

THANK YOU FOR JOINING US

Our broadcast will begin momentarily.

Please be advised that USACE Honolulu District Small Business Program presentations are recorded and made publicly available on the District website. Attending a program presentation, virtually or otherwise, constitutes the attendee's acknowledgment and consent to the recording and publication thereof.

Reminders:

Please keep your audio muted.

Please use aloha and share all questions and or comments in the chat box.

Mahalo



**US Army Corps
of Engineers®**

HONOLULU DISTRICT VIRTUAL INDUSTRY DAY

12 March 2021



US Army Corps
of Engineers®



AGENDA – PART I



1. Welcome – Mr. Benson Medina, President, Hui 'Oihana, the Hawaii Island Native Hawaiian Chamber of Commerce
2. Introduction – LTC Eric Marshall, Commander & District Engineer, Honolulu District
3. Contracting Branch Overview - LTC Aaren Hanson, Division Chief
4. Small Business Program Overview – Ms. Monique Holmes, Small Business Programs, Chief and Mr. Jim Mastin, Director of Small Business Programs – OCONUS

5-minute break



AGENDA – PART II



6. Good Fellow Brothers - USACE Contractor Perspective – Mr. Ed Brown
7. Civil and Public Works Branch Overview - Ms. Rhiannon Kucharski, Branch Chief
8. Military Branch Overview – Ms. Florence Ching, Branch Chief
9. Kauai MATOC – Mr. Jason Billings, HDR-H Branch Chief
10. Environmental Program Branch Overview – Mr. David Griffin, Branch Chief
11. Opportunities Forecast and Kwajalein MATOC – Mr. Mike Wong, Deputy Chief for Programs and Project Management

5-minute break



AGENDA – PART III



- 12. Engineering and Construction Division Overview
- Mr. Todd Barnes, Division Chief
- 13. Regulatory Overview – Vera Koskelo,
Project Manager
- 14. Closing Remarks – LTC Eric Marshall,
Commander & District Engineer, Honolulu District

U.S. Army Corps of Engineers **HONOLULU DISTRICT**

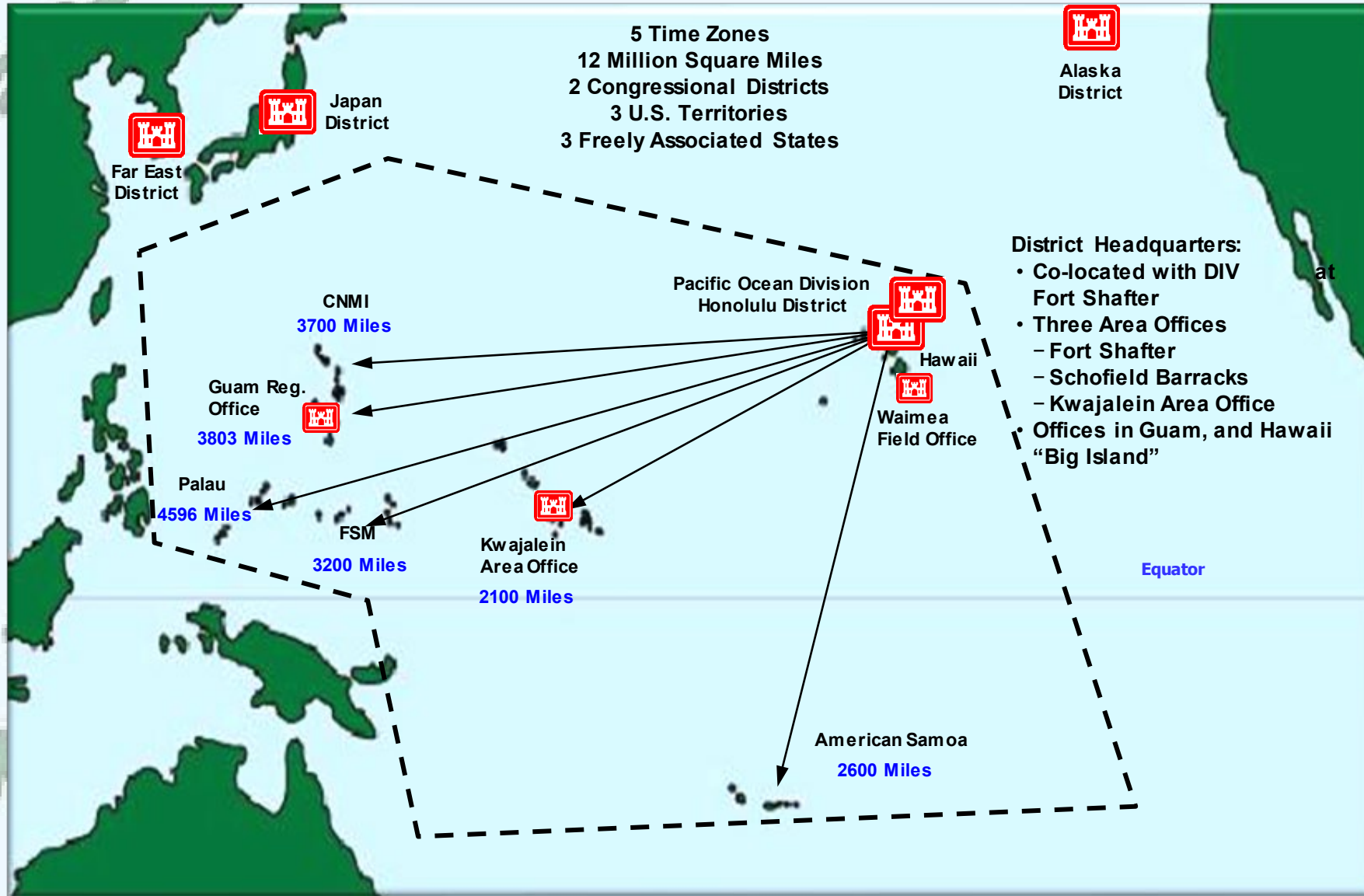
Lt. Col. Eric S. Marshall, PE, PMP
Commander, Honolulu District
March 12, 2021



**US Army Corps
of Engineers®**



Area of Responsibility





District Mission

Honolulu District integrates engineering capabilities with our Pacific partners to deliver sustainable and resilient solutions to promote regional security, responsible development, and disaster risk reduction and response capabilities.

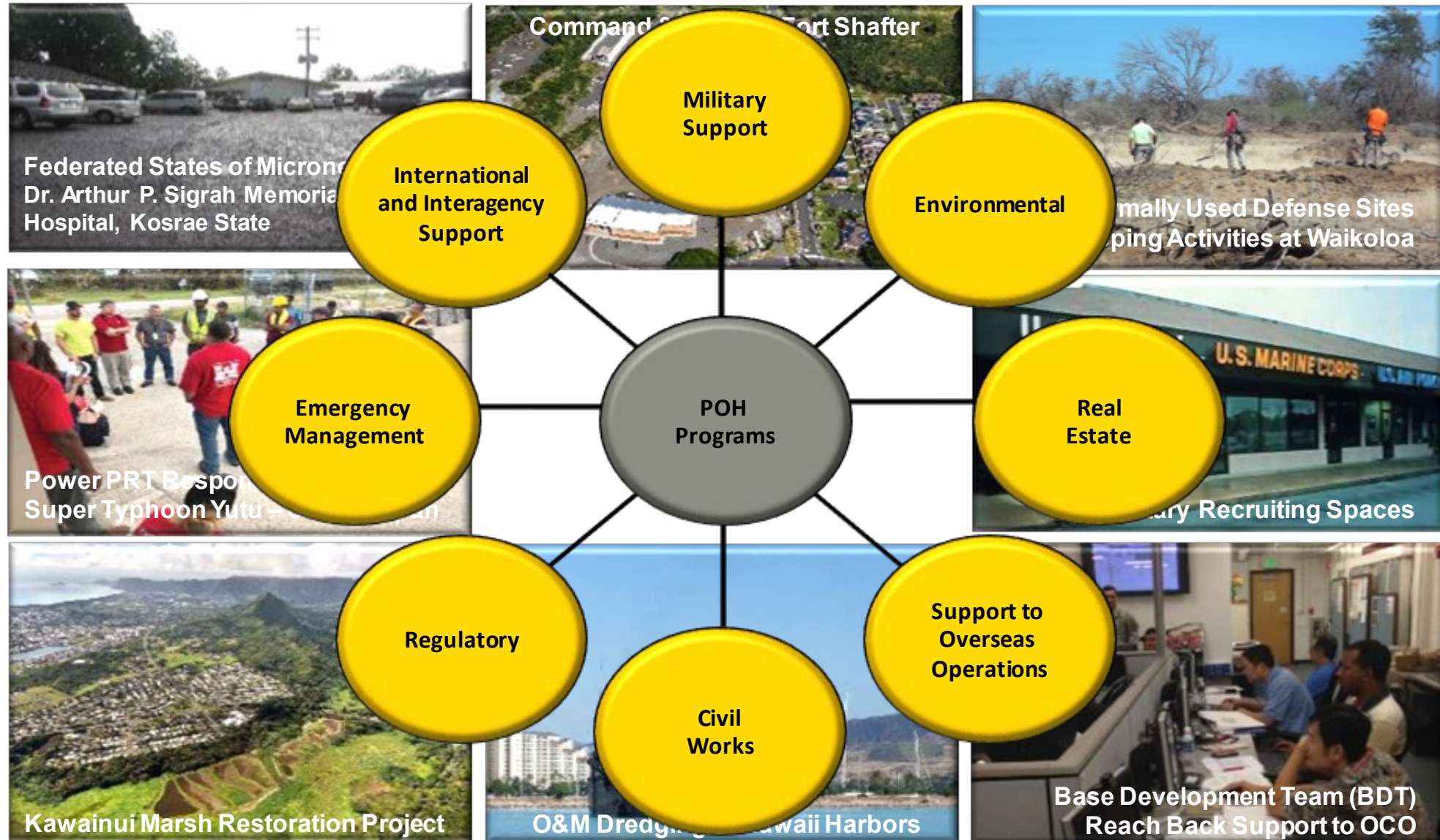
District Vision

Engineering solutions for our Nation's toughest challenges in the Pacific.

