

OTHER IMPORTANT RESOURCES

Small Business Administration (SBA)
<http://www.sba.gov>

List of Prime Contractors (SBA)
http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/gc_subcontracts_opportunities.html

Subcontracting Opportunities (SBA)
http://web.sba.gov/subnet/search/dsp_search_option.cfm

Procurement Technical Assistance Centers (PTACs) - procurement assistance
<http://www.aptac-us.org/new/index.php>

Service Corps of Retired Executives (SCORE) - business advice
<http://www.score.org/index.html>

Minority Business Development Agency (MBDA)
<http://www.mbda.gov/>

Society of American Military Engineers (SAME)
<http://posts.same.org/>

Department of Veterans Affairs
<http://www.vip.vetbiz.gov>



*Dorms Demolition Work, FY10 Small Business Award
Cannon AFB, Clovis (NM)*



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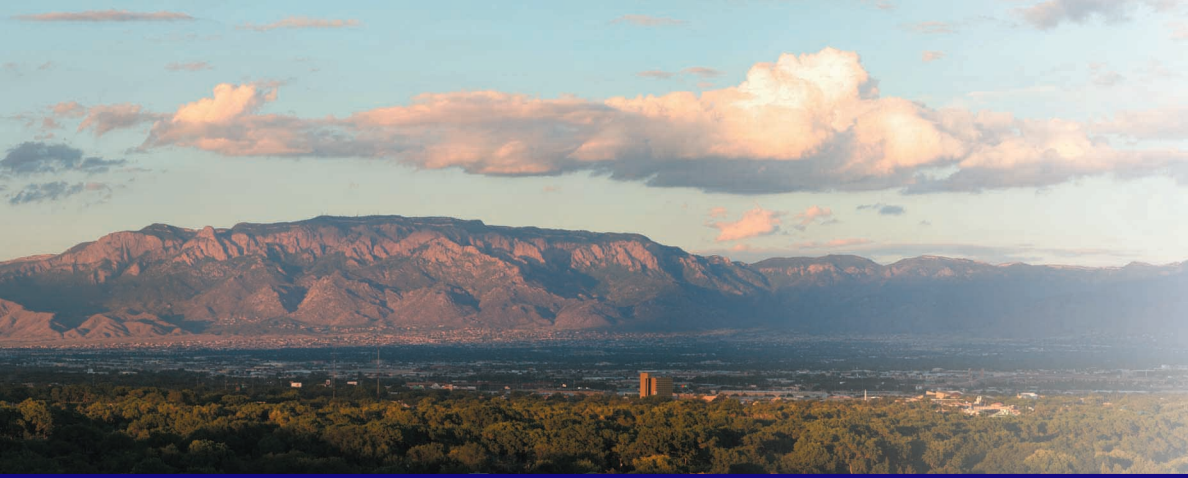


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**SMALL BUSINESS
PROGRAM**

Albuquerque District



Albuquerque is a diversified, full-service District, performing design, construction, operations and maintenance services to three New Mexico Air Force Bases: Kirtland Air Force Base in Albuquerque, Cannon Air Force Base in Clovis, and Holloman Air Force Base in Alamogordo. It also provides design services to two Arizona Air Force Bases: Luke Air Force Base in Phoenix and Davis-Monthan Air Force Base in Tucson. Other work: Environmental enhancements and hazardous and toxic waste remediation. Support for the BRAC mission in the Southwest Region (primarily Ft. Bliss) Company Operations Facility (COF) product line.

Contracting Opportunities

The Department of Defense (DOD) offers two markets for small, small disadvantaged, HUBZone, veteran-owned, women-owned, and service-disabled veteran-owned small business concerns seeking defense contracting opportunities. The first market encompasses prime contracting and the second market encompasses Defense subcontracting opportunities.

DoD requires major prime contractors and subcontractors receiving contracts valued over \$650,000 (\$1.5 million for construction) to develop plans and goals for subcontracting with small, small disadvantaged, HUBZone, veteran-owned, women-owned, and service-disabled veteran-owned small businesses. This requirement generates a significant subcontracting opportunity market.

ARMY CORPS OF ENGINEERS FISCAL YEAR 2011 GOAL ALLOCATION PROGRAM CATEGORY & PERCENTAGE GOALS

SMALL BUSINESS.....	35%
HUBZONE.....	10.5%
SMALL DISADVANTAGED BUSINESS.....	18%
WOMAN-OWNED SB.....	6%
SERVICE-DISABLED VETERAN.....	3.2%

WHAT DOES THE U.S ARMY CORPS OF ENGINEERS BUY?

CONSTRUCTION: Facilities, labs, hangars, CDCs, flight simulators, dormitories, stations, site improvements, utilities, paving, demolition, renovation, habitat restoration, hazardous and toxic waste remediation.

ARCHITECTURE, ENGINEERING SERVICES: Concept studies, building design, environmental engineering, sediment sampling, habitat monitoring, surveying and mapping, the subsurface exploration and laboratory testing, environmental studies, and engineering design.

OTHER SERVICES: Install & deliver water tanks, grass mowing, janitorial, oversee and maintain recreational parks, auger drilling, herbicide applications, real estate appraisals.

SUPPLIES & EQUIPMENT: Generators, HVAC equipment, repair parts, lumber, cement, office furniture and accessories.

IMPORTANT THINGS TO DO

- Obtain a **DUNS** number: <http://www.dnb.com/us/>
- Obtain a **CAGE** code: <http://www.dlis.dla.mil/>
- Identify your product or service through **NAICS** <http://www.census.gov/eos/www/naics/>
- Register in **Central Contractor Registration (CCR)**: <http://www.ccr.gov/>
- Register in On-Line Representations & Certifications (**ORCA**): <http://orca.bpn.gov>

TIPS FOR DOING BUSINESS WITH THE U.S. ARMY CORPS OF ENGINEERS

- Visit the web site for the District(s) with which you desire to do business in order to learn about the districts' missions and the types of services/supplies each procures: <http://www.usace.army.mil/>
Albuquerque District: <http://www.spa.usace.army.mil/>
- Discuss your capabilities, interest and capacities to perform with the Deputy for Small Business. Review the Federal Business Opportunities (**FedBizOpps**) web site: <https://www.fbo.gov/>
- Review Army Simplified Acquisition solicitations (**ASFI**): <https://acquisition.army.mil>
- Be alert to the announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area.