

# SUMMER 2023 – INDUSTRY DAY



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Chief, Programs Management  
Galveston District, U.S. Army Corps of Engineers  
Date: 22 August 2023



US Army Corps  
of Engineers®



# GALVESTON DISTRICT CONSTRUCTION PROGRAM OUTLOOK



## Regular Appropriation

FY24 Carry In	\$ 960,471,000
FY24 Pres Bud	\$ 0
FY24 House Mark Up	\$ 126,827,000

**TOTAL** **\$ 1,087,298,000**

FY25 – Pending



# CONSTRUCTION PROJECTS



<b>PROJECT</b>	<b>FY24 Carry In</b>	<b>FY24 House Mark Up</b>	<b>Total</b>	<b>SCHEDULED PROCUREMENT</b>
Houston Ship Channel ECIP	\$ 157,000,000	\$ 24,810,000	\$ 181,810,000	4th Q FY2023
Brazos Island Harbor	\$ 67,500,000		\$ 67,500,000	1st Q FY2024
Texas City I-Wall-FCCE	\$ 25,100,000		\$ 25,100,000	1st Q FY2024
Sabine to Galveston, Port Arthur	\$ 500,000,000		\$ 500,000,000	2nd Q FY2024
Sabine Neches Water Way	\$ 200,000,000	\$ 100,000,000	\$ 300,000,000	3rd Q FY2024
Galveston Entrance Channel	\$ 10,871,000		\$ 10,871,000	4th Q FY2024
Resacas		\$ 2,017,000	\$ 2,017,000	Schedule Pending PPA Execution

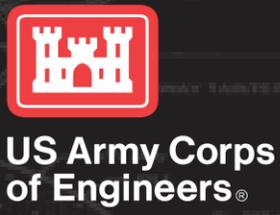
# NAVIGATION PORTFOLIO

August 22, 2023  
0910-0920

Belynda Kinman, Deputy Chief  
Operations Division  
Chief, Navigation Branch  
USACE Galveston District



<https://www.swg.usace.army.mil/Missions/Navigation/Navigation-Projects-Contracts/>



# Market Research Considerations

## University of Houston APEX Accelerator

*Formerly the UH Procurement Technical Assistance Center (UH PTAC)*

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**Dennis McIntosh, Procurement Advisor**

# What we will Cover Today

- Government Market Research Considerations
- Using Market Research to Locate Teaming Partners / Subcontractors
- Other Considerations for Locating Teaming Partners
- A Word About Marketing
- UH APEX Accelerator Program Information
  - *Feel free to ask questions throughout the presentation*

**LET'S**  
**DISCUSS**



# Applicable Federal Acquisition Regulations (FAR)

- **FAR Part 10 – Market Research**
  - This part prescribes policies and procedures for conducting market research to arrive at the most suitable approach to acquiring, distributing, and supporting supplies and services.
- **FAR Subpart 9.6 - Contractor Team Arrangements**
  - (1) Two or more companies form a partnership or joint venture to act as a potential prime contractor; or
  - (2) A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified Government contract or acquisition program.
- **52.207-6 Solicitation of Offers from Small Business Concerns and Small Business Teaming Arrangements or Joint Ventures (Multiple-Award Contracts).**
  - A small business offeror agrees with one or more other small business concerns to have them act as its subcontractors under a specified Government contract
- **52.219-8 Utilization of Small Business Concerns**
- **52.219-9 Small Business Subcontracting Plan**
- **Subpart 19.7 - The Small Business Subcontracting Program**

## There are multiple systems you can use to conduct market research

- Federal Procurement Data System – Next Generation

(FPDS): [www.fpds.gov](http://www.fpds.gov)

- USASpending: [www.usaspending.gov](http://www.usaspending.gov)
- System for Award Management (SAM.gov): [www.SAM.gov](http://www.SAM.gov)
- SBA Dynamic Small Business Search (DSBS):
  - [https://dsbs.sba.gov/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/search/dsp_dsbs.cfm)
- Networking events, Industry Days



# Federal Procurement Data System (FPDS)

The screenshot shows a web browser window with the URL `fpds.gov/common/jsp/FPDSPublic.jsp`. The page header includes the FPDS logo, a login status for `DPM@MCINTOSHCONSULTINGGROUP.COM`, and a search bar. Below the header are navigation buttons for Adhoc Reports, Standard Reports, ezSearch BETA, Change Information, and Help. The main content area features a large blue box with the SAM.gov logo on the left and a text announcement on the right. The announcement states that FPDS reports have moved to SAM.gov and provides links for Adhoc Reports and Standard Reports. At the bottom of the page, there are links for more information and submitting comments. The browser's address bar shows `https://sam.gov`. The Windows taskbar at the bottom indicates a temperature of 102°F, a search bar, and the date/time 3:14 PM on 8/5/2023.

USACE Contractor Database x FPDS-NG : DPM@MCINTOSHCO x +

fpds.gov/common/jsp/FPDSPublic.jsp

★ Bookmarks [Signed Out | LinkedIn](#) [Free Sample emplo...](#) [How to Write: Writi...](#) [New Tab](#) [Demographics Data...](#) [Google](#) [Hawaii Awards & N...](#) [Google](#) [Search](#) [PTAssist](#) » [Other bookmarks](#)

**FPDS** Logged in as: DPM@MCINTOSHCONSULTINGGROUP.COM [Advanced Search](#) [GO](#) [Log Off](#)

[Adhoc Reports](#) [Standard Reports](#) [ezSearch BETA](#) [Change Information](#) [Help](#)



**FPDS Reports have moved to [SAM.gov](#)**

The links for [Adhoc Reports](#) and [Standard Reports](#) will transition you to the new functionality in the [SAM.gov Databank](#).

For more information about FPDS [click here](#)

To submit comments, please [click here](#)

<https://sam.gov>

102°F Partly sunny Search 3:14 PM 8/5/2023



# Federal Procurement Data System (FPDS)

HOME Log Off

Type one or more keywords you would like to search on:

POP\_STATE\_NAME:"TEXAS" PRINCIPAL\_NAICS\_CODE:"541330" CONTRACT\_FISCAL\_YE

Go Clear Advanced Search

Contracts ICD Recovery To submit comments, please [click here](#)

Search took 0.072 seconds

Result Page: 1 2 3 4 5 6 7 8 9 10 Next

PDF CSV AT&T 0.3

You must click [here](#) for very important D&B information.

- Top 10: Department Full Name**
  - > DEPT OF DEFENSE (1121)
  - > NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (215)
  - > VETERANS AFFAIRS, DEPARTMENT OF (46)
  - > AGRICULTURE, DEPARTMENT OF (35)
  - > GENERAL SERVICES ADMINISTRATION (27)
  - > HOMELAND SECURITY, DEPARTMENT OF (24)
  - > TRANSPORTATION, DEPARTMENT OF (23)
  - > INTERIOR, DEPARTMENT OF THE (18)
  - > ENERGY, DEPARTMENT OF THE (11)
  - > TREASURY, DEPARTMENT OF THE (10)
- Top 10: Contracting Agency Name**
  - > DEPT OF THE AIR FORCE (683)
  - > DEPT OF THE ARMY (254)
  - > NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (215)
  - > DEPT OF THE NAVY (107)
  - > VETERANS AFFAIRS, DEPARTMENT OF (46)
  - > DEFENSE CONTRACT MANAGEMENT AGENCY (DCMA) (25)
  - > DEFENSE MICROELECTRONICS ACTIVITY (DMEA) (21)
  - > DEFENSE HEALTH AGENCY (DHA) (15)
  - > FEDERAL ACQUISITION SERVICE (14)
  - > DEFENSE LOGISTICS AGENCY (14)
- Top 10: Full Legal Business Name**
  - > LOCKHEED MARTIN CORPORATION (457)
  - > BOOZ ALLEN HAMILTON INC (84)
  - > 3 COMMUNICATIONS INTEGRATED SYSTEMS L.P. (57)
  - > SOUTHWEST RESEARCH INSTITUTE (55)
  - > PROCON CONSULTING LLC (47)
  - > RAYTHEON COMPANY (34)
  - > BAE CORPORATION (31)
  - > HAMILTON SUNDSTRAND SPACE SYSTEMS INTERNATIONAL INC. (20)
  - > JOHNSON CONTROLS GOVERNMENT SYSTEMS LLC (17)
  - > BB&E, INC. (14)
- Top 10: Treasury Account Symbol**
  - > 378242000 (30)
  - > 373400 (28)
  - > 212020 (14)
  - > 414930 (8)
  - > 373300 (6)
  - > 373300 (6)
  - > 300120 (8)
  - > 301019000 (6)
  - > 212040 (5)
  - > 373800 (5)
  - > 171506 (5)

List Of Contract Actions Matching Your Criteria				Results 1 - 30 of 1552 as of Aug 5, 2023 4:22:00 PM			
<b>Award ID (Mod#):</b>	0001 (43) <a href="#">View</a>	<b>Award Type:</b>	DELIVERY ORDER	<b>Contracting Agency:</b>	DEPT OF THE ARMY	<b>Action Obligation:</b>	-\$279,866.7
<b>Legal Business Name:</b>	NORTHROP GRUMMAN SYSTEMS CORPORATION	<b>Contracting Office:</b>	W80K ACC-ORLANDO	<b>PSC (Code):</b>	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL ( R425 )	<b>Unique Entity ID:</b>	DJUCEANK2KP4
<b>Date Signed:</b>	November 22, 2022	<b>Ultimate Parent Unique Entity ID:</b>	NKVZLJL930T6	<b>Ultimate Parent Legal Business Name:</b>	NORTHROP GRUMMAN SYSTEMS CORPORATION		
<b>Referenced IDV:</b>	W900KK18D0002						
<b>NAICS (Code):</b>	ENGINEERING SERVICES ( 541330 )						
<b>Entity City:</b>	HERNDON						
<b>Entity State:</b>	VA						
<b>Entity ZIP:</b>	201713400						
<b>Cage Code:</b>	5FVXS						
<b>Award ID (Mod#):</b>	0001 (44) <a href="#">View</a>	<b>Award Type:</b>	DELIVERY ORDER	<b>Contracting Agency:</b>	DEPT OF THE ARMY	<b>Action Obligation:</b>	\$1,844,390.71
<b>Legal Business Name:</b>	NORTHROP GRUMMAN SYSTEMS CORPORATION	<b>Contracting Office:</b>	W80K ACC-ORLANDO	<b>PSC (Code):</b>	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL ( R425 )	<b>Unique Entity ID:</b>	DJUCEANK2KP4
<b>Date Signed:</b>	January 27, 2023	<b>Ultimate Parent Unique Entity ID:</b>	NKVZLJL930T6	<b>Ultimate Parent Legal Business Name:</b>	NORTHROP GRUMMAN SYSTEMS CORPORATION		
<b>Referenced IDV:</b>	W900KK18D0002						
<b>NAICS (Code):</b>	ENGINEERING SERVICES ( 541330 )						
<b>Entity City:</b>	HERNDON						
<b>Entity State:</b>	VA						
<b>Entity ZIP:</b>	201713400						
<b>Cage Code:</b>	5FVXS						
<b>Award ID (Mod#):</b>	0001 (9) <a href="#">View</a>	<b>Award Type:</b>	DELIVERY ORDER	<b>Contracting Agency:</b>	DEPT OF THE NAVY	<b>Action Obligation:</b>	-\$13,068.43
<b>Legal Business Name:</b>	LEIDOS ENGINEERING, LLC	<b>Contracting Office:</b>	NAVFACENGYS/COM SOUTHEAST	<b>PSC (Code):</b>	ARCHITECT AND ENGINEERING- GENERAL LANDSCAPING, INTERIOR LAYOUT, AND DESIGNING ( 5211 )	<b>Unique Entity ID:</b>	MTN4E2DE0Z25
<b>Date Signed:</b>	November 08, 2022	<b>Ultimate Parent Unique Entity ID:</b>	ZL41ERXMPAR3	<b>Ultimate Parent Legal Business Name:</b>	LEIDOS INC.		
<b>Referenced IDV:</b>	N6945011D0071						
<b>NAICS (Code):</b>	ENGINEERING SERVICES ( 541330 )						
<b>Entity City:</b>	OKLAHOMA CITY						
<b>Entity State:</b>	OK						
<b>Entity ZIP:</b>	731147451						
<b>Cage Code:</b>	1KUJ9						

**Search Criteria**

To remove the criteria or a portion of the search criteria click the button next to each search level.

- PoP State Name: "TEXAS"
- NAICS: "541330"
- Contract Fiscal Year: "2023"

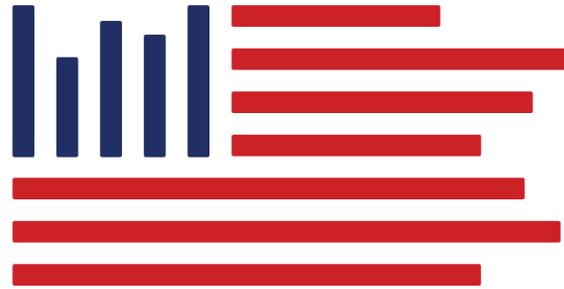
**Sort By**

This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order: Descending

**Relevance**

- [Contract Type](#)
- [Agency Code](#)
- [Agency Full Name](#)
- [Date Signed](#)
- [Contracting Agency ID](#)
- [Contracting Agency Name](#)
- [Department Full Name](#)
- [Action Obligation \(\\$\)](#)
- [NAICS](#)
- [PSC](#)
- [Entity State](#)
- [Entity ZIP Code](#)
- [PoP Country Name](#)
- [PoP State Name](#)
- [Local Area Set Aside](#)
- [Treasury Account Symbol](#)
- [Non-Government Dollars](#)
- [Contract Fiscal Year](#)



# USASPENDING.gov

Government spending at your fingertips!



# USASpending.gov

The screenshot shows the homepage of USASpending.gov. At the top, there is a navigation bar with the following links: [Search Award Data](#), [Explore the Data](#), [Download the Data](#), and [Find Resources](#). A red arrow points to the [Search Award Data](#) link. Below the navigation bar is a large heading: **Analyze government spending to communities**. Underneath the heading are two buttons: [Start Searching Awards](#) and [Learn About USASpending.gov](#). The main content area features a paragraph: "USASpending is the official open data source of federal spending information, including information about federal awards such as contracts, grants, and loans." Below this paragraph is a "Pause text animation" button. The background of the main content area is a stylized illustration of a city skyline, a bridge, and a rural landscape with wind turbines. At the bottom right of the main content area is a [Feedback](#) button. The browser's address bar shows the URL <https://www.usaspending.gov>. The Windows taskbar at the bottom shows the time as 2:22 PM on 8/5/2023.

# USASpending.gov search results...

The screenshot shows the USASpending.gov search results page. A red box highlights the '5 Active Filters' section, which includes:

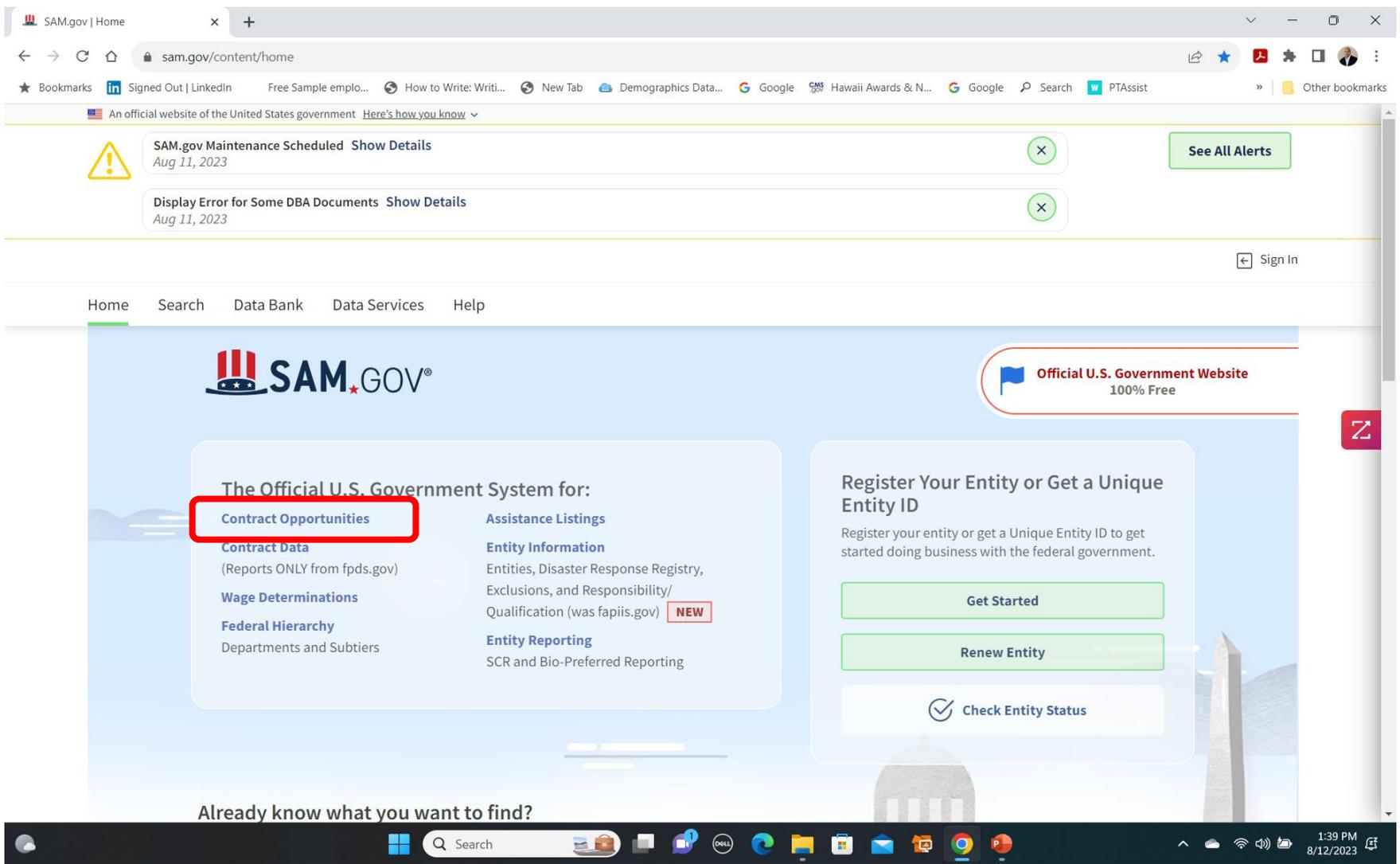
- KEYWORD: Army engineer
- TIME PERIOD: FY 2023
- FUNDING AGENCY: Department of Defense (DOD)
- NAICS: 54 - Professional, Scientific, and Technical Services (1)
- TYPE OF SET ASIDE: Small Business Set-Aside - Total

A red arrow points to the 'Find Resources' link in the top navigation bar. The main content area displays 'Spending by Prime Award' with a table of results. The table has the following columns: Award ID, Recipient Name, Start Date (Period of Performance), End Date (Period of Performance), and Total Obligations to Date.

Award ID	Recipient Name	Start Date (Period of Performance)	End Date (Period of Performance)	Total Obligations to Date
W912DY23F0105	SAIN ENGINEERING ASSOCIATES, I...	5/8/2023	5/7/2024	\$436,013
W31P4Q20FF002	NAVIGATOR DEVELOPMENT GROUP...	9/21/2020	9/20/2023	\$5,487,907
W15OKN20F0667	HANVIK CORP	9/2/2020	9/1/2023	\$6,409,101

At the bottom of the page, there is a 'Feedback' button and a system tray showing the date and time as 3:30 PM on 8/5/2023.

# SAM.gov – Contract Opportunities



The screenshot shows the SAM.gov website interface. At the top, there is a browser window with the URL [sam.gov/content/home](https://sam.gov/content/home). Below the browser, there are two alert boxes: "SAM.gov Maintenance Scheduled" and "Display Error for Some DBA Documents", both dated Aug 11, 2023. A "Sign In" button is visible on the right. The main navigation menu includes "Home", "Search", "Data Bank", "Data Services", and "Help". The SAM.GOV logo is prominently displayed. A badge on the right states "Official U.S. Government Website 100% Free". The main content area is divided into two columns. The left column, titled "The Official U.S. Government System for:", lists several categories: "Contract Opportunities" (highlighted with a red box), "Contract Data", "Wage Determinations", "Federal Hierarchy", "Assistance Listings", "Entity Information", and "Entity Reporting". The right column, titled "Register Your Entity or Get a Unique Entity ID", contains three buttons: "Get Started", "Renew Entity", and "Check Entity Status". At the bottom, a search bar is visible with the text "Already know what you want to find?". The Windows taskbar at the very bottom shows the date and time as 1:39 PM on 8/12/2023.

# SAM.gov Contract Opportunities Search

**SAM.GOV** Sign In

Home Search Data Bank Data Services Help

Search All Words e.g. 1606N020Q02

**Select Domain**  
Contract Opportunities

Filter By

**Keyword Search**

For more information on how to use our keyword search, visit our [help guide](#)

Any Words  
 All Words  
 Exact Phrase

**Federal Organizations**

**Dates**

**Notice Type**

**Product or Service Information**

**Set Aside**

**Place of Performance**

**Zip Code**

**State / Province**

Showing 1 - 25 of 87 results Sort by Updated Date

**Data collection software** Inactive

**Notice ID: W912DW23P0025** Contract Opportunities

Awardee <b>IC PRO AMERICAS INC</b>	Unique Entity ID <b>DTNAZJRSNWV4</b>	Office <b>US ARMY ENGINEER DISTRICT SEATTLE</b>
Department/Ind.Agency <b>DEPT OF DEFENSE</b>	Subtier <b>DEPT OF THE ARMY</b>	Notice Type <b>Original Award Notice</b>
		Updated Date <b>Jun 16, 2023</b>
		Published Date <b>Jun 1, 2023</b>

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**Park Custodial Services, Platter Flats, Lakeside and Johnson Creek PUAs, Texoma Lake, OK/TX** Inactive

**Notice ID: W912BV23P0075** Contract Opportunities

Awardee <b>KELVIN BULLER</b>	Unique Entity ID <b>MEMKL3N7MSJ3</b>	Office <b>US ARMY ENGINEER DISTRICT TULSA</b>
Department/Ind.Agency <b>DEPT OF DEFENSE</b>	Subtier <b>DEPT OF THE ARMY</b>	Notice Type <b>Original Award Notice</b>
		Updated Date <b>May 26, 2023</b>
		Published Date <b>May 11, 2023</b>

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**OC Fisher Embankment Fencing, San Angelo, Texas** Inactive

**Notice ID: W9126G** Contract Opportunities

Awardee <b>Applied Tactical, LLC.</b>	Subtier <b>DEPT OF THE ARMY</b>	Office <b>US ARMY ENGINEER DISTRICT FT WORTH</b>
Department/Ind.Agency <b>DEPT OF DEFENSE</b>		Notice Type <b>Original Award Notice</b>
		Updated Date <b>May 23, 2023</b>
		Published Date <b>May 9, 2023</b>

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**Repair Building 1956 and Replace HVAC** Inactive

**Notice ID: W912BV23C0005** Contract Opportunities

Awardee <b>CCI Energy and Construction Services LLC</b>	Unique Entity ID <b>TSQL4QKTF57</b>	Office <b>US ARMY ENGINEER DISTRICT TULSA</b>
Department/Ind.Agency <b>DEPT OF DEFENSE</b>	Subtier <b>DEPT OF THE ARMY</b>	Notice Type <b>Original Award Notice</b>
		Updated Date <b>May 19, 2023</b>
		Published Date <b>May 4, 2023</b>

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**Preston Park Custodial Services, Texoma Lake, OK/TX** Inactive

**Notice ID: W912BV23P0069** Contract Opportunities

Awardee <b>ROBERT L GASH</b>	Subtier <b>DEPT OF THE ARMY</b>	Office <b>US ARMY ENGINEER DISTRICT TULSA</b>
Department/Ind.Agency <b>DEPT OF DEFENSE</b>		Notice Type <b>Original Award Notice</b>
		Updated Date <b>May 18, 2023</b>
		Published Date <b>May 3, 2023</b>

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**Facility Investment Services (FIS) for 63rd Readiness Division in Region 2** Inactive

# SAM.gov – Contract Opportunities

https://sam.gov/content/opportunities

If you are looking for grant opportunities, visit our partner site at [grants.gov](https://grants.gov).

[Go to Contract Opportunities Federal home](#)

### Search Contract Opportunities

Advanced Search

e.g. W91QVN-17-R-0088, light bulbs

Show active only

- + Get started searching contract opportunities
- Use contract opportunities advanced search
- ? Changing search filters
- ? Filter by notice types
- ? Filter by small business set-asides
- Filter by product and services (NAICS and PSC)
- ? Filter by place of performance
- Search vendor collaboration opportunities
- Search small business events

Do I need a user account? | Help | Video: Advanced Search of Contract Opportunities

10:12 AM 8/11/2023

# SBA Dynamic Small Business Search (DSBS)

Let's Review the SBA DSBS



Your Key To Being Discovered

## Things To Remember When Searching DSBS

- All fields selected must match before returning a result.
- The more fields you add, the likelihood you will reduce the search result and some companies may not show up in the search.
- The less fields you add, the likelihood you will increase the search result, potentially having companies in your search that do not meet your need.
- Try several search criteria to narrow down to the one that best gives you the desired result.
- DSBS defaults to searching companies with Active SAM registrations, you will need to select “Expired” to include in the search

# Locating Small Business Teaming Partners Using DSBS

❖ SBA Small Business Dynamic Search System: [https://dsbs.sba.gov/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/search/dsp_dsbs.cfm)

- Multiple search options – common search queries:
  - By state, area code, county, zip code, congressional district
  - Formal and self-certification: SDB, 8(a), WOSB, EDWOSB, HUBZone, SDVOSB
  - NAICS code and keywords
  - Minimum acceptable bonding levels
  - Search for specific companies by CAGE code, UEI, and company name or trade name (DBA)
  - SAM registration status – active or expired registration (for primes that require their subcontractors are registered in SAM)

*If you are a small business you should register with the SBA DSBS, or you may miss out on opportunities*

*If you are a large business, DSBS is your primary resource for locating small business*

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.

**NEW** NEW FEATURES FOR MOBILE USERS: [././library/udf](#)  
 Phone number hotlinks can be used to dial the number on mobile phones.  
 Address hotlinks can be used to show the address in Google Maps.

**SBA has verified the following certifications in DSBS: HZ, WOSB, EDWOSB. Any other certification presented in DSBS is self-certified by a firm and not verified by SBA. Other than these SBA certifications, DSBS is generally a self-certifying database and SBA does not make any representation as to the accuracy of the data included. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.**

Location of Profile

States:  Searching within a State:  
 (Requires exactly one state from the State list at left.)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

County:  [Lookup Help](#)

Area Code or Phone Number Initial Fragment:

Metropolitan Statistical Area:  [Help](#)

SBA Servicing Office:  [Help](#)

Zip Code or Zip Code Initial Fragment:

Government Certifications

**8(a) Certified or 8(a) Joint Venture:**

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

**Women Owned Small Business:**

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Last modified: 07/27/2023 12:00:00 AM

[FirstGov](#) [E-Gov](#) [Regulations.gov](#) [White House](#)  
 \* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

SBA Processing: 0.014 seconds Version: SBSS 8.1.1  
 Session timeout in 29 minutes.

## Government Certifications

### 8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

### HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

### Women Owned Small Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

### Economically Disadvantaged Women Owned Small Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).  
For more information, see also [SBA Certifications](#) in the search help page.

## Ownership and Self-Certifications

- Any Minority Owned:
  - Any Native American Owned:
    - Tribally Owned
    - Alaskan Native Corp (ANC) Owned
    - Native Hawaiian Org (NHO) Owned
    - Other Native American
  - Other Minority Owned
- Community Development Corporation (CDC) Owned
- Self-Certified Small Disadvantaged Business
- Service Disabled Veteran Owned
- Veteran Owned (including Service Disabled Veteran Owned)
- Any Self-Certified Women-Owned Small Business: ([search help](#))
  - Self-Certified Women-Owned Small Business under the Women-Owned Small Business Program ([more information](#))
  - Self-Certified Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
  - Self-Certified Women-Owned Small Business Joint Venture
  - Self-Certified Economically Disadvantaged Women-Owned Small Business Joint Venture

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))

### Specific Nature of Business

NAICS Codes:  Any  All (slower)  [Help](#)

"Buy Green" NAICS Codes:  Any  All (slower)  [Help](#)

Keywords:  Any  All (slower)  [Help](#)

### General Nature of Business

Manufacturing  Construction  Research & Development  Services

### Minimum Acceptable Bonding Levels

Construction Bonding Level (per contract)

Construction Bonding Level (aggregate)

Service Bonding Level (per contract)

Service Bonding Level (aggregate)

### Quality Assurance Standards

ANSI/ASQC Z1.4  ISO-9000 Series  ISO 10012-1  MIL-Q-9858  MIL-STD-45662A

### Size

At least  No more than

Employees and/or  Annual Gross Revenue

### Capabilities

Accepts Government Credit Card?  Required  Not Required

GSA Advantage Contract?  Required  Not Required

Exporter?  Yes  Wants to Be  Either  Not Required

Has an Export Profile in TM OnLine (\*)

(\*) To search the contents of "Export Profiles", use the DSBS-affiliated [Trade Mission Online Search](#) ("TM OnLine").