Reinforcing the National Defense Strategy in support of a free and open Indo-Pacific



Program



CONTRACTING BRANCH OVERVIEW

LTC Aaren Hanson
Chief
Contracting Division
Honolulu District
12 March 2021



US Army Corps
of Engineers®



WHAT YOU NEED TO KNOW



1. How to do business with the Government
2. Finding Business Opportunities with USACE
3. Understanding Federal Government Contracting Process
 - Types of solicitations
 - Things to consider before submitting a bid or proposal
4. Points of Contact



HOW TO DO BUSINESS WITH THE GOVERNMENT



REGISTER WITH SAM

- The System for Award Management or “SAM” continues to be the website for registering to do business with the Government. It is free to register.
- Update or renew your registration early as lags in updating have been observed.
- The website address is <https://www.sam.gov/SAM/>





FINDING BUSINESS OPPORTUNITIES WITH USACE



1. Attend Honolulu District Industry Days



2. Search <https://beta.sam.gov/>. Beta.SAM.gov has replaced FedBizOpps (FBO) as the online marketplace / Government Point of Entry for federal business opportunities. It is free to use.

Please take some time to familiarize yourself with its features. You can search for and follow opportunities.





UNDERSTANDING FEDERAL GOVERNMENT CONTRACTING PROCESS



1. Sources Sought or Pre-Solicitation Notices
2. Solicitation
3. Evaluation
4. Award
5. Administration



UNDERSTANDING FEDERAL GOVERNMENT CONTRACTING PROCESS



1. Pre-Solicitation Notice or Sources Sought.

- Can be used to conduct market research, ask for industry comments, or provide notice that a solicitation is planned. ***This is your opportunity to speak up and let us know your capabilities or provide your professional input.***
- For most requirements, a pre-solicitation notice must be published a minimum of 15 calendar days before the solicitation is published, however, it can be months+ depending on the scope of the project.



UNDERSTANDING FEDERAL GOVERNMENT CONTRACTING PROCESS



2. Solicitation

- Most solicitations are advertised for a minimum of 30 days.
- Amendments are changes to the solicitation that often answer questions, clarify the work to be performed, or correct errors in the solicitation, and may also extend the due date for offers. ***You must acknowledge each amendment when submitting your offer. Tracking the opportunity on beta.SAM is imperative to receive notices of the amendments.***



TYPES OF SOLICITATIONS



- **Request for Quote (RFQ)** is used to solicit pricing quotations. This solicitation type is most often used when the estimated value of the government's need is less than \$250,000, or with a commercial supply or service up to \$7M. A purchase order issued from a quote is non-binding until the vendor begins performance or signs the contract.
- **Request for Proposal (RFP)** is used to communicate government requirements to prospective contractors and solicit technical and price proposals. The RFP will describe the government's requirements, anticipated terms and conditions, information required and factors that will be used to evaluate the proposal. Depending on the complexity of the project, the basis for award is either Lowest Price Technically Acceptable (LPTA) or Best Value Trade-Off (BVTO).
- **Invitation to Bid (IFB)** is often referred to as a sealed bid. These are generally used for construction contracts. Typically, there will NOT be any discussions or negotiations following bid opening. While price is the key evaluation factor, the lowest bidder does not automatically win the contract. We will check for bid responsiveness, the firm's responsibility, and price fair and reasonableness.



THINGS TO CONSIDER BEFORE SUBMITTING A BID OR PROPOSAL



Did you review?

- Statement of Work (SOW) or Performance Work Statement (PWS) that provides required deliverables, outcomes and quality standards.
- Regulations cited in the solicitation
- Place of performance
- Period of performance (service), delivery schedule (supplies) or completion date (construction)?

Did you consider?

- Teaming with others.
- Key experience or skills required of Contractor personnel.
- Listing past performance of individuals, as well as the firm.
- Personal vs non-personal services.
- All service contracts (includes A-E) require the use of a QASP in accordance with FAR 46.103(a) to measure performance.



UNDERSTANDING FEDERAL GOVERNMENT CONTRACTING PROCESS



3. Evaluation

Invitation to Bid (IFB)

1. Responsiveness – did you submit everything as required?
2. Uneven pricing, errors, omissions.
3. Responsibility – Contractor Performance Assessment Reporting System (CPARS), Federal Awardee Performance and Integrity Information System (FAPIIS), Duns and Bradstreet report (<https://www.dnb.com/>), etc.
4. Subcontracting plan, if required.
5. Bonds, if required.

– Common Mistakes

- Submitting an incomplete or late submission – bid not considered.
- Not fully understanding the solicitation and governing regulations.
- Unrealistic or unreasonable pricing
- Errors in submission

Request for Proposal (RFP)

1. Technical, Past Performance, Small Business Participation, and Price.
2. Responsibility.
3. Non priced factors:
 - Lowest Priced Technically Acceptable (LPTA): Acceptable or Unacceptable
 - Trade-off: Adjectival Ratings (Outstanding, Good, Acceptable, Marginal & Unsatisfactory)

– Common Mistakes

- Everything listed under IFB mistakes **AND**
- Failure to address evaluation factors.
- Not providing specificity or focus.
- Not understanding trade-off considerations, e.g., what factors are most important.



UNDERSTANDING FEDERAL GOVERNMENT²¹ CONTRACTING PROCESS



4. Award

- Request for Quote (RFQ): Generally, to the responsible vendor with a quote that is technically acceptable with the lowest price, but in emergencies, may be best interests of the Government, such as speed of delivery, quantity available from one supplier, etc.
- Invitation to Bid (IFB) – to the responsible bidder who submitted the lowest-priced, responsive bid.
- Invitation Request for Proposal (RFP) – Either LPTA or Trade-off:
 - **Lowest Priced Technically Acceptable (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.



UNDERSTANDING FEDERAL GOVERNMENT CONTRACTING PROCESS



5. Administration

- Request 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, as well as the person responsible for rating your performance.
- ***The COR may not change the terms or conditions of the contract*** but may direct you to contact the Contracting Officer (PCO or ACO) or contact the Contracting Officer directly on your behalf.
- A contract may be modified only by a Contracting Officer. The Government may issue modifications unilaterally, typically for change orders, to exercise options, make minor administrative changes or to terminate a contract. All other modifications are bilateral, requiring your consent and signature.

USACE HONOLULU DISTRICT & ARMY CONTRACTING COMMAND RCO-HI SMALL BUSINESS PROGRAMS

Monique M. Holmes
Small Business Program, Chief
Pacific Ocean Division/Honolulu District

James A. Mastin
Small Business Program, Director
Army Contracting Command/Regional
Contracting Office – Hawaii
12 March 2021



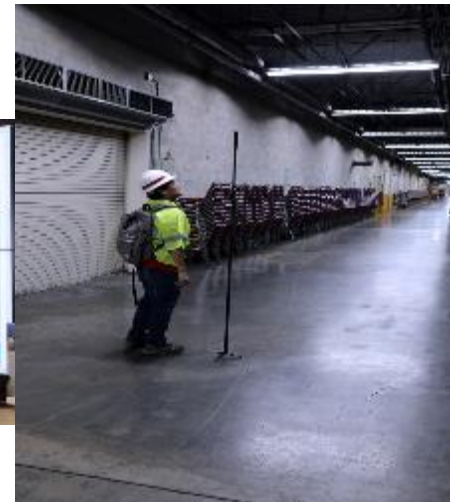
US Army Corps
of Engineers®



OFFICE OF SMALL BUSINESS PROGRAMS VISION STATEMENT



We are a network of Small Business Professionals with common values, shared knowledge and regular communication who partner with acquisition professionals seeking small businesses to fulfill DoD procurement requirements and give our Service Members the competitive advantage.





HONOLULU DISTRICT PROGRAMS



- Civil Works projects
- Interagency and International Service
- Environmental Program (compliance, conservation, and restoration)
- Military Mission (oversees design and construction of work-related projects e.g., barracks, childcare centers)
- Regulatory (public notices, jurisdictional determination)
- Real Estate
- Emergency Response
- Regulatory



REGIONAL CONTRACTING OFFICE – HAWAII PROCUREMENT REQUIREMENTS



- IT Services and Equipment
- Base Support Services
- Personal Protective Equipment
- Airfield Services and Equipment
- Minor Construction
- Office Supplies and Furnishings



WHY CONSIDER SMALL BUSINESS



It is the Government's policy to provide maximum acquisition opportunities to small businesses

The Small Business Act states in part that:

- It is the declared policy of Congress that the Government should aid, counsel, assist, and protect ... the interests of small business concerns
- To ensure that a fair proportion of total ... contracts be placed with small business enterprises
- For purposes of maintaining and strengthening the overall economy of the nation

Contracting with Small Business is a Requirement



SMALL BUSINESS ACT



- Implements Congressional Policy to aid, counsel, assist & protect the interests of small business concerns (loans)
- Goal of policy is to ensure that a fair proportion of purchases, contracts & subcontracts be placed with small businesses

“The Government should aid, counsel, assist, and protect, insofar as possible, the interests of small business concerns ... to ensure that a fair proportion of the total purchases ... be placed with small business enterprises...”



SMALL BUSINESS REGULATIONS



- FAR Part 19 Implements the acquisition-related sections of the Small Business Act
- Requires agencies to conduct Market Research and use it to develop an Acquisition Strategy (SB Set-Aside or Full and Open Competition)
- FAR Part 52.219—Small Business Programs Provisions and Clauses
- DFARS Part 219—Small Business and Small Disadvantaged Business Concerns
- AFARS 5119.2 Defines the role of a Small Business Professional



EXECUTIVE ORDERS IMPACTING SMALL BUSINESS



- Orders issued by the President directly affecting the small business community as it relates to the federal government, including the Department of Defense.
- Executive Order 13170 Increasing Opportunities and Access for Disadvantaged Businesses
- Executive Order 13360 Providing Opportunities for Service-Disabled Veteran Businesses to Increase Their Federal Contracting and Subcontracting
- Executive Memorandum on regulatory flexibility act Directs that Federal Agencies consider the effects of regulation on small business



BE PREPARED

Conduct Your Own Market Research

- What did the Army buy in the past?
- Who did Army buy from?
- Respond to Sources Sought

Locate Contracting Opportunities

- What is the present need?
- What is the Army buying today?
- What will the Army buy down the road and into the future?





FIRST STEPS

- Your Entity's (Company) Taxpayer Identification Number (TIN)
- A TIN is an Employer Identification Number (EIN) assigned by the Internal Revenue Service (IRS).

- Sole proprietors may use their Social Security Number (SSN) assigned by the Social Security Administration (SSA)
- Activating a new EIN with the IRS takes 2-5 weeks.

