

# 2017 SMALL BUSINESS INDUSTRY DAY

**James Glynn**

Deputy, Small Business Programs

NWW District

18 OCT 2017



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# AGENDA

- 0800 Registration/Networking
- 0900 Welcome Remarks
- 0915 District Overview
- 1015 What does NWW buy?
- 1030 Forecast of Upcoming Opportunities
- 1045 Contracting – Lessons Learned
- 1200 Lunch/Networking (on your own)
- 1315 SBA Regulatory Update
- 1400 Construction Program – K Admin/QC/RMS  
Safety Programs
- 1445 Multi-Functional Corps Panel  
*Please submit questions for the Panel before leaving for lunch. Topics to be covered such as Proposal Development, Past Performance Standards, Invitation for bids, Evaluation Factors and Process, etc.*
- 1530 Roundtable Discussions – Business Lines Break Out Tables
- Construction/A&E
  - Services/Operations
  - FPDS/FBO (PTAC)
- 1645 Closing Comments



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# DISTRICT OVERVIEW

**T.J. Fichera**

Deputy Chief, Planning, Programs  
and Project Management Division

18 OCT 2017



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# WALLA WALLA DISTRICT OVERVIEW

## MISSION:

The Walla Walla District operates and maintains **multi-purpose infrastructure assets**, and plans and executes **engineering and water resource services** across the inland Northwest and the Nation to safely **maximize public and environmental** benefits.



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# WALLA WALLA DISTRICT OVERVIEW

- **Civil Works District**
  - Support to the Nation
  - Flood Risk Management
  - Hydropower
  - Navigation
  - Environmental
  - Recreation
  
- **Workforce: 870 Employees**
  - 2 Military Officers
  - 150 Engineers
  - 113 Registered Professionals
  - 270 Wage Grade Employees

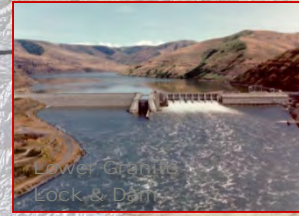
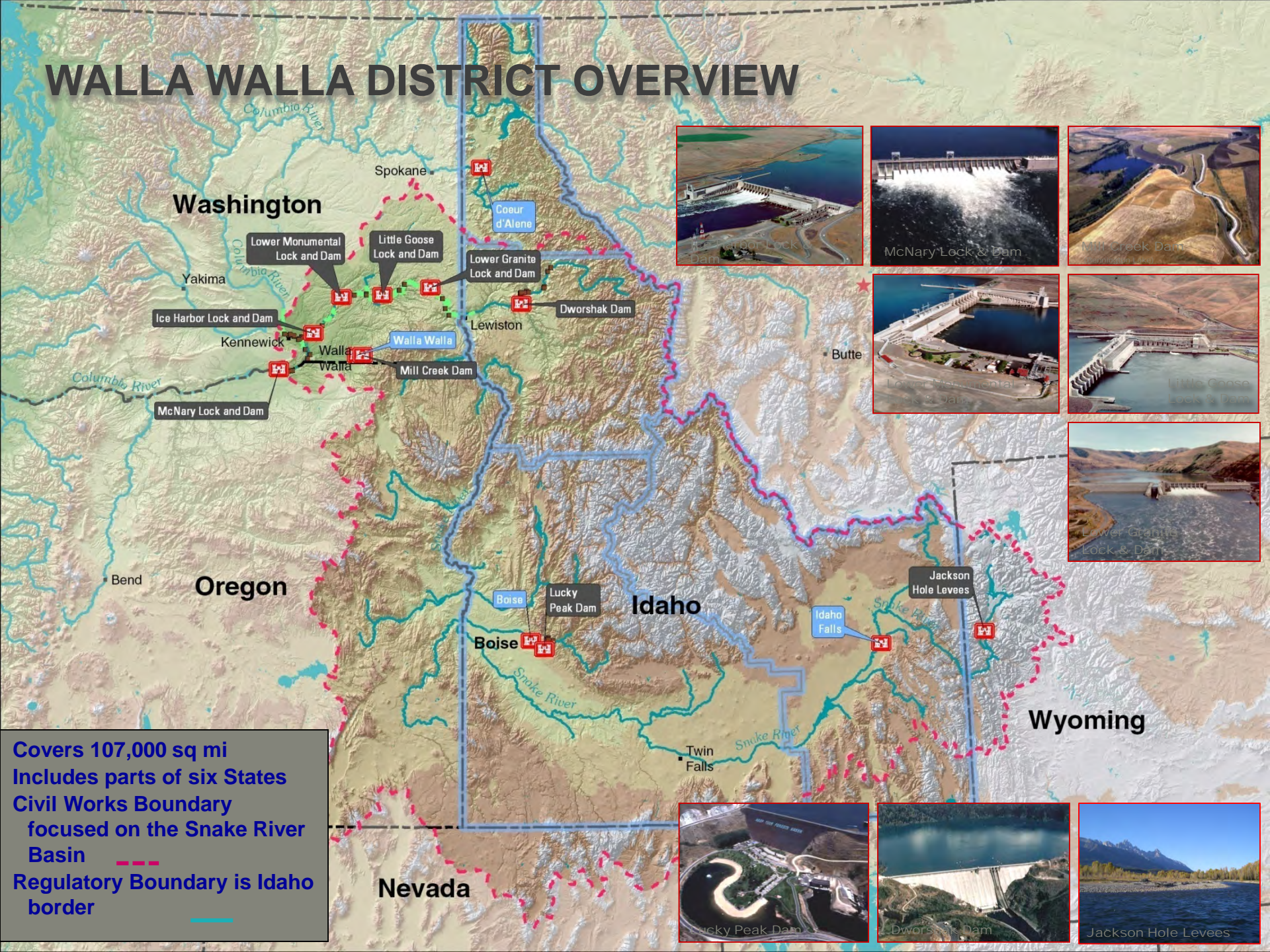


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# WALLA WALLA DISTRICT OVERVIEW



Covers 107,000 sq mi  
 Includes parts of six States  
 Civil Works Boundary  
 focused on the Snake River  
 Basin  
 ---  
 Regulatory Boundary is Idaho  
 border  
 ---

# WALLA WALLA DISTRICT OVERVIEW

Operate and Maintain \$2.5 Billion of infrastructure assets consisting of:

- Hydropower Facilities
- Flood Risk Reduction Reservoirs
- Recreation Sites
- Navigation Facilities
- Levee systems
- Environmental Mitigation



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# SERVING THE NATION

- **Overseas Contingency Operations**
  - 300 plus individual deployments to Iraq & Afghanistan support National goals and the Army's mission
  - Building and improving infrastructure for use by civil populations and multi-national military forces.
- **Emergency Management**
  - Assuring flood preparedness in the Snake River Basin with training and emergency assistance
  - Repairing damaged flood control structures through the Rehabilitation Program
  - Supporting FEMA disaster relief and recovery operations, including emergency power generation, temporary housing, debris removal, and temporary roofing.



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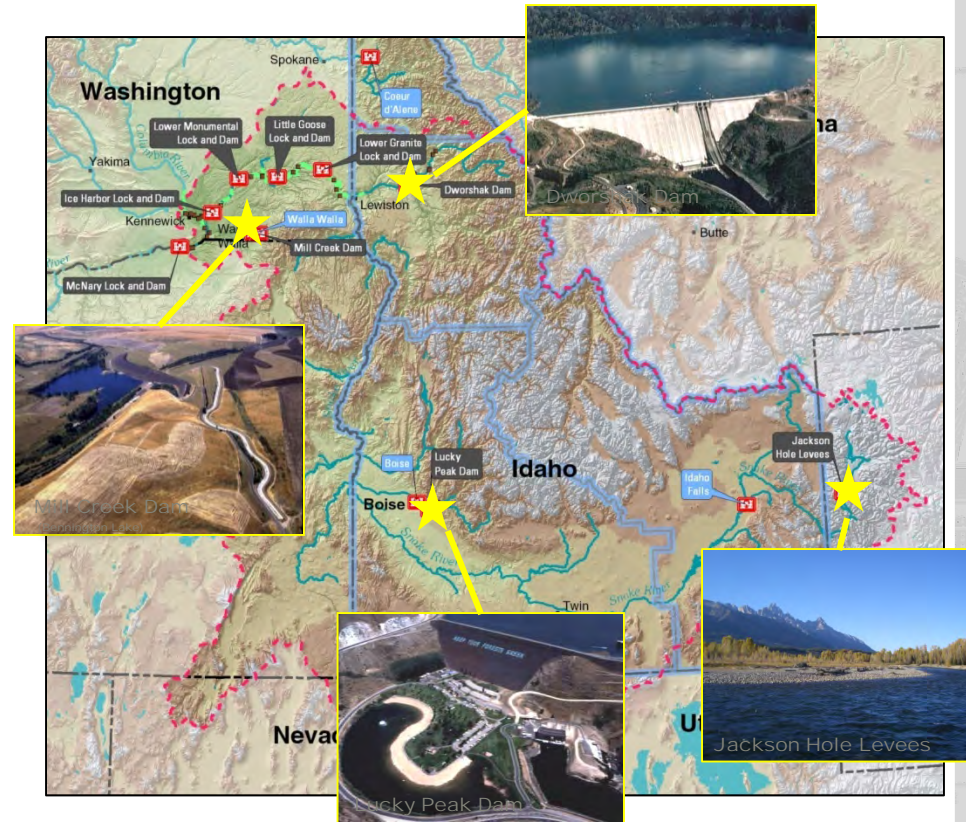
# FLOOD RISK MANAGEMENT

## ■ Flood Risk Management

- Flood Risk Reduction projects
  - Dworshak
  - Lucky Peak
  - Mill Creek
  - Jackson Hole Levees
- District efforts prevented over \$18 billion in flood damage in last 10 years
  - Use of exclusive flood control space of Sec. 7 Dams in ID, and cooperation with BoR and ID Power prevented flood damages

## ■ Levee Safety Inspection Program

- Studies and projects for additional flood risk reduction

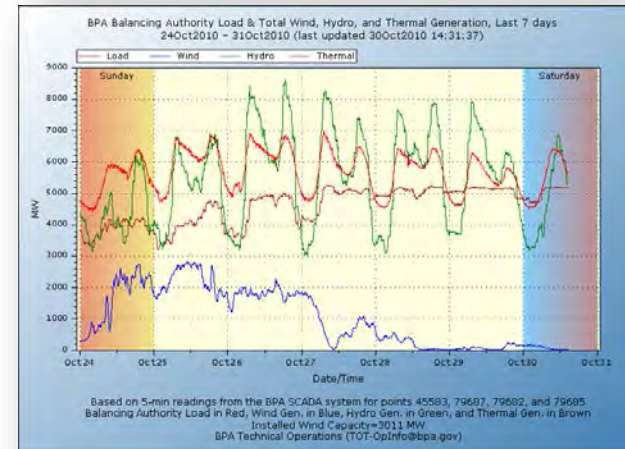


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# HYDROPOWER

- **USACE/Corps of Engineers**
  - Nation's largest renewable energy producer
  - Owns and operates 24% of US capability
  - 75 billion kilowatt hours, 3% of US electrical capacity
  - Can power 10 cities the size of Seattle
- **Northwestern Division**
  - Provides 75% of Corps' hydropower
  - Provides ~35% of region's electrical energy
- **Walla Walla District**
  - Operates and maintains six facilities providing 21% of USACE's capability
  - 4,400 MW production capacity
  - NWW produces over 25% of residential electricity used for WA, OR & ID. Avg Market Value ~ \$200 million
- **Hydropower Facts**
  - Sustainable energy source, not officially classified as "Green"
  - Flexible start/stop allows for a balance of regional energy production and wind integration



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# NATURAL RESOURCES

## RECREATION, HABITAT MANAGEMENT, & MITIGATION

### ■ USACE

➤ Annual visitation: 250 million visitations yearly

### ■ Walla Walla District

- Operates eight reservoirs and associated shorelines (833 miles)
- Total Project Areas: 173,847 acres
- Total Water Area: 98,453 acres
- Recreation areas: 73 (37 leased to states, local gov't & private rec. companies)
  - Annual visitation: over 8M
  - Economic Impact: \$125M
  - Local revenue generated: \$250M
  - Annual Volunteer: 364
    - Volunteer Hours Worked – 25,160
    - Value of Volunteer Hours - \$592,770



### ■ Mitigation

- Habitat Management Units (riparian habitat, feeding areas, and hunting): 111
- Hatcheries: operate & maintain one hatchery with USFWS and Nez Perce Tribe



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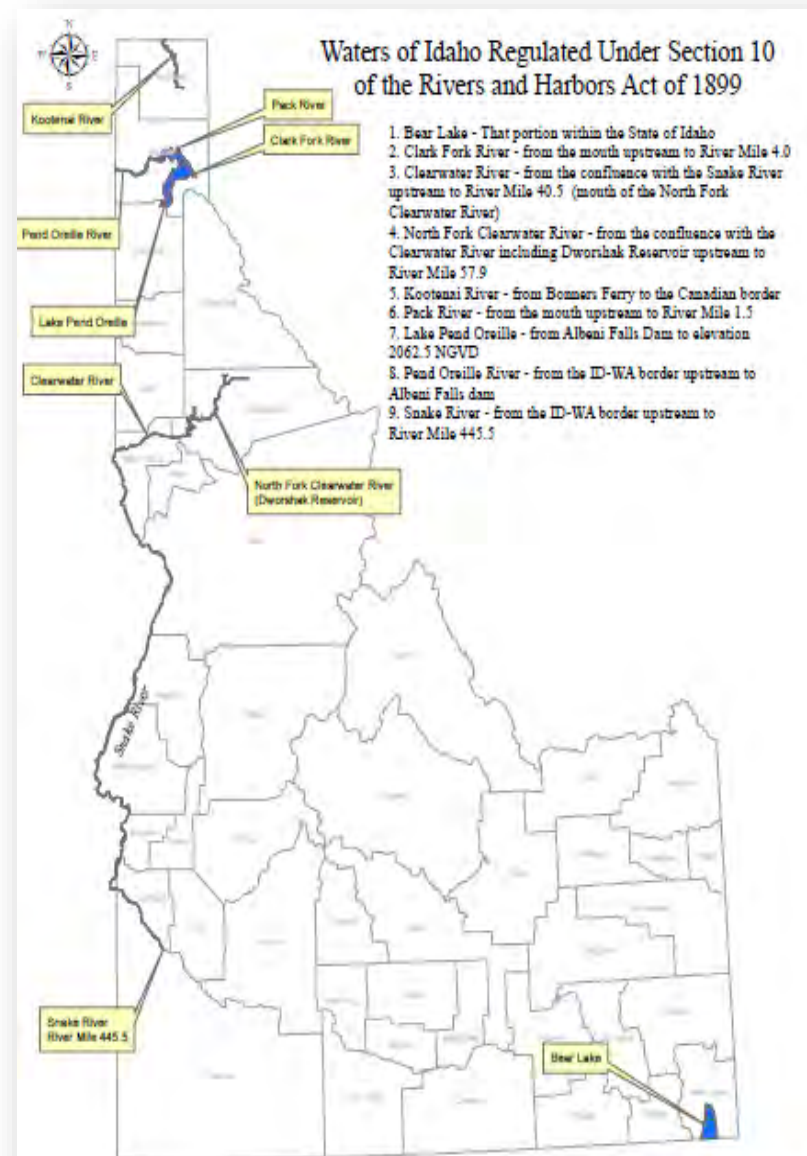
# WATER RESOURCES - REGULATORY

- Administers and enforces Section 10 of the Rivers and Harbors Act of 1899 and Section 404 of the Clean Water Act within Idaho boundaries

- Works closely with Idaho transportation department and other state agencies.
- Permit required for work in navigable waters of the United States.
- Permit required for the discharge of dredge/fill material into these waters.

- Compliance and mitigation

- Nationwide permits
- Individual permits
- Emergency permits
- Enforcements



# KEY RELATIONSHIPS

## PARTNERS, STAKEHOLDERS, & CUSTOMERS

- Public
- Federally Recognized Tribes
- Federal Agencies
  - Bonneville Power Administration (BPA)
  - National Oceanographic and Atmospheric Administration
  - Federal Emergency Management Agency
  - Bureau of Reclamation
  - U.S. Fish & Wildlife
  - Bureau of Land Management
- State & Local Governments
- Regional Businesses
  - Ports, Flood Control Districts
  - Pacific Northwest Waterways Association
  - Columbia River Tow Boat Association
  - Cruise Lines
- Environmental Groups



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# TRIBAL RELATIONSHIPS



# NAVIGATION



- **USACE**

- Operates and maintains 12,000 miles of commercial inland navigation channels

- **Walla Walla District**

- Maintains 173 miles of the navigable waterway from Umatilla, OR to Lewiston, ID
- Operates and Maintains five navigation locks on the Snake and Columbia Rivers (some of the highest head locks in the world)



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# Lower Snake and Columbia Projects



Canada  
U.S.



