



THANK YOU FOR JOINING US



Our broadcast will begin momentarily.

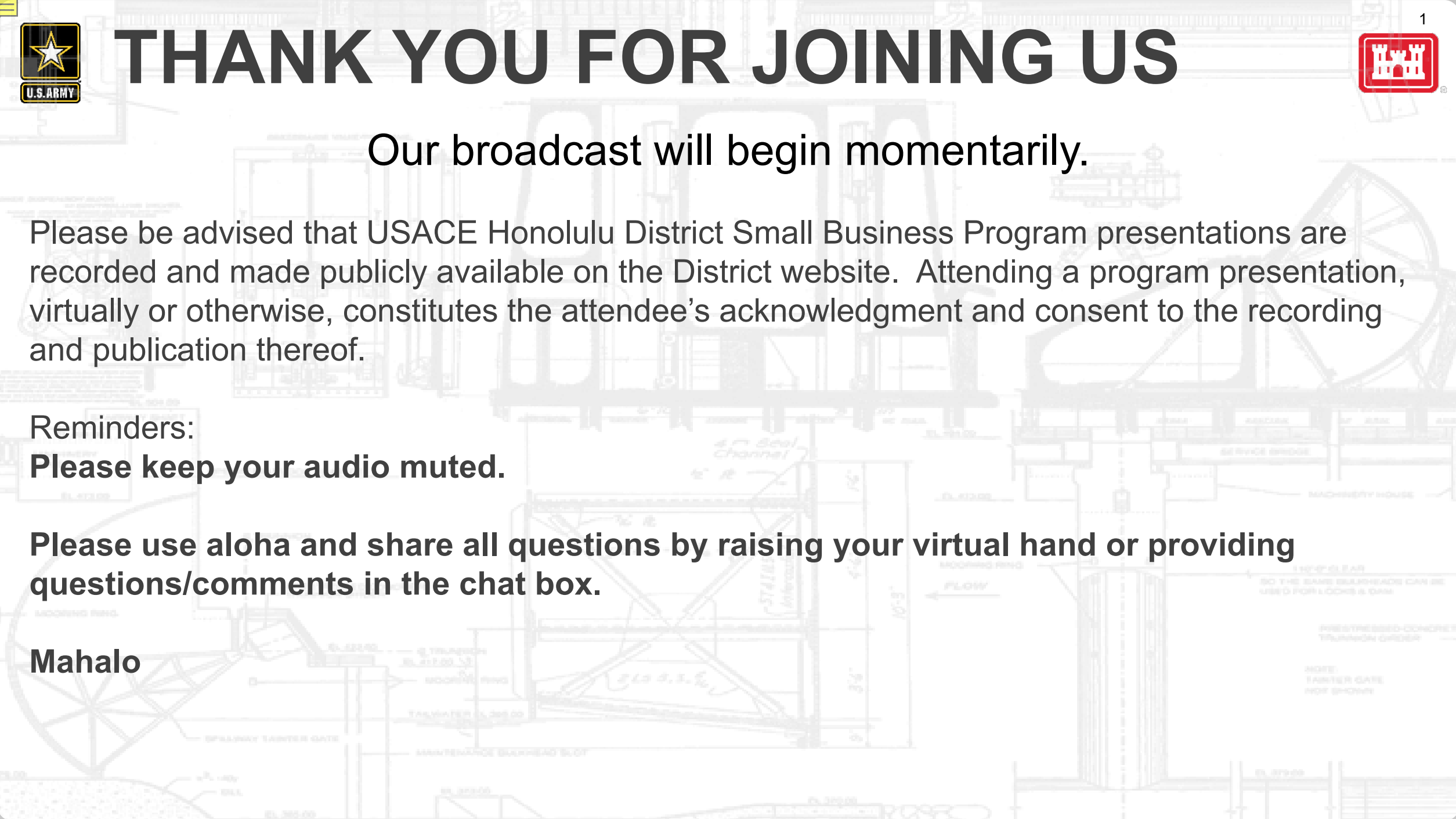
Please be advised that USACE Honolulu District Small Business Program presentations are recorded and made publicly available on the District website. Attending a program presentation, virtually or otherwise, constitutes the attendee's acknowledgment and consent to the recording and publication thereof.

Reminders:

Please keep your audio muted.

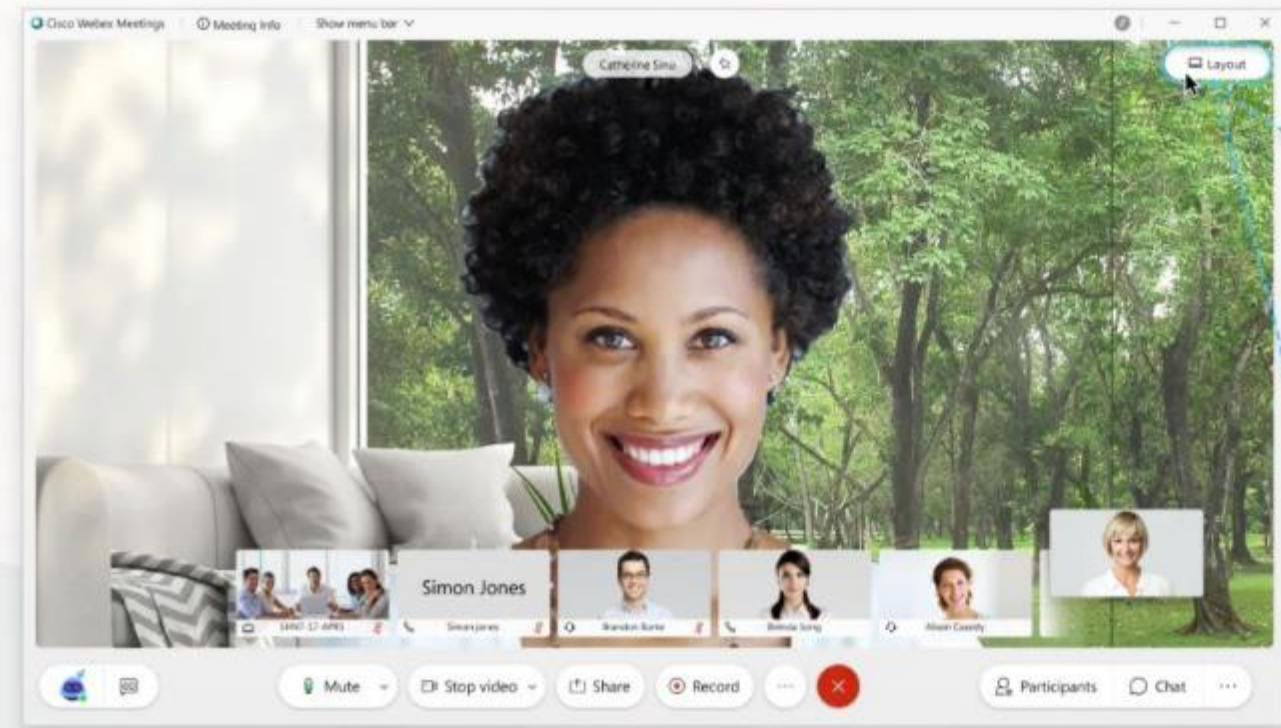
Please use aloha and share all questions by raising your virtual hand or providing questions/comments in the chat box.

