



US Army Corps
of Engineers
Fort Worth District



U.S. ARMY CORPS OF ENGINEERS FORT WORTH DISTRICT

HELPING THE DEPUTY WORK FOR YOU

Presented by:
Carolyn L. Staten
Deputy for Small Business Programs

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Here are a few suggestions you might want to consider when seeking procurement opportunities with the U.S. Army Corps of Engineers, Fort Worth District:

- **Keep Your SBA Profile Current**
- **Monitor Procurement Websites**
- **Marketing Your Firm**



HELPING THE DEPUTY WORK FOR YOU



US Army Corps
of Engineers
Fort Worth District

Keeping Your Profile Current Identification, Location, & Contacts

This profile was last updated:
Name of Firm:
Trade Name ("Doing Business As ..."):
Main office or branch office?:
Address, line 1:
Address, line 2:
City:
State:
Zip:
Phone Number:
Fax Number:
E-mail Address:
WWW Page:
E-Mall (electronic mall selling firm's products):

❖ Keep Profile current;
suggest every 90 days

❖ E-mail Address

❖ Webpage

❖ E-Mall (if applicable)



HELPING THE DEPUTY WORK FOR YOU



US Army Corps
of Engineers
Fort Worth District

Keeping Your Profile Current Identification, Location, & Contacts

Contact Person:
Contact Title:
County Code (3 digit):
Congressional District:
Metropolitan Statistical Area:
DUNS Number:
CAGE Code:
Year Established:
Average Number of Employees:
Average Annual Gross Revenue:
Accepts Government Credit Card?: [] Yes [] No
GSA Advantage Contract(s):

❖ Average Number of Employees

❖ Annual Gross Revenue

❖ Accepts Government Credit Card

❖ GSA Advantage Contracts

ALWAYS FILL OUT "YES" AND "NO" BLOCKS

One Corps Serving The Army and the Nation



HELPING THE DEPUTY WORK FOR YOU



US Army Corps
of Engineers
Fort Worth District

Keeping Your Profile Current Organization, Ownership & Certifications

Legal Structure:

Minority Code:

Women Owned?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
Veteran?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
Service Disabled Veteran?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
Current Principals:	(none given)

- ❖ Women Owned
- ❖ Veteran
- ❖ Service Disabled Veteran
- ❖ Current Principals

ALWAYS FILL OUT "YES" AND "NO" BLOCKS



HELPING THE DEPUTY WORK FOR YOU



US Army Corps
of Engineers
Fort Worth District

Keeping Your Profile Current Organization, Ownership & Certifications

"Business Development Servicing Office"
(for certifications):
SAN ANTONIO DISTRICT OFFICE (SBA office code 0681)

8(a) Certification:

SBA 8(a) Case Number:

SBA 8(a) Entrance Date:

SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:

SDB Entrance Date:

SDB Exit Date:

HUBZone Certification:

HUBZone Certified?: Yes No

HUBZone Certification Date: N/A

DBE Certifications (and State):
(none)

Non-Federal-Government Certifications:
(none given)

❖ DBE Certification

❖ Non-Federal
Government
Certification



HELPING THE DEPUTY WORK FOR YOU



US Army Corps
of Engineers
Fort Worth District

Keeping Your Profile Current Products and Services

Capabilities Narrative: (none given)	
Special Equipment/Materials: (none given)	
Business Type Percentages:	(none given)
Bonding Levels Construction Bonding Level (per contract) Construction Bonding Level (aggregate) Service Bonding Level (per contract) Service Bonding Level (aggregate)	

- ❖ Capabilities Narrative
- ❖ Business Type Percentage
- ❖ Bonding Levels



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current Products and Services

NAICS Codes and Keywords:

Primary?	Code	NAICS Code's Description	"Buy Green"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾
Yes					

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
 (2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.
 (3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Compositeness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.

