

# **FEDERAL AGENCY SMALL BUSINESS LIASION OFFICERS PANEL**

Moderator: Lamont Norwood, CEO, Strategic Government Solutions, LLC



# SPONSOR



Risk Mitigation For The  
Most Difficult Federal  
Projects

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# PANELISTS

## **Cassandra Freeman**

Director, Office of Small Business Programs  
National Guard Bureau

## **Denise Benjamin-Sirmons**

Director, Office of Small and Disadvantaged Business  
U.S. Environmental Protection Agency

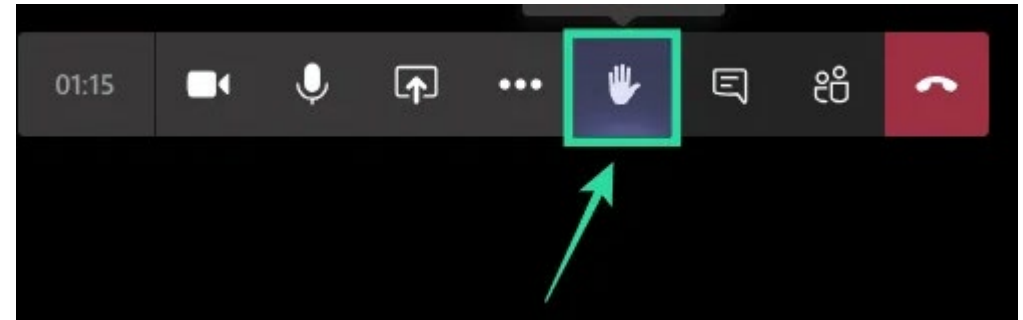
## **Dennis Smith**

Project Director,  
U.S. Department of Commerce

# Questions?



Please use the raise hand icon to ask a question.



When your name is called, please unmute your microphone, ask your question, and mute your microphone again.



# Government Wide Small Business Achievements

Small Business Goal	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020 Provisional
Small Business (23%)	24.40%	23.80%	25.05%	26.50%	23.79%
WOSB (5%)	4.79%	4.71%	4.75%	5.19%	4.55%
SDB (5%)	9.53%	9.10%	9.65%	10.29%	9.63%
SDVOSB (3%)	3.98%	4.05%	4.27%	4.39%	4.26%
HUBZone (3%)	1.67%	1.65%	2.05%	2.26%	2.13%





# U.S. Environmental Protection Agency Office of Small and Disadvantaged Business



**Denise Sirmons, Director**  
**202-566-2075**

## OSDBU Mission

Support the protection of human health and the environment by advancing the business, regulatory and environmental compliance concerns of small businesses

