



# End of Year Update BLOG Unrelated Bits of Information

December 10, 2015  
Milwaukee, WI

Presented by Wisconsin Procurement Institute



# NEW LEADERSHIP for WPI



William Hughes will become Chairman and President of WPI's Board of Directors, effective immediately. He has served on the Board since 1999. Mr. Hughes will replace John Rogers, CEO of Capstone National Partners, who has served as Chairman of WPI since 2003. Mr. Rogers will continue serving on the Executive Board.

Mr. Hughes is an attorney and shareholder with the law firm of Whyte Hirschboeck Dudek S.C. He is the leader of the firm's Government Contracts practice and has extensive experience in all aspects of construction and public contract law. Prior to joining WHD, Bill was an attorney for the U.S. Air Force at the Air Force Contract Law Center where he served as senior legal counsel for a number of major procurement programs and represented the Government on bid protests before the Government Accountability Office and contract disputes before the Armed Services Board of Contract Appeals. He is a graduate of the United States Air Force Academy and Marquette University Law School (Magna Cum Laude). He also has a Masters of Law in Government Procurement from George Washington University (with highest honors).

# USS Milwaukee Commissioning

<http://www.ussmilwaukeeelcs5.org/>



The banner features a collage of images: the Milwaukee skyline on the left, the USS Milwaukee (LCS 5) at sea in the center, and the ship's official crest on the right. The crest is a circular emblem with a blue background, a white anchor, and the text 'USS MILWAUKEE' at the top and 'LCS 5' at the bottom. Below the images, a navigation bar includes links for 'Top of Site', 'The Ship', 'Coat of Arms', 'The Committee', 'Ship's Sponsor', 'Events', 'Photos, Videos, News', and 'Contact'. A Facebook icon and the text 'Find us on Facebook' are also present. The main text reads 'COMMISSIONING' in large, bold, white letters. Below this, a large image shows the ship's bow cutting through the water, with the text 'WELCOME ABOARD' and 'And Full Speed Ahead!' overlaid. At the bottom, a white box contains the text: 'OFFICIAL COMMISSIONING DATE: NOVEMBER 21, 2015' and '40 DAYS TO GO!'. A small paragraph of text at the bottom left describes the committee's purpose.

USS MILWAUKEE (LCS 5)

Find us on Facebook

COMMISSIONING

Top of Site The Ship Coat of Arms The Committee Ship's Sponsor Events Photos, Videos, News Contact

WELCOME ABOARD

And Full Speed Ahead!

OFFICIAL COMMISSIONING DATE: NOVEMBER 21, 2015  
40 DAYS TO GO!

The Committee was formed first and foremost to serve the needs of the Navy, and those of the Sailors in the ship's crews, in support of the commissioning of the USS Milwaukee, presently being built in Marinette, WI. The "commissioning" is when this brand new, 390-foot-long U.S. Navy warship will be "brought to life" and enter service in the Navy. It is presently scheduled for the fall of 2015 at Veterans Park on Milwaukee's waterfront, and will include a week-long series of

- LCS 7 – Detroit
- LCS 9 – Little Rock
- LCS 11 - Sioux City
- LCS 13 – Wichita
- LCS 15 – Billings
- LCS 17 – Indianapolis
- LCS 19 – St Louis
- LCS 21 – Minneapolis/St. Paul
- LCS 23 - Cooperstown

Detroit (LCS 7) is scheduled to be delivered in early 2016. Sioux City (LCS 11), Wichita (LCS 13), Billings (LCS 15), and Indianapolis (LCS 17) are in construction. St. Louis (LCS 19) and Minneapolis/St. Paul (LCS 21) are in long-lead material procurement.