- To obtain an EIN visit:
www.irs.gov/businesses/small/article/0,,id=102767,00.html

- Your Entity's DUNS Number
- You need a DUNS to register your entity in SAM.
- If you do not have a DUNS number, you can request a DUNS number for free by visiting D&B at <http://fedgov.dnb.com/webform>
- It takes 1-2 business days to obtain a DUNS.



TIPS FOR DOING BUSINESS WITH US



- Register at Beta.SAM – System for Award Management
 - <https://www.fsd.gov/SAM> for updates
- Respond to Sources Sought/Request For Information (RFI)
- Attend Industry Networking & Matchmaking Events
- Visit Agency Small Business Reps
- Know your Company's Capabilities
- Review the Forecasts
- Be Ready to Market Yourself with:
 - Virtual Business Cards
 - A Capabilities Statement of your company's experience and past performance.
 - A Business Website
 - A Capabilities Briefing



MARKET YOUR FIRM



- Present your capabilities directly to the federal activities and large prime contractors that buy your products and services
- Attend procurement conferences business expos and SBA workshops such as this
- Attend Business Matchmaking events
- If you do not have a past performance on any Hawaii military installation, consider teaming and subcontracting opportunities
- Forward a softcopy” Line card, Capability Briefing, Catalog or Brochure to the Small Business Professional and-
- Request a one-on-one Capability Briefing with the Small Business Professional



KNOW HOW TO LOCATE OPPORTUNITIES



– Find out your eligibility for Small Business Socio-Economic Programs contact the Small Business Administration and certify as instructed to all applicable socio economic categories. **Cerification in one socio-economic program does not usually impact your eligibility for any other category as long as you meet the program criteria**

- If you need assistance beta.SAM provides training and information at:
 - Learning center on beta.SAM: <https://beta.sam.gov/help/new-to-sam>
 - Link: [Contractor Quick Start Guide for beta.SAM.gov](#)
- Sub Contractors information can be found at:
- https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm



THE 8(A) BUSINESS DEVELOPMENT (BD) PROGRAM



Disadvantaged businesses in the 8(a) program can:

- Compete for set-aside and sole-source contracts
- Form joint ventures established businesses through the Mentor-Protégé Program
- You can compete for contract awards under multiple socio-economic programs, as they apply

Effective July 15, 2020, to qualify for the 8(a) program, follow this eligibility checklist:

- Be a [small business](#)
- Not have previously participated in the 8(a) program
- Be at least 51 percent owned and controlled by U.S. citizens who are socially and economically disadvantaged
- Demonstrate good character and potential to perform on contracts

Participation in the **program** is divided into two phases over nine years: a four-year developmental stage and a five-year transition stage. The overall **program** goal is to graduate **8(a)** firms that will go on to thrive in a competitive business environment.



HISTORICALLY UNDER-UTILIZED BUSINESS ZONE PROGRAM (HUBZONE)



- Applies to purchases over \$3,5K depending on your local office procedure the Micro-Purchase Threshold (MPT) is \$10K;
- Must be certified by SBA - no term limits;
- Recertification required every 3 years;
- Competitive and sole-source program benefits;
- 10% price evaluation preference IAW FAR 19.1307
- Principal office must be in a HUBZone
- 35% of employees must live in a HUBZone
- Government Purchase Card





ADVANTAGES OF BEING HUBZONE CERTIFIED



- **Sole Source Awards** – Sole Source Law decrees that a percentage of dollars for federal prime contracts must be awarded directly to HUBZone organizations without competition.
- **Set-Aside Awards** – Set-aside contracts give HUBZone registered small businesses access to restricted work opportunities that only they can bid and compete for.
- **Price Preferences** – HUBZone small businesses also receive a preferential 10% price evaluation when competing for full and open-bid contracts available to the rest of the federal marketplace.
- **Subcontracting Options** – HUBZone small businesses may subcontract on the jobs they are awarded. That way organizations operating inside HUBZone's are never restricted from earning federal work opportunities due to a limited size.



WOMEN OWNED SMALL BUSINESS (WOSB)



To be eligible for the women's contracting (WOSB) program, a business must:

- Be a small business
- Be at least 51 percent owned and controlled by women who are U.S. citizens
- Have women manage day-to-day operations and make long-term decisions

Eligibility for an Economically Disadvantaged Woman Owned Small Business (EDWOSB) a business must:

- Meet all the requirements of the women's contracting program
- Be owned and controlled by one or more women, each with a personal net worth less than \$750,000
- Be owned and controlled by one or more women, each with \$350,000 or less in adjusted gross income averaged over the previous three years
- Be owned and controlled by one or more women, each \$6 million or less in personal assets
- Meet the NAICS Code requirements



WOSB & EDWOSB CERTIFICATION



Before firms can compete for set-aside contracts, they must apply for certification:

- Register through the new process on beta.certify.sba.gov or go through an approved Third-party certifier or TPC.
- Both methods will require that firms use the beta.certify.sba.gov website

On the website, firms can:

- Access checklists that provide guidance prior to applying
- Explore your eligibility
- Request information from SBA program experts
- Create an account and proceed with your application

(Note: When you create an account, you will be automatically directed to a new screen to access login.gov



SERVICE-DISABLED VETERAN'S OWNED SMALL BUSINESS (SDVOSB)



- Applies to purchases over \$3,500
- Self Certified on SAM.gov
- VA determines Service Disability
- For set-aside Veterans Affairs contracts, your business must be verified through the Vets First Verification Program.
- Competitive and sole-source
- Subcontracting and Prime Contracting goals
- FAR 19.14

To qualify for the disabled veterans' business program, your business must:

- Be a small business
- Be at least 51% owned and controlled by one or more service-disabled veterans
- Have one or more service-disabled veterans manage day-to-day operations and also make long-term decisions
- Eligible veterans must have a service-connected disability



CYBERSECURITY IMPACT TO SMALL BUSINESS



DFARS Clause 252.204-7012 requires DoD contractors, including small businesses, to:

- Provide adequate security to safeguard information that resides in or transits through their internal unclassified information systems from unauthorized access and disclosure.
- Rapidly report cyber incidents to DoD at <https://dibnet.dod.mil>.
- When contractors or subcontractors discover malicious software in connection with a reported cyber incident, submit the malicious software to DoD Cyber Crime Center (DC3) in accordance with instructions from the Contracting Officer.
- Preserve and protect images of all known affected information systems identified and all relevant monitoring/packet capture data for at least 90 days from the submission of the cyber incident report

<http://nvlpubs.nist.gov/CYBERSECURITY>



WHAT IS ADEQUATE CYBERSECURITY



Minimum cybersecurity standards are described in NIST Special Publication 800-171 and break down into the following :

- Access Control
- Awareness & Training
- Audit & Accountability
- Configuration Management
- Identification & Authentication
- Incident Response Maintenance
- Media Protection Maintenance
- Personnel Security
- Physical Protection
- Risk Assessment
- System & Communication Protection
- System & Info Integrity



SET-ASIDES



- Acquisitions Greater than \$250,000 Must Use Results of Market Research to Determine if there are two (2) or More Responsible Small Businesses that Can Perform (Rule of Two). If there are at least two (2), Must be Set-Aside for Small Businesses. (First Consider 8(a), HUB-Zone, Service-Disabled Veteran-Owned SB, and Women-Owned SB Set-Asides)
- Acquisitions Can be Awarded to Companies on Sole Source Basis (up to \$7M for manufacturing or \$4M for all others)
- Native Hawaiian Organization, Alaskan Native and Native American 8(a) Direct Award thresholds have increased to \$100M
- All Acquisitions Should Encourage Small Business Participation as Prime Contractor or through Subcontracting Opportunities



SET-ASIDES AND SOLE SOURCE AWARDS

- Acquisitions Greater than \$250,000 Must Use Results of Market Research to Determine if there are two (2) or More Responsible Small Businesses that Can Perform (Rule of Two). If there are at least two (2), Must be Set-Aside for Small Businesses. (First Consider 8(a), HUB-Zone, Service-Disabled Veteran-Owned SB, and Women-Owned SB Set-Asides)
- Acquisitions Can be Awarded to [8\(a\)](#), [HubZone](#), [SDVOSB](#) and [WOSB](#) on a Sole Source Basis
 - Native Hawaiian Organization, Alaskan Native and Native American 8(a) Direct Award thresholds have increased to \$100M
- All Acquisitions Should Encourage Small Business Participation as Prime Contractor or through Subcontracting Opportunities



WHAT YOU NEED TO KNOW



- **General construction contracts:** Small business prime contractor must perform at least 15% of the cost of the contract with its own employees, not including the cost of materials.
- **Specialty construction contracts:** Small business prime contractor must perform at least 25% of the cost of the contract with its own employees, not including the cost of materials.
- SB Prime contractor can utilize **similarly situated subcontractors** to meet these performance requirements. (means “same required size and SB program status as SB prime contractor.



SET-ASIDE SUBCONTRACTING LIMITATIONS



- **Under set-aside award conditions**, small businesses are required to perform minimum levels of work when they receive a federal contract. –
- **Subcontracting limitations** apply to set-asides for small businesses when set-aside or sole-source contracts under the 8(a), HUBZone, SDVOSB, and WOSB programs.
- **Service contracts**: Small business prime contractor must provide at least 50% of the contract cost for personnel.



MARKET RESEARCH



USACE Market Research must include-

- NAICS/CAGE Code
- Size of Business
- Small Business Category
 - 8(a), WOSB, HUBZone, VOSB or SDVOSB set-aside
- Relevant experience?
- Bonding capacity?
- Other information may be required for the specific project



PRE-SOLICITATION NOTICE



Pay attention to Pre-solicitation Notices :

- Solicitation No.
- Project description
- IFB or RFP (LPTA or Best Value Trade-off)
- If RFP – evaluation factors
- Target issuance date

FAR 5.204

Contracting officers must provide access to presolicitation notices through the GPE (see [15.201](#) and [36.213-2](#)). The contracting officer must synopsise a proposed contract action before issuing any resulting solicitation (see [5.201](#) and [5.203](#)).



