How to do Business with the Military

May 29, 2015
Woodlake Country Club
Installation Contracting Support to JB MDL

Ms. Suzanne Edgar
Director of Business Operations
Small Business Specialist
87th Contracting Squadron
29 May 2015

“WIN AS ONE”
What We Do

- Procure supplies, services, & non MILCON construction for and in direct support of the installation
- Manage contracts to ensure delivery & quality
  - Cradle to grave…contract award is just the beginning
- Manage the Air Force Government Purchase Card Pgm
  - ~40K transactions/yr…~$40M
- Manage the Air Base Wing’s Small Business Program
- Provide Business Advice & Solutions
  - Help customers (Govt & Industry) navigate the maze
  - Performance issues, strike plans, mission essential performance,…
  - Socioeconomic objectives

“WIN AS ONE”
Who We Support

- 87th Air Base Wing
- 305th Air Mobility Wing
- 621st Contingency Response Wing
- 514th Air Mobility Wing (AFRES)
- 108th Air Wing (ANG)
- US Air Force Expeditionary Center
- Designated mission partners by support agreement

“WIN AS ONE”
What We Buy

“WIN AS ONE”
What We Don’t Buy

- Research and Development
- Aircraft Components and Accessories
- Weapons
- Ships, Small Craft, Pontoons and Floating Docks
- Space Vehicles
- Patents, Data and Copyrights
- Major Systems
- MILCON (Army Corp of Engineers or NAVFAC)

“WIN AS ONE”
Procurement Portfolio

Spend $M

<table>
<thead>
<tr>
<th></th>
<th>FY2010</th>
<th>FY2011</th>
<th>FY2012</th>
<th>FY2013</th>
<th>FY2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contracts</td>
<td>$ 87.3</td>
<td>$ 118.0</td>
<td>$ 110.5</td>
<td>$ 102.3</td>
<td>$ 116.0</td>
</tr>
<tr>
<td>MIPRs</td>
<td>71.9</td>
<td>43.6</td>
<td>70.7</td>
<td>87.6</td>
<td>84.1</td>
</tr>
<tr>
<td>GPC</td>
<td>25.6</td>
<td>32.2</td>
<td>30.1</td>
<td>24.1</td>
<td>22.0</td>
</tr>
<tr>
<td>Totals</td>
<td>$ 184.8</td>
<td>$ 193.8</td>
<td>$ 211.3</td>
<td>$ 214.0</td>
<td>$ 222.1</td>
</tr>
</tbody>
</table>

“WIN AS ONE”
Our Contracting Partners

Interdepartmental Support

~30% Procured through other Agencies

- Army Corps of Engineers (NY and PA)
- Army Center for Health Care Contracting
- Air Force Civil Engineering Support Agency
- Navy Public Works Center
- NSA Ft George G Meade
- Department of Energy
- Air National Guard
- Defense Supply Center

“WIN AS ONE”
FY14 Local Spend (NY, NJ, PA)

$38M to Local Business

- LOCAL BUSINESSES - $38M
- NON-LOCAL BUSINESSES - $78M

$22M to Local Small Business

- LOCAL SMALL BUSINESSES - $22M
- LOCAL LARGE BUSINESSES - $16M

“WIN AS ONE”
## Near Term Contracting Opportunities

<table>
<thead>
<tr>
<th>Service</th>
<th>Timeframe</th>
</tr>
</thead>
<tbody>
<tr>
<td>Base-wide Maintenance &amp; Repair</td>
<td>Summer 2015</td>
</tr>
<tr>
<td>Oil Water Separators</td>
<td>Summer 2015</td>
</tr>
<tr>
<td>Lease Washers and Dryers</td>
<td>Summer 2015</td>
</tr>
<tr>
<td>EOS Training</td>
<td>Summer 2015</td>
</tr>
<tr>
<td>MVAICS Maintenance</td>
<td>Summer 2015</td>
</tr>
<tr>
<td>Fabric Hanger Door Maintenance</td>
<td>Summer 2015</td>
</tr>
<tr>
<td>Aircraft Services</td>
<td>Fall 2015</td>
</tr>
<tr>
<td>Various Construction Projects usually 8(a) due to time limitations</td>
<td>4th Qtr FY 15</td>
</tr>
</tbody>
</table>

---

## Long Range Acquisition Estimates

www.airforcesmallbiz.org/opportunities/air-mobility-command/joint-base-mcguire-dix-lakehurst

---

“WIN AS ONE”
# FY15 Small Business Goals

<table>
<thead>
<tr>
<th>Category</th>
<th>JB-MDL FY15 Goal</th>
<th>JB-MDL FY15Q2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business (SB) Overall</td>
<td>63.4%</td>
<td>81.7%</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>21.6%</td>
<td>39.5%</td>
</tr>
<tr>
<td>HubZone</td>
<td>15.3%</td>
<td>24.3%</td>
</tr>
<tr>
<td>Women Owned Small Business (WOB)</td>
<td>13.1%</td>
<td>31.0%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned Small Business (SDV)</td>
<td>6.9%</td>
<td>10.4%</td>
</tr>
</tbody>
</table>

*Note: The above small business goals are based on the percent of awarded small business contract actions to total small business eligible dollars after exclusions applied. Source: FPDS-NG.

"WIN AS ONE"
What Does This Mean For You?

- Enduring business opportunities…and growing
- Monitor FBO, GSA and other websites regularly
- Competition is the law…few exceptions
- Respond Timely
- Know the rules
- Your past performance is critical
- Mission contracting offices located on JB MDL- Army Contracting Command and NAVAIR
  - NAVAIR SBS Lakehurst - Dawn Chartier (732)323-2933 dawn.chartier@navy.mil
  - ACC-NJ SBS Dix - Christopher Heim (609)562-3193 christopher.a.heim4.civ@mail.mil

“WIN AS ONE”
NAVAIR’s Role in Naval Aviation

• Develop, acquire, and support aircraft, weapons and related systems which can be operated and sustained at sea

• Provide analysis and decision support for cost/schedule/performance trades and investment decisions

• Increase Navy and Marine Corps capability, readiness and affordability in a joint/coalition environment

Our capabilities support the unique mission of Naval Aviation.
Sailors and Marines armed with confidence ... because we develop, deliver and sustain aircraft, weapons and systems, on time, on cost with proven capability and reliability so they succeed in every mission and return safely home.
Our Strategic Priorities

Increase speed to the fleet . . .

Through program of record planning and execution; and rapid response to urgent warfighter needs.

Deliver Integrated and Interoperable warfighting capabilities . . .

I&I includes platforms, sensors and weapons operating seamlessly in a systems-of-systems environment that produce an immediate and sustainable increase in warfighting effectiveness.

Improve affordability . . .

By reducing operating and sustainment costs for fielded systems and implementing life-cycle cost reduction initiatives as part of new systems development.