Mahalo





OPTIMIZE VIEWING



Stage view



UNITED STATES ARMY CORPS OF ENGINEERS

HONOLULU DISTRICT

SMALL BUSINESS

WEBINAR SERIES III

25 June 2021

Monique M. Holmes
Chief, Small Business Program





AGENDA – PART I



Welcome

Introduction – Ms. Monique Holmes

Guest Speaker Mr. Micolos Ogawa
Procurement Analyst, Hawaii Procurement Technical
Assistance Center Program Overview

Garrison Forecast- Mr. Jim Mastin,
Director of Small Business, Army Contracting Command
Garrison, Regional Contracting Office

Deputy of Small Business Programs, Ms. Monique Holmes,
Honolulu District Program Overview
District Forecast



INTRO TO HAWAII PTAC



Sign up at

www.hiptac.org

Micolas Ogawa

micolas.ogawa@hiptac.org

HI-PTAC TEAM

Procurement Counselors

- **Micolas Ogawa** – [Micolas.Ogawa@hiptac.org](mailto:micolas.ogawa@hiptac.org)
- **Erin Kanehira** – [Erin.Kanehira@hiptac.org](mailto:erin.kanehira@hiptac.org)
- **Nancy Ginter-Miller** – [Nancy.Miller@hiptac.org](mailto:nancy.miller@hiptac.org)



Micolas Ogawa
Procurement Counselor
HI-PTAC

PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

Helping Small Businesses
Connect with DLA and
Other Government Agencies



AUTHORIZED BY CONGRESS

1985

EXPAND THE NUMBER OF BUSINESSES
PARTICIPATING IN GOVERNMENT CONTRACTS

DEFENSE PRODUCTION ACT of 1950

PTAP Counselors help small business
owners understand how this Act applies to them

PTAP HAS 300 CENTERS



ACROSS 49 STATES

WASHINGTON D.C., PUERTO RICO AND GUAM

Helping to navigate the government procurement process

PTAP SERVICES

- identifying contracting opportunities
- guidance on DLA bidding process
- registration instruction in federal procurement systems

IN FISCAL 2020 PTAP SUPPLIED

190K

HOURS OF ONE-ON-ONE
COUNSELING

AND ASSISTANCE TO

57K

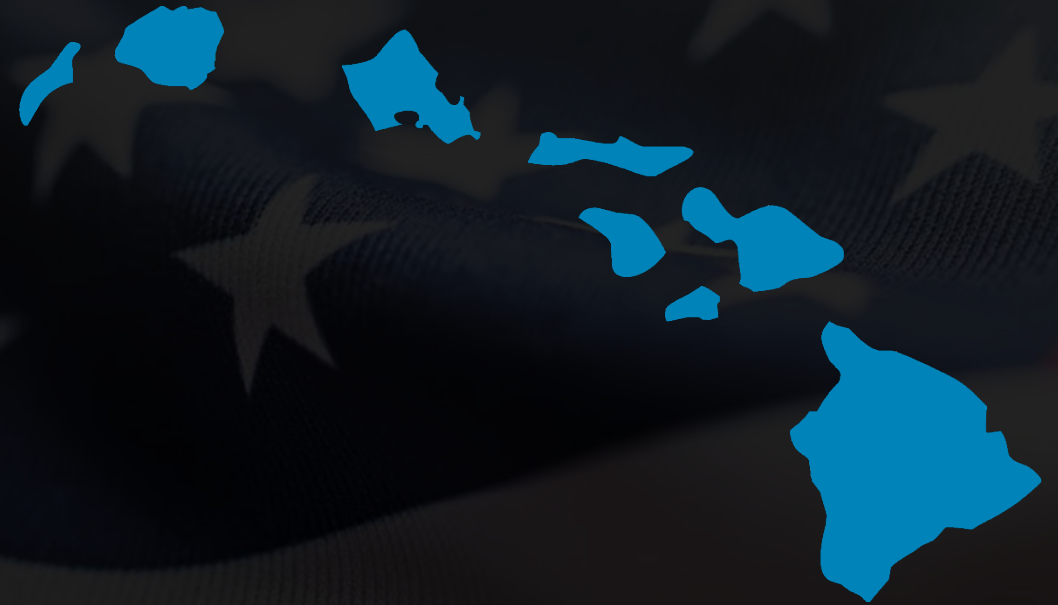
BUSINESSES

<https://www.dla.mil/SmallBusiness/PTAP/>



HAWAI'I PROCUREMENT TECHNICAL ASSISTANCE CENTER

- Funded by the Federal Government and Administered by UH
- Covers State of Hawaii





HI-PTAC MISSION

Help businesses understand how to successfully market goods & services to the government (at the federal, state, and county levels) that may result in job creation, income generation, and business retention in the local economy.

