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
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.
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
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
<table>
<thead>
<tr>
<th>#</th>
<th>Name and Trade Name of Firm</th>
<th>Contact</th>
<th>Address and City, State Zip</th>
<th>Capabilities Narrative</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>HELEN R. BRITTON</td>
<td>Helen R Britton</td>
<td>169 CHALAN MARIA SEPAN TUGON VIGO, GU 96929-0001</td>
<td>Family owned business providing ground maintenance services and ensuring that your needs for landscaping and cleaning are met.</td>
</tr>
<tr>
<td>2</td>
<td>MDB ALLIANCE SERVICES</td>
<td>Helen R Britton</td>
<td>199 NIJOK AVENUE MANGILAO, GU 96913-0000</td>
<td>Family owned business providing ground maintenance services and ensuring that your needs for landscaping and cleaning are met.</td>
</tr>
<tr>
<td>8</td>
<td>LANDSCAPE MANAGEMENT SYSTEMS INC</td>
<td>Gavino Aguilar</td>
<td>194 OLD SAN VITORES RD TUMON, GU 96913-0000</td>
<td>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.</td>
</tr>
<tr>
<td>11</td>
<td>SAAT CORPORATION</td>
<td>Shino Thomas</td>
<td>255 DIMAS ST MANGILAO, GU 96929-0001</td>
<td>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.</td>
</tr>
</tbody>
</table>
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