



United States Air Force Reserve

Integrity - Service - Excellence

Industry Day



Carol Lohman

Chief of the Contracting Office

Small Business Specialist

934th Airlift Wing

Minneapolis ARS, MN

26 Mar 2019

U.S. AIR FORCE

Fly, Fight and Win...



- **Welcome**
 - **Sign-In**
 - **Handouts**
 - **Sponsors**
 - **MN Procurement Technical Assistance Center**
 - **Small Business Administration**
 - **934th Airlift Wing**
 - **934th AW Background**
 - **Small Business Policies and Procedures**
 - **934th AW Opportunities – where to find**
 - **Short Summary – Govt Funding**
 - **Upcoming Construction Projects**
-



Notes – added after Presentation

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- **All maps of base have been removed in order to post the presentation on the Public 934th AW Webpage**
- **Refer to slide #22**
 - **To located MILCON projects at 934th AW**
 - **Search using the following**
 - **Keyword – W912QR**
 - **Place of Performance - Minnesota**



- **Introduce 934th Airlift Wing to Small Businesses**
 - **Expand interest in Construction Projects on base**
 - **Increase Competition**
 - **Reduce Costs**
-
- **Provide Opportunities to Small Businesses**



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934th Airlift Wing Background



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934th Airlift Wing

Mission

**Citizen Airmen providing world-wide
Tactical Airlift and Combat Support**

Vision

Only the best...today, and tomorrow.

Motto

“Global Vikings”





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Wing Leadership



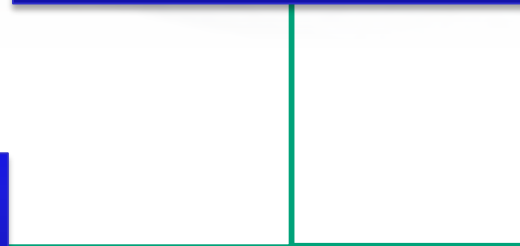
CMSgt Anthony L. Mack
Command Chief



Col Anthony G. Polashek
Wing Commander



Col Timothy W. Wollmuth
Vice Wing Commander





Total Reservists = ~1,300
DOD Civilians/students = ~180
Air Reserve Technicians = ~150
Active Guard Reservists = ~50
Retiree/Dependents = ~50,000 (within 100-mile radius)



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Community Impact / Support

**More than \$63.6 million in Air Force Reserve and
civil servant salaries**

**More than \$20.2 million in operations, maintenance
& service contracts**

More than \$36.2 million in jobs for the community

**All together more than \$120 million in
economic impact!**



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Last 5 Years – Construction Dollars

- **Construction Dollars Spent (not including MILCON)**
 - **136 Contract Actions (Awards & Mods)**
 - **Totaling ~\$19M**
 - **Represents 22% of Actions & 67% of Dollars**

