



# ***Mission and Installation Contracting Command***



## ***Industry Day with Mission & Installation Contract Command (MICC) MICC - McCoy***

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## *Mission and Installation Contracting Command*

# ***DISCUSSION ITEMS***

- **Who We Are**
- **Construction Opportunities**
- **Pursuing Opportunities**
- **Q&A**



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## **Who We Are**

- **MICC McCoy is made up of 32 personnel and supports the Fort McCoy Garrison and its many tenants with the largest being the 88<sup>th</sup> Regional Support Command which spans over a 19 state geographical region and over 350 facilities.**
- **MICC McCoy is one of 33 offices within the MICC at the field level and falls under the Army Contracting Command and the Army Materiel Command.**



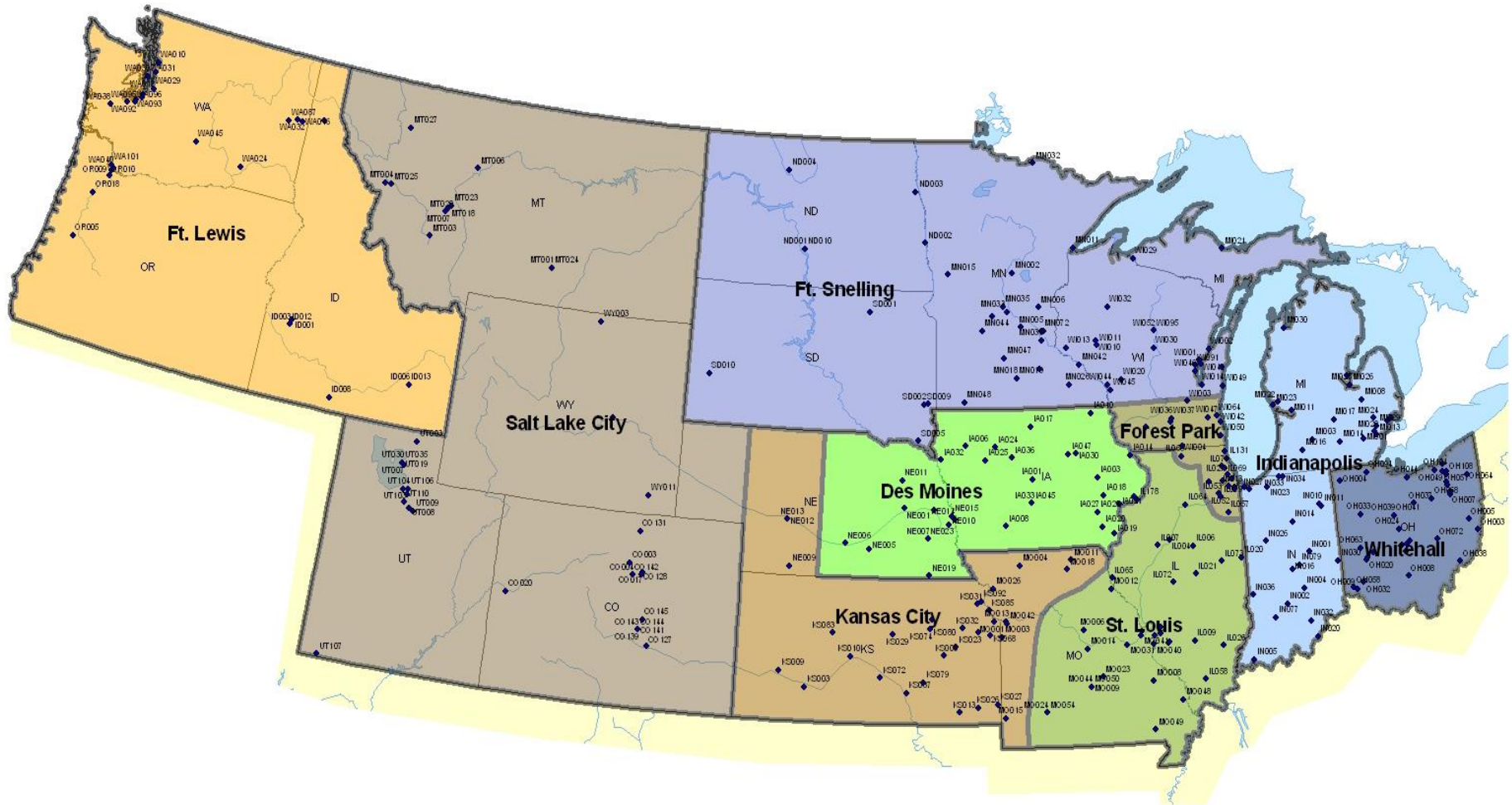


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# 88<sup>TH</sup> RSC FACILITY LOCATIONS



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### **Who We Are?**

- **Construction Division: Provides construction support for all activities such as building alterations/renovations, demolition, A&E and a multitude of supply type items.**



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## ***Mission and Installation Contracting Command***

### ***Who We Are?***

- **Division Chief: Ms. Christina Lene (608) 388-4525**
- **Lead Pre-Award KO: Steve Bailey x6077**
- **Lead Post-Award KO: Bob Echternach x2123**
- **Contract Specialists:**
  - **Jamie Gregar x1007**
  - **Melissa Gore x1251**
  - **Tonja Dreke x4617**
  - **Katie Opper x4617**
  - **Victor Gutierrez x2263**



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## ***Mission and Installation Contracting Command***

# ***Construction Opportunities***

- **Fiscal Year (FY 15) Projects:**
- **Repair Clarifier 1**
- **Repair Replace Bird Netting (Various Ranges)**
- **Construct Office Space in Container Loading Facility**
- **Fire Alarm IDIQ**
- **Repair Roof and Exterior of Bldg. 110**
- **Install Flags and Tags on Fire Hydrants**
- **Asphalt IDIQ**



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## ***Mission and Installation Contracting Command***

# ***Construction Opportunities Continued***

- **Fiscal Year (FY 15) Projects Continued:**