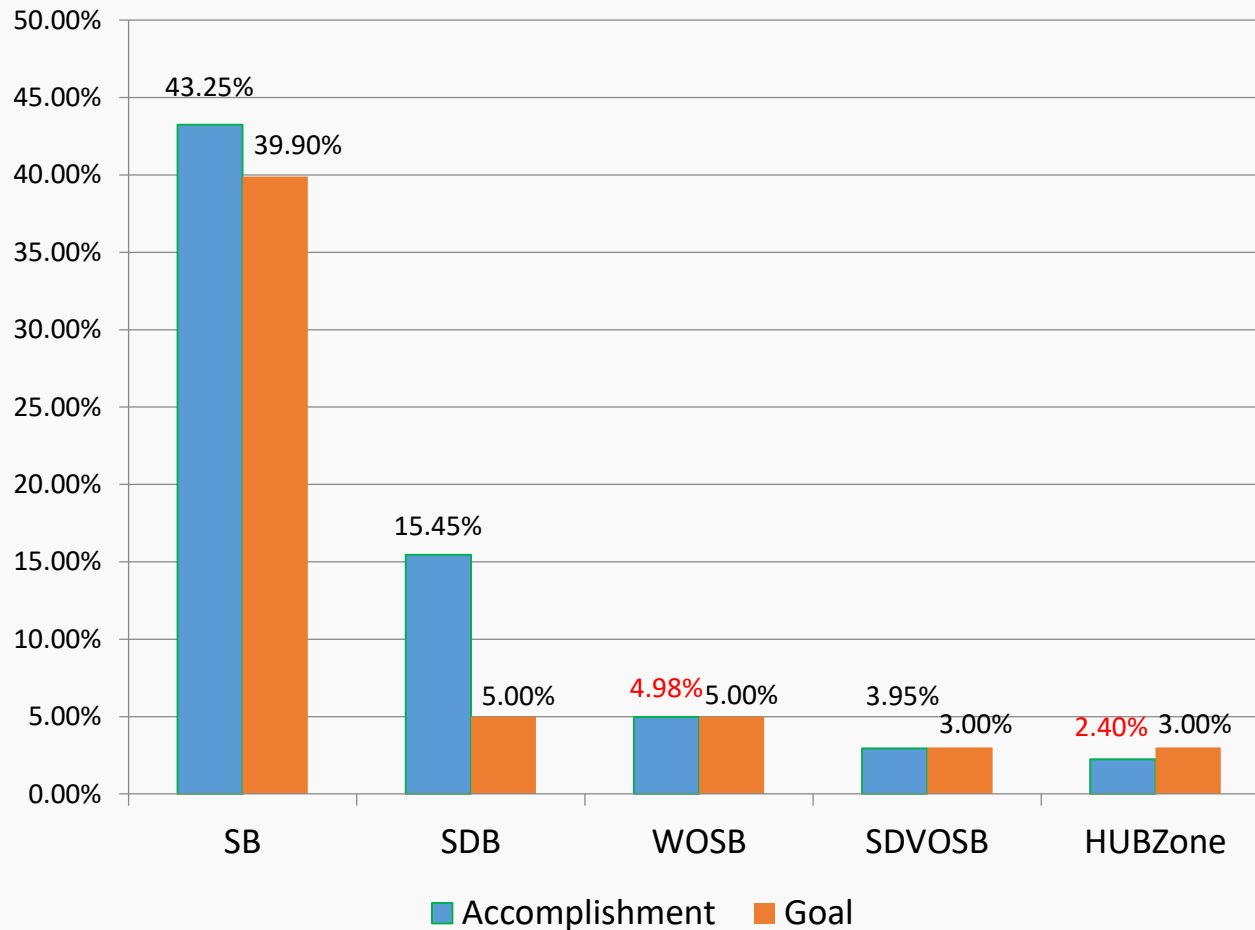
## Contract Profile

- EPA's contract spend averages about \$1.6B annually
- About \$674.9M was awarded to small businesses in FY 2019
- EPA has earned an "A" on the Federal Small Business Procurement Scorecard for the past eleven years

## Top NAICS

- 562910 – Hazardous Substance Removal, Cleanup, Disposal
- 541300 – Architect - Engineer Services
- 541990 – Other Professional Services
- 541620 – Other Environmental Services, Studies, and Support
- 541610 – Program Management/Support Services

EPA Fiscal Year 2019 Goal Achievements



Preliminary EPA Fiscal Year 2020 Goal Achievements

Business Category	Goal	Achievement
Small Business	35%	39.5%
Small Disadvantaged Business	5%	18.0%
Woman-Owned Small Business	5%	5.4%
HUBZone Business	3%	1.9%
Service-Disabled Veteran-Owned Small Business	3%	3.0%

## Fiscal Year 2021-23 Full and Open Opportunities

<u>Record</u>	<u>Description</u>
FY2017-12027	Support off-site evaluation of vehicles and engines to evaluate Auxiliary Emissions Control Device (AECD) performance
FY2017-12003	Support testing of vehicles and engines at EPA's National Vehicle and Fuel Emissions Laboratory in Ann Arbor, Michigan
FY2018-12669	Provide flexible engineering services to the National Vehicle and Fuel Emissions Laboratory, and develop and test engineering projects involving gasoline, diesel and alternatively-fueled engines, powertrains, and component subsystems