## Searching for a specific profile

CAGE Code:  [Help](#)

UEI:

8(a) Case Number:

(Note: Searching by name is slower than other criteria.)

Company Name or Trade Name:

- Do "sounds like" matching  
 Do "first letters" matching  
 Do "contains" matching

## Profile Status

### Last Updated

On or before  On or after  

### Status

- Active (default)  
 Expired Registration in SAM

("All" also sets Profile Last Updated to 'On or after 01/01/1900')

# SBA DSBS search results...

**SBA Search Results**

**Table Listing, where**

- the firm is small in any of these NAICS codes: 541330;
- the profile location is in: Texas;
- because criteria include SBA certification(s), profile statuses are expanded;
- the profile's status can be Active or Inactive;
- the profile may have expired in SAM;
- the business is not necessarily registered in SAM (no CAGE code issued yet);
- the business is not necessarily small;
- the firm has construction bonding (aggregate) of at least \$500,000.00;
- the firm is currently HUBZone-certified;
- the firm is currently a certified SDVOSB;

Data validation took 0.00 seconds. The count and search queries took 0.43 seconds and 0.46 seconds, respectively.

Displaying profiles 1 - 3 (of 3 profiles matching criteria):

**DSBS is experiencing intermittent issues in displaying the most up-to-date certifications for some registrants. If a firm claiming certification does not appear as certified in DSBS, please contact [answerdesk@sba.gov](mailto:answerdesk@sba.gov) for assistance.**

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative	E-mail Address
1	<a href="#">TELLES CONSTRUCTION CONSULTANTS, LLC</a>	THOMAS TELLES	<a href="#">3517 GATEWAY BLVD W EL PASO, TX 79903-4413</a>	SDVOSB, 8(A), HUBZONE, TXHUB, DBE, GENERAL CONTRACTOR WITH 40 YEARS EXPERIENCE, COMMERCIAL, INDUSTRIAL, RESIDENTIAL, NEW CONSTRUCTION, DESIGN BUILD, RENOVATION, ARCHITECTURAL, CONCRETE, MASONRY, ROOFING, FLOORING, PAINT, ELECTRICAL, PLUMBING, MECHANICAL, HVAC, LEAD & ASBESTOS, LANDSCAPING, SITE PREP, SECURITY, INSPECTIONS, QUALITY ASSURANCE, KO TECHNICAL REP, WITH 32YRS GOVERNMENT EXPERIENCE.	<a href="mailto:tellest@swbell.net">tellest@swbell.net</a>
2	<a href="#">MARRS PATRIOT CONSTRUCTION LLC</a>	LANCE MARRS	<a href="#">1105 HOLLIDAY ST WICHITA FALLS, TX 76301-4421</a>	Weil Construction (Mentor) is an Award Winning HUBZone, Small Disadvantaged Business specializing in construction services to the Federal Government throughout the western United States. Marrs Patriot Construction (Protege) is a Service Disabled Veteran Owned Small Business specializing in environmental consulting, remediation, abatement, demolition and small project construction. The firms have an established work history together with combined resources of more than 70 environmental, remediation, abatement and construction professionals and offices in Wichita Falls, TX; Alvarado (Fort Worth), TX; San Antonio, TX; Denver, CO; Colorado Springs, CO; and Albuquerque, NM	<a href="mailto:marrspatriotconstruction@gmail.com">marrspatriotconstruction@gmail.com</a>
3	<a href="#">M2 FEDERAL INC.</a>	MICHAEL SCHEIERN	<a href="#">705 W HOPKINS ST STE 112 SAN MARCOS, TX 78666-4380</a>	General Contractor specializing in Elevator Modernization, Repair and New Construction for Federal, State, Municipal and Institutional Customers. Our Staff is comprised of experienced and successful Federal Program Management, Facilities Management, Engineering and Logistics Personnel who spent much of their career working in government or on government projects. We combine our implicit understanding of Government Processes, Procedures and Expectations with Expertise in Systems Construction, Elevator Technology and Project Management to provide exceptional, tailored solutions.	<a href="mailto:Mike.Scheiern@M2Federal.com">Mike.Scheiern@M2Federal.com</a>

# DSBS search selection detail...

**SBA Profile**

[Privacy Statement](#)  
 (Back to Profile List, or use Back button)

**Identification, Location & Contacts**

This profile was last updated:	01/24/2023
Status:	Active
User ID:	P0842743
Name of Firm:	TELLES CONSTRUCTION CONSULTANTS, LLC
Capabilities Statement Link:	<a href="https://certify.sba.gov/capabilities/MEPLBBGCDWD1">https://certify.sba.gov/capabilities/MEPLBBGCDWD1</a>
Trade Name ("Doing Business As ..."):	GENERAL CONSTRUCTION AND CONSULTING
UEI:	MEPLBBGCDWD1
Address, line 1:	3517 GATEWAY BLVD W
Address, line 2:	
City:	EL PASO
State:	TX
Zip:	79903-4413
Phone Number:	915-227-1582
Fax Number:	
E-mail Address:	<a href="mailto:tellest@swbell.net">tellest@swbell.net</a>
WWW Page:	<a href="http://www.tellesc.com/">http://www.tellesc.com/</a>
E-Commerce Website:	
Contact Person:	THOMAS TELLES
County Code (3 digit):	141
Congressional District:	16
Metropolitan Statistical Area:	2320
CAGE Code:	4NX45
Year Established:	2007
Accepts Government Credit Card?:	[X] Yes [ ] No
GSA Advantage Contract(s):	

(Note: Size information is now under "NAICS Codes with Size Determinations by NAICS", below.)

*New feature: Link to view company's Capability Statement*

Navigation: [Skip Navigation](#) > [Accessibility Options](#) >

Mobile View | Exit | Back To Profile List

SBA Processing: 0.034 seconds Version: SBSS 8.1.1  
 Session timeout in 29 minutes.

## Other Considerations for Locating Teaming Partners

1. SBA SubNet: Used to bridge the gap between businesses seeking small businesses and small business seeking contracting opportunities
  - Intended use is to search for Solicitations, Notices of Sources Sought and Outreach Events, posted by large and small business that may lead to subcontracting opportunities
  - ✓ Large and small business should use the system to post subcontracting opportunities (or teaming notices) and locate subcontracting opportunities
  - ✓ You will find the system is also used by small business to post capability statements
    - ❖ Not intended use of the system – DSBS is used for this purpose and should contain your capability narrative

[https://subnet.sba.gov/client/dsp\\_Landing.cfm](https://subnet.sba.gov/client/dsp_Landing.cfm)



# USACE Contractor Database

USACE Contractor Database

Galveston District > Business Wit

usace.army.mil/Business-With-Us/Small-Business/USACE-Contractor-Database/

An official website of the United States government [Here's how you know](#)

US Army Corps of Engineers U.S. Army Corps of Engineers Headquarters Website

Business With Us / Small Business / USACE Contractor Database

## USACE Contractor Database

This database does not take the place of any district/center specific databases and/or SBA Dynamic Small Business Search or other contractor listings.

This is another tool to help us maximum opportunities for small businesses, at a prime and subcontract level!

### Contractor Partnering Opportunities

A list of contractors (SB and LB) that have registered in the USACE Enterprise Database and have given their permission to share for potential partnering opportunities is located [here](#).

This list is provided as a courtesy and in no way guarantees partnering, subcontracting or prime contracting opportunities. The list also does not indicate preferred contractors and/or an endorsement from USACE.

**Register Now**

### WE WANT TO WORK WITH YOU!!

**Do you currently perform on USACE contracts? Is your company newer to USACE and would like to expand your network within our districts/centers?**

The U.S. Army Corps of Engineers (USACE), Office of Small Business Programs, maintains a list of contractors with an interest in doing work with our Districts/Centers.

The company information gathered in the database will be used as a market research tool for our district/center acquisition teams. The information gathered may also be used to provide direct communication to contractors outside of contract opportunities re: outreach events, training, new regulations, items of note etc. If your company agrees, the information may also be made available to other contractors that may be seeking partners for specific procurement opportunities. USACE shows no preference to contractors included in this list, it will only serve as supplemental available information to internal and external customers, and a tool to identify businesses and market capabilities.

In addition, responding to this invitation does not increase or decrease your odds of receiving a government contract. Responding is not required to receive

97°F Partly sunny 1:44 PM 8/5/2023

# Locating Small Business Teaming Partners

## ✓ State Government:

❖ Centralized Master Bidders List (CMBL): <https://comptroller.texas.gov/purchasing/vendor/cmb/>

▪ Search for Historically Underutilized Business (HUB) certified companies by:

- Single or Multiple Vendor Search
- Business Category
- Can select fields for report output
- Download to Excel



### CENTRALIZED MASTER BIDDERS LIST (CMBL)

Manufacturers, suppliers, and other vendors wishing to furnish materials, equipment, supplies, and services to the state should register for the Centralized Master Bidders List (CMBL) to receive bidding opportunities.

The CMBL is a master database used by the state of Texas purchasing entities to develop a mailing list for vendors to receive bids based on the products or services they can provide to the state of Texas.

The CMBL annual registration fee is \$70 and may be paid online by credit, debit card, electronic check (U.S. addresses only) or by paper check at the address below.

[View a list of CMBL status codes.](#)

### Active CMBL Vendors:

Vendors can [manage and update their CMBL business profile](#), as well as submit their CMBL annual registration fee in the online vendor registration system.



Translation:

Select Language

Powered by [Google Translate](#)

[CMBL Application](#)

Related Links

[Highway Districts](#)

[Search for CMBL/HUB vendors](#)

[About CMBL](#)



# Locating Small Business Teaming Partners

○ There are systems with Local, State, and Federal Government you can use to search for small business

✓ **Local Government:** Depends on the agency and if they provide the ability to search their vendor database. City of Houston provides the ability to search their database for certified companies:

❖ **City of Houston Office of Business Opportunity:**

<https://houston.mwdbe.com/FrontEnd/searchcertifieddirectory.asp>

▪ Search by certification type:

- Minority, Women, Small Business Enterprise / Person with Disabilities Business Enterprise (includes Service-Disabled Veteran-Owned Small Business), Disadvantaged Business Enterprise / Airport Concessionaire Disadvantaged Business Enterprise, and LGBTBE Directory

[https://www.houstontx.gov/obo/certification\\_overview.html](https://www.houstontx.gov/obo/certification_overview.html)



## OFFICE OF BUSINESS OPPORTUNITY

City Of Houston Certification Overview



Get Certified



Benefits of Certification



Certified Firm Directory



Certification Process



Application and Forms



DBE Certification

## Other Considerations for Locating Teaming Partners

2. Pre-solicitation and Pre-bid Conferences: Not mandatory but when used presents you an opportunity to meet (network) with other companies interested in the same opportunity
3. Interested Vendors List on SAM.gov: Not mandatory to include an IVL with the notice and when it is included, it is not mandatory to add your name to the list. If there is no IVL, you can email the buying office to ask if they maintain one and can provide it to you
4. USACE Contractor Database: Register with the USACE Contractor Database Small Business Program – the list of contractors is maintained by the USACE Office of Small Business Programs and is used for market research by USACE acquisition teams

<https://www.usace.army.mil/Business-With-Us/Small-Business/USACE-Contractor-Database/>

5. Attend local networking events – Industry Day, trade association meetings, government agency events, and other related networking opportunities, such as:

The Greater Houston Business Procurement Forum (GHBPF): The GHBPF is a monthly event that presents you an opportunity to network with other companies, buyers, and small business representatives

<http://houstonbiz.org/>

SBA Houston District Office Events: Offer a wide variety of events to create opportunities for small business

<https://www.sba.gov/district/houston>

# Due Diligence

- Learn as much as you can about your targets
  - Check their websites
  - Publications
  - Search the internet
  - The more you know about them...the better

# Additional Due Diligence Considerations

- A functioning website
  - Match capabilities statement
  - Past performance/ experience
  - Registrations
  - Certifications (if applicable)
  - Licenses / Industry Qualifiers/Certifications
  - Bonding Capacity (if applicable)
  - Special Equipment
  - Quality Control System
  - Accounting System

# An Important Marketing Tool ...

- Capability Statement
  - Core Competencies (not more than a few)
  - Highlight experience (Past Performance)
  - Up to date contact and business information
  - Differentiators - what makes you special
  - Proofread and professional presentation

# Generic Capability Statement

## CAPABILITY STATEMENT

Your Logo Here

**TargetGov Tip:** This is a content & design template. Show your logo and contact information, with a specific person's name, phone and email

### Core Competencies

Tailor your Capability Statement to reflect your audience. An example first sentence is, "[Your Company] is able to help the [Target Agency or Prime Contractor] in their requirement for [specific requirements]."

Short introduction statement relating the Company's Core Competencies to the agency's specific needs followed by keyword heavy bullet points.

#### TargetGov Tips:

- No long paragraphs
- Use short sentences followed by keyword heavy bullet points
- Create a new document for each agency mission or specific opportunity
- Call this document a Capability Statement
- Preferably, this Capability Statement is one page, one side
- Go to two sides only if absolutely necessary
- Save and distribute as a PDF, not a Word, PowerPoint or other format

### Differentiators

Identify what makes you different from your competitors and how this benefits the targeted agency. Use metrics

**TargetGov Tip:** Relate your key differentiators to the needs of the agency, prime or teaming partner.

Use metrics – what have you done in your company's history. Create x amount, done x number of times, etc.

### Company Data

Put one very brief paragraph of company description detailing pertinent facts here.

**TargetGov Tip:** Readers will visit your website for additional information. Make sure your website is constantly updated and government-focused.

#### List Specific Codes:

- Socio-economic certifications: 8(a), HUB Zone, SDVOSB, etc.
- DUNS
- NAICS
- CAGE Code
- Accepts Credit and Purchase Cards
- GSA Schedule Contract Number(s)
- Other Federal Contract Vehicles
- BPAs and other federal contract numbers

### Past Performance

List past customers for whom you have done similar work. Prioritize by related agency, to all federal to other governments to commercial contracts. If the past projects do not relate to the targeted agency's needs, do not list.

#### Formatting:

**Name of the Agency, Department, or Company, Contract # (if applicable), Value, Timeframe, Brief description of the work done. Include metrics or customer benefits. End with Contract: Name, Position/Title, Email, Phone**

**TargetGov Tip:** Ideally, include specific contact information for immediate references. Include name, title, email, and phone.

Your address, phone numbers (voice, mobile, and fax), email, website, and other related contact information

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## A Closing Comment About Teaming Agreements

- Always get them in writing – verbal agreements are difficult to enforce
- Make sure it contains the pertinent terms and conditions, for example
  - ✓ Scope of Work
  - ✓ Understood Prices / Pricing
  - ✓ Performance Period
  - ✓ Termination for Convenience or Cause / Default
  - ✓ Payment (what is required for payment and when will you be paid)
  - ✓ Intellectual Property (if applicable)
  - ✓ Insurance and Bonding (if applicable)
  - ✓ Flow down clauses (Clauses in the prime’s contract with the government that must be included (flowed down) in the agreement between the prime and subcontractor – often overlooked / not included)
- Usually, the prime dictates the subcontract terms and conditions used – you should try to negotiate terms that are not included, ambiguous, or not clear to protect your interests



# Questions



## Some information about us

UH APEX Accelerator— who we are and what we do: the education, guidance, and recommendations we provide to help you understand how to sell to government



# How we help you grow your business

## Client-Advising Services

**No-Cost** education and guidance to individuals on federal, state, and local government procurement (*for-profit businesses only*)

*Includes Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) contracts and grants and other Federally-Funded Research Programs (FFRP)*

We primarily assist with contracts, SBIR/STTR and the FFRP are an exception for grant assistance

We require an online application before we can meet with you

## Training

**No-Cost** webinars and workshops - (*variety of government procurement subjects*)

Application not required – anyone can register to attend

# How do we put it all together for you

## Our program – The Three R’s of Government Contracting

### Register

*Required for most government agencies*

*Apply for certifications*



### Research

*Knowing where to locate the opportunities*

*(SAM.gov, ESBD, etc.)*

*Developing a Government Marketing Plan*

### Respond

*How to submit a compliant offer*

#### Benefits

- ✓ *Applies to federal, state, & local government*
- ✓ *You can start at any step based on your experience*



**Our goal is to have individuals receiving opportunity notices within two – three meetings!**

# How to Become a UH APEX Accelerator Client

- Visit [www.uhapex.uh.edu](http://www.uhapex.uh.edu)
  - ✓ *Select the “Application” link to complete the online application*
- An advisor will contact you to schedule an initial meeting



## Want More No-Cost Training

- Visit our website – [www.apex.uh.edu](http://www.apex.uh.edu) and select the “Training” link, then “Live Events” link to see a calendar of scheduled live training we offer in a variety of government procurement subjects
  - ✓ Select “On-Demand Webinars” for our pre-recorded webinars
- Anyone can attend our no-cost training – do not have to be a client



## Follow us on Facebook

**Follow us on Facebook!** The UH APEX Accelerator Facebook page is the place for you to keep up on what's going on in government procurement. We will post:

- ✓ Opportunities;
- ✓ News; and
- ✓ Upcoming workshops and events

Please feel free to share our Facebook page with any of your friends and colleagues.

**Search for “UH APEX Accelerator” on Facebook**

**Thank You for Attending Today**





U.S. Small Business  
Administration

# Selling to the Federal Government:

## How to get Started

# Famous Brands that started with SBA Assistance!





# Why Would You Want the Federal Government as Your Customer?

- U.S. government is the world's largest buyer of goods and services.
- Government purchases total over \$700 billion annually. (\$163 Billion 2022)
- Federal agencies are required to establish small business contracting goals.

# Set-Asides for Certification Programs and Socioeconomic Categories

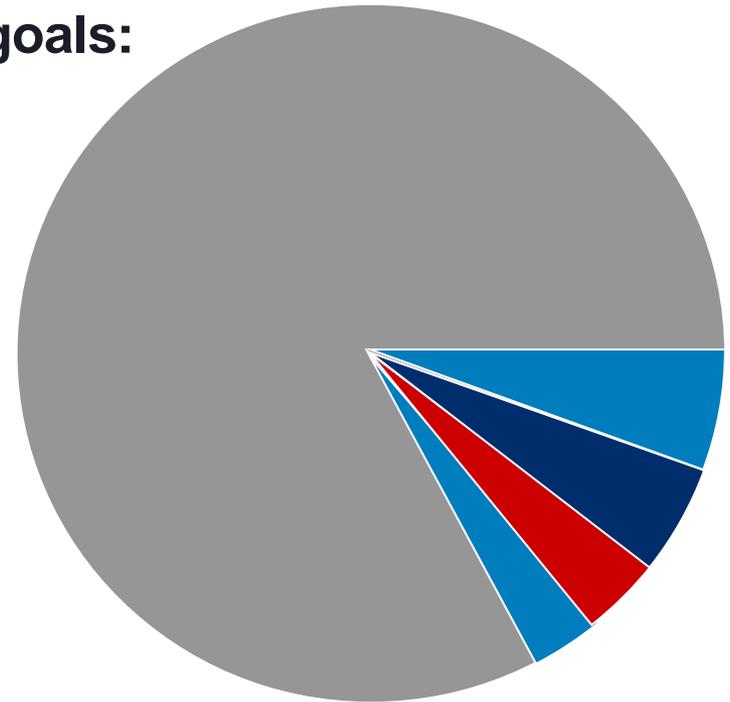
Targeted set-asides and acquisition goals:

**Women-Owned Small  
Businesses (5%)**

**Small Disadvantaged  
Businesses (including 8(a)  
certified) (5%)**

**HUBZone Businesses (3%)**

**Service-Disabled Veteran-Owned  
Small Businesses (3%)**



Set-asides are reserved for small businesses between \$10,000 (Micro- purchase Threshold) to \$250,000 (Simplified Acquisition Threshold).

# BENEFITS

- \* Set A Side Contract Opportunities:  
Generally, 8(a) contracts for goods and services valued up to \$4.5 million, and for manufacturing valued up to \$7 million, may be awarded on a sole-source basis (certification). Acquisitions between the micro-purchase threshold and the simplified acquisition threshold are automatically Set-Aside for small businesses. Requirements above these values are ordinarily awarded competitively.
- \* Mentor Protégé Program (available to all small businesses)
- \* Joint Venture Program (available to all small businesses)
- \* 7(j) Training (available to all small businesses)
- \* Subcontracting Opportunities
- \* Surplus Property (8a and VetCert only)

# Getting Started With Federal Contracting

- Research NAICS codes ([sba.gov/size](https://www.sba.gov/size))
- Register company in SAM.gov database (UEI/Cage Code)
- Contact APEX Accelerators for Assistance
- Searching for Federal Opportunities ([www.sam.gov](https://www.sam.gov))
- Contact Small Business Specialist with Federal Agencies
- Market...Market...Market...

Duns numbers have been replaced by UEI (Unique Entity Identifiers) generated by [www.sam.gov](https://www.sam.gov) as of April 2022.

# Who Can Help?

---

If you are looking to expand with government contracting, PTACs can help:

- **Determine if your business is ready** for federal contracting
  - **Help you register in the proper places** to get involved in the government marketplace
  - **See if you're eligible** for certifications
- 



**Apex Accelerator**  
**(formerly UH Procurement**  
**Technical Assistance Center)**

1455 West Loop South, Suite  
890

Houston, TX 77002

713-752-8477

<https://www.ptac.uh.edu/>

# Market Your Company

- \* Target Your Customer: Contact Agency Small Business Specialist.
- \* Know the Rules: Federal Acquisition Regulations, contract requirements and specifications (51 Parts...2, 5, 10, 16, 19)
- \* Perform as Promised: On-time delivery, Good Quality, at a Fair Price
- \* Pleasantly Persistent
- \* Capability Statement: Explain your strengths, experience and management; Specific capabilities and skills; Experience (Past Performance) with specifics; Awards and commendations; Mini-resumes of key management; Agency comments about your firm

## Steps to Developing Leads in the Federal Market

Which federal agencies are purchasing my product or service?

How much are they buying?  
Have they awarded any set-asides?

Who are my competitors?  
Who holds the current contract?

What contracts are set to expire that I can compete for in the future?

*The Unknown can cause Frustration & Disappointment*

# Resources for Market Research

- Federal Procurement Data System – Next Generation (FPDS-NG)
- USASpending.gov
- [www.SAM.gov](http://www.SAM.gov)
- ACQUISITION.gov (Federal Agency Procurement Forecast)
- Agency Office of Small Business Programs
- DOD Directory of Prime Contractors
- [Directory of federal government prime contractors with subcontracting plans \(sba.gov\)](http://sba.gov)

**The FAR states that it is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small businesses in general and small businesses in various socio-economic categories. These opportunities are both as prime contractors and subcontractors.**

The Government must provide maximum practicable opportunities to business concerns classified in the following categories ([FAR 19.201\(a\)](#)):

Small Business

Small Disadvantaged Business (SDB)/8(a) Business

Historically Underutilized Business Zones (HUBZone) Small Business

Veteran Small Business Certification Program (VetCert)

Women-Owned Small Business (WOSB)

Economically Disadvantaged Women-Owned Small Business (EDWOSB)

Two methods to provide maximum opportunities for small businesses is to do Set-Asides and Sole Source awards under the small business and socio-economic programs in FAR part 19.

# SBA Certification Programs

8(a) Business Development Program

Veteran Small Business Certification Program  
(VetCert)

Historically Underutilized Business Zone Program  
(HUBZone)

Women-Owned Small Business Program  
(WOSB/EDWOSB)

# Do I have to get certified to do federal government contracting?

\*\* No, unless you want to participate in specific programs

Self-certify at [www.sam.gov](http://www.sam.gov):

Small Business

Small Disadvantaged Business (Net Worth <\$750,000)

# 8a Business Development Overview

- One-time certification; 9 year program term
- The business must be majority-owned (51 percent or more) by an individual(s).
- The individual(s) must be an American citizen, by birth or naturalization.
- The business must be majority-owned (51 percent or more) and controlled/managed by socially and economically disadvantaged individual(s).
- The individual(s) controlling and managing the firm on a full-time basis must meet the SBA requirement for disadvantage, by proving both social disadvantage and economic disadvantage.
- The business must be a small business, operating for 2 or more years.
- The business must demonstrate potential for success.
- The principals must show good character.

# certify.SBA.gov

## SBA Certification Portal

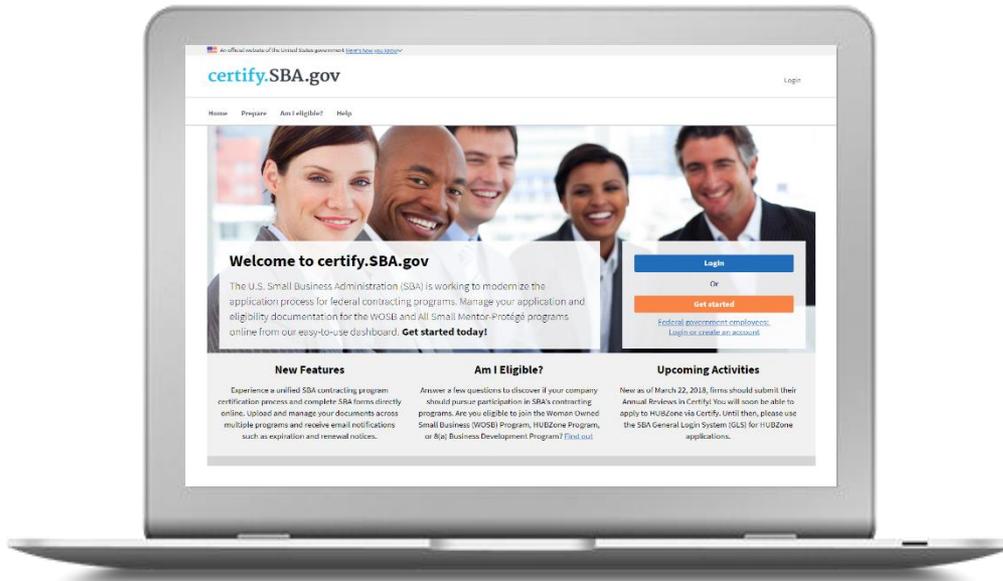
SBA's certification portal where businesses can submit documents to seek SBA certifications

## Automatic Migration

Pulls business information from SAM.gov

## Online Forms

Forms are completed online. No longer required to upload certain SBA forms



# Veteran Small Business Certification Program

- The National Defense Authorization Act of 2021 officially requires VA's CVE responsibilities to be transferred to the SBA as of **Jan 1, 2023**, and for the SBA to establish a government-wide certification program.
- The SBA program name for certifying VOSBs and SDVOSBs is the **Veteran Small Business Certification Program, or VetCert.**
- The final rule for the program was published on November 29, 2022, in the [Federal Register](#).
- The program launched to the public and began accepting new applications on January 9, 2023.
  - [Veterans.certify.sba.gov](https://veterans.certify.sba.gov)

# Eligibility

**To apply for certification as a VOSB or SDVOSB, a firm must meet the following requirements:**

- Owners identified by Veteran Affairs as a veteran and or service-disabled veteran
- Be considered a small business as defined by the size standard corresponding to any NAICS code listed in the business's SAM profile (SAM registration required).
- No less than 51 percent of the business owned and controlled by one or more veterans.
- For certification as a SDVOSB, no less than 51 percent owned and controlled by one or more service-disabled veterans. For those veterans who are permanently and totally disabled and unable to manage the daily business operations, the spouse or permanent caregiver qualifies.



# For More Information

- Visit SBA's website: [www.sba.gov/vetcert](http://www.sba.gov/vetcert)
- Email [vetcert@sba.gov](mailto:vetcert@sba.gov)
- Contact the dedicated toll-free call center: **800-862-8088**
  - Monday -Friday, 8 a.m. – 6 p.m. ET
    - Excludes federal holidays
- Visit the [Frequently Asked Questions](#) on the VetCert platform
  - [Veterans.certify.sba.gov](http://Veterans.certify.sba.gov)

# WOSB Overview (EDWOSB)

WOSB.certify.sba.gov

- \* Meet small business size standard for primary NAICS code and contract
- \* At least 51% unconditionally and directly owned by a woman
- \* U.S. or Naturalized Citizen
- \* The woman must manage the day-to-day operations
- \* The woman must make the long-term decisions for the business
- \* A woman must hold the highest officer position in the company
- \* This woman must work at business full-time during normal working hours.
- \* No minimum amount of time for the business to be operational

# Net worth criterion

8a – VetCert - EDWOSB

- Net worth may not exceed \$850,000.00
- Personal assets can not exceed \$6.5 million
- Personal income cannot exceed \$400,000, averaged over 3 years

## NET WORTH

Less	Equity in primary residence
Less	Equity in business
Equals	<b>Adjusted net worth</b>

# HUBZone Overview

- Must Recertify every year
- It must be a small business by SBA standards
- It must be owned and controlled at least 51% by U.S. citizens
- Its principal office must be located within a “Historically Underutilized Business Zone”.
- At least 35% of its employees must reside in a HUBZone
- 10% price evaluation preference in full and open contract competitions

# When Should You Apply?

## *Are You Ready...*

01

Do you have the **CAPACITY** to deliver on federal contracts?

