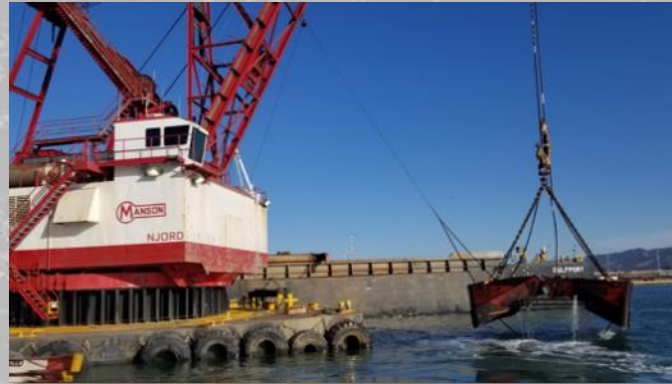


# SAN FRANCISCO DISTRICT BUSINESS OPPORTUNITIES OPEN HOUSE

FY 2022 SMALL BUSINESS

JACK A. MAY  
OFFICE OF SMALL BUSINESS PROGRAMS  
SOUTH PACIFIC DIVISION

18 March 2022



US Army Corps  
of Engineers®



# SMALL BUSINESS

## General Guidance to USACE Participants:

- All attendees will be muted upon entry. Jack May is the host
- Please ask questions in chat.
- USACE SB professionals are encouraged to have their videos & audio on
- Depending on number of attendees, open microphones is restricted to minimize background noise, audio feedback, and regulate Q&A



# SMALL BUSINESS

## Open House Chat Rooms Currently Active:

- Contracting, District Contracting Chief Mary Fronck (10:30 am - 1 pm)
- Facilities: Services & Small Construction, Nick Malasavage (10:15 am - 1 pm)
- Dredging & Construction, Jere Harper (10:00 am - 1 pm)

To go to their chatroom,  
go here first



[www.spn.usace.army.mil/Business-With-Us/Business-Opportunities-Open-House/](http://www.spn.usace.army.mil/Business-With-Us/Business-Opportunities-Open-House/)

Then look for their  
chatroom box





# SMALL BUSINESS PROGRAM PROFESSIONALS



**Jack May**  
**SPD**  
Assistant Director



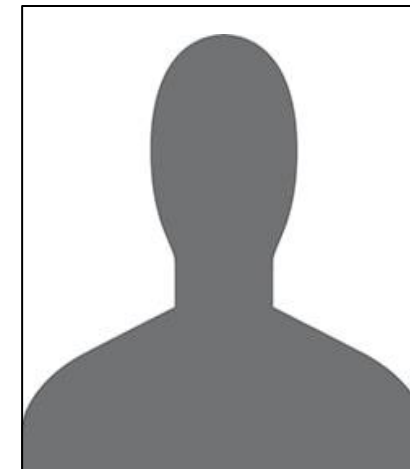
**Stephanie Parra**  
**SPA**  
Albuquerque, NM



**Michelle Morales**  
**SPK**  
Sacramento, CA



**Eric Ravelli**  
**SPL**  
Los Angeles, CA



**UNMANNED**  
**SPN**  
San Francisco, CA



**Roger Minami**  
**SPL**  
Los Angeles, CA



# SPN HISTORY



	2021		2021		2022		2022	
	SPD		SPN		SPD		SPN	
Award \$\$	\$1,763,835,898		\$209,556,066		\$211,329,887		\$1,694,174	
SB \$\$	\$927,256,602		\$178,799,896		\$142,406,716		\$2,769,280	
SDB \$\$	\$726,621,538		\$150,502,999		\$114,680,954		-\$1,734,861	
SDVOSB \$\$	\$32,727,877		\$5,154,698		\$17,875,544		\$3,567,566	
WOSB \$\$	\$171,080,715		\$5,296,809		\$26,556,022		\$1,336,954	
HUBZ \$\$	\$294,474,311		\$132,806,922		\$57,408,652		\$3,483,446	
SB %	16.72%	52.54%	45.01%	85.32%	41.50	67.38%	55.00	163.45%
SDB %	12.00%	41.19%	25.05%	71.81%	27.00	54.26%	13.00	-115.03%
SDVOSB %	0.64%	1.85%	2.03%	2.45%	3.50	8.45%	2.00	210.57%
WOSB %	3.20%	9.69%	7.18%	2.52%	6.75	12.56%	5.00	78.91%
HUBZ %	3.00%	16.69%	1.36%	63.37%	6.00	27.16%	1.30	205.61%

**ANNUAL OBLIGATIONS:** \$78.3M  
**SB:** \$49.8M  
**SDB:** \$17.8M  
**SDVOSB:** \$4.6M  
**WOSB:** \$9.1M  
**HUBZ:** \$16.7M