HAWAI'I PROCUREMENT TECHNICAL ASSISTANCE CENTER

Hawaii PTAC was created to:

- Keep government dollars in Hawaii & grow our economy!
- Help small businesses understand government procurement
- Give guidance on how to evaluate and respond to solicitations
- Expand business participation in Government Contracts



ALL HI-PTAC SERVICES ARE FREE

This Procurement Technical Assistance Center (PTAC) is funded in part through a cooperative agreement with the Defense Logistics Agency.

ASSISTANCE | GOVERNMENT CONTRACTING



One-on-One Counseling



Bid Preparation Assistance



Custom Bid Matching



Education and Training



Market Research



Business Networking



Federal Registrations



Small Business Certification

DO NOT ASSIST

Hawaii PTAC **DOES NOT** help with:

- Financial Advice or Loans
- General Business Advice
- Pre-Startup or Business Registration

Aloha and Welcome to the Hawai'i Procurement Technical Assistance Center

The HAWAII PTAC provides our clients **FREE** one-on-one counseling, **FREE** Bid Match services for government opportunities, **FREE** proposal review, and many more **FREE** services to local small businesses.

Hi-PTAC is YOUR Link to Government Contracts!

What to Expect from Us!

- Free Individualized business counseling
 - Registrations & Certifications
 - Selecting proper industry codes
 - Registering socio-economic status
- Capability statements
- Bid matching service
- Training, networking, matchmaking events
- Federal Acquisition Regulations (FAR/DFARS)
- Bid proposal assistance and review



GO TO HIPTAC.ORG

SCROLL DOWN



CONTACT INFO



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THANK YOU

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U.S. Army Corps of Engineers
HONOLULU DISTRICT

Monique Holmes
Small Business Deputy, Honolulu District
June 23, 2021



**US Army Corps
of Engineers®**



Makapu`u Lighthouse



AGENDA

Mission

Organization

Major Programs

Out Reach Events

Small Business Goals & Achievements

Forecasts and Contracting Opportunities

Business with Us Key Takeaways



Honolulu District Mission

Honolulu District finishes quality projects on time and within budget in order to enable defense readiness, provide for public safety, reduce disaster risk, and facilitate economic growth in Hawaii, US Pacific Territories and beyond.

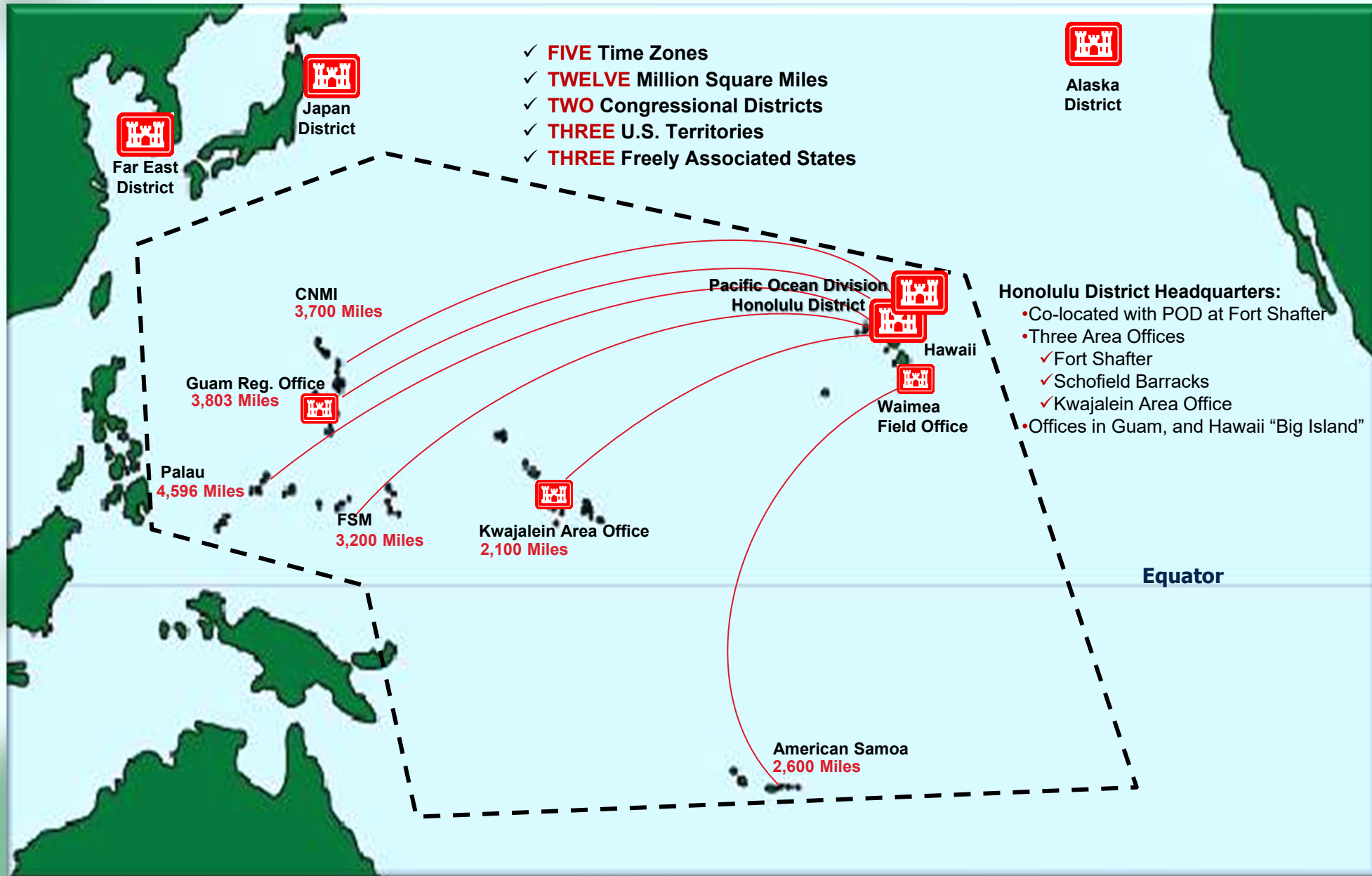
Small Business Program Mission

To sustain the U.S. Army Corps of Engineers as a premier organization in developing small businesses and maximizing their opportunities to participate in our procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers' mission and strengthen our nation's economic development..