Seattle  
Washington

Portland

Bonneville  
The Dalles

John Day

McNary

Ice Harbor

Lower Monumental

Little Goose

Lower Granite

Idaho

Snake River

Oregon



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# NAVIGATION

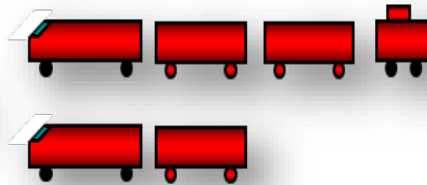


- Navigation Facts:

- ▶ Authorized to maintain a 14' navigation channel in designated waterways
- ▶ 9 million tons\* of commodities annually shipped through the Snake and Columbia River locks - over \$1.5 billion value



1 Tow



1.4  
Unit Trains



*\* Note: 10 million tons equals about 2,100 barges, 100,000 railcars, or 383,000 semi-trucks*

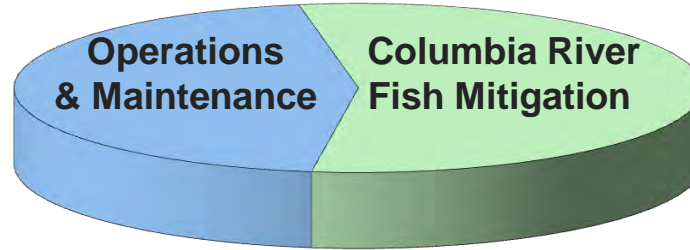


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# FISH PROGRAM

**\$50M - \$70M annually**



**Fish Ladders**



**Fish Counting**



**Transportation Program**



**Fish Collection**



**Fish Hatcheries**



**Fish Screens**



**Spill**



**Removable Spillway Weir**

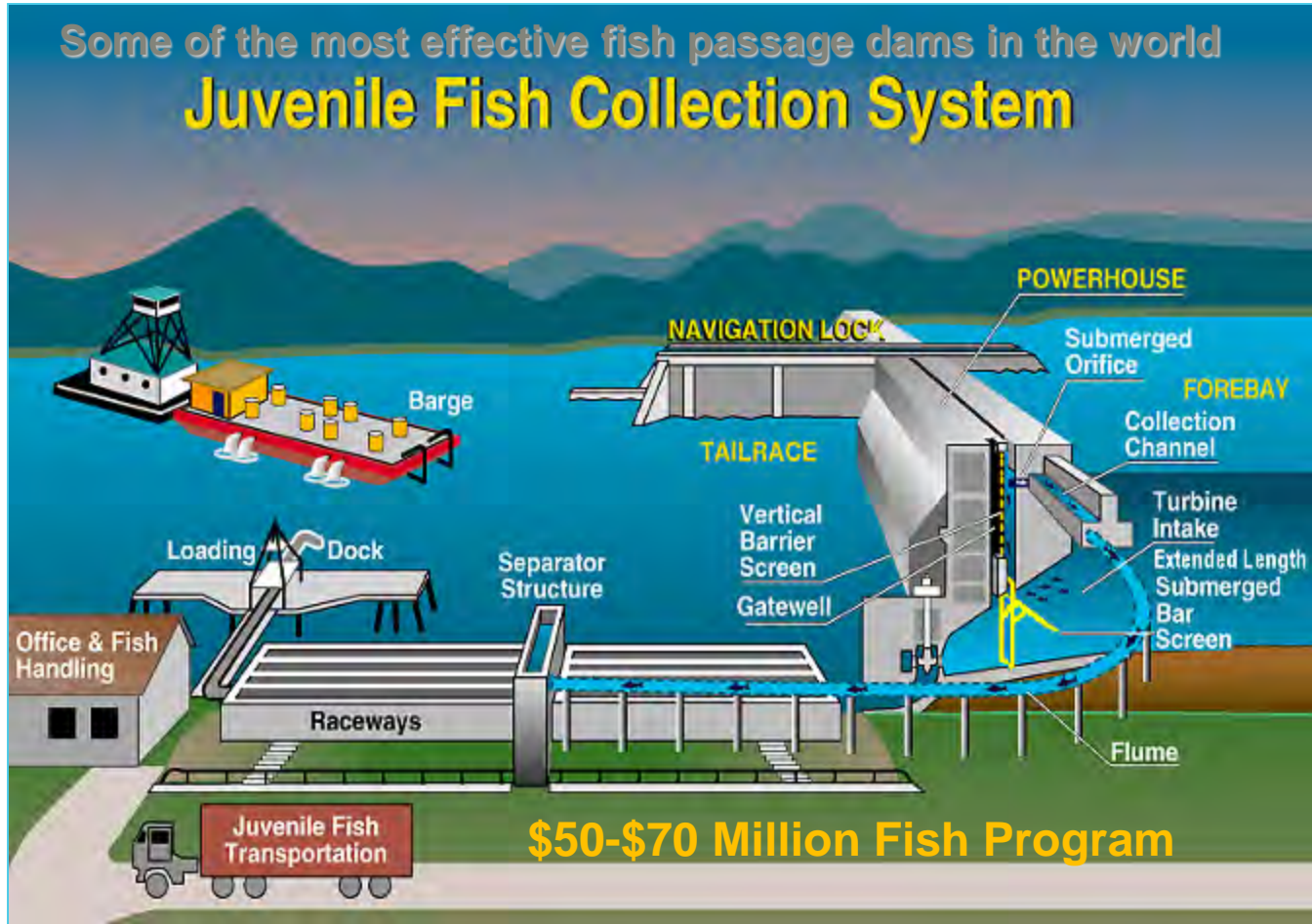


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# FISH PASSAGE

Some of the most effective fish passage dams in the world  
**Juvenile Fish Collection System**



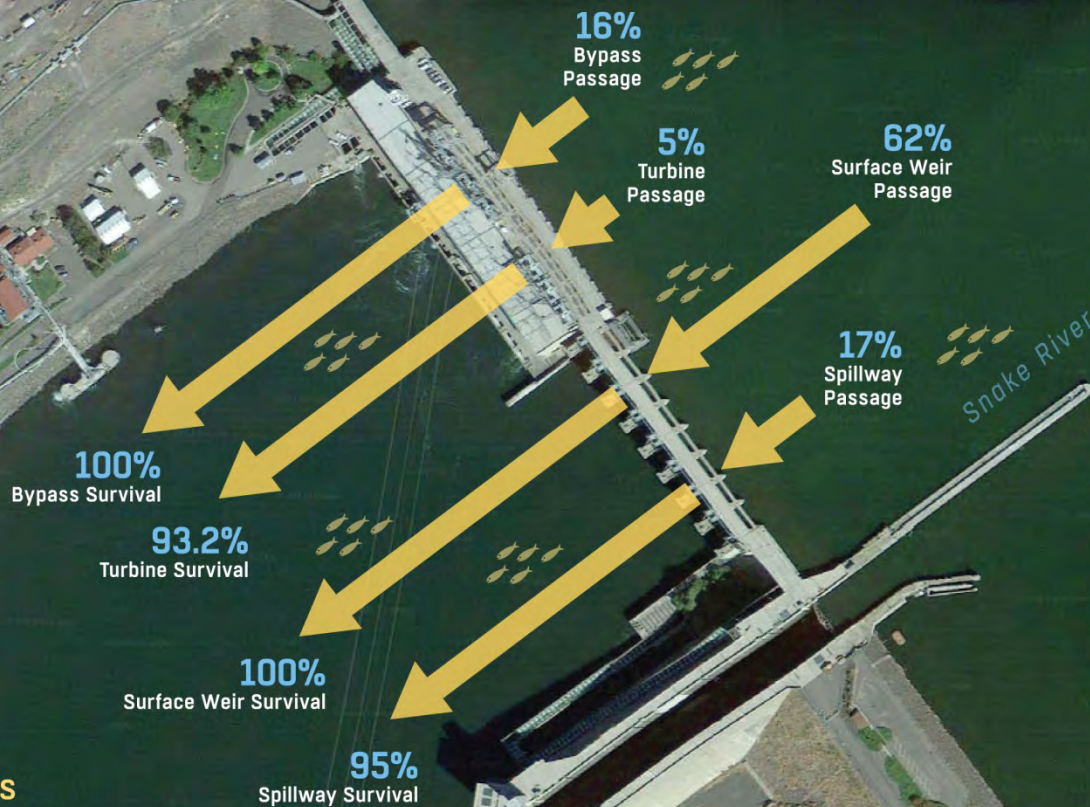
Innovative solutions  
*Salmon & Lamprey*  
 Passage to minimize  
 stress & delay & offer  
 better outcomes

- Weirs
- Collection
- Monitoring
- Screens
- Turbine Design
- Water Temp



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All projects are on track to meet the BiOp performance standards of 96 percent survival for spring migrating fish and 93 percent survival for summer migrants.



**Lower Monumental Dam Yearling Chinook 2012 Passage and Survival Estimates**

**98.7%**

**OVERALL DAM SURVIVAL**

Juvenile fish pass dams by many routes: through turbines, juvenile bypass systems, spillways, or by collection and transport in barges or trucks downstream. Performance standard testing at Lower Monumental Dam in 2012 estimated overall survival for juvenile spring Chinook at 98.7 percent. The BiOp performance standard is 96 percent average per-dam survival for spring Chinook.

# VALUE TO THE NATION

## LOWER SNAKE RIVER FACTS

- For the past six years these 4 dams generated about
  - \$200 million annually in electricity yearly.
    - That can power a city the size of Seattle
- These dams also help move 3.5 million tons
  - of cargo, worth \$1.5 billion, to regional markets
  - like Lewiston-Clarkston and TriCities.
- 2.8 million visitors a year enjoy recreation
  - opportunities provided by these dams,
  - which in turn generate about \$87 million
  - in visitor spending for local businesses.



**These dams provide outstanding value to the American people.**

# POINT OF CONTACT INFORMATION

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**Deputy, Small Business Programs**

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**Walla Walla District Small Business:**

<http://www.nww.usace.army.mil/BusinessWithUs/SmallBusiness.aspx>

**Walla Walla District:** <http://www.nww.usace.army.mil>

**Walla Walla District Solicitations:** <https://www.fbo.gov>

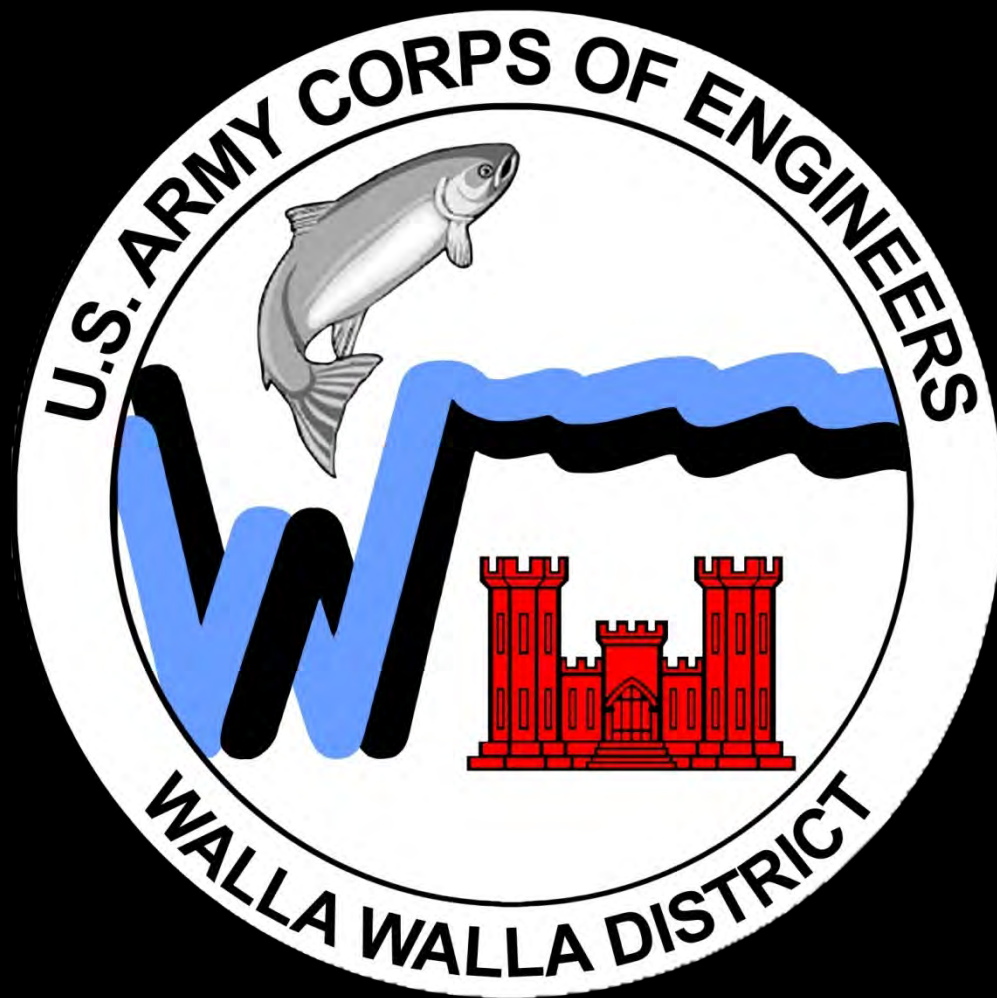
Keyword/Solicitation #: **W912EF**

**Facebook:** <https://www.facebook.com/wallawallacontracting>



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# WHAT DOES NWW BUY?

**James Glynn**

Deputy, Small Business Programs

NWW District

18 OCT 2017



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NOTE  
TAMPER GATE



## MISSION – CIVIL WORKS DISTRICT

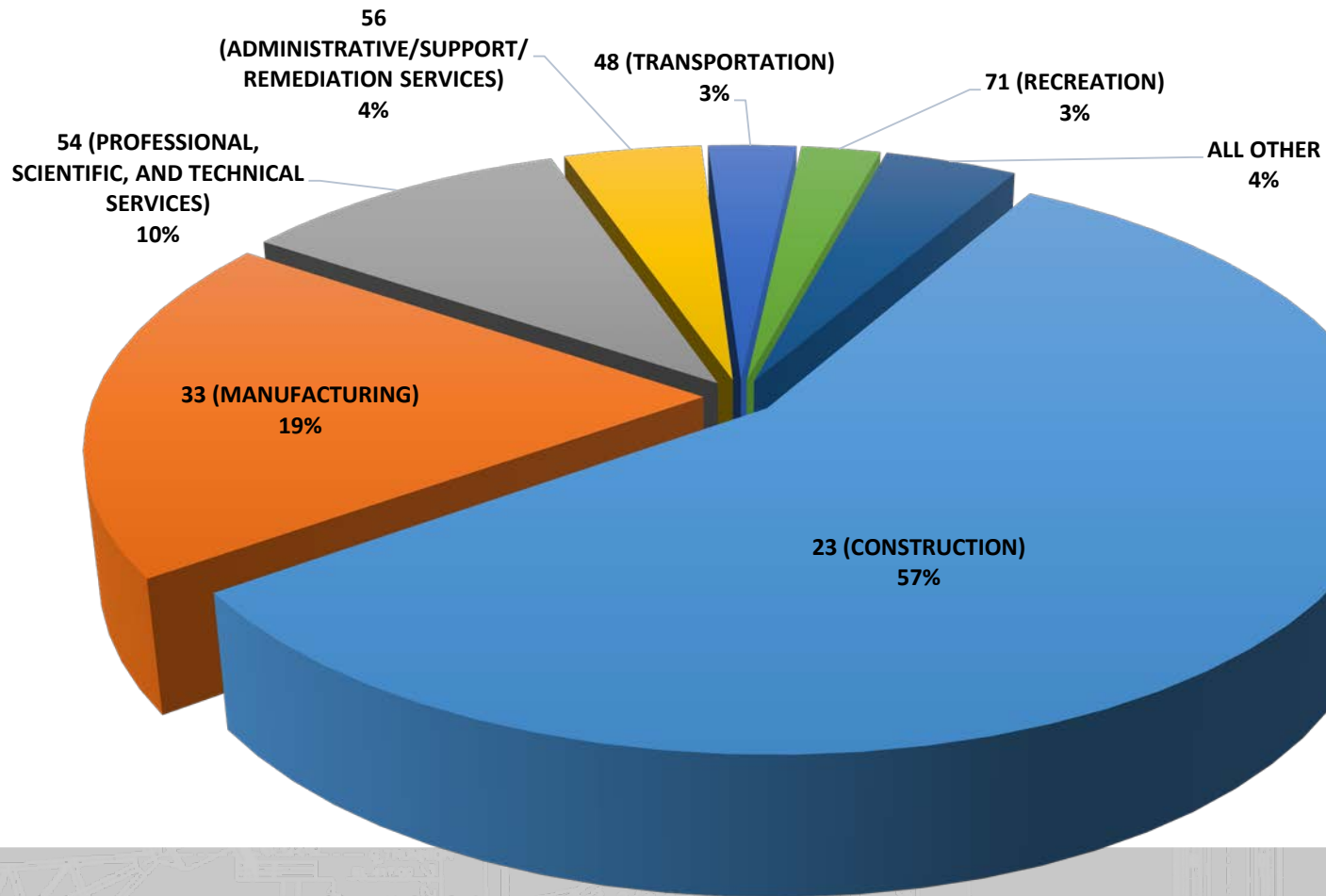
- Planning, Engineering, and Constructing Water Resources Projects
- Real Estate
- Regulatory Functions
- Operation and Maintenance of Projects for:
  - Navigation
  - Flood Control
  - Hydroelectric Power Generation
  - Recreation and Natural Resources Management
  - Environmental Statutes
  - Vital Administrative Activities