- **Repair the Flooring and Walls in Bldg. 2532 & 821**
- **Install Customer Counter at Bldg. 3050**



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## ***Construction Opportunities Continued***

- **Fiscal Year (FY 16) Projects:**
- **Concrete/Gravel IDIQ**
- **Flooring IDIQ**
- **Municipal Water IDIQ**
- **Repair Misc. Bldgs.**
- **Install Programmable Thermostats**
- **Repair Concrete Panels and Joints in Bldg. 495**
- **Install New Beacon at Airport Comm Site**





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## ***Mission and Installation Contracting Command***

# ***Construction Opportunities Continued***

- **Fiscal Year (FY 16) Projects Continued:**
- **Install Emergency Power Shut in Bldgs. 2691 & 2692**
- **Construct Picnic Shelter for NCO Academy**
- **Install Switches in Troop Training Facilities**
- **Construct New Pads & Repair Pads Commemorative Area IDIQ**
- **Install Occupancy Lighting Sensors in Bldg. 1370**
- **Install Cages in 2 Bays of Bldg. 1473 for Storage**



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# *Pursuing Opportunities (cont.)*

- Know where to seek opportunities:
  - Army Single Face to Industry  
<https://acquisition.army.mil/asfi/default.cfm>
  - Federal Business Opportunities  
<https://www.fbo.gov/>
  - FedBid  
<http://www.fedbid.com/>



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## ***Pursuing Opportunities (cont.)***

- **The Department of Defense Activity Address Code (DoDAAC) is a six position code that uniquely identifies a Department of Defense unit, activity, or organization that has the authority to requisition, contract for, receive, have custody of, issue, or ship DoD assets, or fund/pay bills for materials and/or services. The first positions of the code designate the particular Service/Agency element of ownership.**
- **Our DoDAAC is W911SA**





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## ***Mission and Installation Contracting Command***

# ***Pursuing Opportunities***

- **Knowledge is empowering**
  - **Federal Acquisition Regulation (FAR)**
  - **Defense Acquisition Regulation Supplement (DFARS)**
  - **Army Federal Acquisition Regulation Supplement (AFARS)**

<http://farsite.hill.af.mil/vffar.htm>



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## ***Pursuing Opportunities (cont.)***