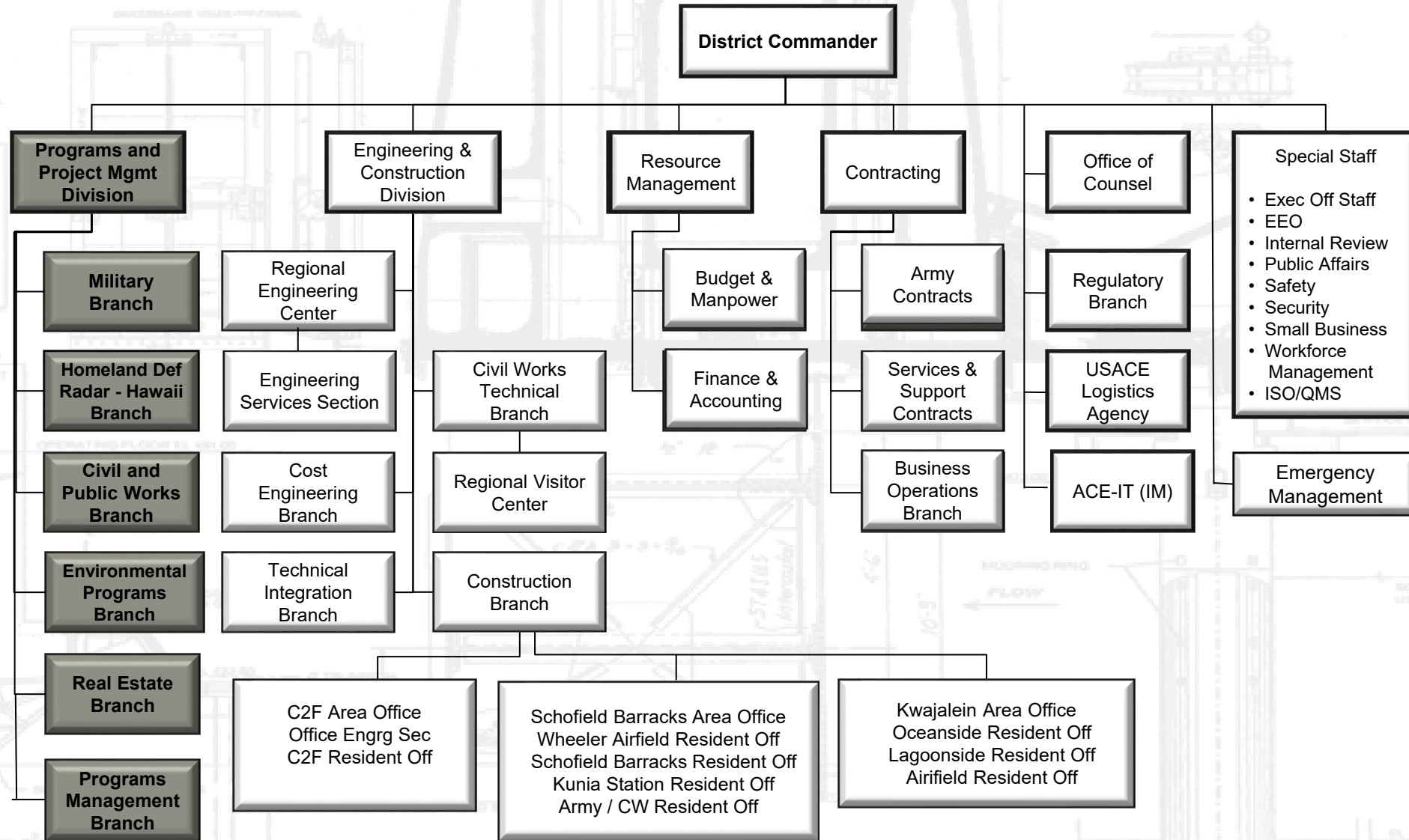
**US Army Corps
of Engineers ®**
Honolulu District

Area of Responsibility





Honolulu District Organization





Mission



Civil Works



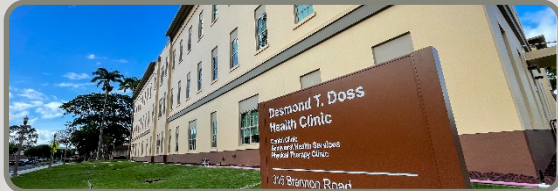
Real Estate



Environmental



Regulatory



Military Construction



Overseas Operations Support



Emergency Management



International and Interagency Support



MAJOR PROGRAMS



Homeland Defense Radar – Hawaii

Army Sustainment, Restoration & Maintenance (SRM/OMA)

U.S. Army Garrison Kwajalein

Civil Works – Operations and Maintenance



OTHER PROGRAMS



Environmental

- ✓ Formerly Used Defense Sites (FUDS)

Real Estate

- ✓ Civil Works Support (Local Cooperation Agreements)
- ✓ Military Program Support (Acquisition / Recruiting)
- ✓ Management and Disposal (Outgrants / Disposals)

Interagency & International Support

Emergency Management



FY 21 OUT REACH EFFORTS



Briefings

14 March 21 – 20 May 21

SBP Capabilities Briefings - 42

In the SpotLight

Large Business - GoodFellow Bros.
Small Business Sub Contractor – Addon UBT
LLC. JV

Next Spotlight –

[IT COULD BE YOU!](#)

Series I Virtual Webinar

Our schedule includes the upcoming Series. Some of these events will be transitioning to live events

Series IV - Aug. 13, 2021

Time: TBD (Hawaii Standard Time)

Location: Virtual Event link provided after registration

Series V - Oct. 15, 2021

Time: TBD (Hawaii Standard Time)

Location: Virtual Event link provided after registration



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.