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# PRIMARY INDUSTRY NAICS



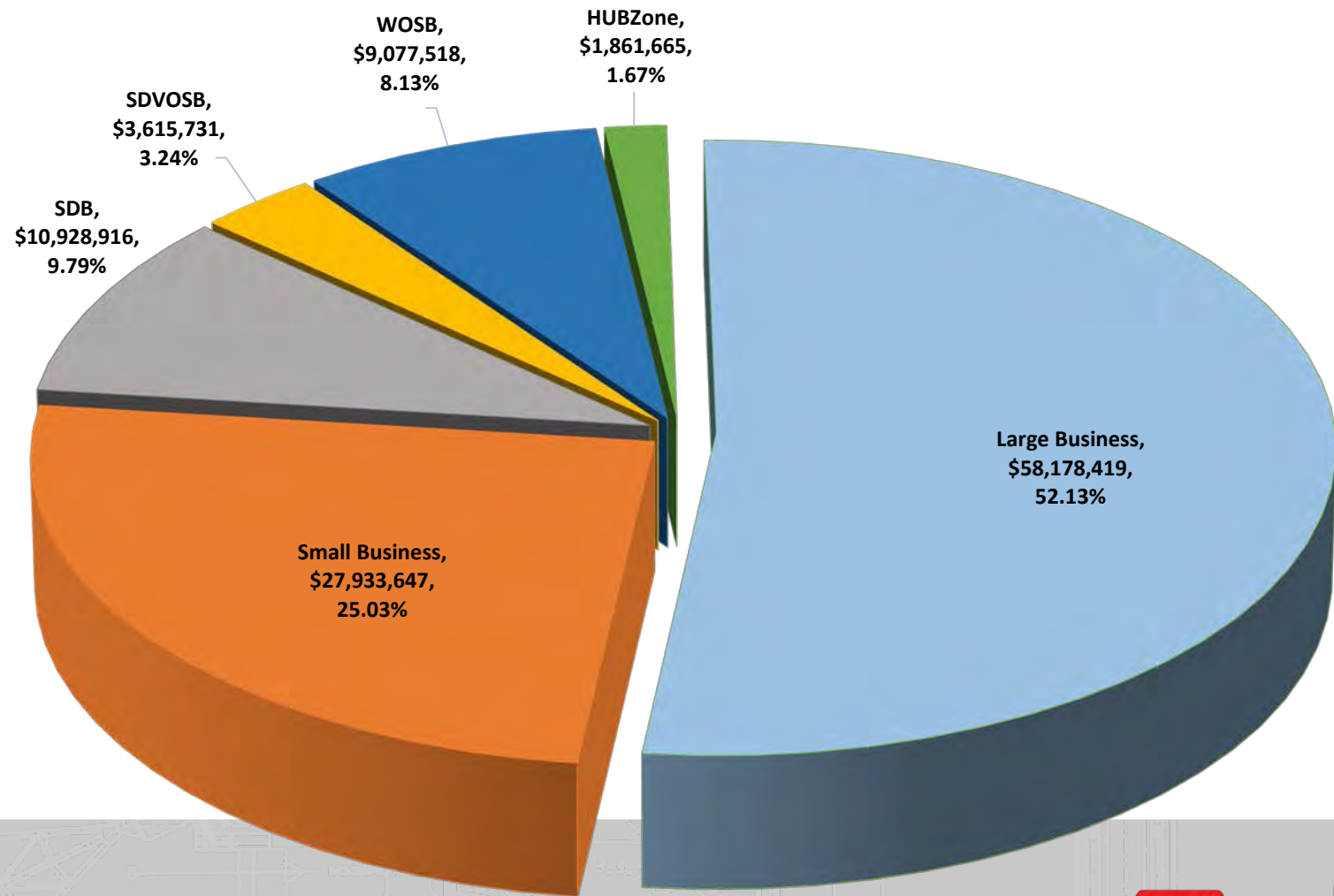
Percent of Total Dollars -- 5 Year Historical



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# FY2017 AWARDS



Combined Small Business Awards \$53,417,477 47.87%



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# U.S. ARMY CORPS OF ENGINEERS WALLA WALLA DISTRICT

## BUSINESS OPPORTUNITIES

2017 Industry Day

TJ Fichera

Chief, Programs and Project Management

18 October 2017

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# TOPICS

## **Quick Revisit Hydropower:**

The Corps History in Hydropower

Regional Look at Hydropower

Hydropower in the Future

## **Potential Project Opportunities:**

Hydropower Project Opportunities

Non-Hydropower Project Opportunities

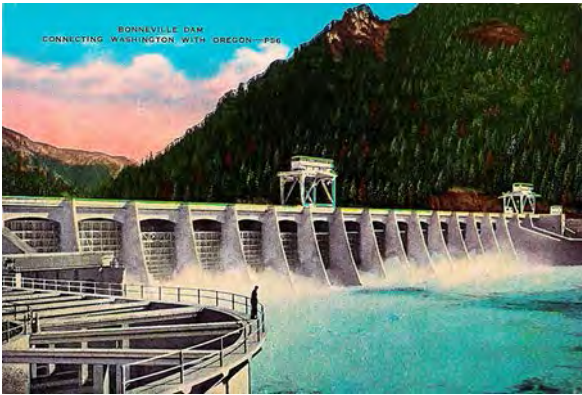


## 1925 Rivers and Harbors Act

USACE authorized to explore cost and feasibility of identifying navigable rivers for power generation

## 1934 Bonneville Dam, Columbia River

First USACE project to include hydropower, 40 miles east of Portland, OR

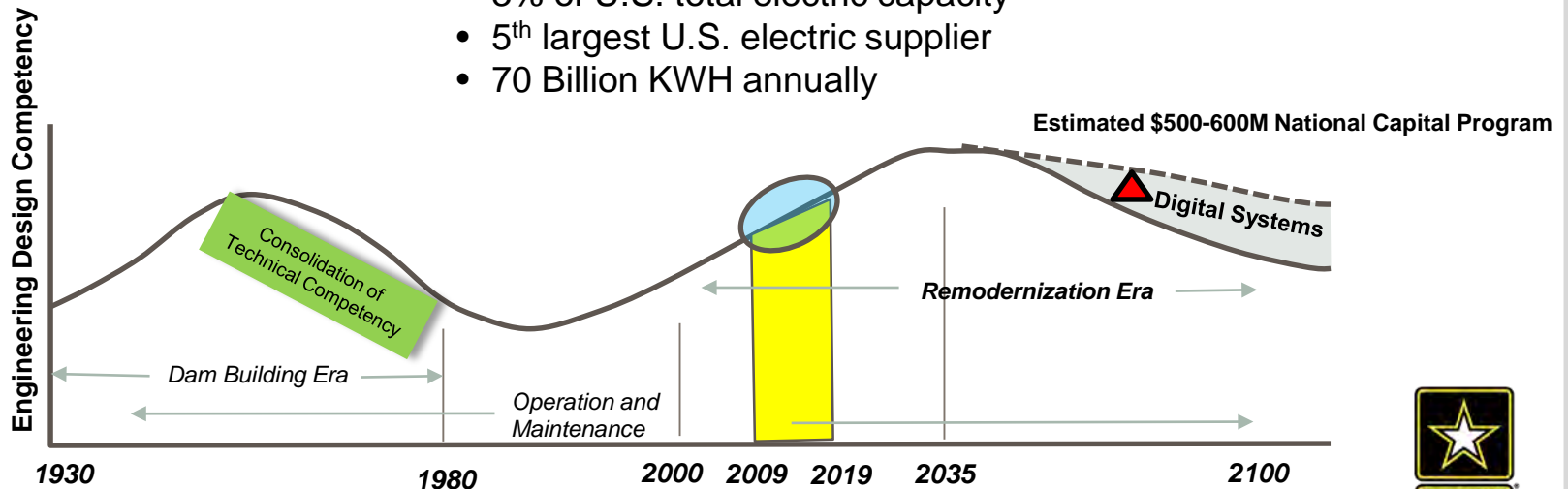


**Ready Today,  
while Setting the  
Conditions for  
Future Success**



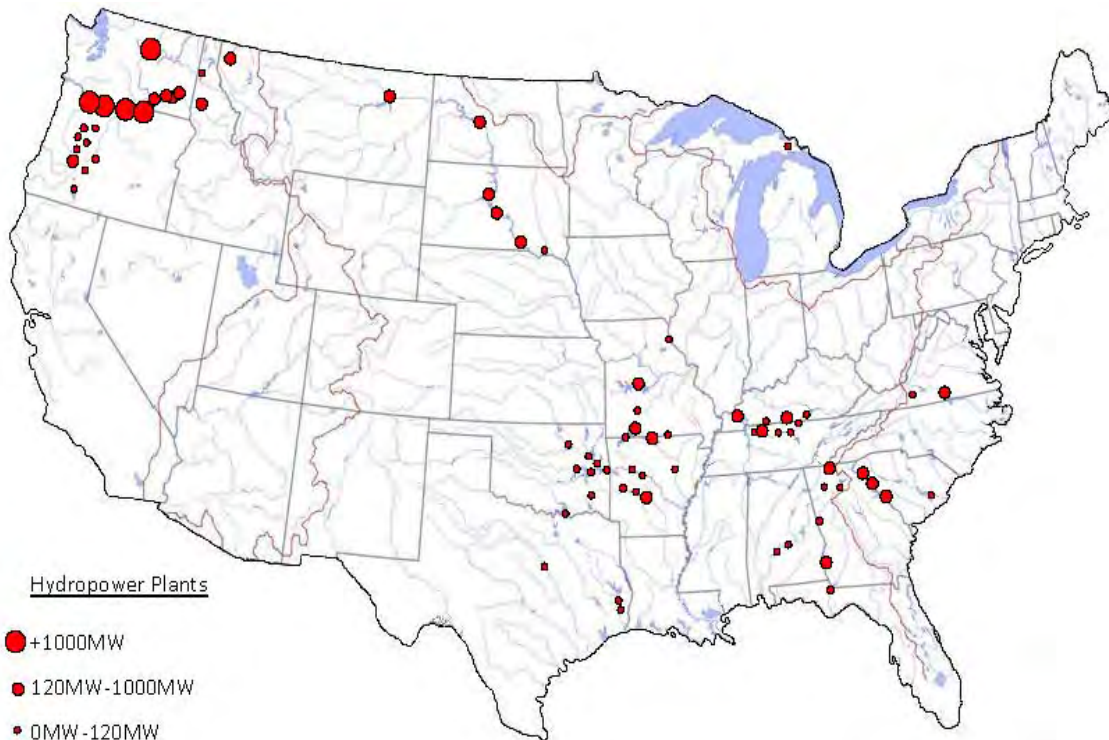
## Today

- 376 generating units at 75 dams
- 25% of U.S. hydropower
- 3% of U.S. total electric capacity
- 5<sup>th</sup> largest U.S. electric supplier
- 70 Billion KWH annually

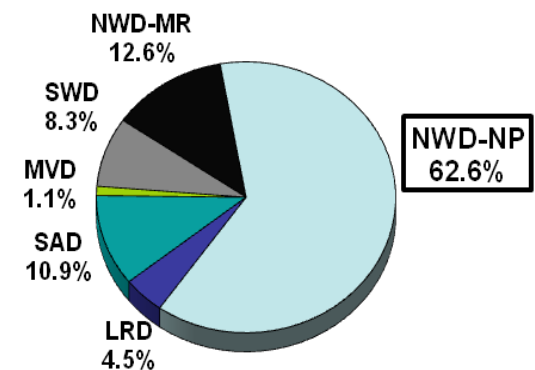


# CORPS' HYDROPOWER CAPABILITY

- 75 major hydropower plants
- 376 generating units
- Generators ranging from <1 MW to 220 MW
- Total rated generating capacity of 21,060 MW