Keywords:

- ❖ NAICS Codes
- ❖ Keywords



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current
Products and Services

The screenshot shows the NAICS website interface. On the left side, there is a search box with the text 'Enter keyword' and a 'NAICS Search' button. Below the search box, there are several sections of links:

- How NAICS affects data users:**
 - [New industries](#)
 - [New sectors](#)
 - [New code system](#)
 - [Benefits](#)
 - [Breaks in time series](#)
- Implementation:**
 - [Census Bureau](#)
 - [EIA](#)
 - [BLS](#)
 - [Other agencies](#)
- Product Classification:**
 - [Service Sector](#)
 - [Manufacturing](#)
- Questions?**
 - [Ask Dr. NAICS](#)
- International:**
 - [Also available at this site are lists of 2002 NAICS codes \(with links to definitions\), 1997 NAICS codes.](#)

The main content area features the U.S. Census Bureau logo and the title 'North American Industry Classification System (NAICS)'. It includes introductory text about NAICS replacing the SIC system and a section for 'NAICS 2002' which mentions substantial revisions in the Construction and Wholesale Trade sectors. There is also a 'Federal Register notice' box and a '2002 US NAICS Manual' section.

- ❖ Search options:
- ❖ Number
- ❖ Keyword

<http://www.census.gov/epcd/www/naics.html>

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Keeping Your Profile Current Performance History (References)

Federal Government References

(includes prime contractors to the Federal Government to which the firm subcontracted)

(none given)

Other References

(none given)

❖ Federal
Government
References

❖ Other
References



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Seeking Assistance with Central Contractor Registration (CCR)

- CCR - <http://www.ccr.gov/>
 - Review CCR Handbook - <http://www.ccr.gov/handbook.asp>
- U.S. Small Business Administration - <http://www.sba.gov/>
 - D/FW District Office - <http://www.sba.gov/tx/dallas/index.html>
- Procurement Technical Assistance Centers – <http://www.dla.mil/db/procurem.htm>
 - Texas - <http://www.dla.mil/db/procurem.htm#TEXAS>



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Monitoring Procurement Websites

➤ Monitor the following websites:

➤ FEDBIZOPPS - <http://www.fbo.gov/>

➤ RESPOND TO “SOURCES SOUGHT” ANNOUNCEMENTS

➤ Answer all questions correctly in the announcement

➤ ARMY SINGLE FACE TO INDUSTRY –

https://acquisition.army.mil/asfi/solicitation_search_form.cfm

➤ FEDERAL TECHNICAL DATA SOLUTIONS (FedTeDs)

<https://www.fedteds.gov/>

➤ Request solicitations - Registration required



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Monitoring Procurement Websites

➤ Monitor the following websites:

➤ USACE, FORT WORTH DISTRICT CONTRACTING DIVISION –
<https://ebs.swf.usace.army.mil/>

➤ USACE, FORT WORTH DISTRICT – PROJECTED PROJECTS –
<http://www.swf.usace.army.mil/pubdata/SBO/Projected.asp>

➤ USACE, FORT WORTH DISTRICT – SMALL BUSINESS –
<http://www.swf.usace.army.mil/pubdata/SBO/index.asp>



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Helpful Hints to Briefings

- **Requesting a Capabilities Brief:**

- **The Facilitator: Small Business Specialist**

- **Audience:**
 - Technical Staff
 - Contracting Officer/Specialist
 - Small Business Advocate

**** The Facilitator should ALWAYS be the Small
Business Specialist ****



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Helpful Hints to Briefings

- **Who Should Brief:**
YOU!!! (Who knows you best?)

- **Who Should *not* brief ---**
A professional “briefer” not otherwise associated with your firm
 - * **They don’t know you as well as you know yourself**
 - * **Gives impression you are not well prepared**



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Helpful Hints to Briefings

- **What Should You Brief:**
 - Your Capabilities
 - Your Talents
 - Your Past Performance
 - Your Strengths

**** Certifications should be the last thing mentioned ****



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Helpful Hints to Briefings

- What you Should *NOT* brief:
 - The FAR (KOs already know the regs)
 - Things you *CAN'T* do (this is not an *incapability* briefing)
 - Some *other* firms' talents and capabilities (let them do their own work!)
 - Negative information (your opinion of Government personnel, etc.)



