

# U.S. Army Corps of Engineers

## 2015 Saint Louis Small Business Symposium

**“Are You Prepared?”**

**Glenn Chatman**  
*Small Business Program Manager*  
*23 October 2015*

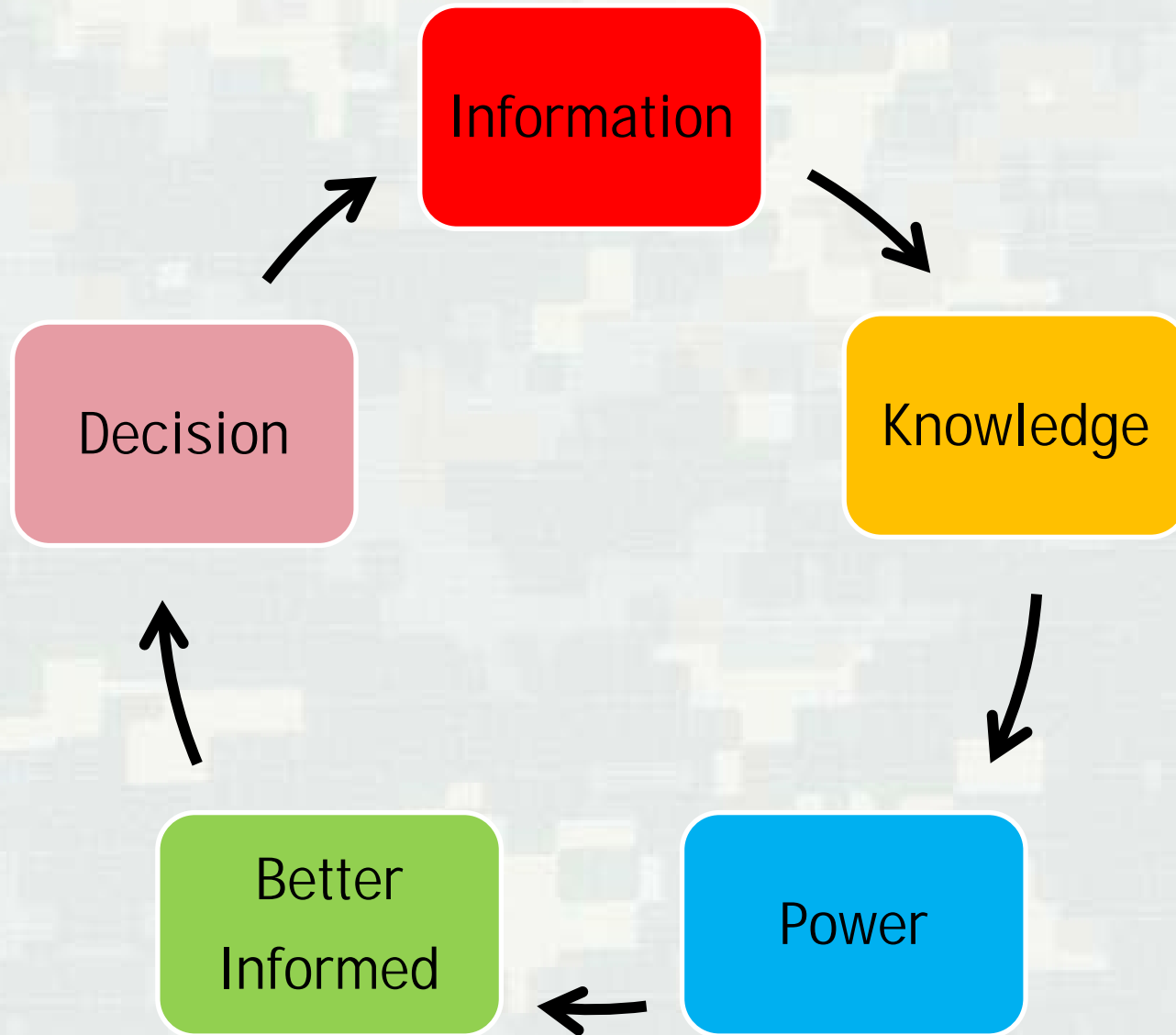


# ARE YOU PREPARED?

**PREP-PARE: vb. Prepared; preparing:**

- 1. a: to make ready beforehand for some purpose, use, or activity (food for dinner) b. to put in a proper state of mind (is prepared to listen)**
- 2. to work out the details of; plan in advance (preparing strategy for the coming campaign)**
- 3. a. to put together; b. to put into written form, to get ready**