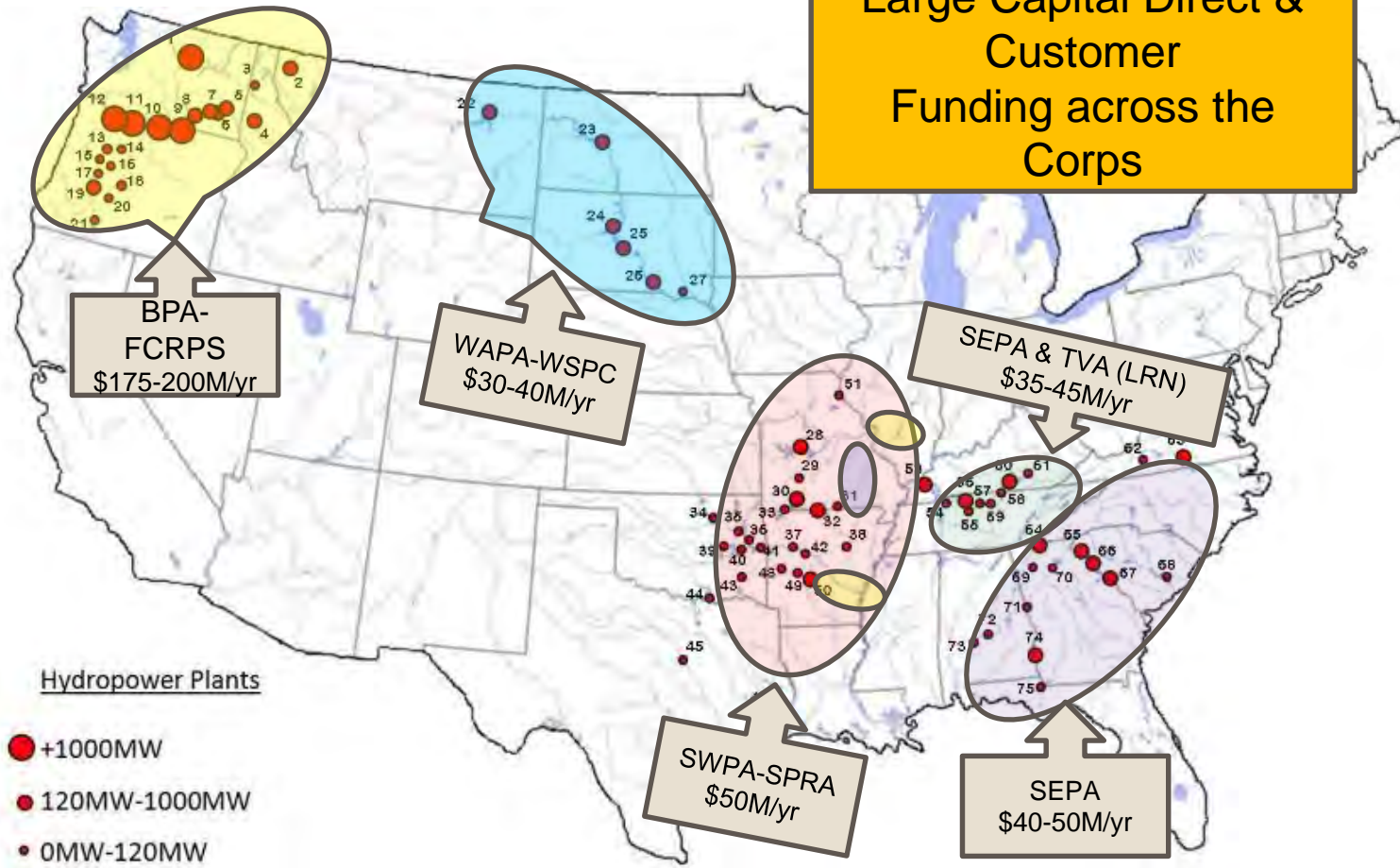


Corps Hydropower Capacity by Division





# Large Capital Direct & Customer Funding across the Corps



## Hydropower Plants

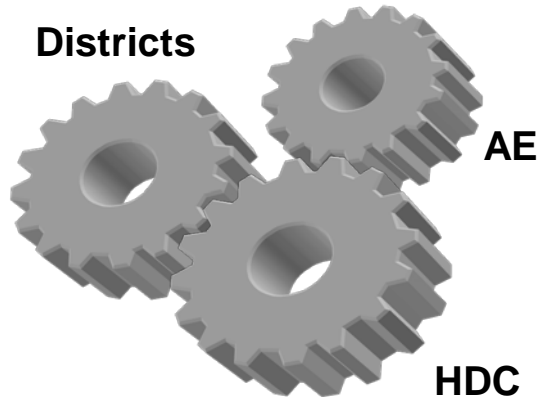
- +1000MW
- 120MW-1000MW
- 0MW-120MW

- |                          |                        |                          |                          |                                 |                                |                              |
|--------------------------|------------------------|--------------------------|--------------------------|---------------------------------|--------------------------------|------------------------------|
| <b>NWD:</b>              | 12- Bonneville (OR/WA) | 24- Oahe (SD)            | 35- Fort Gibson (OK)     | 47- R.D. Willis/Town Bluff (TX) | 57- Cordell Hull (TN)          | 68- St. Stephens (SC)        |
| 1- Chief Joseph (WA)     | 13- Big Cliff (OR)     | 25- Big Bend (SD)        | 36- Tenkiller Ferry (OK) | 48- Narrows (AR)                | 58- Dale Hollow (TN)           | 69- Allatoona (GA)           |
| 2- Libby (MT)            | 14- Detroit (OR)       | 26- Fort Randall (SD)    | 37- Ozark (AR)           | 49- Blakely Mountain (AR)       | 59- Center Hill (TN)           | 70- Buford (GA)              |
| 3- Albion Falls (ID)     | 15- Foster (OR)        | 27- Gavins Point (SD)    | 38- Greers Ferry (AR)    | 50- DeGray (AR)                 | 60- Wolf Creek (KY)            | 71- West Point (AL/GA)       |
| 4- Dworshak (ID)         | 16- Green Peter (OR)   | 28- Harry S. Truman (MO) | 39- Eufala (OK)          | 51- Clarence Cannon (MO)        | 61- Laurel (KY)                | 72- Jones Bluff (AL)         |
| 5- Lower Granite (WA)    | 17- Dexter (OR)        | 29- Stockton (MO)        | 40- Webbers Falls (OK)   | <b>LRD:</b>                     | 62- Philpott (VA)              | 73- Millers Ferry (AL)       |
| 6- Little Goose (WA)     | 18- Cougar (OR)        | <b>SWD:</b>              | 41- Robert S. Kerr (OK)  | 52- Saint Mary's Falls (MI)     | 63- John H. Kerr (VA)          | 74- Walter F. George (AL/GA) |
| 7- Lower Monumental (WA) | 19- Lookout Point (OH) | 30- Table Rock (MO)      | 42- Dardanelle (AR)      | 53- Barkley (KY)                | 64- Carters (GA)               | 75- Jim Woodruff (FL)        |
| 8- Ice Harbor (WA)       | 20- Hills Creek (OR)   | 31- Norfolk (AR)         | 43- Broken Bow (OK)      | 54- Cheatham (TN)               | 65- Hartwell (SC/GA)           |                              |
| 9- McNary (OR/WA)        | 21- Lost Creek (OR)    | 32- Bull Shoals (AR)     | 44- Danison (TX)         | 55- J. Percy Priest (TN)        | 66- Richard B. Russell (SC/GA) |                              |
| 10- John Day (OR/WA)     | 22- Fort Peck (MT)     | 33- Beaver (AR)          | 45- Whitney (TX)         | 56- Old Hickory (TN)            | 67- J. Strom Thurmond (SC/GA)  |                              |
| 11- The Dalles (OR/WA)   | 23- Garrison (ND)      | 34- Keystone (OK)        |                          |                                 |                                |                              |



# POSITIONING TO MEET THE DEMAND

## LOOKING OUTWARD



- USACE is taking a Three Pronged Design Approach
  - Hydropower professionals at the Hydroelectric Design Center MCX
  - District Engineering design support teams
  - Utilizing AE Capability in hydropower

AE Contract Capacity in-place in Portland, Walla Walla, and Omaha Districts

- 15 Major Rehabs to start in the next 10yrs
  - 8 Major Rehabs currently on-going, \$3B effort



# HYDRO TRENDS

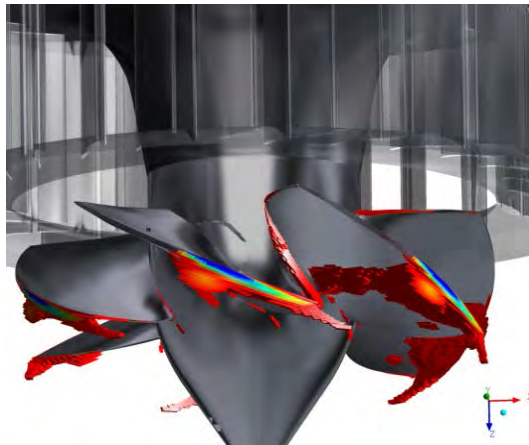
Unit and Plant optimization

New Technologies/Digital Equipment

Cyber Protection, GDACS/SCADA,  
Instrumentation for the Corps & Others

Renewable Energy Integration and  
Environmental Sustainability

Investing in Modernization/Rehabilitation of  
our Infrastructure

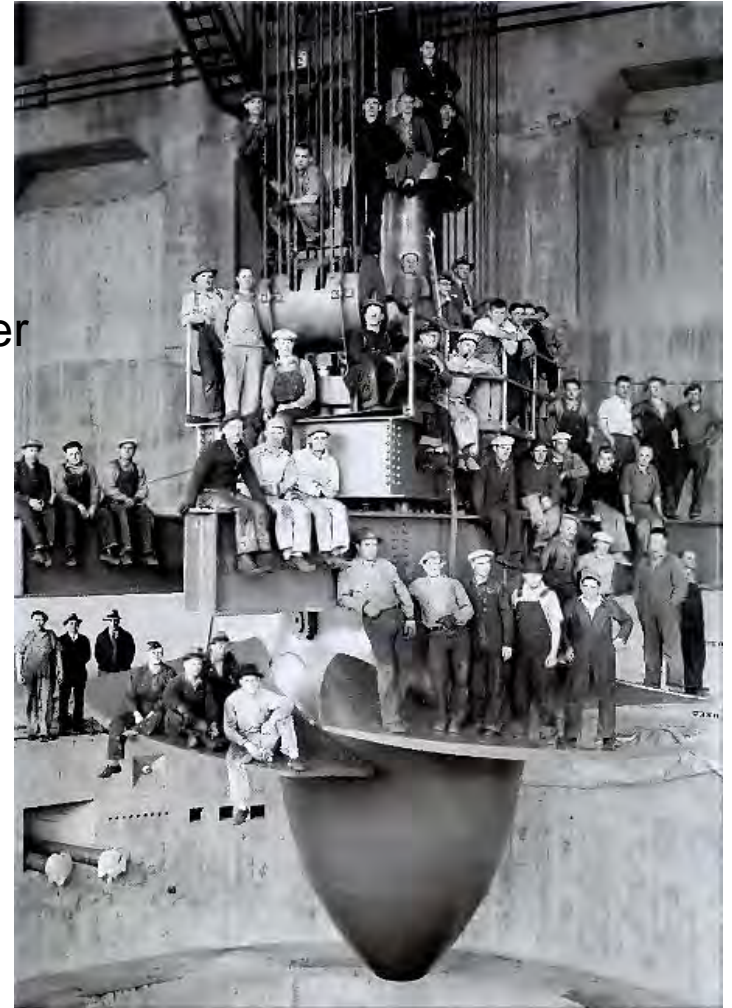


# THE INFRASTRUCTURE CHALLENGE

- Capital stock built in first two-thirds of the 20<sup>th</sup> century
- 50 years - average age of Corps dams
- 80 years - Average age of non-federal hydropower turbines

## Infrastructure investments:

- U.S. investing 2.5% GDP – Need = 3.1%



# THE HYDROPOWER ENVIRONMENT IN THE NEXT 30-50 YEARS

- High Certainty of increasing Large Capital Investment to modernize Corps' hydropower fleet  
(\$300M/yr now -> going to \$500M/yr by 2025)
- High value energy resource; Base, Peak, Voltage Support, Frequency Response/Regulation, major integrator of other renewables
- 10 Major Rehabs on-going (Gen rewind +/-or Turbine runner)  
15 new Rehabs to start in next 10 years.
- Increased Emergency Response, Aging Fleet, Forced Outages  
Trouble shooting, Emergency Repairs, Forensics
- SCADA & ICS Emerging Requirements, Compliance and Reliability burden, cyber security assurance, navigation and flood BLs



# WALLA WALLA POTENTIAL HYDROPOWER PROJECT OPPORTUNITIES FY18-20

- ◆ Dworshak - Excitation System Replacement, FY18
- ◆ Dworshak - Intake Gantry Crane Replacement, FY20
- ◆ Dworshak - Powerhouse Annunciation Upgrade, FY20
- ◆ Dworshak - Tailrace Gantry Crane Rehab, FY20
- ◆ Ice Harbor - Generator Air Coolers Supply, FY18
- ◆ Ice Harbor - Station Service Breaker Replacement, FY18
- ◆ Ice Harbor - Station Service Transformer Replacement, FY18
- ◆ Ice Harbor - Transformer Deluge Fire Protection System Replacement, FY18
- ◆ Ice Harbor - Intake Gantry Crane Controls Upgrade, FY19
- ◆ Little Goose - Isophase Bus Refurbishment, FY18
- ◆ Little Goose - Station Service Breakers Replacement, FY18
- ◆ Little Goose - DC System and Low Voltage Switchgear Replacement, FY19



# WALLA WALLA

## POTENTIAL HYDROPOWER PROJECT OPPORTUNITIES FY18-20

- ◆ Lower Granite - DC System and Low Voltage Switchgear Replacement, FY18
- ◆ Lower Granite - Isophase Bus Refurbishment, FY18
- ◆ Lower Granite - Station Service Breakers Replacement, FY18
- ◆ Lower Monumental - Isophase Bus Refurbishment, FY18
- ◆ Lower Monumental - Station Service Breakers Replacement, FY18
- ◆ Lower Monumental - DC System and Low Voltage Switchgear Replacement, FY19
- ◆ McNary, Ice Harbor, Lower Monumental, Little Goose, and Lower Granite, 12 Main Unit Spare Bearings, FY18+
- ◆ McNary - Turbine Runners and Generator Winding Replacement, FY17
- ◆ McNary - Governor Replacement, FY19
- ◆ McNary - Exciter Replacement, FY19
- ◆ McNary - Powerhouse Controls, Exciters and Governors Replacement, FY19
- ◆ McNary - Intake Gantry Crane Replacement, FY20
- ◆ McNary - Isolated Phase Bus Upgrade, FY20
- ◆ McNary - Tailrace Gantry Crane Replacement, FY20
- ◆ McNary - Station Service Turbine/Generator Units Upgrade, FY20+



# WALLA WALLA

## POTENTIAL NON-HYDROPOWER PROJECT OPPORTUNITIES FY18-19

Facility/Location	Project Name	Fiscal Year
Clarkston	Equipment Shed/Shelter	18
Clarkston	Modular Office Building	19
Dw orshak	Diversion Tunnel Lighting	18
Dw orshak	Weld Shop Bridge Crane	19
Dw orshak	Fish Hatchery Mech Building 1 Boiler/Heat Exchanger Replacement	19
Ice Harbor	Lamprey Adult Ladder Entrance Modification	18
Ice Harbor	Weir Gate Hoists Replacement	19
Jackson Hole Levees	Veggie-Rap	18
Jackson Hole Levees	John Dodge Levee Barbs	18
Jackson Hole Levees	Morgan Levee Turnarounds	18
Little Goose	Waterstop Repair	18
Little Goose	Adult Passage Ladder Improvements	18
Little Goose	Juvenile Fish Facility Standby Generator	19
Low er Granite	Monolith Crack Repair	18
Low er Granite	Fishw ay Entrance Plugs and Bulkhead	18
Low er Granite	Prototype Spillw ay PIT Tag Monitoring System	18
Low er Granite	Miter Gate Pintle Bearing Grease Line Repairs	19
Low er Monumental	Fish Pump Penstock Emergency Closure	18
Low er Monumental	CCTV Security Visual Equipment Upgrade	19





# WALLA WALLA

## POTENTIAL NON-HYDROPOWER PROJECT OPPORTUNITIES FY18-19

Facility/Location	Project Name	Fiscal Year
Lucky Peak	Fire Suppression Water Line	18
Lucky Peak	Outlet Structure Slide Gate Hydraulic Cylinder Repairs	18
Lucky Peak	Dam Safety Vegetation Removal	18
Lucky Peak	Emergency Hoist Replacement	19
Mcrary	Navigation Lock Tainter Valves Replacement	18
Mcrary	Above Ground Fuel Storage Tank Replacement	18
Mcrary	Avian Predation Measures	18
Mcrary	Lamprey Adult Ladder Entrance Permanence	19
Mcrary	Navigation Lock Derrick Crane Replacement	19
Mcrary	Washington & Oregon Weir 4 Concrete Closures	19
Mcrary	Navlock Downstream Gate Fabrication/Replacement	19
Mill Creek	Return Canal Expansion Joint Repair	18
Mill Creek	Diversion Dam/ Spillway Sediment Removal	18
Mill Creek	Return Channel Bank Armor Rehabilitation	18
Mill Creek	Intake Canal Baffles Replacement	18
Mill Creek	Replace Yellowhawk/Garrison Creek Needle Gates	18
Mill Creek	Diversion Dam and Debris Barrier Maintenance	19



# CONTRACTING WITH THE CORPS OF ENGINEERS

## Lessons Learned:

....The Good

....The Not So Good

.....Let's Start Over



**Pamela Brown**

NWW District Contracting Division

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# AGENDA

- Lessons Learned – Why It’s Important to Share Them
- The “Good”
- The “Not So Good” (With a Good Ending)
- The “Let’s Start Over” (Not Such A Good Ending)

*"The views, opinions and findings contained in this report are those of the author(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."*



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# THE “GOOD”



## PROJECT: Tern Island (Horizontal Construction)

SB Category: 8(a)

Contract Award Amount: \$2.2M

Description: Build a nesting ground in the Bay Area to attract Caspian Terns nesting in the Columbia River Basin where they are predators of the endangered Pacific North West juvenile salmon

## CHALLENGES

- Aggressive schedule – short period of performance
- Logistics – Heavy Equipment had to be shipped in via mini-barges and 20’ boats
- ACO and QAR from another District (San Francisco)

## END RESULT

- Contract Completed On Time
- Project had Regional and National Visibility
  - Mentioned in National Geographic
  - Recognition in Bay Area publications
- Contractor received ‘Exceptional’ performance ratings for Quality, Schedule, Cost Control, and Management

## LESSONS LEARNED

- Know your 8(a) Contractors – Right Contractor for the Project
- 8(a) was proactive in engaging with the Government pre and post award
- Multi regional GOV team maintained strong communication with each other



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# THE “GOOD”

## PROJECT: LMA Fish Facility Emergency

Barge Moorage Repairs

SB Category: SB

Contract Award Amount: \$145K

Description: Emergency repair of LMA Fish Facility Mooring bits

Contract Completion Date: 5/1

## CHALLENGES:

- GOV received inspection report 2 weeks before barge operations began; moorings would likely fail if barge tied off to them
- Contract Award: 4/19, NTP 4/20

## END RESULT

- GOV went with “unusual and compelling circumstances FAR 6.302-2
- Sole Source: SB
- Completed repairs on 5/1

## LESSONS LEARNED

- Use Exceptions when situation requires them
- Coordinate expedited actions (Payment Bond).
- GOV knowledge of Contractors’ Capabilities for emergencies is critical



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# THE “NOT SO GOOD” (WITH A GOOD ENDING)

**PROJECT:** Dworshak National Fish Hatchery Burrow Ponds Concrete Repair  
SB Category: SB  
Contract Award Amount: \$451K

**Description:** Refurbish and seal surfaces and joints of outside rearing beds

## CHALLENGES

- Aggressive schedule – short period of performance
- System for Award Management (SAM) Registration – Contractor Not Registered
- End of Year Award



## END RESULT

- Contractor Submitted SAM early September; hung up at IRS (Their system was down)
- GOV Contract Specialist calling SAM, IRS Daily, asking for expedited registration.
- DLA (CAGE Code) Issues
- Finally - Contract awarded on September 29<sup>th</sup>.