# From yesterdays Crain's Detroit Business



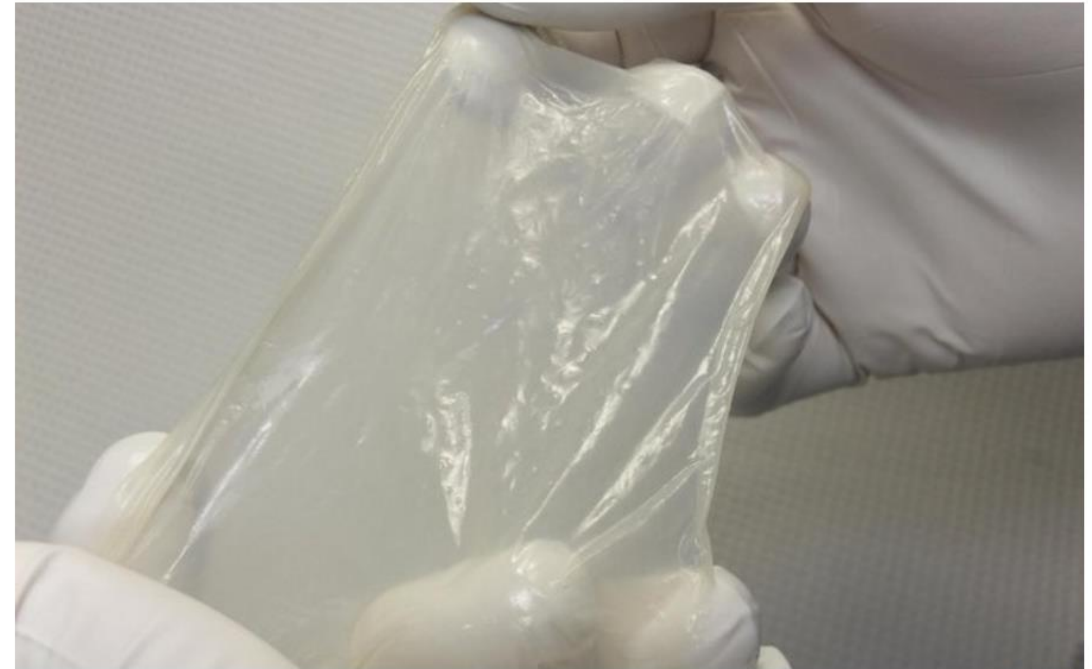
- The GAO, meanwhile, is also nearly done with a protest review brought by Lockheed over a \$6.75 billion U.S. Army award in Macomb County for **Oshkosh Defense** to make the Joint Light Tactical Vehicle.
- The subsidiary of Wisconsin-based **Oshkosh Corp.** prevailed Aug. 25 over industry teams led by Lockheed and **AM General LLC** in an initial production award from the **U.S. Army Tacom Life Cycle Management Command** in Warren. The JLTV is expected to replace tens of thousands of military Humvees manufactured by AM General since the early 1980s, but AM General passed on its right to protest.
- The **Lockheed protest filed in September is due for a decision from GAO next week.** Lockheed has brought two amended or updated protests since the original filing, but officials said those are not expected to postpone the original decision deadline.
- Bid protests at the GAO generally must be decided within 100 days after they are filed, and the Army and Marines generally place an automatic stay on any work performance under those contracts until the bid review is complete.

FY2015 - .....While **Stratatech's** contract is a small percentage of the approximately \$3 billion worth of federal contracts awarded annually to Wisconsin concerns, the \$247 million represents the largest nondefense-related research and development contract awarded in the state during the last five years.....

Stratatech initially will receive \$60 million from the contract, \$10 million of which will fund the U.S. government's purchase of Stratatech's skin products to establish an inventory in case of a widespread emergency — a natural disaster, say, or a terrorist attack.

<http://www.jsonline.com/business/stratatech-receives-247-million-contract-to-develop-skin-product-b99590471z1-330696141.html>

## Stratatech receives \$247 million contract to develop skin product



Stratatech

An example of StrataGraft, the skin being made by Stratatech Corp.

### Company will establish tissue inventory in case of natural or man-made emergency

By Kathleen Gallagher

Oct. 5, 2015

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As she watched the surgeon operating on a farmer who had suffered third-degree burns across 95% of his body, researcher Lynn Allen-Hoffmann realized instantly she had a new mission: making human skin.

The surgeon, desperate to find effective treatments for severe burn victims, had invited the [University of Wisconsin-Madison scientist](#) to watch him work on the farmer, injured in a propane tank explosion.



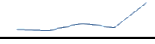
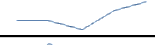
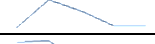


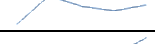


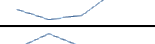
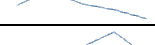

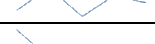
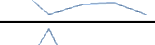





## Last Years Largest First-time Federal Contractor - WELDALL

Retired astronaut Dr. Don Thomas and representatives from NASA took a tour of Weldall Manufacturing Inc. to get an up-close look at the structures built there.

