



**Guam Contractors Association General Membership Meeting
21Jan15**

**NAVFAC Marianas
Office of Small Business Programs**

**Al Sampson
Deputy for Small Business**



Overview



- **Duties/Responsibilities**
- **Small Business Opportunities**
 - **Things to Consider**
 - **Points of Contact**



Duties of a SBP

Act as an ***advocate*** to maximize small business opportunities in support of NAVFAC's mission

- Ensure small businesses have a fair opportunity to compete and be selected for Federal contracts

- **Promote acquisition opportunities where small businesses can best support the needs of our military forces**

- Interface on behalf of small businesses with Government Contracting Officers/Contract Specialists



Office of Small Business Programs



What a SBP Can't - Can Do

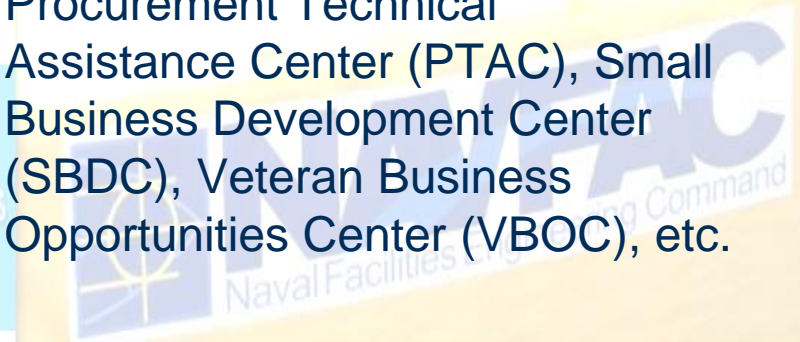
Can't Do

- Promise you a contract
- Advocate for one contractor over another
- Tell you how to price your proposal
- Tell you what to put on your representations and certifications or proposals
- Tell you how to set up your company
- Give legal advice
- Send you copies or tell you about every solicitation that your firm may have an interest in

Can Do

- Provide outreach support and training
 - Explain the government's general procurement processes
 - Explain what the Command buys
 - Explain general information on contract clauses
 - Provide points of contact
- Provide conflict resolution
- Partner with the local SBA
- Maintain relationships with the Procurement Technical Assistance Center (PTAC), Small Business Development Center (SBDC), Veteran Business Opportunities Center (VBOC), etc.

Office of Small Business Programs





NAVFAC Office of Small Business Programs Webpage



–About Us

–Contact Us

–Opportunities

- Contracting Guidelines
- Subcontracting Opportunities
- Regional Opportunities
- Acquisition Strategies & Forecasts
- WOSB & SDVOSB Directories
- Public Presentations

–Achievements

–Programs



https://www.navfac.navy.mil/products_and_services/sb.html

Check it Out !



Small Business Opportunities in 2015



Military Construction (MILCON) on Guam – \$128M authorized
– 4 potential projects (about \$35.3M) set aside for SB concerns

Contract vehicles to be re-solicited:

SB MACC - 5 firms; NTE \$240M; Base + 4 options

HUBZone DB MACC - 5 firms; NTE \$240M; Base + 4 options

SDVOSB MACC - 5 firms; NTE \$30M; Base + 4 options

8(a) MACC – 5 firms; NTE 100M; Base + 4 options

HZ MEC MACC – 5 firms; NTE \$30M; Base + 4 options

SDVOSB Painting IDIQ - NTE \$30M; Base + 4 options



Small Business Opportunities in 2015 (cont'd)



Service contracts to be resolicited/awarded in 2015:

Demolition - Pending

Public Affairs - Jan15

Wood and Tire Collection/Disposal – Jan15

Pest Control – Mar15

Safety – Mar15

InBound/Outbound HHG – Dec15

NAVFAC Marianas FY15 forecast – approx \$325M



What You Can Do/Things to Consider



- **Expectations**
 - Marine relocation will bring more work out this way; ~\$8.7B
 - NDAA – authorizes specific expenditures and budget for the DoD
 - Appropriations Bill – provides funding to the DoD to execute/spend in accordance with the NDAA
- **Build relationships with potential partners/suppliers**
 - Leverage resources
 - Strengthen capabilities
 - Reduces solicitation response time
 - Off-island contractors/suppliers always looking for opportunities and potential team members
- **Keep your SAM and SBA profiles updated**



DSBS Search



#	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	HELEN R. BRITTON MDB ALLIANCE SERVICES	Helen R Britton	169 CHALAN MARIA SEPAN TUGON YIGO, GU 96929-0001	Family owned business providing ground maintenance services and ensuring that your needs for landscaping and cleaning are met.
2	GPF Corporation	Gavino Aguilar	199 NIJOK AVENUE MANGILAO, GU 96913-0000	
8	LANDSCAPE MANAGEMENT SYSTEMS INC	ROBERT SALAS	194 OLD SAN VITORES RD TUMON, GU 96913-0000	Landscaping services, indoor plant maintenance and rental services, outdoor grounds maintenance and plant rental, plant removal and other related services. Also provide mediums such as pots, river rocks, fountains, etc.
11	SAAT CORPORATION	Shino Thomas	255 DIMAS ST MANGILAO, GU 96929-0001	Guam Landscaping Master, male owned small business is a DBA under Domestic corporation registered in Guam. Shino Thomas, President has following certifications and work experience in different projects.
12	GREEN CLOVER SERVICES	WILLIAM B. FRAZIER	206 JOHN T SABLAN YIGO, GU 96929-0001	
14	GREENSCAPES LLC	Ernest L. Nelson	139 EAST END RD YONA,, GU 96915-0000	Licensed Landscape Contractor. Landscape and Irrigation Design and Installation. Ground Maintenance. Plant Nursery.
17	CHIEF BUILDERS CORPORATION CHIEF CONSTRUCTION	LILIA M ALCAIRO	209 CHALAN ISIAN LUTA YIGO, GU 96929-0000	



What You Can Do/Things to Consider (cont'd)



Other Considerations:

- **8(a) certification**
- **HUBZone certification**
- **Mentor-Protégé Program**
- **Partnering/Teaming arrangements**
- **Contact the PTAC, SBDC, VBOC, and U.S. SBA Guam Branch Office for assistance/guidance**

****GCA Small Business Committee - get involved****
- SB assistance, training, etc.



Where to Find Opportunities



Federal Business Opportunities (FedBizOpps/FBO)

- <https://www.fbo.gov/>

Navy Electronic Commerce On-Line (NECO)

- <https://www.neco.navy.mil/>

PTAC

- Bid-Match
- Individual notices

Networking Events

- Guam Contractors Association
- National Association of Women in Construction
- Chamber of Commerce
- Business Expos/Industry Fairs



Points of Contact

- **NAVFAC Marianas:**
 - **Mr. Eugene Diaz, Acquisition Director**
E-mail: Eugene.Diaz@fe.navy.mil or phone (671) 349-6148
 - **Mr. Al Sampson, Small Business Advisor**
E-mail: Albert.Sampson@fe.navy.mil or phone (671) 339-7090
 - **Mr. Dante Serneo, Contracting Officer**
E-mail: Dante.Serneo@fe.navy.mil or phone (671) 339-5120
- **36CONS:**
 - **Ms. Amber San Gil, Contracting Officer**
E-mail: Amber.Sangil@us.af.mil or phone (671) 366-4943
- **NAVFAC Pacific:**
 - **Ms. Lisa Roth, Deputy for Small Business**
E-mail: lisa.a.roth1@navy.mil or phone (808) 472-1045



?? QUESTIONS ??

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