Making the Navy and Marine Corps more capable, ready and affordable in a joint/coalition environment
Acquisition Management Support

FULL LIFE-CYCLE MANAGEMENT
FUTURE CAPABILITIES

CURRENT READINESS

ACQUISITION MANAGEMENT
Perform Acquisition Management for the development, production and in-service support of aircraft and weapons systems

S&T, R&D, HARDWARE, SOFTWARE PRODUCTS, DESIGN
Conduct efforts focused on the advancement of science and technology, research & development and delivery of hardware/software products

IN-SERVICE ENGINEERING & LOGISTICS SUPPORT
Analyze system data, determine/implement corrective actions to sustain in-service systems and to ensure safety, affordability and availability; perform engineering investigations and engineering change proposals

TEST & EVALUATION
Test and evaluate aircraft, weapons and integrated systems; advance science and technology for T&E

REPAIR & MODIFICATION
Provide for the repair and/or modification of aircraft, engines, systems and components

COMMAND MANAGEMENT AND SUPPORT OPERATIONS
Develop/maintain competency policies, procedures and support services; facilitate effective use of infrastructure, security, legal, financial, management, personnel and information resources

PRODUCTS

Tactical Aircraft

Air ASW, Assault and Special Mission

Unmanned Aircraft and Strike Weapons

Common Systems/Mission Systems/Training/ALRE
# Systems Acquisition

## Programs Managed

<table>
<thead>
<tr>
<th>JOINT STRIKE FIGHTER</th>
<th>PEO(T) TACTICAL AIRCRAFT</th>
<th>PEO(A) AIR ASW, ASSAULT, &amp; SPECIAL MISSION</th>
<th>PEO(U&amp;W) UNMANNED AVIATION &amp; STRIKE WEAPONS</th>
<th>NAVAIR AIR-1.0 COMMON &amp; SUPPORT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ACAT I</strong></td>
<td><strong>ACAT I</strong></td>
<td><strong>ACAT I</strong></td>
<td><strong>ACAT I</strong></td>
<td><strong>ACAT I</strong></td>
</tr>
<tr>
<td>- JOINT STRIKE FIGHTER (LIGHTNING II)</td>
<td>- JOINT STRIKE FIGHTER (LIGHTNING II)</td>
<td>- JOINT STRIKE FIGHTER (LIGHTNING II)</td>
<td>- PARTIAL H-1 UPGRADES (AH-1, UH-1Y)</td>
<td>- AMMC&amp;D (F/A-18 AND AV-8B)</td>
</tr>
<tr>
<td>AIR-6.0</td>
<td>ACAT I</td>
<td>ACAT II</td>
<td>ACAT II</td>
<td>ACAT III</td>
</tr>
<tr>
<td>- ACAT III</td>
<td>- ACAT III</td>
<td>- ACAT III</td>
<td>- ACAT III</td>
<td>- NAVY AIR NAVIGATION WARFARE (NAVWAR)</td>
</tr>
<tr>
<td>- JTDI</td>
<td>- JTDI</td>
<td>- ACAT III</td>
<td>- JOINT SERVICE AIRCRAFT MASK FIXED</td>
<td>- NAVY COMMON EJECTION SEAT (NACES)</td>
</tr>
<tr>
<td>- JCMS</td>
<td>- JCMS</td>
<td>- ACAT III</td>
<td>- JOHN SERVICE AIRCRAFT MASK FIXED</td>
<td>- JOINT SERVICE AIRCRAFT MASK FIXED</td>
</tr>
<tr>
<td>- JEDMICS</td>
<td>- JEDMICS</td>
<td>- ACAT III</td>
<td>- JOHN SERVICE AIRCRAFT MASK FIXED</td>
<td>- JOHN SERVICE AIRCRAFT MASK FIXED</td>
</tr>
</tbody>
</table>

### JOINT STRIKE FIGHTER
- Joint Precision Approach & Landing System (JPALS)
- E-2D Advanced Hawkeye (AHE)
- EA-6B ICAP-III
- EA-18G Airborne Electronic Attack
- F/A-18E/F Super Hornet
- Integrated Defensive Electronic Countermeasures (IDECM)
- CIRCM (US Army Lead)
- Joint Primary A/C Training System (T-6B Texan II)
- Joint Allied Threat Awareness System (JATAS)
- AIM-9X Sidewinder
- AIM-9X-2 Sidewinder
- AIM-120CA/D AMRAAM (USA Lead)
- Mark XIA Mode 5
- Advanced Arresting Gear
- ALR-67(V)/3 Advanced Special Receiver (ASR)
- E-6B Mercury Block 1 MOD
- F/A-18 IRST
- Don Lgnore
- EA-6B ALO-99 Low Band Transmitter (LBT)
- E-6B Multi-Role Tactical Common Data Link
- F/A-18 DTS
- Virtual Mission Training System
- Sustainment Lighting System (SLS)
- COMM IFF Digital Transp (CXP)
- ADAMS Block 2
- Advanced Recovery Control (ARC)

### PEO(T) TACTICAL AIRCRAFT
- MV-22, CV-22
- USMC H-1 Upgrades (AH-1Z, UH-1Y)
- P-3A Poseidon
- MH-60R
- MH-60S
- CH-53K
- KC-130J
- VXX (PRE-MDAP)
- C-9 Replacement Aircraft (C-40A)
- EP-3E Joint Airborne Sigh Arch (JCC)
- C-130T AVIONICS OBSOLETE Upgrades
- T64 Engine Reliability Improvement Program (ERIP)
- Multi-Static Active Coherent (MAC)
- VH-60N Cockpit Upgrade
- P-3 C4 for Anti-Submarine Warfare
- AH-1W Helmet Display Tracking System (HDTD)

### PEO(A) AIR ASW, ASSAULT, & SPECIAL MISSION
- Joint Standoff Weapon (Unitary)
- Advanced Anti-Rad. Guided Missile
- Tomahawk BLK IV
- VTVN Firescout
- MQ-4C Triton (formerly RAVMS)
- JAGM (PRE-MDAP) (USA Lead)
- SDBII (USA Lead)
- JDAM (USA Lead)
- Tactical Control System (TCS)
- Theater Mission Planning Center (TMPC)
- Joint Mission Planning System (Jmps)
- Advanced Precision Kill Weapons System (APKWS) II
- Tactical Tomahawk Weapons Control System (TTWCS)
- Weaponing and Stores Planning (WASP)
- Direct Attack Moving Target CA (DAMTC)
- GQM-163A
- Multi-Stage Supersonic Sea Skim Target
- Subsonic Aerial Target
- Small Unit Remote Scouting System (SURSS)
- Advanced Precision Kill Weapons System (APKWS)

### PEO(U&W) UNMANNED AVIATION & STRIKE WEAPONS
- Joint Precision Approach & Landing System (JPALS)
- Advanced Anti-Rad. Guided Missile
- Tomahawk BLK IV
- VTVN Firescout
- MQ-4C Triton (formerly RAVMS)
- JAGM (PRE-MDAP) (USA Lead)
- SDBII (USA Lead)
- JDAM (USA Lead)
- Tactical Control System (TCS)
- Theater Mission Planning Center (TMPC)
- Joint Mission Planning System (Jmps)
- Advanced Precision Kill Weapons System (APKWS) II
- Tactical Tomahawk Weapons Control System (TTWCS)
- Weaponing and Stores Planning (WASP)
- Direct Attack Moving Target CA (DAMTC)
- GQM-163A
- Multi-Stage Supersonic Sea Skim Target
- Subsonic Aerial Target
- Small Unit Remote Scouting System (SURSS)
- Advanced Precision Kill Weapons System (APKWS)

