CTAC had the pleasure of co-hosting an event last week with partners from the USACE-MVN, LAPTAC, SBDC, LED, and Southeastern University to offer small businesses the opportunity to learn more about contracting with the Army Corps. During this event, participants were able to engage in general discussion and have one-on-one meetings with the Army Corps. To view a copy of the presentation, [click here](#).



CPRA Coastal Week

The Louisiana Coastal Protection and Restoration Authority hosts Coastal Industry Week to include informative webinars in addition to other in-person event opportunities. If you missed any of the webinars, you can view them on the CTAC website [here](#). If you are interested in participating in the events being held this week...[Register here](#)



CTAC Representatives will be Present at LED Small Business Summit and Coastal Day in Baton Rouge on April 5th

Stop by to visit us at our exhibitor tables at each event on Tuesday, April 5th. For additional details click [here](#).

View More CTAC News

UPCOMING EVENTS

April 4, 2022
CPRA: Coastal Construction Project Forecast - Partner Led
3:00 pm
Virtual

April 5, 2022
LED: Small Business Summit
9:00 am
Crowne Plaza Executing Center, Baton Rouge

April 5, 2022
Coastal Day at the State Legislature
All day

April 5, 2022
CPRA Business to Business Networking Event
11:00 am
LSU Center for River Studies

April 5, 2022

April 12, 2022
Louisiana PTAC New Client Orientation
9:00 am
Virtual

April 20, 2022
Coastal Protection and Restoration Authority Board Meeting
9:30 am
Location TBD
Virtual on Facebook @louisianacpra

April 20, 2022
SBDC: Hubzone Certification
10:00 am
Virtual

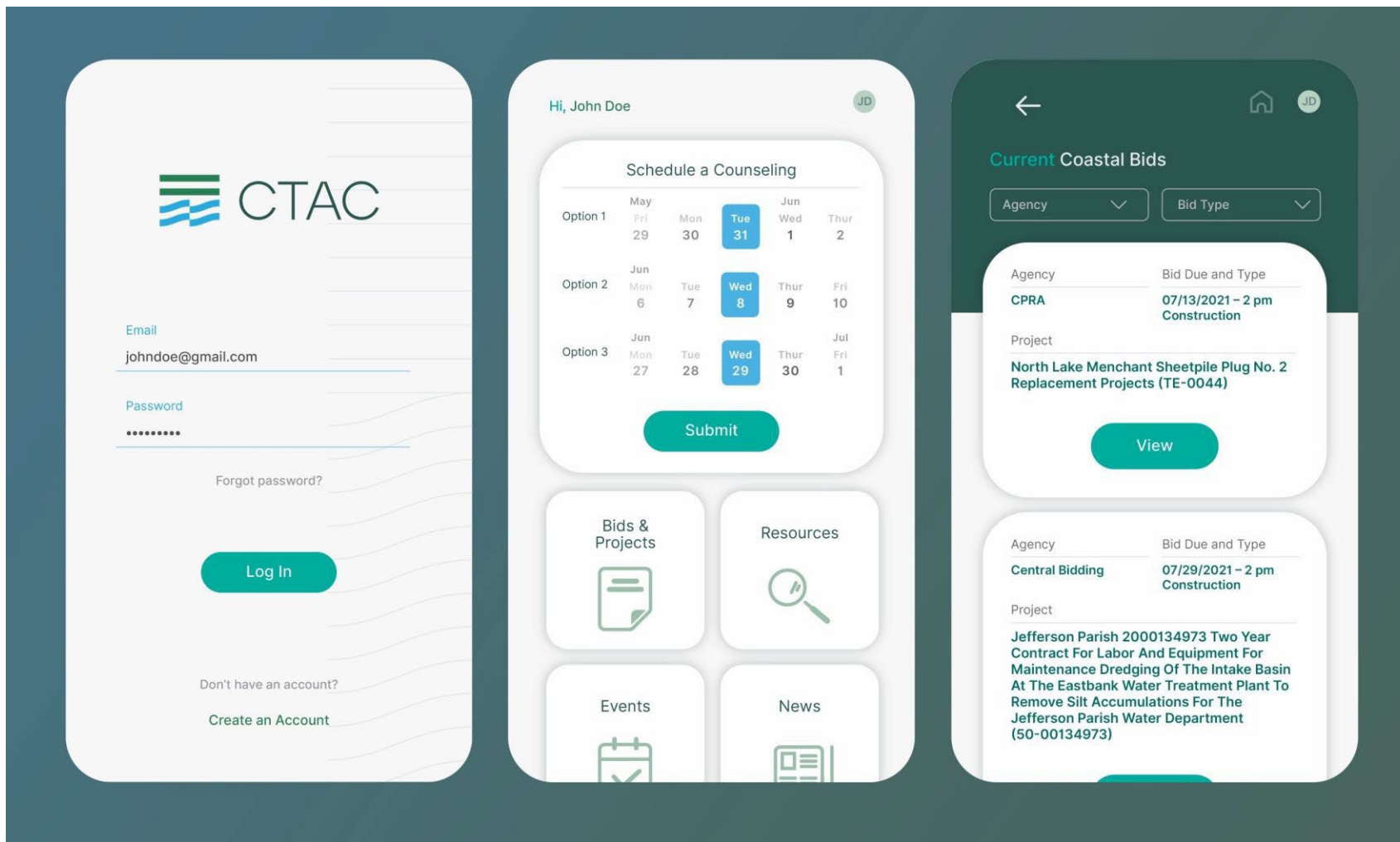
April 20, 2022
Louisiana Watershed Initiative: Working with Nature Training Series
1:00 pm



CTAC



CTAC PORTAL: COMING SOON!