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 **25.30%**
 - 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%





FY21 CURRENT POH SMALL BUSINESS ACHIEVEMENTS

- Eligible Actions – 348/Total Value \$48.8M
 - 174 Actions Awarded to SB for a Total Value of \$15.9M
 - Achieved **32.67%**
 - SB Goal 26.32%
- Awarded to Small Disadvantaged – 107 Actions; \$8.4M;
 - Achieved **17.23%**
 - Goal 15.54%

Awarded to Service-Disabled Veteran Owned – 16 Actions; \$110K

- Achieved **0.23%**
- Goal 1.02%

• Awarded to Women-Owned – 28 Actions; \$1.4M

- Achieved **2.85%**
- Goal 1.64%

Awarded to HUBZone – 2 Actions; \$107K

- Achieved **0.22%**
- Goal 1.02%





FY 20 SMALL BUSINESS PROGRAM OVERVIEW

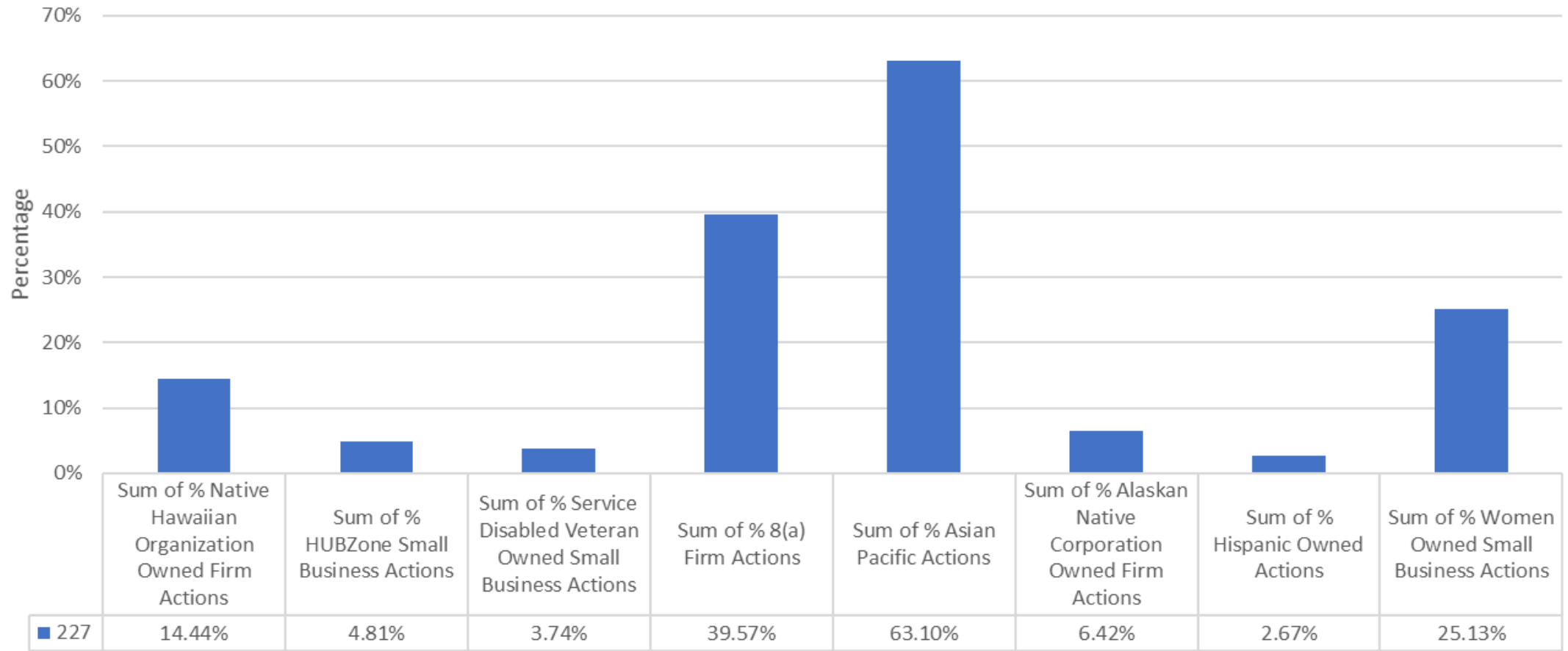
- In FY20 over half (55% or 291 of 523 SB eligible) contract actions were opportunities provided to small businesses with an estimated value of \$75M.
- Significant socio-economic statistics:
 - 63.3% of all contract actions were awarded to Asian/Pacific Islander-owned companies.
 - NHO's received approximately 14% of the contract actions equating nearly \$14.5 million.
- Small business challenges:
 - Small businesses gaining the experience to be competitive in the marketplace
 - Inability for small businesses, especially Native Hawaiian Organization firms, to attain the bonding and insurance required to compete for bigger projects.