- **Marketing Sets the Pace**
  - **Know your product/service**
    - Know your Federal Supply Class or Service Codes (FSC/SVC) <http://www.outreachsystems.com/resources/tables/pscs/> and North American Industry Classification System (NAICS) code <http://www.naics.com/search.htm> for your product or service
  - **If you are an 8(a), HUBZone, Service Disabled Veteran (SDV), or otherwise eligible for one of the set-aside programs, then you MUST go visit the SBS and let them know who you are and what you can do**
    - Work with the Small Business Administration to obtain certification or self-certify, as applicable should you believe you qualify for one, or more, of the programs. Please visit <http://www.sba.gov/> for more information.





## ***Pursuing Opportunities (cont.)***

- **You must register your business before being eligible to receive award with the Federal Government:**
  - **Obtain a DUNS number (Data Universal Number System (DUNS) - a unique 9-character ID. Contact Dun and Bradstreet for further information**  
<http://fedgov.dnb.com/webform>
  - **Registration in System for Award Management**  
<https://www.sam.gov/portal/public/SAM/>
    - **SBA, Dynamic Small Business Search**  
[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm), as well as a wide variety of search engines are used by the Government to identify small business concerns for potential prime contract opportunities





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# ***Pursuing Opportunities (cont.)***

- **Explore Subcontracting Opportunities**
  - **Subcontracting opportunities through Prime contracts is a large secondary market**
  - **Our website contains a list of active, recurring type contracts-info on prime's is available**
  - **SBA Sub-Net is a resource on which Prime contractors can post subcontracting opportunities - <http://web.sba.gov/subnet/>**
  - **Establish relationships with prime contractors**



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## ***Pursuing Opportunities (cont.)***

- **Know the resources available to assist you**
  - **Wisconsin Procurement Institute (WPI) guides, trains and provides hands-on assistance to firms interested in developing government business, and improving process and technical capabilities to access and compete in the government marketplace.**  
<http://www.wispro.org/>
  - **Association of Procurement Technical Assistance Centers (APTACS) provides technical and marketing assistance to businesses interested in selling products and services to the government.**  
<http://www.aptac-us.org/new/index.php>
  - **Small Business Specialists are normally available to provide information on how to do business with the Government as well as site specific information**  
<http://www.mccoys.army.mil/Visitors/Doingbusiness.asp>