## LESSONS LEARNED

- Leverage your PTAC Office for SAM registration
- Other GOV Agencies' systems impact SAM (IRS, DLA)
- Allow 7-14 days for TIN (IRS) with new registration
- Allow 7 days for SAM update



## **❑ THE “NOT SO GOOD”( WITH A GOOD ENDING)**

### **PROJECT: LGA Fish Barge Loading Dock**

**Type of Contract: Sealed Bid**

**SB Category: WOSB**

**Contract Award Amt: \$168,000**

**Description: Complete improvements to the fish loading dock at Little Goose Dam including excavating sand/gravel, fabricating steel mooring bollard and a steel ladder.**

### **CHALLENGES**

- ❑ Low Bid required verification – significantly below IGE**
- ❑ Low Offer Claimed a Mistake In Bid; Asked to Withdraw**
- ❑ Occurred late in September**
- ❑ Next Low Bid Higher than IGE**

### **END RESULT**

- ❑ FAR 14.407-3(a)– Mistake In Bid – Bidder must provide “clear and convincing evidence”.**
- ❑ Chief of Contracting coordinated with PARC Staff**
- ❑ Mistake In Bid allowed to be corrected, Offeror submitted bid of \$168,000.**

### **LESSONS LEARNED**

- ❑ Withdraw Offer is not Only Option for a Mistake In Bid**
- ❑ KO Ask Contractor What Happened**
- ❑ Seek Expedited Approval from Higher HQTRS when necessary**



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## “LET’S START OVER”

### PROJECT: MNA Turbine Oil Replacement

SB Category: SB

Contract Award Amount: \$55,000

Description: Supply 5,000 gallons of R&O 68 - Mobile DTE Heavy Medium Turbine Oil for McNary Project.

### CHALLENGES

- Lack of competition - Only two offers received
- Vendor originally confirmed ingredient list – Attempted to add ingredients after contract award
- Delivery date missed - Twice

### END RESULT

- Contract modified - to extend delivery date
- Contract terminated - after second missed delivery and product nonconformance

### LESSONS LEARNED

- Ensure that contract requirements are fully understood
- When brand name items are required – confirm the vendor’s understanding that anything else will be rejected



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# “LET’S START OVER”

## PROJECT: Jackson Hole Levee Fill IDIQ

SB Category: SB

Contract Award Amount: \$1,242,590.00

Description: Furnish and Deliver Levee Fill Material for Walton Quarry in Jackson Hole, Wyoming.

## CHALLENGES

- Contractor’s SAM registration was expired when the GOV was ready to award the 1<sup>st</sup> Option Year on a 5 year contract; Contractor had failed to Renew their System For Award Management (SAM) registration On the SAM website.  
<https://www.sam.gov/portal/SAM/>
- Contractor changed name by 2 letters

## END RESULT

- We could not exercise the next Option Year as a valid SAM Registration is required for all contract awards as stated in the clause FAR 52.204-7. Contract expired.

## LESSONS LEARNED

- Ensure SAM registration is current.
- Ensure SAM company name matches DUNS and CAGE code names.



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# Questions?



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# CONTRACTING WITH THE CORPS OF ENGINEERS

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18 OCT 2017



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NOTE  
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US Army Corps of Engineers, Walla Walla District

Small Business Industry Day

October 18<sup>th</sup>, 2017

# SBA Federal Contracting Programs

## Legislative and Regulations Update

\* All information is current as of the date above; changes made after such date are not reflected in this presentation



Presented by:

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# The Federal Rule Making Process

## Before the Proposed Rule

- Agency begins rulemaking process based on many different causes
- Agency develops the proposed rule

## The Proposed Rule

- Proposed rule is the official document that announces and explains the agency's plan to address a problem or concern
- Comments from general public allowed for specified period

## Before the Final Rule

- Public comments are reviewed and answered and amendments to rule may occur
- Agency may re-open comment period

## The Final Rule

- Final Rules are posted to federal register and generally go in effect within 30 days of publication.

## After the Final Rule

- Final Rule is integrated into Code of Federal Regulations
- And in the case of Federal Acquisition, the FAR will subsequently implement the change

# Where does all this occur?

## The Office of the Federal Register

The Daily Journal of the United States Government

URL: <https://www.federalregister.gov/>

# Major Recent SBA Rules Affecting Federal Acquisition:

Rule	Federal Register Number	Effective Date
Women-Owned Small Business Federal Contract Program	3245-AG72	10/14/2015
Small Business Government Contracting and NDAA of 2013 Amendments	3245-AG58	06/30/2016
Civil Penalties Inflation Adjustments	3245-AG80	08/01/2016
Small Business Mentor Protégé Programs	3245-AG24	08/24/2016
HUBZone and NDAA for FY16 Amendments	3245-AG81	10/03/2016
Adoption of 2017 North American Industry Classification Size Standards	3245-AG84	10/01/2017
Credit for Lower Tier Small Business Subcontracting	3245-AG71	01/23/2017



# Women-Owned Small Business Federal Contract Program

## Major Implications

- Allows Sole Source awards to Women-Owned Small Businesses (WOSBs) and Economically Disadvantaged Women-Owned Small Businesses (EDWOSB).

## CFR(s) Amended

- 13 CFR 127

## URL

- <https://federalregister.gov/a/2015-22927>

# Small Business Government Contracting and NDAA of 2013 Amendments

## Major Implications

- Changes all references of “Performance of Work Requirements” to “Limitations on Subcontracting.”
- Allows a Joint Venture (JV) to qualify as small for any contract as long as each partner to the JV qualifies individually as small under the size standard assigned to the contract
- Created the “Similarly Situated Entity” Rule
- Clarifies who may initiate a size protest or request a formal size determination

## CFR(s) Amended

- 13 CFR 121, 13 CFR 124, 13 CFR 125, 13 CFR 126, 13 CFR 127

## URL

- <https://www.federalregister.gov/d/2016-12494>

# Civil Penalties Inflation Adjustments

## Major Implications

- Increases Civil Penalties for misrepresentations in SBA Contracting Programs

## CFR(s) Amended

- 13 CFR 124, 13 CFR 125, 13 CFR 126, 13 CFR 127

## URL

- <https://www.federalregister.gov/d/2016-11868>

# HUBZone and National Defense Authorization Act for Fiscal Year 2016 Amendments

## Major Implications

- Authorized Native Hawaiian Organizations to own HUBZone small business concerns
- Expanded the definition of “base closure area” under the HUBZone program
- Authorized the inclusion of “qualified disaster areas” under the HUBZone program.

## CFR(s) Amended

- 13 CFR 126

## URL

- <https://www.federalregister.gov/d/2016-18251>

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards

## Major Implications

- Created 21 new industries by reclassifying, combining, or splitting 29 existing industries under changes made to NAICS in 2012 (NAICS 2012)
- SBA's size standards for these 21 new industries have resulted in an increase to size standards for six NAICS 2012 industries and part of one industry, a decrease to size standards for two, a change in the size standards measure from average annual receipts to number of employees for one, and no change in size standards for twenty industries and part of one industry..

## CFR(s) Amended

- 13 CFR 121

## URL

- <https://www.federalregister.gov/documents/2017/09/27/2017-20705/small-business-size-standards-adoption-of-2017-north-american-industry-classification-system-for>

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards

Table – NAICS 2012 Industries or Their Parts Matched to NAICS 2017 Industries

NAICS 2012 Code	NAICS 2012 Industry Title	Status Code	NAICS 2017 Code	NAICS 2017 Industry Title
211111	Crude Petroleum and Natural Gas Extraction. <i>crude petroleum extraction</i> <i>natural gas extraction</i>	pt.	211120 211130	Crude Petroleum Extraction. Natural Gas Extraction.
211112	Natural Gas Liquid Extraction	pt.	211130	Natural Gas Extraction.
212231	Lead Ore and Zinc Ore Mining	pt.	212230	Copper, Nickel, Lead, and Zinc Mining.
212234	Copper Ore and Nickel Ore Mining	pt.	212230	Copper, Nickel, Lead, and Zinc Mining.
333911	Pump and Pumping Equipment Manufacturing	pt.	333914	Measuring, Dispensing, and Other Pumping Equipment Manufacturing.
333913	Measuring and Dispensing Pump Manufacturing	pt.	333914	Measuring, Dispensing, and Other Pumping Equipment Manufacturing.
335221	Household Cooking Appliance Manufacturing	pt.	335220	Major Household Appliance Manufacturing.

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards - Continued

Table – NAICS 2012 Industries or Their Parts Matched to NAICS 2017 Industries

NAICS 2012 Code	NAICS 2012 Industry Title	Status Code	NAICS 2017 Code	NAICS 2017 Industry Title
335222	Household Refrigerator and Home Freezer Manufacturing	pt.	335220	Major Household Appliance Manufacturing.
335224	Household Laundry Equipment Manufacturing	pt.	335220	Major Household Appliance Manufacturing.
335228	Other Major Household Appliance Manufacturing	pt.	335220	Major Household Appliance Manufacturing.
452111	Department Stores (except Discount Department Stores)	pt.	452210	Department Stores.
452112	Discount Department Stores. <i>insignificant perishable grocery sales</i> <i>significant perishable grocery sales</i>	pt.	452210 452311	Department Stores. Warehouse Clubs and Supercenters.
452910	Warehouse Clubs and Supercenters	pt.	452311	Warehouse Clubs and Supercenters.
452990	All Other General Merchandise Stores	nc.	452319	All Other General Merchandise Stores.

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards - Continued

Table – NAICS 2012 Industries or Their Parts Matched to NAICS 2017 Industries

NAICS 2012 Code	NAICS 2012 Industry Title	Status Code	NAICS 2017 Code	NAICS 2017 Industry Title
454111	Electronic Shopping	pt.	454110	Electronic Shopping and Mail-Order Houses.
454112	Electronic Auctions	pt.	454110	Electronic Shopping and Mail-Order Houses.
454113	Mail-Order Houses	pt.	454110	Electronic Shopping and Mail-Order Houses.
512210	Record Production	pt.	512250	Record Production and Distribution.
512220	Integrated Record Production/Distribution	pt.	512250	Record Production and Distribution.
517110	Wired Telecommunications Carriers	nc.	517311	Wired Telecommunications Carriers.
517210	Wireless Telecommunications Carriers (except Satellite)	nc.	517312	Wireless Telecommunications Carriers (except Satellite).
532220	Formal Wear and Costume Rental	nc.	532281	Formal Wear and Costume Rental.
532230	Video Tape and Disc Rental	nc.	532282	Video Tape and Disc Rental.
532291	Home Health Equipment Rental	nc.	532283	Home Health Equipment Rental.



# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards - Continued

Table – NAICS 2012 Industries or Their Parts Matched to NAICS 2017 Industries

NAICS 2012 Code	NAICS 2012 Industry Title	Status Code	NAICS 2017 Code	NAICS 2017 Industry Title
532292	Recreational Goods Rental	nc.	532284	Recreational Goods Rental.
532299	All Other Consumer Goods Rental	nc.	532289	All Other Consumer Goods Rental.
541711	Research and Development in Biotechnology. <i>nanobiotechnologies research and experimental development laboratories except nanobiotechnologies research and experimental development laboratories</i>	pt.	541713	Research and Development in Nanotechnology.
			541714	Research and Development in Biotechnology (except Nanobiotechnology).

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards - Continued

Table – NAICS 2012 Industries or Their Parts Matched to NAICS 2017 Industries

NAICS 2012 Code	NAICS 2012 Industry Title	Status Code	NAICS 2017 Code	NAICS 2017 Industry Title
541712	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology). <i>nanotechnology research and experimental development laboratories.</i> <i>except nanotechnology research and experimental development laboratories</i>	pt.	541713 541715	Research and Development in Nanotechnology. Research and Development in the Physical, Engineering, and Life Sciences (except Nanotechnology and Biotechnology).
721310	Rooming and Boarding Houses	nt.	721310	Rooming and Boarding Houses, Dormitories, and Workers' Camps.

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards - Continued

Table – General Guidelines To Establish Size Standards for New Industries Under NAICS 2017

If the NAICS 2017 industry is composed of:	The size standard for the NAICS 2017 industry code will be:
1. A single NAICS 2012 industry or part of a single NAICS 2012 industry	The same size standard as for the NAICS 2012 industry or part.

# Small Business Size Standards; Adoption of 2017 North American Industry Classification System for Size Standards - Continued

Table – General Guidelines To Establish Size Standards for New Industries Under NAICS 2017

If the NAICS 2017 industry is composed of:	The size standard for the NAICS 2017 industry code will be:
2. Two or more NAICS 2012 industries; two or more parts of an NAICS 2012 industry; parts of two or more NAICS 2012 industries; or one or more NAICS 2012 industries and part(s) of one or more NAICS 2012 industries, and	
2a. they all have the same size standard	The same size standard as for the NAICS 2012 industries or parts.
2b. they all have the same size measure ( <i>e.g.</i> , receipts, employees, <i>etc.</i> ) but do not all have the same size standard	The same size standard as for the NAICS 2012 industry or part that most closely matches the economic activity described by the NAICS 2017 industry, or The highest size standard among the NAICS 2012 industries and part(s) that comprise the NAICS 2017 industry, provided that the highest size standard does not include dominant or potentially dominant firms.
2c. they have different size measures ( <i>i.e.</i> , for example, some are based on receipts and others on employees) and hence do not all have the same size standard	The same size standard as for the NAICS 2012 industry or part that most closely matches the economic activity described by the NAICS 2017 industry, or The highest size standard among the NAICS 2012 industries and part(s) that comprise the NAICS 2017 industry, provided that the highest size standard does not include dominant or potentially dominant firms.

# Credit for Lower Tier Small Business Subcontracting

## Major Implications

- Allow an other than small prime contractor that has an individual subcontracting plan for a contract to receive credit towards its small business subcontracting goals for subcontract awards made to small business concerns at any tier.
- This rule only applies to subcontracting plans, not to agency prime contract goaling requirements.

## URL

- <https://www.federalregister.gov/d/2015-25234>

## CFR(s) Amended

- 13 CFR 121, 13 CFR 125

# Small Business Mentor Protégé Programs

## Major Implications

- Establishes a Government-wide mentor-protégé program for all small business concerns, consistent with SBA's mentor-protégé program for Participants in SBA's 8(a) Business Development (BD) program.

## CFR(s) Amended

- 13 CFR, 13 CFR 121, 13 CFR 124, 13 CFR 125, 13 CFR 126, 13 CFR 127, 13 CFR 134

## URL

- <https://www.federalregister.gov/d/2016-16399>

# Small Business Mentor Protégé Programs

## SBA Final Rule Expanding Mentor Protégé Program

- First announced in 2010 Small Business Jobs Act and further details in 2013 NDAA
- Proposed rule on February 5, 2015, but final rule not released until July 22, 2016
- Effective as of August 24, 2016
- Applies to ALL small business concerns
- Applications accepted on October 1, 2016
- Other Federal Agencies (except DoD) cannot have separate MP Program unless SBA Approved.