Weldall built special test equipment for NASA's exploration of deep space, including how to get humans to Mars. Dec 9, 2015



<http://www.wisn.com/news/retired-astronaut-visits-waukesha-manufacturing-company/36883582>

<b>WISCONSIN FEDERAL PROCUREMENT DOLLARS</b>							
<b>Agencies</b>	<b>2016</b>		<b>2015 PRELIM</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>2100 - ARMY</b>	\$0		\$1,033,081,310	\$758,519,836	\$1,848,410,113	\$1,214,482,066	\$4,895,484,682
<b>1700 - NAVY</b>	\$0		\$276,717,784	\$272,521,919	\$135,293,860	\$427,235,006	\$580,058,448
<b>3600 - VETERANS AFFAIRS</b>	\$63,519,320		\$256,935,013	\$347,478,251	\$310,806,062	\$264,640,945	\$264,484,295
<b>7500 - HEALTH AND HUMAN SERVICES</b>	\$3,837,841		\$195,476,323	\$198,326,509	\$168,380,391	\$107,887,106	\$109,585,762
<b>9700 - DEFENSE</b>	\$0		\$187,749,744	\$340,084,076	\$284,405,607	\$256,324,655	\$288,667,695
<b>97AS - DEFENSE LOGISTICS AGENCY (DLA)</b>	\$0		\$165,649,042	\$213,490,871	\$178,027,119	\$318,822,997	\$369,399,571
<b>1200 - AGRICULTURE</b>	\$10,621,391		\$130,702,480	\$111,630,175	\$118,903,174	\$160,259,904	\$160,301,040
<b>9100 - EDUCATION</b>	\$866,311		\$120,598,684	\$185,051,248	\$125,445,899	\$103,226,045	\$61,672,694
<b>1500 - JUSTICE</b>	\$22,663,376		\$75,786,086	\$69,736,635	\$96,552,641	\$126,272,236	\$80,274,766
<b>5700 - AIR FORCE</b>	\$0		\$35,733,876	\$72,205,021	\$25,342,018	\$59,862,644	\$48,172,898
<b>1400 - INTERIOR</b>	\$5,879,140		\$29,324,354	\$18,922,109	\$22,869,755	\$23,413,085	\$18,882,886
<b>8000 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION</b>	\$1,772,830		\$22,429,672	\$32,807,032	\$20,031,998	\$21,393,351	\$11,207,843
<b>6800 - ENVIRONMENTAL PROTECTION AGENCY</b>	\$939,227		\$21,820,902	\$18,992,813	\$56,622,024	\$7,591,726	\$12,776,238
<b>7000 - HOMELAND SECURITY</b>	\$2,718,286		\$20,775,062	\$34,930,468	\$31,919,390	\$127,128,833	\$63,346,574
<b>96CE - US ARMY CORPS OF ENGINEERS - Civil programs</b>	\$0		\$18,157,748	\$60,225,355	\$17,381,667	\$39,077,105	\$24,311,157
<b>2800 - SOCIAL SECURITY ADMINISTRATION</b>	(\$64,634)		\$12,443,345	\$12,513,214	\$14,234,046	\$14,202,890	\$2,508,638
<b>GRAND TOTALS:</b>	<b>\$116,472,713</b>		<b>\$2,648,087,315</b>	<b>\$2,816,570,346</b>	<b>\$3,524,634,909</b>	<b>\$3,353,527,864</b>	<b>\$7,086,818,565</b>