02

Do you have sufficient **CASH FLOW?**

03

Do you have demonstrated **CAPABILITY** (past performance)?

04

Can you demonstrate successful **PAST PERFORMANCE?**

05

Are you prepared to **MARKET** your firm?

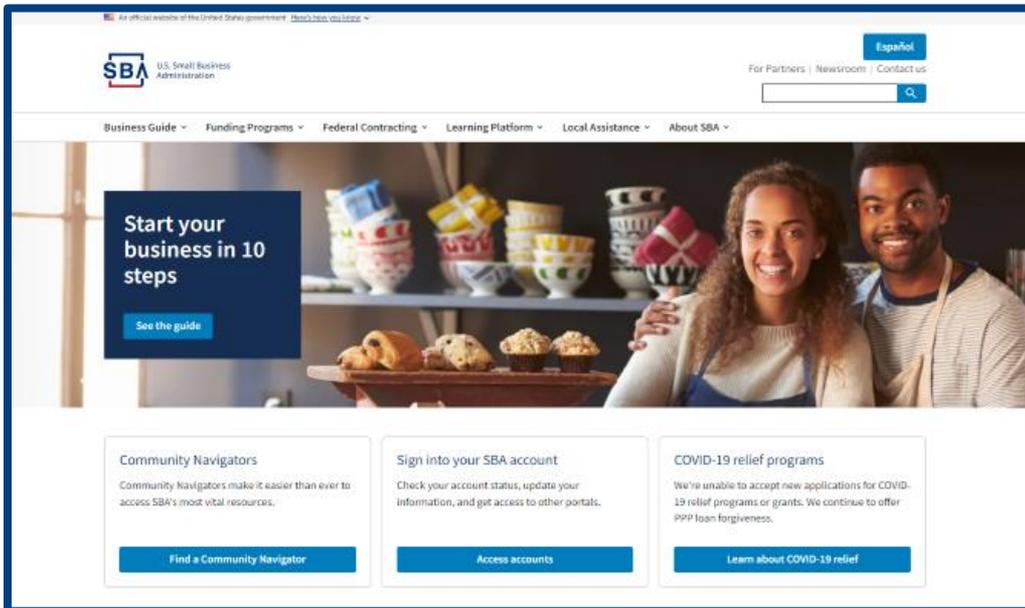
Yes  
 No  
 Don't know



# SBA Website

SBA Houston District Office: [www.sba.gov/tx/houston](http://www.sba.gov/tx/houston)

SBA website: [www.sba.gov](http://www.sba.gov) | SBA En Español: [www.sba.gov/espanol](http://www.sba.gov/espanol)



**A no-cost source of information to help small businesses start, grow, expand or recover.**

There are several different learning topics on the SBA website:

- Starting and Managing – written articles about specific topics
- Learning Center – half hour videos about specific topics
- Lender Match
- Government Contracting 101

# SBA Houston Resource Partner Contact Information

***Texas Gulf Coast  
Small Business Development  
Center (SBDC)***  
713-752-8444  
[www.sbdc.uh.edu](http://www.sbdc.uh.edu)

***SCORE Houston***  
713-487-6565  
[www.Houston.score.org](http://www.Houston.score.org)

***WBEA Women's  
Business Center (WBC)***  
713-681-9232  
<https://www.wbea-texas.org/wbea-wbc-core>

***Greater Houston Women's  
Chamber Women's Business  
Center (WBC)***  
713-782-3777  
<https://ghwcc.org/entrepreneurs/>

***Veterans Business  
Outreach Center***  
956-665-8931  
<https://www.utrgv.edu/vboc/>

***SBA Houston District Office***  
713-773-6500  
[Houston@sba.gov](mailto:Houston@sba.gov)  
Twitter: @SBA\_Houston  
8701 S. Gessner, Suite 1200  
[www.sba.gov/tx/houston](http://www.sba.gov/tx/houston)

**SBA Contacts in your area (if not Houston):** [www.sba.gov/local-assistance](http://www.sba.gov/local-assistance)

# Find Local Resources

**SBA** U.S. Small Business Administration Translate SBA en Español For Partners Newsroom Contact Us

[Business Guide](#) [Funding Programs](#) [Federal Contracting](#) [Learning Center](#) [Local Assistance](#) [About SBA](#)

## Find local assistance

Find  Near  Provided By

- 1.0 miles

**Houston District**

8701 S. Gessner Drive Suite 1200  
713-773-6500

[Website](#)
- 1.0 miles

**Houston SCORE**

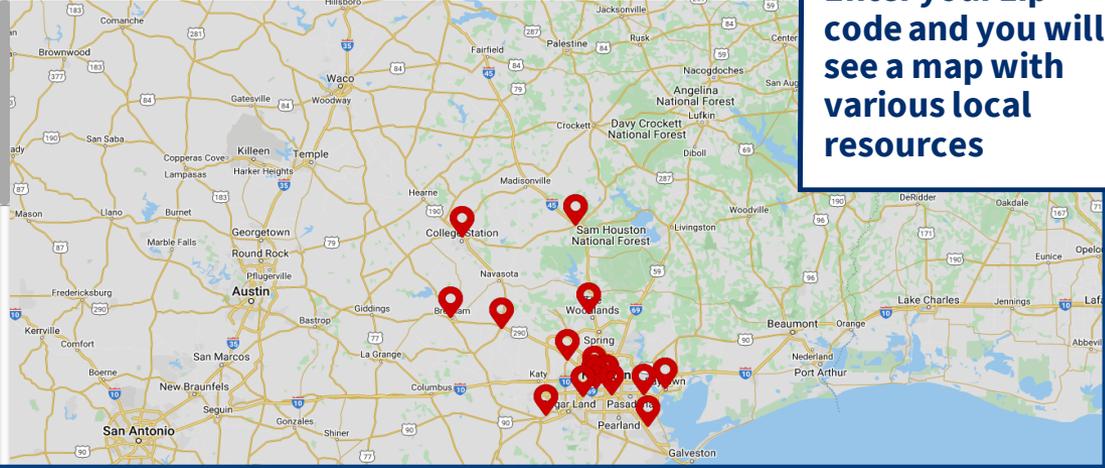
8701 S. Gessner drive, #1200  
(713) 487-6565

[Website](#)
- 5.5 miles

**Houston-Galveston Area Local Development Corporation**

3555 Timmons Lane, Suite 120  
832-681-2564
- 5.5 miles

**Texas SBDC ~ Houston ~ University of Houston Inter**

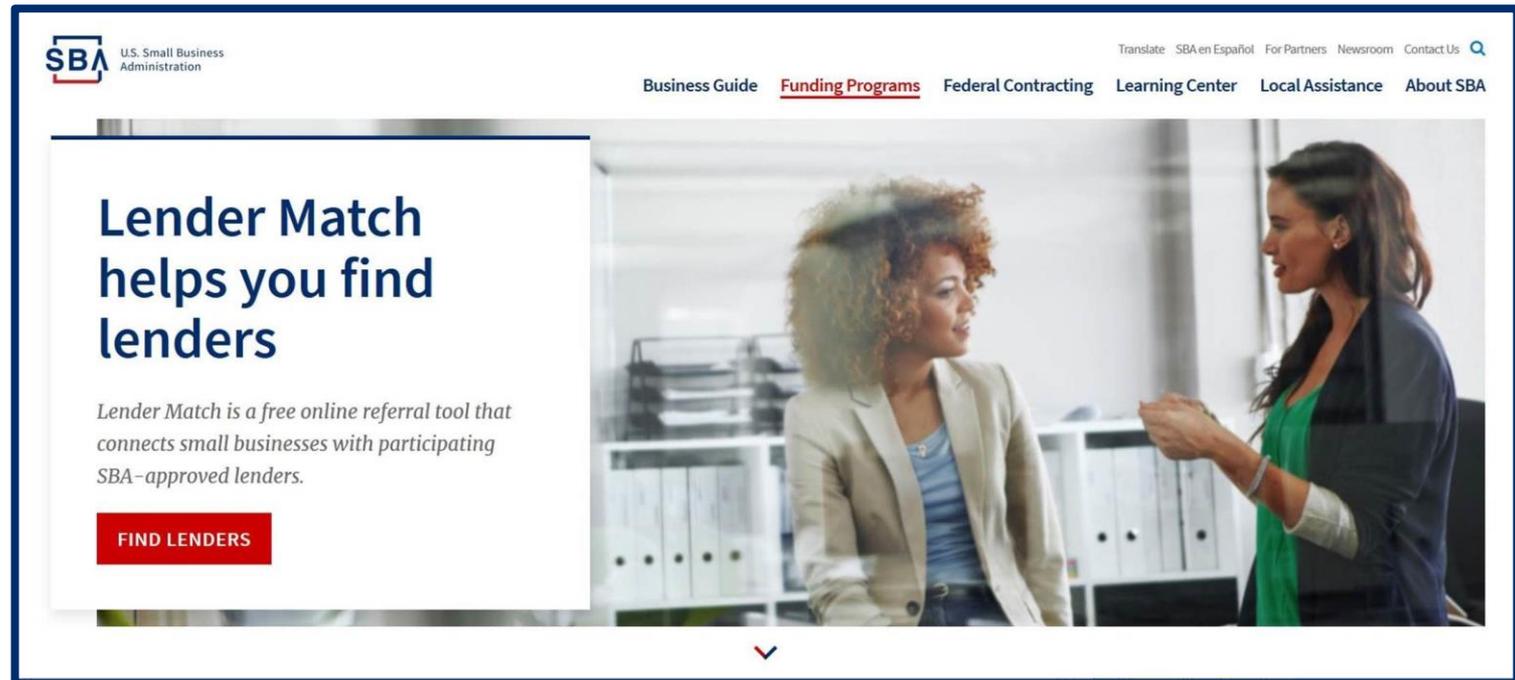


**Enter your zip code and you will see a map with various local resources**

<https://www.sba.gov/local-assistance/find/>

# Lender Match

Connecting Borrowers with SBA Approved Lenders



The screenshot shows the SBA Lender Match website. At the top left is the SBA logo with the text "U.S. Small Business Administration". To the right is a navigation menu with links for "Business Guide", "Funding Programs" (highlighted in red), "Federal Contracting", "Learning Center", "Local Assistance", and "About SBA". Further right are links for "Translate", "SBA en Español", "For Partners", "Newsroom", and "Contact Us" with a search icon. The main content area features a large heading "Lender Match helps you find lenders" and a subheading "Lender Match is a free online referral tool that connects small businesses with participating SBA-approved lenders." Below this is a red button labeled "FIND LENDERS". To the right of the text is a photograph of two women in business attire talking in an office setting. A small red checkmark icon is centered below the photo.

<https://www.sba.gov/lendermatch>

# SBA Houston District Office

U.S. Small Business Administration  
8701 South Gessner Drive, Suite 1200  
Houston, Texas 77074  
[www.sba.gov/offices/district/tx/houston](http://www.sba.gov/offices/district/tx/houston)

Jesus Gomez, Business Opportunity Specialist  
713-773-6542; [jesus.gomez@sba.gov](mailto:jesus.gomez@sba.gov)

Ida Benson, Business Opportunity Specialist  
713-773-6543; [ida.benson@sba.gov](mailto:ida.benson@sba.gov)

Procurement Center Representative  
Nijua Heard, Procurement Center Representative  
281-483-2345; [nijua.heard@sba.gov](mailto:nijua.heard@sba.gov)

# QUESTIONS

??????



# NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) SCORES

Amanda Zawieruszynski  
Procurement Analyst,  
Southwestern Division, Headquarters,  
U.S. Army Corps of Engineers

22-AUG-2023



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# AGENDA



- What is a National Institute of Standards & Technology (NIST) Score?
- Why Now?
- Procurement Integrated Enterprise Environment (PIEE) and Supplier Performance Risk System, S.P.R.S.
- Why does NIST matter?

# WHAT IS A NATIONAL INSTITUTE OF STANDARDS & TECHNOLOGY (NIST) SCORE?



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# WHAT IS A NIST SCORE

4



- A reflection of a company's compliance with NIST-800-171
- A company's security posture
- Let's the Government know how a company is protecting Controlled Unclassified Information (CUI)



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# WHAT IS A NIST SCORE



**BASIC=**  
**Required**

**Enhanced**  
**Security**

# WHY NOW?



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# TIMELINE INFOSEC CHANGES/ CHALLENGES

**OCT '16**

DFARS  
Controlled  
Unclassified  
Info. (CUI)  
Clause



DFARS 252.204-7012, Contractors must comply with CUI marking, safeguarding, reporting

**SEP '19**

FY19 NDAA  
Section  
889a



No purchases from 5 Chinese firms

**SEP '20**

FY19 NDAA  
Section  
889b



No tech anywhere in supply chain from 5 Chinese firms

**NOV '20**

National Institute of Standards and Technology (NIST) Self Evaluation Scores Req'd



Mandatory NIST scores or no contract awards, and protection of all CUI.

**OCT '25**

Cybersecurity Maturity Model Certification (CMMC 2.0)



Mandatory CMMC certification for all contractors, Levels 1 to 3

# WHY NOW? NIST SCORES STORED IN PIEE/SPRS

- **REFERENCE:** IAW DFARS 204.7303(b), the contracting officer shall verify that the summary level score of a current NIST SP 800-171 DoD Assessment (i.e., not more than 3 years old) in PIEE's Supplier Performance Risk System (SPRS) **prior to—**
  - (1) Awarding a contract, task order, or delivery order to an offeror or contractor that is required to implement NIST SP 800-171 in accordance with the clause at 252.204-7012; or
  - (2) Exercising an option period or extending the period of performance on a contract, task order, or delivery order with a contractor that is required to implement the NIST SP 800-171 in accordance with the clause at 252.204-7012.

# PROCUREMENT INTEGRATED ENTERPRISE ENVIRONMENT (PIEE) AND SUPPLIER PERFORMANCE RISK SYSTEM (SPRS)



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# PIEE AND SPRS- NIST SCORES

The screenshot shows a web browser window with the URL <https://piee.eb.mil/#help-piee>. The browser's address bar includes a red arrow pointing to the URL. Below the address bar, a banner reads "An official website of the United States government." The website header features the PIEE logo (Procurement Integrated Enterprise Environment) with a red arrow pointing to it, and a navigation menu with links for ABOUT, FEATURES, CAPABILITIES, HELP, and CONTACT. To the right of the menu are buttons for REGISTER and LOG IN. The main content area has a large heading "Procurement Integrated Enterprise Environment" and a sub-heading "Enterprise services, capabilities, and systems supporting the end-to-end Procure-to-Pay (P2P) business process". At the bottom of the main content area are buttons for VIEW FEATURES and VIEW RESOURCES. A blue circular button with an upward arrow is located in the bottom right corner of the main content area.



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# PIEE AND SPRS - NIST SCORES

https://piee.eb.mil/#help-piee

An official website of the United States government.

**PIEE**  
Procurement Integrated Enterprise Environment

ABOUT FEATURES CAPABILITIES **HELP** CONTACT REGISTER LOG IN

**DOCUMENTATION**

VIDEOS AND GUIDES

View videos and documentation for common workflows, roles, and functionality.

**GO TO RESOURCES**

**REGISTRATION**

STEPS TO GET STARTED

Get help registering as a vendor or government user.

**GET STARTED**

**SETUP**

SETUP INSTRUCTIONS

Follow instructions to get up and running with PIEE.

**VIEW SETUP INSTRUCTIONS**

**INFORMATION LOOKUP**

SEARCH TOOLS - Find DoDAACs, CAGEs, contacts, and PIEE role details.

Go to Lookup Tables  
Find My Account Administrator  
Search Solicitations



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# PIEE AND SPRS- NIST SCORES



6.16.1 Procurement Integrated  
Enterprise Environment

## New User Information and Help

### New User

#### Setup

- Machine Setup

#### Vendors Getting Started

- Procurement Integrated Enterprise Environment - Getting Started Help
- Help - WAWF Vendor User Roles
- Help - EDA User Vendor Role
- Help - IUID Contractor User Roles

### Training

#### Training

- Web Based Training 

#### Help - System Information

- PIEE Enhancements By Release
- WAWF Functional Information
- WAWF Instructions Clause Information
- WAWF Mobile App
- WAWF FTP User Guides
- WAWF EDI User Guides
- IUID Registry Documentation



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# PIEE AND SPRS- NIST SCORES

Welcome to the Procurement Integrated Enterprise Environment - Web Based Training (WBT)

Requirements



**Supplier Performance Risk System, S.P.R.S. Pronounced as SPURS**

Award



Post Award Admin





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# PIEE AND SPRS- NIST SCORES



The screenshot shows a web-based training interface for the Supplier Performance Risk System (SPRS). At the top, there is a search bar and a 'Search' button. Below this is a header for 'Supplier Performance Risk System (SPRS) - Web Based Training' with 'Collapse All' and 'Expand All' buttons. The main content area is titled 'SPRS Training' and contains a large blue banner for 'SPRS Single Sign On (SSO)'. Below the banner is a navigation menu with three items: 'Overview' (with a sub-item 'Purpose'), 'SPRS - PIEE Role List' (with a sub-item 'SPRS - Admin Role List'), and 'Supplier Performance Risk System (SPRS) Training Site'. A red arrow points to the 'SPRS Single Sign On (SSO)' banner. At the bottom of the interface are 'Previous' and 'Close' buttons.



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# PIEE AND SPRS- NIST SCORES

**SPRS**  
Guiding the DoD in Responsible Acquisition Decisions

- Login/Register (via PIEE)
- NIST SP 800-171 Vendor Help posting Basic Assessments
- FAQ
- NIST SP 800-171 Information
- Vendor Threat Mitigation
- Enhanced Vendor Profile
- SPRS Reports ▾

## SPRS 3.3 OVERVIEW TRAINING



This newly updated SPRS Overview Training video provides instructions and step-by-step procedures for the SPRS Application functionality. This training is suitable for both government employees and suppliers/vendors. It describes procedures for gaining access to SPRS, obtaining reports, challenging data, locating important resources, providing feedback, and much more.

- Instructor Led
- Automated Learning
- Print Presentation
- Transcript

# PIEE AND SPRS- NIST SCORES STORED

Detail View:

Clear All Filters Refresh Criteria Search

DFARS 252.204-7012 Compliance	Most Recent Assessment	Assessment Score	Confidence Level	Standard used to Assess	Assessing CAGE or DoDAAC	Assessment Scope	Included CAGEs/entities	Plan of Action Completion Date	System Security Plan Assessed	System Security Plan Version/Revision	System Security Plan Date
N/A	10/27/2021	110	BASIC	NIST SP 800-171	N/A	ENTERPRISE		N/A	NIST 800-171 Project Spectrum		10/27/2021

1 20 items per page 1 - 1 of 1 items

**Contractor's Complete their NIST Self-Assessment through Procurement Integrated Enterprise Environment (PIEE) Supplier Performance Risk System (SPRS)**

# WHY DOES NIST MATTER?



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# WHY DOES NIST MATTER?

18



**What happens on 1 OCT 25?**



# TIMELINE INFOSEC CHANGES / CHALLENGES

OCT '16

DFARS  
Controlled  
Unclassified  
Info. (CUI)  
Clause



DFARS 252.204-7012, Contractors must comply with CUI marking, safeguarding, reporting

SEP '19

FY19 NDAA  
Section  
889a



No purchases from 5 Chinese firms

SEP '20

FY19 NDAA  
Section  
889b



No tech anywhere in supply chain from 5 Chinese firms

NOV '20

National Institute of Standards and Technology (NIST) Self Evaluation Scores Req'd



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OCT '25

Cybersecurity  
Maturity  
Model  
Certification  
(CMMC 2.0)



Mandatory CMMC certification for all contractors, Levels 1 to 3



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# NIST SCORES

20



- **No NIST SCORE = No Award**
- Who plans to do business with the Government?



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# AT YOUR SERVICE

## SOUTHWESTERN DIVISION (SWD) CONTACT LISTING

R  
C  
C



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Regional Chief of Contracting

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Email: Ruben.A.Campos@usace.army.mil

Sr PA / Deputy



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Procurement Analyst

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**Ms. Amanda Zawieruszynski**

Procurement Analyst

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Email: Amanda.C.Zawieruszynski@usace.army.mil

P  
A

# BACKUP INFORMATION SLIDES



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# WWW.DODCUI.MIL

The screenshot shows the homepage of the DoD CUI PROGRAM website. At the top left is the Department of Defense Intelligence & Security logo. To its right is the text "DoD CUI PROGRAM". Further right is a search bar with the placeholder text "Search DODCUI" and a magnifying glass icon. Below the header is a navigation menu with four items: "HOME", "ABOUT US", "CONTACT", and "CMMC", each with a downward-pointing arrow. The main content area is divided into five sections, each with a representative image and a caption:
 

- Policy:** An image of soldiers in camouflage gear in a field.
- Training:** An image of a large military transport aircraft in flight with a parachute being deployed.
- Desktop Aids:** An image of a group of soldiers in uniform gathered around a building.
- DoD CUI Registry:** An image of a military transport aircraft flying over a blue sky.
- What's new?:** An image of a military helicopter landing on a beach.



# CUI REPORTING



- Original intent was for CUI to replace For Official Use Only (FOUO) with a streamlined framework.
- CUI is MORE complex than FOUO.
- CUI clause requirements fall into 3 buckets/lines of effort:
  - 1) Marking;**
  - 2) Safeguarding;** and
  - 3) Reporting** CUI/Cyber incidents to DoD.
- DoD Cyber Crime Center is the central node to report cyber incidents.
  - KTRs required to submit cyber incidents to DoD:  
<https://dibnet.dod.mil>
  - **Organizations can also report anomalous cyber activity and/or cyber incidents 24/7 to [report@cisa.gov](mailto:report@cisa.gov) or (888) 282-0870.**

## Cyber Reports

Report a Cyber Incident

A Medium Assurance Certificate is required to report a Cyber Incident, applying to the DIB CS Program is not a prerequisite to report.

DFARS 252.204-7012 Safeguarding Covered Defense Information and Cyber Incident Reporting

DFARS 252.239-7010 Cloud Computing Services

FAR 52.204-23 Prohibition on Contracting for Hardware, Software, and Services Developed or Provided by Kaspersky Lab and Other Covered Entities

FAR 52.204-25 Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment

### Need Assistance?

Contact DoD Cyber Crime Center (DC3)

 [DC3.DCISE@us.af.mil](mailto:DC3.DCISE@us.af.mil)

 Hotline: (410) 981-0104

 Toll Free: (877) 838-2174



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# HISTORY OF INFOSEC/ CYBERSECURITY

25



27 MAY 09 – POTUS memo calling for examination of CUI and Interagency Task Force

**04 NOV 10 – POTUS issues Executive Order 13556 Controlled Unclassified Information (CUI)**

18 NOV 13 – Final rule passed, NIST SP 800-53, Unclassified Controlled Technical Information

01 AUG 15 – DoD publishes guidance on DFARS Clause 252.204-7012 - Safeguarding Unclassified CTI

26 AUG 15 – Interim rule passed, NIST SP 800-171, Covered Defense Information

30 DEC 15 – Interim rule passes, NIST SP 800-171, Operationally Critical Support

**14 SEP 16 – 32 CFR Part 2002 introduces the first legal framework for CUI**

21 OCT 16 – Final rule passed, NIST SP 800-171

30 OCT 16 – DFARS 252.204-7012 goes into effect

15 NOV 18 – DoD Memo on implementing CUI

06 MAR 20 – DoD Instruction 5200.48 Established DoD CUI Policy

**30 NOV 20 – DFARS interim rule goes into effect requiring NIST score in SPRS to receive awards**

04 DEC 20 – Director of National Intelligence requests POTUS kill CUI and EO 13556

31 DEC 20 – Deadline for agencies to issue CUI implementation guidance

---

**01 OCT 25 – CMMC goes into full effect, no award without at least Level 1 certification**

# Ms. Amanda Zawieruszynski

Procurement Analyst  
Southwestern Division, U.S. Army Corps of Engineers



**SCAN FOR**  
Industry Resources, Training, Briefings,  
General Announcements & More!

# PROJECT 11

## RETHINKING THE TRADITIONAL PROCESS

1A

### Bolivar Roads to Redfish

- Approximately 11.5 miles in length
- Widen Channel to 700 feet
- Bend easing
- Construct New Bird Island
- Mitigate for oyster habitat loss

1B

### Redfish to Bayport Ship Channel

- Approximately 8.3 miles in length
- Widen Channel to a minimum of 700 feet
- Bend easing
- Construct marshes and three bird islands in Galveston Bay
- Mitigate for oyster habitat loss
- Currently not in the proposed federal plan, so must be built by local interests

1C

### Bayport Ship Channel to Barbours Cut

- Approximately 5 miles in length
- Widen Channel to 700 feet
- Construct additional marshes
- Mitigate for oyster habitat loss
- Currently not in the proposed federal plan, so must be built by local interests

2

### Bayport Ship Channel

- Approximately 4 miles in length
- Widen Channel to approximately 455 feet
- Construct marshes and three bird islands in Galveston Bay
- Mitigate for oyster habitat loss
- Modify channel entrance to reduce shoaling

3

### Barbours Cut Ship Channel

- Widen Channel to approximately 455 feet
- Construct additional marshes on Atkinson Island
- Modify channel entrance

4

### Boggy Bayou (BW 8) to Sims Bayou

- Widen Channel to approximately 530 feet through Greens Bayou confluence
- Deepen from existing 41 feet to 46.5 feet from Boggy Bayou to Hunting Bayou (last Turning Basin before reaching Washburn Tunnel)