# Small Business Mentor Protégé Programs

## Benefits of the Program

- Increases small business opportunities in the federal market
- Mentor-protégé partners can compete for more contracts
- Improves small business development
- New potential for evaluation credit on subcontracts awarded to protégés
- Period of 3 Years, and can be extended an additional 3 years if approved by SBA



# Small Business Mentor Protégé Programs

## Mentors

- Can Provide Protégés:
  - Technical and management assistance
  - Financial assistance through loans and investments (own up to 40% of protégé)
  - Developmental assistance through subcontracts
  - Assistance in performing prime contracts through JV agreements
  - Trade education

# Small Business Mentor Protégé Programs

## Mentors

- Must be for Profit
- Can be Either a small or large business
- Mentor must show it can fulfill its obligations under the MP agreement
- Must possess good character and not on Excluded Parties List
- Not required to demonstrate good financial condition
- Maximum of 3 Protégés at any given time
  - Default is one, but SBA can approve where protégés are not competitors

# Small Business Mentor Protégé Programs

## Protégés

- Must be a Small Business
- Can (now) be a mentor and protégé at same time
- Maximum of 2 Mentors at a time
  - Cannot be in same industry

# Small Business Mentor Protégé Programs

## Joint Ventures

- Protégé and Mentor may form JV to qualify as a small business for any Federal government contract or subcontract, provided that protégé qualifies as small for size standard assigned to contract.
  - JV will also qualify for contracts reserved/set-aside for other programs, provided that protégé also meets the particular program requirements (e.g., WOSB set aside).
- Only opportunity for non-small business to share prime contract role on set-asides
- Past Performance was previously based on JV's past performance but now looks at the past performance of the individual JV Partners as well

# Questions?

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# PRE-CONSTRUCTION

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18 OCT 2017



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NOTE  
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# AGENDA

- USACE Contract Administration
- Pre-Construction
- Onsite Personnel
- Common Mistakes

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# CONTRACT ADMINISTRATION

- Construction Branch Personnel
  - Administrative Contracting Officer (ACO)
  - Contracting Officer Representative (COR)
  - Quality Assurance Representative (QAR)
  
- Authority Issued by the Contracting Officer



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# PRE-CONSTRUCTION



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# DIVISION 1 SPECIFICATIONS

- 01 00 00.00 28 GENERAL REQUIREMENTS
- 01 11 01.00 28 SUPPLEMENTARY REQUIREMENTS
- 01 14 00.10 28 PROJECT SITE RESTRICTIONS
- 01 14 00.90 28 INTEGRATING ANTITERRORISM (AT) AND OPERATIONS SECURITY (OPSEC)
- 01 22 00.00 28 MEASUREMENT AND PAYMENT
- 01 32 01.00 28 PROJECT SCHEDULE
- 01 33 00 SUBMITTAL PROCEDURES
- 01 35 29.10 28 GOVERNMENTAL SAFETY REQUIREMENTS
- 01 42 00 SOURCES FOR REFERENCE PUBLICATIONS
- 01 45 01.00 28 RESIDENT MANAGEMENT SYSTEM CONTRACTOR MODE (RMS CM)
- 01 45 04.00 28 CONTRACTOR QUALITY CONTROL
- 01 51 00.00 28 TEMPORARY UTILITIES
- 01 55 10.00 28 CONTRACTOR WORK, ACCESS AND STORAGE AREAS
- 01 57 20.00 28 ENVIRONMENTAL PROTECTION
- 01 78 00.00 28 CLOSEOUT SUBMITTALS



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# PRE-CONSTRUCTION SUBMITTALS

SUBMITTAL REGISTER						CONTRACT	
ACTIVITY NO	TRANSMITTAL NO	SPEC SELECT	DESCRIPTION ITEM SUBMITTED	PARAGRAPH	CLASSIFICATION	GOVT AFFECTIVE DWR	CONTRACT
							SCHE
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	01 11 01.00 28		SD-01 Preconstruction Submittals				
			Property Management Plan	1.6	I	C	
			Equipment List	1.8	I	C	
			Pre-Work Survey	1.12	I	C	
			Air Purity Control Program	1.16	I	C	
			Project Superintendent	1.20	I	C	
			SD-07 Certificates				
			Installation Supervisor	1.18	G	C	
			Key Personnel Substitution	1.21	G	C	
			SD-11 Closeout Submittals				
			Post-Work Survey	1.12	I	C	
			Government Issued Items	1.7	G	C	
	01 14 00.90 28		SD-01 Preconstruction Submittals				
			Anti Terrorism (AT) Level 1	1.3	I	SLE	
			IWATCH, CORPS Watch, or See Something, Say Something	1.6	I	SLE	
			Level 1 OPSEC training	1.7	I	SLE	
			Pre-Screen Candidates Using E-Verify Program	1.9	I	SLE	
	01 32 01.00 28		SD-01 Preconstruction Submittals				
			Qualifications	1.3	G	C	
			Initial Project Schedule	3.4.1	G	C	
			Periodic Schedule Updates	3.4.3	G	C	
	01 35 29.10 28		SD-01 Preconstruction Submittals				
			Accident Prevention Plan (APP)	1.7	G	C	
			Activity Hazard Analysis (AHA)	1.8	G	C	

SUBMITTAL FORM (Rev. 06)

PREVIOUS 1

SUBMITTAL REGISTER						CONTRACT	
ACTIVITY NO	TRANSMITTAL NO	SPEC SELECT	DESCRIPTION ITEM SUBMITTED	PARAGRAPH	CLASSIFICATION	GOVT AFFECTIVE DWR	CONTRACT
							SCHE
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	01 35 29.10 28		Safe Clearance	1.9	G	C	
			Authorized Individuals	1.9	G	C	
			Standard Lift Plan	1.7.2.1	G	C	
			Critical Lift Plan	1.7.2.2	G	C	
			Lead Compliance Plan	1.7.2.6	G	ECC	
			Crane Wheel And Outrigger Loading Diagram And Deck Protection For Outriggers	1.6.1.5	G	C	
			SD-06 Test Reports				
			Monthly Exposure Reports	1.4	I	C	
			Notifications and Reports	1.13	I	C	
			Accident Reports	1.13.2	I	C	
			LHE Inspection Reports	1.13.3	I	C	
			SD-07 Certificates				
			Crane Operators/Riggers	1.6.1.4	I	C	
			Confined Space Entry Permit	1.10.1	I	C	
			Hot Work Permit	1.10.1	I	C	
			Certificate of Compliance	1.13.4	I	C	
	01 45 04.00 28		SD-01 Preconstruction Submittals				
			Contractor Quality Control (CQC) Plan	3.2	G	C	
	01 55 10.00 28		SD-01 Preconstruction Submittals				
			Transport Loading Diagrams	1.7	G	ST	
			Dust Control Plan	1.8	I	C	
	01 57 20.00 28		SD-01 Preconstruction Submittals				
			Environmental Protection Plan	1.8	G	ECC	

SUBMITTAL FORM (Rev. 06)

PREVIOUS 1

SUBMITTAL REGISTER						CONTRACT	
ACTIVITY NO	TRANSMITTAL NO	SPEC SELECT	DESCRIPTION ITEM SUBMITTED	PARAGRAPH	CLASSIFICATION	GOVT AFFECTIVE DWR	CONTRACT
							SCHE
(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)
	01 57 20.00 28		Waste Determination Documentation	3.5.4	G	ECC	
			Hazardous Waste Handling Plan	3.5.3	G	ECC	
			RCRA Metals Waste Management Plan	3.1	G	ECC	
	01 76 00.00 28		SD-03 Product Data				
			Warranty Management Plan	3.1.1	G	C	
			Warranty Tags	3.1.4	I	C	
			SD-04 Samples				
			Mock Up Sample	3.1.4	G	C	
			SD-11 Closeout Submittals				
			Final Approved Versions of Contractor Prepared Drawings	3.2	G	C	
			As-Built Contract Drawings and FIC Drawings	3.3	G	C	
			Final As-Built Contract Drawings	3.4	G	C	
			Government Issued Items	3.5	G	C	
	01 78 23.00 28		SD-10 Operation and Maintenance Data				
			Draft O&M Manuals and Parts Catalogs	1.2.2	G	C	
			O&M Database	1.4	G	C	
			SD-11 Closeout Submittals				
			Final Operation And Maintenance Manuals and Parts Catalogs	1.2.2	G	C	
	02 83 33.13 28		SD-01 Preconstruction Submittals				

SUBMITTAL FORM (Rev. 06)

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# KEY PRE-CONSTRUCTION SUBMITTALS

- Initial Project Schedule
- Contractor Quality Control Plan
- Accident Prevent Plan
- Environmental Protection Plan



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# ONSITE PERSONNEL

- Superintendent
- Quality Control Manager
- Site Safety and Health Officer
  - Competent Person



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# COMMON MISTAKES

- Personnel Qualifications
- Alternates
- Not Job Specific
- Field Involvement
- Delay In Submitting



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# Questions?



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# PRE-CONSTRUCTION

**Andrew Rajala**

NWW District Construction Branch

18 OCT 2017



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# SAFETY PROGRAMS

**Carolyn Kloewer**

Chief, Safety

NWW District Safety Office

18 OCT 2017



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# AGENDA

- Federal Acquisition Regulations (FAR) Clause
- EM 385-1-1 Section 1 – Program Management
- Site-Specific Accident Prevention Plan (APP)
- Risk Management
- Training
- Site Safety & Health Officer (SSHO)
- Mishap Reporting
- High Hazard Areas

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# FAR CLAUSE 52.236-13

- Accident Prevention Clause
- Contained in all Construction Contracts

*“if this contract is for construction or dismantling, demolition or removal of improvements with any Department of Defense agency or component, the contractor shall comply with all pertinent provisions of the latest version U.S. Army Corps of Engineers Safety and Health Requirements Manual EM 385-1-1 in effect on the date of the solicitation.”*



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# EM 385-1-1 SECTION 1

- Provides a blueprint of how safety programs are to be structured
- Numerous requirements exceed OSHA standards



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# ACCIDENT PREVENTION PLAN (APP)

- Appendix A of EM 385-1-1 contains minimum outline for APP
- Must be job specific
- Reviewed and accepted by the GDA
- District Safety Office often consults with GDA to ensure compliance with EM 385-1-1



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# SAFETY INSPECTION CHECKLIST

U.S.Army Corps of Engineers Safety Inspection Checklist Abbreviated Accident Prevention Plan			Date of Inspection	
Location (Plant or Facility)	Contract Number			
Contractor Name	Project Name			
Inspector Name (Print)	Inspector Signature			
<p><i>This checklist serves as a guide only. It does not replace or eliminate the need to comply with the requirements set forth in Engineering Manual 385-1-1, Safety and Health Requirements Manual, dated XX September 2014. The references included in this checklist correspond to the applicable sections of EM 385-1-1.</i></p> <p><i>If service, supply and R&amp;D contracts with limited scopes are awarded, the contractor may submit an abbreviated Accident Prevention Plan. This APP shall address the following areas at a minimum. If other areas of the EM 385-1-1 are pertinent to the contract, the contractor must assure these areas are addressed as well.</i></p>				
Item Description	Yes	No	N/A	Remarks (Any NO or N/A Item)
<b>1. Signature sheet</b>				
a. Includes the name, signature, and title of the Plan Preparer (Qualified person, i.e. corporate safety staff person, QC)				
b. Includes the name, signature, and title of the Plan Approver (e.g. owner, company president, regional vice president)				
c. Includes the name(s), signature(s), and title(s) for Plan Concurrence (provide concurrence of other applicable corporate and project personnel(contractor))				
<b>2. Background information</b>				
a. Includes the Contractor Name.				
b. Includes the Contract Number.				
c. Includes the Project Name.				
d. Includes the Brief Project Description.				
e. Includes the Location of the Project (map).				
f. Includes a means to evaluate the work being done (see AHA requirements in D1.A.13) and associated hazards involved.				
g. Addresses the identified hazards involved and the control measures to be taken.				
<b>3. Statement of Safety and Health Policy detailing their commitment to providing a safe and healthful workplace for all employees.</b>				
<b>4. Responsibilities and Lines of Authorities</b>				
a. Includes the identification and job responsibilities of personnel responsible for safety - at both corporate and project level - including their resumes.				
b. Includes the lines of authority.				
<b>5. Training- new hire SOH orientation training at the time of initial hire of each new employee and any periodic retraining/recertification requirements</b>				
<b>6. Procedures for job site inspections - assignment of responsibilities and frequency</b>				

CESO Checklist A-01, Sep 14

U.S.Army Corps of Engineers Safety Inspection Checklist Abbreviated Accident Prevention Plan			Date of Inspection	
Item Description	Yes	No	N/A	Remarks (Any NO or N/A item)
7. Procedures for reporting man-hours worked and reporting and investigating any accidents as soon as possible but not more than 24 hours afterwards to the Contracting Officer/Representative (CO/COR)				
8. Emergency Planning. Employees working alone shall be provided an effective means of emergency communication. This may be cellular phone, two-way radio or other acceptable means. The selected means of communication must be readily available and must be in working condition.				
<b>9. Drinking Water provisions, toilet and washing facilities.</b>				
<b>10. First Aid and CPR training (at least two employees on each shift shall be qualified/certified to administer first aid and CPR) and provision of first aid kit (types/size).</b>				
<b>11. Personal Protective Equipment</b>				
a. Work Clothing - Minimum Requirements. Employees to wear clothing suitable for the weather; minimum requirements for work shall be short-sleeve shirt, long pants (excessively long or baggy pants are prohibited) and leather work shoes. If AHA determines safety-toed (or other protective) footwear is necessary (i.e., mowing, weed eating, chain saw use, etc), they shall be worn.				
b. Eye and Face Protection. Eye and face protection shall be worn as determined by an analysis of the operations being performed HOWEVER, all involved in chain saw use, chipping, stump grinding, pruning operations, grass mowing, weed eating and blowing operations shall be provided safety eyewear (Z87.1) as a minimum.				
c. Hearing Protection. Hearing protection must be worn by all exposed to high noise activities (includes grass mowing/trimming, chainsaw operations, tree chipping, stump grinding and pruning)				
d. Head Protection. Hard hats shall comply with ANSI Z89.1 and shall be worn by all workers when a head hazard exists. At a minimum, hard hats shall be worn when performing activities identified in (b)				
e. High Visibility Apparel shall comply with ANSI/ISEA 107, Class 2 requirements at a minimum and shall be worn by all workers exposed to vehicular or equipment traffic.				
f. Protective Leg chaps shall be worn by all chainsaw operators.				
g. Gloves of the proper type shall be worn by persons involved in activities that expose the hands to cuts, abrasions, punctures, burns and chemical irritants.				
h. If work is being performed around water and drowning is a hazard, PFD's must be provided and worn as appropriate.				
<b>12. Machine Guards and safety devices. Lawn maintenance equipment must have appropriate guards and safety devices in place and operational.</b>				

CESO Checklist A-01, Sep 14

# APP FOR SERVICE CONTRACTS

- EM 385-1-1 Section 01.A.12 allows for abbreviated APP for limited scope and service contracts.
- Must be approved by GDA
- Required elements of abbreviated APP also listed in Appendix A



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# RISK MANAGEMENT PROCESS

Covered in EM 385-1-1 (01.A.14)

- Job Hazard Analysis (JHA)
  - More common with contractors
  - Equivalent to PHA
  - Also covers routine work
- Activity Hazard Analysis (AHA)
  - Required for any non-routine task
  - Some tasks are specifically required to have an AHA (critical lift plans, lockout/tagout, etc.)



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FIGURE 1-2  
Activity Hazard Analysis (AHA)

Activity/Work Task:	Overall Risk Assessment Code (RAC) (Use highest code)					
Project Location:	Risk Assessment Code (RAC) Matrix					
Contract Number:	Severity	Probability				
Date Prepared: / /		Frequent	Likely	Occasional	Seldom	Unlikely
Prepared by (Name/Title):	Catastrophic	E	E	H	H	M
Reviewed by (Name/Title):	Critical	E	H	H	M	L
	Marginal	H	M	M	L	L
Notes: (Field Notes, Review Comments, etc.)	Negligible	M	L	L	L	L
	<p>Step 1: Review each "Hazard" with identified safety "Controls". Determine RAC (See above)</p> <p>Probability: likelihood the activity will cause a Mishap (near miss, incident or accident). Identify as Frequent, Likely, Occasional, Seldom or Unlikely.</p> <p>Severity: the outcome if a mishap occurred. Identify as Catastrophic, Critical, Marginal, or Negligible</p> <p>Step 2: Identify the RAC (probability vs. severity) as E, H, M, or L for each "Hazard" on AHA. Annotate the overall highest RAC at the top of AHA.</p>				<p>RAC Chart</p> <p>E = Extremely High Risk</p> <p>H = High Risk</p> <p>M = Moderate Risk</p> <p>L = Low Risk</p>	
Job Steps	Hazards	Controls			RAC	
1. 2.	1. 2.	1. 2.			1. 2.	
Equipment to be Used	Training Requirements & Competent or Qualified Personnel name(s)	Inspection Requirements				

# EMPLOYEE TRAINING

- EM 385-1-1 Training requirements often exceed OSHA requirements
- Numerous types of Competent Person definitions (i.e. fall protection, confined space, etc.)
- Ensure training meets requirements before taking classes



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# SITE SAFETY & HEALTH OFFICER (SSHO)

## EM 385-1-1 (01.A.17)

- Full time responsibility
- OSHA 30-hour trained
- 5 years of related experience (4 if ANSI or NCCA certified)
- 8 hours of annual continuing education
- Administers the elements of the APP



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# MISHAP REPORTING

## EM 385-1-1 (01.D.03)

*“any unplanned, undesired event that occurs during the course of work being performed.*

*The term “mishap” includes accidents, incidents and near misses.”*

- Reporting thresholds can vary depending on mishap category or degree of employee illness/injury.