**“Winning isn’t everything, it’s the only thing!”**

*...only if it’s played fairly and squarely and by the rules of the game”*



# 4 Building Blocks of Business Processes

**Business Theory**

**Business Preparation**

**Business Functionality**

**Business Presentation**



- ✓ 8(A) WOMAN-OWNED
- ✓ SMALL BUSINESS DYNAMIC SEARCH
- ✓ NEGOTIATIONS
- ✓ STRENGTH / WEAKNESS
- ✓ RISK ↑↓
- ✓ TARGET MARKET

SB	43%
SDB	13%
WO	7%
SDVO SB	4%
HUBZ	11%



← OPPORTUNITY

➤ CONSTRUCTION CONTRACTORS  
vs  
➤ A&E CONTRACTING [BROOKS ACT]

➤ INDEMNIFICATION  
➤ TRIPARTITE

➤ PERFORMANCE REQUIREMENTS  
↓  
- Construction 15%  
- Service 51%  
- A&E 50%

➤ PRIME/SUB  
➤ JOINT VENTURE  
➤ MENTOR PROTÉGÉ



NEEDS ↔ CAPABILITIES



Business Theory

BUILDING STRONG®

**USA**

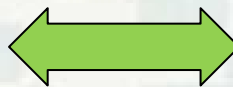
--



**OPPORTUNITY**



**BRAVERY**



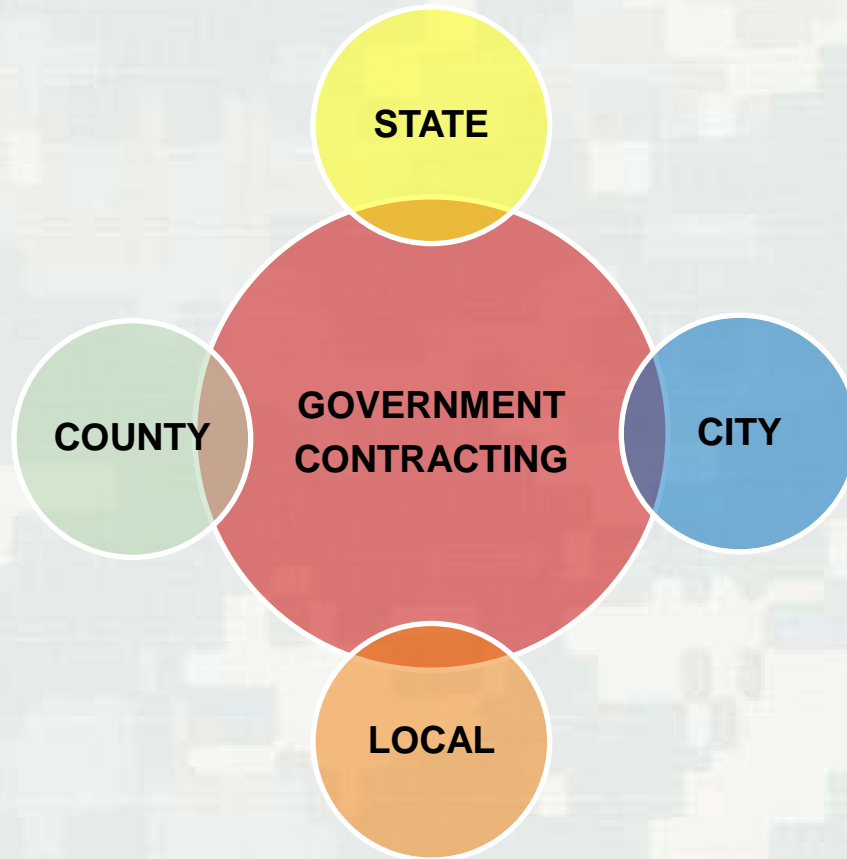
**FREEDOM**



# GOVERNMENT CONTRACTING VS STATE / LOCAL / CITY CONTRACTING / COUNTY

## Non - Federal

- Certification Process
- WBE
- MBE
- IDOT / MODOT



## Federal

- SB Mandated Floors
- 8(a) Program
- SDB
- Administrative Burden
- Submittals/ Performance Plan