5

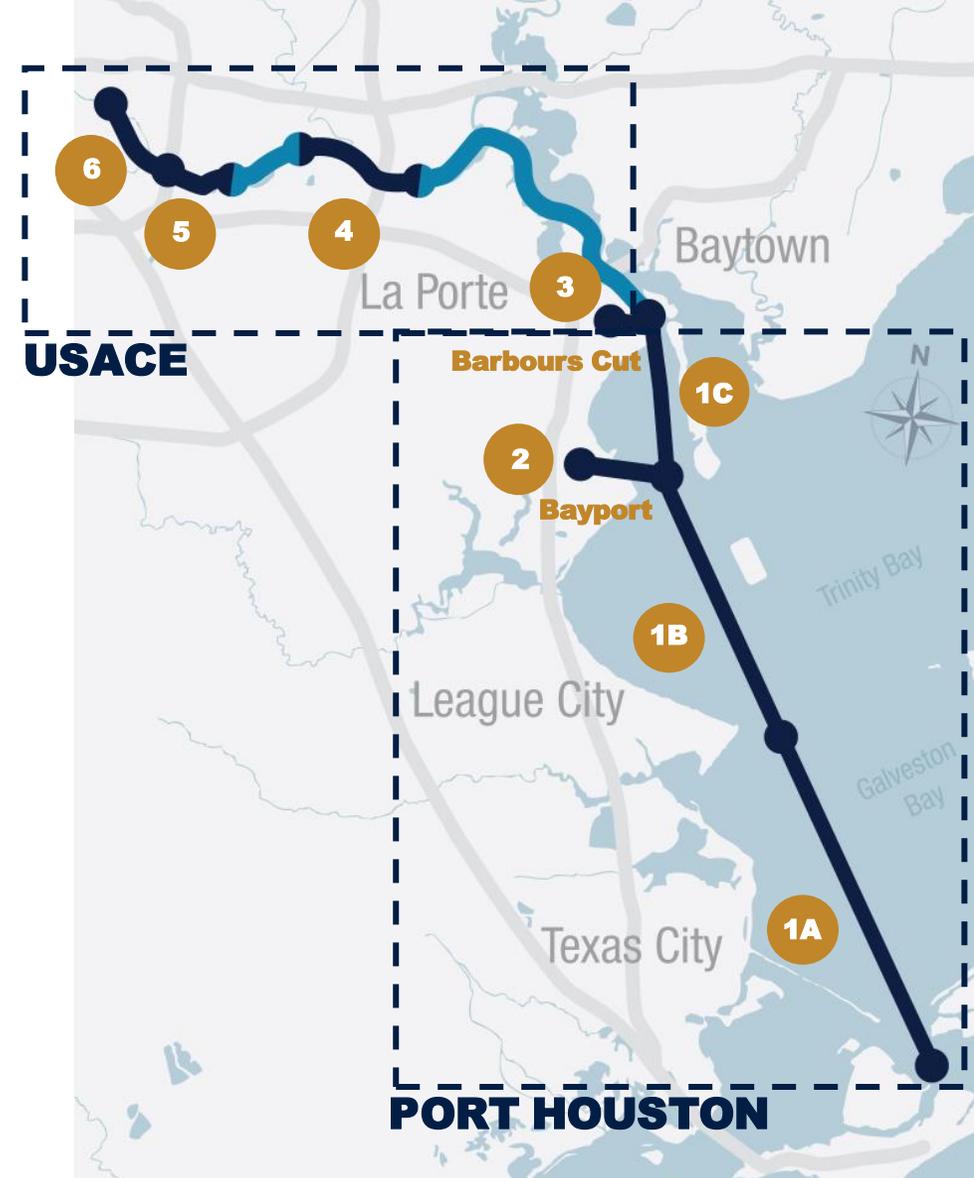
### Sims Bayou to IH 610

- Deepen from existing 37 feet to 41.5 feet

6

### IH 610 to Turning Basin

- Deepen from existing up to 41.5 feet
- Increase Brady Island Turning Basin



 No work planned in these areas

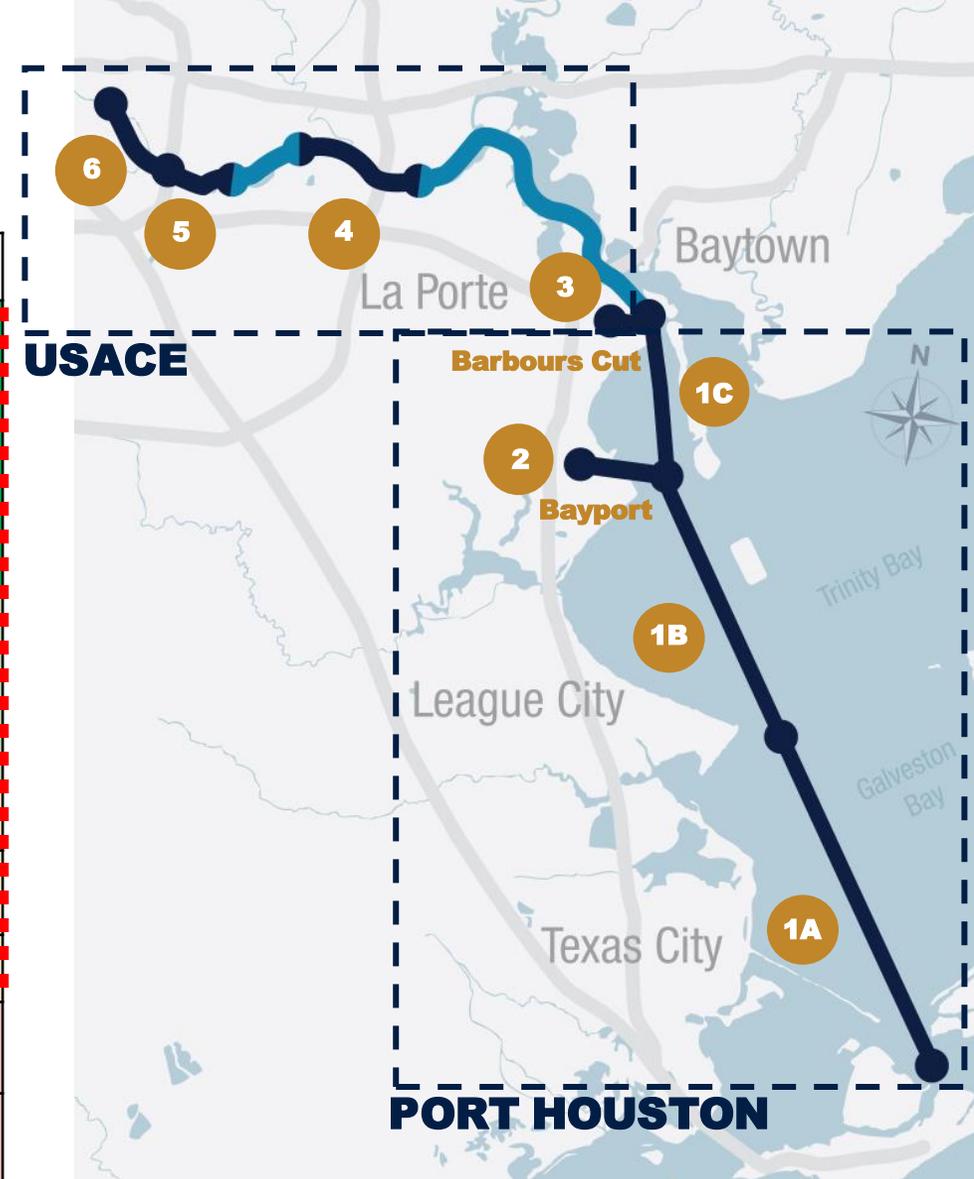


PORT HOUSTON

# PROJECT 11

## TENTATIVE PROCUREMENT AND CONSTRUCTION SCHEDULE

	Package	Segment	Advertise		Construction
Completed	1	1A	Aug 2021	USACE	Jan - Oct 2022
	2	4	Feb 2021	Port	Jun 2021 - Jun 2022
	Abandoned Pipeline Removal	1B, 1C, 2	Aug 2021	Port	Jan - Jul 2022
Under Contract	3/4A	1A	Jul 2021	Port	Feb 2022 - Mar 2023
	4B/5	1B, 1C, 2	Nov 2021	Port	Oct 2022 - Sept 2024
Funded	6	1C	Oct 2023	Port	Jan - Dec 2024
	7	3	Sept 2023	USACE	Mar 2024 - Sept 2026
	8 – E2C	4	Oct 2023	USACE	Jan - Dec 2025
Pending Federal Appropriations	8 – BW8	4	Apr 2024	USACE	Jul 2024 - Jul 2025
	9	4	Mar 2025	USACE	Aug 2025 - Aug 2026
	10, 11	5, 6	Sept 2024	USACE	Feb 2025 - Feb 2026
	12	5, 6	Nov 2025	USACE	Apr - Dec 2026



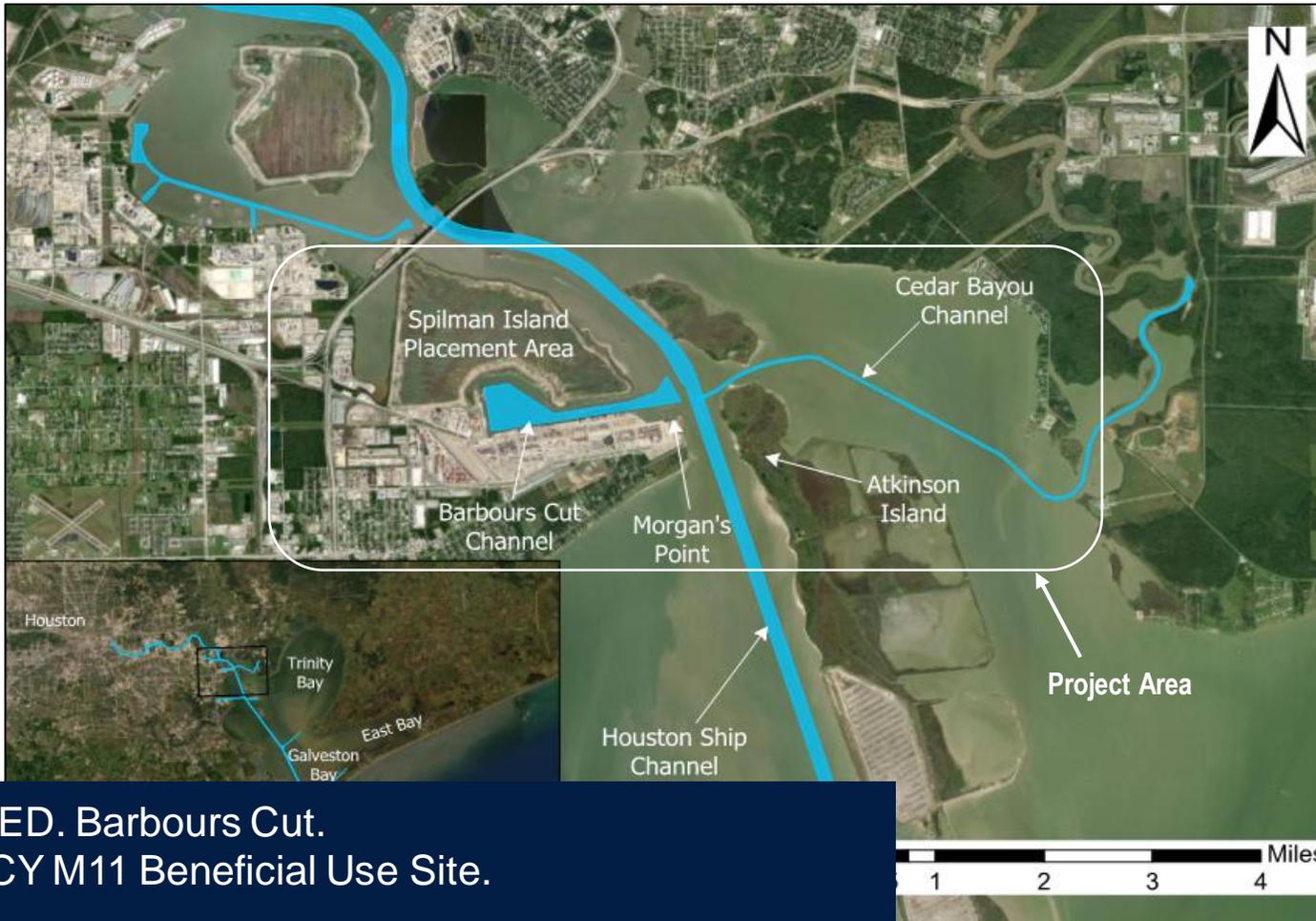
 No work planned in these areas



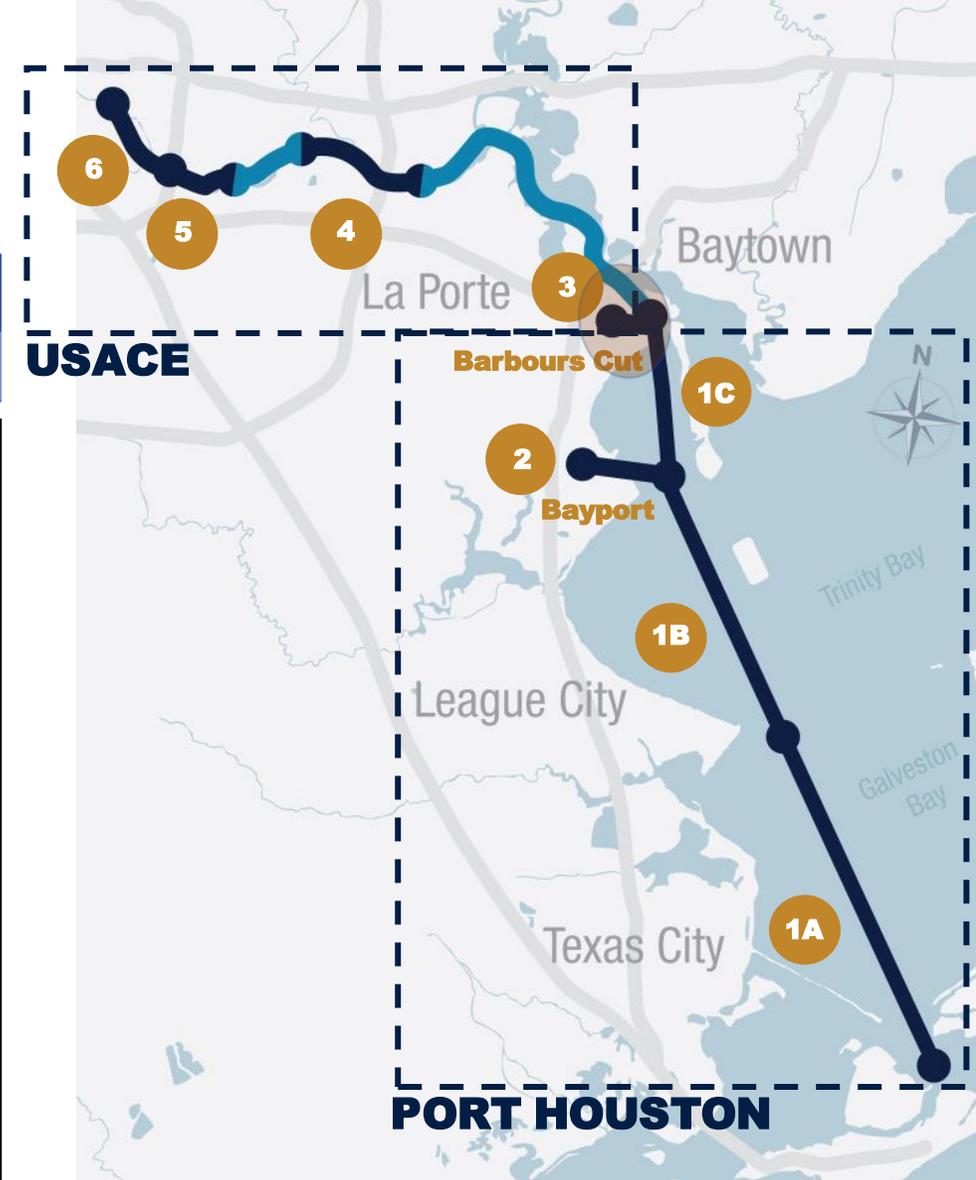
# SEGMENT 3. Barbours Cut.

PACKAGE 7. DESIGN-CONSTRUCTION PACKAGE UPDATE

Advertisement	Construction	Contractor
SEP 2023	USACE	TBD



FUNDED. Barbours Cut.  
2.8 MCY M11 Beneficial Use Site.

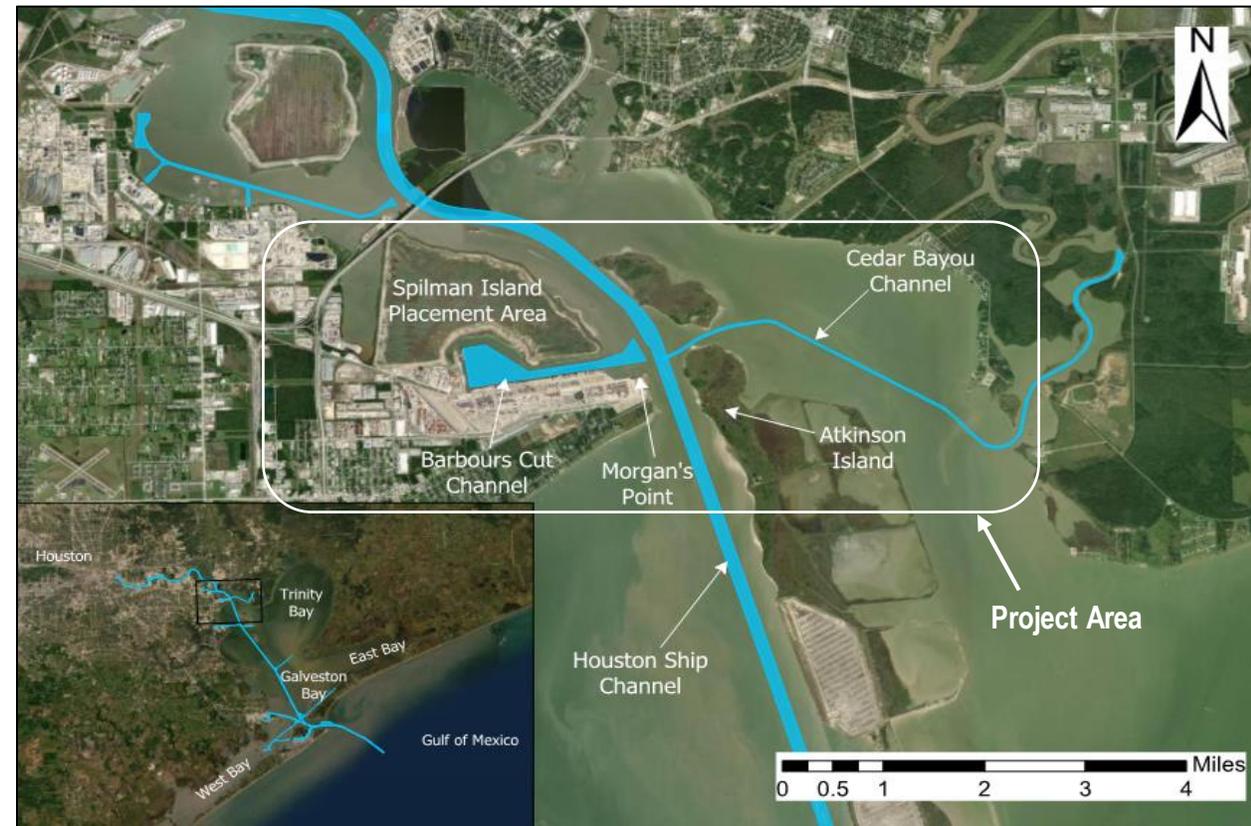


 No work planned in these areas



# Segment 3 Design & Construction Components

- Segment 3 – Barbours Cut Channel
  - Widen and expanded Turning Basin
- Upland Impacts
  - Spilman Island DMPA
  - Morgan's Point
- Dredged Material Placement – M12
- Cedar Bayou Sweep



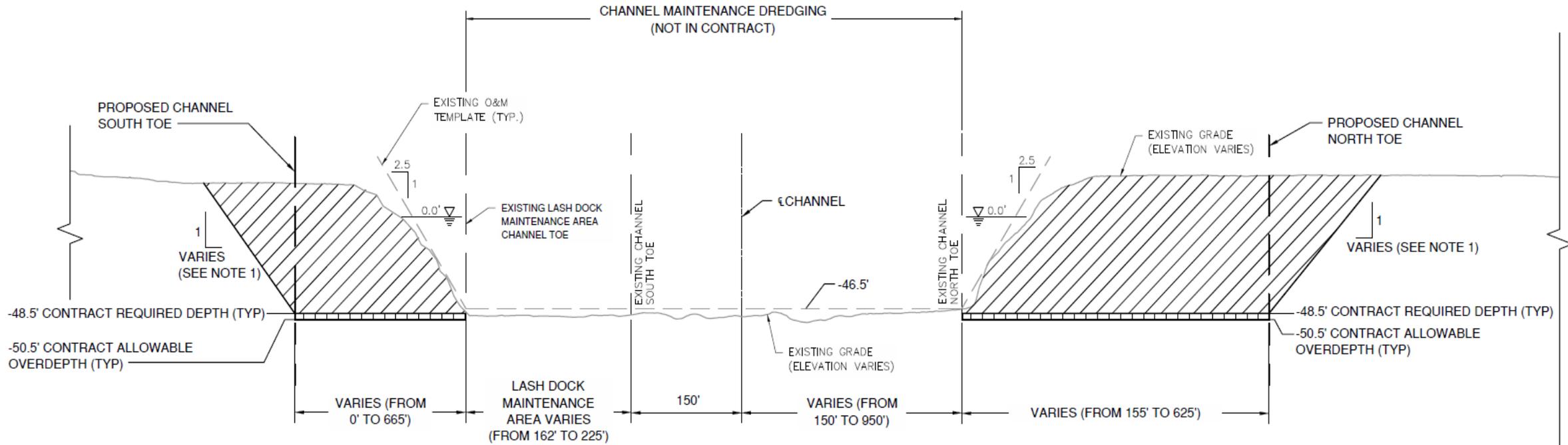
PORT HOUSTON

# Segment 3 Dredging

- Segment 3 – Barbours Cut Channel
  - Widen channel to 455 ft
  - Turning Basin to 1,800 ft diameter
- New work material
- Debris and demolition
- Flare adjustments – lower wall cost
- Ship simulations

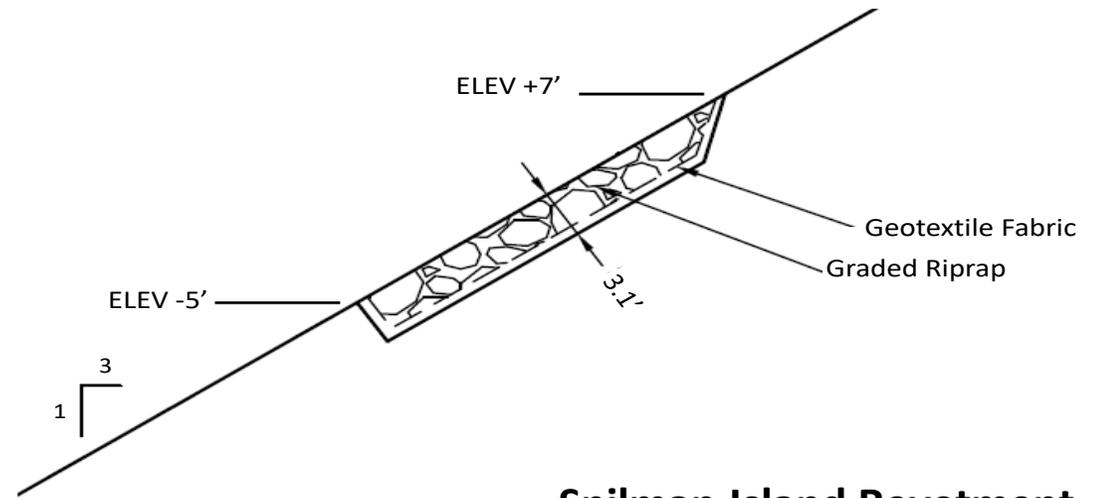


# Dredge Template

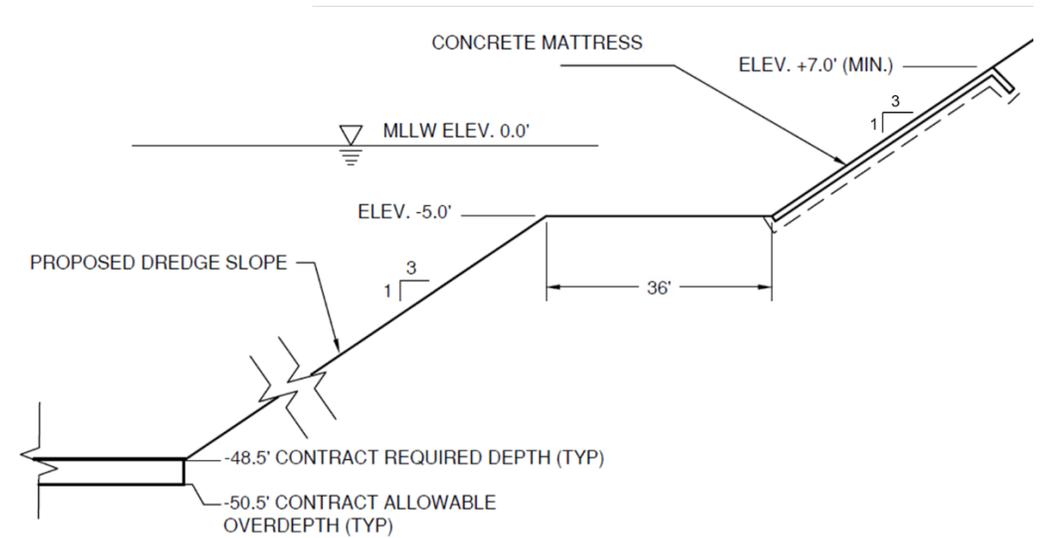
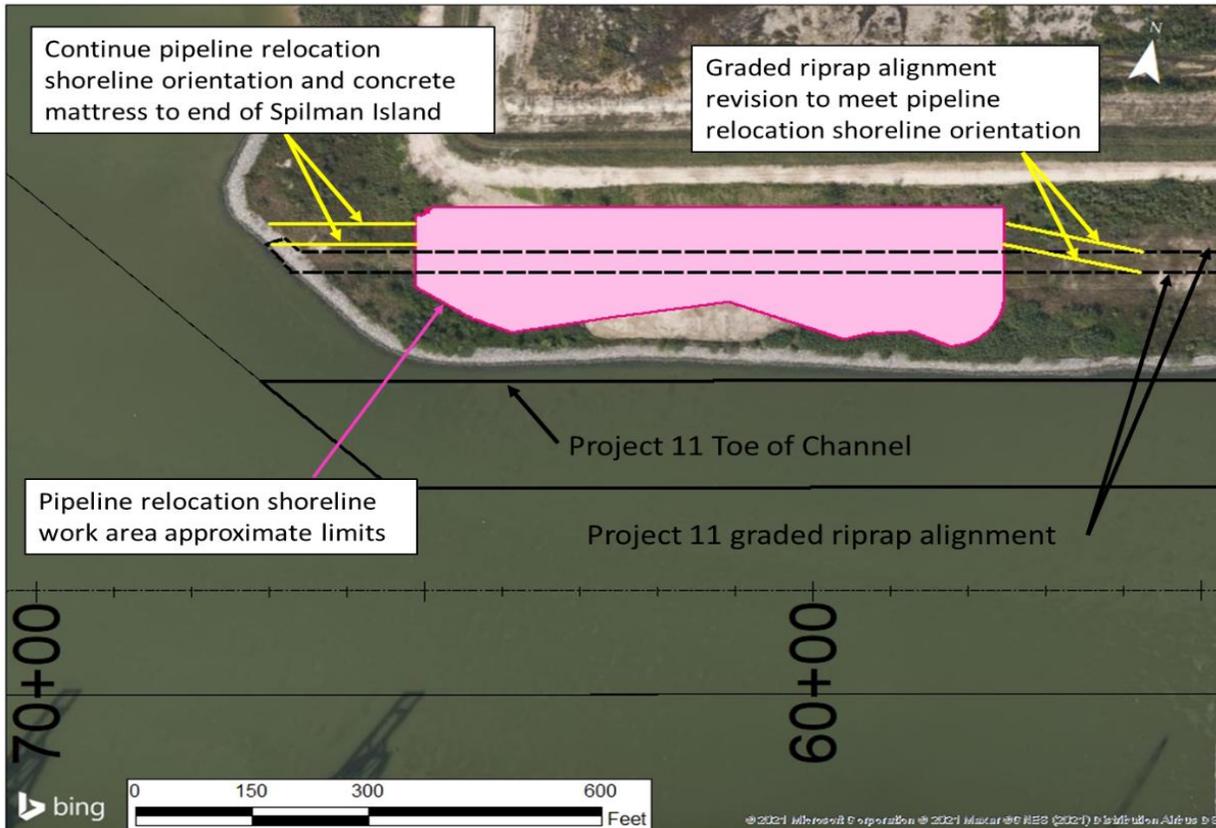


# Shoreline Protection

- Use existing riprap
- Supplement/replace (Morgan's Point)
- Concrete Mattress (west end of BCC)



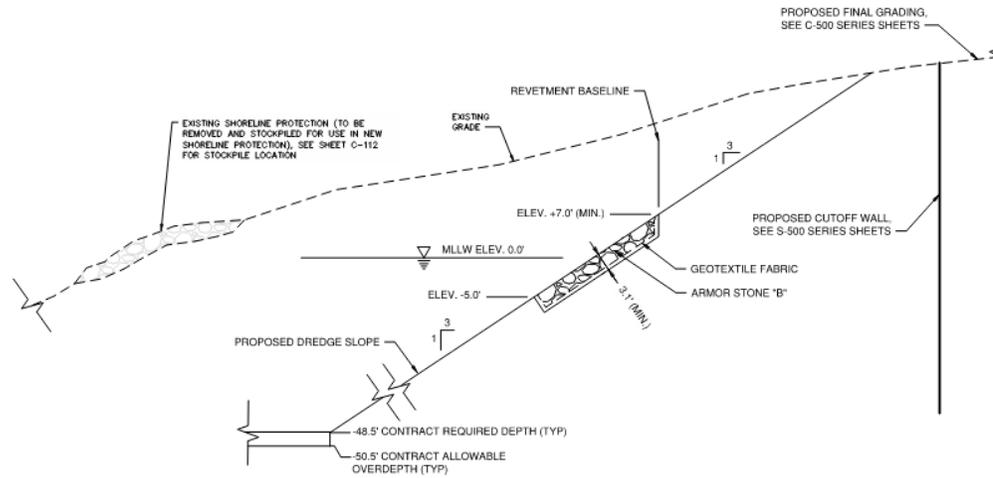
**Spilman Island Revetment**



**Spilman Island Cross-Section**



# Shoreline Protection



# M12

- Dredged material used to create new beneficial use area
- New marsh cell at Atkinson Island
- Hydraulically place berms
- Review impacts to Atkinson Island and tidal connections



