

SAME CHARLESTON POST VIRTUAL FEDERAL PROGRAMS BRIEFING

Charleston District
Outreach Briefing

Wayne Hiatt

Chief, Small Business Office

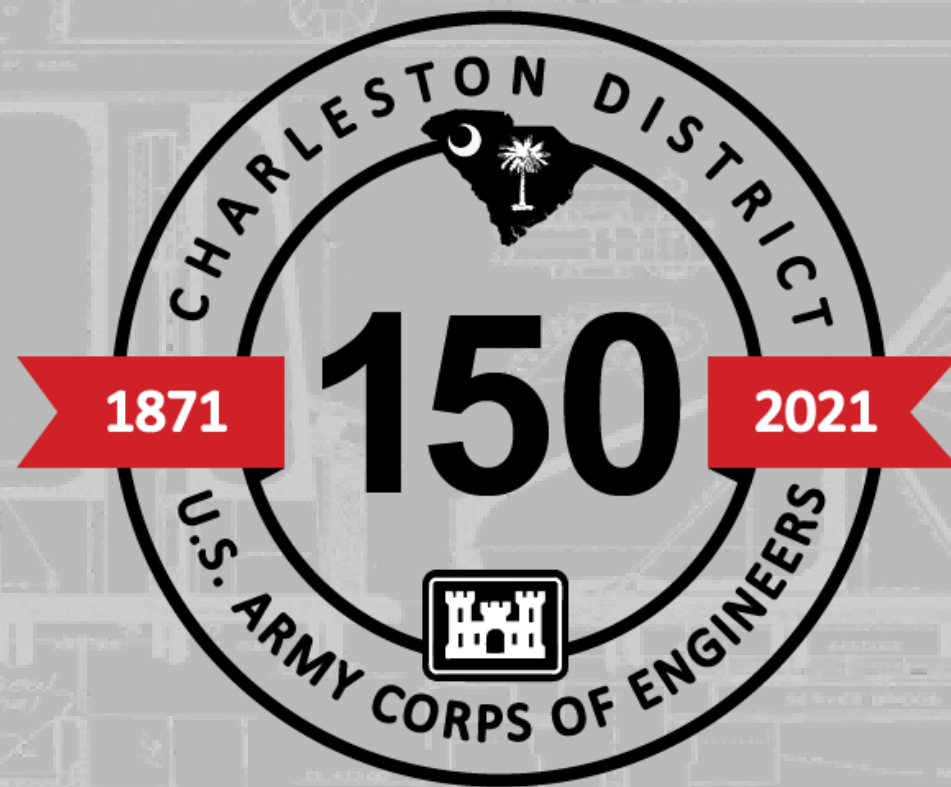
South Atlantic Division/Charleston District (SAC)

Date: 15 April 2021

Working Today to Build a Better Tomorrow



US Army Corps
of Engineers®



**Celebrating 150 Years of
Serving South Carolina
and the Nation**



CHARLESTON DISTRICT AGENDA

Background: Vision, Mission and Leadership, Core Tasks, Team and Programs, Area of Operations, Overall Program Trends

FY 2019 Analysis: Top Ten Awarded NAICS Codes, Small Business Goals % Achieved, FY19 Business Partners List

FY2020 Analysis: Top Six Awarded NAICS Codes, Small Business Goals % Achieved, Business Partners List

FY 2021 Goals Achievement & FY 2021 & FY 2022 Projections

Active SATOC & MATOC Summaries

The Palmetto Castle, Take-Aways and Point of Contact



CHARLESTON DISTRICT VISION, MISSION AND LEADERSHIP

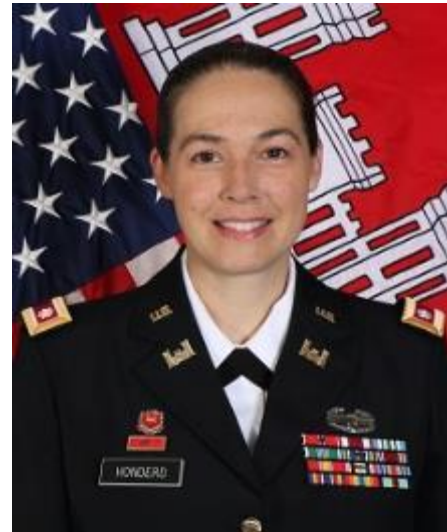


Vision

Trusted, enterprising professionals strengthening South Carolina and the Nation

Mission

Deliver comprehensive solutions through exceptional customer service, collaboration and commitment to quality



Lieutenant Colonel
Rachel Honderd

Commander and
District Engineer



Major
Joe Owens

Deputy
Commander



Lisa Metheney

Deputy District
Engineer for
Programs and Project
Management



CHARLESTON DISTRICT CORE TASKS

Operations
*Maintaining our
Waterborne Infrastructure*



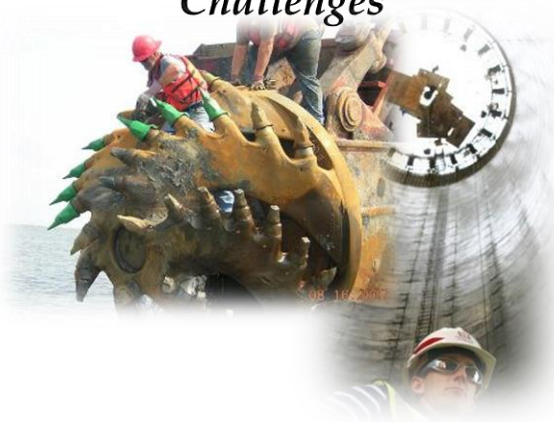
Facility Investment Services
*Sustainable management of
existing facilities*



Construction
*Supporting Military Readiness
& National Infrastructure*



Civil Works Planning
*Solving Water Resource
Challenges*



Emergency Management
*Support Immediate
Emergency Response Priorities*



Regulatory
*Protecting South Carolina's
Aquatic Environment*



Working Today to Build a Better Tomorrow



CHARLESTON DISTRICT TEAM AND PROGRAMS



Charleston District Team:

2 Military Officers:

- Commander and District Engineer
- Deputy Commander

232 Civilians:

- 40 Minorities
- 87 Women (29% of Senior Staff)
- 35 Professional Engineers
- 1 PhD
- 69 Veterans
- Numerous Certified Professionals

Charleston District Programs:

South Carolina: Civil Works, Fort Jackson, Joint Base Charleston, Veteran Affairs

Southeast: 81st Readiness Division (RD)

Throughout United States: Marine Forces Reserve (MFR), Defense Logistics Agency (DLA)

Executing \$350M Annual Average

| Fiscal Year | Dollars Obligated | # of Actions |
|-------------|-------------------|--------------|
| 2016 | \$216M | 754 |
| 2017 | \$386M | 744 |
| 2018 | \$671M | 765 |
| 2019 | \$315M | 729 |
| 2020 | \$326M | 686 |



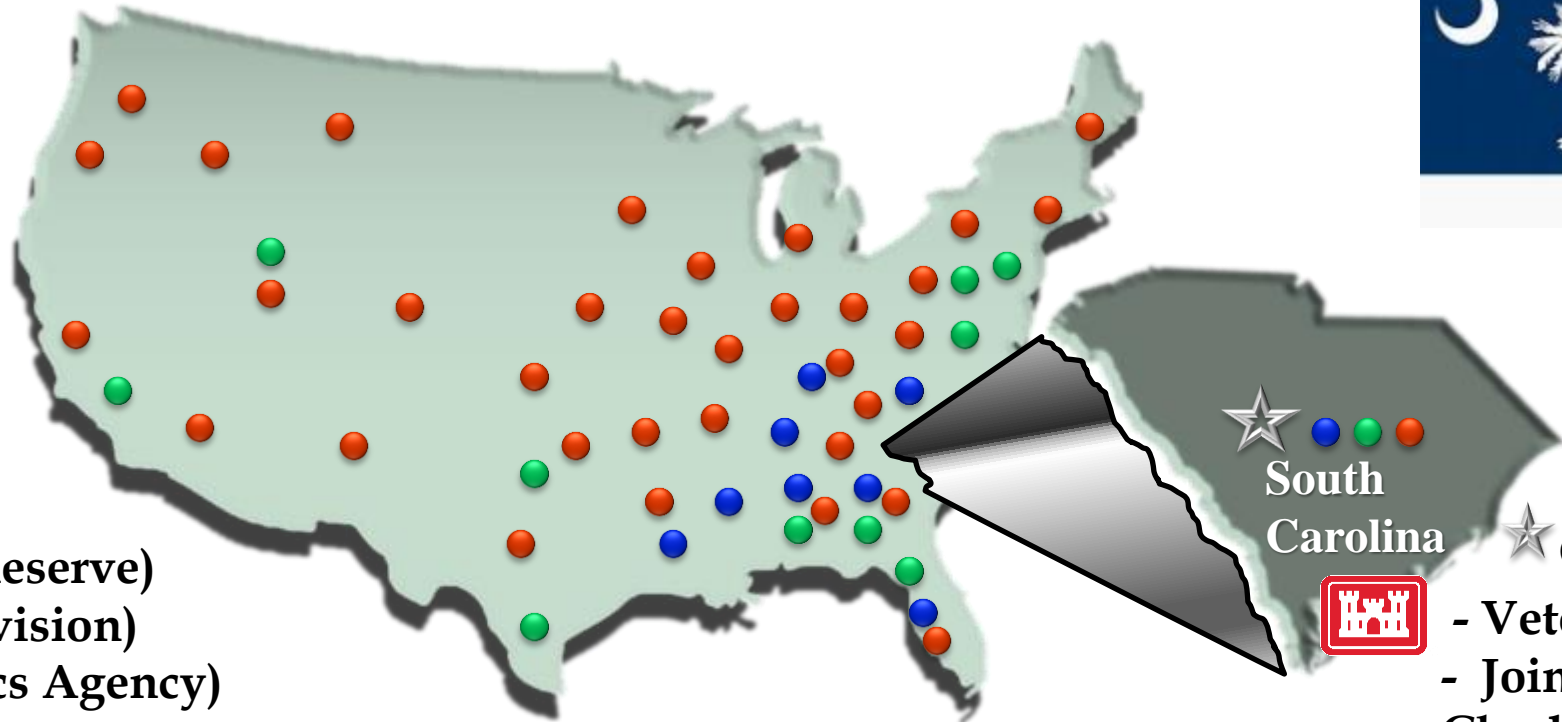
CHARLESTON DISTRICT AREA OF OPERATIONS



A Small District with a Broad Reach



Alaska



★
South
Carolina

★ Civil Works



- Veteran Affairs
- Joint Base Charleston
- Fort Jackson

- MFR (Marine Forces Reserve)
- 81st RD (Readiness Division)
- DLA (Defense Logistics Agency)