### NAVAIR AIR-1.0 COMMON & SUPPORT
- AMC&D (F/A-18 AND AV-8B)
- NAVY AIR NAVIGATION WARFARE (NAVWAR)
- NAVY COMMON EJECTION SEAT (NACES)
- JOINT SERVICE AIRCRAFT MASK ROTARY WING (JSAM RW) (JPO (P) LEAD)
- JOINT SERVICE AIRCRAFT MASK FIXED WING (JSAM FW) (JPO (P) LEAD)
- TACT COMBAT TRAINING SYS (TCTS)
- UNDERSEA WARFARE TR RN (USWTR)
- GPWS CAT I (PATROL / TRANSPORT) / TAWS
- GPWS / CATEGORY III (HELOS)
- MILITARY FLIGHT OPS QA (MFOQA)
- ELECTRONIC CASI (eCass)
- HYDRAULIC POWER SUPPLY
- TERRAIN AWARENESS & WARNING SYSTEM (TAWS) II
- AIRCRAFT WIRELESS INTERNAL COMMUNICATION SYSTEM (AWICS)
- MID-AIR COLLISION AVOIDANCE CAPABILITY (MCAC)

### ADDITIONAL
- 8 ABBREVIATED ACQ PROGRAMS
- 3 ABBREVIATED ACQ PROGRAMS (5 POTENTIAL)
- UCLASS ADPO
- UNMANNED COMBAT AIR SYSTEM CARRIER DEMONSTRATION (UCAS-D)
- POTENTIAL ACAT 1D DEFENSIVE ANTI-SURFACE WARFARE (OASuW)

**UPDATED: 14 MAR 2013**
Mission

Acquisition Life Cycle Support for Aircraft Launch, Recovery and Support Equipment
The World’s Only Continuous, Full Spectrum Life Cycle Support for SE and ALRE

- Program Management
- On-Site Fleet Reps
- Cost Analysis
- Contracts
- Logistics
- Materials
- System Safety

- Science & Technology
- In-Service Engineering
- Engineering Development HW / SW
- Rapid Prototyping
- Production
- Test Operations

- Aircraft / Weapons / Ship Compatibility
- Visual Landing Aids
- Information Systems
- Recovery
- Launch
- Handling
- Servicing and Maintenance
- Advanced Diagnostics
- Expeditionary Airfield Systems
### Top NAWCAD Lakehurst NAICS For FY14

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>541712</td>
<td>RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)</td>
</tr>
<tr>
<td>541330</td>
<td>ENGINEERING SERVICES</td>
</tr>
<tr>
<td>336413</td>
<td>OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING</td>
</tr>
<tr>
<td>336411</td>
<td>AIRCRAFT MANUFACTURING</td>
</tr>
<tr>
<td>811219</td>
<td>OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE</td>
</tr>
<tr>
<td>336412</td>
<td>AIRCRAFT ENGINE AND ENGINE PARTS MANUFACTURING</td>
</tr>
<tr>
<td>334511</td>
<td>SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING</td>
</tr>
<tr>
<td>541519</td>
<td>OTHER COMPUTER RELATED SERVICES</td>
</tr>
<tr>
<td>334519</td>
<td>OTHER MEASURING AND CONTROLLING DEVICE MANUFACTURING</td>
</tr>
<tr>
<td>334111</td>
<td>ELECTRONIC COMPUTER MANUFACTURING</td>
</tr>
</tbody>
</table>
# NAVAIR Lakehurst Targets vs. Actuals

<table>
<thead>
<tr>
<th></th>
<th>NAWCAD LKE FY12</th>
<th>NAWCAD LKE FY13</th>
<th>NAWCAD LKE FY14</th>
<th>NAWCAD LKE FY15 as of 07 May 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prime Contracting</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Dollars</td>
<td>$1,462,561,297</td>
<td>$1,238,169,800</td>
<td>$875,524,498</td>
<td>$380,481,586</td>
</tr>
<tr>
<td>Small Business</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Threshold Target</td>
<td>55.842%</td>
<td>60.539%</td>
<td>56.587%</td>
<td>44.159%</td>
</tr>
<tr>
<td>Objective Target</td>
<td>48.200%</td>
<td>49.000%</td>
<td>45.000%</td>
<td>35.000%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$816,720,624</td>
<td>$749,577,422</td>
<td>$495,430,117</td>
<td>$168,017,207</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Threshold Target</td>
<td>13.026%</td>
<td>11.815%</td>
<td>8.229%</td>
<td>6.804%</td>
</tr>
<tr>
<td>Objective Target</td>
<td>10.500%</td>
<td>15.500%</td>
<td>12.340%</td>
<td>9.360%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$190,519,933</td>
<td>$146,284,557</td>
<td>$72,045,169</td>
<td>$25,887,474</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Threshold Target</td>
<td>15.830%</td>
<td>20.456%</td>
<td>19.928%</td>
<td>12.170%</td>
</tr>
<tr>
<td>Objective Target</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dollars</td>
<td>$242,930,592</td>
<td>$253,279,365</td>
<td>$174,470,396</td>
<td>$46,304,906</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Threshold Target</td>
<td>11.670%</td>
<td>12.171%</td>
<td>13.224%</td>
<td>3.082%</td>
</tr>
<tr>
<td>Objective Target</td>
<td>4.960%</td>
<td>8.000%</td>
<td>7.930%</td>
<td>8.500%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$170,679,174</td>
<td>$150,700,931</td>
<td>$115,775,555</td>
<td>$11,727,020</td>
</tr>
<tr>
<td>Woman-Owned SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Threshold Target</td>
<td>6.121%</td>
<td>7.048%</td>
<td>6.922%</td>
<td>6.289%</td>
</tr>
<tr>
<td>Objective Target</td>
<td>4.890%</td>
<td>7.000%</td>
<td>7.000%</td>
<td>7.000%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$89,526,501</td>
<td>$87,262,865</td>
<td>$60,605,984</td>
<td>$28,149,439</td>
</tr>
<tr>
<td>Hist. Underutilized Business Zone SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Threshold Target</td>
<td>1.305%</td>
<td>1.664%</td>
<td>3.240%</td>
<td>2.975%</td>
</tr>
<tr>
<td>Objective Target</td>
<td>1.490%</td>
<td>1.500%</td>
<td>1.710%</td>
<td>1.710%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$19,092,029</td>
<td>$20,602,905</td>
<td>$28,364,977</td>
<td>$11,320,990</td>
</tr>
</tbody>
</table>

**NOTE:** Threshold Targets are what the site believes they can achieve. Objective Targets are what the sites need to achieve so NAVAIR can achieve their target.
NAWCAD LAKEHURST OSBP AWARDS