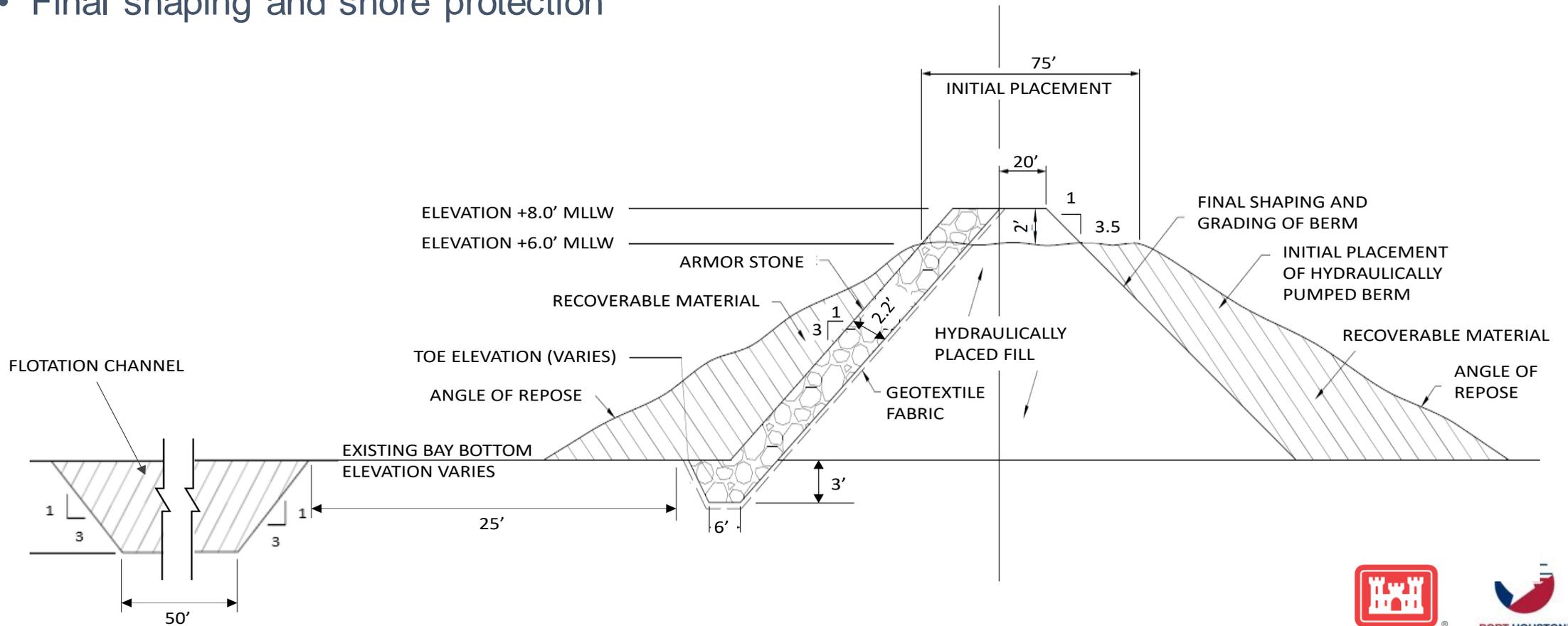
# M12

- Geotech showed firmer bay bottom
- Used retention formulas (HVJ)
- Berms volume less than dredge volume
- Internal placement of excess dredged material
- Upland and marsh areas



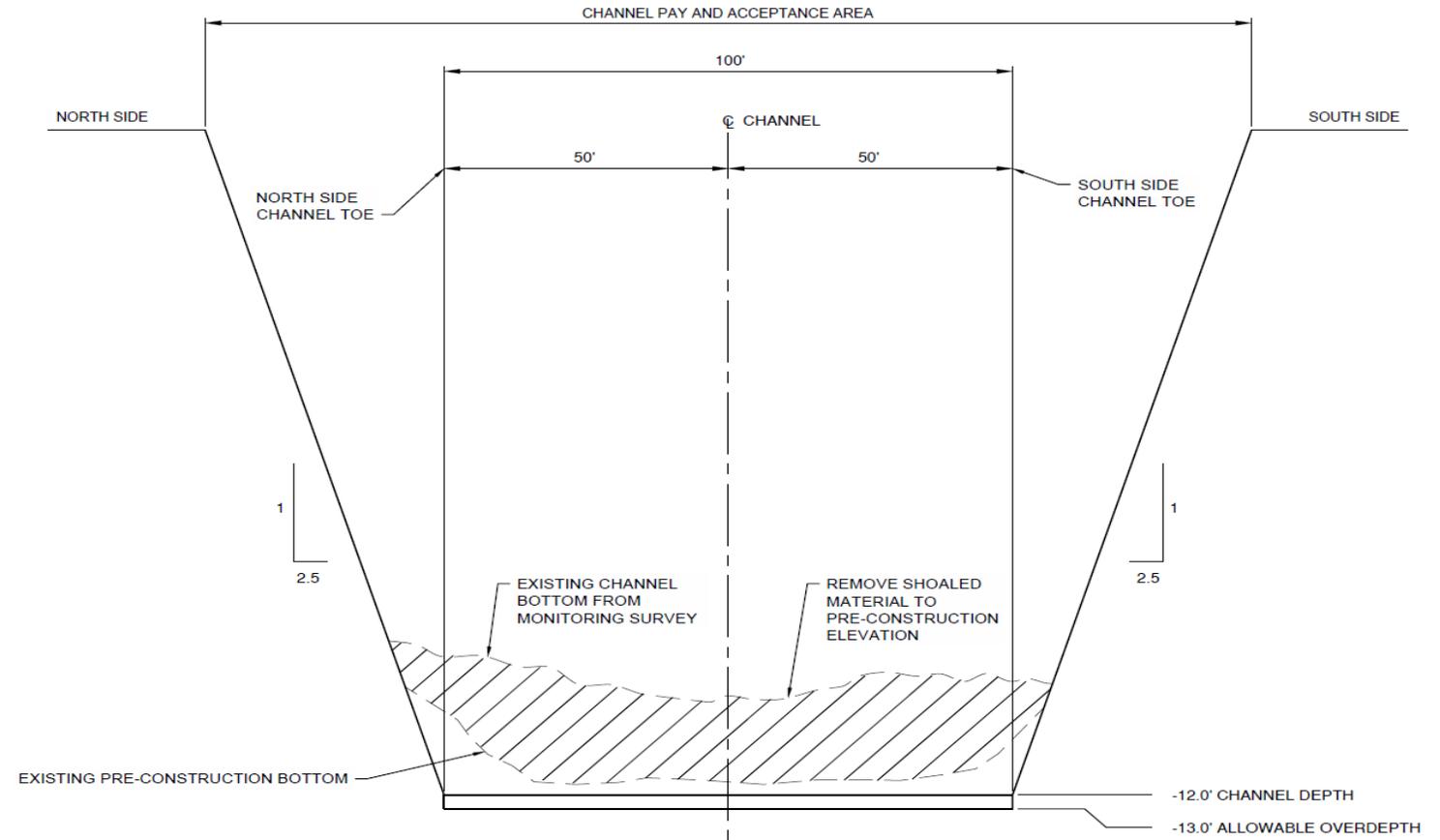
# M12

- Initial placement
- Final shaping and shore protection



# Cedar Bayou Sweep

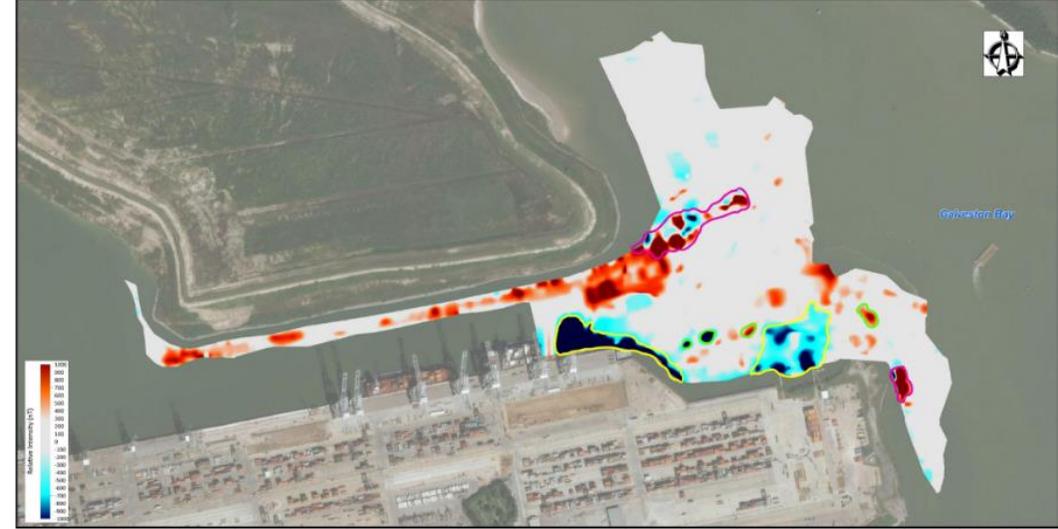
- Potential sedimentation due to berm construction
- Monitoring surveys
- Remove sedimentation from project
- Place within M12



PORT HOUSTON

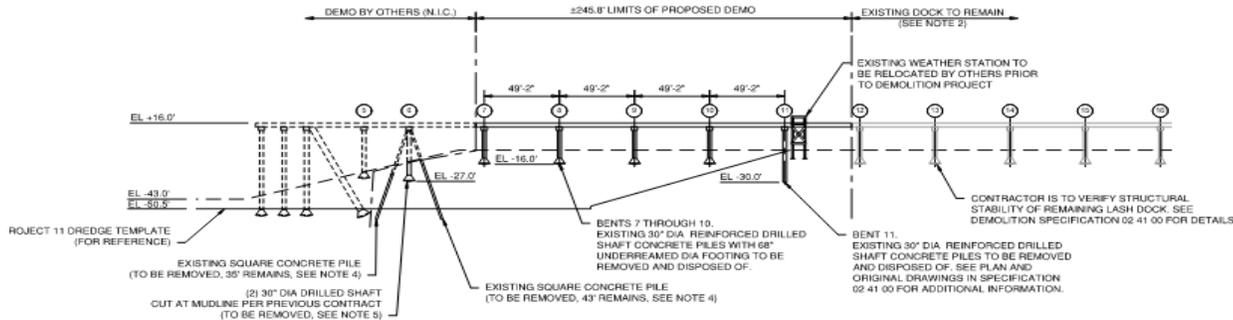
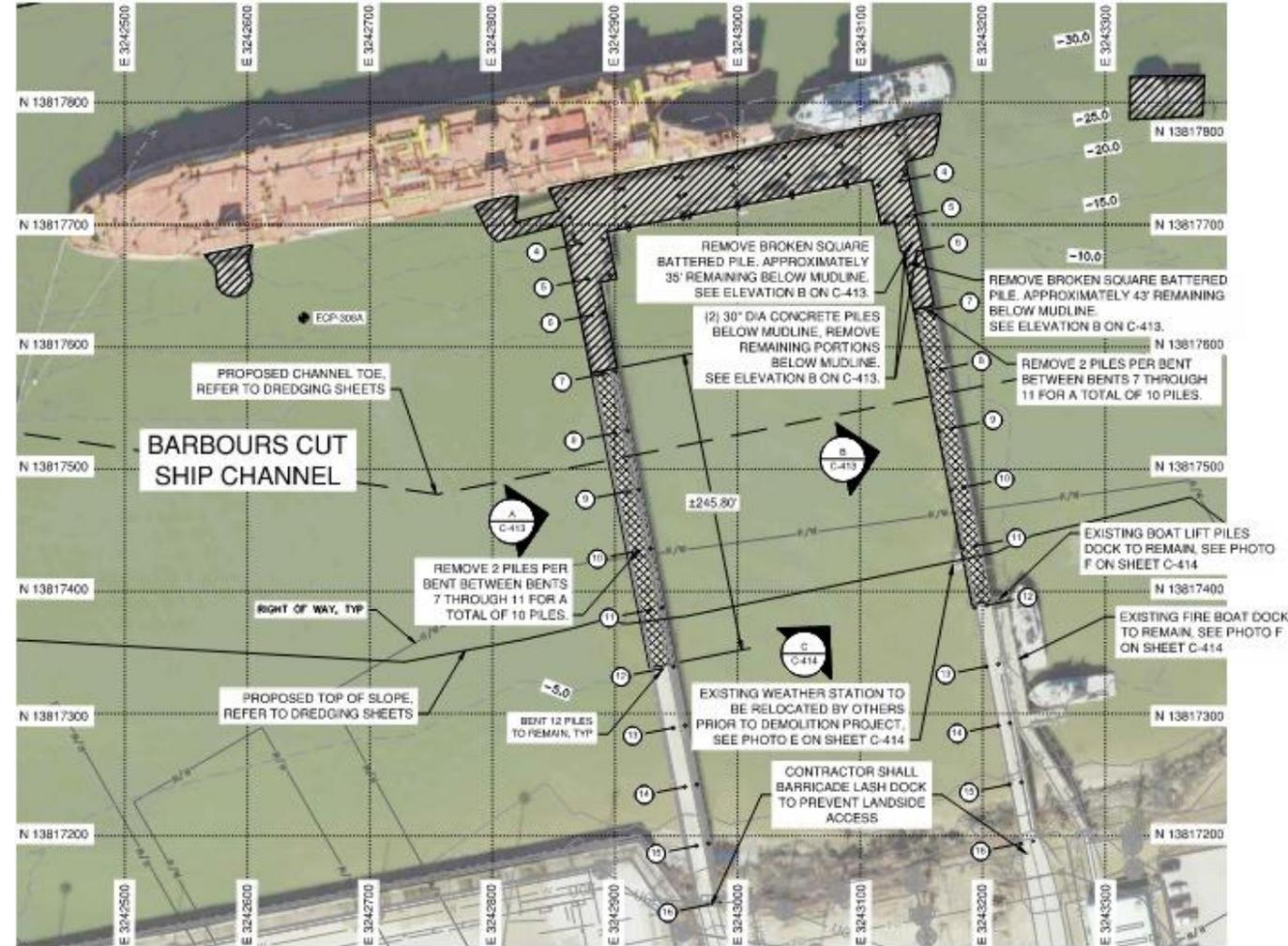
# Debris Removal – Channel

- Relic infrastructure along channel
- Past projects – historical aerial photos
- Structures at Morgan’s Point
- Performed magnetometer/side scan sonar surveys
- Providing information to contractors



# Lash Dock Demolition

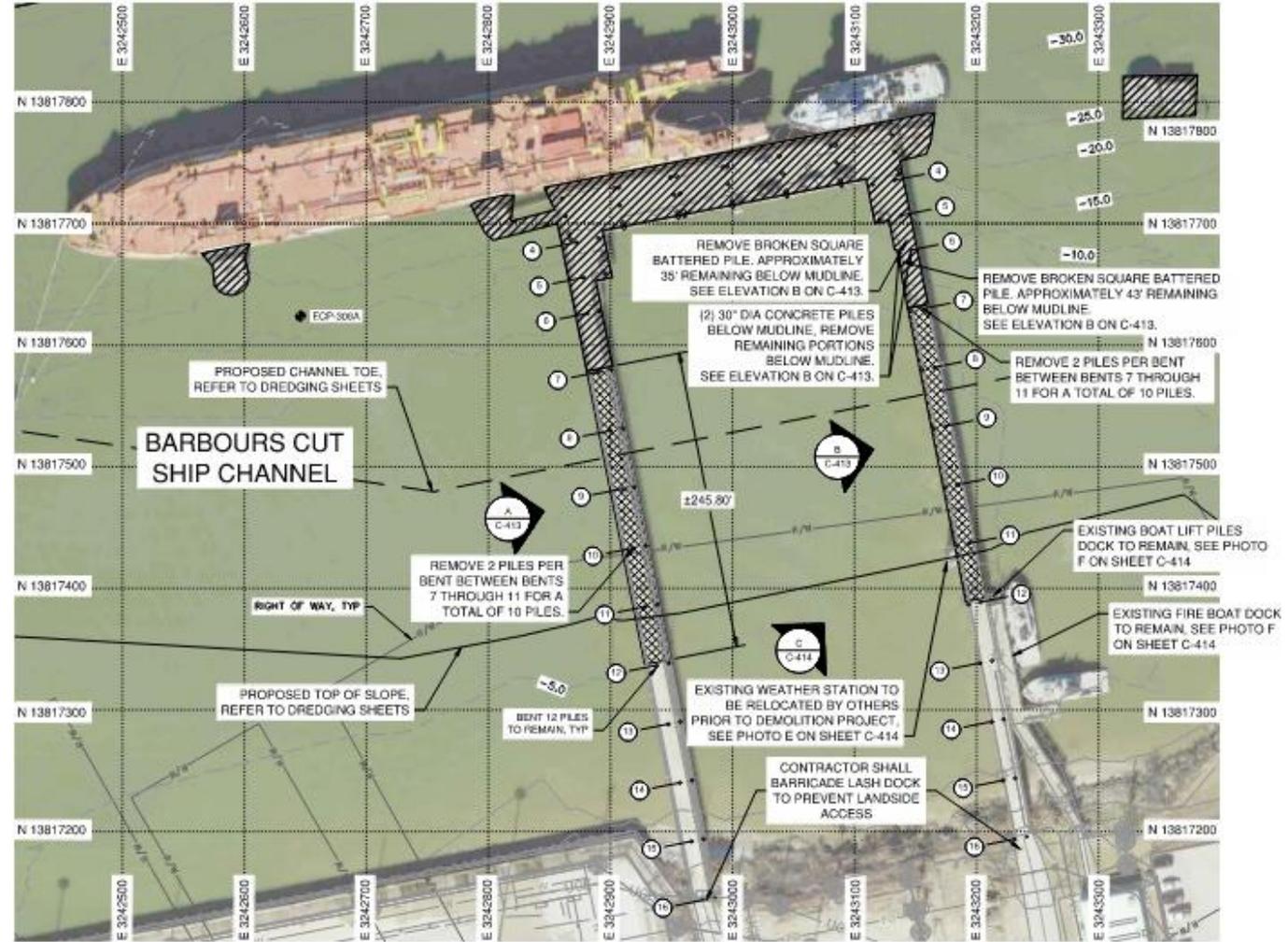
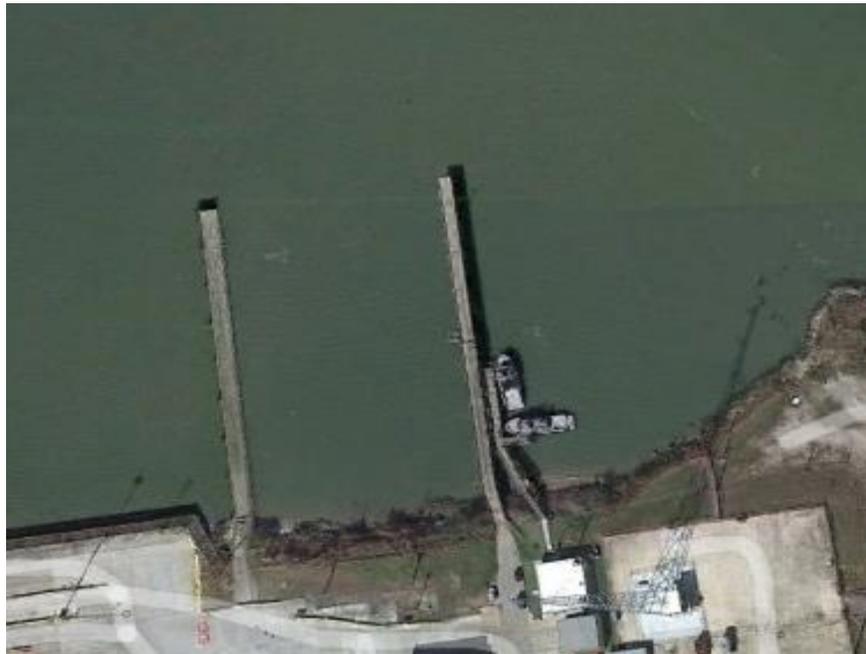
- Partial demolition was performed in 2020
- A portion of the remaining dock to be demolished for dredge template
- Required relocation of weather station



**B** ELEVATION-LASH DOCK EAST APPROACH  
SCALE: 1" = 40'



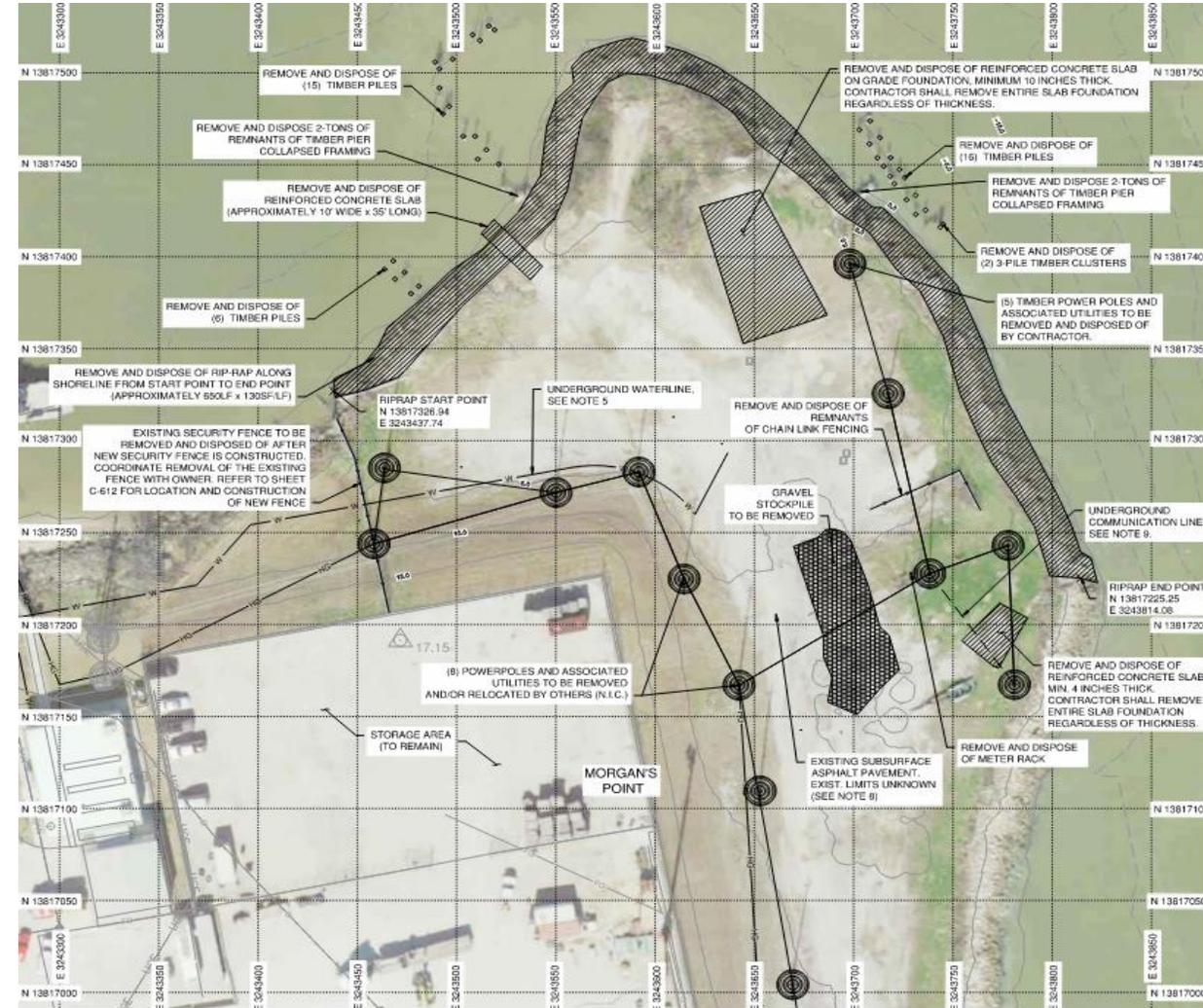
PORT HOUSTON



PORT HOUSTON

# Debris/Demo – Morgan's Point

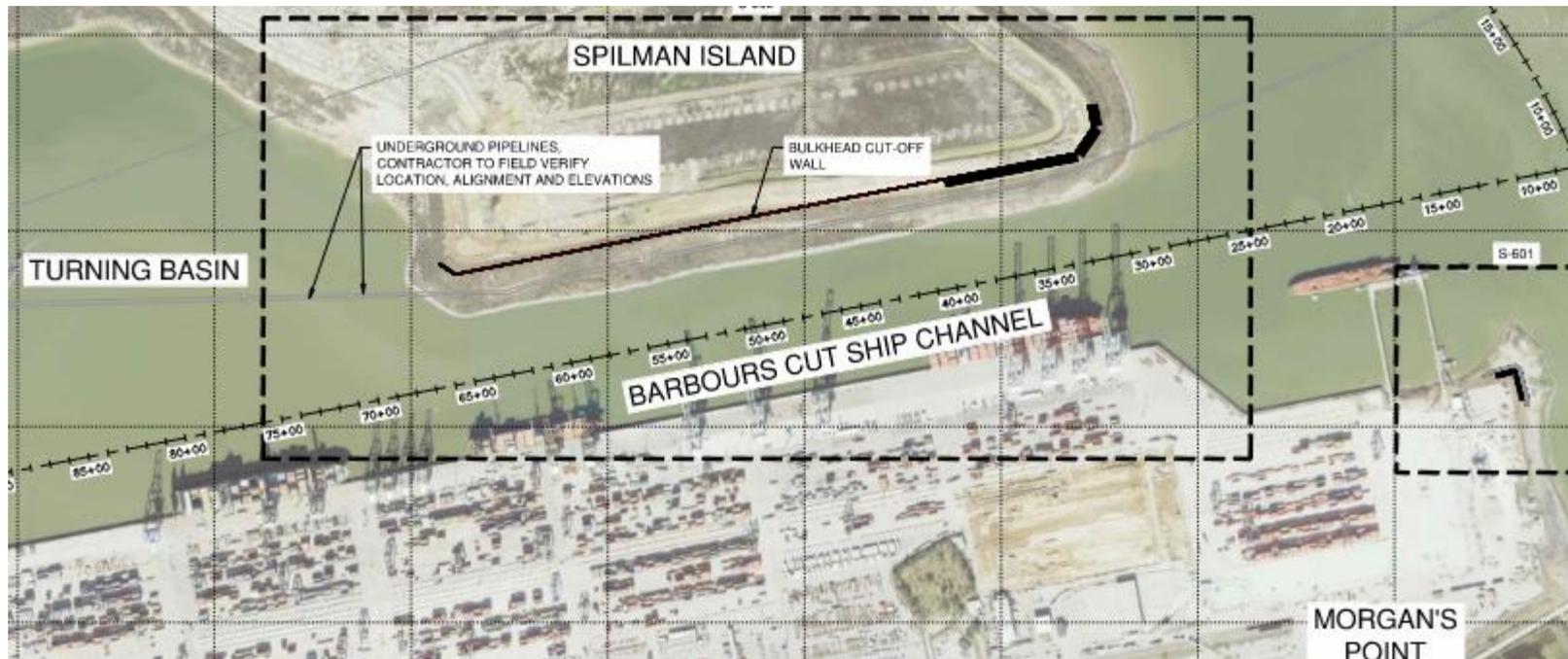
- Existing utilities, timber pier remnants, and existing features for previous buildings
- Required removal for bulkhead wall construction and/or dredge template



