



# **GUAM/CNMI MILITARY CONTRACTING OPPORTUNITIES SYMPOSIUM**

**“Small Business Issues”**

November 18, 2009

# Small Business Acquisition Policy



## FAR 19.201(a)

It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.

# Small Business Performance through 30Sep09



## Top Contractors by \$\$

<u>Contractor</u>	<u>Total \$</u>	<u>Business Type</u>	<u>Contract</u>
DZSP 21 LLC	\$86.6M	Large	BOS
Hensel Phelps Construction	\$53.8M	Large	BEQ
IBC/TOA Corporation	\$43.0M	Large	K Wharf
Reliable Builders, Inc.	\$37.6M	SB, 8(a), HZ	DBMACC
Fargo Pacific	\$19.8M	SB, 8(a), HZ	DBMACC
BME and Sons	\$10.6M	SB, 8(a), HZ	MACC
Chugach Gov't Services	\$ 8.6M	SB, 8(a), ANC	COOMS
Keum Yang Corporation	\$ 7.6M	SB, 8(a), HZ	MACC
Serrano Const & Dev Corp	\$ 7.1M	SB, 8(a), HZ	MACC
Nicole's Work, Inc	\$ 4.0M	SB, 8(a)	Grounds
Modern International, Inc.	\$ 3.3M	SB, HZ	HZMACC
Global Food Services, (GFS)	\$ 3.3M	SB, 8(a), HZ, WO	HOMS
Guam Yooshin Corporation	\$ 3.0M	SB, 8(a), HZ	Sole S
AIC International, Inc	\$ 2.2M	SB, 8(a), HZ	DBMACC

# Working with the Navy



To conduct business with the Navy, contractors/  
vendors **must**

- Provide quality work for construction and services
- Be computer/electronically savvy
- Stay current with web-based programs
- Stress safety as a top priority
- Have excellent project management capabilities

## Working with the Navy (cont'd)



### Common issues:

- Not registered in the Central Contractor Registration (CCR) website
- Profile not updated
- Unable to obtain bonding
- Over-reliance on SB status

# How to Get Started



Obtain a DUNS number: <http://dnb.com.au/>

Register in CCR: <http://www.ccr.gov/>

- Ensure profile is complete and up-to-date

Create On-Line Reps & Certification (ORCA):

<https://orca.bpn.gov/>

Arrange for Bonding and/or Insurance

Develop a Safety Plan

## How to Get Started (cont'd)



### Considerations:

- Contact the local U.S. SBA, SBDC, and the PTAC for assistance/guidance
- 8(a) certification
- HUBZone certification
- Subcontracting with prime contractors
- Mentor-Protégé Program
- Partnering/Teaming arrangements

# Local Points of Contact



- Rosalinda Walton - FISC 671-333-2047
- Tess Matanane - Naval Hospital 671-344-9673
- Larry Baron - Military Sealift Command 671-339-2080
- Bo Hicks - Navy Exchange 671-339-8644
- Larry Bentley - DECA Commissary Stores 671-333-2705
- Al Sampson – NAVFAC Marianas 671-339-7090
- Vera Topasna – PTAC – 671-735-2596
- Jack Corbett – U.S. SBA 671-472-7436
- Georgette Reyes – Guam SBDC 735-2590

# Questions?