WHAT TO EXPECT IN THE POST-AWARD PROCESS



- Performance and Payment Bonds
- NTP Letter
- Pre-construction Meeting
- Submittals
- Project Schedule
- Begin Construction
- Payments
- Final Inspection
- As-built Drawings
- Release of Claims
- Final Acceptance Letter

Contractors Performance Assessment Reporting System (CPARS) Rating – Interim and Final Ratings

<https://www.cpars.gov/>



PERFORMANCE



Risk mitigation

- Have a back up plan if something goes wrong
- Give yourself enough time to react
- On-Time delivery
- Establish a good track record
- Subcontracting – subcontractors



GETTING PAID



Know the paperwork process

- Keep good records
- Know your options
- Progress payments
- EFT (electronic funds transfer)
- Are you registered in Beta SAM.gov
- Accept government credit cards



SEEK ADDITIONAL ASSISTANCE



- Local SBA District Offices (Honolulu, HI)
- Procurement Technical Assistance Center (PTAC)
- Agency Small Business Professionals
- Small Business Development Centers
 - Service Corps of Retired Executives (SCORE):
They offer free and confidential business advice through (<https://www.score.org/>) and SCORE has over 12,000 volunteer counselors have more than 600 business skills.
- Women's Business Development Centers
(<https://www.wbdc.org/>)



LESSONS LEARNED



Positives:

- Opportunity to do business with the Government
- Positive past performance
- Potential follow-on work
- Prompt payment

Pitfalls

- Not familiar with the Corps
- Not familiar with the RMS/QMS process and Primavera software
- Not familiar with EM 385-1-1
- Under bid/proposed project
- Not sufficiently staffed
- Misunderstanding the plans and specifications



FREQUENTLY ASKED QUESTIONS



Q: How do I find the Federal Supply Classification Code (FSC) or the North American Industry Classification System (NAICS) code?

A: The SBA has established a classification system for industries as described in the North American Industry Classification System (NAICS).

The SBA has a table of small business size standards based on NAICS (www.census.gov/naics).

Q: How do I do obtain a DUNS Number and register in the System for Award Management (SAM)?

A: If you do not have a DUNS Number, contact [Dun and Bradstreet](#) to obtain one.

You must be registered in the [System for Award Management \(SAM\)](#) to be awarded a contract from the DoD. SAM is a database designed to hold information relevant to procurement and financial transactions. SAM affords you the opportunity for fast electronic payment of your invoices.



FY20 HONOLULU DISTRICT TOP SB NAICS CODES



Small Business Top 5 By NAICS	Small Disadvantage By Top 5 NAICS
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	238910 - SITE PREPARATION CONTRACTORS
238910 - SITE PREPARATION CONTRACTORS	541330 - ENGINEERING SERVICES
541330 - ENGINEERING SERVICES	561311 - EMPLOYMENT PLACEMENT AGENCIES
561311 - EMPLOYMENT PLACEMENT AGENCIES	562910 - REMEDIATION SERVICES
SDVOSB NAICS TOP 5 By NAICS	WOSB By Top 5 NAICS
561311 - EMPLOYMENT PLACEMENT AGENCIES	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
561210 - FACILITIES SUPPORT SERVICES	237310 - HIGHWAY, STREET, AND BRIDGE CONSTRUCTION
541330 - ENGINEERING SERVICES	237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION
541310 - ARCHITECTURAL SERVICES	238290 - OTHER BUILDING EQUIPMENT CONTRACTORS
238910 - SITE PREPARATION CONTRACTORS	561311 - EMPLOYMENT PLACEMENT AGENCIES



FY20 RCO-HI TOP 5 NAICS FOR SMALL BUSINESS

Small Business By Top 5 NAICS	Small Disadvantaged Businesses By Top 5 NAICS
236210 - INDUSTRIAL BUILDING CONSTRUCTION	236210 - INDUSTRIAL BUILDING CONSTRUCTION
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
237310 - HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	238160 - ROOFING CONTRACTORS
238160 - ROOFING CONTRACTORS	541513 - COMPUTER FACILITIES MANAGEMENT SERVICES
561720 - JANITORIAL SERVICES	561730 - LANDSCAPING SERVICES
SDVOSB By TOP 5 NAICS	WOSB BY TOP 5 NAICS
337214 - OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING	236210 - INDUSTRIAL BUILDING CONSTRUCTION
541513 - COMPUTER FACILITIES MANAGEMENT SERVICES	236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION
541614 - PROCESS, PHYSICAL DISTRIBUTION, AND LOGISTICS CONSULTING SERVICES	237310 - HIGHWAY, STREET, AND BRIDGE CONSTRUCTION
561210 - FACILITIES SUPPORT SERVICES	238160 - ROOFING CONTRACTORS
624190 - OTHER INDIVIDUAL AND FAMILY SERVICES	541519 - OTHER COMPUTER RELATED SERVICES



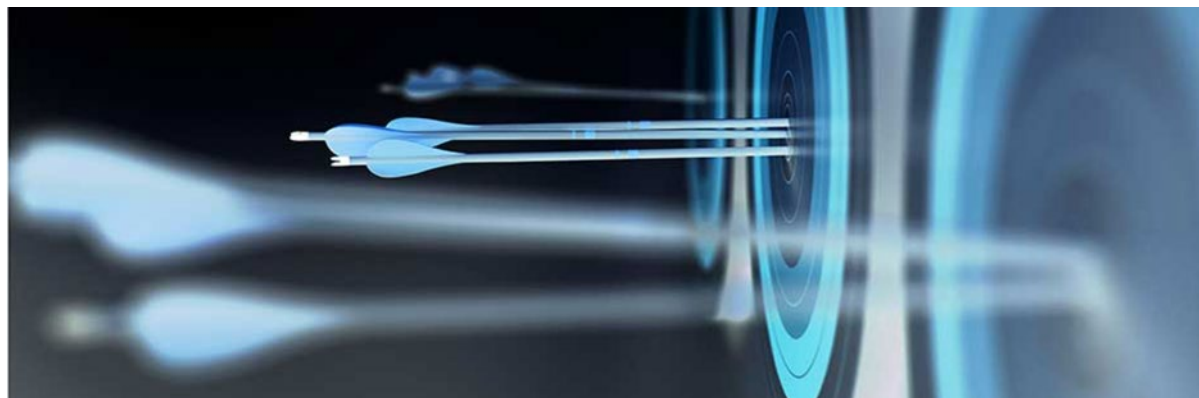
SMALL BUSINESS PROGRAM GOALS & PERFORMANCE



The Office of Small Business Programs (OSBP)

In order to fulfill our strategic goals and mission, we seek out opportunities to increase small business dollars competitively awarded.

The metrics on the next few slides show our goals and demonstrate how well we are performing against them.



Remember GOALS are not required. Goals are aspirations not regulations



FY20 POH SMALL BUSINESS ACHIEVEMENTS



- Eligible Actions -523 Total Value \$312M
 - 291 Actions Awarded to SB for a Total Value of \$74.8M
 - Achieved **23.92.17%**
 - SB Goal 26.32%
- Awarded to Small Disadvantaged – 174 Actions; \$47.2M;
 - Achieved **15.11%**
 - Goal 15.54%
- Awarded to Service-Disabled Veteran Owned – 12 Actions; \$753K
 - Achieved **0.24%**
 - Goal 1.02%
- Awarded to Women-Owned – 54 Actions; \$14.5M
 - Achieved **4.66%**
 - Goal 1.64%
- Awarded to HUBZone – 2 Actions; \$8.9M
 - Achieved **2.86%**
 - Goal 1.02%





FY20 RCO-HI ACHIEVEMENTS



- Eligible Actions -2070 Total Value \$91M
 - 1608 Actions Awarded to SB for a Total Value of \$74.8M
 - Achieved **81.55%**
 - SB Goal 52%
- Awarded to Small Disadvantaged – 904 Actions; \$47.4M;
 - Achieved **51.77%**
 - Goal 27.5%
- Awarded to Service-Disabled Veteran Owned – 52 Actions; \$2.7M
 - Achieved **3.03%**
 - Goal 1.50%
- Awarded to Women-Owned – 505 Actions; \$26.5M
 - Achieved **29.03%**
 - Goal 10.05%
- Awarded to HUBZone – 161 Actions; \$11.9M
 - Achieved **12.99%**
 - Goal 5.0%





WHAT IS THE POH OFFICE OF SBP'S ROLE?



Advise

- Review & make recommendations for all acquisitions over \$10k
- Be a trusted business advisor
- Interpret laws, regulations, policies

Advocate

- Liaison
- Build relationships
- Maintain outreach
- In person and virtual participation and collaboration in workshops and forums



SMALL BUSINESS GUIDANCE & LOAN RESOURCES



Coronavirus (COVID 19)

Specifically, on Wednesday, February 24, 2021 at 9 am ET, **SBA will establish a 14-day, exclusive PPP loan application period for businesses and nonprofits with fewer than 20 employees.** This will give lenders and community partners more time to work with the smallest businesses to submit their applications, while also ensuring that larger PPP-eligible businesses will still have plenty of time to apply for and receive support before the program **expires on March 31, 2021.**

<https://www.sba.gov/page/coronavirus-covid-19-small-business-guidance-loan-resources#section-header-3>