SMALL BUSINESS PROGRAM FY20 PERFORMANCE DEMOGRAPHICS



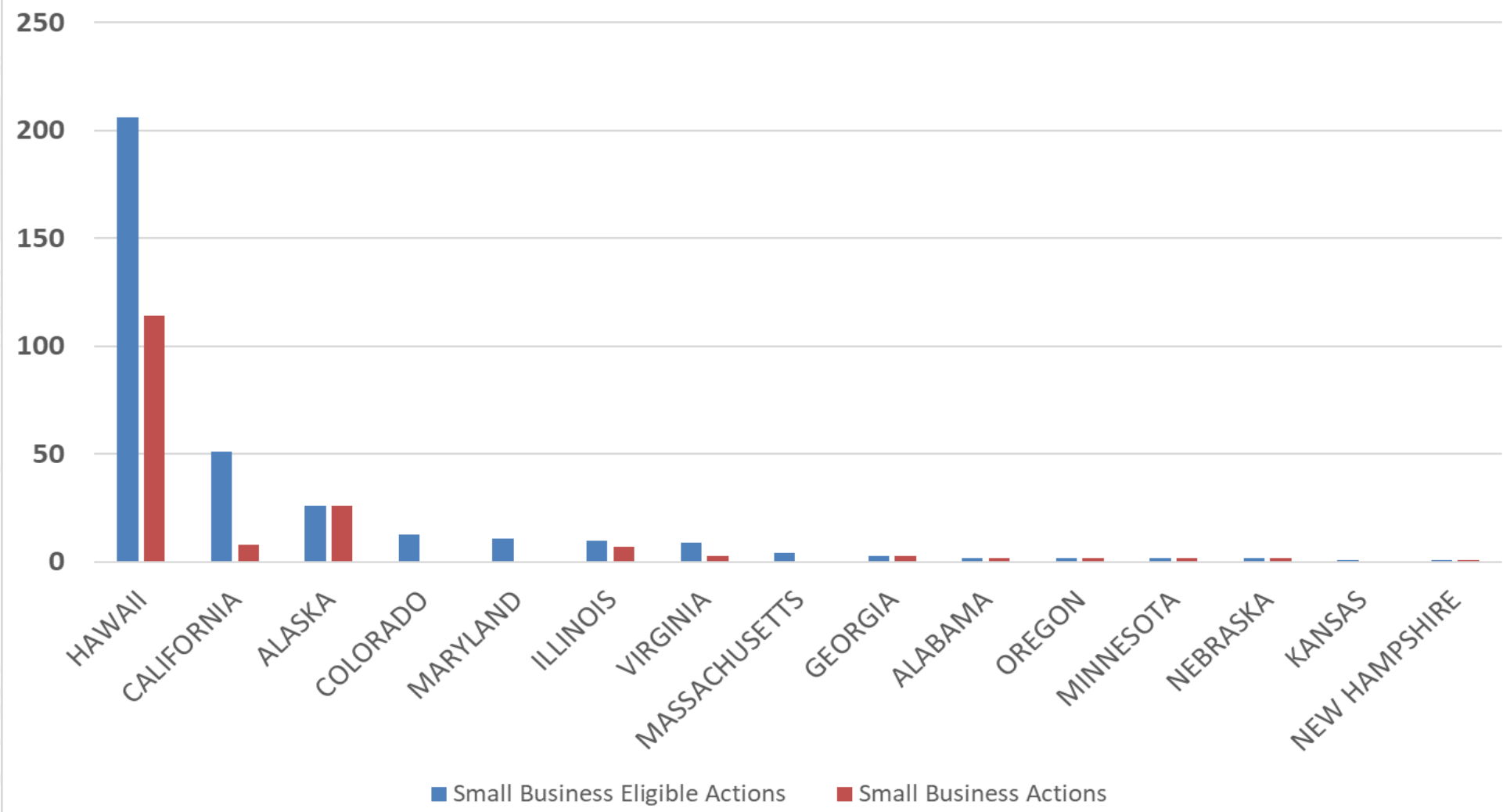
% of Total Small Business Actions





FY21 SMALL BUSINESS ACTIONS

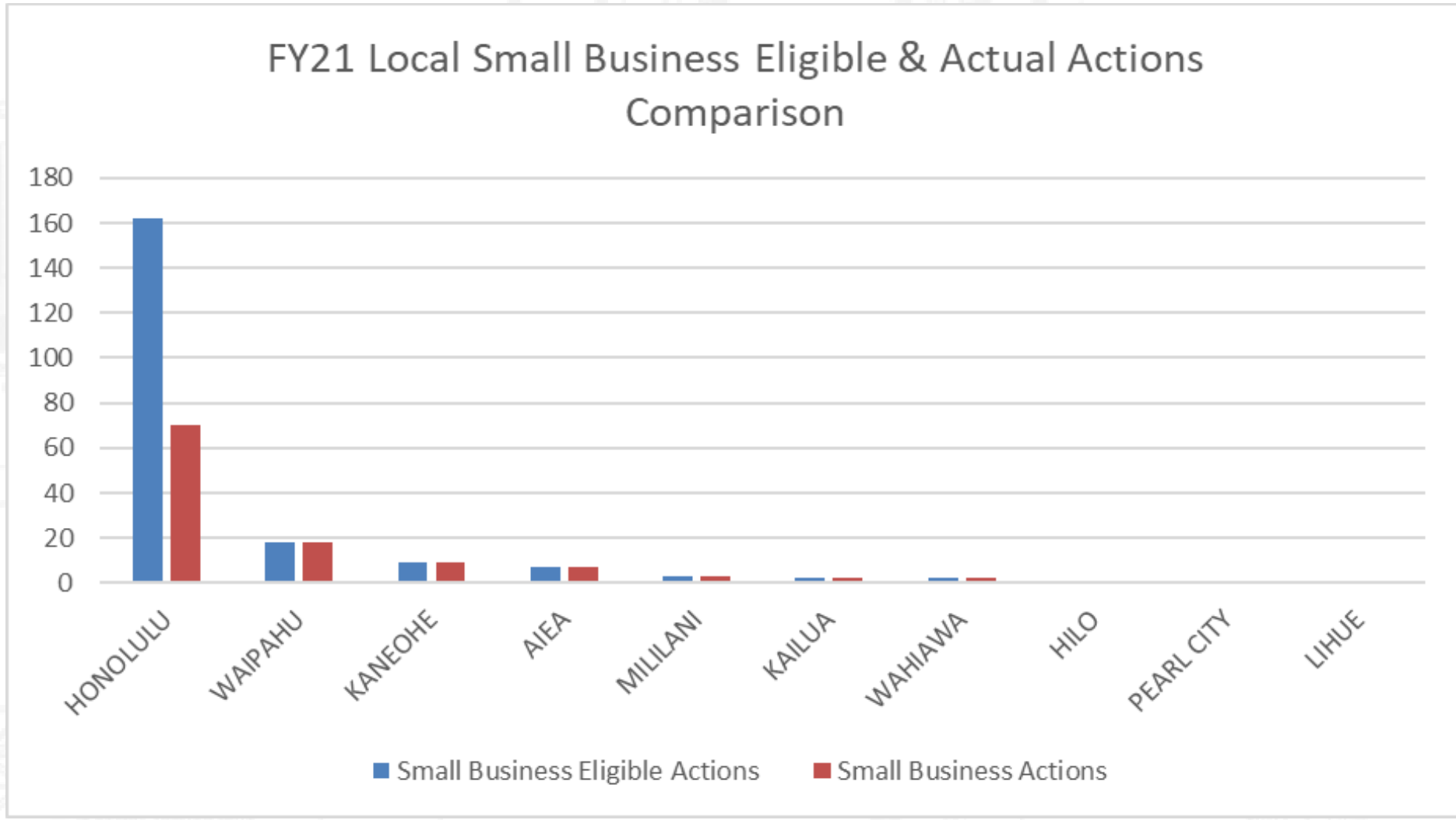
FY21 SMALL BUSINESS ELIGIBLE ACTIONS & SMALL BUSINESS ACTIONS COMPARISON





FY21 SMALL BUSINESS LOCAL ACTIONS

FY21 Local Small Business Eligible & Actual Actions Comparison



COVID IMPACTS



Construction at Pohakuloa Training Area

Construction considered essential work – no shutdowns at our projects. Contractors implemented COVID protocols.

Kwajalein affected by travel restrictions limiting personal getting to island. Very stringent quarantine requirements and low availability of airplane seats.

Policy to grant time only for delays due to COVID



COVID IMPACTS

Conducted virtual site visits with bidders using video if travel or COVID social distancing restricted. Electronic receipt of bids already in use. Held virtual bid openings; conducted charrettes using virtual tools.

Impacts to workforce:

Telework policy in place prior to COVID, low number regularly teleworking

Workforce about 75% teleworking; more back in office now.



Conducting virtual site assessment for alternate care facilities



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 O&M Dredge Kahului Deep Draft Harbor and Kaunakakai Harbor	Maui/Molokai	4Q FY 21	237990	\$4 – 6 MIL	Unrestricted	LPTA
OMA Replace Water Tank L1661, Design-Build, SB	Oahu	4Q FY 21	237110	\$5 – 8 Mil	8(a) Sole Source	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
OMA Repair and Replace Vapor Recovery System, Underground Storage Tanks, and Piping at Gas Station, Bldg 880, AMR	Oahu	4Q FY 21	237120	\$2 - \$3 Mil	Small Business	LPTA
OMA Repair Water Line, Valves, and Pressure-Reducing Valves, TAMC	Oahu	4Q FY 21	237110	\$12 – 18 Mil	Small Business	LPTA
OMA Repair Gymnasium, Bldg 1795, AMR	Oahu	4Q FY 21	236220	\$0.5 – 0.7 Mil	Women Owned Small Business	IFB
OMA Replace HVAC System, Battery Randolph, Fort DeRussy	Oahu	4Q FY 21	238220	\$3 – 5 Mil	Small Business	IFB

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FY21+ FY22 CONSTRUCTION OPPORTUNITIES



Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
OMA Repair Bldg 360 for USO, SB	Oahu	FY 22	236220	\$3 - 6 Mil	Small Business MATOC	DBB
OMA Repair Bldg 759 for IEW BN, SB	Oahu	FY 22	236220	\$15 – 20 Mil	Small Business MATOC	DBB