PORT HOUSTON

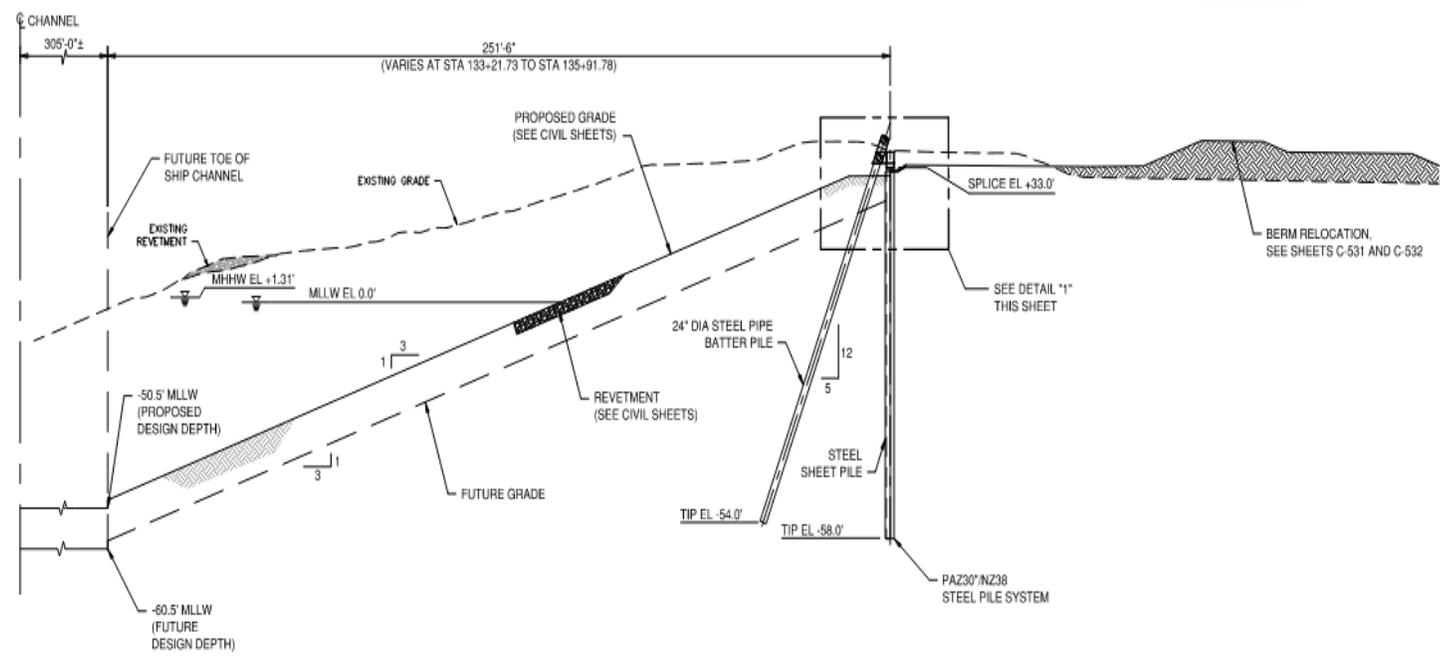
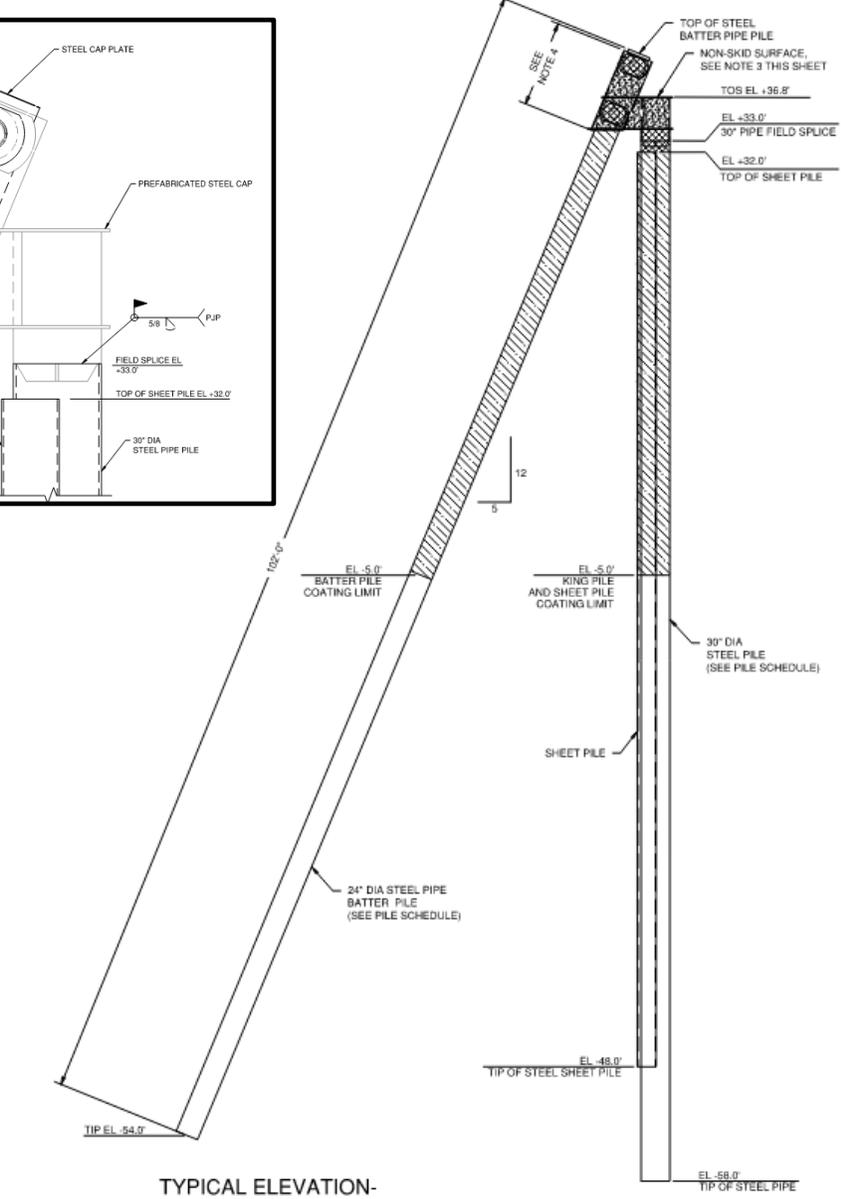
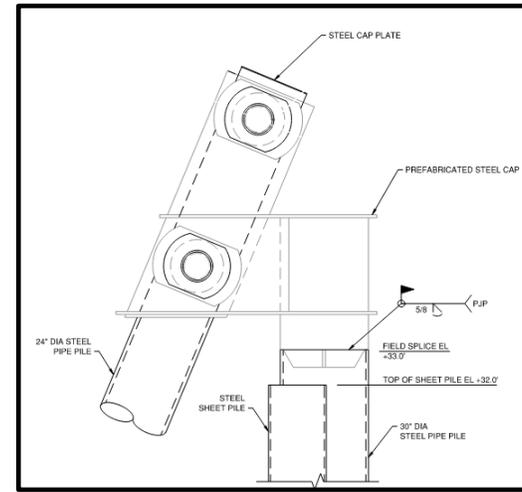
# Spilman Island Bulkhead Cut-Off Wall

- Design for future deepening and future berm raise
- Require berm relocation and realignment
- Cantilevered and Anchored Wall
- Varying FEMA flood zones



# Spilman Island Bulkhead Cut-Off Wall

- East End Corner Anchored Wall
- Pre-fabricated Steel Cap with sleeve for batter pile

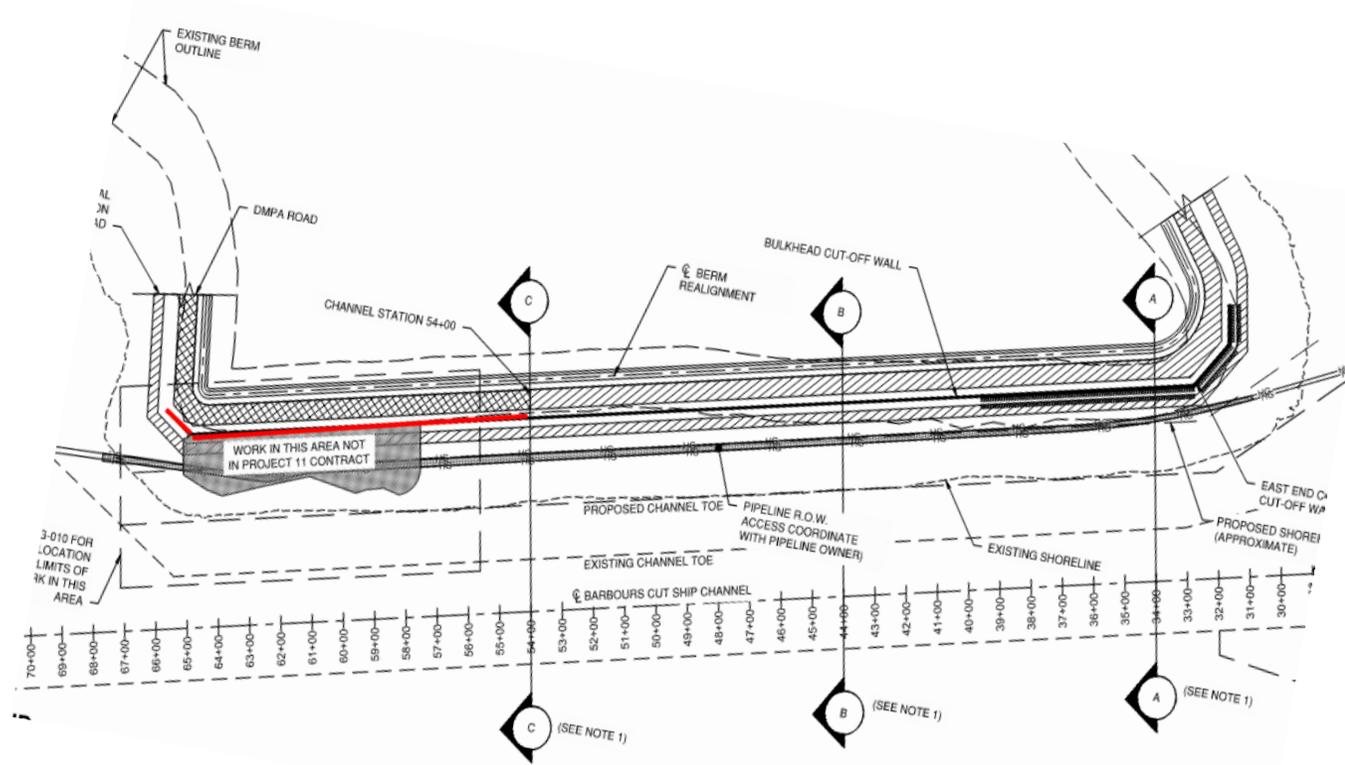
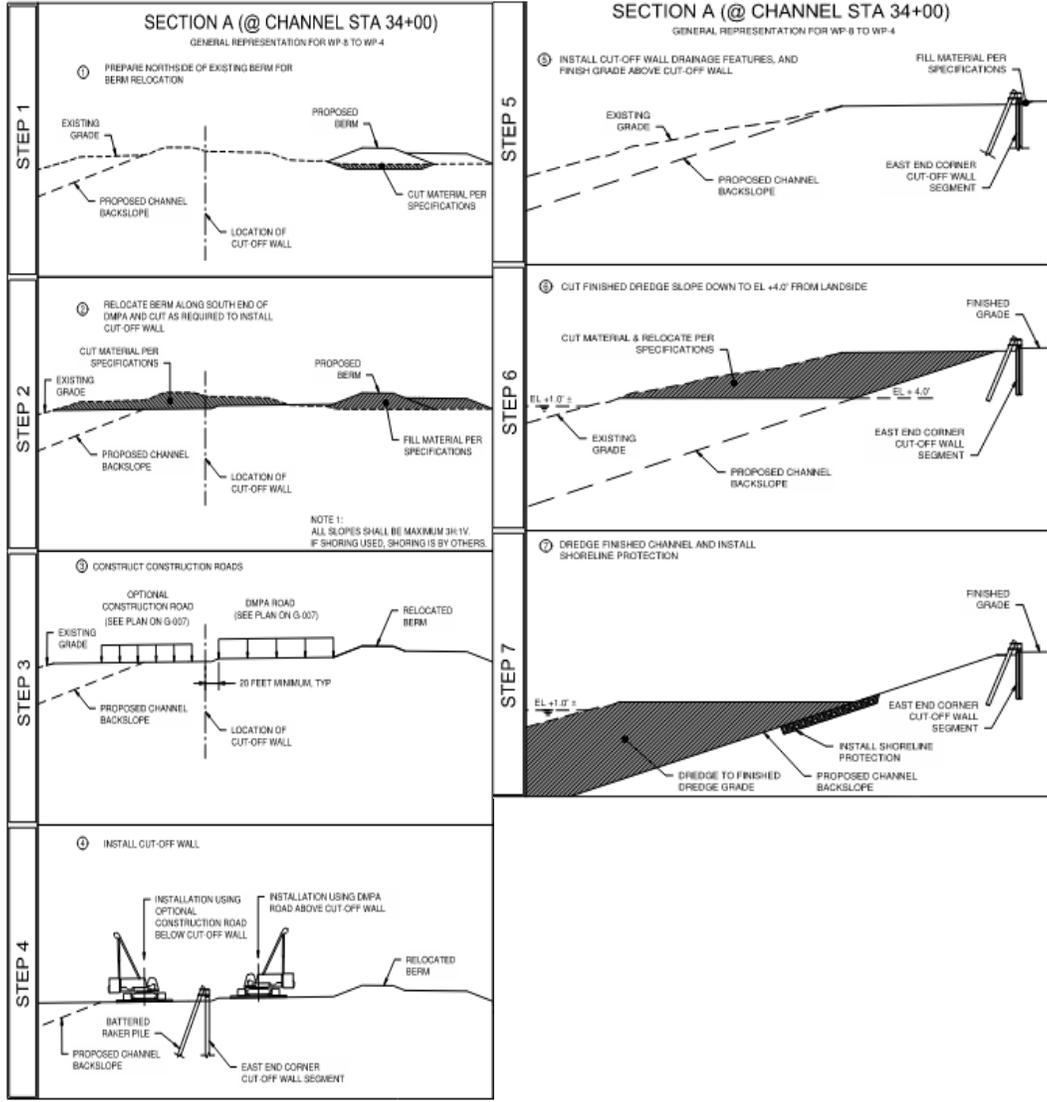


SPILMAN  
DMPA

TYPICAL ELEVATION-



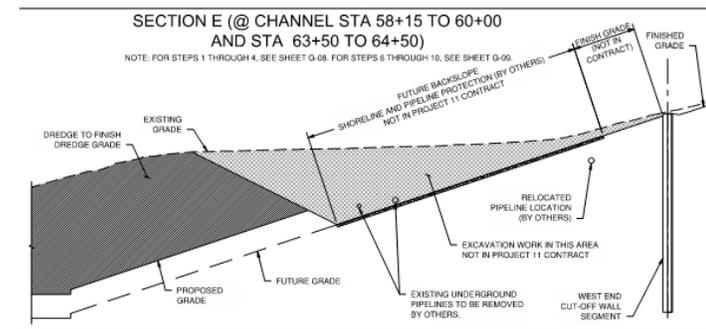
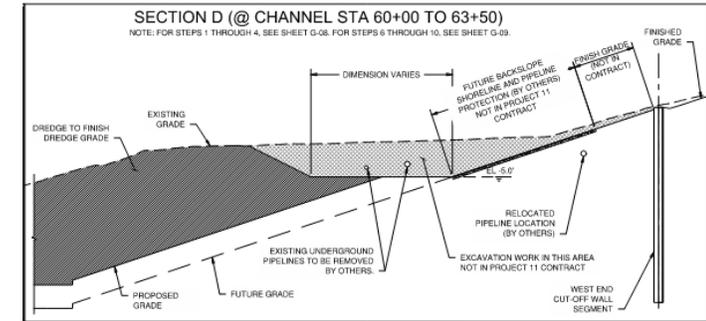
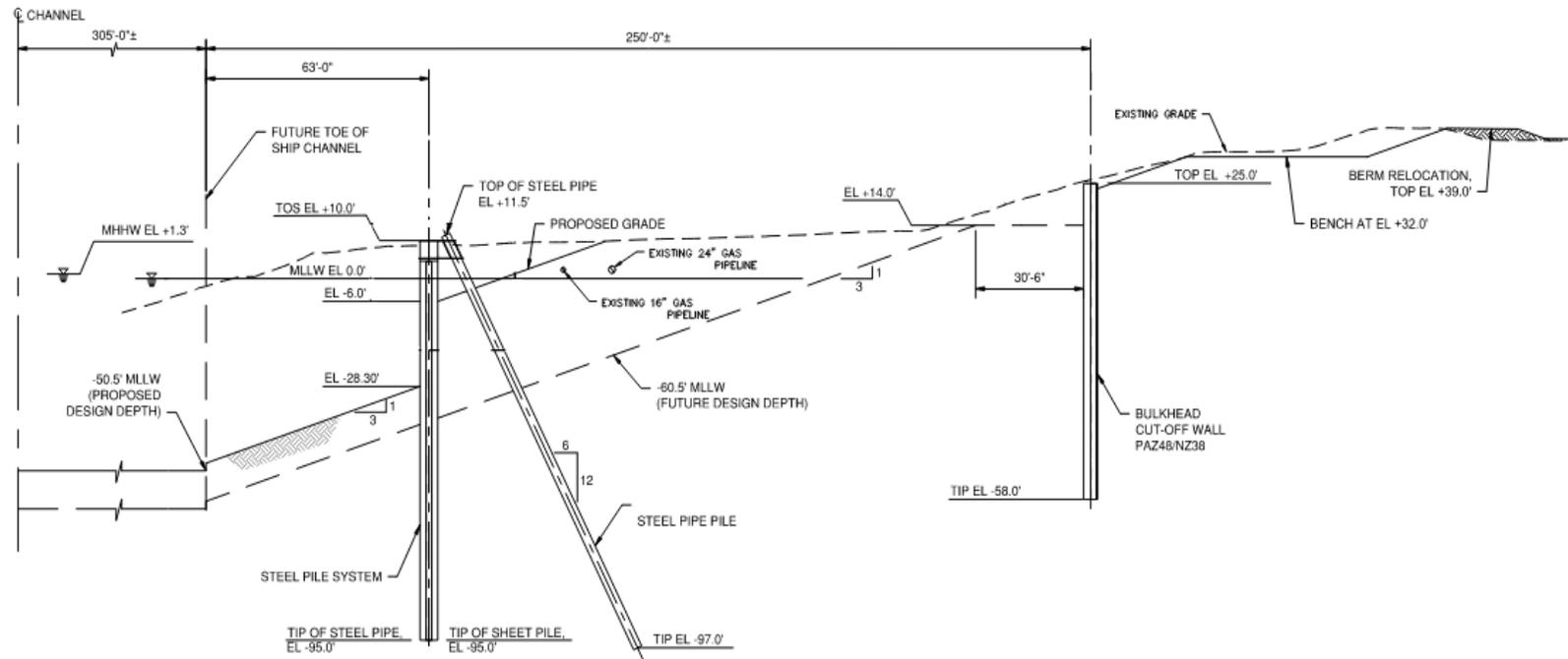
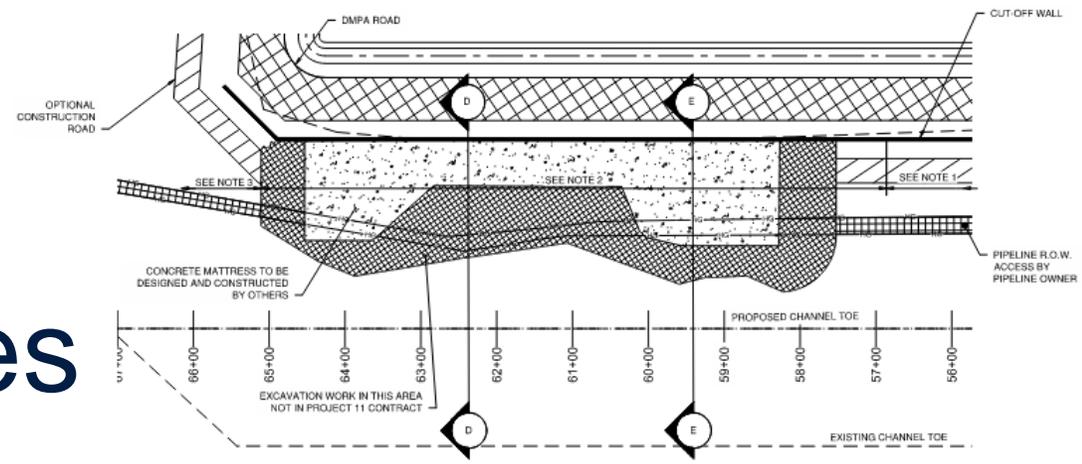
# Spilman Island Bulkhead Seq. (Suggested)



PORT HOUSTON

# Main Design & Construction Challenges

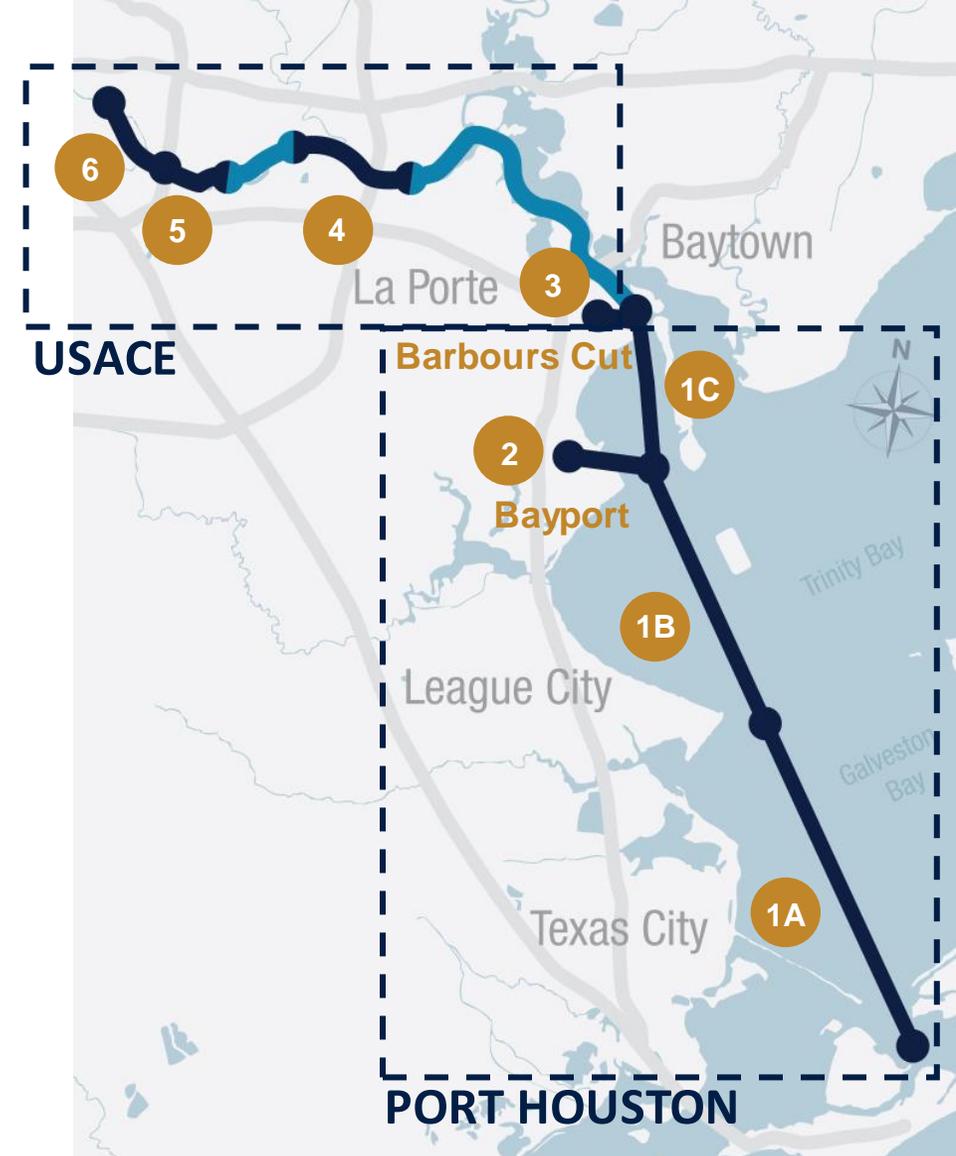
- Pipeline protection/relocation coordination
  - Initial design included protection wall
  - Revised to allow relocation



# HSC ECIP / PROJECT 11

## SEGMENT 3 TENTATIVE PROCUREMENT AND CONSTRUCTION SCHEDULE

- Request For Proposal (RFP) posted
- SAM.GOV: <https://sam.gov>
- Procurement Timeline
  - Advertise: September 18, 2023
  - Request for Proposal: 30-days after Advertise
  - Award: February 28, 2024
- Contracting Office Address
  - KO Contracting Division
  - 2000 Fort Point Road
  - Galveston, TX 77550-1229 USA
- Primary Points of Contact
  - Jaclyn Yocum, [jaclyn.c.yocum@usace.army.mil](mailto:jaclyn.c.yocum@usace.army.mil)
  - Aldrich Antonia Nichols, [aldrich.a.nichols@usace.army.mil](mailto:aldrich.a.nichols@usace.army.mil)
  - Phone Number 409.766.3963
  - Fax Number 409.766.3010



 No work planned in these areas



# SABINE NECHES WATERWAY CHANNEL IMPROVEMENT PROJECT

22 AUG 2023

**Sheri Willey**  
**Chief of Project Manager**  
**U.S. Army Corps of Engineers**  
**Galveston District**



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# BACKGROUND AND CURRENT STATUS

**2019:** Construction New Start with a \$1.2 Billion Project Cost

**2020 - 2021:** Contract 1 (Anchorage Basin #1) Dredging Awarded & Completed

**2021:** Contract 2A (Dredging Sabine Extension to Sabine Bank) awarded Sept 2021, with a construction start of Jul 2022

**2022 to current:** Contract 2A ongoing dredging with estimated completion of Nov 2023

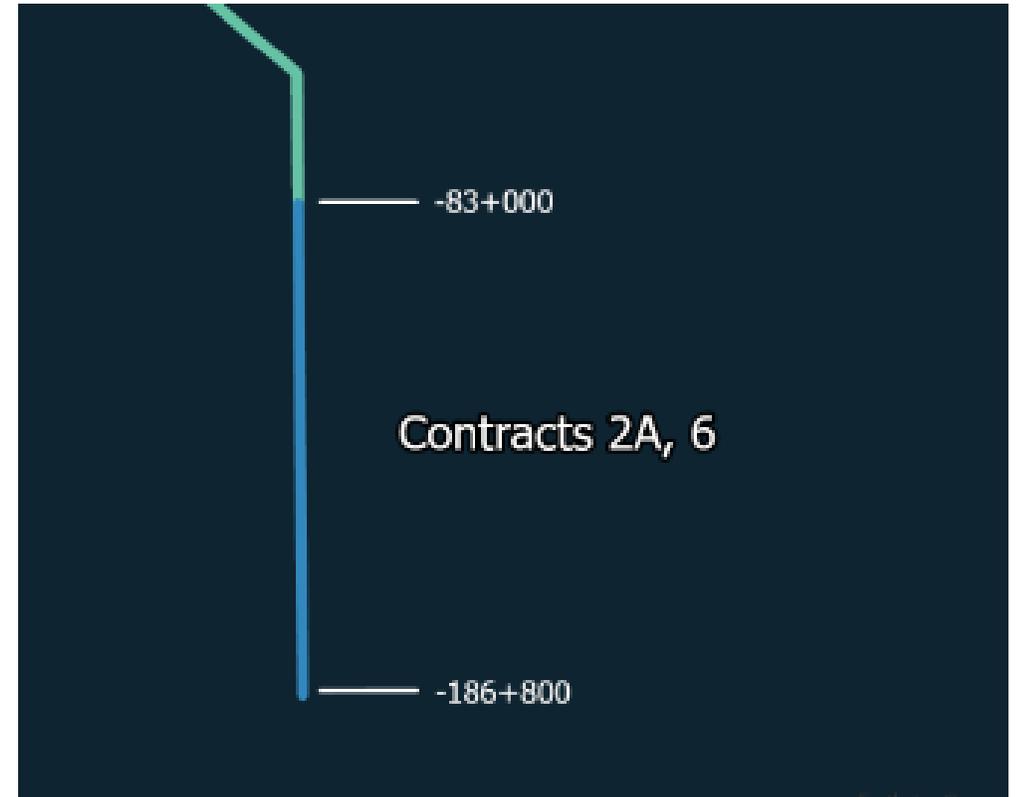


SWG has estimated that construction will approximately be completed around 2032.