Hawaii

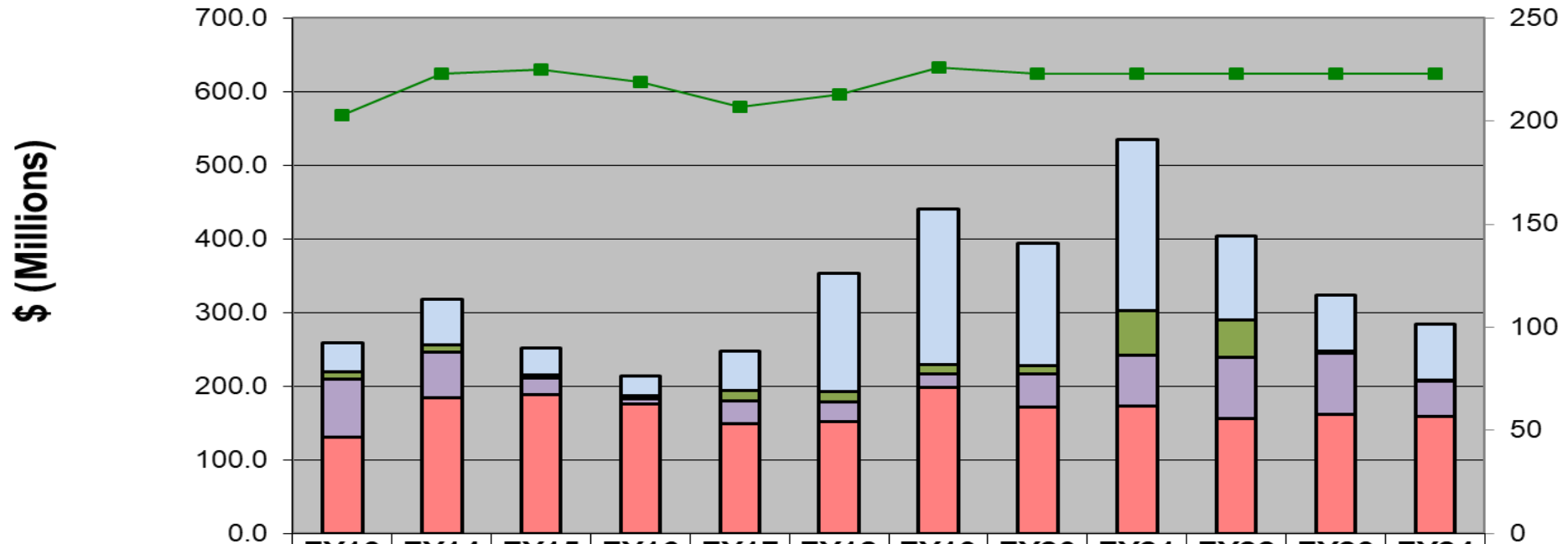


Puerto Rico

Working Today to Build a Better Tomorrow



SAC Overall Program Trends



| | FY13 | FY14 | FY15 | FY16 | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 | FY23 | FY24 |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| TOTAL | 260.6 | 317.6 | 251.5 | 213.7 | 247.2 | 353.3 | 440.0 | 393.6 | 534.2 | 403.5 | 323.3 | 283.8 |
| Civil Direct | 39.2 | 61.5 | 37.0 | 27.2 | 53.7 | 161.1 | 210.8 | 166.5 | 232.1 | 114.2 | 76.0 | 75.8 |
| Civil Reimbursable | 10.4 | 10.0 | 3.9 | 4.3 | 13.4 | 13.7 | 12.9 | 10.6 | 60.6 | 50.5 | 2.6 | 1.3 |
| Military Direct | 79.1 | 61.4 | 22.6 | 7.0 | 31.9 | 26.7 | 17.6 | 45.7 | 68.4 | 82.9 | 82.5 | 47.7 |
| Military Reimbursable | 129.9 | 184.7 | 188.0 | 175.2 | 148.2 | 151.8 | 198.7 | 170.8 | 173.1 | 156.0 | 162.1 | 159.0 |
| FTE | 203 | 223 | 225 | 219 | 207 | 213 | 226 | 223 | 223 | 223 | 223 | 223 |

Civil Direct: GI, CG, O&M, Regulatory, FCCE, CF
 Civil Reimbursable: DOE, NNSA, VA, DOT, FLETC
 Military Direct: MILCON
 Military Reimbursable: DOD Dredging, DLA, MARFORRES, 81st RSC, Shaw AFB, JBC, OMA

Revenue & Affordability Projections
 as of APR 2020



TOP TEN AWARDED NAICS CODES IN FY 2019



| 6 digit NAICS Code (Description) | Total Actions | % Total Actions | Total Dollars | % Total Dollars |
|--|-------------------|------------------------|--------------------------------|------------------------|
| 237990 (OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION) | <u>46</u> | <u>6.3100%</u> | <u>\$166,730,994.07</u> | <u>52.9736%</u> |
| 236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION) | <u>142</u> | <u>19.4787%</u> | <u>\$72,535,845.91</u> | <u>23.0460%</u> |
| 561210 (FACILITIES SUPPORT SERVICES) | <u>314</u> | <u>43.0727%</u> | <u>\$33,679,607.94</u> | <u>10.7006%</u> |
| 541330 (ENGINEERING SERVICES) | 66 | 9.0535% | \$16,060,968.64 | 5.1029% |
| 561720 (JANITORIAL SERVICES) | 28 | 3.8409% | \$5,330,119.01 | 1.6935% |
| 237310 (HIGHWAY, STREET, AND BRIDGE CONSTRUCTION) | 6 | 0.8230% | \$5,081,198.47 | 1.6144% |
| 541310 (ARCHITECTURAL SERVICES) | 15 | 2.0576% | \$3,475,751.87 | 1.1043% |
| 238220 (PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS) | 2 | 0.2743% | \$3,378,829.58 | 1.0735% |
| 237110 (WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION) | 5 | 0.6859% | \$2,452,970.07 | 0.7794% |
| 236210 (INDUSTRIAL BUILDING CONSTRUCTION) | 9 | 1.2346% | \$1,097,551.00 | 0.3487% |
| | 633 | 86.8313% | \$309,823,836.56 | 98.4369% |



We are **BIG** on Small Business!

FY 19 Small Business Goals % Achieved

Awarded over \$315M (729 Actions)

- 46.07% Small Business
- 22.98% Small Disadvantaged (SDB)
- 4.88% Service-Disabled Veteran Owned (SDVOSB)
- 8.44% Woman Owned (WOSB)
- 4.75% HUBZone

**85% of FY19 Contract Actions went to
117 Small Business Partners**



FY 19 “We love our LARGE Businesses too”!