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Helpful Hints to Briefings

- **When and Where Should You Brief:**
 - **BEFORE** the prime buying season (this is *NOT* the 4th Quarter)
 - Briefing should be portable
 - Ready to present as a tabletop or on-screen
 - Bring your own equipment including projector



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Helpful Hints to Briefings

➤ Making a Good Impression

- Make an appointment – & *be on time*
- Allow ample time for clearing security (military or Federal Bldgs)
- A picture is worth 1000 words
- Completed projects that showcase your efforts
- Work in progress that highlights special crews
- Delivered commodities
- Practice, Practice, Practice
- Be comfortable in all possible settings
- Polish your presentation---if you don't sound good, you won't look good



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

- Visit with the Deputy (see webpage for instructions)

Carolyn L. Staten

819 Taylor Street, 3A28

Fort Worth, TX 76102

817-886-1382

<http://www.swf.usace.army.mil/pubdata/SBO/working.asp>

- Contracts Personnel

List of Contracts Personnel

<http://ebs.swf.usace.army.mil/PHONELIST.pdf>



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Technical Personnel

Civil Works Branch:

<http://www.swf.usace.army.mil/pubdata/ppmd/civilbranch.asp>

Military Branch:

<http://www.swf.usace.army.mil/pubdata/ppmd/militarybranch.asp>

Medical Support Team:

<http://www.swf.usace.army.mil/pubdata/MED/index.htm>



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Technical Personnel

Emergency Management Branch:

<http://www.swf.usace.army.mil/pubdata/ppmd/EmerMgt/index.asp>

Support for Others Program:

<http://www.swf.usace.army.mil/pubdata/ppmd/sfo.asp>



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Mid-Brazos Project Office

285 CR 3602, Clifton, TX 76634 Ph. 254-622-3332

Somerville Lake Office

Waco Lake Office

Whitney/Aquilla Lake Office

West Texas Lake Office

Hords Creek Lake Office

O.C. Fisher Lake Office

Proctor Lake Office

Lake and Recreational Info - <http://www.swf.usace.army.mil/>

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Little River Project Office

3110 FM 2271, Belton, TX 76513-6522 Ph. 254-939-1829

Belton Lake Office

Canyon Lake Office

Georgetown Lake Office

Granger Lake Office

Stillhouse Hollow Lake Office



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Elm Fork Project Office

1801 N. Mill St., Lewisville, TX 75057-1821 Ph. 972-434-1666

Grapevine Lake Office

Lewisville/Ray Roberts Lake Office

➤ Sam Rayburn/Town Bluff Project Office

Rt. 3, Box 486, Jasper, TX 75951-9598 Ph. 409-384-5716



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Piney Woods Project Office

2669 FM 726, Jefferson, TX 75657 ph. 903-665-3911

Cooper Dam/Jim Chapman Lake Office

Lake O'The Pines Office

Wright Patman Lake Office



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Ft Worth District Personnel

➤ Visit Lake Managers

➤ Trinity Project Office

4000 Observation Drive, Ennis, TX 75119-9563 ph. 972-875-5711

Bardwell Lake Office

Benbrook Lake Office

Joe Pool Lake Office

Lavon Lake Office

Navarro Mills Lake Office



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facility “Gatekeepers”

- Visit Department of Defense Installations
 - A listing of all Small Business Specialists
 - Selling to the Army –
<http://sellingtoarmy.com/User/Misc/SearchASBS.aspx>
 - Selling to the Air Force –
http://selltoairforce.org/Locator/locator_map.asp
 - Selling to the Navy –
<http://www.hq.navy.mil/sadbu/HCA.htm>



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Polk - <http://www.jrtc-polk.army.mil/>

Army Contracting Agency, Directorate of Contracting, Fort Polk
SFCA-SR-PO

Mr. Clay Cole
PO Drawer 3918
Fort Polk
Louisiana 71459-5000

Phone: 337-531-2353
clay.cole@polk.army.mil

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Bliss - <https://www.bliss.army.mil/Services/dpwl/Default.htm>

Army Contracting Agency, Directorate of Contracting, Fort Bliss
SFCA-SR-BL

Mr. Brian Foulkes
1733 Pleasonton Rd.
Fort Bliss, Texas 79916-6816

Phone: 915-568-7354
brian.foulkes@bliss.army.mil



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

White Sands Missile Range - <http://www.wsmr.army.mil/>

Army Contracting Agency, Directorate of Contracting,

White Sands Missile Range

SFCA-SR-WS

Mr. Ron Taft

Crozier Street, Bldg 143

White Sands Missile Range

New Mexico 88002-5201

Phone: 505-678-1401

taftr@wsmr.army.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Red River Army Depot - <https://www.redriver.army.mil/pwd.htm>