THE DEPARTMENT OF VETERANS AFFAIRS, CENTER FOR VETERANS ENTERPRISE

• SPECIAL TEAM AWARD
  • OUTSTANDING SERVICE & CREATIVITY IN MAKING USE OF THE SDVOSB SET-ASIDE/SOLE SOURCE AUTHORITY

• ACHIEVEMENT AWARD
  • EXCEEDED 3% TARGET FOR SDVOSB AWARDS IN FY07

DEPARTMENT OF DEFENSE

• DOD’S GOLDEN TALON AWARD (DON AWARDEE)
  • EFFORTS TO ADVANCE THE GOALS & OBJECTIVES CONTAINED IN DOD’S STRATEGIC PLAN FOR SDVOSBS

DEPARTMENT OF NAVY

• SMALL BUSINESS SPECIALIST OF THE YEAR (EXEMPLARY ACHIEVEMENTS IN SMALL BUSINESS)

• ACHIEVEMENT AWARD FOR EXCEEDING THE STATUTORY 5% WOMEN OWNED SMALL BUSINESS; 5% SMALL
  DISADVANTAGE BUSINESS AND 23% SMALL BUSINESS TARGETS

• ACQUISITION EXCELLENCE AWARD, SMALL BUSINESS TEAM AWARD (NAVAIR OSBP TEAM)

• NAVAIR SMALL BUSINESS ADVOCACY AWARD FOR TEAM ACHIEVEMENT (EXPEDITIONARY AIR FIELD PROGRAM)

• NAVAIR SMALL BUSINESS ADVOCACY AWARD FOR TEAM ACHIEVEMENT (4.5X SPECIAL SURVEILLANCE PROGRAM)

• ACQUISITION EXCELLENCE AWARD, SARKIS TATIGIAN AWARD (RECOGNIZES A DON FIELD CONTRACTING ACTIVITY
  WHICH EXEMPLIFIES THE HIGHEST EXAMPLES OF SMALL BUSINESS ACQUISITION EXCELLENCE AND WHOSE
  ACHIEVEMENT BRINGS SIGNIFICANT CREDIT TO THE DON ACQUISITION COMMUNITY)
Mission:
Enabling the war fighter with creative solutions brought to them through small business.

Vision:
NAVAIR’s Office of Small Business Programs is a valuable resource that enables the best solutions for the war fighter. We are advocates for NAVAIR’s strategic priorities: current readiness, future capability and people. Achieving these priorities requires the entrepreneurial skills of small and large businesses. We strive to ensure that the creative talents of small businesses are nurtured and sustained in defense of freedom.

www.navair.navy.mil/osbp
Ms. Emily Harman, Associate Director, OSBP
NAVAIR Headquarters
Associate Director, Emily Harman
HQ SB Deputy Director, Ken Carkhuff
Industry Liaison, Marshall Woodfolk
Program Analyst, Wanda M. Norris

NAWCTSD Orlando
SB Deputy Director, Anthony Delicati

NAWCAD Lakehurst
SB Deputy Director, Dawn Chartier

NAWCAD Pax
SB Deputy Director, Vacant
Small Business Professional, Amber Wood

NAWCWD China Lake / Pt Mugu /
NATEC SD / FRC NI
SB Deputy Director, Derrick Hu
SB Professional, Rowena Geyer
FY14 Small Business Prime Contracts
Total NAVAIR = $1.44B

FY14 Small Business Obligations

WEAPONS
WEST COAST HUB
- MISSILES / FREEFALL WEAPONS
- WEAPON SYSTEM INTEGRATION
- ELECTRONIC WARFARE SYSTEMS
- LAND RANGE / SEA RANGE
- NON LETHAL WEAPONS

AIRCRAFT
EAST COAST HUB
- AIR VEHICLES
- PROPULSION & POWER
- AVIONICS & SENSORS
- SHIP INTERFACE & SUPPORT SYSTEMS
- LAUNCH & RECOVERY
- UAVS

Source: FPDS-NG 30 JAN 15

$287.1M
$461.2M
$404.4M - NAWCAD
$56.7 M - HQ
$202.3M
$495.4M

NAVY
NAVAL AIR WARFARE CENTER
FLEET READINESS CENTER

LAKEHURST
NAWC AIRCRAFT DIV

PATUXENT RIVER
NAVAIR HQ, PEOs, NAWC AIRCRAFT DIV

FRC SEFAC
FRC MID-ATLANTIC
FRC EAST
FRC SOUTHEAST
ORLANDO
NAWC TSD

CHINA LAKE
NAWC WEAPONS DIV

POINT MUGU
NAWC WEAPONS DIV

FRC WEST
FRC SOUTHWEST
FRC WEST PAC

FRC NORTHWEST

NAVAIR HQ

$202.3M

$311.1M
$144.8M
$404.4M - NAWCAD
$121.1M
$495.4M
$461.2M
$56.7 M - HQ

Total NAVAIR = $1.44B

Source: FPDS-NG 30 JAN 15

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M

$287.1M
### NAVAIR Targets vs. Actuals

**Prime Contracting**

<table>
<thead>
<tr>
<th></th>
<th>NAVAIR FY12</th>
<th>NAVAIR FY13</th>
<th>NAVAIR FY14</th>
<th>FY15 ACTUALS as of 31 MAR 15</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Dollars</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$27,004,764,988</td>
<td>$24,935,264,338</td>
<td>$17,713,066,722</td>
<td>$8,249,196,867</td>
</tr>
<tr>
<td>Target</td>
<td>6.446%</td>
<td>6.264%</td>
<td>8.150%</td>
<td>18.28%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$1,740,699,799</td>
<td>$1,562,033,600</td>
<td>$1,443,639,771</td>
<td>$584,857,321</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Target</td>
<td>2.049%</td>
<td>1.996%</td>
<td>2.730%</td>
<td>4.84%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$553,333,110</td>
<td>$497,745,333</td>
<td>$483,559,611</td>
<td>$154,049,389</td>
</tr>
<tr>
<td>Veteran-Owned SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Target</td>
<td>1.688%</td>
<td>1.816%</td>
<td>2.495%</td>
<td>2.41%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$470,169,827</td>
<td>$452,858,928</td>
<td>$442,016,930</td>
<td>$120,350,296</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Target</td>
<td>1.048%</td>
<td>1.061%</td>
<td>1.518%</td>
<td>1.54%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$282,928,454</td>
<td>$264,814,937</td>
<td>$268,942,206</td>
<td>$49,934,407</td>
</tr>
<tr>
<td>Woman-Owned SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Target</td>
<td>0.870%</td>
<td>0.882%</td>
<td>1.141%</td>
<td>2.90%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$234,869,558</td>
<td>$219,888,985</td>
<td>$202,062,038</td>
<td>$92,200,683</td>
</tr>
<tr>
<td>Hist. Underutilized Business Zone SB</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Target</td>
<td>0.170%</td>
<td>0.185%</td>
<td>0.381%</td>
<td>0.68%</td>
</tr>
<tr>
<td>Dollars</td>
<td>$45,892,844</td>
<td>$46,159,003</td>
<td>$67,445,308</td>
<td>$21,494,870</td>
</tr>
</tbody>
</table>

