



# **Naval Facilities Engineering Command (NAVFAC) Marianas**

## **TINIAN CHAMBER OF COMMERCE MILITARY CONTRACTING SMALL BUSINESS**

**Presented by  
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Commanding Officer**

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# Agenda



- NAVFAC Marianas (NFM) - Who We Are/What We Do
- Small Business Highlights
- Working With The Navy
- Tinian/Marianas Environmental Awareness
- How to Get Started/Where to Go
- Closing Remarks/Questions

# NAVFAC Marianas: Who We Are/What We Do



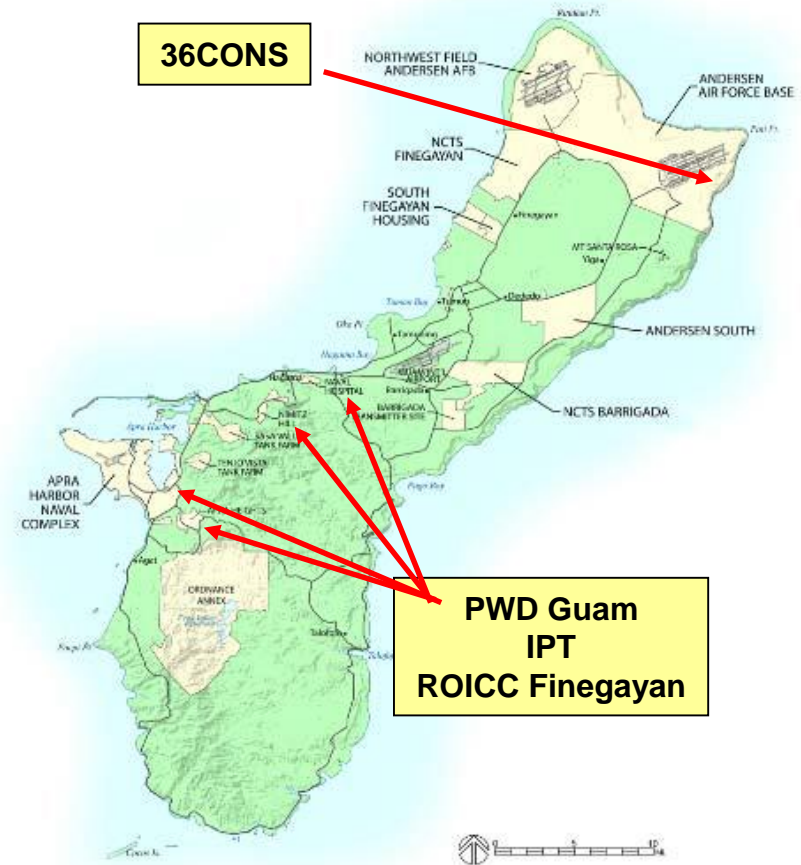
- Who We Are? Shore infrastructure and services in support of operational units, service members, and families assigned to military installations within the CNMI area. To include:
  - Public Works
  - Utilities
  - Construction/Engineering
  - Environmental
  - Transportation
  - Supply Buying & Non-FSC Services
- Workforce Composition
  - Engineers/Architects (includes ELE, Civil, FPE, Mech)
  - Environmentalists (includes Biologists, Physical Scientists)
  - Planners (includes SHPO Reps, Real Estate Specialists)
  - Business and Managerial (HR, Acquisition, IT Specialists)
  - Technicians (Engineering Techs, HVAC, Electricians, Transportation Specialists)

# NAVFAC Marianas: Who We Are/What We Do



## Contract Authority:

- **PWD Guam**  
(commodity buys)
- **Integrated Product Team (IPT)**
- **ROICC Finegayan/NAVHOSP**
- **36th Contracting Squadron**  
(commodity buys)



# Small Business Highlights



- **Small Business Volume/Accomplishments**

- FY12, Awarded \$261M to Small Business

- FY12, Awarded \$183M to Large Business

- Small Business Goals

- Statutory Federal Agency required SB goal – 23%

- NAVFAC Wide SB goal – 36%

- NAVFAC Marianas Actual FY12 – 59.4%

# Small Business Highlights



NAVFAC Marianas (NFM) looks for contractors/ vendors who:

- Stress safety as a top priority
- Have excellent management capabilities
- Are responsive and provide quality work
- Are computer/electronically savvy
- Stay current with web-based programs

Several SB contractors working with NFM, have transitioned from <\$1M businesses to multi- \$M businesses

- Good work ethics pay off

# Working With The Navy: FY 2012 Top Contractors

(Potential Small Business Sub-Contracting Opportunities)