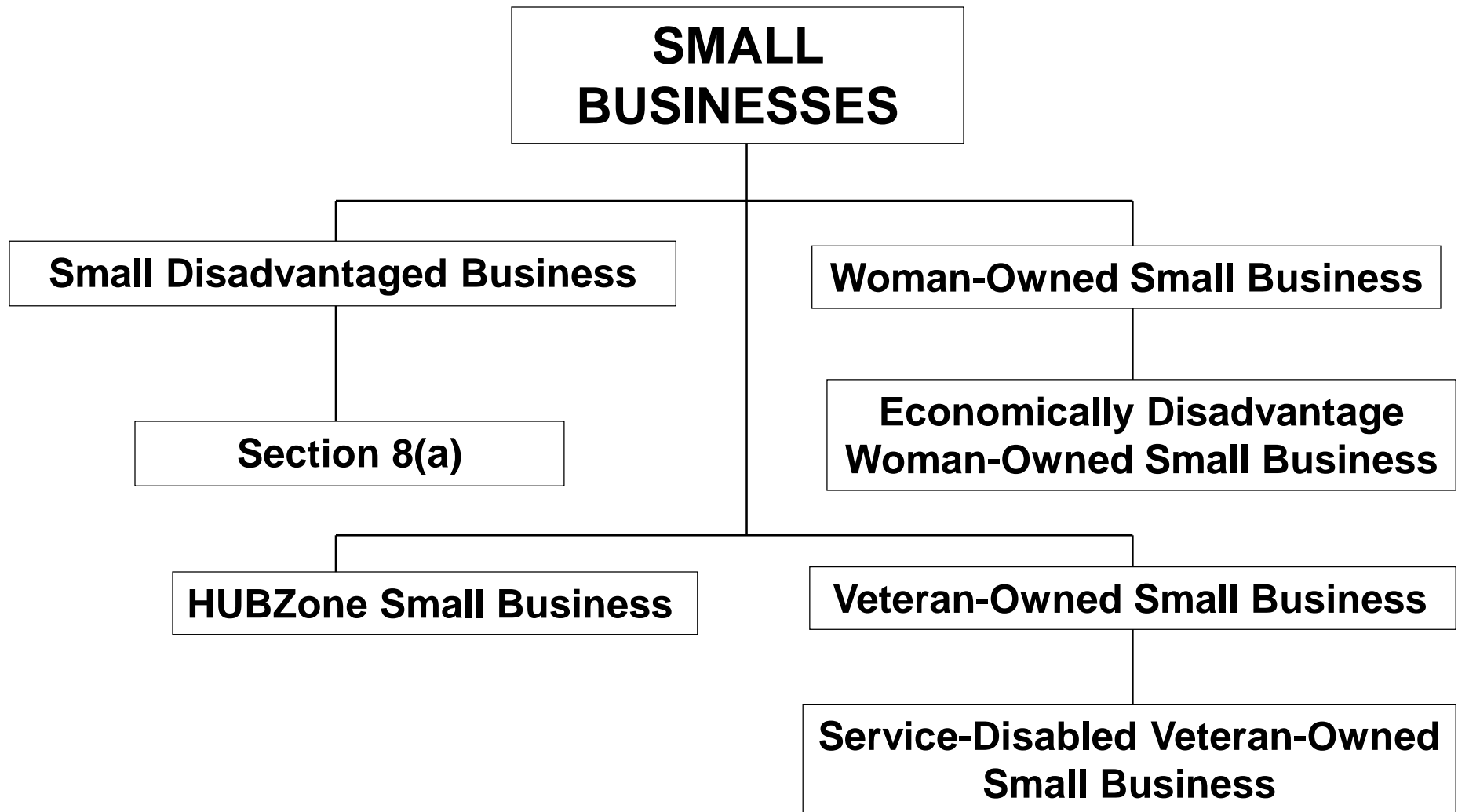


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Small Business Policy and Procedures



- 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.





What is a Small Business?

- **How does the government categorize a company as a “Small Business”**
 - **Depends on the Size of the company and what the company sells**
 - **Must go through the Registration Process** (more on this later)
 - **Who can help??**
 - **MN PTAC**
 - **SBA**



Small Business Set-Asides

- **Above \$10,000 and under \$250,000**
 - **Automatically reserved for small business UNLESS**
 - **Contracting Officer determines that there is no reasonable expectation that can**
 - **Obtain offers from two or more responsible SB concerns that are competitive in terms of market price, quality, and delivery (Rule of Two)**
 - **Only one offer rec'd from responsible SB**
 - **Award made to that firm**
 - **NOTE:**
 - **Micro Purchase Threshold = \$10,000**
 - **Simplified Acquisition Threshold = \$250,000**
-



Small Business Consideration (over \$250K)

- **CO set aside any acquisition over \$250K for SB participation when reasonable expectation that:**
 - (1) offers will be obtained from at least two responsible SB concerns...and
 - (2) award will be made at fair market prices
- **Relationship among SB programs – >\$250K**
 - First consider HUBZone, 8(a), SDVOSB, WOSB, EDWOSB set-asides Parity among these
 - Then, SB set-aside
 - Finally, full and open competition



Last 5 Years SB Dollars

- **Total SB Eligible Dollars - ~\$26M**
- **Small Business – 96.5% / ~\$25M**
- **Small Disadvantaged Business – 35.7% / ~\$9M**
- **8(a) – 5.9% / ~\$1.5M**
- **Veteran Owned SB – 25.6% / ~\$7.4M**
- **Service Disabled VOSB – 21.5% / ~\$5.5M**
- **Woman Owned SB – 15.5% / ~\$4M**
- **Certified HUBZone – 0.2%% / ~\$64K**