WE NEED YOU!

Cleaning Supplies
Diesel Mechanics
Electricians
Engineering Services
Equipment Rentals
Fuel & Lubricants
General Construction Materials
Groceries
Hydrographic Surveying

Machine Shops
Marine Hardware/Supply
Service Cranes
Sheet Piling
Dry-docks
Shipyard Services
Shop Equipment
Tuggers
Welders



CTAC KEY PARTNERS:



Nicholls State University



THE WATER INSTITUTE OF THE GULF®





CTAC

COASTAL TECHNICAL
ASSISTANCE CENTER

www.louisianactac.org

Laci Melancon, Program Director

laci@louisianactac.org

Connect with us @louisianaCTAC



BREAKOUT SESSIONS

Please use the link posted in the chat box to access.

Reminder:

3:00PM--please return to the general session for closing remarks.

Please enjoy your **“Session”**.



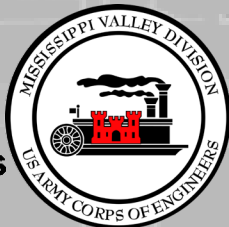
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WELCOME BACK FROM BREAKOUT SESSIONS



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CLOSING REMARKS

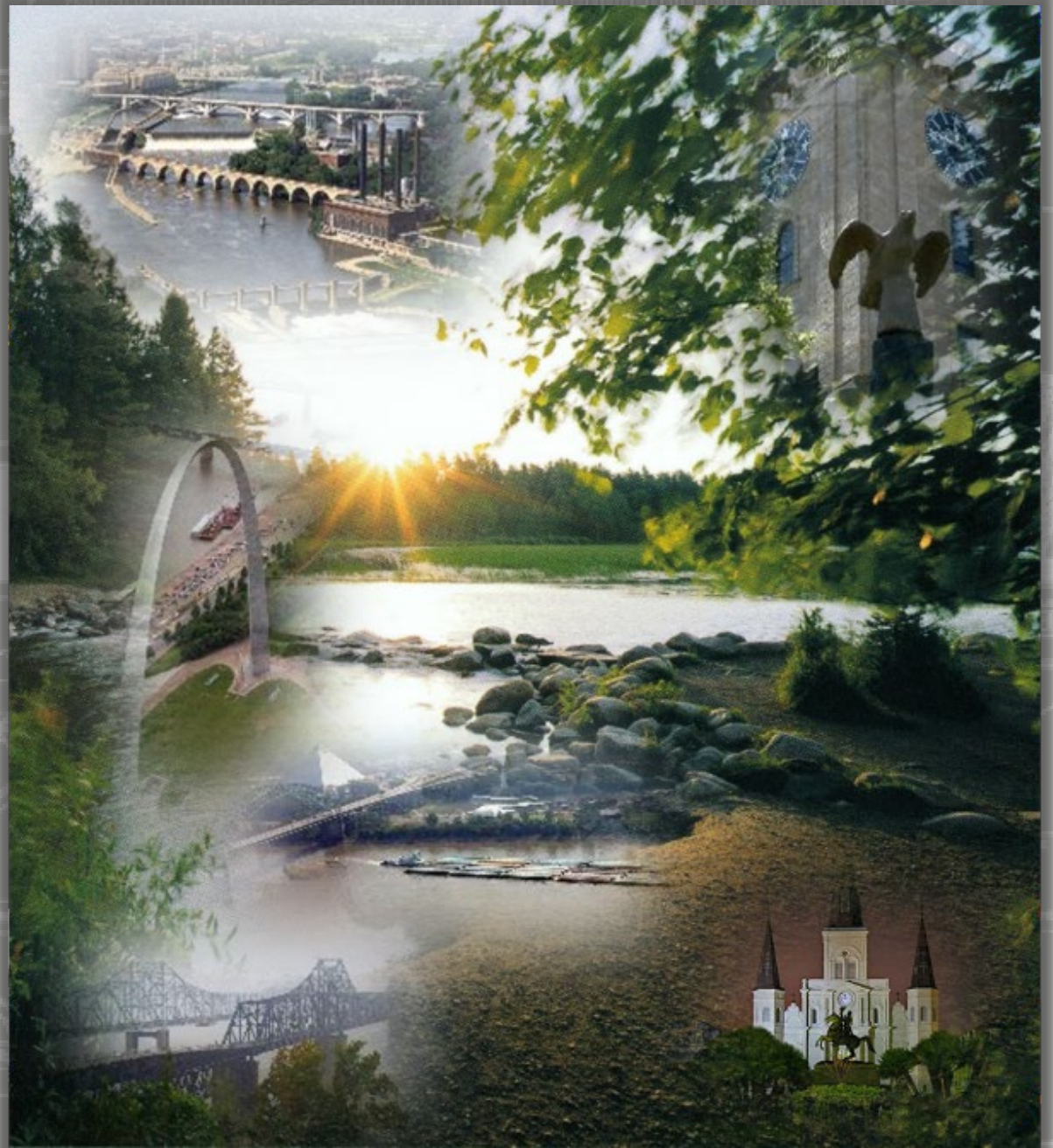
Mr. David Willis
Deputy, Office of Small
Business Programs



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BUILDING STRONG®



Thank You for Attending

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