**Simplified Acquisition Threshold = 80%**

**Service Improvement = 40.66%**

- **Small Business Accessible Market (SBAM) Definition:** The SBAM excludes Product Service Codes (PSCs) whose obligations awarded to small businesses were <1% across the federal government in the previous fiscal year.
- **DoD has no set target for Veteran-Owned Small Business (VOSB). VOSB percentage is not SBAM percentage.**
- **Data derived from FPDS-NG Small Business Achievements by Awarding Organization.**
Do Your Homework

- Review NAVAIR website – www.navair.navy.mil
  - Strategic plans
  - NAWCAD operating plan
  - Long Range Acquisition Forecast
  - Links to other NAVAIR websites
  - Links to recent briefings
  - Find out what NAVAIR procured in the past
NAVIAIR's Long Range Acquisition Forecast (LRAF) covering FY12 through FY14, is now available under the Procurement Forecast section of the "Presentations" link (or click on the heading title above to access). NAVIAIR's LRAF creates a demand signal visible to a wider range of industry and should contribute to better support of our requirements including the distinct prospect of fostering increased competition. (Note: The LRAF has been updated with upcoming requirements for IT (Line 335-336)).

Sources Sought: P-8A (Boeing 737) Commercial Spare Parts February 13, 2012

The P-8A Program Office (PMA-290), is conducting a market survey to identify potential business sources who have the resources, capabilities and experience to procure and deliver Boeing 737 commercial common initial spare parts for P-8A Aircraft. The NAICS Code for this procurement is 336412 -- Aircraft Engine and Engine Parts Manufacturing; and the classification code is 15 -- Aircraft & airframe structural components. Please refer to solicitation number N00019-R-12-3001 on FedBizOpps. https://www.fbo.gov/spg/DON/NAVAIR/N00019/N00019-R-12-3001/listing.html.

***SAVE THE DATE*** NAVCWD Industry Day 2012 February 6, 2012

23 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting "NAWCWD Industry Day 2012." The objective of this event is to enhance NAVCWD-Industry collaboration in support of the Naval Aviation Warfighter. Details on the event will be provided on the following website in the near future: http://www.navair.navy.mil/NAWCWD/index.html.

***SAVE THE DATE*** NAVCWD Multi-Use Technology Symposium February 9, 2012

24 May 2012 - The Naval Air Warfare Center Weapons Division (NAWCWD) anticipates hosting a Multi-Use Technology Symposium focused on Unmanned Systems. More details will be provided in the near future.

Source Sought for the Mechanical Facilities Team (4.5.12) February 7, 2012

The Naval Air Warfare Center Aircraft Division Contracts Department (AIR 2.5.1.2), Patuxent River, MD announces its intention to procure on a competitive basis the services necessary to provide support to the Ship & Shore-Based Electronic Systems (S&SBEES) Team (Code 4.5), St. Inigoes, MD. The Ship & Shore-Based Electronic Systems (S&SBEES) Team (Code 4.5), St. Inigoes, of the Naval Air Warfare Center Aircraft Division performs development, testing, installation, and maintenance of shipboard and shore based electronic equipment. In support of this mission, the Mechanical Facilities Team (4.5.12) provides research and
Forecast posted annually on [www.navair.navy.mil/osbp](http://www.navair.navy.mil/osbp) and includes:

- Short descriptive title for the requirement
- Longer description of the requirement
- Estimated dollar value of the requirement
- Requiring Organization
- NAVAIR Contracting Office
- Est. Solicitation/Request for Proposal release date
- Timeframe when the contract may be awarded
- Small Business Set-Aside? (if known)
- Planned strategy (i.e., SDVOSB set-aside)
- Incumbent Contractor
- Procurement Quantities
- Period of Performance of the Contract
- Delivery/Performance Location
- Point of Contact

**DISCLAIMER** United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy (DoN) to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVAIR requirements valued at $150,000 or more that are forecasted for the upcoming and next two fiscal years. The forecast is for informational and marketing purposes only. It does not constitute a specific offer or commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.

*NOTE:* All information contained in this Long Range Acquisition Forecast is based on the upcoming fiscal year and two succeeding fiscal years.

**NOTE:** Use the drop down menus for the selection of the following data sets: Expected Dollar Value, Small Business Set-Aside, Procurement Method, Anticipated Solicitation and Anticipated Contract Award.

### LONG RANGE ACQUISITION FORECAST DATA SHEET

<table>
<thead>
<tr>
<th>Short Descriptive Title of Contracting Opportunity (to include RFPs)</th>
<th>Expected Dollar Value Range for the Requirement (include &quot;options&quot;)</th>
<th>Small Business Set-Aside</th>
<th>Procurement Method</th>
<th>Requiring Organization</th>
<th>Projected NAVAIR Contracting Office</th>
<th>Anticipated Solicitation / RFP (Qtr/FY)</th>
<th>Anticipated Contract Award (Qtr/FY)</th>
<th>Anticipated Period of Performance (months or years)</th>
<th>Incumbent Contractor (if applicable)</th>
<th>Projected Work Location</th>
<th>Procurement Quantity (if applicable)</th>
<th>Point of Contact (phone or email)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Who Buys What?

<table>
<thead>
<tr>
<th></th>
<th>Ships &amp; Subs</th>
<th>Aircraft</th>
<th>Weapons</th>
<th>Spacecraft</th>
<th>Ground Vehicles</th>
<th>Sensors &amp; Electronics</th>
<th>Information Technology</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Dept of Navy</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAVSEA</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>NAVAIR</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>SPAWAR</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>MARCOR</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>SSP</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Dept of Air Force</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aeronautical Systems</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Air Armament Systems</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Electronic Systems</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Space &amp; Missiles</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nuclear Weapons</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rapid Capabilities Office</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Dept of Army</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Aviation &amp; Missiles</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Comm-Electronics</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tank-Automotive</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Munitions &amp; Ammo</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>OSD Agencies (non-Intel)</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>MDA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>DISA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
EFFORT: Peculiar Support Equipment end items consisting of
*ALIGNMENT, BELT DRIVE TRANS RUNOUT, part number SK393M44121-1, max quantity of 30 each
*BAR, MANEUVERING, part number SK393M44105-1, max quantity of 42 each
*ROTOR TRACK AND BALANCE, part number 3574AS300-1, for a max quantity of 38 each
*STAND, SUPPORT-TAILBOOM, part number SK393M44108-1, for a max quantity of 22 each
These items are required to perform maintenance on the MQ-8B Fire Scout Unmanned Aircraft System. It is anticipated that this will be a three (3) year Firm Fixed Priced, Indefinite Delivery/Indefinite Quantity type contract.

EFFORT: Stationary Penetrant Inspection System (SPI)
Modified Commercial-Off-The-Shelf unit to replace the Navy’s legacy units. Current assets will be replaced with a modular system with increased tank sizes, capable of performing post-emulsifiable hydrophilic (method D) penetrant inspections. The SPI System will be used at Navy/Marine Corp shore based intermediate maintenance activities to inspect for surface defects on aircraft and support equipment components.