Red River Army Depot
AMSTA-RR-P

Mr. James P. Tidwell
100 Main Drive, Bldg 110
Texarkana, Texas 75507-5000

Phone: 903-334-3989
james.patton.tidwell@us.army.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Hood - <http://ccmd.hood.army.mil>

Army Contracting Agency, Directorate of Contracting, Fort Hood
SFCA-SR-HO

Ms. Nancy Brown
3rd Corps & Ft. Hood
Fort Hood, Texas 76544-5059

Phone: 254-287-6453
nancy.brown@us.army.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Fort Sam Houston - <http://www.samhouston.army.mil/sites/local/>

Army Contracting Agency, Directorate of Contracting, Fort Sam Houston
SFCA-SR-SH

Ms. Deanna Ochoa
2107 17th St., Suite 70
Fort Sam Houston, Texas 78234-5015

Phone: 210-221-5083
deanna.ochoa@samhouston.army.mil

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Lone Star Army Ammunition Plant
SOSLS-TD

Ms. Maggie Ashlin
Highway 82 West, Bldg I-5, Rm 405
Texarkana, Texas 7505-9101

Phone: 903-334-1312
ashlinm@lonestar.app.com



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

Corpus Christi Army Depot - <http://www.ccad.army.mil/>

Corpus Christi Army Depot
AMSAM-CC-FA

Mr. Lino Vera
308 Crecy Street
Corpus Christi, Texas 78419-5260

Phone: 361-961-3913
lino.vera@ccad.army.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Army Installations We Service

U. S. Army Medical Command - <http://www.cs.amedd.army.mil/>

U. S. Army Medical Command
MCAA

Mr. Dan E. Shackelford
2107 17th Street, Suite 70
Fort Sam Houston, Texas 78234-5070

Phone: 210-221-4267
Dan.Shackelford@amedd.army.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Air Force Installations We Service

Dyess Air Force Base - <https://wwwmil.dyess.af.mil/7ces/>

Air Combat Command
7 CONS/CC

Mr. William (Doug) Banks
381 Third St
Dyess AFB, Texas 79607-1581

Phone: 915-696-2285

william.banks@dyess.af.mil

SB Home Page: <http://www.dyess.af.mil/cons/index.htm>

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Air Force Installations We Service

Lackland Air Force Base - <http://www.lackland.af.mil/Home/>

Air Education and Training Command
37 CONS/CC - Air Education and Training Command

Ms. Arthur Dinwiddie
1655 Selfridge Ave
Lackland AFB, Texas 78236-5253

Phone: 210-671-1723

arthur.dinwiddie@lackland.af.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Air Force Installations We Service

Laughlin Air Force Base - <http://www.laughlin.af.mil/index.htm>

Air Education and Training Command
47 CONS/LGCD

Mr. Jesus N. Martinez

171 Alabama Avenue
Laughlin AFB, Texas 78843-5102

Phone: 830-298-5641

jesus.martinez@laughlin.af.mil



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Air Force Installations We Service

Randolph Air Force Base - <http://www.randolph.af.mil/default.htm>

Air Education and Training Command
12 CONS/CC - Air Education and Training Command

Ms. Estella Calvillo
395 B St West, Ste 02
Randolph AFB, Texas 78150-4525

Phone: 210-652-5460

estella.calvillo@randolph.af.mil

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Air Force Installations We Service

Brooks City-base - <http://www.brooks.af.mil/>

Air Force Materiel Command
HQ AFCEE - AF Center for Environmental Excellence

Ms. Mary Urey
Mail Stop 311 HSW/BC
8046 Crouch Rd
Brooks City Base, Texas 78235-5146

Phone: 210-536-4348

Mary.Urey@brooks.af.mil

SB Home Page: <http://www.afcee.brooks.af.mil/>

————— *One Corps Serving The Army and the Nation* —————



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



Marketing Your Firm Facilities

➤ Air Force Installations We Service

Goodfellow Air Force Base - <http://www.goodfellow.af.mil/index.php>

Air Education and Training Command
17 CONS/CC - Air Education and Training Command

Mr. Philip Kirby
210 Schertz Blvd
Goodfellow AFB, Texas 76908-4705

Phone: 915-654-3821

philip.kirby@goodfellow.af.mil

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

HELPING THE DEPUTY WORK FOR YOU



QUESTIONS????