(1 OF 2) (LARGE (GREEN) AND SMALL BUSINESS PARTNERS LISTED BELOW)

| | | |
|--|--|--|
| 4 CLICKS SOLUTIONS LIMITED LIABILITY COMPANY | SCHWEITZER ENGINEERING LABORATORIES, INC. | CENTRAL MINORITY MAINTENANCE, LLC |
| ACC CONSTRUCTION CO., INC. | TYCO INTEGRATED SECURITY LLC | CFM/SEVERN ASSOCIATES JOINT VENTURE |
| AECOM TECHNICAL SERVICES, INC. | UNITED RENTALS, INC. | CHAMPIONSHIP ENTERPRISES INC. |
| AMEC ENVIRONMENT & INFRASTRUCTURE, INC. | WATER WEIGHTS, INC. | CHITINA ELECTRIC INC - AMES 1 JV |
| AMEC FOSTER WHEELER ENVIRONMENT & INFRASTRUCTURE, INC. | WOOD ENVIRONMENT & INFRASTRUCTURE SOLUTIONS, INC. | CHUGACH CONSOLIDATED SOLUTIONS, LLC |
| BORO DEVELOPERS, INC. | ACOUSTIC TECHNOLOGY INC | COLLINS CONSTRUCTION SERVICES, INC. |
| CORRPRO COMPANIES, INC. | AEGIS BUSINESS SOLUTIONS LIMITED LIABILITY COMPANY | CONSTRUCTIVE INGENUITY, LLC |
| CROMWELL ARCHITECTS ENGINEERS INC | AGILE-GROUP, LLC, THE | CORE ENGINEERING & CONSTRUCTION, INC. |
| DELL FEDERAL SYSTEMS L.P. | AMERICAN CONTRACTOR AND TECHNOLOGY INC. | COREY ENTERPRISES, INC |
| DEWBERRY CONSULTANTS LLC | AMES 1 , LLC | CTI AND ASSOCIATES, INC. |
| ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC. | APOGEE-CEMS JV, LLC | DAWSON ENTERPRISES, LLC |
| GE ENERGY CONTROL SOLUTIONS, INC. | ARCHWAY SOLUTIONS LIMITED LIABILITY COMPANY | DIVISION 16 LLC |
| GREAT LAKES DREDGE & DOCK COMPANY, LLC | ARGONAUT | DOSS AUTOMOTIVE |
| HDR ENGINEERING, INC. OF THE CAROLINAS | ASHFORD INTERNATIONAL LLC | DOYON MANAGEMENT SERVICES, LLC |
| HPI FEDERAL LLC | ASHRIDGE INC | ECHO81, LLC |
| JACOBS ENGINEERING GROUP INC. | BELT BUILT CONTRACTING, LLC | ENSYNC DIVERSIFIED MANAGEMENT SERVICES, INC. |
| JACOBS GOVERNMENT SERVICES COMPANY | BENECORP, INC | ENVIREMEDIAL SERVICES, INC. |
| MARINEX CONSTRUCTION, INC. | BILLY W. JARRETT CONSTRUCTION COMPANY, INC. | EVANS AND ASSOCIATES CONSULTING CORPORATION |
| NATIONAL INSTITUTE OF BUILDING SCIENCES | BOWHEAD PROFESSIONAL SOLUTIONS, LLC | FEDQUEST SOLUTIONS INC |
| NORFOLK DREDGING COMPANY | BOWHEAD TOTAL ENT SOLN LLC | FIDELITY JANITORIAL SERVICES, INC. |
| POETTKER CONSTRUCTION COMPANY | BRISTOL GENERAL CONTRACTORS, LLC | FIRST ENVIRONMENT, INC. |
| POND & COMPANY | BROCKINGTON AND ASSOCIATES, INC. | FORTIS SBJV, LLC |
| R. S. MEANS COMPANY LLC | BROWN & PIPKINS, LLC | FOUR TRIBES CONSTRUCTION SERVICES, LLC |
| RICOH USA, INC. | C. MARTIN COMPANY, INC. | FROST ELECTRIC SUPPLY COMPANY |
| ROY ANDERSON CORP | CAPE ROMAIN CONTRACTORS | G.M. HILL ENGINEERING, INC. |



FY 19 “We love our LARGE Businesses too”!



(2 OF 2) (SMALL BUSINESS PARTNERS LISTED BELOW)