Small Business Goals – FY17

- Each Agency required to establish small business goals and track progress toward them

	Air Force FY17 Goal	AFRC FY17 Goal	AFRC FY17	934 th CONF FY17
SB	16.29%	73.53%	66.17%	97.99%
SDB	6.73%	22.19%	21.44%	16.81%
SDVOSB	2.46%	9.36%	18.30%	59.52%
WOSB	3.07%	18.46%	14.50%	9.24%
HUBZone	1.19%	7.45%	8.14%	0%



Small Business Goals – FY18

- Each Agency required to establish small business goals and track progress toward them

	Air Force FY18 Goal	AFRC FY18 Goal	AFRC FY18	934 th CONF FY18
SB	17.50%	71.40%	78.36%	98.65%
SDB	5.00%	17.69%	21.48%	8.85%
SDVOSB	2.60%	11.02%	31.51%	1.57%
WOSB	3.50%	17.74%	11.83%	32.30%
HUBZone	1.20%	6.46%	4.84%	0%



Small Business Goals – FY19

- Each Agency required to establish small business goals and track progress toward them

	Air Force FY19 Goal	AFRC FY19 Goal	AFRC FY19 Q1	934 th CONF FY19 Q1
SB	17.50%	69.53%	95.93%	91.75%
SDB	5.00%	22.14%	2.10%	0%
SDVOSB	2.60%	12.42%	87.24%	0%
WOSB	3.50%	16.98%	4.35%	0%
HUBZone	1.20%	7.65%	80.52%	0%

- FY19 Q1 – 1 Oct - 31 Dec 18
- FY19 Q2 – 1 Jan – 31 Mar 19



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934th AW Opportunities ***(How to Find Them...)***



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Federal Business Opportunities

- **FedBizOpps.Gov (www.fbo.gov)**
 - **Any requirement over \$25,000 will be posted here**
 - **Keyword / Solicitation #: = FA6633**
 - **OR**
 - **Place of Performance: Minnesota**
 - **Agency: Department of the Air Force/Air Force Reserve Command**



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★ FEDBIZOPPS.GOV

Federal
Business
Opportunities



USA.gov

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Getting Started

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Opportunities

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Opportunities List

Advanced Search

Archives



Search Tip: Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below.

Keyword / Solicitation #:



TIPS

Posted Date:

[Search by Agency, Set-aside, State, and Type](#)

[Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 4 of 4

Sort By Showing per page

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
Repair & Paint Hangar Floor, Building 821 FA6633-19-R-A004 Z -- Maintenance, repair, and alteration of real property	Department of the Air Force Air Force Reserve Command 934 CONF/LGC	Presolicitation / Woman Owned Small Business	Mar 22, 2019
Construction of Roads and Parking FA6633-19-CONS 38 -- Construction, mining, excavating & highway maintenance equipment	Department of the Air Force Air Force Reserve Command 934 CONF/LGC	Sources Sought	Mar 15, 2019
Heavy Equipment FA6633-19-Q-A002 W -- Lease or Rental of equipment	Department of the Air Force Air Force Reserve Command 934 CONF/LGC	Combined Synopsis/Solicitation (Modified) / Total Small Business	Mar 15, 2019
Weed and Feed - 934 AW, Minneapolis, MN FA6633-19-Q-A003 S -- Utilities and housekeeping services	Department of the Air Force Air Force Reserve Command 934 CONF/LGC	Combined Synopsis/Solicitation / Total Small Business	Feb 28, 2019

1 - 4 of 4

Showing per page



- **Special Notice**
 - **E.g., Industry Day**
 - **Sources Sought**
 - **Market Research Tool used to evaluate SB set asides**
 - **Presolicitation**
 - **30 days prior to solicitation**
 - **Amendments**
 - **Combined Synopsis/Solicitation**
 - **All in One**
 - **Award**
 - **Identifies contractor award made to**
-