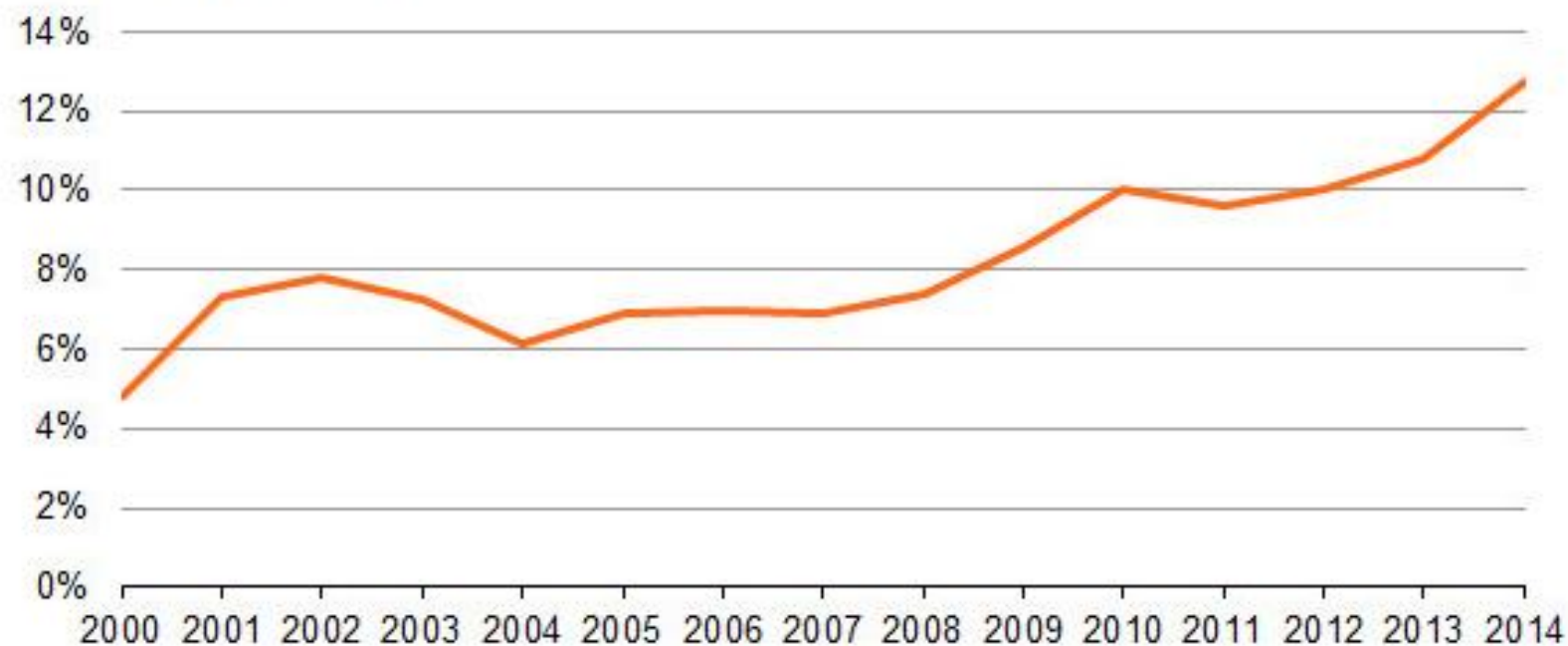
<b>Wisconsin Federal Procurement Dollars</b>							
<b>Congressional District</b>	<b>2016</b>		<b>2015 PRELIM</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
Wisconsin 1 - Rep. Paul Ryan	\$2,678,820		\$68,684,313	\$228,507,171	\$150,775,827	\$235,948,468	\$301,186,782
Wisconsin 2 - Rep. Mark Pocan	\$7,053,670		\$477,225,131	\$575,560,719	\$445,815,307	\$378,839,888	\$379,809,482
Wisconsin 3 - Rep. Ron Kind	\$4,890,933		\$173,791,454	\$368,475,912	\$385,543,798	\$391,694,257	\$338,410,445
Wisconsin 4 - Rep. Gwen Moore	\$13,778,191		\$232,819,958	\$309,578,275	\$201,131,141	\$239,519,733	\$346,059,158
Wisconsin 5 - Rep. James Sensenbrenner Jr.	\$48,305,246		\$303,458,844	\$424,696,576	\$409,036,702	\$405,989,397	\$399,543,092
Wisconsin 6 - Rep. Thomas Petri / Glenn Grothman	\$4,434,215		\$97,974,961	\$556,006,096	\$1,711,903,061	\$1,269,829,135	\$4,989,517,224
Wisconsin 7 - Rep. Sean Duffy	\$1,328,039		\$34,379,345	\$48,947,396	\$31,879,480	\$46,203,508	\$83,223,861
Wisconsin 8 - Rep. Reid Ribble	\$19,549,059		\$119,651,456	\$156,669,241	\$156,813,270	\$332,858,474	\$220,177,042
Wisconsin Multiple Congressional Districts - N/A	\$1,263,638		\$1,138,333,811	\$148,128,961	\$31,736,323	\$52,645,005	\$28,984,972
<b>GRAND TOTALS:</b>	<b>\$103,281,811</b>		<b>\$2,646,319,273</b>	<b>\$2,816,570,347</b>	<b>\$3,524,634,909</b>	<b>\$3,353,527,865</b>	<b>\$7,086,912,058</b>