# SMALL BUSINESS

**Forecast is for informational purposes only**  
**All information is subject to change without notice**

Project Title	Project Description	Type of work	Anticipated Advertisement	Anticipated Contract Value	Acquisition Types	Contract Types	Anticipated Acquisition Strategy
(i.e. Louisville District A&E Svcs IDIQ)	Brief Project Description	Select: A&E, Cons, Env, Dredging, Service, Supply	Fiscal Qtr & Yr (i.e. Q2 FY21)	Select: <\$25K, \$25k-\$100k, \$100k-\$250k, \$250k-\$500k, \$500k-\$1M, \$1M-\$5M, \$5M-\$10M, \$10M-\$25M, \$25M-\$100M, \$100M-\$250M, \$250M-\$500M, >\$500M Per DFARS 236.204	Select: TBD, MATOC, SATOC, TO, BOA, BPA, IDC	Select: Fixed-Price Contract, Cost-Reimbursement Contracts, Time & Materials Contracts, Incentive Contracts	Select: Unrestricted, Small Business Set-Aside, 8(a) Sole Source, 8(a) Competition (8(a), EDWOSB Set-Aside, WOSB Set-Aside, HUBZone Set-Aside, TBD
Richmond Dredging	Richmond Dredging	Navigation	4/22	\$10M-\$25M	C	FP	SB
San Rafael Creek Dredging	San Rafael Creek Dredging	Navigation	4/22	\$5M-\$10M	C	FP	SB
San Joaquin DWSC Dredging	San Joaquin DWSC Dredging	Navigation	4/22	\$5M-\$10M	C	FP	
Sacramento Dredging	Sacramento Dredging	Navigation	5/22	\$5M-\$10M	C	FP	
Suisun Dredging	Suisun Dredging	Navigation	5/22	\$5M-\$10M	C	FP	SB
Napa river Dredging	Napa river Dredging	Navigation	6/22	\$5M-\$10M	C	FP	SB
Oakland Dredging	Oakland Dredging	Navigation	5/22	\$10M-\$25M	C	FP	



# SMALL BUSINESS

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CIVIL										
W912P7	San Francisco		Building 8	Building 8	VA CON	4/22	\$25M-\$100M	C	FP	SB
W912P7	San Francisco		Dry Creek Ecosystem Restoration	Dry Creek Ecosystem Restoration	CIV CON	5/22	\$5M-\$10M	C	FP	SB
W912P7	San Francisco		Moss Landidng Jetty Repair	Moss Landidng Jetty Repair	CIV CON	9/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		Microgrid	Microgrid	MIL CON	6/22	\$10M-\$25M	C	FP	SB
W912P7	San Francisco		GGNC Building Renovation	GGNC Building Renovation	VA CON	7/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		SFNC Lodge	SFNC Lodge	VA CON	6/22		C	FP	SB
W912P7	San Francisco		SFNC Wall Repair	SFNC Wall Repair	VA CON			C	FP	SB
S&S										
W912P7	San Francisco		CX for Building 8	CX for Building 8	VA AE	6/22	\$500K-\$1M	TO	FP	
OPNS										
W912P7	San Francisco		CVD- Wildfire Cleanup	CVD- Wildfire Cleanup	CON OPS	4/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		Debris Dock Replacement	Debris Dock Replacement	CON OPS	4/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		CVD- Replace service gates	CVD- Replace service gates	CON OPS	8/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		CVD-South Boat Ramp Parking Lot	CVD-South Boat Ramp Parking Lot	CON OPS	9/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		WSD- Emergency Water Supply	WSD- Emergency Water Supply	CON OPS	9/22	\$1M-\$5M	C	FP	SB
W912P7	San Francisco		Soledad WWEP Levee	Soledad WWEP Levee	CON OPS	6/22	\$500K-\$1M	C	FP	SB



# SMALL BUSINESS PROGRAM ADDITIONAL BUSINESS OPPORTUNITIES



## **SPD**

San Francisco, CA

[www.spd.usace.army.mil/Business-With-Us/Small-Business/](http://www.spd.usace.army.mil/Business-With-Us/Small-Business/)

## **SPN**

San Francisco, CA

[www.spn.usace.army.mil/Business-With-Us/Small-Business/](http://www.spn.usace.army.mil/Business-With-Us/Small-Business/)

## **SPA**

Albuquerque, NM

[www.spa.usace.army.mil/Business-With-Us/Small-Business-Information/](http://www.spa.usace.army.mil/Business-With-Us/Small-Business-Information/)

## **SPK**

Sacramento, CA

[www.spk.usace.army.mil/smallbusiness/](http://www.spk.usace.army.mil/smallbusiness/)

## **SPL**

Los Angeles, CA

[www.spl.usace.army.mil/Business-With-Us/Small-Business-Program/](http://www.spl.usace.army.mil/Business-With-Us/Small-Business-Program/)



# QUESTIONS/COMMENTS

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