FORUM & EVENTS PARTNERSHIPS



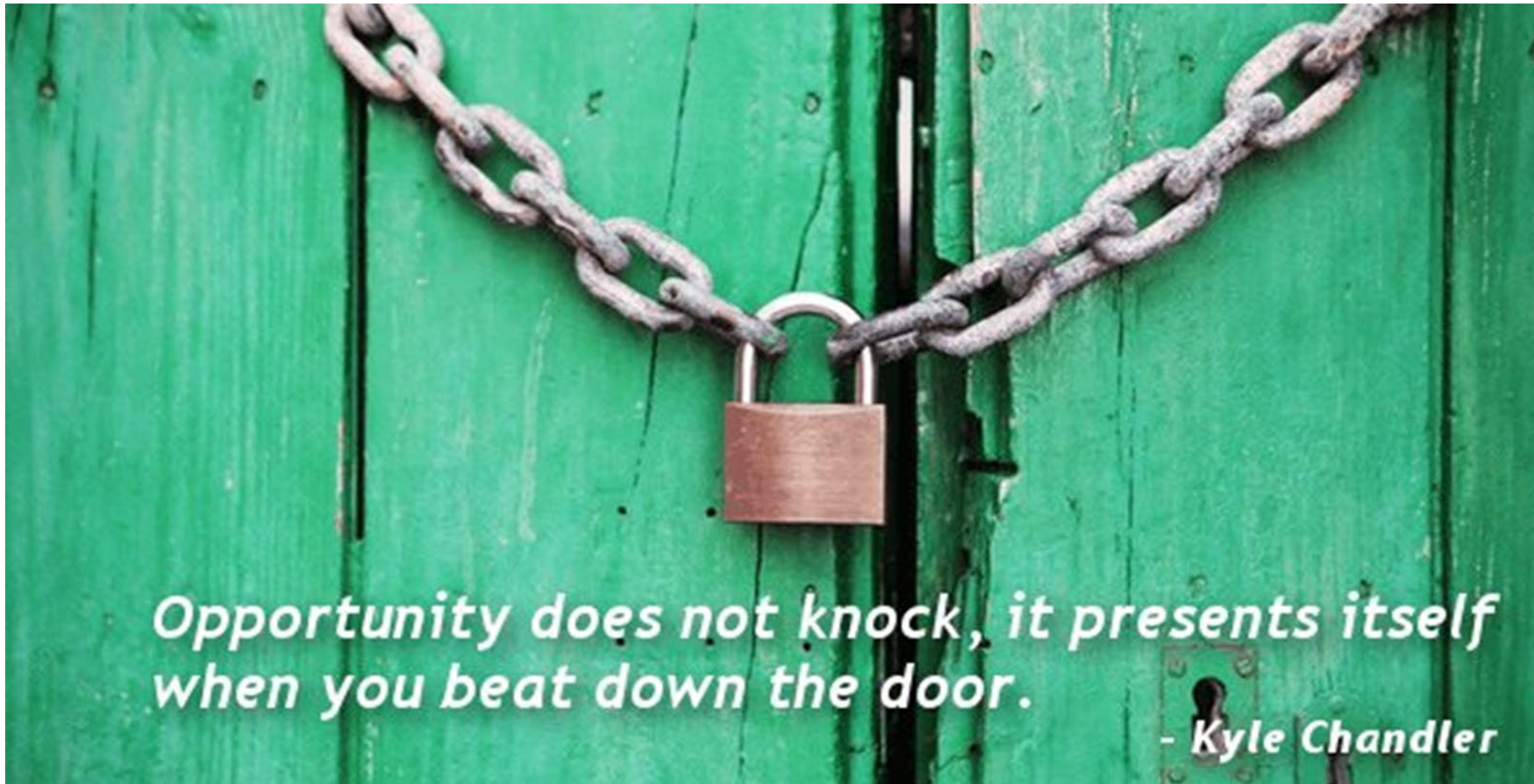
Participation and cooperation in workshops and mediums:

- Small Business Administration
- US Department of Commerce
- Society of American Military Engineers
- Minority Business Development Agency Business Center
- Native Hawaiian Organizations Association





HONOLULU DISTRICT & RCO-HI OFFICE OF SMALL BUSINESS PROGRAMS



Before you beat the door down be prepared



HELPFUL WEBSITES



POH website

<https://www.poh.usace.army.mil/>

POH Small Business

<https://www.poh.usace.army.mil/Office-of-Small-Business-Programs/>

Regional Contracting Office-Hawaii (RCO-HI) website

http://acc.army.mil/ecc/413th/hawaii/rco-hi_small_business.html

EM 385-1-1

<http://www.publications.usace.army.mil/USACE-Publications/Engineer-Manuals/>

Federal Acquisition Regulation and Supplements

<https://www.acquisition.gov/browse/index/far>

Small Business Administration

<https://www.sba.gov/>

Small Business Administration Hawaii District Office Directory

<https://www.sba.gov/sites/default/files/files/hawaii-district-office-directory.pdf>



ADDITIONAL WEBSITES



Federal Service Desk

https://www.fsd.gov/gsafsd_sp

Army Office of Small Business Programs

<https://osbp.army.mil/>

Chamber of Commerce

<https://www.kona-kohala.com/>

Department of Defense Office of Small Business Programs

<http://www.acq.osd.mil/osbp/>

Local Hawai'i Resources

Hawai'i Minority Business Center Honolulu <http://www.honolulu-mbdc.org/>

Hawai'i Patsy T. Mink Center for Business & Leadership (MCBL) <https://www.mcblhawaii.org/mission/>

Hawai'i PTAC

<https://clients.hisbdc.org/center.aspx?center=72004&subloc=6>



Questions



A CONTRACTOR'S EXPERIENCE WORKING WITH USACE

Disclaimer:

The appearance of Good Fellows Bros. LLC and associated information, products or services contained therein does not constitute endorsement by the Department of Defense, the U.S. Army Corps of Engineers, and the Honolulu District.



**US Army Corps
of Engineers®**



GOODFELLOW BROS. SUPPORT OF POHAKULOLOA TRAINING AREA, ISLAND OF HAWAII

People



Goodfellow Bros. LLC was founded in 1921 and has held a presence in Hawaii since 1973. With corporate headquarters in Kihei Maui and field offices and operations on Oahu, Kauai, Maui, and Hawaii Island, Goodfellow is an integral part of the communities we live in and serve, constructing our infrastructure and providing jobs for local families.

As signatory to unions, Goodfellow puts local residents and businesses to work providing rewarding work and a living wage to families in the islands. Since 2014, Goodfellow Bros. projects at Pohakuloa Training Area have provided over 154,000 labor hours to Big Island workers and \$8.5 million to Hawaii businesses in subcontracts.

Goodfellow-Sun JV

In an effort to continue support of PTA and local families and businesses, Goodfellow has partnered with Sun Construction of Kea'au, Hawaii under the SBA Mentor Protégé All Small Program to offer expertise in heavy civil and vertical construction. The Goodfellow-Sun JV maintains Sun's HUBZone and Small Business status, further enabling Goodfellow Bros to provide jobs in a HUBzone area as we mentor a small local business. This joint venture is true to our mission *"to be the contractor of choice by our clients, employees and the communities in which we live and work"*.





GOODFELLOW BROS. SUPPORT OF POHAKULOLOA TRAINING AREA – HAWAII ISLAND



Security, Jobs, and Economy

Goodfellow has performed over \$56m in Contracts

- ✓ FY13 Infantry Platoon Battle Course – USACE/MilCon/\$27,540,840/ General Contractor/2014-2017
- ✓ FY16 OMA Repair by Replacement Cesspools with Septic Tanks – USACE/Repair/\$12,494,630/ Subcontractor/2017-2018
- ✓ FY18 Repair North Drainage, Secondary Electric Systems, and Telecommunications - USACE/Repair/\$11,000,000/Subcontractor/ 2019-present
- ✓ Infantry Platoon Battle Course MAT Track – Meggit Training Systems/Construction/ \$421,000/Subcontractor/2017
- ✓ PTA Existing Sand Filters Refurbishment – Pural Water Specialty, Inc./Repair/\$169,163/General Contractor/2015-2016
- ✓ Production of Blue Rock Basalt, PTA Quarry – PTA Department of Public Works/Services/\$4,693,344/ 2018-present



Pohakuloa Training Area

Pohakuloa Training Area is the largest military training facility in the Pacific Rim region. Recent and ongoing world events highlight the importance of PTA's major role in military readiness for U.S. national defense.

As training lands on Oahu continue to become more difficult to retain, the uniqueness of the Big Island and PTA is becoming increasingly important in the Pacific for the training of Soldiers, Marines, and Navy and Air Force Pilots.



GOODFELLOW BROS. SUPPORT OF BIG ISLAND COMMUNITIES



Giving Back



Lava Eruption 2014 and 2018

GBI was called upon to create evacuation routes when Mt. Kilauea volcano erupted in 2014 and 2018. In both cases, we mobilized quickly to open Chain of Craters road for emergency access, partnering with Hawaii State Department of Transportation, the National Park Service, Hawai'i County Police Department, and Island Topsoil. Extra environmental measures were taken to ensure that the job did not adversely impact any natural resources in Hawai'i Volcanoes National Park.



Parker School Soccer Field

In the small north Hawaii paniolo town of Waimea, long dominated by Parker Ranch we have been an integral part of the community for two decades. We enhanced the irrigation system for the Lalamilo farm lots allowing for increased yields of the freshest fruits and vegetables served and sold on the island. GBI performed the site work and underground utilities for the HPA energy lab and the Kanu O' Kaina Hawaiian charter school and the soccer field, both of which achieved LEED certification.



Malamalama Waldorf School – Hale O' Aihara

GBI partnered with Malamalama Waldorf School to help them realize a dream to construct an outdoor learning facility on their 20-acre campus. GBI donated time and materials and even repurposed a gazebo building from the US Army's Pohakuloa Training Area to make this a reality for the school and the students it serves.



CIVIL AND PUBLIC WORKS BRANCH OVERVIEW

Rhiannon Kucharski
Chief
Civil and Public Works Branch
Date: 12 March 2021



Port Allen, Kauai



US Army Corps
of Engineers®



CIVIL WORKS AND PUBLIC WORKS PROGRAMS



- Priority missions (project purposes)
 - **Navigation**
 - **Flood Risk Management**
 - **Coastal Storm Damage Reduction**
 - **Ecosystem Restoration**
 - **Watershed Planning**
- Specifically Authorized
- Continuing Authorities Program
- Planning Assistance to States
- Flood Plain Management Services
- Flood Control & Coastal Emergencies (FCCE)
- Operations and Maintenance
- Inspection of Completed Works





INTERAGENCY AND INTERNATIONAL SERVICES

Reimbursable, technical assistance to non-Department of Defense Federal, State, and local government agencies, Tribal Nations, private industry, and foreign governments

Product lines & services:

Planning

- Alternative/economic analysis
- Master planning
- Water resource planning
- Hydrology & hydraulic studies
- Shoreline inventories
- GIS services

Design & Construction

- Harbors and port facilities
- Dredging
- Shoreline protection
- Highways/pavements
- Housing
- Medical facilities
- School facilities
- Emergency operation facilities
- Bridges
- Government/military facilities (new & rehab)
- Wastewater treatment plant
- Forensic investigation/studies
- Construction supervision & administration
- Program/project management
- Other facilities

Environmental

- National Environmental Policy Act compliance
- Environmental Impact Assessments
- Ecosystem restoration
- Environmental monitoring
- Investigation/analysis design
- Hazardous and toxic waste
- Cultural investigations/studies
- Ordnance and explosive hazards cleanup

Other

- Real estate: acquisition, disposal, appraisals, and leasing
- Procurement and contracting: architect-engineering services construction, and design-build
- Site assessments
- Quality assurance services



MILITARY BRANCH OVERVIEW

Florence Ching, P.E.
Chief
Programs & Project Management Division
Honolulu District
12 March 2021



US Army Corps
of Engineers®



MILITARY BRANCH PROGRAM OVERVIEW



Provides planning, program and project management services for all military programs to service the Army, Air Force, and other Department of Defense customers.