# TOP 10 NEW contractors FY2015 (Prelim)

<b>Contractor</b>	<b>City</b>	<b># Transactions</b>	<b>Amount</b>	
BAY VALLEY FOODS, LLC	GREEN BAY	4	\$2,853,054	Food
IOWA WASTE SYSTEMS, INC	MADISON	4	\$2,314,565	Waste Management
PEORIA IL VA 2009 LLC	FOND DU LAC	1	\$1,870,203	Property Leasing (VA)
ABLE ACCESS TRANSPORTATION LLC	MILWAUKEE	3	\$515,522	Transport
HOAGLUND ENTERPRISES, INC.	RACINE	3	\$500,000	Appraisals
TINGLE JR, TALMADGE RAY	GREEN BAY	4	\$453,800	Expert Witness
AGRI-LAND FEED&SUPPLY INC	BLOOMINGTON	2	\$307,573	Construction
INVIVOSCIENCES, INC.	MADISON	4	\$303,990	R&D / Bio HHS
POINTCARE GENOMICS CORP	MADISON	1	\$299,961	R&D / HHS
CELLECTAR BIOSCIENCES, INC.	MADISON	1	\$292,715	R&D / HHS

## SB Set-Aside Share of Total Procurement Hits 15-Year High

The small-business set-aside share of total federal procurement spending approached 13 percent in fiscal 2014.



Note: All years are fiscal years. Calculations measure all contract dollars coded both as set-aside and as small-business. A small share of set-asides listed as awarded to large/other firms is excluded.

Source: Bloomberg Government prime contracts data

# Category Management – SIMPLIFYING - new buzz word

- Category Management is a purchasing approach where spend is organized into common categories and managed strategically. Category Management brings together expertise from industry and government grouped by product or service to give all government buyers a more holistic view of the landscape.  
<http://www.gsa.gov/portal/content/246415>
- [https://www.acquisition.gov/?q=Category Management](https://www.acquisition.gov/?q=Category+Management)
  - To develop the structure, CMLC and OMB turned to the Federal Procurement Data System (FPDS), which is the system the federal government uses to track its spending for purchases over \$3,000. CMLC and OMB looked at FPDS data from fiscal year 2014 and divided it into 19 categories. There are 10 common spend categories, which account for \$275 billion worth of purchases on goods and services, and nine additional defense-centric ones; the federal government spent \$153 billion on defense-centric categories. Then CMLC and OMB took product services codes (PSCs) and matched them to these 19 categories.
- <http://www.federaltimes.com/story/government/anniversary/2015/12/08/gsa-will-transform-federal-buying/76790872/>

# GSA launches new schedule for professional services

Aaron Boyd, Senior Staff Writer 5:01 p.m. EDT October 8, 2015



(Photo: Daniel Woolfolk/Staff)

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The General Services Administration created a new schedule for professional services — [the Professional Services Schedule](#) — consolidating the agency's offerings into a single contract vehicle.

The new schedule — the culmination of a year's work — launched Oct. 1 and is now open for

agency use.



FEDERAL TIMES

New GSA tool lets agencies compare contract labor rates

The schedule includes contracts for advertising and marketing, business consulting, environmental solutions, financial and business solutions, language services, logistics and professional engineering. Those subcategories still exist for ease of use, however the vendor offers are now consolidated under a single contract for every company.

Previously, there were more than 5,000 professional services contracts from more than 4,500 vendors. After the consolidation, there are now 3,099 contracts under as many companies.

"Many of them had previously held up to eight contracts that supported professional services. Now they'll have one," said Tiffany Hixson, GSA regional commissioner and Professional Services Category executive. "They'll have one contracting officer and probably a couple of contract specialists that will be able to support them."