# CONTRACT 2A SABINE EXTENSION CHANNEL TO SABINE BANK FEDERAL HALF DEPTH DREDGING

- Contractor Estimated Completion Date: Nov 2023
- Awarded Contract Price: \$40.4M





# CONTRACT 2B SABINE BANK TO SABINE PAS OUTER BAR, JETTY CHANNEL AND SABINE PASS NON-FED HALF DEPTH DREDGING

- NFS Award: Late August / Early Sep 2023
- Plant: Hopper Dredge
- Estimated Dredging Quantity: 9 MCY
- Dredge Sta: -83 +000 to 29+625





# CONTRACT 6 SABINE EXTENSION CHANNEL TO SABINE BANK FEDERAL FULL DEPTH DREDGING

- Contract Advertise: May 2024
- Bid Opening: Jun 2024
- Contract Award: Aug 2024
- Construction Start: Jul 2024
- Plant: Hopper Dredge
- Estimated Dredge Quantity: 15 MCY
- Dredge: Sta -186+000 to 26+392.57
- Status/Concerns:
  - FY23 funding received - \$167M
  - FY 24- \$100M (Est April 2023)

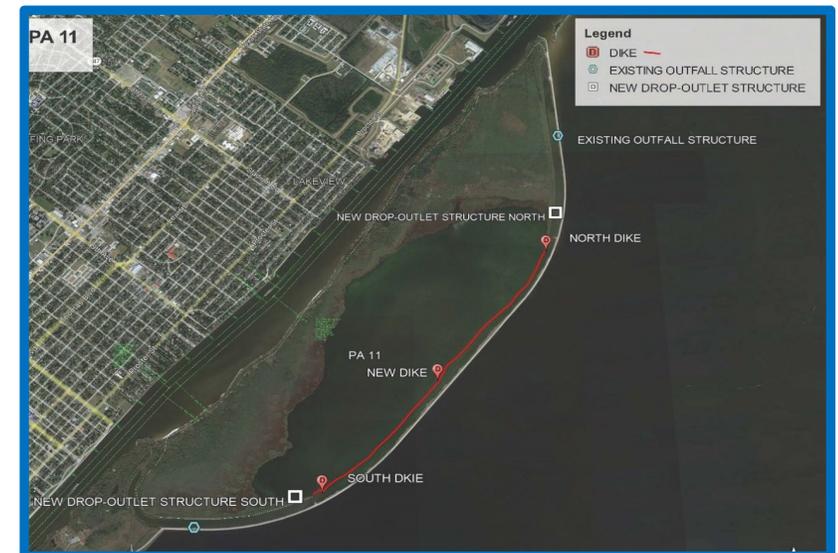




# CONTRACT 16 PLACEMENT AREA 11

## FEDERAL PLACEMENT AREA IMPROVEMENT CONSTRUCTION

- Contract Advertise: May 2024
- Bid Opening: Jun 2024
- Contract Award: Oct 2024
- Construction Start: Nov 2024
- Planned Construction:
  - New levee on north side; entire upland placement area
  - Cut off lake inflow – allows for PA drying
  - Create capacity
  - Install two new drop-outlet structures
  - Install new outflow drainage structures to the Canal side
  - Duration- 931 days (duration still in refinement)
- PA11 is needed for next contract scheduled for FY25 (Contract 4)
- Planned acquisition is Request for Proposal





# OPEN DISCUSSION



# SABINE PASS TO GALVESTON BAY COASTAL STORM RISK MANAGEMENT SWG SUMMER 2023 INDUSTRY DAY

August 22, 2023  
Enrique “Rick” Villagomez, P.E.  
Orange County Program Manager  
USACE Galveston District  
Mega Project Division



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U.S. ARMY CORPS OF ENGINEERS  
PACE SETTER  
SOUTHWESTERN DIVISION

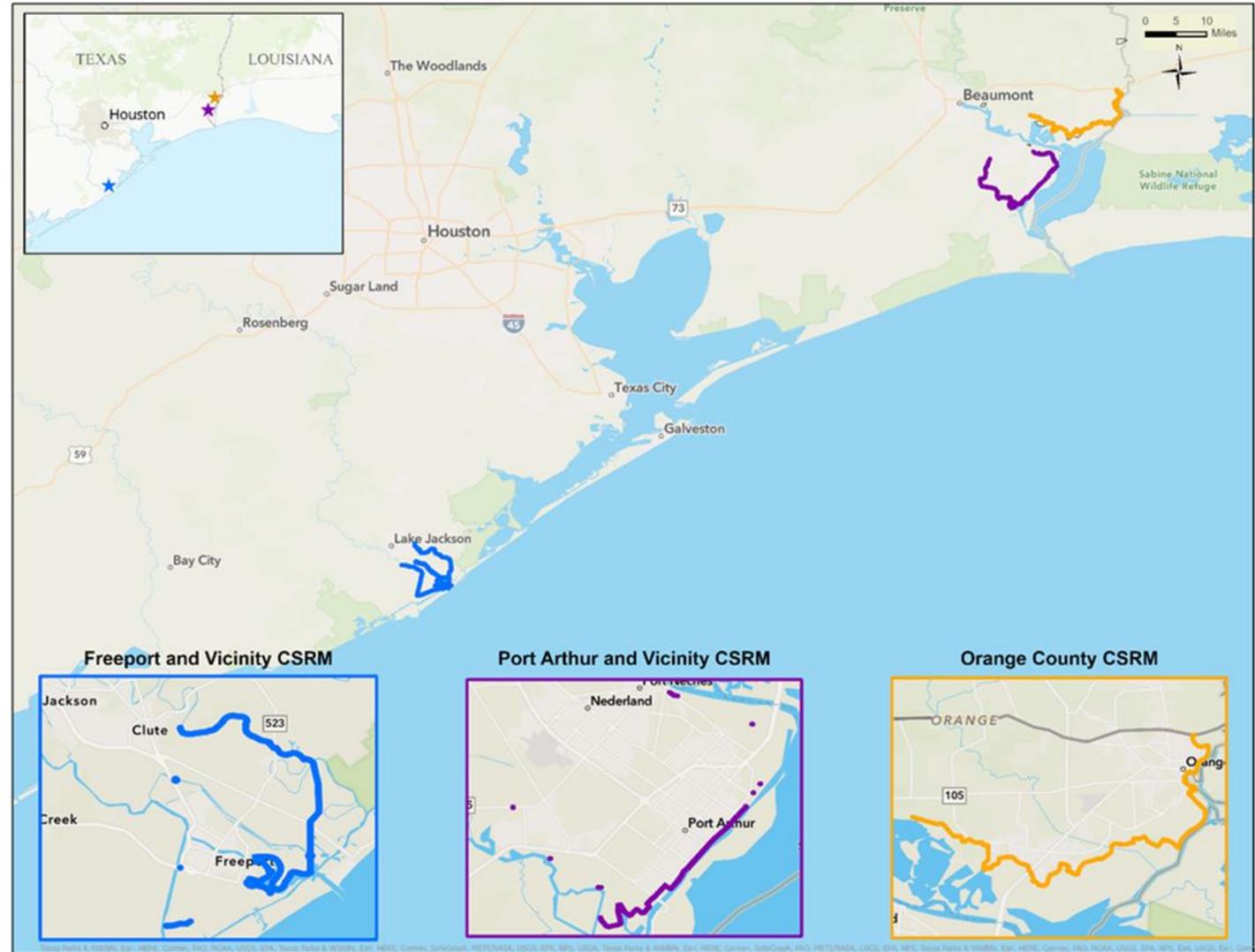
# SABINE PASS TO GALVESTON BAY



The Sabine Pass to Galveston Bay Program also known as S2G is part of the Galveston District's integrated regional plan for resiliency along the Texas Coast.



The S2G Program is comprised of three Coastal Storm Risk Management (CSRM) Projects which consist of improvements to existing hurricane flood protection features in the Freeport and Port Arthur regions, and the construction of a brand new system in southern Orange County.



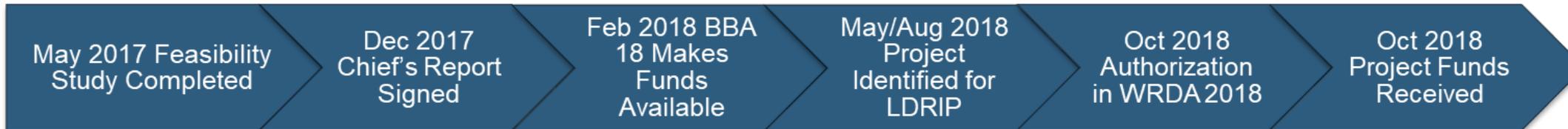


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# SABINE PASS TO GALVESTON BAY



BBA 18 = Bipartisan Budget Act of 2018; LDRIP = Long-Term Disaster Recovery Investment Plan; WRDA = Water Resources Development Act

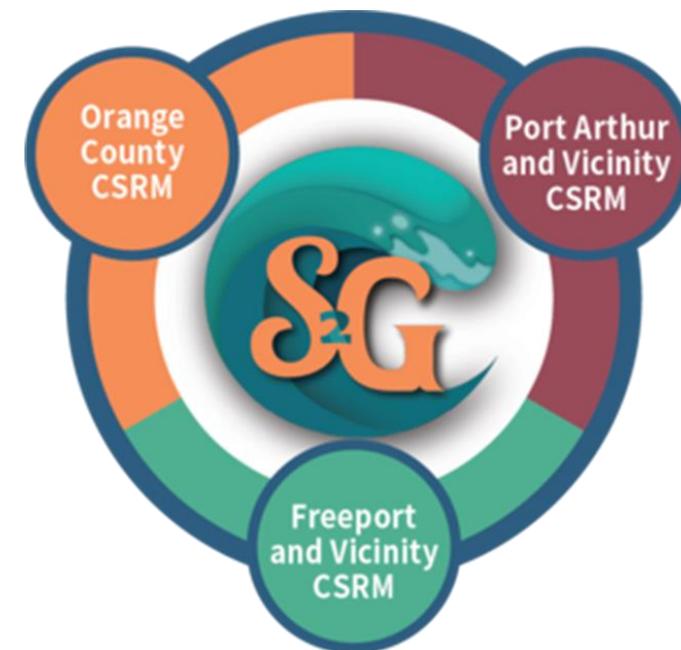
**PROJECT PARTNERSHIPS**

Orange County Project  
Project Partner: Gulf Coast Protection District

Port Arthur Project  
Project Partner: JEFFERSON DRAINAGE DISTRICT COUNTY

Freeport Project  
Project Partner: Velasco Drainage District

The Sabine Pass to Galveston Bay (S2G) Coastal Storm Risk Management (CSRM) Program has been established to deliver a cost-effective, ecologically-sound solution that will reduce coastal storm surge risks to residential structures, industries, and businesses in Orange, Jefferson, and Brazoria Counties to ensure the Texas coast remains resilient for years to come.





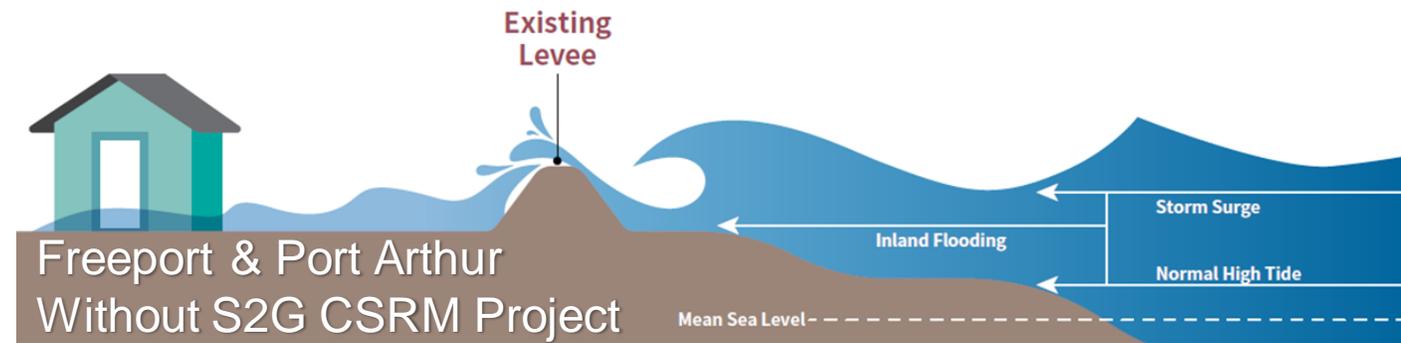
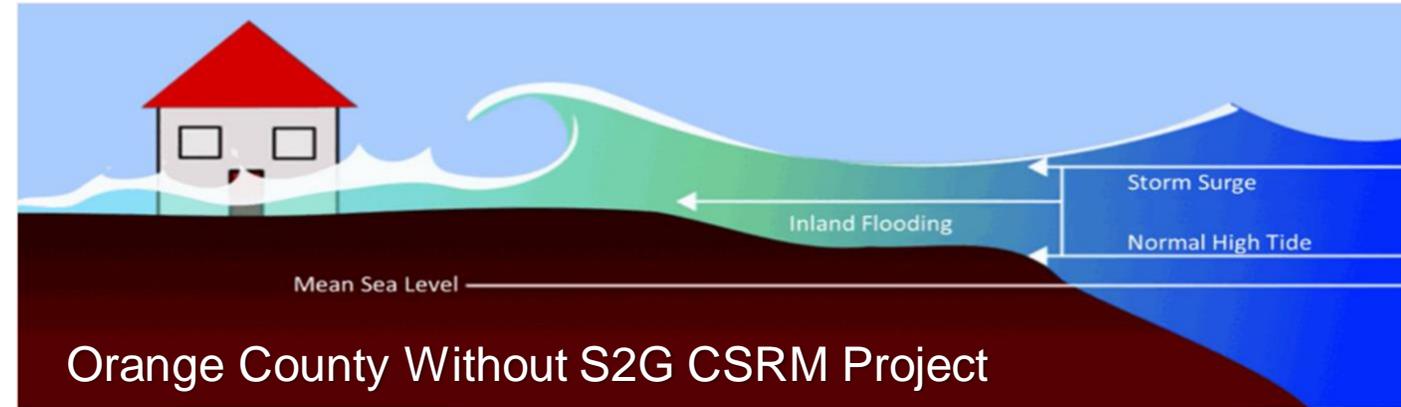
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# SABINE PASS TO GALVESTON BAY

## THE THREAT



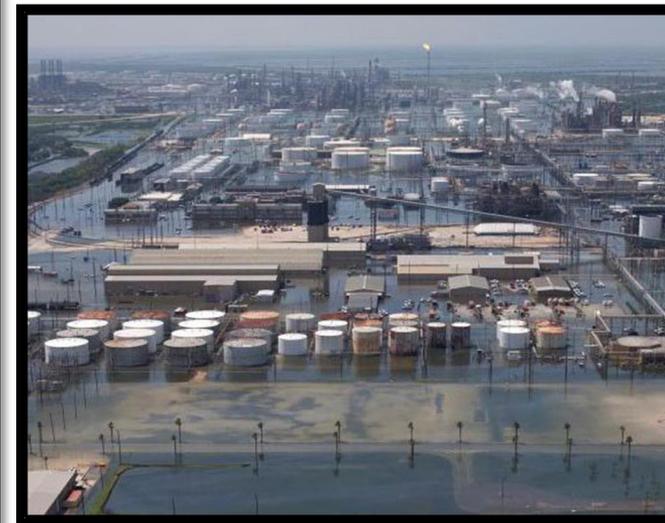
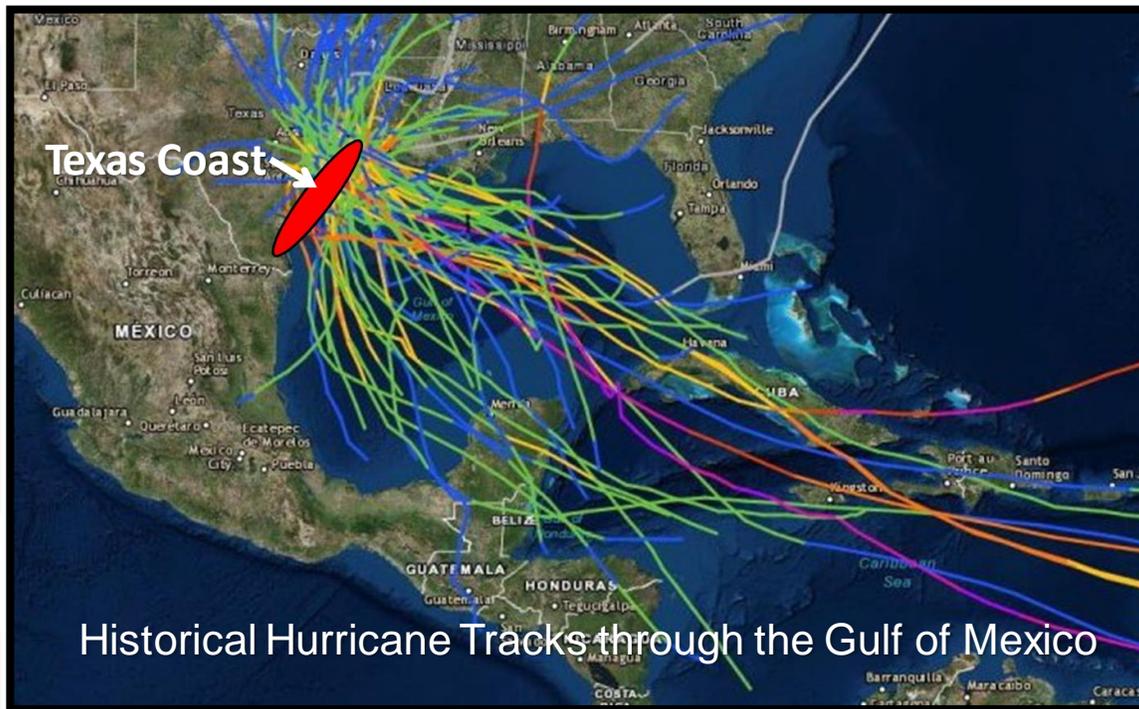


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# SABINE PASS TO GALVESTON BAY THE THREAT





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# SABINE PASS TO GALVESTON BAY ORANGE COUNTY PROJECT FEATURES



Navigable Sector Gates - Open



Concrete Floodwall with Interior Drainage Channel



Railroad Closure Structure - Open



Navigable Sector Gates - Closed



Earthen Levee with Interior Drainage



Road Closure Structure - Closed



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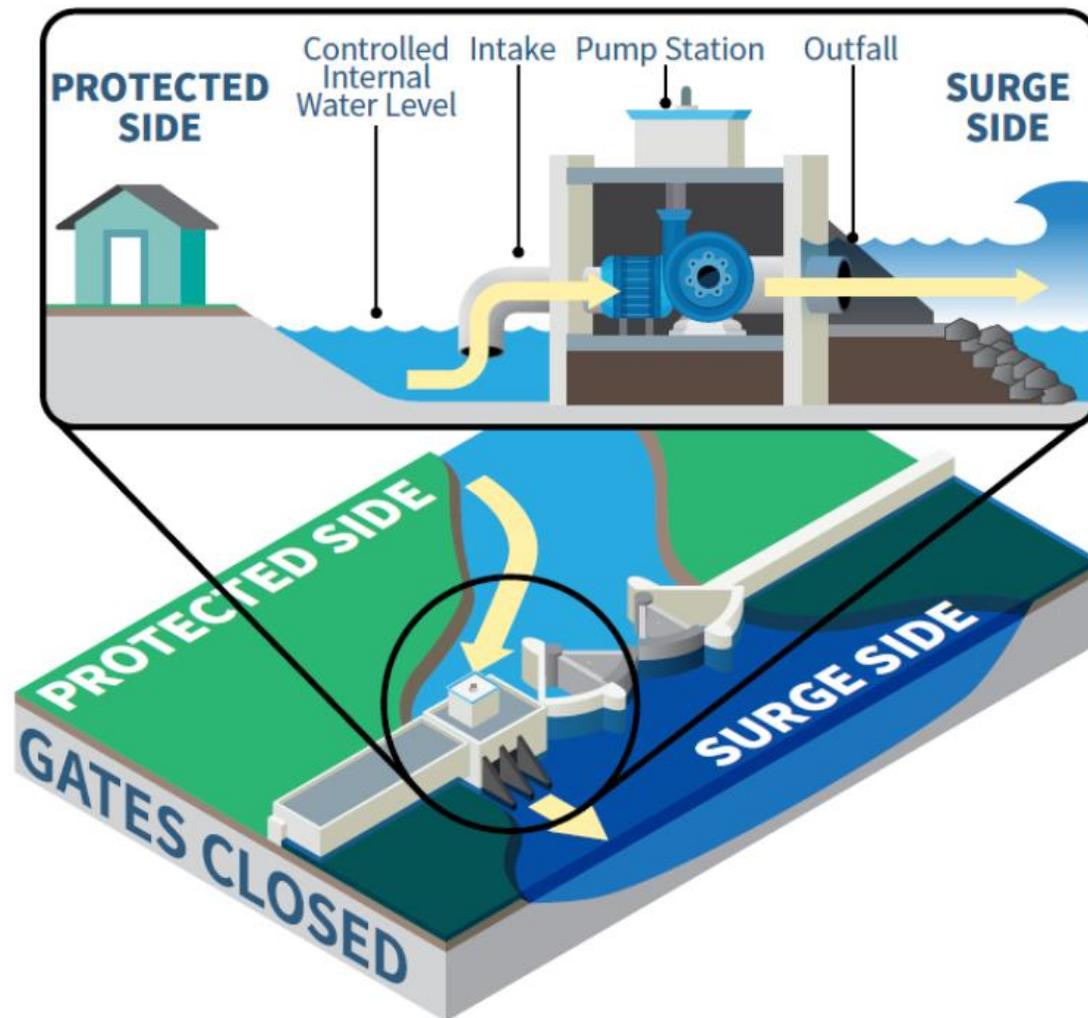


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# SABINE PASS TO GALVESTON BAY ORANGE COUNTY PROJECT FEATURES



Pump Station & Navigable Sector Gates Complex



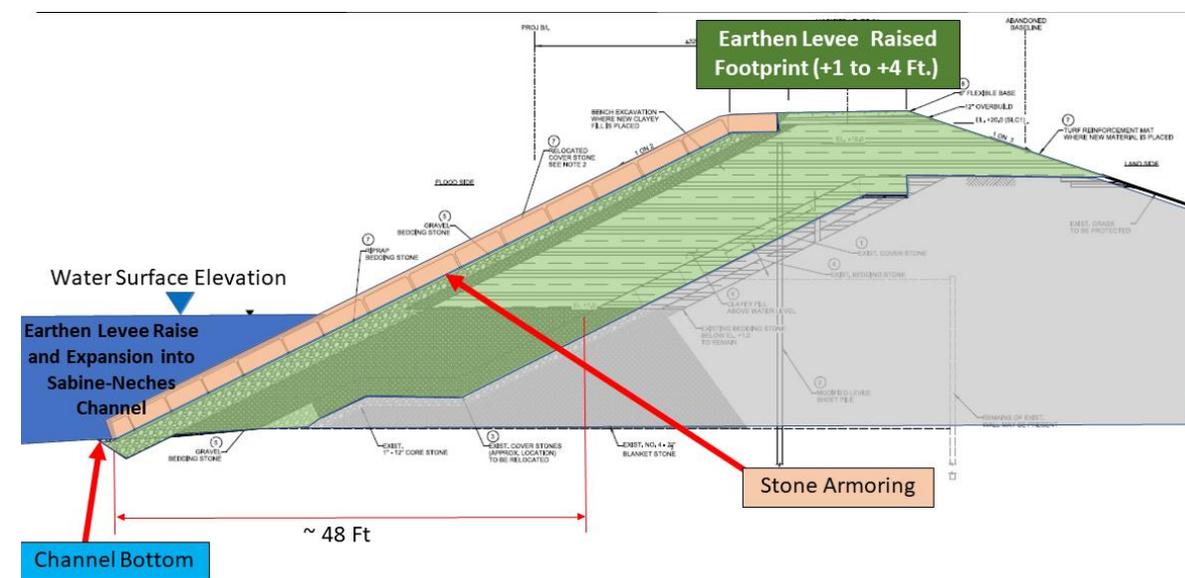
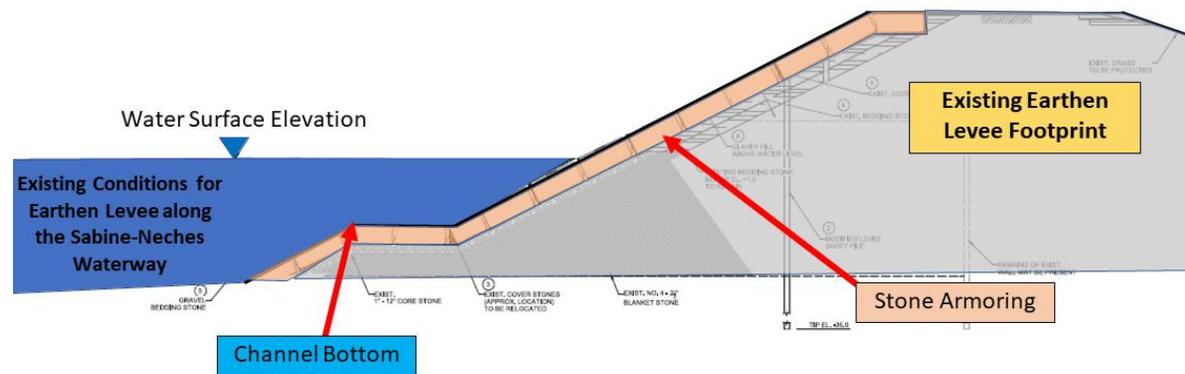


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# SABINE PASS TO GALVESTON BAY FREEPORT & PORT ARTHUR PROJECT FEATURES



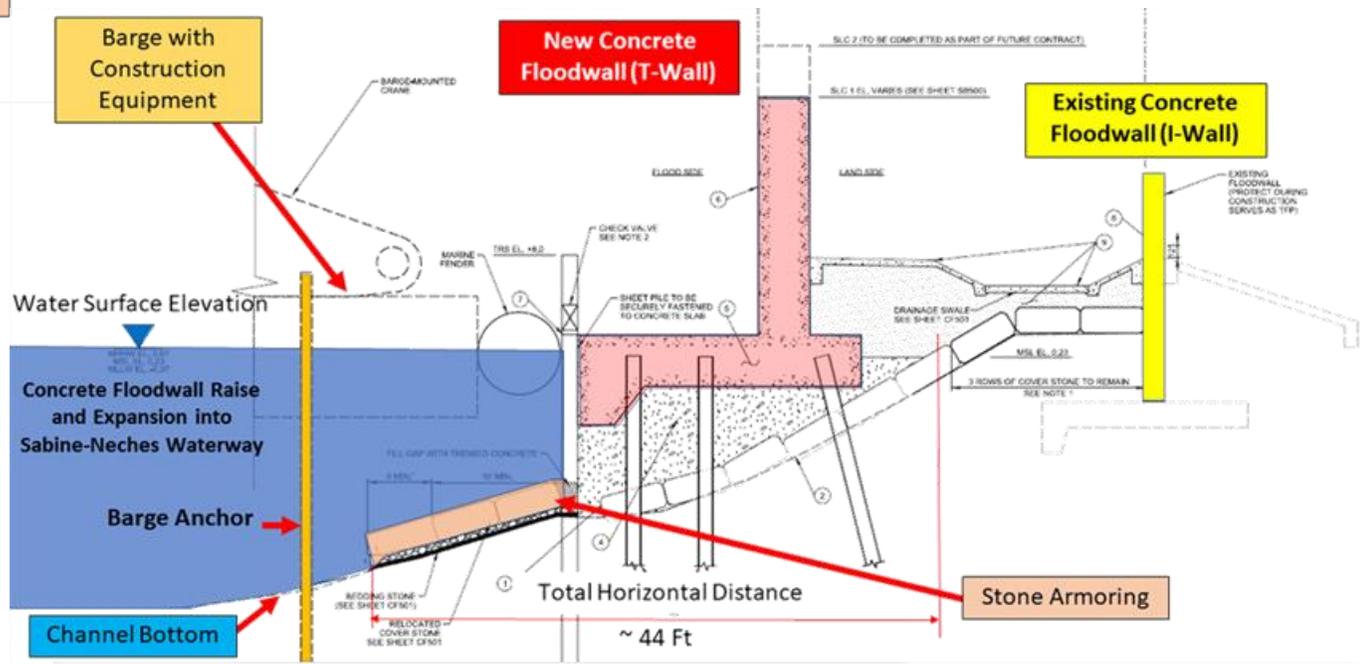
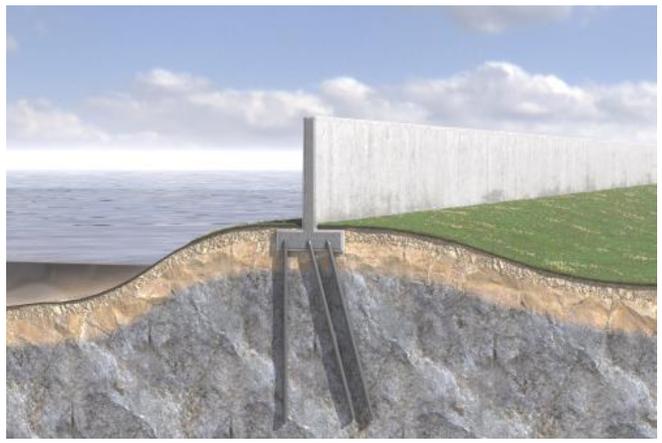
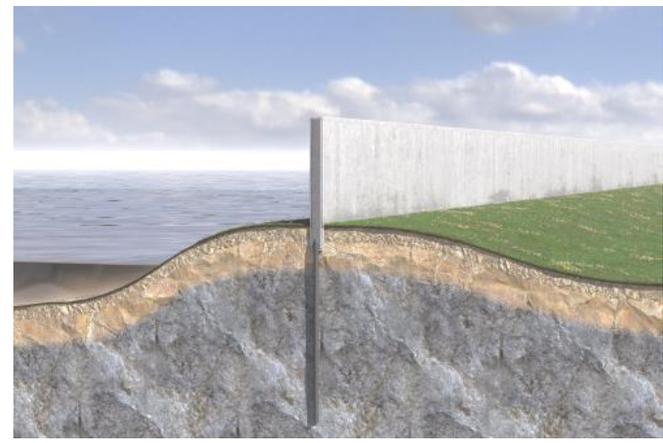
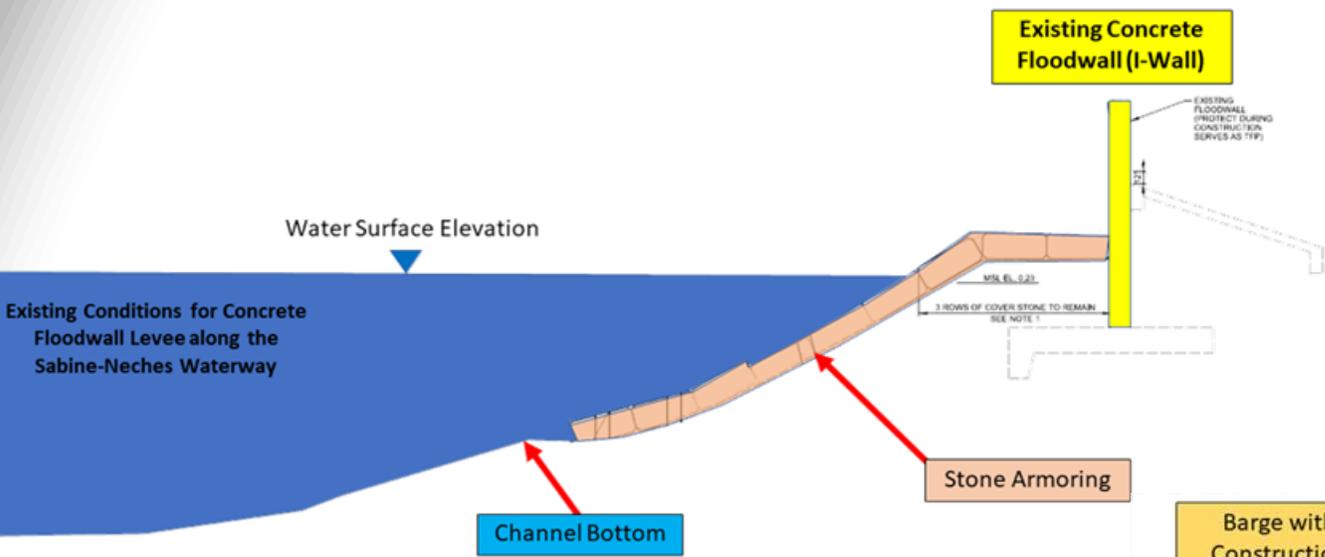