<u>Record</u>	<u>Description</u>
FY2017-12045	Obtain information, including the coefficient of rolling resistance of tires and tire casing
FY2018-12608	Support the implementation of OSA's performance measures, project tracking and HSR
FY2017-11917	Screen air, liquid interface cultures of differentiated airway epithelial cells across hundreds of volatile chemicals in a high through put system



## Fiscal Year 2021-23 Small Business Opportunities

<u>Record</u>	<u>Description</u>
FY2017-11843	Architectural and Engineering studies, designs, and construction phase services support
FY2017-11930	Implements the annual SBIR Program. Phase I and Phase II
FY2017-12592	Provide support for targeted RNA-seq to evaluate treatment related changes in cells in culture
FY2017-11924	Ensure the continuing performance of essential functions under all emergency circumstances
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<u>Record</u>	<u>Description</u>
FY2018-12652	Provide fast responsive environmental cleanup services for hazardous substances, wastes, contaminants, materials and petroleum products for the EPA Region 2
FY2020-13226	Emergency and Rapid Response Services (ERRS) related to the release of hazardous, substances, wastes, contaminants, materials and petroleum products in Region 7
FY2017-11927	Technical and scientific support as a follow-on contract to the Decontamination, Analytical, and Technical Support (DATS) II Contract
FY2019-12974	ERRS contract is to provide fast, responsive environmental cleanup services for EPA Region 1

## UPCOMING OUTREACH EVENT

Office of Land and Emergency Management Virtual Industry Day  
Register: [https://www.surveymonkey.com/r/OLEM\\_OPPTY\\_2020](https://www.surveymonkey.com/r/OLEM_OPPTY_2020)

## EPA RESOURCES



[OSDBU Website](#)



[Active Contracts Listing](#)



[Forecast Database](#)

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# Forecasting A/E Services & Construction Services

Beyond Beta-Sam

# Why A/E Services and Construction

- FOLLOW THE MONEY

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Type of Construction	2019 <sup>p</sup>	2018	Percent change	Coefficient of variation
<b>Total Construction</b>	1,303,469	1,307,248	-0.3	0.4

<b>NONRESIDENTIAL</b>	<b>322,214</b>	<b>300,566</b>	<b>7.2</b>	<b>0.7</b>
Office	10,659	9,859	8.1	1.8
Commercial	4,266	3,622	17.8	3.2
Health care	8,910	9,387	-5.1	3.3
Educational	78,992	76,426	3.4	1.4
Public safety	10,013	9,298	7.7	2.8
Amusement and recreation	13,617	12,403	9.8	2.8
Transportation	38,224	34,841	9.7	1.1
Power	6,408	5,469	17.2	6.0
Highway and street	98,847	90,842	8.8	1.7
Sewage and waste disposal	25,461	23,474	8.5	2.4
Water supply	16,137	15,052	7.2	2.5
Conservation and development	9,228	8,226	12.2	1.4