| | | |
|---|--|--|
| GATOR ENGINEERING & AQUIFER RESTORATION, INC. | MCFARLAND ATLANTIC CONSTRUCTION, LLC | SEAHORSE GEOMATICS, INCORPORATED |
| GOODLOE MARINE INC. | MEASUTRONICS CORPORATION | SEGRITY LLC |
| GRYPHON PHE ECATS JV | ML BUILDERS, LLC | SEI GROUP, INC. |
| H&S RESOURCES CORPORATION | NATIVE ENERGY & TECHNOLOGY, INC. | SES CIVIL AND ENVIRONMENTAL LLC |
| HAZAIR, INC. | NORTHCON, INC. | SES CIVIL CONTRACTORS LLC |
| HEALTH FACILITY SOLUTIONS CO | PENN TOOL CO INC | SOUTHERN CONTRACTING, LLC |
| HERVE CODY CONTRACTOR LLC | PM JENKINS GROUP- PROFESSIONAL MANAGEMENT SERVICES LLC | SOUTHERN DREDGING CO., INC. |
| HUSMAN ENVIRONMENTAL & CONSTRUCTION LLC & RC CONSTRUCTION CO INC A JV | POWELL CONSTRUCTION SERVICES, INC. | SOUTHERN FEDERAL, LLC |
| ILINKS GEOSOLUTIONS LLC | PRECISION 2000, INC. | SP SYSTEMS, INC. |
| IMMIXTECHNOLOGY, INC. | PREMIER FIRE PROTECTION, INC. | SPECTRUM BUILDING SYSTEMS INCORPORATED |
| INSPECTION EXPERTS, INC. | PRIME AE GROUP, INC. | SQUEAKY /COMPLETELY CLEAN |
| INTEGRIWARD, LLC | PYRAMID CONTRACTING, LLC | TARVER LAND DEVELOPMENT, LLC |
| IPW CONSTRUCTION GROUP, LLC | R. L. MORRISON AND SONS, INC. | TEAM CONSTRUCTION, LLC |
| J/MAC CONSTRUCTION, INC. | RAF CONTRACTING INC | TIDEWATER, INC. |
| JAMS, INC. | RAND ENTERPRISES, INC. | TIGUA ENTERPRISES, INC. |
| JOHNSON CONTROLS SECURITY SOLUTIONS LLC | RDT - SEMPER TEK JOINT VENTURE LLC | TYLER CONSTRUCTION GROUP, INC. |
| JORDON CONSTRUCTION COMPANY L.L.C | REDHORSE CORPORATION | UNITED COMMERCIAL SUPPLY LIMITED LIABILITY COMPANY |
| KING & GEORGE, LLC | RELIANCE CONSTRUCTION MANAGEMENT COMPANY | UNIVERSAL BRYMAK LLC |
| L & L CONTRACTORS, INC. | RHD ENTERPRISES, INC. | US&S, INC. |
| LOGISTICS & TECHNOLOGY SERVICES, INC. | RJRUDY, LLC | VETERANS CONSTRUCTION ALLIANCE LLC |
| LRS GEO JV | S & A ENVIRONMENTAL CONSULTANTS, LLC | WOLVERINE FIRE PROTECTION CO. |
| LUNACON ENGINEERING GROUP, CORP. | SAI SYSTEMS INTERNATIONAL INCORPORATED | YSI INCORPORATED |
| MABBETT & ASSOCIATES, INC. | SALMONS DREDGING CORPORATION | |
| MARINE PROPULSION CORP | SAND POINT SERVICES, LLC | |
| MARY HELEN PARKEY | SATELLITE SERVICES, INC. | |



TOP TEN AWARDED NAICS CODES IN FY 2020



| 6 digit NAICS Code (Description) | Total Actions | % Total Actions | Total Dollars | % Total Dollars |
|--|---------------|-----------------|-------------------------|-----------------|
| 237990 (OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION) | 46 | 6.71% | \$158,079,633.85 | 48.45% |
| 236220 (COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION) | 192 | 27.99% | \$114,264,638.64 | 35.02% |
| 561210 (FACILITIES SUPPORT SERVICES) | 284 | 41.40% | \$34,582,805.64 | 10.60% |
| 541330 (ENGINEERING SERVICES) | 57 | 8.31% | \$8,209,362.33 | 2.52% |
| 561720 (JANITORIAL SERVICES) | 16 | 2.33% | \$4,874,775.88 | 1.49% |
| 237310 (HIGHWAY, STREET, AND BRIDGE CONSTRUCTION) | 3 | 0.44% | \$2,784,502.00 | 0.85% |
| 541310 (ARCHITECTURAL SERVICES) | 21 | 3.06% | \$1,468,646.82 | 0.45% |
| 237110 (WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION) | 6 | 0.87% | \$849,351.56 | 0.26% |
| 561730 (LANDSCAPING SERVICES) | 1 | 0.15% | \$241,357.79 | 0.07% |
| 238220 (PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS) | 6 | 0.87% | \$230,305.22 | 0.07% |
| | 632 | 92.13% | \$325,585,379.73 | 99.79% |



We are BIG on Small Business!



FY 20 Small Business Goals % Achieved

| Programs | FY20 Actions | FY20 Dollars | FY20 % Dollars | FY20 Goal | FY20 Variance |
|-------------------------|--------------|-----------------|----------------|---------------|---------------|
| Small Business Eligible | 686 | \$326.3M | | | |
| Small Business | 593 | \$188.8M | 57.86% | 42.55% | +15.31 |
| SDB | 355 | \$118.4M | 36.30% | 21.28% | +15.02 |
| SDVOSB | 78 | \$16.0M | 4.91% | 5.90% | -0.99 |
| Woman Owned SB | 122 | \$22.7M | 6.95% | 7.09% | -0.14 |
| HUBZone | 73 | \$41.9M | 12.85% | 6.78% | +6.23 |



FY 20 “We love our LARGE Businesses too”!



(1 OF 2) (LARGE (GREEN) AND SMALL BUSINESS PARTNERS LISTED BELOW)

