



**Tinian Chamber of Commerce
Briefing
SMALL BUSINESS PROGRAM**

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Overview



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Small Business Acquisition Policy



FAR 19.201(a)

It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.

NAVFAC Small Business Goals/Targets - FY09



SMALL BUSINESS PROGRAM	Statutory Federal Agency	NAVFAC TARGETS	
		Prime	Sub
Small Business (SB)	23%	41.42%	76.78%
Small Disadvantaged Business (SDB)	5%	19.2%	16.03%
Women-Owned SB (WOSB)	5%	7.5%	14.37%
Historically Under-Utilized Business Zone (HUBZone SB)	3%	9.09%	1.35%
Service-Disabled Veteran-Owned SB (SD-VOSB)	3%	0.67%	0.13%
Historically Black College and Universities/Minority Institution (HBCU/MI)	-	1.35%	0.00%

FY 2009 Small Business Performance



	LBCs	SBCs	Total
No. of Actions:			
Mo. of Aug	2	19	21
Year-to-Date	34	217	251
Dollars Obligated:			
Mo. of Aug	\$473K	\$7.5M	\$8.0M
Year-to-Date	\$182.2M	\$87.4M	\$270M

FY 2009 Small Business Performance



FY 2009	SB	SDB	WOSB	HUBZone	VOSB	SDVOSB
NAVFAC Goals	41.42%	19%	7.53%	9.09%	3.00%	0.67%
NAVFACMAR	\$93.0M	\$81.0M	\$13.7M	\$78.1M	\$500K	\$500K
Goals	34.78%	30.29%	5.13%	29.2%	0.19%	0.19%
Actual	\$87.4M	\$85.3M	\$12.0M	\$74.7M	\$0.00	\$0.00
	32.41%	31.64%	4.46%	27.72%	0.00%	0.00%

FY 2009 Small Business Performance



Top Contractors by Dollars

<u>Contractor</u>	<u>Total \$</u>	<u>Business Type</u>	<u>Contract</u>
DZSP21	\$82.0M	Large	BOS
Hensel Phelps Const	\$53.8M	Large	JR HQ
IBC-TOA	\$43.0M	Large	K-Wharf
Reliable Builders	\$28.6M	SB, 8(a), HZ	DBMACC
Fargo Pacific, Inc	\$15.0M	SB, 8(a), HZ	DBMACC
Chugach Gov't Services	\$ 8.6M	SB, 8(a), ANC	COOMS
Global Food Services	\$ 5.8M	SB, 8(a), WOSB, HZ	HOMS
BME & Sons, Inc	\$ 5.4M	SB, 8(a), HZ	MACC
Serrano Construction	\$ 5.0M	SB, 8(a), HZ	MACC
Nicole's Work, Inc	\$ 3.9M	SB, 8(a)	Grounds
Keum Yang Corp	\$ 3.2M	SB, 8(a), HZ	MACC
Guam Yooshin Corp	\$ 3.0M	SB, 8(a), HZ	SS
LA Painting and Constr	\$ 2.8M	SB, 8(a), WOSB, HZ	SS
AIC International, Inc	\$ 2.0M	SB, HZ	DBMACC

How NFM Executes



- **Major construction: Stand-alone best-value source selections**
- **MACC**
 - **DB MACC with \$400M total capacity (HUBZONE)**
 - **General MACC with \$100M total capacity (8a)**
 - **Electrical/Mechanical MACC Solicitation being worked**
- **BOSC-\$75M Cost Plus Award Fee/Award Option**
- **FSC**
 - **Janitorial**
 - **Grounds Maint**
 - **Housing O&M**
 - **Demolition**
 - **Pest Control**
 - **DRMO Forklift Maintenance**
 - **DECA Generator Maintenance**
- **IDIQ**
 - **Painting**
 - **Roofing**
- **JOC - \$3M Limit for requirements up to \$100K**

What FISC Buys



- **Office Furniture & Equipment**
- **Computer, IT equipment/supplies**
- **Cell phone (service or supplies)**
- **Mobile Radios**
- **Rental: vehicle, manlift, forklift, bus, containers/trailers, portable toilets, compressors, cell phone., etc.**
- **Repair & Maintenance of various equipments (e.g., Security Equipment)**
- **Fire and Emergency Equipment**
- **Training**
- **Mess/ Galley Services**
- **MWR & FFSS**

FISC Recurring Contracts



N00244-05-C-0001	MESS GALLEY ATTENDANT	PERRY MANAGEMENT
N00604-07-A-0003	RENTAL OF (1) 80' MANLIFT	EAST-WEST RENTAL CENTER INC.
N00604-07-A-0002	RENTAL OF EQUIPMENT	PINE RENTAL SERVICE
N00604-05-C-A006	MWR Services	GFS
N00604-05-C-A007	Family Support Services	ZEIDERS
N00604-07-D-0005	Inbound/Outbound (HHG):	DEWITT TRANSPORTATION SERVICES
N00604-08-D-0003	LAUNDRY SERVICES – NAVHOSP	NANBO TANAGAWA & ASSOCIATES IN
N00604-08-D-0004	FUEL HAULING SERVICES	UEG, INC.
N00604-08-D-0007	WIRELESS VOICE DEVICE SERVICES	TELEGUAM HOLDINGS LLC
N00604-08-D-0008	WIRELESS VOICE DEVICE SERVICES	GUAM CELLULAR & PAGING
N00604-08-D-0009	WIRELESS VOICE DEVICE SERVICES	IT&E OVERSEAS INC
N00604-08-D-0010	WIRELESS VOICE DEVICE SERVICES	CHOICE PHONE, LLC
N00604-09-A-0001	CABLE SUBSCRIPTION	MCV CABLE
N00604-09-A-0002	CAR RENTAL SERVICES	NATIONAL CAR RENTAL
N00604-09-A-0003	CAR RENTAL SERVICES	TRIPLE J RENTAL
N00604-09-A-0004	CAR RENTAL SERVICES	PREMIER ALLIANCE - AVIS
N00604-09-A-0005	CAR RENTAL SERVICES	NISSAN CAR RENTAL
N00604-09-A-0006	SERVEMART ORDERING	ABLE INDUSTRIES
N00604-09-A-0007	BUS RENTAL	KLOPPENBURG/TURTLE TOURS
N00604-09-A-0008	BUS RENTAL	DALLAS ENTERPRISES/KING BUS TOURS
N00604-09-A-0009	BUS RENTAL	DETRY CORPORATION
N00604-09-A-0010	BUS RENTAL	GUAM SANKO TRANSPORTATION INC.

Things to Consider



- Ensure profile is complete and up-to-date
- Stay current with web-based programs
- Obtain bonding and/or Insurance
- Subcontracting with prime contractors
- Mentor-Protégé Program
- Partnering/Teaming arrangements
- SB Programs – 8(a), HUBZone, WOSB, SDVOSB, etc

Local Points of Contact



- Eddie “Franc” Franklin – Andersen AFB 366-6608
- Rosalinda Walton - FISC 333-2047
- Tess Matanane - Naval Hospital 344-9673
- Larry Baron - Military Sealift Command 339-2080
- Bo Hicks - Navy Exchange 339-8644
- Larry Bentley - DECA Commissary Stores 333-2705
- Vera Topasna – PTAC 735-2552
- Jack Corbett – U.S. SBA 472-7436
- Georgette Reyes – Guam SBDC 735-2590
- Al Sampson – NAVFAC Marianas 339-7090

QUESTIONS??



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