N68335-15-R-0020  Anticipated strategy: Full and Open Competition
Estimated solicitation release date: Late May.
EFFORT: Kitting, Material Equipment List Items, Material Parts List Items, Metalwork and Fabrication of Cable Assemblies. Multiple Award Basic Ordering Agreement in support of the Family of Special Operations Vehicles Program (as well as other programs). The initial notice of this requirement was posted to FBO.gov under N68335-13-R-0041 and provides the details necessary for contractors to submit capability statements in order to receive consideration for a BOA.

EFFORT: SERVICES
OUTSIDE OF SEAPORT-e: (look for synopsis in FBO)

**Manufacturing Industrial Engineering, Cost Plus Fixed Fee 5 year contract.
Estimated solicitation release date: Mid to late June

**Laborer Support Services, PMD Test and Operations, Firm Fixed Price 5 year contract (base + 4 option years). Lowest Price Technically Acceptable.
No solicitation # yet, Anticipated Strategy: 8(a) Set Aside
Estimated solicitation release date: Early July

SEAPORT-e:

**Engineering & Technical Services, Aircraft Launch & Recovery Equipment (ALRE) Launcher System. Cost Plus Fixed Fee 5 year contract (base + 4 option years).
No solicitation # yet. Anticipated Strategy: Small Business Set Aside
Estimated solicitation Date: End of August

**Logistics Services for Common Support Equipment, Cost Plus Fixed Fee, 5 year contract, Best Value Competition
No solicitation # yet. Anticipated Strategy: Small Business Set Aside
Estimated solicitation Date: Late July
Blanket Purchase Agreements (BPA’s) establish Terms and Conditions
Small Business Set-Asides
Orders Currently Competed via the FedBid website
Transactions up to $15k
High Volume/Fast Turnaround
Transaction paid by Credit Card

BPA COMMODITIES

• Industrial Supplies
• Metals
• Electroplating
• Machine Services
• Electronics
• Welding
• Testing Services
• Machine Repair
• Engraving
• Powder Coating
• Manufacturing
• Welding Supplies

If Interested – Submit descriptive literature including past performance and
your firm’s capabilities to the NAVAIR LKE Small Business Office
Visit www.navair.navy.mil

NAVAIR – Where the future of Naval Aviation takes flight
ACC-NJ Small Business Overview

Presented by:
Christopher Heim
Small Business Specialist
US Army Contracting Command-NJ
Christopher.a.heim4.civ@mail.mil
609-562-3193
29 May 2015
W15QKN- DoDAAC
**Army Contracting Command – New Jersey**

- Formally established October 2011
- Comprised of ACC Contracting Professionals located throughout New Jersey
  - ACC Picatinny
  - ACC Mission & Installation Command (MICC)
  - ACC National Capital Region NJ Office
  - ACC CECOM Fort Monmouth
  - ACC NCR Closure realignment
  - ACC VCE Team
- Two Primary Contracting Campuses
  - Picatinny Arsenal, NJ
    - Benet Labs Office, Watervliet, NY
  - Fort Dix, NJ
    - ACC NJ Field Office, Ft Belvoir, VA
Mission Statement
Provide responsive, innovative and efficient contracting solutions to enable the Army’s global workforce dominance

Vision Statement
DoD’s pre-eminent provider of decisive edge contracting solutions and practices
Mission Execution

• Perform the full spectrum of Operational Contracting Execution, Acquisition Support, and Business Advisory Services in support of major Weapons, Armaments, Ammunition and Information Technology Systems for our customer organizations
• Contracting support encompasses all phases of R&D as well as initial and follow on production and sustainment phases
• All requirements are negotiated on either best value or LPTA basis, as appropriate
• Contract execution emphasis on utilization of Cost Reimbursable and Fixed Price Incentives type instruments
• Utilization of Non-FAR based instruments – Grants, Cooperative Agreements and Other Transaction Agreements (OTAs)
## ACC-New Jersey Primary Customer Base

### PEO AMMO
- PM Close Combat Systems
- PM Combat Ammo Systems
  - PM Mortars
  - PM Excalibur
- PM Maneuver Ammo Systems
  - PM Large Caliber
  - PM Medium/Small Caliber
- PM Towed Artillery Systems
- PM Joint Services
- PM Joint Products

### PEO GCS
- PM Bradley
- PM Abrams
- PM Integration
- PM Soldier Weapons
- PM Individual Weapons
- PM Crew Served Weapons
- PM CROWS

### PEO Soldier
- PM Soldier Weapons
- PM Individual Weapons
- PM Crew Served Weapons
- PM CROWS

### PEO EIS
- PM AKO/DKO
- PM Biometrics
- PM ALTESS
- PM IPPSA
- PM Acq Business
- PM AHRS

### PEO C3T
- NRRC

### RDECOM ARDEC
- Munitions Engineering
- Weapons Engineering
- Benet Laboratories

### OSD LAND WARFARE OFFICE
- US Army Reserves

### USA Logistics Innovation Agency
- Army Cyber Command
Customer Product Lines Supported by ACC-NJ

- Precision Munitions
- Field Artillery Systems
- Fire Control Systems
- Demolitions
- Mortar Systems
- Towed Howitzers
- Ammunition Fuzes
- Combat Support Systems
- Self Propelled Howitzers
- Energetics
- Electromagnetic Propulsion Systems
- Industrial Ecology
- Logistics Innovation Agency
- Warfighter Support and Services
- Special Operations

- Warhead & Explosives Technology
- Individual Combat Weapons
- Crew Served Weapons
- Sniper Rifles
- Large Cal Ammo
- Medium/Small Cal Ammo
- Maneuver Armament Systems
- Combat Armament Systems
- Close Combat Systems
- Soldier Weapon Systems
- Special Operations
- Information Technology
- Biometrics
- Cyber Technologies
- Enterprise Systems
ACC New Jersey Organizational Tenets

Contracting Excellence

• Create and sustain an organizational environment that ensures the highest quality contracting products and services.
• Work products are timely and in compliance with all regulatory, statutory and policy guidance and procedures.

Customer Focus

• Continuously work with customers to resolve problems affecting execution of their contracting requirements and to enhance customer relations.
• Execute sound judgment to achieve optimum balance between customer satisfaction and regulatory compliance.