Types of Solicitations

- **Invitation for Bid**
 - **Sealed Bid – DO NOT BE LATE**
 - **Non-complex construction**
 - **Awarded based on Lowest Price**
- **Request for Quote / Request for Proposal**
 - **RFQs - Under \$250,000 / RFPs - Over \$250,000**
 - **Submit Proposal or Quote**
 - **IAW instructions in solicitation**
 - **Awarded**
 - **based on evaluation criteria specified in solicitation**
 - **Technical, Price, Past Performance**



- **934th Airlift Wing Facebook Page**
 - **Post \$15,000 - \$25,000 requirements**
 - **This Industry Day was posted on FB**
- **934th Airlift Wing Public Web Page**
 - <https://www.Minneapolis.afrc.af.mil>
 - **Units > 934th Contracting Flight**



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934th Contracting Flight Public Website

The screenshot shows a web browser window displaying the official website of the 934th Contracting Flight at Minneapolis-St Paul Air Reserve Station. The browser's address bar shows the URL <https://www.minneapolis.afrc.af.mil/Units/934th-Contracting-Flight/>. The website header features the Air Force logo and the station name. A navigation menu includes links for Home, News, About Us, Units, and Contact Us. The main content area is titled '934TH AIRLIFT WING CONTRACTING FLIGHT INFORMATION' and provides contact details for the Chief of the Contracting Office, including a phone number and an email address. It also lists links for additional information regarding specific events. A 'QUICK LINKS' section is located at the bottom left, and a 'CONNECT' section with social media icons is at the bottom center. The footer on the right side of the page states 'Official United States Air Force Website'.

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MINNEAPOLIS-ST PAUL AIR RESERVE STATION

HOME NEWS ABOUT US UNITS CONTACT US

HOME > UNITS > 934TH CONTRACTING FLIGHT

934TH AIRLIFT WING CONTRACTING FLIGHT INFORMATION

For Questions regarding the 934th Airlift Wing Contracting Flight please contact the Chief of the Contracting Office at:
-612-713-1432
-934CONF.LGC.WORKFLOW@US.AF.MIL

Please see the following links for additional information regarding the specified events

- Department of Defense Industry Day - 26 March 2019
- Foundations in Contracting - Mankato, Minn. - Various Dates
- Foundations in Contracting - Minneapolis, Minn. - Various Dates

QUICK LINKS

Site Map	AF Executive Fleet	SAPR
Contact Us	Accessibility	USA.gov
RSS	EEO	No FEAR Act
Questions	Link Disclaimer	FOIA
IG	Strategic APR	
AF Sites	Suicide Prevention	

CONNECT

Official United States Air Force Website



- **System for Award Management (www.sam.gov)**
 - **Official Website of the US Government (USG)**
 - **No cost to use SAM**
 - **FREE**
 - **Register to business with USG**
 - **Update or renew registration (required annually)**
 - **Check status of registration**
 - **Search for companies (entities) registered and exclusion records**

**ANYONE DOING BUSINESS WITH THE USG MUST HAVE
AN ACTIVE REGISTRATION IN SAM**

MN PTAC can provide assistance in getting your SAM registration



- **Small Business Administration**
 - **Dynamic Small Business Search (DSBS) engine**
 - http://web.sba.gov/pro-net/search/dsp_dsbs.cfm
 - **Once registered in SAM, a DSBS profile will be created**
 - **Update the following fields:**
 - **Capabilities Narrative**
 - **Keywords**
 - **Bonding Levels**