Executes approximately 85% of the Honolulu District's workloads. Supports the Army by executing both Military Construction, Army (MCA) and Operations & Maintenance, Army (OMA) Programs.

- MCA typically fluctuates between \$50M and \$150M per year
- OMA typically fluctuates between \$50M and \$75M per year

KAUAI MULTIPLE AWARD TASK ORDER CONTRACT (MATOC)

Mr. Jason Billings
Chief
Homeland Defense Radar – Hawaii
(HDR-H) Branch
Honolulu District
12 March 2021



US Army Corps
of Engineers®



KAUAI MATOC – MARKET RESEARCH



Background Information

– Homeland Defense Radar – Hawaii (HDR-H)

- Two viable sites
 - U.S. Army Kahuku Training Area (KTA) on Oahu
 - U.S. Navy Pacific Missile Range Facility (PMRF) on Kauai
- Project Overview
 - Enhances missile tracking and ability to identify missiles in the Pacific to better defend Hawaii
 - If funded, construction could begin after the Environmental Impact Statement and Record of Decision are completed (Late Fall 2022)
 - Estimated program cost greater than \$400M
 - Wide range of construction capabilities would be required
 - For more information on HDR-H, visit this website: <https://www.mda.mil/hdrh.html>



KAUAI MATOC – MARKET RESEARCH



– Need to Determine Contractor Capabilities at Each Potential Site

- Market research is currently available for Oahu
- Need market research to determine capabilities for Kauai
 - Contractors do not necessarily have to be based in Kauai
 - Need to have the capability to perform the necessary work on Kauai

– Market Research Open through 14 April 2021

- Visit this website to respond to the market research request:

<https://beta.sam.gov/opp/5190770b533347ce9ebbc821e8936a23/review>

- Can also visit <https://beta.sam.gov> and search for “Pacific Missile Range Facility, Kekaha, Kauai, Hawaii”

ENVIRONMENTAL BRANCH OVERVIEW

Mr. David Griffin
Chief
Environmental Program Branch
Honolulu District
12 March 2021



US Army Corps
of Engineers®



ENVIRONMENTAL PROGRAMS



Follow Pillars of Environmental Management

- Environmental Quality (EQ)
 - NEPA Analysis
- Environmental Restoration (IRP)
 - Munitions Response
 - Hazardous Waste
- Conservation and Planning
 - Section 106 – Cultural / Historical
 - Section 7 – Endangered Species
- Pollution Prevention (P2)
 - Water Monitoring
 - Asbestos and LBP

Majority of Work

- Formerly Used Defense Sites (FUDS)
- Project Management for Army clients





ENVIRONMENTAL PROGRAM OPPORTUNITIES



ENV has existing contract vehicles to execute Program. Best opportunity is to support existing contract holder on one of the following contracts:

– MEC SATOC – Focus is Munitions Removal Actions.

- \$95 Mil capacity, expires Jun 2025
- GSI Pacific

– ENV MATOC – Focus is Environmental Investigation and Restoration.

- \$49 Mil capacity, expires Jun 2025
- ERRG
- Na Alii
- Dawson/HDR JV
- GSI Pacific

MATOC AND OUTREACH FORECAST

Mr. Mike Wong
Deputy Chief for Programs and Project
Management
Honolulu District
12 March 2021



US Army Corps
of Engineers®



KWAJALEIN CONSTRUCTION DB/DBB MATOC



POH has an existing contract vehicle to execute work on Kwajalein. This \$200 Mil capacity MATOC expires in September 2022. Best opportunity is to support existing contract holders:

Wood Environment & Infrastructure Solutions, Inc.
San Juan Construction Inc.
Nan, Inc.

POH is working on a new MATOC to follow this MATOC. Target Award August 2022. This is a \$200 Mil, up to 5 years. Solicitation to start Summer 2021.



OTHER CONSTRUCTION DB/DBB MATOC



POH will be awarding a Small Business \$300 Mil DBB Construction MATOC in early 3Q FY 21. Plan to put Army O&M funded projects on this MATOC, roughly 6 to 7 projects in the \$2 to \$15 Mil ranges, rough total of \$45 Mil this FY.

POH is working on a new Unrestricted DB/DBB Construction MATOC for \$495 Mil, up to 7 years. Target Award October 2022. Solicitation to start Summer 2021.

Future:

8a DB/DBB \$90 Mil MATOC

Women Owned Small Business DBB \$50 Mil MATOC



FY21+ FY 22 AE BUSINESS OPPORTUNITIES



Opportunity	Location	Release Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Civil Engineering Design Services	Hawaii	4Q FY21	541330	\$30M	SBSA	MAC
Mechanical Engineering Design Services	Hawaii	2Q FY22	541330	\$9.9M	SBSA	MAC
Pavement Management Services	Hawaii	3Q FY22	541330	\$9M	SBSA	MAC
FY 21 MCA Family Housing Replacement Construction Design-Build	Kwajalein Atoll	2Q FY21	236116	\$30M - \$40M	Unrestricted	RFP

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsisized through FBO.gov or the solicitation is issued."



FY21+ FY22 CONSTRUCTION OPPORTUNITIES



Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
FY21 MCA Aircraft Maintenance Hangar, WAAF	Oahu	3Q FY21	236220	\$80 - \$90 MIL	Unrestricted	Best value
FY21 MCA Child Development Center, <6 yrs., AMR	Oahu	4Q FY22	236220	\$50 - 65 MIL	Unrestricted	Best value
FY21 MCA Child Development Center, Schofield Barracks (SB)	Oahu	4Q FY22	236220	\$30 - 50 MIL	Unrestricted	Best value
OMA Repair Bldg 2075 (Barracks), SB	Oahu	4Q FY21	236220	\$25 – 40 MIL	Unrestricted	Best value
OMA Repair Bldg 2076 (Barracks), SB	Oahu	4Q FY21	236220	\$30 – 50 MIL	Unrestricted	Best value
CW Hawaii Water Management	Oahu	4Q FY21	237990	\$5 – 10 MIL	Unrestricted	LPTA
CW O&M Dredge Kahului Deep Draft Harbor and Kaunakakai Harbor	Maui/Molokai	4Q FY 21	237990	\$4 – 6 MIL	Unrestricted	LPTA
RDTE Repair Wastewater Treatment Plant	Kwajalein	4Q FY 21	237110	\$3 – \$8 Mil	Kwajalein MATOC	RFP
DLA Repair Fuel Pier, DB	Kwajalein	4Q FY 21	237120	\$5 - \$10 Mil	Kwajalein MATOC	RFP
RDTE Repair Kwaj Lodge Bldg 908	Kwajalein	4Q FY 21	236220	\$4 – 8 MIL	Kwajalein MATOC	RFP
RDTE Repair Fire Protection Systems	Kwajalein	4Q FY 21	237110	\$4 – \$6 Mil	Kwajalein MATOC	RFP
RDTE Repair POL pipelines and ASTs,	Kwajalein	4Q FY 21	237120	\$8 - \$12 M	Kwajalein MATOC	RFP

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsisized through FBO.gov or the solicitation is issued."



FY21+ FY22 RCO-HI OPPORTUNITIES



Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Current Contract #
CAD/GIS Support SVC	RCO-HI	TBD	541370	\$2.75M	SB	W912CN-16-F-0014
Advantor	RCO-HI	TBD	561621	\$2M	LB	W912CN-17-D-0005
C41M IT Support SVC	RCO-HI	TBD	541519	\$10.M	SB	W912CN-16-C-0006
MARS Quarterly Maintenance	RCO-HI	TBD	811213	\$89K	SB	W912CN-17-F-0049
IT Specialist	RCO-HI	TBD	541519	\$641K	SB (8a)	W912CN-17-C-0029
ICIDS	RCO-HI	TBD	561621	\$868K	SB	W912CN-17-D-0020

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsisized through FBO.gov or the solicitation is issued."

ENGINEERING AND CONSTRUCTION DIVISION OVERVIEW

Mr. Todd C. Barnes
Chief
Engineering and Construction Division
Honolulu District
12 March 2021