# Joint Venture - Concerns

**Successful JV**

**vs.**

**Unsuccessful JV**

**Integrity**

**Legality**

**Ethics**

**Dishonesty**

**Fraud**

**Greed**

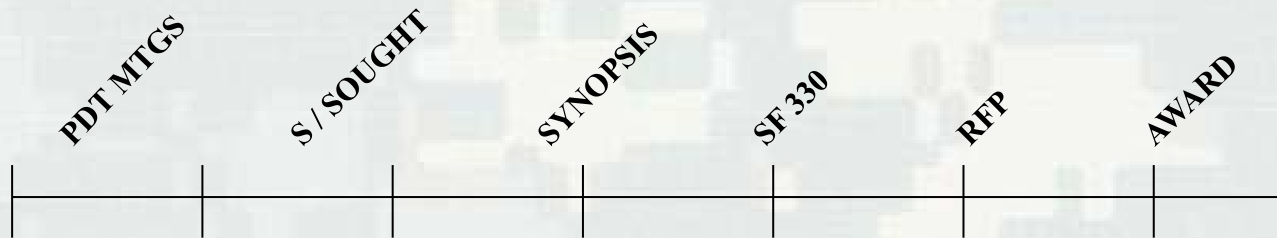
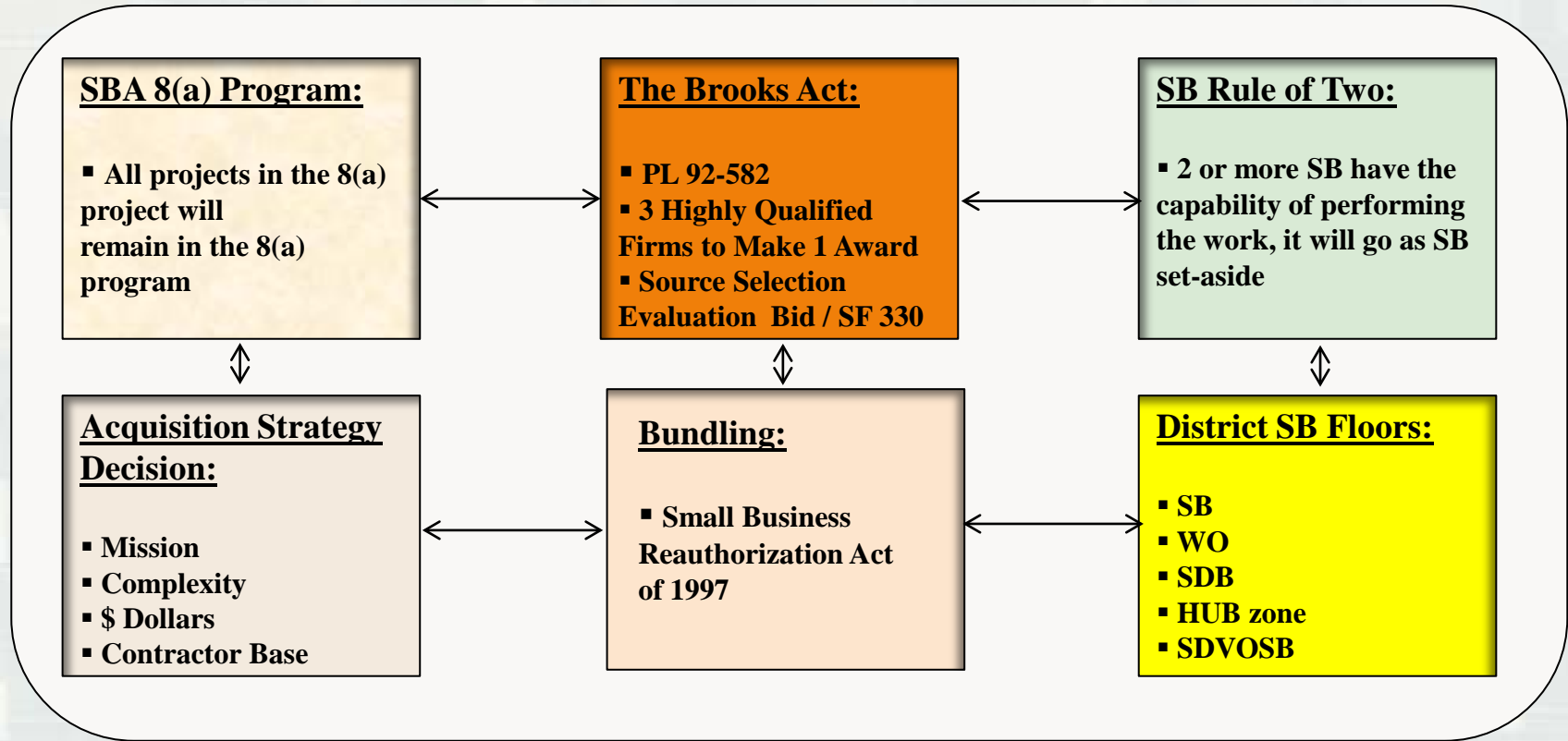