# ***Pursuing Opportunities (cont.)***

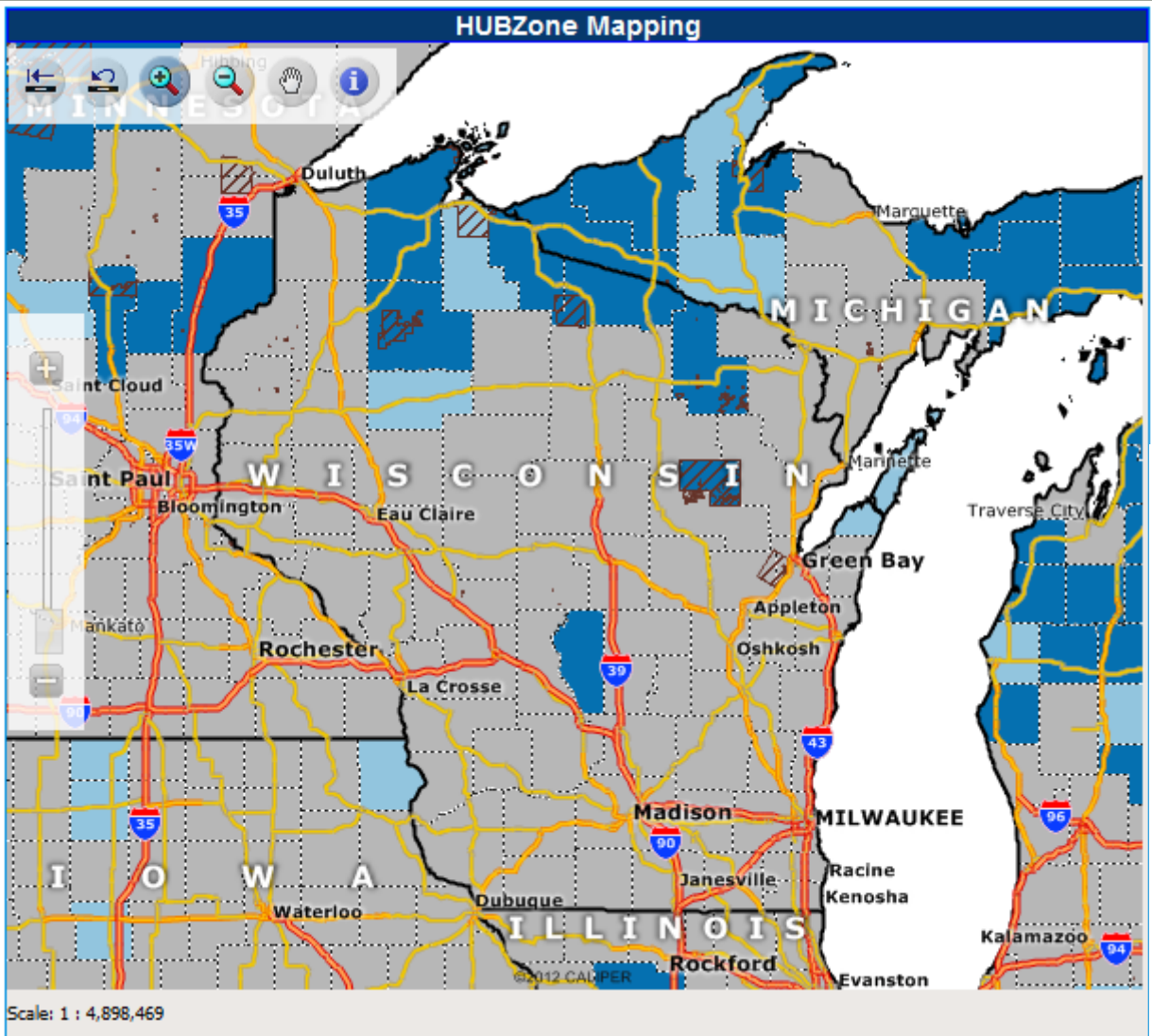
## **MICC McCoy Small Business Goals**

|                      | <u><b>FY15 Goal</b></u> | <u><b>Achieved</b></u> |
|----------------------|-------------------------|------------------------|
| • <b>SB</b>          | <b>54.95%</b>           | <b>86.54%</b>          |
| • <b>SDB</b>         | <b>31.39%</b>           | <b>56.72%</b>          |
| • <b>SDVOSB</b>      | <b>12.04%</b>           | <b>24.57%</b>          |
| • <b>WOMAN-OWNED</b> | <b>12.13%</b>           | <b>16.90%</b>          |
| • <b>HUBZONE</b>     | <b>6.10%</b>            | <b>10.11%</b>          |





# Mission and Installation Contracting Command



<http://map.sba.gov/hubzone/maps/>

**Legend**

**Counties**

- Non-Qualified County
- Qualified County
- Redesignated County

**Other Qualified Areas**

- Base Closure Area
- Indian Land

0 50 100  
Miles

⌂ Zoom in to view tracts ⌂

Powered by Mapitude for the Web

[\(Review HUBZone Program Definitions\)](#)





## ***Historical Contract Workload (Actions/Dollars)***

| <b>Fiscal Year</b> | <b># Actions</b> | <b>Dollars</b>  |
|--------------------|------------------|-----------------|
| <b>2010</b>        | <b>2,708</b>     | <b>\$193.8M</b> |
| <b>2011</b>        | <b>2,747</b>     | <b>\$134.7M</b> |
| <b>2012</b>        | <b>2,122</b>     | <b>\$127.9M</b> |
| <b>2013</b>        | <b>1,774</b>     | <b>\$116.4M</b> |
| <b>2014</b>        | <b>1,449</b>     | <b>\$127.1M</b> |

➤ **GPC Spend FY14: \$ 12.5M**





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# **POINT OF CONTACT**

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# QUESTIONS ???????



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