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# HIGH HAZARD AREAS

- Areas of USACE emphasis relating to mishap reporting
  - Electrical – to include Arc Flash, electrical shock, etc.;
  - Uncontrolled release of hazardous energy (includes electrical and non-electrical);
  - Load Handling Equipment (LHE) or Rigging;
  - Fall-from-Height (any level other than same surface), and
  - Underwater Diving



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# RESOURCES

- [http://www.publications.usace.army.mil/Portals/76/Publications/EngineerManuals/EM\\_385-1-1.pdf](http://www.publications.usace.army.mil/Portals/76/Publications/EngineerManuals/EM_385-1-1.pdf)
- <https://www.osha.gov>
  - ▶ General Industry (29 CFR 1910)
  - ▶ Construction (29 CFR 1926)
- <https://ansi.org>
  - ▶ Requires a paid subscription to access
- <http://www.projectsafetytraining.com>
  - ▶ Purchase Walla Walla District specific on-line training courses (HECP, Confined Space, etc.)



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# Questions?



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**Carolyn Kloewer**

Chief, Safety

NWW District Safety Office

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# Using FedBizOpps & FPDS

U.S. Army Corps of Engineers  
Walla Walla District Industry Day  
October 18, 2017

Ashley Coronado  
Government Contracting Assistance Specialist



# What's PTAC All About?

- Congress established the Procurement Technical Assistance Cooperative Agreement Program in 1985 as part of the Department of Defense (DoD) Authorization Act
- PTAC was designed to assist businesses (focusing on small businesses) with federal, state and local government contracting
- The program is funded by the federal government through the United States Department of Defense's (DoD) Defense Logistics Agency and locally by the Tri-City Regional Chamber of Commerce

Funded in part through a cooperative agreement with the Defense Logistics Agency.

# Washington PTAC

## Mission & Activities

- To maximize the number of capable Washington State companies participating in the government marketplace
  - Provides no-cost one-on-one counseling
  - Workshops
  - Assists with locating bids & helps interpret solicitations
  - Assists with registrations & certifications
  - Assists with marketing to the government
  - Electronic Bid Match service (fee: \$165/year)
  - Assists with specifications, standards, and drawings
  - Post-award assistance



## Serving businesses throughout Washington State

Contact a Washington PTAC counselor near you today.



### 1: Kitsap Economic Development Alliance

Mary Jo Juarez, Kathy Cocus,

360.377.9499 | kitsap@washingtonptac.org



### 2: Thurston Economic Development Council

Dale Colbert, Kate Hoy, George Sharp

360.754.6320 | thurston@washingtonptac.org



### 3: Greater Vancouver Chamber of Commerce

Jeannet Santiago,

360.567.1051 | swwa@washingtonptac.org



### 4: Economic Alliance Snohomish County

Cate Taylor | 425.248.4223

CateT@economicalliancesc.org



### 5: Green River College

Darrell Sundell | 253.520.6267

king@washingtonptac.org



### 6: Bates Technical College

Tom Westerlund | 253.680.7054

pierce@washingtonptac.org



### 7: Greater Spokane Incorporated

Jessica Kirk | 509.321.3641

spokane@washingtonptac.org



### 8: Tri-City Regional Chamber of Commerce

Ashley Coronado | 509.491.3231

tricity@washingtonptac.org

Washington PTAC is a program of Thurston Economic Development Council

Tiffany Scroggs, Program Director | 4220 6th Ave SE | Lacey WA 98503

P 360.464.6041 | F 360.407.3980 | programmanager@washingtonptac.org



# What is FedBizOpps?

Primary function: Website where federal opportunities over \$25K are posted for bid

The screenshot shows the FedBizOpps.gov website. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below this is a search area with a magnifying glass icon and the text "Search more than 30,300\* active federal opportunities." The search filters include: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), Keyword / Solicitation #, and Agency. A "Search" button is present, along with a link to an "advanced search form" and a note that notices are posted within the last 90 days. On the right side, there is a "RECOVERY" section with a search button for "RECOVERY OPPORTUNITIES" and "RECOVERY AWARDS". Below that is a section for "FBO RECOVERY REPORTS" with links for "Opportunities" and "Awards". At the bottom right, there is a "SMALL BUSINESS EVENTS" section with a search button and a link to "search now" for events. A warning icon and text are visible at the bottom left, stating "SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity."

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **30,300\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search Additional criteria and multiple selections are available on the [advanced search form](#).  
\* Notices posted within the last 90 days.

**RECOVERY**  
Locate actions funded by the American Recovery and Reinvestment Act.  
[SEARCH RECOVERY OPPORTUNITIES](#)  
[SEARCH RECOVERY AWARDS](#)

**FBO RECOVERY REPORTS**  
▪ [Click here for Opportunities](#)  
▪ [Click here for Awards](#)  
Learn more [about FBO recovery reports](#).

**SMALL BUSINESS EVENTS**  
[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.  
[SEARCH SMALL BUSINESS EVENTS](#)

**! SAM.gov REGISTRATION IS FREE:** There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.

**! ATTENTION:** Agency users are responsible for properly uploading controlled, unclassified materials

WASHINGTON TAC

# FBO.gov – Searching Opportunities

- 3 ways to search:
  1. Use the “quick search” on the homepage (don't need to log-in)
  2. Use the “advanced search form” (don't need to log-in)
  3. Set-up a free search agent to run the search(es) for you and send you email alerts! (requires a log-in -- free)

# Searching Opportunities

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agency

Search more than **30,300\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency: 

Additional criteria and much more on the [advanced search form](#).  
Results posted within the last 90 days.

# Searching Opportunities

Setting up a free search agent (see attached handout with instructions)

The screenshot displays the FEDBIZOPPS.GOV website. At the top, the logo reads "FEDBIZOPPS.GOV Federal Business Opportunities" with "E-GOV USA.gov" to the right. A navigation bar includes "Home", "Getting Started", "General Info", "Opportunities", "Agencies", and "Privacy". A search bar highlights "Search more than 19,500\* active federal opportunities." Below this are filters for "Posted Date" (Last 90 Days), "Set-Aside Code" (Any), "Place of Performance" (Washington), and "Type" (Sources Sought). A "Search" button is present. A red circle highlights the "Vendors / Citizens" login section, which includes fields for "Username" and "Password", and links for "Find Opportunities", "Register Now", "Password Reminders", and "Recovery FAQs". On the right, a "RECOVERY" section offers "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS" buttons, along with "FBO RECOVERY REPORTS" and "USER GUIDES" (Buyer, Vendor, Engineer, Location / Agency Admin). A "DEMONSTRATION VIDEOS" section is also visible.

Log on & create search agent

User Guides

Demonstration Videos



# Search Agent Tips

- In zip codes, "\*" is a wildcard (i.e. 993\*\* searches Tri-Cities, Walla Walla Walla and surrounding areas)
- Narrow using your NAICS codes
- Select "award notices" if you'd also like to see who's winning contracts

# www.FBO.gov

Search criteria: Active Opportunities in zip code 993\*\*

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 <a href="#">Fish Counting on the Lower Columbia and Lower Snake Rivers</a> W912EF17RSS39 F -- Natural resources & conservation services	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought (Modified) / Total Small Business	Oct 12, 2017
 <a href="#">Towboat Services</a> W912EF18R0008 V -- Transportation, travel, & relocation services	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought / Total Small Business	Oct 11, 2017
 <a href="#">RFP 304148 - Cell Dam Assemblies</a> 304148 C -- Architect and engineering services	Department of Energy CH2M Hill Plateau Remediation Company CH2M HILL Plateau Remediation Company	Presolicitation (Modified)	Oct 09, 2017
 <a href="#">Walla Walla District Headquarters Building Roof Replacement</a> W912EF18RSS01 Z -- Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought (Modified)	Oct 06, 2017
 <a href="#">Lower Monumental Drainage and Unwatering Pumps</a> W912EF-17-B-0004 43 -- Pumps & compressors	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Presolicitation (Modified) / Total Small Business	Oct 04, 2017

# Set-Aside Codes

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, the logo "FEDBIZOPPS.GOV" is displayed with the tagline "Federal Business Opportunities". Below the logo is a navigation bar with tabs for "Home", "Getting Started", "General Info", "Opportunities", and "Agencies". The main content area features a search bar with the text "Search more than 30,300\* active federal opportunities." Below the search bar are several filters: "Posted Date" (set to "Last 90 Days"), "Place of Performance" (set to "Any State or Territory"), "Keyword / Solicitation #", and "Agency". A "Set-Aside Code" dropdown menu is open, showing a list of options: "Any", "Competitive 8(a)", "Emerging Small Business", "Woman Owned Small Business", "Economically Disadvantaged Woman Owned Small Business", "HUBZone", "Partial HBCU / MI", "Partial Small Business", "Service-Disabled Veteran-Owned Small Business", "Total HBCU / MI", "Total Small Business", "Veteran-Owned Small Business", "Indian Economic Enterprises", and "Indian Small Business Economic Enterprises". A red box highlights the dropdown menu. Below the search filters, there is a "Search" button and a warning icon with the text "SAM.gov REGISTRATION IS FREE: There is NO FEE to register in the System for Award Management (SAM.gov). If you receive an e-mail from SAM.gov asking you to contact them and pay them money, it is not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity."

# Posting Types

The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, the logo features a star and the text "FEDBIZOPPS.GOV" with "Federal Business Opportunities" to its right. Below the logo is a navigation bar with tabs for "Home", "Getting Started", "General Info", "Opportunities", and "Agency". The main content area has a yellow background and displays the text "Search more than 30,300\* active federal opportunities." Below this is a search filter section with several dropdown menus: "Posted Date" (set to "Last 90 Days"), "Set-Aside Code" (set to "Any"), "Place of Performance" (set to "Any State or Territory"), and "Type" (set to "Any"). The "Type" dropdown is open, showing a list of options: "Any", "Presolicitation", "Combined Synopsis/Solicitation", "Sources Sought", "Modification/Amendment/Cancel", "Sale of Surplus Property", "Special Notice", "Foreign Government Standard", "Award Notice", "Justification and Approval (J&A)", "Intent to Bundle Requirements (DoD-Funded)", and "Fair Opportunity / Limited Sources Justification". A red box highlights the "Type" dropdown menu. Below the search filters is a "Search" button and a warning icon with the text "SAM.gov REGISTRATION IS FREE: There is NO F... the System for Award Management (SAM.gov). If you... represent SAM.gov, be cautious. If you get an e-mail... SAM.gov asking you to contact them and pay them n...".

FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agency

Search more than **30,300\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search Additional criteria and multiple selections

**!** SAM.gov REGISTRATION IS FREE: There is NO F... the System for Award Management (SAM.gov). If you... represent SAM.gov, be cautious. If you get an e-mail... SAM.gov asking you to contact them and pay them n...

NGTON AC

# Sources Sought Notices

 Federal Business Opportunities

Home Getting Started General Info Opportunities Ager

Search more than **30,200\*** active federal opportunities.

Posted Date:  Set-Aside Code:

Place of Performance:  Type:  

Keyword / Solicitation #:  Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).

*\* Notices posted within the last 90 days.*

# Sources Sought Notices

Tip: Respond to sources sought notices which match your capabilities! Agencies use these to conduct market research and your response could help shape their acquisition strategy (i.e. “rule of two”).

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 <a href="#">Fish Counting on the Lower Columbia and Lower Snake Rivers</a> W912EF17RSS39 F – Natural resources & conservation services	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought (Modified) / Total Small Business	Oct 12, 2017
 <a href="#">Towboat Services</a> W912EF18R0008 V – Transportation, travel, & relocation services	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought / Total Small Business	Oct 11, 2017
 <a href="#">Walla Walla District Headquarters Building Roof Replacement</a> W912EF18RSS01 Z – Maintenance, repair, and alteration of real property	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought (Modified)	Oct 06, 2017
 <a href="#">Professional Development Training</a> W912EF18RSS02 U – Education & training services	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought	Oct 02, 2017

# Sources Sought Notice Example

A) A list of current or past projects demonstrating technical experience with work of a similar nature to that listed in the Summary Scope of Work. For each project submitted, provide a brief narrative statement of the work involved, your firm's role in the project, the dollar value and the completion date. Include a statement detailing any special qualifications and certifications, applicable to the scope of this project, held by your firm and/or in-house personnel.

B) A reference list for each of the projects submitted in A) above. Include the name, title, phone number and email address for each reference.

C) Provide a statement of your firm's business size (HUBZone, Service Disabled Veteran Owned, 8(a), small disadvantaged, or woman-owned) with regards to the NAICS code listed above.

D) Provide a statement regarding features of the scope of work your firm's business would sub-contract, and approximate percentage of the project that would be sub-contracted.

E) Provide a statement that your firm intends to submit an offer on the project when it is advertised.

F) Provide a statement of your firm's bonding capacity. A statement from your surety is NOT required.

G) Cage Code and DUNS number.

# Award Notices



FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies

Search more than **30,200\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Washington Type: Award Notice




Keyword / Solicitation #: Agency:

**Search**

Additional criteria and multiple selections are available on the [advanced search form](#).  
\* Notices posted within the last 90 days.




# Award Notices

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
<p> <a href="#">PROCUREMENT OF ENGINEERING TECHNICAL SUPPORT FOR THE RQ-21A BLACKJACK UNMANNED AIRCRAFT SYSTEM (UAS) PROGRAM IN SUPPORT OF THE UNMANNED AIRCRAFT SYSTEMS TEST DIRECTORATE (UASTD)</a> N00019-17-RFPREQ-PMA-263-0271 L – Technical representative services</p>	<p>Department of the Navy Naval Air Systems Command NAVAIR HQ</p>	<p>Award</p>	<p>Oct 16, 2017</p>
<p> <a href="#">Ankle &amp; Foot Precision Guide MTP Plating System Implants</a> W81K02-18-T-0012 65 – Medical, dental &amp; veterinary equipment &amp; supplies</p>	<p>Department of the Army U.S. Army Medical Command Western Regional Contracting Office</p>	<p>Award</p>	<p>Oct 12, 2017</p>
<p> <a href="#">ACL KNEE RECONSTRUCTION IMPLANTS</a> W81K02-18-T-0002 65 – Medical, dental &amp; veterinary equipment &amp; supplies</p>	<p>Department of the Army U.S. Army Medical Command Western Regional Contracting Office</p>	<p>Award</p>	<p>Oct 11, 2017</p>
<p> <a href="#">Native American Spiritual Leader</a> RFQP06111700023 U – Education &amp; training services</p>	<p>Department of Justice Bureau of Prisons FDC SeaTac</p>	<p>Award / Total Small Business</p>	<p>Oct 11, 2017</p>
<p> <a href="#">LIQUID ARGON for BATTELLE MEMORIAL INSTITUTE, PACIFIC NORTHWEST DIVISION for U.S. Department of Energy (DOE) in Richland, WA.</a> SPE60117R0316 91 – Fuels, lubricants, oils &amp; waxes</p>	<p>Defense Logistics Agency DLA Acquisition Locations DLA Energy - Missile Fuels</p>	<p>Award</p>	<p>Oct 10, 2017</p>

# Award Notices

Tip: Hotels can use this market research strategy to locate firms winning contracts that may need lodging while performing their contract.

Buyers: [Login](#) | [Register](#)



## Base + 2 Years Prev Maint & Repair Svcs

Solicitation Number: W81K02-17-T-0008  
Agency: Department of the Army  
Office: U.S. Army Medical Command  
Location: Western Regional Contracting Office

[Notice Details](#) | [Packages](#) | [Interested Vendors List](#)

[Complete View](#) | [Return To Opportunities List](#)

- [Original Synopsis](#)  
*Special Notice*  
Oct 19, 2016  
2:04 pm
- [Award](#)  
Oct 27, 2016  
11:55 am

**Solicitation Number:** W81K02-17-T-0008      **Notice Type:** Award

**Contract Award Date:** October 26, 2016

**Contract Award Number:** W81K02-17-P-0012

**Contract Award Dollar Amount:** \$60,000.00

**Contractor Awarded Name:** Novadaq Corp

**Contractor Awarded DUNS:** 788663602

**Contractor Awarded Address:**  
11091 Corsia Trieste Way Unit# 201  
Bonita Springs, Florida 34135-9230  
United States

# What Else Can I Do With FBO?

- Identify NAICS
- Watched Opportunities List
- Interested Vendors List
- Identify Agency Code
- Locate Small Business Events

*Let's look at each of these!*

# NAICS Codes

- Which NAICS should be in your SAM profile?
- Which NAICS are federal agencies using to buy what you sell?