Organizational Support

• Demonstrate clear commitment and dedication to support organization and mission objectives and accomplishments.
• Operate with an objective toward continuous learning and collaboration.
• Committed to successfully achieve organizational goals and initiatives.
Actions and Obligations

• Fiscal Year 2014- ACC-NJ executed 5,550 actions and obligated a total of $1,628,725,779
• Fiscal Year 2015 (as of April)- ACC-NJ has executed 3,413 actions and obligated a total of $712,809,535
Fiscal Year ’14 Small Business Goals/Actual

- Small Business- Goal 32.15%; Actual 33.62%
- Small Disadvantaged Business- Goal 9%; Actual 10.84%
- Women Owned Small Business- Goal 2.1%; Actual 6.21%
- HUBZone- Goal 2.5%; Actual 1.4%
- Service Disabled Veteran Owned Small Business- Goal 1.5%; Actual 3.35%
- 8(a) contracts- total of 34 8(a) directed awards in FY14 (to include emergency repairs, IT support, custodial, grounds maintenance)
- Total FY 14 SB Dollars: $547,600,303
**Fiscal Year ‘15 Small Business Goals**

- So far this FY, of $712,809,535 obligated overall, $278,161,034 has gone to Small Business
- Goals for FY15 and current actuals as of May 2015 are as follows:
  - Small Business- 30% goal; 39.02% to date
  - SDB- 10% goal; 12.68% to date
  - WOSB- 4% goal; 6.07% to date
  - HUBZone- 2% goal; 1.77% to date
  - SDVOSB- 3% goal; 3.85% to date

8(a) contracts- There have been a total of 13 new 8(a) contracts in FY15 to date. Several of the previous FY 8(a) awards were for multiple years.
Requirements

- Ongoing/frequent requirements
  - Lodging (Yellow Ribbon events, lodging in kind)
  - Base Ops functions for the 99th Reserves throughout the East Coast/Northeast (refuse/recycling, grounds maintenance, custodial, snow removal)
  - Various types of software license and software maintenance requirements (via CHESS and GSA)
  - Various subcontracting opportunities on larger requirements

Search on FedBizOpps (FBO.gov) for DoDAAC W15QKN
Upcoming Requirements

- RFP: TBD- PM DoD Biometrics- competitive 8(a) effort in July 2015 for Program Management Office Support- currently being performed by a recently graduated 8(a); POC: Ms. Linda Chant, 609-562-8084
- RFP TBD- upcoming Base Operations type requirements at the Reserve facility in Scranton, PA; specific types of work to be determined
Upcoming Requirements

- W15QKN-15-R-0048 to be issued next week as a small business set aside to procure Operational Contract Support Instructor Services for the Army Logistics University. The ceiling amount of the IDIQ will be approximately $1.1M.
- Various Requirements are also solicited out of the ACC-NJ Picatinny Office on a regular basis. The Pica office handles most of the ACC-NJ Munitions and Armament requirements.
- ACC-NJ SB Associate Director is Eric Bankit; 973-724-3068, eric.j.bankit.civ@mail.mil
QUESTIONS
Business Opportunities Joint Base McGuire-Dix-Lakehurst and Naval Weapons Station Earle

Cheryl Chandler
Philadelphia District

May 29, 2015
Philadelphia District

- Established in 1866
- Boundaries:
  - Delaware River Watershed
  - Atlantic Coastal Plain in NJ, DE
- Workforce:
  - Army (4)
  - Civilian (~500)
- Main Office:
  - Wanamaker Building, Philadelphia
- Field Offices:
  - Operations (7)
  - Construction (4)
  - Regulatory (2)

- Parts of 5 states: NY, PA, NJ, DE, MD
- More than 9 million people
- 15,000 square miles
- 150 miles of coastline
- 550 miles of federal channels
- 1.1 million acres of wetlands
- 5 dams for flood damage reduction
- 4 canals, 6 bridges
- 1.5 million park visitors
- Homeport for USACE Dredge McFarland

Established in 1866
Boundaries:
- Delaware River Watershed
- Atlantic Coastal Plain in NJ, DE
Workforce:
- Army (4)
- Civilian (~500)
Main Office:
- Wanamaker Building, Philadelphia
Field Offices:
- Operations (7)
- Construction (4)
- Regulatory (2)

Parts of 5 states: NY, PA, NJ, DE, MD
More than 9 million people
15,000 square miles
150 miles of coastline
550 miles of federal channels
1.1 million acres of wetlands
5 dams for flood damage reduction
4 canals, 6 bridges
1.5 million park visitors
Homeport for USACE Dredge McFarland
Primary Missions/Programs

- **Civil Works**
  - Navigation
  - Flood Risk Reduction
  - Coastal Protection
  - Ecosystem Restoration
  - Dam & Bridge O&M

- **Marine Design Center**

- **Military**
  - Dover AFB
  - Tobyhanna Army Depot
  - 99th USARC Construction
  - OCO

- **Interagency**
  - EPA Superfund
  - FEMA & Coast Guard
  - FAA, Navy, NPS, VA
## Civil Works FY15

<table>
<thead>
<tr>
<th>Project</th>
<th>Schedule</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delaware River Main Channel Deepening Rock Removal</td>
<td>4Q</td>
<td>$25-100M</td>
</tr>
<tr>
<td>Beachfill, Cape May to Lower TWP (Re-nourishment)</td>
<td>4Q</td>
<td>$5-10M</td>
</tr>
<tr>
<td>Lower Assunpink Creek Ecosystem Restoration, Trenton, NJ</td>
<td>3Q</td>
<td>$5-10M</td>
</tr>
</tbody>
</table>
# Civil Works FY15

<table>
<thead>
<tr>
<th>Project</th>
<th>Schedule</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wilmington South Leased Equipment, Wilmington Harbor, DE</td>
<td>4Q</td>
<td>$500K-1M</td>
</tr>
<tr>
<td>Beltzville Dam, Stilling Basin Slab Repair</td>
<td>3Q</td>
<td>$50-250K</td>
</tr>
<tr>
<td>Killcohook Leased Equipment, Area #1</td>
<td>4Q</td>
<td>$500K-1M</td>
</tr>
<tr>
<td>Chesapeake City Bridge, Rail Replacement</td>
<td>3Q</td>
<td>$1-5M</td>
</tr>
</tbody>
</table>
## O&M Maintenance Dredging FY15

<table>
<thead>
<tr>
<th>Project</th>
<th>Schedule</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Delaware River, Philadelphia to the Sea (DE)</td>
<td>4Q</td>
<td>$5-10M</td>
</tr>
<tr>
<td>Delaware River, Philadelphia to Trenton, Lower Reach</td>
<td>4Q</td>
<td>$1-5M</td>
</tr>
<tr>
<td>NJIWW, Cape May Ferry Channel</td>
<td>4Q</td>
<td>$500K-1M</td>
</tr>
<tr>
<td>IWW, Delaware River to Chesapeake Bay, DE, MD</td>
<td>3Q</td>
<td>$1-5M</td>
</tr>
</tbody>
</table>
## Military and Interagency FY15

<table>
<thead>
<tr>
<th>Project</th>
<th>Schedule</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Washington Crossing National Cemetery, Washington Crossing, NJ</td>
<td>3Q</td>
<td>$1-5M</td>
</tr>
<tr>
<td>Watson-Johnson Landfill Cap, Richland Township, PA</td>
<td>4Q</td>
<td>$10-25M</td>
</tr>
<tr>
<td>Airport Taxiway Research Test Bed, Millville, NJ</td>
<td>3Q</td>
<td>$5-10M</td>
</tr>
<tr>
<td>US Fish and Wildlife Ecosystem Restoration, Prime Hook, DE</td>
<td>4Q</td>
<td>$10-25M</td>
</tr>
<tr>
<td>Armed Forces Medical Examiner System Facility Alteration</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# Marine Design Center FY15

