

A0003570

Contracting Division

SMALL BUSINESS AND SMALL DISADVANTAGED
BUSINESS SUBCONTRACTING PLAN

DATE: 10/5/93

CONTRACTOR BOH BROS CONSTRUCTION CO., INC

ADDRESS Post Office Drawer 53266
New Orleans, LA 70153

SOLICITATION NO. DACW29-93-B-0080 CONTRACT NO. _____

ITEM/SERVICE _____

The following, together with any attachments, is hereby submitted as a Subcontracting Plan to satisfy the applicable requirements of Public Law 95-5007 as implemented by OFPP Policy Letter 80-2, and FAR 19.702.

1. The following goals (expressed in terms of dollar values and percentage of total planned subcontracting dollars) are applicable to the contract cited above or to the contract awarded under the solicitation cited.

(a) Total Estimate Contract Cost *Total Estimated Dollars
Planned to be Subcontracted

\$ 6,684,517.00 \$ 647,000.00

*(b) Of the Total Estimated Dollar Planned to be Subcontracted the following breakdown is established:

<u>0</u> %	(i) To Large Business	\$ <u> -</u>
<u>5</u> %	(ii) To Small Business	\$ <u> 30,000.00</u>

(c) The following principal products and/or services will be under this contract, and the distribution among large (LB), small (SB) and small disadvantaged (SDB) business concerns is as follows:

(LB) N/A

(SB) Fert. & Seeding/Erosion Control
Temp. Safety Fence

(SDB) Truck Service/Misc Structural Steel & Gates/Electrical

(Attachment May Be Used if Additional Space is Required).

(d) the following method was used in developing sub-contract goals (i.e., Statement explaining how the product and how the areas to be sub-contracted were established, how the areas to be sub-contracted to small and small disadvantaged business concerns were determined, and, how small and small disadvantaged business concerns capabilities were determined, to include identification of source lists utilized in making those determinations),

Small & Small Disadvantaged Businesses were contacted using existing

company source lists, permitting subcontracting opportunities.

(e) Indirect and overhead costs (check one below):

 have been X have not been

included in the goals specified in 1(a) and 1(b).

(f) If "have been" is checked, explain the method used in determining the proportionate share of indirect and overhead costs to be allocated as sub-contracts to small business concerns and small disadvantaged business concerns.

2. The following individual will administer the sub-contracting program.

Name: John Lipani

Address & Telephone: Post Drawer 53266
New Orleans, LA 70153

Title: Vice-President

This individual's specific duties, as they relate to the firm's sub-contracting program, are as follows:

General overall responsibility for this company's Small Business Program, the development, preparation and execution of individual sub-contracting plans and for monitoring performance relative to contractual sub-contracting requirements contained in this plan, including but not limited to:

- (a) Developing and maintaining bidders lists of small and small disadvantaged business concerns from all possible sources.
- (b) Ensuring that procurement packages are structured to permit small and small disadvantaged business concerns to participate to the maximum extent possible.
- (c) Assuring inclusion of small and SDB concerns in all solicitations for products or services which they are capable of providing.
- (d) Reviewing solicitations to remove statements, clauses, etc., which may tend to restrict or prohibit SB and SDB participation.
- (e) Ensuring periodic rotation of potential sub-contractors on bidder's list.
- (f) Ensuring that the bid proposal review board documents its reasons for not selecting low bids submitted by small and small disadvantaged business concerns.
- (g) Ensuring the establishment and maintenance of records of solicitations and subcontract award activity.
- (h) Attending or arranging for attendance of company counselors at Business Opportunity Workshops, Minority Business Enterprise Seminars, Trade Fairs, etc.
- (i) Conducting or arranging for conduct of motivational training for purchasing personnel pursuant to the intent of P.L. 95-507.
- (j) Monitoring attainment of proposed goals.
- (k) Preparing and submitting periodic sub-contracting reports (SF-294, SF-295, etc.) as required.
- (l) Coordinating contractor's activities during the conduct of compliance reviews by Federal agencies.

(m) Coordinating the conduct of contractor's activities involving its small and small disadvantaged business sub-contracting program.

(n) Additions to (or deletions from) the duties specified above are as follows:

3. The following efforts will be taken to assure that small disadvantaged business concerns will have an equitable opportunity to compete for sub-contract:

(a) Outreach efforts will be made as follows:

(i) Contacts with minority and small business trade associations.

(ii) Contacts with business development organizations.

(iii) Attendance at small and minority business procurement conferences and trade fairs.

(iv) Source will be requested from SBA's PASS System.

(b) The following internal efforts will be made to guide and encourage buyers:

(i) Workshops, seminars and training programs will be conducted.

(ii) Activities will be monitored to evaluate compliance with this sub-contracting plan.

(c) Small and small disadvantaged business concern source lists, guides and other data identifying small disadvantaged business concerns will be maintained and utilized by buyers in soliciting sub-contracts.

(d) Additions to (or deletions from) the above listed efforts are as follows:

4. The bidder (contractor) agrees that the clause entitled Utilization of Small Business Concerns and Small Business Concerns Owned and Controlled Socially and Economically Disadvantaged Individuals will be included in all sub-contracts which offer further sub-contracting opportunities, and all sub-contractors except small business concerns who received sub-contracts in excess of \$500,000 will be required to adopt and comply with a sub-contracting plan similar to this one. Such plans will be reviewed by comparing them with the provisions of Public Law 95-507, and assuring that all minimum requirements of an acceptable sub-contracting plan have been satisfied. The acceptability of percentage goals shall be determined on a case-by-case basis depending on the supplies /services involved, the availability of potential small and small disadvantaged sub-contractors, and prior experience. Once approved and implemented, plans will be monitored through the submission of periodic reports, and/or, as time and availability of funds permit, periodic visits to sub-contractors facilities to review applicable records and sub-contracting program progress.

5. The bidder (contractor) agrees to submit such periodic reports and cooperate in any studies or surveys as may be required by the contracting agency or the Small Business Administration in order to determine the extent of compliance by the bidder with the sub-contracting plan and with the clause entitled Utilization of Small Business Concerns and Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals, contained in the contract.

6. The bidder (contractor) agrees that he will maintain at least the following types of records to document compliance with

this sub-contracting plan:

(a) Small and small disadvantaged business concern source lists, guides and other data identifying SB/SDBC vendors.

(b) Organizations contracted for small and disadvantaged business sources.

(c) On a contract-by contract basis, records on all sub-contract solicitations over \$100,000 indicating on each solicitation (1) whether small business concerns were solicited, and if not, why not; (2) whether small disadvantaged business concerns were solicited, and if not, why not; and (3) reasons for the failure of solicited small or small disadvantaged business concerns to receive the sub-contract award.

(d) Records to support other outreach efforts: Contacts with Minority and Small Business Trade Associations, etc. Attendance at small and minority business procurement conferences and trade fairs.

(e) Records to support internal activities to guide and encourage buyers: workshops, seminars, training programs, etc. Monitoring activities to evaluate compliance.

(f) On a contract-by contract basis, records to support sub-contract award data to include name and address of sub-contractor.

(g) Records to be maintained in addition to the above are as follows:

Signed: John F. Lipani
Typed Name: John F. Lipani
Title: Vice President