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# SABINE PASS TO GALVESTON BAY FREEPORT & PORT ARTHUR PROJECT FEATURES





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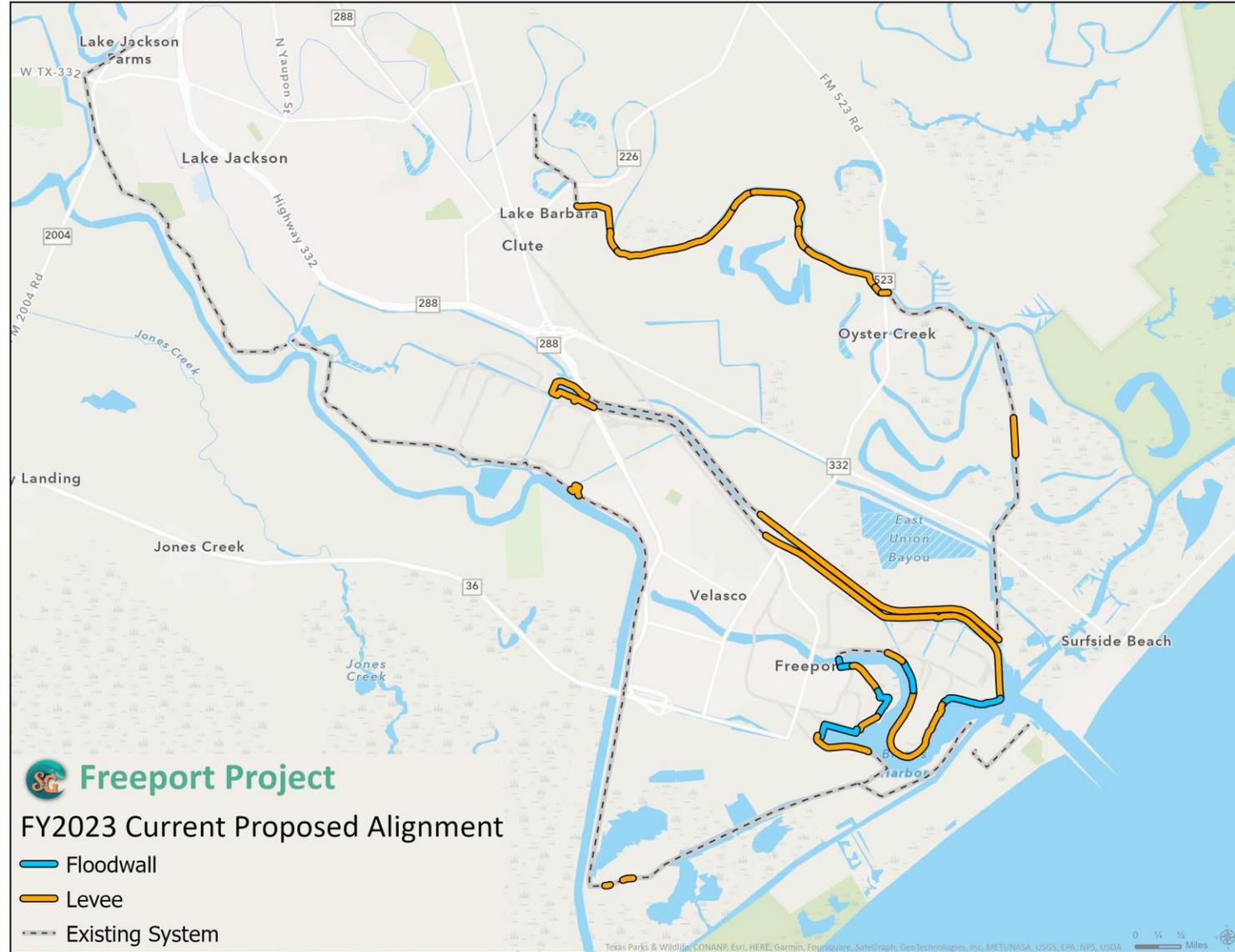
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# SABINE PASS TO GALVESTON BAY FREEPORT AND VICINITY, TEXAS



## Current Project

- Raise approximately 7 miles of the existing earthen levee system
- Construct or reconstruct approximately 5.5 miles of floodwall
- Navigable sector gates would be installed in the Dow Barge Canal to reduce surge penetration in that area. (Option being evaluated)
- 10 vehicle closure structures at road and railroad crossings would be replaced and erosion protection would be added.
- Raising the floodwall at Port Freeport's Berth 5 dock.





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# SABINE PASS TO GALVESTON BAY FREEPORT AND VICINITY, TEXAS



## Freeport and Vicinity Coastal Storm Risk Management Project

Project Element	Anticipated Delivery Method	Value Range	Anticipated Tool	Tentative Award Date	General Project Description
S2G Freeport and Vicinity – Contract 2	DBB	\$50M-\$100M	\$7B MATOC	Jun 2027	100’ lift gate, overflow structure, and 0.2 miles floodwall
S2G Freeport and Vicinity – Contract 3	DBB	>\$100M	\$7B MATOC	Jul 2026	0.63 miles levee raise, 3.1 miles floodwall replacement
S2G Freeport and Vicinity – Contract 4	DBB	>\$100M	\$7B MATOC	Oct 2026	9.3 miles levee raise, 0.8 miles floodwall replacement/new
S2G Freeport and Vicinity – Contract 4A	DBB	\$50M-\$100M	\$7B MATOC	Mar 2027	1.3 miles of levee raise, 1.4 miles of floodwall replacement, 6 road closure
S2G Freeport and Vicinity – Contract 3A	DBB	\$10M-\$25M	\$7B MATOC	Aug 2026	0.4 miles of levee raise





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# SABINE PASS TO GALVESTON BAY PORT ARTHUR AND VICINITY, TEXAS



## Current Project

- 10.24 miles of Earthen Levee
- 5.7 miles of Floodwall elevations
- 26 Vehicle Closure Structures replaced and erosion protections added.
- 1 pump station





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# SABINE PASS TO GALVESTON BAY PORT ARTHUR AND VICINITY, TEXAS



## Port Arthur and Vicinity Coastal Storm Risk Management Project

Project Element	Anticipated Delivery Method	Value Range	Anticipated Tool	Tentative Award Date	General Project Description
S2G Port Arthur and Vicinity – Contract 3A	DBB	\$50M-\$100M	Stand-Alone	Aug 2023	1.0 miles floodwall replacement, 1 gate (option)
S2G Port Arthur and Vicinity – Contract 4	DB	>\$100M	\$7B MATOC (Seed Task Order)	Jun 2024	2.0 miles floodwall replacement, 2 gates
S2G Port Arthur and Vicinity – Contract 3	DBB	>\$100M	Stand-Alone or \$7B MATOC	Jul 2025	1.0 mile floodwall replacement, 0.1 mile levee raise, 11 gates
S2G Port Arthur and Vicinity – Contract 3C	DBB	>\$100M	\$7B MATOC	Sep 2025	3.3 miles levee raise, 0.9 miles floodwall replacement
S2G Port Arthur and Vicinity – Contract 3D	DBB	\$5M-\$10M	\$7B MATOC	Dec 2025	2 railroad Gate Structures
S2G Port Arthur and Vicinity – Contract 3B	DBB	>\$50M	Stand-Alone or \$7B MATOC	Mar 2026	0.02 miles levee raise, 0.5 miles floodwall construction, 5 Gate Structures
S2G Port Arthur and Vicinity – Contract 5	DBB	\$25M-\$50M	\$7B MATOC	Jan 2027	0.4 miles new levee, 0.4 miles levee raise, 1 gate
S2G Port Arthur and Vicinity – Contract 2	DBB	\$25M-\$50M	\$7B MATOC	Apr 2028	0.2 miles floodwall replacement





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# SABINE PASS TO GALVESTON BAY ORANGE COUNTY, TEXAS



## Current Project

- 19.9 miles of earthen levee
- 3.7 miles of concrete floodwall
- 16 pump stations
- 41 drainage structures
- 33 closure gates located at road and railway crossings
- 2 navigable sector gates to be constructed in Adams and Cow Bayous
- 453 acres of estuarine marsh restoration
- Preservation of 559.5 acres of forested wetlands

## Orange County Project Overview

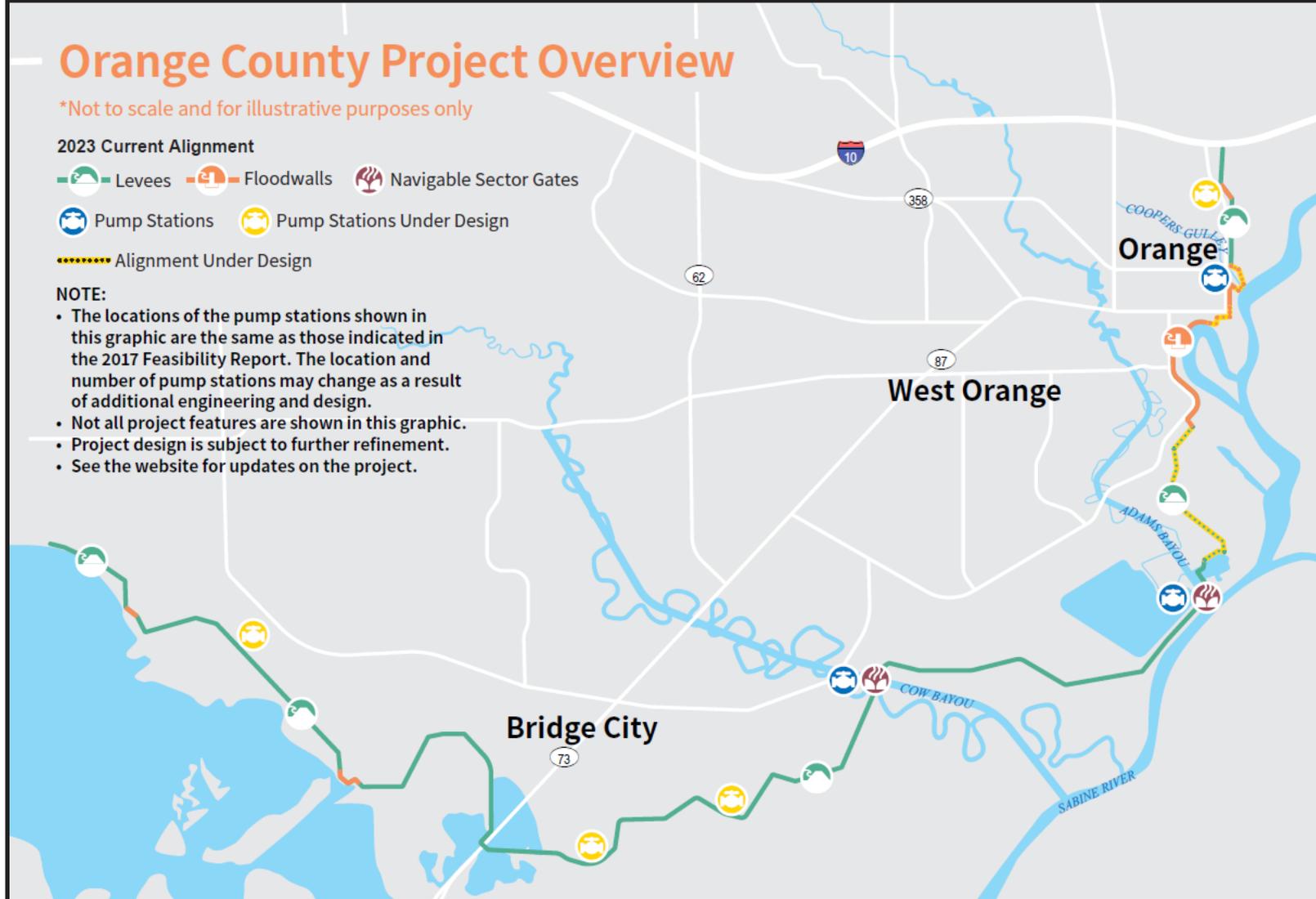
\*Not to scale and for illustrative purposes only

### 2023 Current Alignment

- Levees
- Floodwalls
- Navigable Sector Gates
- Pump Stations
- Pump Stations Under Design
- Alignment Under Design

### NOTE:

- The locations of the pump stations shown in this graphic are the same as those indicated in the 2017 Feasibility Report. The location and number of pump stations may change as a result of additional engineering and design.
- Not all project features are shown in this graphic.
- Project design is subject to further refinement.
- See the website for updates on the project.





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# SABINE PASS TO GALVESTON BAY ORANGE COUNTY, TEXAS



## Orange County Coastal Storm Risk Management Project

Project Element	Anticipated Delivery Method	Value Range	Anticipated Tool	Tentative Award Date	General Project Description
S2G Orange County	DBB	\$25M-\$50M	Stand-Alone	Jun 2027	mitigation features
S2G Orange County	ECI	>\$500M	Stand-Alone	Aug 2027**	16 pump stations and 2 navigable sector gates
S2G Orange County	ECI	>\$500M	\$7B MATOC	Jul 2028**	19.9 miles levee, 3.7 miles floodwalls

**\*\*Construction Options Awarded**





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# SABINE PASS TO GALVESTON BAY

## THANK YOU




Sabine Pass to Galveston Bay  
Coastal Storm Risk Management Program

## FREEPORT PROJECT OVERVIEW



US Army Corps  
of Engineers.  
Galveston District



Sabine Pass to Galveston Bay  
Coastal Storm Risk Management Program

## PORT ARTHUR PROJECT OVERVIEW



US Army Corps  
of Engineers.  
Galveston District



Sabine Pass to Galveston Bay  
Coastal Storm Risk Management Program

## ORANGE COUNTY PROJECT OVERVIEW



US Army Corps  
of Engineers.  
Galveston District

# GUIDE TO PREPARING ACCIDENT PREVENTION PLANS (APPS)

Prepared by:  
US Army Corps of Engineers  
Galveston District  
Safety and Occupational Health Office  
2000 Fort Point Road  
Galveston, Texas 77550-3211  
409-766-3101



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# OBJECTIVE AND GOAL OF TRAINING

- Assist Contractor's with clear guidance on preparing an APP that will be in compliance with the requirements of EM 385-1-1.
- Answer any outstanding questions to clarify/interpret requirements.



# WHO WE ARE



**JASON R. SHREVE**  
**CHIEF, SAFETY AND OCCUPATIONAL HEALTH**  
**GALVESTON DISTRICT**  
**(409) 766-3101**

- **Safety and Occupational Health Specialist**

Vernon W. Griffin (409) 392-0972

David R. Case (409) 248-0015

Adam E. Clapp (409) 255-2836

- **Industrial Hygienist**

Nha T. (Trang) Nguyen (409) 370-6768



**OSHA**



# GENERAL DUTY CLAUSE

## EMPLOYERS SHALL:

- Furnish to each of his/her employees employment and a place of employment which are free from recognized hazards that are causing or are likely to cause death or serious physical harm to his employees;
- Comply with occupational safety and health standards promulgated under this Act.



## **EMPLOYEES SHALL:**

Comply with occupational safety and health standards and all rules, regulations, and orders issued pursuant to this Act which are applicable to his own actions and conduct.

**(FOLLOW THE RULES!!)**



# OSHA

Does not require employers to develop comprehensive safety and health programs.



Development and implementation of these programs is an effective way to comply with OSHA standards and prevent workplace injuries and illnesses.



# GOAL OF USACE SAFETY AND OCCUPATIONAL HEALTH (SOH) PROGRAM

The  
He

The goal of the US Army Corps of Engineers (USACE), Galveston District, SOH Program is to provide a safe workplace for our employees and our Contractors. In doing so, we insist upon strict compliance with USACE Safety and Health Requirements Manual, Engineer Manual 385-1-1 (EM 385-1-1), dated 30 November 2014 (current version).



# How Does EM 385-1-1 Fit Into The Equation?



# HOW DOES EM 385-1-1 FIT INTO THE EQUATION?

## FAR CLAUSE 52.236-13

All contracts that include FAR clause 52.236-13 require the Contractor to prepare and execute a written APP that complies with all pertinent provisions of the latest version of the U.S. Army Corps of Engineers Safety and Health Requirements Manual, EM 385-1-1, in effect on the date of the solicitation, to include Activity Hazard Analysis (AHA).



# HOW DOES EM 385-1-1 FIT INTO THE EQUATION?

## CONTRACT

- Delivery Order
- Scope of Work
- Performance Work Statement

“The Contractor shall develop a site-specific Accident Prevention Plan (APP) and Activity Hazard Analysis (AHA) in accordance with EM 385-1-1 which must be provided to the Safety Officer for review and acceptance prior to issuance of the Notice to Proceed (NTP).”



**NOTE:**

The provisions of EM 385-1-1 implement and supplement the safety and health standards and requirements contained in 29 CFR 1910, 29 CFR 1926, 29 CFR 1960, Executive Order (EO) 12196, Department of Defense Instruction (DODI) 6055.01, Army Regulation (AR) 40.5, AR 385-10, AR 385-40, and FAR Clause 52.236-13.

**Where more stringent safety and occupational health standards are set forth in these requirements and regulations, the more stringent standards shall apply.**



# WHAT IS AN APP?



# WHAT IS AN APP?

## An APP Is A Safety Document That...

- **Outlines** occupational safety and health policy, responsibilities, and program requirements.
- **Shall** be written by the Prime Contractor.
- **Shall** be job-specific and written in site specific detail.
- **Is** an integral part of the planning process.



# WHAT IS AN APP?

## An APP Is A Safety Document That...

- **Shall** interface with the employer's (Contractor's) overall safety and health program.
- **Shall** address any unusual or unique aspects of the project or activity for which it is written, in site specific detail.
- **Shall** include any portions of the overall safety and health program that are referenced in the APP, as applicable.
- **Shall** address each of the elements/sub-elements in the outline contained in Appendix A in the order that they are provided in the manual.



# WHAT AN APP IS NOT



# WHAT AN APP IS NOT

## An APP Is Not A Safety Document That...

- Belong to the Government.
- Should be viewed as a “paper drill”.
  - Documents are reviewed to ensure that they meet the minimum requirements.
- Is written in Stone.
  - Some project-specific information may not yet be known, (e.g., subcontractors to be used, type of fall protection to be used at a certain point in time, specific cranes or other load handling equipment (LHE) to be brought on site, etc.). Provide the known information and the additional information can be added at each preparatory phase/meeting



# WHO IS THE AUDIENCE?



# WHO IS THE AUDIENCE?

- Employees
- Sub-contractors
- Visitors (Briefing)

**PERSONS PERFORMING,**  
**SUPERVISING, and**  
**OVERSEEING THE WORK**



# INITIAL STEPS IN PREPARING AN APP

- Know the specific aspects of the contract.
- Walk the site, if possible.
- Perform a thorough hazard assessment of the work to be performed, identifying any unique and/or unusual characteristics of the project or activity.

**NOTE:** It is at this point that the Contractor should determine if an Abbreviated APP can be performed in lieu of a fully developed APP, if it is a Low Risk, Limited Scope Service and/or R&D Contract (e.g. grass mowing, park attendant, restroom cleaning, etc.). *This needs to be brought to the Attention of the Contracting Officer (KO) early on in the process, prior to the development of the APP.* The KO and local Safety and Occupational Health Office (SOHO) may allow an Abbreviated APP to be developed and submitted for acceptance.



# MOST COMMON AREAS OF DIFFICULTY

- **3.a Signature Sheet**

- **(1) Plan Preparer**

- Qualified Person (QP)
- Competent Person (CP)
- Corporate Safety Staff Person
- Quality Control (QC)

## Must Include Their Qualifications

- Resume- Must Demonstrate Safety Related Experience
- Training Documentation
  - OSHA 30 Hour and Other Related Training to Demonstrate Competency



# MOST COMMON AREAS OF DIFFICULTY

- **3.a Signature Sheet**

- **(2) Plan Approver**

- Owner
- Company President
- Regional Vice President, etc.

Must Be Company/Corporate Officer Authorized to Obligate the Company

- **(3) Plan Concurrence**

- Chief of Operations
- Corporate Chief of Safety
- Corporate Industrial Hygienist
- Project Manager
- Superintendent
- Project Safety Professional
- Project QC, etc.

NOTE: Actual signatures are REQUIRED. Do not include a list of concurring personnel, submit actual signatures.



# MOST COMMON AREAS OF DIFFICULTY

- **3.b Background Information**

- **Brief Project Description**

- Description of work to be performed
- Location
- Phase of work anticipated (Definable Features of Work (DFOW) (these will require an AHA prior to work being performed))

Be descriptive! Where possible use the description of work to help identify the required plans in section “i” of Appendix A.



# MOST COMMON AREAS OF DIFFICULTY

- **3.b Background Information**

- **Brief Project Description**

- Description of work to be performed
- Location
- Phase of work anticipated (Definable Features of Work (DFOW) (these will require an AHA prior to work being performed)

Be descriptive! Where possible use the description of work to help identify the required plans in section “i” of Appendix A.

- **3.d Responsibilities and Lines of Authority**

- **(1) Statement of Ultimate Responsibility**

- Provide a statement of the employer’s ultimate responsibility for the implementation of his SOH program for his own employees, all sub-contractors and all others on the worksite (includes the strict enforcement of the program).



# MOST COMMON AREAS OF DIFFICULTY

- **3.d Responsibilities and Lines of Authority**

- **(2) Identification and Accountability**

- Identify and describe the means of accountability for personnel responsible for safety at both corporate and project levels.

**NOTE:** Should only include the Corporate Safety Manager and the Site Safety and Health Officer(s) (SSHO) for the project. List who they are accountable to and report to.

**NOTE:** The SSHO(s) shall be a Full Time Responsibility and an employee of the Prime Contractor, who is accountable and report to a senior project (or corporate) official.

**NOTE:** Resumes for those responsible for safety is **REQUIRED** to be submitted demonstrating safety related experience/qualifications/competency along with training documentation (i.e., OSHA 30 Hour, First Aid/CPR, Annual Fire Extinguisher training, Accident Investigation training, etc.).



# MOST COMMON AREAS OF DIFFICULTY

- **3.d Responsibilities and Lines of Authority**

- **(2) Identification and Accountability**

- Identify and describe the means of accountability for personnel responsible for safety at both corporate and project levels.

**NOTE:** OSHA 30 Hour training certificates older than 90 days are not acceptable documentation, as the actual OSHA 30 Hour training card is REQUIRED.

**NOTE:** SSHO(s) shall be able to demonstrate an accumulation of 5 years of safety related experience within the last 10 years on similar projects. {CHANGE FROM 2014 EM 385-1-1}.

**NOTE:** If resume lists “dual hatting” (i.e., Project Manager/SSHO) in the experience section, the time will be divided equally for each entity, thus reducing safety experience.



# MOST COMMON AREAS OF DIFFICULTY

- **3.d Responsibilities and Lines of Authority**

- **(2) Identification and Accountability**

- Identify and describe the means of accountability for personnel responsible for safety at both corporate and project levels.

**NOTE:** SSHO(s) shall maintain competency through having taken a minimum of 8 hours of documented formal, on-line, or self study safety and health related coursework each year.

**NOTE:** Projects with multiple shifts, shall have an Alternate SSHO assigned to insure SSHO coverage for the project at all times work activities are being conducted. Alternate SSHO must meet the same requirements as the Primary SSHO and assume the responsibilities of the project SSHO. The SSHO may be Collateral Duty on sites with Low Risk and/or Hazard Exposure.



# MOST COMMON AREAS OF DIFFICULTY

- **3.d Responsibilities and Lines of Authority**
  - **(4) Competent Person (CP) and Qualified Person (QP)**
    - Identify CP(s) and QP(s) and provide proof of competency/qualification/training to meet specific OSHA CP/QP requirements (i.e, fall protection, confined space entry, excavation/trenching, scaffolding, welding, etc.), which must be attached.
  - **(10) Holding Managers and Supervisors Accountable For Safety**
    - Provide written company procedures for holding, **SPECIFICALLY**, managers and supervisors accountable for safety (i.e., annual evaluations).



# MOST COMMON AREAS OF DIFFICULTY

- **3.e Subcontractors and Suppliers**
  - **(1) Identify Sub-contractors and Suppliers**
    - List sub-contractors and suppliers, if known.

**NOTE:** If not known at time of initial APP submittal, **include** the following statement:

**“The subcontractors for the following DFOWs/activities are not known at this time, but additional information will be submitted to the APP for acceptance prior to the start of any activities listed.”**

**NOTE:** The Prime Contractor’s responsibility to provide an SSHO, inspections, and safety oversight **CANNOT** be delegated to the sub-contractor.



# MOST COMMON AREAS OF DIFFICULTY

- **3.e Subcontractors and Suppliers**

- **(2) Safety Responsibilities of Sub-contractors and Suppliers**

- The Prime Contractor's APP shall include work to be performed by sub-contractors.

**NOTE:** Each subcontractor shall be provided a copy of the accepted APP, by the Prime Contractor and be required to comply with it.

**NOTE:** The Prime Contractor cannot delegate their responsibility to have superintendence of their subcontractors to another party not associated with the Prime Contractor.



# MOST COMMON AREAS OF DIFFICULTY

- **3.f Training**

- **(1) New Hire Orientation/Indoctrination**

- Requirement for new hire SOH orientation training at the time of **initial** hire of each new employee to the company.

**NOTE: Employees shall be provided safety and health indoctrination prior to the start of work and continuing said training to enable them to perform their work in a safe manner. The training will be documented in writing by date, name and content. Proof of training must be presented upon request.**

- **(2) Mandatory Training**

- Requirements for mandatory training and certifications that are applicable to the project.

**NOTE: Based on Hazard Assessment (e.g., explosive actuated tools, confined space entry, fall protection, confined space entry, crane operator, underwater diver, vehicle operator, PPE, First Aid/CPR, excavation, fire extinguisher training, etc.).**



# MOST COMMON AREAS OF DIFFICULTY

- **3.g Safety and Health Inspections**
  - **(1) Follow Up Procedures**
    - Outline follow up procedures (i.e., reinspection within a certain timeframe).
- **3.i Plans, Programs and Procedures**

**NOTE:** Based on a risk assessment of contracted work activities and on mandatory OSHA compliance programs, the Contractor shall address all applicable SOH risks and associated compliance plans in site/project specific detail.

**NOTE:** If plans are not applicable to the work being performed, the Prime Contractor shall state this exception and provide a short justification.

**NOTE:** Plans shall be updated throughout the life of the project to include changes in personnel, equipment, conditions etc. Additional revisions shall be incorporated as necessary to reflect changing conditions, methods, personnel roles, programs and procedures required to complete the project.



# CONCLUSION

- APPs are required to be site/project specific.
- APPs are “living documents” that can be updated and revised as the project proceeds and methods/personnel change.
- APPs cannot be effectively written without performing a thorough Hazard Assessment.
- When developing an APP, write what you know and keep it simple and to the point. Stay away from “What ifs”.
- Ensure that the experience for SSHO(s) is safety related and includes the appropriate training.
- The APP should be written and “geared” to the individuals performing the work, not the USACE reviewer/Safety Office.



**QUESTIONS?**