

San Francisco District Business Opportunities Open House

March 18, 2022

Welcome! We are excited you are participating in the 2022 USACE San Francisco District Business Opportunities Open House. We wish we were in-person with you but we're doing the next best option by hosting a virtual event. The event has been structured like our previous open houses in the hope that you will find it just as beneficial.

Presentations

The morning session will begin promptly at 9 am with Opening Remarks from our District Commander and Engineer, Lieutenant Colonel Kevin Arnett. Presentations featuring our 2022 programs will follow at the times published on the agenda. Please note: the presentation and chat session webpage links posted on the website will not be active until the morning of the event (Friday March 18th, 2022).

All slides presented during the event will be available for download at <https://www.spn.usace.army.mil/Business-With-Us/Business-Opportunities-Open-House/> following the event; please check back on March 23, 2022 if you'd like a copy.

We will be answering questions during and after the briefings as time permits. Please use the chat feature within WebEx to ask your questions. You may also unmute to ask your question following the briefing (see ***Tips*** below). Any questions not answered during the briefings can be answered during the networking sessions.

Networking/Chat Sessions

Chat sessions will begin promptly following the Commander's Opening Remarks. See the schedule below for the networking chat rooms hosted by our various Program Managers. Links to access the chat rooms are on the Open House website. Just like our past Open Houses, you will manage your own schedule. There are no pre-set meetings.

The intent of the networking sessions is to answer questions you may have about our mission, upcoming projects, procurement processes, post-award management of contracts, etc. Unfortunately, the intent of the networking sessions is not to provide your firm's capability briefing, although you are welcome to discuss anything you would like. If you provided a capability statement during the registration process, it has been shared with the San Francisco District team. You may also use the networking sessions to request future calls with our Program Managers.

During each networking session, opening comments from that office will be provided every 30 minutes. You do not need to stay in a networking session for the full 30 minutes, but this will be the time that we take to "reset" and bring anyone new to that session up to speed. If any of the networking sessions become overly busy, we will ask that you add your name in the chat feature and we will call on you to ask your question(s).

Since we are utilizing WebEx for this entire event, we have streamlined the process and have one webpage that will connect you to everything, <https://www.spn.usace.army.mil/Business-With-Us/Business-Opportunities-Open-House/>.

TIME	Presentation	Chat Rooms
9:00-9:30	Opening Remarks, District Overview, Federal/Industry Partnership, 2022 Program Overview <i>Presenter: LTC Arnett</i>	General Discussion with Deputy District Engineer of Projects (DPM) Stu Townsley (9:30-1:00) Dredging Construction with Construction Chief Jere Harper (10:00-1:00)
9:30-9:45	Navigation/Dredging <i>Presenter: Al Paniccia</i>	Small Business with Regional Small Business Program Manager Jack May (10:30-1:00) Facilities: Services and Small Construction with Operations Chief Nick Malasavage (9:30-10:10; 10:30-1:00)
9:45-10:15	CW Program, AE 2022 Projects, Q&A <i>Presenter: Patrick McKinley, Son Ha</i>	
10:15-10:30	Facilities: Services and Small Construction, Q&A <i>Presenter: Nick Malasavage</i>	Contracting Team with Contracting Chief Mary Fronck (11:00-1:30)
10:30-11:00	How to do business with USACE, Q&A <i>Presenter: Mary Fronck</i>	

Tips for Successfully using WebEx:

- Audio Connection: Use the “**Call me**” or “**Call in**” audio options. Recommend not using computer audio.
- Turn camera **off** when you are not speaking.
- You will be automatically muted upon entry into a WebEx presentation/chat room. Please remain muted until you’d like to ask a question. To unmute, be sure to unmute your computer on the WebEx screen and your phone.
- Questions can be asked anytime via Chat Box.
- Attendees can pin to the current presenter, so the slides are always visible on screen during the morning briefings.

If you are having technical difficulties, please email jean.l.anderson@usace.army.mil or call 415-503-6708 and we will try to help you troubleshoot the issue.

We look forward to talking with you during the Open House!