Bldg 4069 Repairs, New Addition, JBPHH	Oahu	FY 22	236220	\$5 – 10 MIL	Small Business MATOC	DBB
Repair 9 th MSC Bldg 1557 FS Flats	Oahu	FY 22	236220	\$0.5 – 1.5 Mil	Small Business MATOC	DBB
CW Hawaii Water Management	Oahu	FY22	237990	\$5 – 10 MIL	Small Business MATOC	DBB
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 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
RDTE Repair Kwaj Lodge Bldg 908	Kwajalein	FY 22	236220	\$4 – 8 MIL	Kwajalein MATOC	RFP
<i>"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."</i>						



KWAJALEIN CONSTRUCTION DB/DBB MATOC



Echo Pier, Kwajalein

- POH has an existing contract vehicle to execute work on Kwajalein. This \$200 million capacity MATOC expires September 2022:
 - ✓ 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 \$200M, up to 5 years.



OTHER CONSTRUCTION DB/DBB MATOC

- Awarding a Small Business \$300M DBB Construction MATOC in 4Q FY 21.
- Planned Unrestricted DB/DBB Construction MATOC for \$495M. Target Award October 2022.



C2F under construction



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

"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."





KEY TAKE AWAYS



The Corps is always looking for innovative and creative opportunities to help create a more efficient enterprise.

If interested in doing business with us, visit our contracting website where you can find more about the what/where/how to contract with us:

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

Video - Doing Business with USACE

Video - A-E TORN Implementation Plan

USACE Acquisition Instruction (UAI)

USACE Vendor Guide for SAM.gov Contract Opportunities

Small Business Honolulu District

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



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
- Hawaii Procurement Assistance Technical Center





ADDITIONAL LINKS



- [Federal Business Opportunities](#)
- [Business Link to U.S. Government](#)
- [General Services Administration](#)
- [U.S. Army Office of Small Business Programs](#)
- [U.S. Navy Office of Small Business Programs](#)
- [Defense Logistics Agency](#)
- [NASA Office of Procurement](#)
- [U.S. Department of Agriculture](#)
- [U.S. Dept. of HUD Contracting](#)
- [Defense Contract Audit Agency](#)
- [Procurement Technical Assistance Centers \(PTACs\)](#)
- [Air Force Research Laboratory Small Business Hub](#)