The screenshot shows a procurement notice for '59--ANTENNA' with the following details:

- Solicitation Number:** SPE7M516TJ534
- Agency:** Defense Logistics Agency
- Office:** DLA Acquisition Locations
- Location:** DLA Land and Maritime - BSM
- Notice Type:** Award Notice
- Posted Date:** October 27, 2016
- Response Date:** -
- Contract Award Date:** October 27, 2016
- Contract Award Number:** SPE7M517P1004
- Contract Award Dollar Amount:** 38250.00
- Contract Line Item Number:** 0001
- Contractor Awarded DUNS:** 206416018
- Contractor Awardee:** VALCOM MANUFACTURING GROUP INC DBA 175 SOUTHGATE DR GUELPH N1G 3M CA
- NAICS Code:** 334 - Computer and Electronic Product Manufacturing/334220 - Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing

## GENERAL INFORMATION

**Notice Type:**

Award Notice

**Posted Date:**

October 27, 2016

**Response Date:**

-

**Archiving Policy:**

Automatic, 15 days after award date

**Archive Date:**

November 11, 2016

**Original Set Aside:**

N/A

**Set Aside:**

N/A

**Classification Code:**



59 -- Electrical and electronic equipment components

**NAICS Code:**

334 -- Computer and Electronic Product Manufacturing/334220 -- Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing

# Watched Opportunities List


Must be logged in!

Welcome, Ashley Coronado  Accessibility  User Guide  Logout



## Solicitation for Hardware Software Integration Facility Services

Solicitation Number: W52P1J-15-R-0051  
Agency: Department of the Army  
Office: Army Contracting Command  
Location: ACC - RI (W52P1J)

[Notice Details](#) [Packages](#)  Print  Link

[Complete View](#) [Return To Opportunities List](#) [Watch This Opportunity](#)

[Original Synopsis](#)  
Presolicitation  
Sep 16, 2016  
9:58 am

[Changed](#)  
Oct 17, 2016  
3:11 pm  
Solicitation

[Changed](#)  
Oct 18, 2016  
1:58 pm

[Changed](#)  
Oct 27, 2016  
12:40 pm

**Solicitation Number:** W52P1J-15-R-0051  
**Notice Type:** Solicitation

**Synopsis:**  
Added: Sep 16, 2016 9:58 am Modified: Oct 17, 2016 3:04 pm [Track Changes](#)  
This FEDBIZOPPS Amendment is to issue the HSIF Solicitation to all&nbsp;eligible Small Businesses. &nbsp;See attached RFP and its exhibit and attachments for details.  
Added: Oct 18, 2016 1:58 pm  
This FEDBIZOPPS Amendment is to incorporate Amendment 0001 to the HSIF Solicitation. This Amendment includes changes to Attachment 0001 (HSIF Performance Work Statement), Attachment 0003 (Section L

**ALL FILES**

- [Solicitation 1](#) 
- Oct 17, 2016
- [W52P1J-15-R-0051 Fin...](#)
- [Exhibit A - Contract...](#)
- [Attachment 0001 HSIF...](#)
- [Attachment 0002 Cont...](#)
- [Attachment 0003 Sect...](#)
- [Attachment 0004 Sect...](#)
- [Attachment 0005 HSIF...](#)
- [Attachment 0006 Wage...](#)
- [Attachment 0007 Requ...](#)
- [Attachment 0008 Form...](#)
- [Attachment 0009 HSIF...](#)

# Watched Opportunities List

Access your list of watched opportunities & receive email notifications of any modifications/changes

Welcome, Ashley Coronado Accessibility User Guide Logout

## Watched Opportunities

[RETURN TO OPPORTUNITIES](#) [RETURN TO LIST \(OPPORTUNITIES\)](#)

[Opportunities List](#) [Advanced Search](#) **[Watched](#)** [Search Agents](#) [Bids/Responses](#) [Archives](#)




**Did You Know:** You can watch opportunities and receive email notification about any modifications related to these opportunities. First find the opportunity you are interested in and click the title to review. Next, click the "Watch This Opportunity" button.


Keywords:  [Search](#)

No items found

# Interested Vendors List



Must be logged in!

Welcome, Ashley Coronado  Accessibility  User Guide  Logout



## Z--Construct MRI Suite 607-CSI-104

Solicitation Number: VA69D16B1310  
Agency: Department of Veterans Affairs  
Office: VA Great Lakes Healthcare System  
Location: Department of Veterans Affairs Great Lakes Healthcare System

[Notice Details](#) [Packages](#) [Interested Vendors List](#)  Print  Link

[Complete View](#) [Return To Opportunities List](#) [Watch This Opportunity](#)  
[Add Me To Interested Vendors](#)

[Original Synopsis](#)  
*Presolicitation*  
Sep 21, 2016  
5:02 pm

**Solicitation Number:** VA69D16B1310  
**Notice Type:** Solicitation




**Synopsis:**  
Added: Sep 21, 2016 5:02 pm  
PRESOLICITATION NOTICE - Furnish all labor, materials, equipment and qualified supervision necessary to remove and construct approximately 2,300 square feet adjacent to the ground floor, D wing at the Wm. S. Middleton Memorial Veterans Hospital, Madison, WI. Work includes, but is not limited to: general demolition and construction, interior and exterior alterations

[Changed](#)  
Oct 07, 2016  
10:29 am  
*Solicitation*

[Changed](#)  
Oct 12, 2016  
10:10 am

[Changed](#)  
Oct 12, 2016

### ALL FILES




- [Attachment](#)   
Sep 21, 2016  
[VA69D-16-B-1310 VA69...](#)
- [Solicitation 1](#)   
Oct 07, 2016  
[VA69D-16-B-1310 VA69...](#)  
[VA69D-16-B-1310 S02 ...](#)  
[VA69D-16-B-1310 S02 ...](#)  
[VA69D-16-B-1310 S02 ...](#)  
[VA69D-16-B-1310 S02 ...](#)
- [Amendment 1](#) 


# Why Interested Vendors List?

- See who else is interested in this solicitation
- Potentially locate a teaming partner or prime contractor to subcontract to
- Can view Interested Vendors List whether you are on it or not – but must be logged-in to FBO.gov first



# Interested Vendors List

Welcome, Ashley Coronado  Accessibility  User Guide  Logout



## Z--Construct MRI Suite 607-CSI-104

Solicitation Number: VA69D16B1310  
Agency: Department of Veterans Affairs  
Office: VA Great Lakes Healthcare System  
Location: Department of Veterans Affairs Great Lakes Healthcare System

[Notice Details](#) [Packages](#) [Interested Vendors List](#)

Keywords:  [Search](#)


Items 1-20 of 40 Showing   | [Next >](#)


Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
		<b>U.S. VET, LLC</b> 1435 W MAIN ST SUN PRAIRIE, WI 53590 USA Email: <a href="mailto:matthewbell@usvetllc.com">matthewbell@usvetllc.com</a> Phone: 6088074761	For-Profit Organization, Veteran Owned Business, Limited Liability Company, Service Disabled Veteran Owned, Contracts and Grants	236210, 236220, 238110, 238120, 238130, 238140, 238150, 238160, 238170, 238190, 238210, 238220, 238290, 238310, 238320, 238330, 238340, 238350, 238390, 238910, 238990
Aabon	Aaron	<b>Marvin Heymann &amp; Associates</b> US Federal Government Proposal Writing Group + More / <a href="http://www.feddesignbuild.com">www.feddesignbuild.com</a> US US Email: <a href="mailto:marvin@feddesignbuild.com">marvin@feddesignbuild.com</a> Phone: 5137068098		

Minority Owned business: Self

# Identify Agency Code



- Can use as a FBO search agent keyword
- Use this in your FPDS.gov market research!

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#)  Accessibility





## Ice Harbor Trolley and Fish Release Pipes

Solicitation Number: **W912EF-16-B-0016**  
Agency: Department of the Army  
Office: U.S. Army Corps of Engineers  
Location: USACE District, Walla Walla

[Notice Details](#) [Packages](#) [Interested Vendors List](#)  Print  Link

[Complete View](#) [Return To Opportunities List](#) [Watch This Opportunity](#)  
[Add Me To Interested Vendors](#)







 [Original Synopsis](#)  
*Presolicitation*  
Sep 09, 2016  
2:24 pm



 [Changed](#)  
Sep 27, 2016  
5:38 pm  
*Solicitation*

**Solicitation Number:** **W912EF-16-B-0016** **Notice Type:** Solicitation

**Synopsis:**  
Added: Sep 09, 2016 2:24 pm  
Construction Project: Ice Harbor Trolley and Fish Release Pipes. This will be

**ALL FILES**

-  [Solicitation 1](#)   
Sep 27, 2016
-  [16-B-0016\\_Solicitatio...](#)
-  [Plans.pdf](#)
-  [TechSpec.pdf](#)
-  [Site Visit Informati...](#)

 [Amendment 1](#)   
Sep 27, 2016

# Small Business Events

**FEDBIZOPPS.GOV** Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **30,200\*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

**Search** Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*

**! SAM.gov REGISTRATION IS FREE:** There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER.

**RECOVERY**  
Locate actions funded by the American Recovery and Reinvestment Act.  
**SEARCH RECOVERY OPPORTUNITIES**  
**SEARCH RECOVERY AWARDS**

**FBO RECOVERY REPORTS**

- Click here for [Opportunities](#)
- Click here for [Awards](#)

Learn more [about FBO recovery reports](#).

**SMALL BUSINESS EVENTS**

Learn more about the Small Business Central Event Listing or [search now](#) for events.

**SEARCH SMALL BUSINESS EVENTS**

# Federal Procurement Data Systems (FPDS)

# Federal Procurement Data System – Next Generation

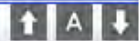
<https://www.fpds.gov> (or Google it)

*What federal contracts have been awarded in the past? To whom? At what price?*



# Federal Procurement Data System - Next Generation

» [Home](#) | » [Newsroom](#) | » [Reports](#) | » [Status](#) | » [Worksite](#) | » [Archives](#) | » [Training](#) | » [Help](#) |



## Login

Log-In:

Password:

- » [Forgot Your Password?](#)
- » [Security and Privacy](#)
- » [Contact Help Desk](#)
- » You must click [here](#) for very Important D&B Information

## Registration

- » [Register](#)
- » [Who Should Register?](#)

## FAQs

## ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

### NIA - Operation Freedom's Sentinel (OFS)

A new National Interest Action value 'Operation Freedom's Sentinel' has been added to track the relief contracts.

For Web Portal users the value 'Operation Freedom's Sentinel' is available for selection in the National Interest Action field dropdown. The Contract Writing systems using V1.4 shall use the code 'O15F' when creating/updating documents through Business Services.

National Interest Action value 'Operation Freedom's Sentinel' is valid from 01/01/2015 to 12/31/2015.

Contracts reported against 'Operation Freedom's Sentinel' are available in the National Interest Action report starting Friday, 01/02/2015.

### Important Update Regarding FPDS-

### NIA - Operation United Assistance

A new National Interest Action value 'Operation United Assistance (OUA) - Ebola Outbreak West Africa' has been added to track the relief contracts.

For Web Portal users the value 'Operation United Assistance (OUA) - Ebola Outbreak West Africa' is available for selection in the National Interest Action field dropdown. The Contract Writing systems using V1.4 shall use the code 'O14E' when creating/updating documents through Business Services.

National Interest Action value 'Operation United Assistance (OUA) - Ebola Outbreak West Africa' is valid from 09/15/2014 to 10/01/2015.

Contracts reported against 'Operation United Assistance (OUA) - Ebola Outbreak West Africa' are available in the National Interest Action report starting Saturday 09/20/2014.

## Top Requests

- » [Recovery Report](#)
- » [Recovery Data \(Recipient-Reported, Cumulative Summary\)](#)
- » [Recovery Data \(Recipient-Reported, FY2013Q4\)](#)
- » [Hurricane Sandy Report](#)
- » [Hurricane Irene Report](#)
- » [Pacific Earthquake/Tsunami](#)
- » [Hurricane Earl Report](#)
- » [Gulf Oil Spill Report](#)
- » [Haiti Earthquake Report](#)
- » [Hurricane Katrina Report](#)
- » [Hurricane Rita Report](#)
- » [Other Hurricane/Disaster Relief](#)
- » [Oklahoma Tornado 2013 Report](#)

## Latest News

- » [Upcoming Releases](#)

# FPDS-NG

## Steps:

- Log-in (Register if it's your first time)
- "ezSearch"
- Enter search item (for example, for USACE Walla Walla District, use 'W912EF')
- "Advanced Search" to add additional search criteria

Type one or more keywords you would like to search on.

W912EF PRINCIPAL\_NAICS\_CODE:"236220"

Go

Clear

Advanced Search

To sub

Result Page: 1 2 3 Next

PDF

You must click [here](#) for ver

### List Of Contract Actions Matching Your Criteria

Results 1 - 30 of 78 as of May 19, 2015 12:59:26 PM

### Search Criteria

To remove the criteria or a portion of it to each search level.

- W912EF
- NAICS: "236220"

### Sort By

This section allows the user to sort the fields within the contract. For example, contracts by Date Signed or Contract Sort By. Only one Sort can be conducted.

Sort Order: Descending

### Relevance

- [Contract Type](#)
- [Agency Code](#)
- [Agency Full Name](#)
- [Date Signed](#)
- [Contracting Agency ID](#)
- [Contracting Agency Name](#)
- [Department Full Name](#)
- [Action Obligation \(\\$\)](#)
- [NAICS](#)
- [PSC](#)
- [Vendor State](#)
- [Vendor ZIP Code](#)
- [PoP Country Name](#)
- [PoP State Name](#)

Award ID (Mod#):	<a href="#">W912EF05P0079</a> (0) <a href="#">View</a>	Award Type:	PURCHASE ORDER
Vendor Name:	<a href="#">AMERICAN SPRINKLERS INC</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	May 25, 2005	Action Obligation:	\$49,202
Referenced IDV:		Contracting Office:	<a href="#">W071 ENDIST WALLA WALLA</a>
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">236220</a> )	PSC (Code):	CONSTRUCT/CONF SPACE & FAC ( <a href="#">Y112</a> )
Vendor City:	PORTLAND	Vendor DUNS:	<a href="#">057834289</a>
Vendor State:	OR	Vendor ZIP:	<a href="#">97231</a>
Global Vendor Name:	<a href="#">AMERICAN SPRINKLERS INC</a>	Global DUNS Number:	<a href="#">057834289</a>
Award ID (Mod#):	<a href="#">W912EF08P0135</a> (0) <a href="#">View</a>	Award Type:	PURCHASE ORDER
Vendor Name:	<a href="#">NORTHCON, INC.</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	June 11, 2008	Action Obligation:	\$99,848
Referenced IDV:		Contracting Office:	<a href="#">W071 ENDIST WALLA WALLA</a>
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">236220</a> )	PSC (Code):	MAINT-REP-ALT/DAMS ( <a href="#">2211</a> )
Vendor City:	HAYDEN	Vendor DUNS:	<a href="#">081181845</a>
Vendor State:	ID	Vendor ZIP:	<a href="#">838359874</a>
Global Vendor Name:	<a href="#">NORTHCON, INC.</a>	Global DUNS Number:	<a href="#">081181845</a>
Award ID (Mod#):	<a href="#">W912EF08P0135</a> (P00001) <a href="#">View</a>	Award Type:	PURCHASE ORDER
Vendor Name:	<a href="#">NORTHCON, INC.</a>	Contracting Agency:	<a href="#">DEPT OF THE ARMY</a>
Date Signed:	July 23, 2008	Action Obligation:	\$0
Referenced IDV:		Contracting Office:	<a href="#">W071 ENDIST WALLA WALLA</a>
NAICS (Code):	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION ( <a href="#">236220</a> )	PSC (Code):	MAINT-REP-ALT/DAMS ( <a href="#">2211</a> )
Vendor City:	HAYDEN	Vendor DUNS:	<a href="#">081181845</a>
Vendor State:	ID	Vendor ZIP:	<a href="#">838359874</a>
Global Vendor Name:	<a href="#">NORTHCON, INC.</a>	Global DUNS Number:	<a href="#">081181845</a>





# Questions, Comments, Discussion?



# Thank you for attending!

**Ashley Coronado**

**Government Contracting Assistance Specialist  
Washington PTAC**

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