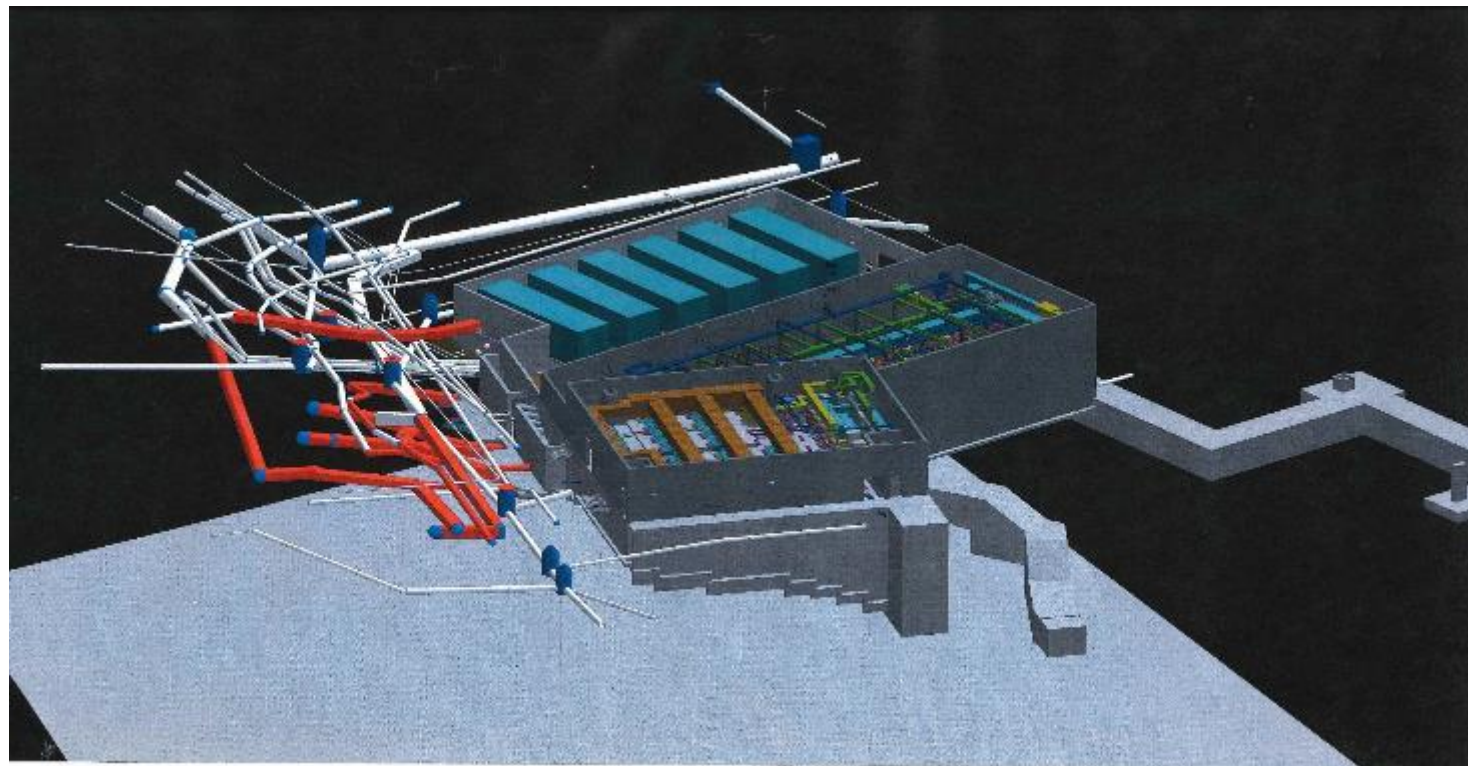
US Army Corps
of Engineers®



AGENDA

Challenges in DESIGN

- for Design Bid Build and Design Build Contracts
- Energy Conservation / Sustainability
- Sophisticated Automation
 - Commissioning
 - Cyber-Security
- Building Information Modeling (BIM)
- AE Contracting





ENGINEERING – ENERGY CRITERIA



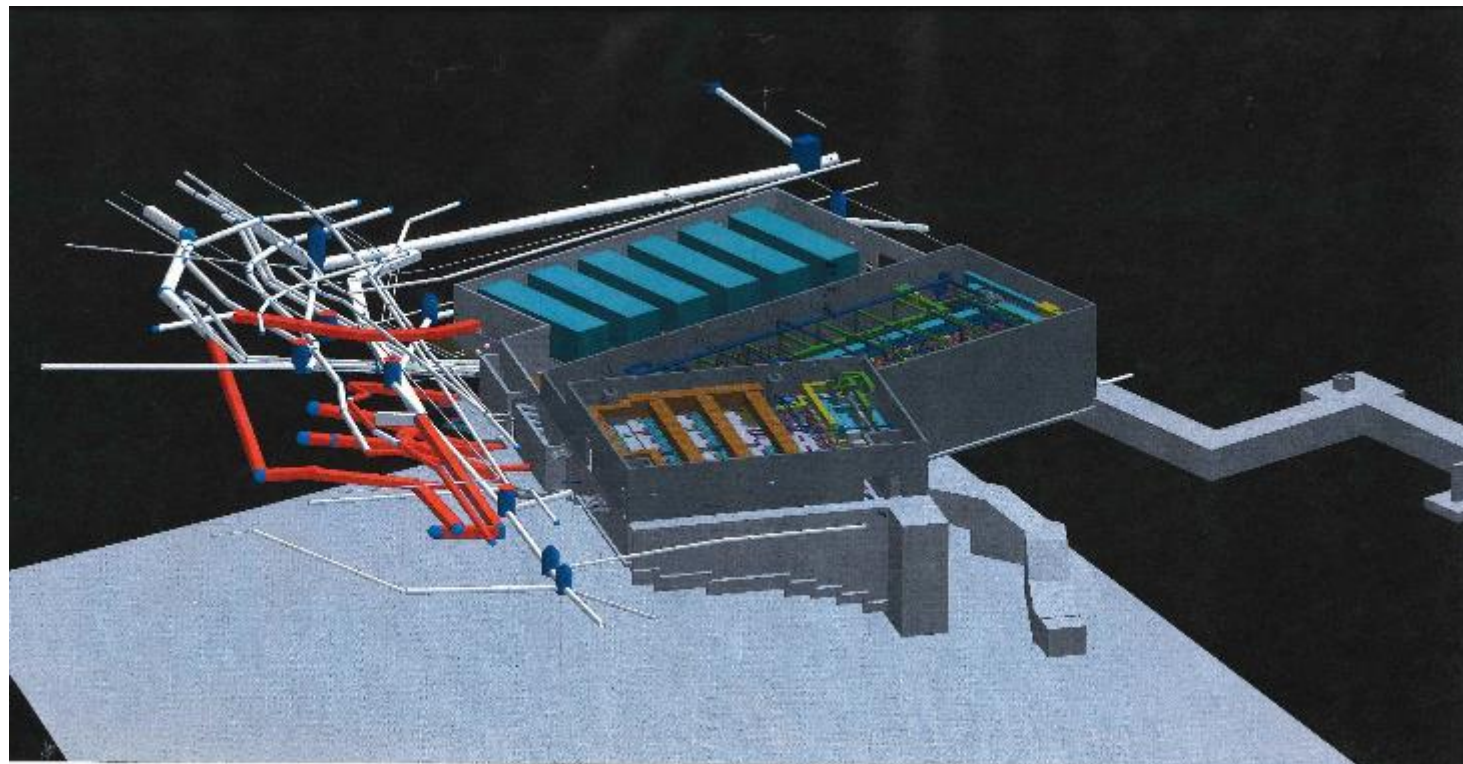
- Energy Independence & Security Act of 2007 (EISA 2007) : Management of Energy & Water Efficiency
- Executive Order (EO) 13423: Reduces energy intensity
 - Reduces energy intensity 3% annually
 - Water 2% annually
- UFC 1-200-02
 - High Performance & Sustainable Building Requirements 1 March 2013
 - Change 3, 7 November 2014: 30% energy consumption reduction





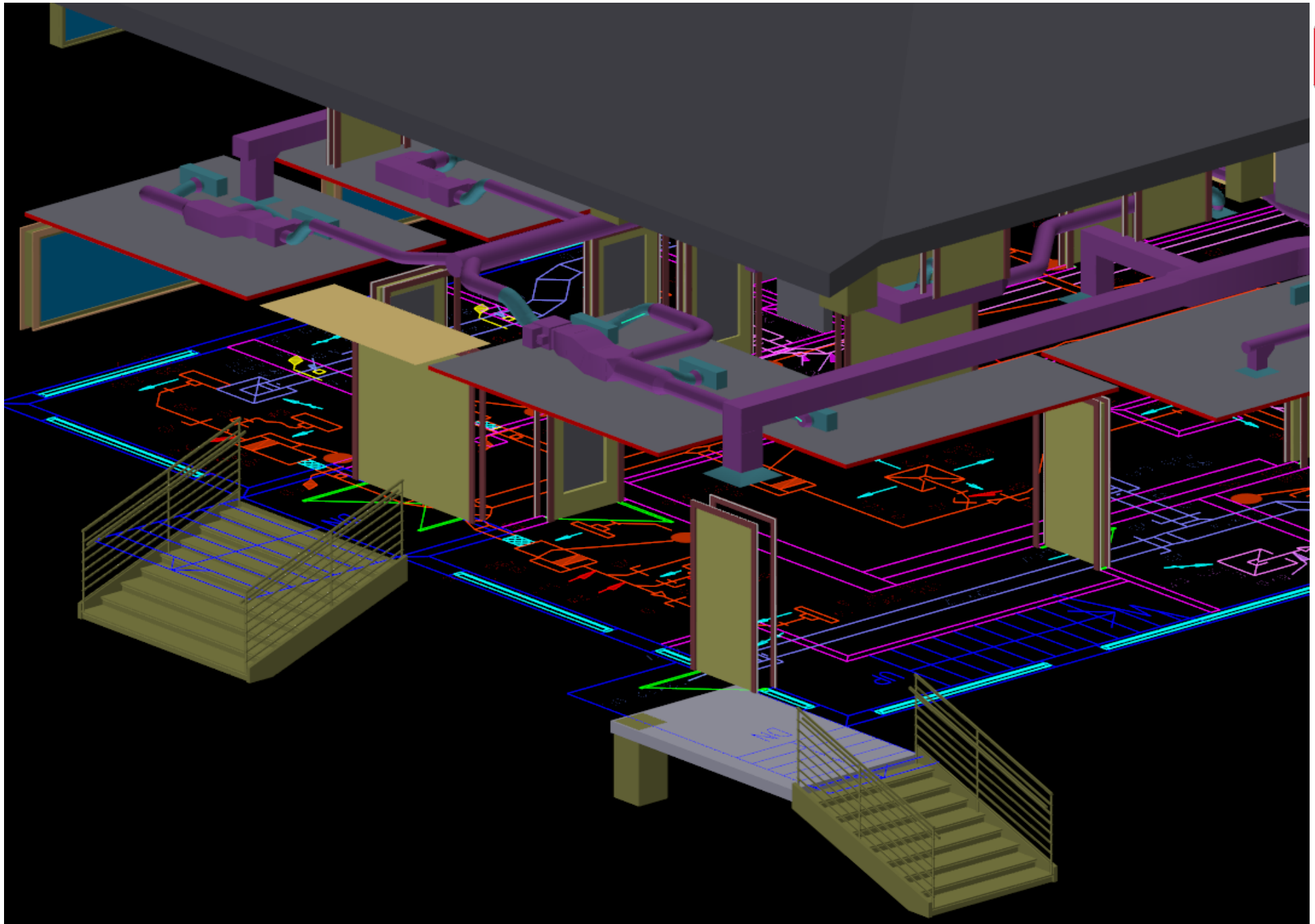
AUTOMATION

- Advanced Metering
- Required by EPCACT 2005 & EISA 2007
- Verification of Energy Savings
- Commissioning
 - Start Design through Construction and Post-Occupancy
 - Commissioning Specialists at each phase
- Cyber-Security requires planning and time
- Building Information Modeling (BIM) Modelling 3D design
 - BIM Project Execution Plan





BIM





A-E CONTRACTING

- Responsible for the professional quality, technical accuracy, and coordination of deliverables
- Shall correct or revise any errors, omissions, or deficiencies; no additional compensation
- Shall be liable for all damages to the Government caused by its negligent performance
- The Government's review, approval, or acceptance is not a waiver of its rights





AWARD



Congratulations! You have been awarded Task Order 0003 for RFP...