Registration Information

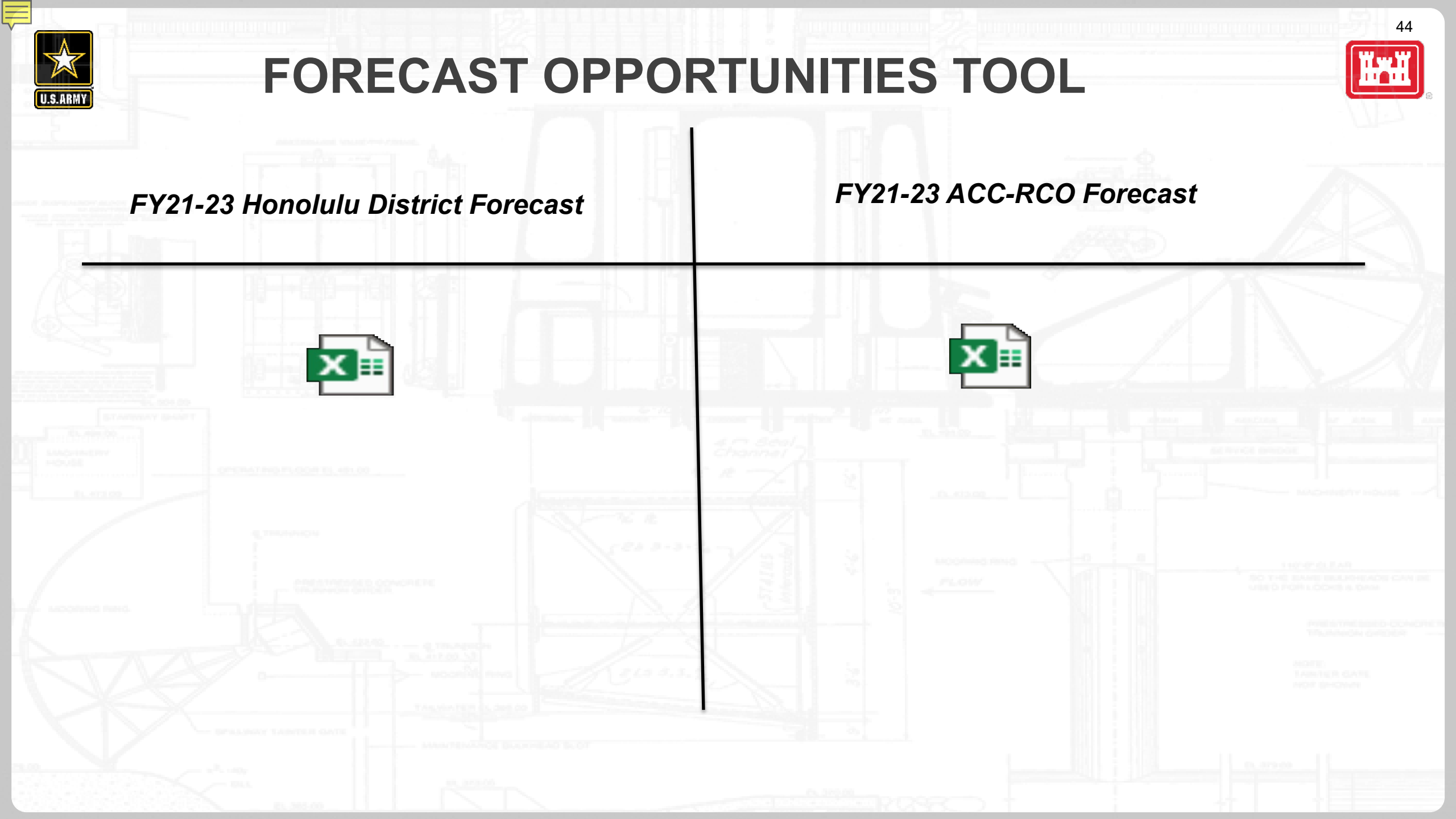
- [SAM.GOV](#)
 - [CAGE Code](#)
 - [North American Industry Classification System \(NAICS\)](#)
 - [Dun & Bradstreet](#)
 - [Unique Entity Identifier](#)
- ## **General Small Business Information**
- [Small Business Administration](#)
 - [Federal Acquisition Regulations \(FAR\)](#)
 - [Department of Veterans Affairs](#)
 - [DOD Women-Owned Business](#)
 - [Hawaii Procurement Technical Assistance Centers](#)



FORECAST OPPORTUNITIES TOOL

FY21-23 Honolulu District Forecast

FY21-23 ACC-RCO Forecast





FORECAST OPPORTUNITIES



[Honolulu District Opportunities Tool](#)

USACE LRAF

<https://www.usace.army.mil/Portals/2/USACE%20Forecast%20March%202021.xlsx>

AIR FORCE LRAF

<https://www.airforcesmallbiz.af.mil/Small-Business/Business-Opportunities/>

Navy LRAF

<https://www.secnv.navy.mil/smallbusiness/Pages/lrae.aspx>

Acquisition Tools

https://hallways.cap.gsa.gov/app/#/dv/federal-businessforecast?estimated_fiscal_year_quarter=4th



ADDITIONAL FORECAST OPPORTUNITIES



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

FY21-23 RCO OPPORTUNITIES FORECAST

DLA LRAF

https://www.dla.mil/Portals/104/Documents/SmallBusiness/AV_Unawarded%20Sol%20Opps_06222021.xlsx?ver=P_tmOS0qWbhZdn1QYYnX_Q%3d%3d

NAVAIR LRAF

<https://www.navair.navy.mil/LRAF>





REFERENCES



Public Law (PL) 108-217, Small Business Act and Small Business Investment Act of 1958

Code of Federal Regulation (CFR) Title 13, Business Credit and Assistance

Department of Defense Directive (DoDD) 4205.01, Department of Defense (DoD) Small Business Programs (SBP)

Federal Acquisition Regulation (FAR) Part 19, Small Business Programs

FAR Part 7, Acquisition Planning

FAR Part 26, Other Socioeconomic Programs

Army Federal Acquisition Regulation Supplement (AFARS) Part 5119, Small Business Programs



REFERENCES



DoD Source Selection Procedures, 1 April 2016

Army Source Selection Supplement (AS3), AFARS Appendix AA

US Army Corps of Engineers (USACE) Acquisition Instruction (UAI)

Army Policy Letter 03-12, The Army Small Business Programs

Engineering Regulation (ER) 5-1-11, USACE Business Process

Engineering Pamphlet (EP) 715-1-7, Architect – Engineering Contracting in USACE



Contracting POCs



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**THIS CONCLUDES THE HONOLULU DISTRICT
SMALL BUSINESS PROGRAM PRESENTATION
THANK YOU FOR ATTENDING
WEBINAR III**

