

SAME Midwest Small Business Expo 2016 Chicago District Opportunities

Bonita M. Carroll

Deputy for Small Business

Chicago District

March 2016



U.S. Army Corps of Engineers, Chicago District is...

- Civil Works project-focused.
- The Nation's Environmental Engineers. Delivering positive impact in construction, natural resource management, energy, and more.
- The USACE Chicago District is the smallest in geographic area of 7 districts that comprise the Great Lakes and Ohio River Division.



USACE Chicago District

FY 2015 Achievements

In FY 2015 we executed 286 contract actions; 212 (74%) to small business concerns, and 74 (26%) unrestricted valued at \$107M in total contracts awarded.



USACE Chicago District

- The Chicago District encourages maximum participation by socioeconomic categories:

Small Business (**SB**)

Small Disadvantaged Business (**SDB**)

Veteran Owned Small Business (**VOSB**) and Service Disabled
Veteran Owned Small Business (**SDVOSB**)

Historically Underutilized Business Zone (**HUBZone**)

Women Owned Small Business (**WOSB**) and Economically
Disadvantaged Women Owned Small Business (**EDWOSB**)



U.S. Army Corps of Engineers, Chicago District

FY 2016 Small Business Goals

Program	2015 Goals	2015 Achieved	2016 Goals
Small Business	23.00%	47.02%	52.48%
SDB	5.00%	7.06%	12.16%
SDVOSB	3.00%	2.30%	3.98%
Woman Owned	5.00%	3.48%	4.58%
HUBZone	3.00%	5.37%	6.83%



We need you



To be successful in helping us add value
to the Chicago-land Metropolitan Area,
and the Nation



U.S. Army Corps of Engineers, Chicago District

Top 10 NAICS Codes FY 2013-2015

1. **237990** - Other Heavy and Civil Engineering Construction
2. **238290** - Other Building Equipment Contractors
3. **541330** - Engineering Services
4. **541310** - Architectural Services
5. **561210** - Facilities Support Services
6. **237110** - Water and Sewer Line & Related Structures Construction
7. **488310** - Port and Harbor Operations
8. **541990** - All Other Professional, Scientific, and Technical Services
9. **561210** - Facilities Support Services
10. **541600** – Management, Scientific and Technical Consulting Services

Source: Compiled from PD2 System Data



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New Regulation Changes Impacting (WOSBs/EDWOSBs)

Effective March 3, 2016, the SBA made regulation changes to the **WOSB and EDWOSB** Program.

Whereas under the new rule 365 (82%) of the now 445 NAICS codes are eligible for WOSB set asides

For the USACE Chicago District, this translates into WOSB set aside eligibility for several of our Top NAICS Codes which include **237990 - Other Heavy and Civil Engineering Construction**, **238290-Other Building Equipment Contractors**, and **541330 - Engineering Services**



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Strategies to Maximize Contract Opportunities

Ensure your registration status is 'ACTIVE' in the System Award Management (SAM) and SBA's Dynamic Small Business Search (DSBS)

Include the NAICS industry code(s) and certifications, that reflect your demonstrated experience in your Capabilities Statement, and business cards



Strategies to Maximize Contract Opportunities

Schedule a Face to Face Meeting/Teleconference to present your capabilities, and ask questions

Attend Industry Days/Outreach Events to learn about current/future opportunities, and to network

Scan FedBizOpps (fbo.gov) daily and Respond to 'Sources Sought' Make time--key in our market research efforts



Strategies to Maximize Contract Opportunities

Team with another business in a joint venture or part of a subcontracting team under a large prime contractor to compete for contracts

If an existing 8(a), consider the 8(a) Business Development Mentor Protégé Program designed to improve protégé's ability to compete for contracts, and achieve entrepreneurial success



Resource Partners

USACE Chicago District, Deputy for Small Business

Bonita M. Carroll (312) 846-5565, bonita.m.carroll@usace.army.mil

Illinois Procurement Technical Assistance Center (PTAC)

and Women's Business Development Center (WBDC)

Frieda Curry (312) 853-3477, x530, fcurry@wbdc.org

Alex Alcantar at Hispanic Chamber of Commerce, (312) 425-9500, x117

Chris Hollingsworth at North Business & Industrial Council, (773) 594-9292, x111

Wisconsin Procurement Institute (WISPRO)

Aina Vilumsons, 414-270-3600, info@wispro.org or wispro.org

Small Business Administration (SBA), Procurement Center Representative

Chicago-Janis E. Kaiser (312) 353-7442, janis.kaiser@sba.gov

Small Business Administration (SBA), 8(a) Program

Illinois –Lolitha McKinney, 312-353-5850, lolitha.mckinney@sba.gov

Chicago-Rosalyn E. Putnam (312) 353-5037, rosalyn.putnam@sba.gov