| | | |
|--|---|---|
| ADC ENGINEERING INC | RICOH USA, INC. | C. MARTIN COMPANY, INC. |
| AECOM TECHNICAL SERVICES, INC. | ROY ANDERSON CORP | CALL ASSOCIATES, INC. |
| AMEC ENVIRONMENT & INFRASTRUCTURE, INC. | SCHWEITZER ENGINEERING LABORATORIES, INC. | CAPE ROMAIN CONTRACTORS |
| AMEC FOSTER WHEELER ENVIRONMENT & INFRASTRUCTURE, INC. | TYCO INTEGRATED SECURITY LLC | CENTRAL MINORITY MAINTENANCE, LLC |
| | W. B. MASON CO., INC. | CFM/SEVERN ASSOCIATES JOINT VENTURE |
| BURNS & MCDONNELL ENGINEERING COMPANY, INC. | A. JAMES GLOBAL SERVICES, INC. | CHAMPIONSHIP ENTERPRISES INC. |
| CADDELL CONSTRUCTION CO. (DE), LLC | AEROSTAR SES LLC | CHITINA DIVERSIFIED SERVICES, LLC |
| CORRPRO COMPANIES, INC. | AGILE-GROUP, LLC, THE | CHITINA ELECTRIC INC - AMES 1 JV |
| CROMWELL ARCHITECTS ENGINEERS INC | AMERICAN GOVERNOR COMPANY | CHITINA-AMES 1 JV |
| DELL FEDERAL SYSTEMS L.P. | AMES 1 , LLC | CHUGACH CONSOLIDATED SOLUTIONS, LLC |
| ENVIRONMENTAL SYSTEMS RESEARCH INSTITUTE, INC. | ANTHONY AND GORDON CONSTRUCTION COMPANY, INC. | CODY M. STEVENS CONSTRUCTION, INC. |
| EXP FEDERAL INC. | APOGEE-CEMS JV, LLC | COLLINS CONSTRUCTION SERVICES, INC. |
| GILBANE FEDERAL JV | ARCHWAY SOLUTIONS LIMITED LIABILITY COMPANY | CONDORTECH SERVICES INC |
| GREAT LAKES DREDGE & DOCK COMPANY, LLC | ARGONAUT | CONSTRUCTIVE INGENUITY, LLC |
| HDR ENGINEERING, INC. OF THE CAROLINAS | ASHFORD INTERNATIONAL LLC | CORE ENGINEERING & CONSTRUCTION, INC. |
| JACOBS ENGINEERING GROUP INC. | BARNETT SOUTHERN CORPORATION, INC. | COREY ENTERPRISES, INC |
| JACOBS GOVERNMENT SERVICES COMPANY | BELT BUILT CONTRACTING, LLC | CTI AND ASSOCIATES, INC. |
| MARINEX CONSTRUCTION, INC. | BEN FITZGERALD REAL ESTATE SERVICES, L.L.C. | DAWSON ENTERPRISES, LLC |
| NATIONAL INSTITUTE OF BUILDING SCIENCES | BENECORP, INC | DCR SERVICES & CONSTRUCTION, INC. |
| NORFOLK DREDGING COMPANY | BILLY W. JARRETT CONSTRUCTION COMPANY, INC. | ENVIREMEDIAL SERVICES, INC. |
| PALMETTO GOODWILL SERVICES | BOWHEAD TOTAL ENT SOLN LLC | EVANS AND ASSOCIATES CONSULTING CORPORATION |
| POETTKER CONSTRUCTION COMPANY | BOYER COMMERCIAL CONSTRUCTION, INC. | FIDELITY JANITORIAL SERVICES, INC. |
| POND & COMPANY | BRANTLEY CONSTRUCTION SERVICES, LLC | FORTIS SBJV, LLC |
| PRIME AE GROUP, INC. | BRISTOL GENERAL CONTRACTORS, LLC | FOUR TRIBES CONSTRUCTION SERVICES, LLC |
| R. S. MEANS COMPANY LLC | BRISTOL PRIME CONTRACTORS, LLC | FOUR TRIBES ENTERPRISES, LLC |



FY 20 “We love our LARGE Businesses too”!



(2 OF 2) (SMALL BUSINESS PARTNERS LISTED BELOW)

| | | |
|--|--|------------------------------------|
| G.M. HILL ENGINEERING, INC. | ML BUILDERS, LLC | TIGUA ENTERPRISES, INC. |
| GOODLOE MARINE INC. | NDN COMPANIES, THE | US&S, INC. |
| GOVERNMENT ACQUISITIONS, INC. | PM JENKINS GROUP- PROFESSIONAL MANAGEMENT SERVICES | VETERANS CONSTRUCTION ALLIANCE LLC |
| GRYPHON PHE ECATS JV | LLC | WOLVERINE FIRE PROTECTION CO. |
| H&S RESOURCES CORPORATION | POWELL CONSTRUCTION SERVICES, INC. | YSI INCORPORATED |
| HEAVENLY HEARTS CLEANING SERVICES, INC. | PREMIER FIRE PROTECTION, INC. | |
| HERVE CODY CONTRACTOR LLC | PRIME AE GROUP, INC | |
| HOWARD W. PENCE, INC. | PYRAMID CONTRACTING, LLC | |
| HUSMAN ENVIRONMENTAL & CONSTRUCTION LLC & RC | R. C. CONSTRUCTION CO., INC. | |
| CONSTRUCTION CO INC A JV | RAND ENTERPRISES, INC. | |
| ID TECHNOLOGIES, LLC | RELIANCE CONSTRUCTION MANAGEMENT COMPANY | |
| ILINKS GEOSOLUTIONS LLC | RITZ CONSTRUCTION, INC. | |
| INSPECTION EXPERTS, INC. | S & A ENVIRONMENTAL CONSULTANTS, LLC | |
| INTEGRWARD, LLC | SALMONS DREDGING CORPORATION | |
| JAMS, INC. | SAND POINT SERVICES, LLC | |
| JOHNSON CONTROLS SECURITY SOLUTIONS LLC | SATELLITE SERVICES, INC. | |
| JORDON CONSTRUCTION COMPANY L.L.C | SEAFLOOR SYSTEMS, INC. | |
| KING & GEORGE, LLC | SEI GROUP, INC. | |
| L & L CONTRACTORS, INC. | SES CIVIL AND ENVIRONMENTAL LLC | |
| L-J, INC. | SOUTHEASTERN INDUSTRIAL CONSTRUCTION, LLC | |
| LOGISTICS & TECHNOLOGY SERVICES, INC. | SOUTHERN CONTRACTING, LLC | |
| LUNACON ENGINEERING GROUP, CORP. | SOUTHERN DREDGING CO., INC. | |
| MA-CHIS C & C CONTRACTORS LLC | SQUEAKY /COMPLETELY CLEAN | |
| MARINE PROPULSION CORP | TEAM CONSTRUCTION, LLC | |
| MCFARLAND ATLANTIC CONSTRUCTION, LLC | TIDEWATER, INC. | |
| MEASUTRONICS CORPORATION | TIGUA ENTERPRISES, INC. | |



We are BIG on Small Business!