<u>Contractor</u>	<u>Total FY12 Received \$</u>	<u>Business Type</u>	<u>Contract</u>
DZSP21	\$105.9M	LB	BOS
Bulltrack-Watts, A JV	\$36.8M	SB, 8(a), WOSB	DBMACC
Dck-ECC Pacific Guam	\$32.2M	LB	Construction
Guam Pacific Internat'l	\$27.5M	SB, 8(a)	DBMACC
Chugach World Services	\$22.8M	SB, 8(a), ANC	HOMS/Constr
Hawaiian Rock Products	\$16.9M	LB	Paving IDIQ
Reliable Builders	\$14.8M	SB, 8(a), HZ	DBMACC
Fargo Pacific, Inc	\$14.5M	SB, 8(a), HZ	DBMACC
Niking Corporation	\$12.7M	SB, SDB	DBMACC
Pacific West Builders	\$12.1M	SB, 8(a), HZ, WOSB	DBMACC
BME & Sons, Inc	\$ 8.5M	SB, SDB, HZ	DBMACC
Overland Corporation	\$ 7.9M	SB, HZ	DBMACC
Guam Cleaning Masters	\$ 6.8M	SB, 8(a), HZ	Grounds Maint
Modern International Inc	\$ 6.1M	SB, HZ	DBMACC
Cape Environmental Mngt	\$ 5.2M	SB	Environmental

# Working With The Navy: NAVFAC FY13 SB Goals/Targets FY13



<b>SMALL BUSINESS PROGRAM</b>	<b>Statutory Federal Agency</b>	<b>NAVFAC TARGETS</b>	
		<b>Prime</b>	<b>Sub</b>
Small Business (SB)	<b>23%</b>	<b>38.00%</b>	<b>66.54%</b>
Small Disadvantaged Business (SDB)	<b>5%</b>	<b>24.0%</b>	<b>16.93%</b>
Women-Owned SB (WOSB)	<b>5%</b>	<b>7.0%</b>	<b>15.00%</b>
Historically Under-Utilized Business Zone (HUBZone SB)	<b>3%</b>	<b>9.50%</b>	<b>8.76%</b>
Service-Disabled Veteran-Owned SB (SD-VOSB)	<b>3%</b>	<b>3.00%</b>	<b>3.00%</b>



# Working With The Navy



## Common Issues:

- **Not registered in the System for Award Management (SAM)**
- **Profiles not updated – SAM/SBA Profile (DSBS)**
- **Inability to obtain bonding/insurance**
- **Over-reliance on SB status**
  - **Minimal marketing and outreach**

# How To Get Started/Where To Go



- Step 1**      **Obtain a DUNS number:**  
**<http://dnb.com.au/>**
  
- Step 2**      **Register in SAM:**
  - **<https://www.sam.gov/portal/public/SAM/>**
  - **Ensure profile is complete and up-to-date**
  
- Step 3**      **Arrange for Bonding and/or Insurance**
  
- Step 4**      **Develop a Safety Plan**

# How To Get Started/Where To Go



## Step 5

### Considerations:

- \* **Contact the local SBDC, U.S. SBA, VBOC and the PTAC for assistance/guidance**
- \* **8(a) certification**
- \* **HUBZone certification**
- \* **Subcontracting with prime contractors**
- \* **Mentor-Protégé Program**
- \* **Partnering/Teaming arrangements**

# How To Get Started/Where To Go



## Step 6

### **Federal Business Opportunities (FedBizOpps/FBO)**

- limit search to 3 – 7 days
- automatic system-generated notices
- <https://www.fbo.gov>

### **NECO**

- Navy Electronic Commerce On-Line
- <https://www.neco.navy.mil>

### **PTAC**

- Bid-Match
- Individual notices
- <http://www.guamptac.com>

### **Networking Events**

- Chambers of Commerce
- Contractors Associations

### **Small Business Advisor – NAVFAC Marianas**

# Tinian Exercises/Events



- Exercise support requests received by 36CONS or PWD Guam
- Unexpected/unforeseen actions during the exercise planning process
- Typically short notice – 2 weeks or two days
- Requirements procured this year:
  - Rental Vehicles - \$20.4K
  - Portable Toilets/Waste Removal - \$55K
  - Bottled Water - \$5.3K
  - Laundry Service - \$7.7K
  - Dumpsters - \$11.3K
  - Door/Wall Installation/Removal Services - \$28.7K

**For all procurement type inquiries, contact NAVFAC Marianas Small Business Advisor at 671-339-7090 or Acquisition Director at 671-349-6148**

# QUESTIONS



**Opportunities are never lost;  
Someone will take the ones you miss. ~Author Unknown**

# Back Up Slides



# Small Business Highlights



**Total NFM Awards: \$444M**

**LB: \$183M**

**SB: \$261M**

<b>FY 2012</b>	<b>SB</b>	<b>SDB</b>	<b>WOSB</b>	<b>HUBZone</b>	<b>SDVOSB</b>
<b>NAVFAC Goals</b>	<b>36%</b>	<b>24%</b>	<b>7%</b>	<b>9.5%</b>	<b>3%</b>
<b>NFM Actual</b>	<b>59.4%</b>	<b>42.5%</b>	<b>13.1%</b>	<b>24.2%</b>	<b>0.92%</b>
	<b>\$261M</b>	<b>\$187M</b>	<b>\$58M</b>	<b>\$107M</b>	<b>\$4M</b>