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## MORE STORIES



**Bonosaro to retire from SEA**

Oct. 7, 2015, 11:48 a.m.



**The 2015 Service to America Medal Winners**

Oct. 7, 2015, 10:20 a.m.

In addition

- Several schedules have been closed
- IT consolidation
- Continuing to try to increase efficiency and decrease administrative costs

# Justice Forces Phony Woman-Owned Contractor to Pay \$20 Million

By Charles S. Clark | October 9, 2015 | 10 Comments



U.S. Attorney Preet Bharara speaks during a press conference at the U.S. Attorney's office in New York last month. Kathy Willens/Associated Press

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The defense contractor UFC Aerospace and its former president agreed to pay \$20 million after admitting to the government that the company had falsely certified itself as a woman-owned small business, the Justice Department announced on Thursday.

Beginning in 2001 until 2011, the Bay Shore, N.Y.-based firm and its former president Douglas Davis engaged in civil fraud “in order to secure numerous lucrative defense subcontracts with government contractors,” said a release from the U.S. attorney’s office for New York’s Southern District in Manhattan. UFC “falsely certified to government contractors that UFC was a woman-owned small business (“WOSB”) when UFC at no point met either requirement for WOSB status under the Small Business Act,” it said in announcing that a district judge had approved the settlement.

## RELATED

**Small Business Advocate's List Shows Many Large Firms Getting Set Asides**

July 10, 2015 | 36 Comments

**SBA Tops Off Small Business Week with Outreach to Women Contractors**

May 11, 2015 | 2 Comments

**Advocacy Group Accuses SBA of Misapplying Law on Small Business Set-Asides**

May 8, 2015 | 4 Comments

**Refreshed USASpending Website Irks Some Transparency Advocates**

April 3, 2015 | 2 Comments

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**Earlier**

**Rules & Tools**

**Environmental Protection Agency Acquisition Regulation**  
[Validation of Unauthorized Commitments](#). (December 7, 2015)

**Federal Acquisition Circular 2005-85**  
[Introduction](#). (December 4, 2015)

**AR Case 2015-011**: Prohibition on Contracting with Corporations with Delinquent Taxes or a Felony Conviction. Interim. (December 1, 2015)

**AR Case 2015-013**: Further Amendments to Equal Employment Opportunity. Final. (December 4, 2015)

**AR Case 2015-036**: Updating Federal Contractor Reporting of Veterans' Employment. Interim (December 4, 2015)

**AR Case 2013-015**: Pilot Program for Enhancement of Contractor Employee Whistleblower Protections. Final (December 4, 2015)

**Protests**

**Comptroller General**  
Evaluation of offers. See [Protect the Force, Inc. B-411897.2, B-411897.4: Nov 24, 2015](#). (December 10, 2015)

**BLOGS**

**Vern Edwards**  
A response to a call for comments. [Read](#).

**Don Mansfield**  
Thinking Critically About Word Choice: Is "Tradecraft" the Right Word? [Read](#).

**News**

**House of Representatives**  
Hearing December 9, 2015 entitled: [Supporting Success: Empowering Small Business Advocates](#). (December 10, 2015)

**Department of Energy**  
[Worker Safety and Health Enforcement Consent Order issued](#). (December 10, 2015)  
[Worker Safety and Health Enforcement Letter issued](#). (December 10, 2015)  
[Worker Safety and Health Enforcement Letter issued \(2\)](#) (December 10, 2015)

**Department of Justice**  
[Shipyard Agrees to Settle False Claims Act Suit](#). (December 10, 2015)

**Audits**

# COMING UP IN 2016

- Details will be posted to [www.wispro.org](http://www.wispro.org) as available
  - Continuation of webinar series
  - FAR Training – evening webinars starting in Mid-February
  - SAME Small Business EXPO – March 9 – 10, 2016
  - Cost / Pricing session with DCMA (Spring)
  - Federal Summit – DC – End of April 2016
  - Annual Federal Department of Veterans Affairs – May 12, 2016
  - Annual Volk Field Conference - June 15 - 16, 2016



# QUESTIONS THAT YOU HAVE



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*[www.wispro.org](http://www.wispro.org) (updated events / training calendar)*

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