As of 1 April 2021: FY 21 Small Business Goals %

| Programs | FY21 Actions | FY21 Dollars | FY21 % Dollars | FY21 Goal | FY20 Variance |
|-------------------------|--------------|----------------|----------------|---------------|---------------|
| Small Business Eligible | 280 | \$77.5M | | | |
| Small Business | 249 | \$35.1M | 45.29% | 42.55% | +2.74 |
| SDB | 150 | \$26.7M | 34.44% | 21.28% | +13.16 |
| SDVOSB | 33 | \$1.5M | 1.99% | 5.90% | -3.91 |
| Woman Owned SB | 41 | \$19.7M | 25.46% | 7.09% | +18.37 |
| HUBZone | 29 | \$21.6M | 27.89% | 6.78% | +21.11 |



CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 1 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-------------|---|----------------------|---------------------------|---------------------------|-----------|--------------------------|----------------|
| CIVIL WORKS | BPA Obstruction Removal in Federal Channels | North Charleston, SC | 2 nd Qtr, FY21 | 3rd Qtr, FY21 | \$25-100K | Small Business Set Aside | W912HP21T0001 |
| CIVIL WORKS | Construction of Water Tower | Lake Marion, SC | 3rd Qtr, FY21 | 3 rd Qtr, FY21 | \$5-10M | Small Business Set Aside | W912HP21R0001 |

HIRE Vets Medallion Award 2021: What You Need to Know

The Department of Labor is soliciting applications 31 Jan – 30 April 2021

[The Honoring Investments in Recruiting and Employing American Military Veterans Act of 2017](#) (HIRE Vets Act or the Act), requires the Secretary of Labor to establish a program, by rule, that recognizes employer efforts to recruit, employ, and retain veterans. <https://www.hirevets.gov/about>

These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>
The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 2 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-------------------------------------|-------------------------------------|-----------------|-----------------|---------------------------|---------|--------------------------|----------------|
| CIVIL WORKS | LM Winding Woods Reach – Water Line | South Carolina | 3rd Qtr, FY21 | 3 rd Qtr, FY21 | \$5-10M | TBD | TBD |
| 81 st Readiness Division | Municipal Services IDIQ | Puerto Rico | 3rd Qtr, FY21 | 3 rd Qtr, FY21 | \$5-10M | TBD | W912HP21R1009 |
| DEFENSE LOGISTICS AGENCY | Fire Protection/ Alarms Replacement | Anniston, AL | 3rd Qtr, FY21 | 3 rd Qtr, FY21 | \$5-10M | TBD | W912HP21R6001 |
| MARINE FORCES RESERVE | VMF Renovations | Kansas City, MO | 3rd Qtr, FY21 | 4 th Qtr, FY21 | \$5-10M | 8(a) Sole Source | TBD |

These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>
The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 3 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-------------------------------------|--|--------------------|--------------------------|----------------|-----------|--------------------------|----------------|
| DEFENSE LOGISTICS AGENCY | Fire Protection MATOC | Various | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$25-100M | Unrestricted | W912HP21R6000 |
| VETERAN AFFAIRS | Construct Parking Garage Expansion (D-B-B) | Charleston, SC | 3 rd Qtr FY21 | 4rth Qtr, FY21 | \$10-25M | SDVOSB | W912HP21R4003 |
| 81 st READINESS DIVISION | Resets -Cromwell | Various | 3 rd Qtr FY21 | 4rth Qtr, FY21 | \$10-25M | TBD | TBD |
| CATHODIC PROTECTION | Cathodic Protection (SATOC IDIQ) | Various South-East | 3 rd Qtr FY21 | 4rth Qtr, FY21 | \$5-10M | TBD | W912HP21R5000 |

These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>
The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 4 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-----------------------|--|-------------------|-----------------|----------------|------------|--------------------------|----------------|
| VETERAN AFFAIRS | Construct Additional Parking Garage Levels (D-B) | Charleston, SC | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$5-10M | SDVOSB | W912HP21R4004 |
| MARINE FORCES RESERVE | VMF Roof Replacement | South Bend, IN | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$250-500K | 8(a) Set Aside | TBD |
| MARINE FORCES RESERVE | Roof Replacement | Fort Snelling, MN | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |
| MARINE FORCES RESERVE | Brooklyn ATFP Improvements/Upgrades (D-B-B) | Brooklyn, NY | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |

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CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 5 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-----------------------|----------------------------------|-----------------------|-----------------|----------------|------------|--------------------------|----------------|
| MARINE FORCES RESERVE | ATFP Improvements/Upgrades (D-B) | Joliet, IL | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |
| MARINE FORCES RESERVE | ATFP Improvements/Upgrades (D-B) | Wilmington, DE | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |
| MARINE FORCES RESERVE | Battle Creek Dam Improvements | Battle Creek, MI | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$250-500K | TBD | TBD |
| MARINE FORCES RESERVE | Ballistics Protection (D-B) | Concord & Lathrop, CA | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |

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CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 6 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-----------------------|----------------------------------|----------------|-----------------|----------------|--------|--------------------------|----------------|
| MARINE FORCES RESERVE | Ballistics Protection (D-B) | Miramar, CA | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |
| MARINE FORCES RESERVE | Ballistics Protection (D-B) | Folsom, PA | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |
| MARINE FORCES RESERVE | Whole Center Renovations | Huntsville, AL | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | TBD | TBD |
| MARINE FORCES RESERVE | ATFP Improvements/Upgrades (D-B) | LaFayette, LA | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | 8(a) Set Aside | TBD |

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CHARLESTON DISTRICT PROJECTIONS FY2021

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 7 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-------------------------|--|--------------------|-----------------|----------------|------------|--------------------------|----------------|
| MARINE FORCES RESERVE | Roof Replacement | Galveston, TX | 3rd Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | TBD | TBD |
| MARINE FORCES RESERVE | ATFP Upgrades Windy Hill | Smyrna, Ga. | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$1-5M | TBD | TBD |
| FORT JACKSON | Relocatable PM contract Re-Procurement | Fort Jackson, SC | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$250-500k | TBD | TBD |
| 81ST READINESS DIVISION | FY21 81st Resets - expFed | Various South-East | 4rth Qtr, FY21 | 4rth Qtr, FY21 | \$10-25M | TBD | TBD |