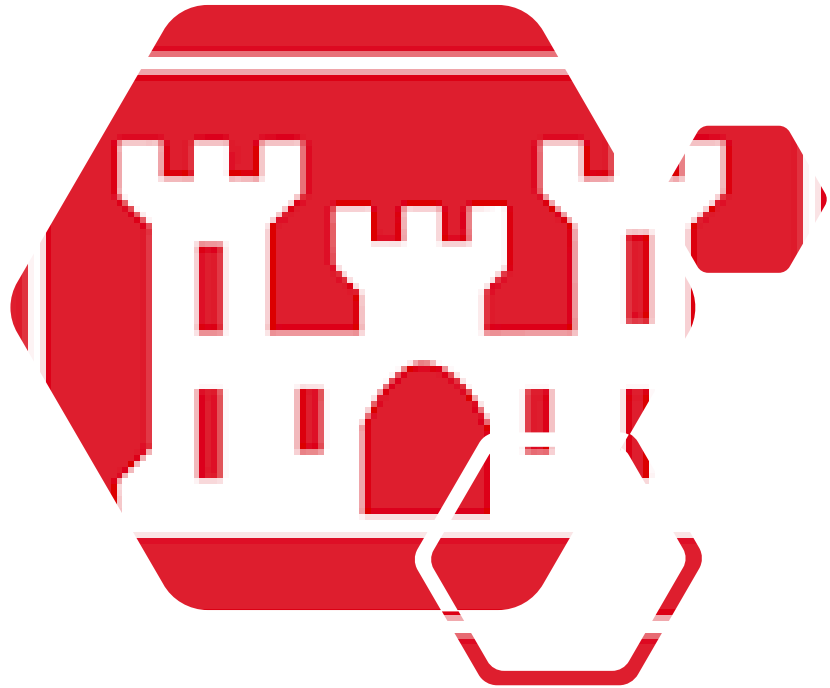
# URL for GSA Forecast

- <https://hallways.cap.gsa.gov/app/#/dv/federal-business-forecast>

- **Forecast Disclaimer**

- All projected procurements are subject to revision or cancellation. Final decisions on the extent of competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is posted to [Federal Business Opportunities](#) (FedBizOpps). Forecast data is for planning purposes only and is not a commitment by the government to purchase the described products and services





# U.S. ARMY CORP OF ENGINEERS

# MISSION & VISION

- **Mission**

Deliver vital public and military engineering services; partnering in peace and war to strengthen our Nation's security, energize the economy and reduce risks from disasters.

- **Vision**

Engineering solutions for our Nation's toughest challenges.

- Provide programmatic policy and management of the worldwide military construction programs assigned to USACE as a designated DoD construction agent with responsibility for delivery of facilities and infrastructure supporting the Army, Air Force, and Defense Agencies.

**Washington (March 12, 2019)** – The President's Budget for Fiscal Year 2020 (FY 2020) includes \$4.827 billion in gross discretionary funding for the Civil Works program of the U.S. Army Corps of Engineers.

New federal funding in the Civil Works budget consists of \$3.753 billion from the General Fund of the Treasury, \$965 million from the Harbor Maintenance Trust Fund (HMTF), \$56 million from the Inland Waterways Trust Fund (IWTf), and an estimated \$54 million from Special Recreation User Fees.

The FY 2020 funding will be distributed among the appropriations accounts as follows:

- \$1.930 billion for Operation and Maintenance (O&M)
- \$1.170 billion for Construction
- \$965 million for Harbor Maintenance Trust Fund (HMTF)
- \$210 million for Mississippi River and Tributaries (MR&T)
- \$200 million for the Regulatory Program
- \$187 million for Expenses
- \$77 million for Investigations
- \$56 million for Inland Waterways Trust Fund (IWTF)
- \$27 million for Flood Control and Coastal Emergencies
- \$5 million for the Office of the Assistant Secretary of the Army for Civil Works

The FY 2020 Budget includes \$2.308 billion for the study, design, construction, operation and maintenance of inland and coastal navigation projects.

# OTHER RELEVANT FEDERAL ACQUISITION INFORMATION

- MATOC -
- A **multiple-award contract** is a type of indefinite-quantity **contract** which is **awarded** to several contractors from a single solicitation. ... All contractors receiving **awards** under a solicitation are given a fair opportunity to be considered for each **task/delivery order** issued during the life of the **contract**.

May 16, 2011

(a) There are three types of indefinite-delivery contracts: definite-quantity contracts, requirements contracts, and indefinite-quantity contracts.

# OTHER NON-FEDERAL INFORMATION

- STATE OF MARYLAND Public Schools
- Each fall, the 24 school systems, Local Education Agency (LEA), submit an annual and five-year Capital Improvement Program which is approved by the local government fiscal authorities.
- The State staff recommends action to the Interagency Committee on each project in the annual Capital Improvement Program request. In December, the Committee holds a special hearing to allow the school districts to appeal the staff recommendations.
- The Committee, after reviewing the staff recommendations and the information presented at the hearing, forwards its recommendations to the Board of Public Works. The Board of Public Works holds a public hearing in January for school districts to appeal the recommendations of the Interagency Committee.
- The Capital Improvement Program, as recommended by the Committee, is generally approved by the Board of Public Works in January. The Board generally reconvenes in April to respond to the appeals after the legislature has approved the capital budget and after the level of State funding for the following fiscal year has been established.