Heavily used by Govt Contract Specialist during Market Research



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Sample

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	Olson Construction/Excav & Utility Co Inc OLSON CONSTRUCTION CO	Ronald Olson	6970 Inwood Rd Cologne, MN 55322-9167	
2	RNR Construction Company LLC RNR CONSTRUCTION	RYAN NIROOMAND-RAD	14370 SALEM AVE SAVAGE, MN 55378-2812	
3	ATLAS FOUNDATION CO., LLC STRUCTURAL ANCHOR SUPPLY	CODY Cox	11730 BROCKTON LN N MAPLE GROVE, MN 55369-9326	
4	L.S. Black Constructors-Loeffel Construction	Brian Loeffel	261 School Ave Ste 210 Excelsior, MN 55331-1961	8a, Construction, Design, Engineering, Design/Build, Design/Bid/Build, Concrete, Carpentry, Const. Management, Demolition, Heavy Construct Civil Construction, Renovation, LEED, Energy Eff. Upgrades, Building Envelop
5	Engineering & Construction Innovations, Inc. E C I	Robb Johnson	7002 6th St N Oakdale, MN 55128-6146	ECI is a progressive, technically oriented construction firm. We focus on the underground and water resources markets providing niche service are licensed engineers who understand how to couple design with tough construction situations.
6	MAX STEININGER, INC.	Bobby Kathuria	3080 LEXINGTON AVE SAINT PAUL, MN 55121-2207	
7	Moltron Meyer LLC	Patrick Buckner	2900 N 2nd St Minneapolis, MN 55411-1606	Moltron Meyer LLC has the capability to provide vertical commercial construction and civil construction consisting of earthwork & grading, pipe utilities, concrete structures, piling and water remediation.
8	Erickson Builders & Co. Inc.	Ryan Erickson	5900 QUAM AVE NE ST Saint Michael, MN 55376-0000	General Contractor. We do additions, decks, porches, new windows, exterior siding, and commercial construction. Finish carpentry setting doo setting cabinets, decrative wood. We are capable to do any excavating and grading.
9	Midwest Select Contracting LLC	Edna McKenzie	2112 93rd Trl Brooklyn Park, MN 55444-2917	SDVOSB/EDWOSB/MBE/SBE specializing in general contracting, New Construction Commercial and Residential, Renovations, Roofing, HVAC, E Asphalt, Build/design, Mechanical, Plumbing, siding, metal panels, Paint and wall covering, Lead, Emergency Response, Hazard/Environmental Remediation and Solid Waste Management.
10	WARNING LITES OF MINNESOTA, INC.	Timothy Lewis	4700 Lyndale Ave N Minneapolis, MN 55430-3638	SDVOSB,providing traffic control services, including; pavement marking, traffic control devices for both vehicles and pedestrians, guardrail and permanent signage, flagging, barriers



- **If Not Currently Registered in SAM**
 - **Procurement Technical Assistance Center will provide assistance**
 - **You do not need to pay anyone for this service**
 - **Select the NAICS codes that represent your business**
 - **North American Industry Classification System**
 - **Ensure the NAICS listed in the solicitation is one that is listed in your company's SAM registration**
- **Set up notifications in FedBizOpps so are notified of opportunities that satisfy the parameters you set up**
 - **E.g. – all 934th AW opportunities**
- **Update DSBS profile**



U.S. AIR FORCE

MN PTAC and SBA

FOUNDATIONS IN CONTRACTING

Metropolitan Airports Commission
6040 South 28th Avenue
Minneapolis, MN 55450

Register today at bit.ly/MNPTAC-eCenter



U.S. Small Business Administration



The 20th Annual SADBOC PROCUREMENT FAIR

Thursday April 18th, 2019
9:00 AM – 3:00 PM

Earle Brown Heritage Center
6155 Earle Brown Drive | Brooklyn Center, MN



Take advantage of these resources – here to assist you!!!

The Foundations in Contracting series is free, however, you are expected to commit to 3 full days over the course of one month. There will be some homework along the way to verify the topics are making sense and to

<https://www.fedexecboard.com/events/14716506264323/>

MN PTAC assists with certifications – CERT, TG, DBE, WOSB, 8(a), SDVOSB/VOSB, HUBZone

SESSION SCHEDULE

All sessions will be held at the Metropolitan Airports Commission.

SESSIONS

Session 1: Basics of Government Contracting	February 25	9:00 a.m. – 12:00 p.m.
Session 2: Getting Started in the Government Market	February 25	1:00 p.m. – 4:00 p.m.
Session 3: How to Research and Target Your Market	March 5	9:00 a.m. – 12:00 p.m.
Session 4: Government Marketing – Preparing Appropriate Materials	March 5	1:00 p.m. – 4:00 p.m.
Session 5: Understanding Solicitations	March 19	9:00 a.m. – 12:00 p.m.
Session 6: Writing Proposals	March 19	1:00 p.m. – 4:00 p.m.