**Joint Venture (JV)**



# Acquisition Strategy Determination

## (Rules of Engagement)



ACQUISITION PROCESS



<b>Total US Business</b>	<b>Actions</b>	<b>Dollars</b>
<b>US Business</b>	<b>48,050</b>	<b>\$11,220,145,384</b>

<u>Socio-Eco Category</u>	<u>Actions</u>	<u>%Actions</u>	<u>Dollars</u>	<u>% Dollars</u>	<u>Goal</u>	<u>Variance</u>
<b>Dollars Small Business</b>	<b>33,176</b>	<b>64.95 %</b>	<b>\$5,764,317,694</b>	<b>43.55 %</b>	<b>41.50 %</b>	<b>2.05 %</b>
<b>SDB Direct</b>	<b>14,574</b>	<b>28.53 %</b>	<b>\$3,109,404,266</b>	<b>23.49 %</b>	<b>19.00 %</b>	<b>4.49 %</b>
<b>8(A) Procedures</b>	<b>7,221</b>	<b>14.14 %</b>	<b>\$1,573,078,781</b>	<b>11.88 %</b>		
<b>SDVOSB</b>	<b>3,759</b>	<b>7.36 %</b>	<b>\$686,064,072</b>	<b>5.18 %</b>	<b>4.50%</b>	<b>0.68 %</b>
<b>Woman Owned SB</b>	<b>7,746</b>	<b>15.17 %</b>	<b>\$986,115,831</b>	<b>7.45 %</b>	<b>7.00 %</b>	<b>0.45 %</b>
<b>Hub Zone SB</b>	<b>4,160</b>	<b>8.14 %</b>	<b>\$1,048,644,458</b>	<b>7.92 %</b>	<b>9.00 %</b>	<b>-1.08 %</b>



# Final Thoughts...

## BUSINESS

- Theory
- Preparation
- Functionality
- Presentation



Is the glass half full  
or is it half empty?



**T** - Together  
**E** - Everyone  
**A** - Achieves  
**M** - More



# Important Addresses

**U.S. Army Corps of Engineers – St. Louis District**  
**<https://www.mvs.usace.army.mil>**

**John Peukert**  
**Deputy District Engineer,**  
**For Programs and Project Management**  
**[john.peukert@usace.army.mil](mailto:john.peukert@usace.army.mil)**

**Dave Busse**  
**Chief, Engineering and Construction**  
**[david.r.busse@usace.army.mil](mailto:david.r.busse@usace.army.mil)**

**Brenda Wynne-George**  
**Chief of Contracting**  
**[brenda.wynne-george@usace.army.mil](mailto:brenda.wynne-george@usace.army.mil)**

**Glenn L. Chatman**  
**Small Business Program Manager**  
**[glenn.l.chatman@usace.army.mil](mailto:glenn.l.chatman@usace.army.mil)**



# Questions?