Okay. Now what do I do?



NEW TO WORKING WITH USACE - CHECKLIST



- Read the contract
- Learn the acronyms (like a different language)
- Learn new names and faces (who are all these people?)
- Submit Initial Plans (Tons!)
 - Pre-construction submittals
 - Submittal procedures
- Learn 10 Key Steps to Success
- Overcome Technical Challenges in Construction
- Prepare for Post-Construction Operations and Maintenance (O&M) Services

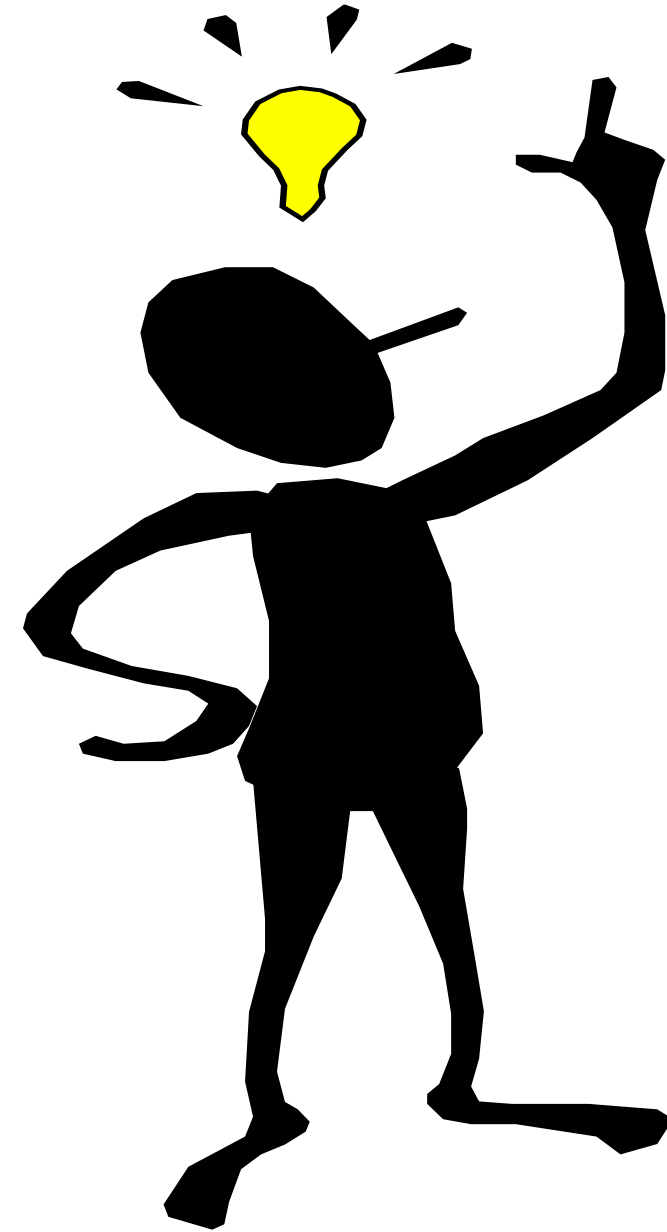


We believe in partnering.



READ THE CONTRACT

- Design-Bid-Build
 - SF 1442 or DD 1155 + Plans + Specifications + Amendments
- Design-Build
 - SF 1442 or DD 1155 + Request for Proposal + Amendments + Betterments + Contractor's Final Accepted Proposal





ACRONYMS: A DIFFERENT LANGUAGE



Military; Army; Corps of Engineers

- Staff (KO, ACO, COR, AE, RE, PE, QAR)
- Systems (QCS, RMS, ECATTS, CPARS)
- Documents (EM385; DD Forms 1354, 1391; Eng Form 4025, 4288, 93, RFP)
- Plans (APP, EPP, NAS, AHA)





INITIAL PLANS AND SUBMITTALS



Governed by the specifications and are unique to every contract, initial plans are key to starting construction. Initial Plans are submitted as a regular contract submittal. Do NOT underestimate the effort required.

– Examples:

- Contractor Quality Control Plan
- Accident Prevention Plan (APP)
- Site Specific Safety Plans
- Schedule
- Environmental Protection Plan (EPP)
- Demo Plan
- Traffic Control Plan
- Dig Permit
- Pre-Con Submittals
- Long-lead material submittals
- Temp Water
- Temp Electrical & Sewer
- Utilities connections
- And more...





10 KEY STEPS TO SUCCESS – PART I



1. Know your contract and do your homework

- Fully understand the SOW and contract requirements
- Plan your work and utilize your P3 or P6 Primavera Schedule

2. Proper staffing of Quality Control and Safety

Personnel

- Experience and Accountable...Attitude!
- Staffing may fluctuate with activities

3. Fully Implement your accepted CQC and Safety Plans

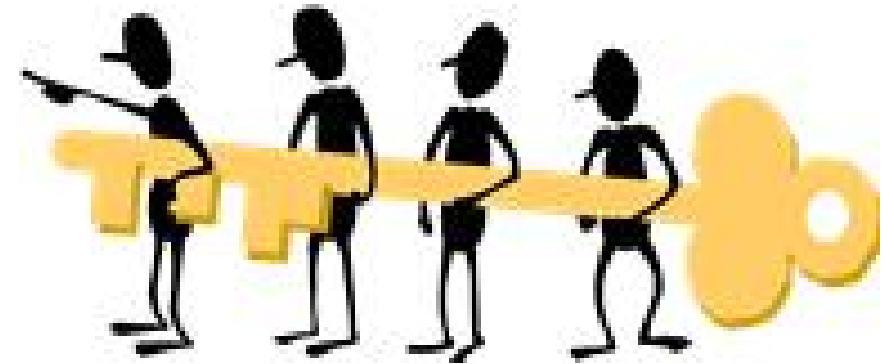
- Avoid Rework and Accidents

4. Plan ahead – timely and complete submittals

- Admin Submittals – CQC Plan, Safety Plan, BMPs, Environmental Plan, Excavation Permits, Outages, Conduit Occupancy Requests.....
- Tech Submittals – Long lead equip/materials, TAB/Cx Reports....

5. Religiously utilize the 3 Phase Quality Control System

- Required for each Definable Feature of Work
- Assures correct equipment and materials installed
- Sets the acceptable standard of workmanship

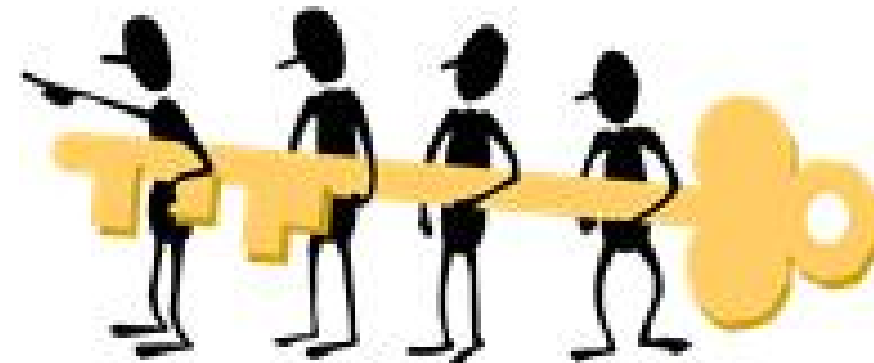




10 KEY STEPS TO SUCCESS – PART II



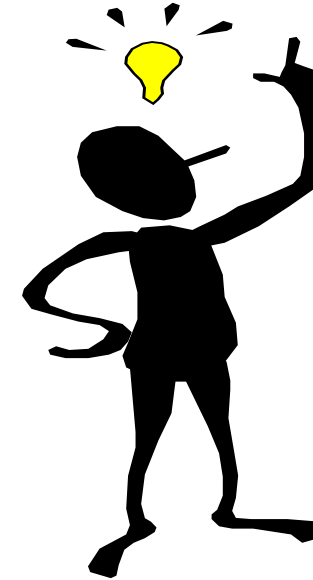
6. Document, document, document!
7. Follow your approved Construction Schedule
8. Control your subcontractors
9. Maintain your approved BMPs & Erosion Control Plan
10. Plan ahead in your Closeout Documents







QUESTIONS?



Todd C. Barnes
Chief, Engineering & Construction Division
US Army Corps of Engineers, Honolulu District

REGULATORY OFFICE OVERVIEW

Vera Koskelo
Regulatory Office
Honolulu District
12 March 2021



US Army Corps
of Engineers®



WHAT YOU SHOULD KNOW BEFORE YOU BUY OR FILL

Section 404 Clean Water Act (1972) :
get a permit from the Corps BEFORE
you place fill material into a water of
the U.S.

– Water of the US: Pacific Ocean,
wetlands, streams, some ditches

- Determined by the Corps

– Fill Examples: soil, rock, gravel,
sandbags, sand

Contact us:

808-835-4303

CEPOH-RO@usace.army.mil





POINTS OF CONTACT LIST



USACE Honolulu District

Primary Point of Contact: **Contracting Division**
(808) 835-4386
POHanaContracting@usace.army.mil

Primary Point of Contact:
Small Business Programs
(808) 835-4020
sb.poh@usace.army.mil

Primary Point of Contact: **Civil and Public Works Branch
& Interagency and International Services**
(808) 835-4026
CEPOH-PP-C@usace.army.mil

Primary Point of Contact: **Military Branch**
(808) 835-4062
CEPOH-PP-M@usace.army.mil

Primary Point of Contact: **Environmental Programs Branch**
(808) 835-4079
CEPOH-PP-E@usace.army.mil

Primary Point of Contact: **Regulatory Branch**
(808) 835-4303
CEPOH-RO@usace.army.mil

USACE Honolulu District

Primary Point of Contact: **Chief of Engineering & Construction Division**
Todd.C.Barnes@usace.army.mil

Primary Point of Contact: **Chief of Homeland Defense Radar-Hawaii**
Jason.E.Billings@usace.army.mil

Primary Point of Contact: **Deputy Chief of Programs and Projects,
MATOC & Out-Reach Forecast**
Michael.F.Wong@usace.army.mil

Army Contracting Command Regional Contracting Office – Hawaii (RCO-HI)

Primary Point of Contact:
Director of Small Business Programs, Hawaii/Alaska
james.a.mastin.civ@mail.mil