FREE

QUESTIONS?

Please contact Christina Nobel-Dickerson at Christina.Nobel-Dickerson@state.mn.us or (651) 201-2629.

cies and prime

small businesses on local departments,

commercial prime contractors, and nonprofit organizations.

The 20th Annual SADBOC Government Procurement Fair is sponsored by the Federal Executive Board's Small and Disadvantaged Business Opportunities Council, in cooperation with the Procurement Technical Assistance Center and the U.S. Small Business Administration.

Matchmaking

Small businesses have the opportunity to be matched with a government or corporate buyer interested in their particular product/service (by appointment only).

Online registration for a 10 minute appointment begins March 25th, 2019.

<http://sadbocmatchmaking.eventbrite.com>

Matchmaking will close April 12th, 2019.



U.S. Small Business Administration



This event is sponsored by the Federal Executive Board of Minnesota, in cooperation with the Procurement Technical Assistance Center and U.S. Small Business Administration.



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Brief Government Funding Information



- **Facility Sustainment Restoration and Modernization (FSRM) Program**
 - **Projects id'd at Base Level and Approved at Higher HQ**
 - **Operations & Maintenance Funds**
 - **Are Obligated at end of each FY – 30 Sep midnight**
 - **Funds flow to 934th AW from Higher HQ (AFRC)**
 - **Statutory Limit of \$2M**
 - **Design is funded and approved separately**
 - **Architect-Engineering contracts**
 - **Construction (once Design complete) is funded and approved based on priority to 934th AW and HQ AFRC**
 - **Advanced Contracting Authority to Solicit**
 - **Fund and Award**
-



Advanced Contracting Authority

- **Included in solicitation --**
 - **“Notice to Offeror(s)/Supplier(s): Funds are not presently available for this effort. No award will be made under this solicitation until funds are available. The Government reserves the right to cancel this solicitation, either before or after the closing date. In the event the Government cancels this solicitation, the Government has no obligation to reimburse an offeror for any costs.”**
 - **Bids/Quotes/Proposal acceptance period through 9/30**



- **Military Construction (MILCON)**
 - **Exceed \$2M**
 - **Different approval process than O&M funds used by the FSRM projects**
 - **Can take longer... why??**
 - **Requires an authorization and separate appropriation for each construction project**
 - **For AF - Executed by the Army Corps of Engineers**
 - **MILCON Funds - Last 5 years**



- **934th Airlift Wing – Construction Opportunities**
 - **Next 3 Years (FY19-FY21)**
 - **Ben Rhoda, Engineering Flight Chief**
- **Tables set-up – Q&A**
 - **934th AW Contracting & Engineer (2-3 tables)**
 - **MN PTAC**
 - **SBA**
- **Sign-In**
- **Hand-outs (934th AW Contracting Brochure, List of Projected Construction Projects (FY19-FY21))**



Apr 18, 9am-3pm, Earle Brown Heritage Center

U.S. AIR FORCE

FREE

The 20th Annual SADBOC PROCUREMENT FAIR

Thursday April 18th, 2019
9:00 AM – 3:00 PM

Earle Brown Heritage Center
6155 Earle Brown Drive | Brooklyn Center, MN

Register Now!

<https://sadbocprocurementfair.eventbrite.com>



<https://www.facebook.com/events/147763062645523/>



Sponsored by the
Federal Executive Board of Minnesota

Get a piece of the action!

Small businesses interested in doing business with government agencies and prime contractors are encouraged to attend this trade fair.

Coupling education with marketing strategies, this event will provide small businesses an opportunity to meet with representatives from federal, state and local departments, commercial/prime contractors, and nonprofit organizations.

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- **934th Operational Contracting Office**
 - **Carol Lohman – Chief of the Contracting Office**
 - **612-713-1432**
 - Carolyn.Lohman.1@us.af.mil
 - **Tony Misenor – Team Lead/Contracting Officer**
 - **612-713-1426**
 - Anthony.Misenor.1@us.af.mil
 - **Chin Dahlquist – Contracting Officer**
 - **612-713-1428**
 - Chin.Dahlquist.1@us.af.mil



United States Air Force Reserve

Integrity - Service - Excellence

Questions



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