<table>
<thead>
<tr>
<th>Project</th>
<th>Schedule</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Heavy Crane Deck Barge (Memphis District)</td>
<td>3Q</td>
<td>$1-5M</td>
</tr>
<tr>
<td>Crane for Big Island Crane Barge (Little Rock District)</td>
<td>4Q</td>
<td>$5-10M</td>
</tr>
<tr>
<td>Quad Cities Barge (New Orleans District)</td>
<td>4Q</td>
<td>$1-5M</td>
</tr>
<tr>
<td>Survey Vessel (Philadelphia District)</td>
<td>4Q</td>
<td>$1-5M</td>
</tr>
<tr>
<td>Survey Vessels (Baltimore &amp; Norfolk Districts)</td>
<td>4Q</td>
<td>$5-10M</td>
</tr>
</tbody>
</table>
## A/E Indefinite Delivery Contracts

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Architecture and General Engineering Services</td>
<td>$1M/yr, 3 years</td>
</tr>
<tr>
<td>A/E Services for Marine Engineering Services</td>
<td>$1M/yr, 3 years</td>
</tr>
<tr>
<td>A/E Services for Photogrammetric and General Surveying</td>
<td>$1M/yr, 5 years</td>
</tr>
<tr>
<td>A/E Services for Hydrographic Surveying</td>
<td>$1M/yr, 5 years</td>
</tr>
<tr>
<td>A/E Services for Civil Works and Bridges</td>
<td>$1M/yr, 5 years</td>
</tr>
<tr>
<td>A/E Services for Tobyhanna Army Depot</td>
<td>$1M/yr, 5 years</td>
</tr>
</tbody>
</table>
## FY 2016 Set-Asides

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>SDVOSB Set-aide Multiple Award Task Order Contracts (MATOC) in Support of Joint Base M-D-L</td>
<td>$25-100M, 5 years</td>
</tr>
<tr>
<td>8(a) Set-aside Multiple Award Task Order Contracts (MATOC) in Support of Joint Base M-D-L</td>
<td>$25-100M, 5 years</td>
</tr>
</tbody>
</table>
## FY13 Small Business Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Awards</th>
<th>%</th>
<th>COE Goal</th>
<th>Statutory Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$178,717,980</td>
<td>44.1</td>
<td>43.3</td>
<td>23.0</td>
</tr>
<tr>
<td>Small &amp; Disadvantaged</td>
<td>$128,206,351</td>
<td>31.6</td>
<td>18.0</td>
<td>5.0</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$14,751,264</td>
<td>3.6</td>
<td>7.0</td>
<td>5.0</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$6,849,443</td>
<td>1.7</td>
<td>4.0</td>
<td>3.0</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$20,080,331</td>
<td>5.0</td>
<td>5.0</td>
<td>3.0</td>
</tr>
<tr>
<td>FY 13 All US Awards</td>
<td>$405,577,874</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## FY14 Small Business Statistics

<table>
<thead>
<tr>
<th>Category</th>
<th>Awards</th>
<th>%</th>
<th>COE Goal</th>
<th>Statutory Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$216,140,180</td>
<td>70.4</td>
<td>25.0</td>
<td>23.0</td>
</tr>
<tr>
<td>Small &amp; Disadvantaged</td>
<td>$178,962,660</td>
<td>58.3</td>
<td>10.0</td>
<td>5.0</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$16,337,978</td>
<td>5.3</td>
<td>5.0</td>
<td>5.0</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$8,530,010</td>
<td>1.8</td>
<td>3.0</td>
<td>3.0</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$27,964,340</td>
<td>9.1</td>
<td>3.0</td>
<td>3.0</td>
</tr>
<tr>
<td>FY 14 All US Awards</td>
<td>$306,812,486</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
# FY14 SB Statistics By Quarter

<table>
<thead>
<tr>
<th>Category</th>
<th>1&lt;sup&gt;st&lt;/sup&gt; QTR</th>
<th>2&lt;sup&gt;nd&lt;/sup&gt; QTR</th>
<th>3&lt;sup&gt;rd&lt;/sup&gt; QTR</th>
<th>4&lt;sup&gt;th&lt;/sup&gt; QTR</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>$18.3M</td>
<td>$28.2M</td>
<td>$54.5M</td>
<td>$216.1M</td>
</tr>
<tr>
<td>SDB</td>
<td>$10.6M</td>
<td>$13.1M</td>
<td>$28.1M</td>
<td>$179M</td>
</tr>
<tr>
<td>WO</td>
<td>$2M</td>
<td>$2.2M</td>
<td>$3.3M</td>
<td>$16.3M</td>
</tr>
<tr>
<td>SDV</td>
<td>$982K</td>
<td>$1M</td>
<td>$846.5K</td>
<td>$8.5M</td>
</tr>
<tr>
<td>HUB</td>
<td>$2.1M</td>
<td>$2.8M</td>
<td>$3.7M</td>
<td>$28M</td>
</tr>
</tbody>
</table>
## FY15 Small Business Statistics as of May, 2015

<table>
<thead>
<tr>
<th>Category</th>
<th>Awards</th>
<th>%</th>
<th>COE Goal</th>
<th>Statutory Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$52,902,416</td>
<td>15.8</td>
<td>25.0</td>
<td>23.0</td>
</tr>
<tr>
<td>Small &amp; Disadvantaged</td>
<td>$39,644,486</td>
<td>11.9</td>
<td>10.0</td>
<td>5.0</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$2,333,998</td>
<td>0.7</td>
<td>5.0</td>
<td>5.0</td>
</tr>
<tr>
<td>*Service-Disabled Veteran-Owned</td>
<td>$1,559,221</td>
<td>0.5</td>
<td>3.0</td>
<td>3.0</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$1,785,032</td>
<td>0.5</td>
<td>3.0</td>
<td>3.0</td>
</tr>
<tr>
<td><strong>FY 15 All US Awards</strong></td>
<td><strong>$334,177,653</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Subcontracting Opportunities

www.nap.usace.army.mil/cenap-ct

► Solicitation/Bid Information
► Award Results
Philadelphia District Points of Contact

<table>
<thead>
<tr>
<th>Subject</th>
<th>Contact Information</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>Cheryl Chandler, 215-656-6867</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:cheryl.w.chandler@usace.army.mil">cheryl.w.chandler@usace.army.mil</a></td>
</tr>
<tr>
<td>A/E</td>
<td>Chip DePrefontaine, 215-656-6882</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:walter.g.deprefontaine@usace.army.mil">walter.g.deprefontaine@usace.army.mil</a></td>
</tr>
<tr>
<td>Construction</td>
<td>Denise DeTitta, 215-656-6775</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:denise.m.detitta@usace.army.mil">denise.m.detitta@usace.army.mil</a></td>
</tr>
<tr>
<td>Supply &amp; Services</td>
<td>Karyn Price, 215-656-6924</td>
</tr>
<tr>
<td></td>
<td><a href="mailto:karyn.d.price@usace.army.mil">karyn.d.price@usace.army.mil</a></td>
</tr>
</tbody>
</table>