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CHARLESTON DISTRICT PROJECTIONS FY2022

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 8 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|-----------------|--|---------------------------|-----------------|---------------------------|---------|--------------------------|----------------|
| VETERAN AFFAIRS | VA CHS C&P Clinic | Joint Base Charleston, SC | 3rd Qtr, FY21 | 1 st Qtr, FY22 | \$5-10M | SDVOSB | TBD |
| VETERAN AFFAIRS | VA Prosthetics Center Construction | Columbia, SC | 3rd Qtr, FY22 | 4 th , FY22 | \$5-10M | SDVOSB | W912HP21R4001 |
| VETERAN AFFAIRS | VA Construct Eye Clinic | Columbia, SC | 3rd Qtr, FY22 | 4 th Qtr, FY22 | \$5-10M | SDVOSB | TBD |
| VETERAN AFFAIRS | VA Behavioral Health Center Construction | Columbia, SC | 2nd Qtr, FY22 | 3rd Qtr, FY22 | \$5-10M | SDVOSB | W912HP214005 |

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CHARLESTON DISTRICT PROJECTIONS FY2022

AS OF 1 APRIL 2021 (SEARCH BETA.SAM.GOV W912HP*) (PAGE 9 OF 9)



| Program | Project | Location | Advertised Date | Award Date | Range | Small Business Set Aside | Solicitation # |
|--------------|------------------------------------|--------------------|-----------------|---------------|-----------|--------------------------|----------------|
| FORT JACKSON | Reception Complex Phase II | Fort Jackson, SC | 4rth Qtr, FY21 | 1st Qtr, FY22 | \$25-100M | TBD | TBD |
| CIVIL WORKS | Pawleys Island Beach Renourishment | Pawleys Island, SC | TBD, FY22 | TBD, FY22 | \$5-10M | TBD | W912HP19B5000 |

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CHARLESTON DISTRICT ACTIVE SATOC SUMMARY

AS OF 1 APRIL 2021 (PAGE 1 OF 2)



| SATOC Contract # | Program Description | Vendor Name | Ordering Vehicle Ceiling | Award Date | Last Date To Order |
|------------------|--|---------------------------------------|--------------------------|------------|--------------------|
| W912HP-16-A-0001 | BPA _ Hazard Navigation | SALMONS DREDGING CORPORATION | \$90M | 5/2/2016 | 4/30/2021 |
| W912HP-16-D-0012 | 81st RSC Puerto Rico Municipal Svcs | LOGISTICS & TECHNOLOGY SERVICES, INC. | \$6.0M | 8/12/2016 | 8/11/2021 |
| W912HP-16-D-0013 | Region G Facility Invest 81st RSC | TIDEWATER, INC. | \$5.8M | 7/1/2016 | 6/30/2021 |
| W912HP-16-D-0014 | 81st RSC Facility Invest Puerto Ric | ENVIREMEDIAL SERVICES, INC. | \$17.4M | 8/2/2016 | 5/26/2021 |
| W912HP-17-D-0001 | 81st RSC FIS Region A | TIDEWATER, INC. | \$5.1M | 3/27/2017 | 3/26/2022 |
| W912HP-17-D-0002 | 81st RSC FIS Region B | LOGISTICS & TECHNOLOGY SERVICES, INC. | \$5.3M | 2/21/2017 | 2/14/2022 |
| W912HP-17-D-0004 | 81st RSC Municipal Louisiana | LOGISTICS & TECHNOLOGY SERVICES, INC. | \$2.2M | 3/28/2017 | 3/31/2022 |
| W912HP-17-D-0005 | Cathodic Protection IDIQ CorrPro | CORRPRO COMPANIES, INC. | \$5.0M | 6/12/2017 | 6/5/2022 |
| W912HP-17-D-0006 | 81st RSC Municipal SVS SC | LOGISTICS & TECHNOLOGY SERVICES, INC. | \$4.7M | 6/20/2017 | 6/30/2022 |
| W912HP-17-D-2000 | PMS, Ft. Jackson SC | C. MARTIN COMPANY, INC. | \$30.5M | 6/15/2017 | 6/15/2022 |
| W912HP-17-D-3000 | Cathodic Protection IDIQ Pond | POND & COMPANY | \$5.0M | 6/23/2017 | 6/19/2022 |
| W912HP-18-D-1001 | 81st RSC FIS Region C | TIDEWATER, INC. | \$5.9M | 6/13/2018 | 12/31/2023 |
| W912HP-18-D-3002 | Central Facilities Investment Services | ENVIREMEDIAL SERVICES, INC. | 5.6M | 9/28/2018 | 9/25/2023 |
| W912HP-18-D-3003 | Midwest Facilities Investment Services | ENVIREMEDIAL SERVICES, INC. | \$8.2M | 9/28/2018 | 9/25/2023 |
| W912HP-18-D-3004 | Northeast Facilities Investment Services | ENVIREMEDIAL SERVICES, INC. | \$11.4M | 9/28/2018 | 9/27/2023 |
| W912HP-18-D-3005 | Southeast Facilities Investment Services | ENVIREMEDIAL SERVICES, INC. | \$8.9M | 9/28/2018 | 9/27/2023 |



CHARLESTON DISTRICT ACTIVE SATOC SUMMARY



AS OF 1 APRIL 2021 (PAGE 2 OF 2)

| SATOC Contract # | Program Description | Vendor Name | Ordering Vehicle Ceiling | Award Date | Last Date To Order |
|------------------|--|---|--------------------------|------------|--------------------|
| W912HP-18-D-3006 | Intrusion Detection Services MFR | JOHNSON CONTROLS SECURITY SOLUTIONS LLC | \$4.6M | 9/28/2018 | 9/26/2023 |
| W912HP-19-D-1000 | Pond AE Services | POND & COMPANY | \$6.5M | 12/19/2018 | 11/15/2021 |
| W912HP-19-D-1001 | 81st FIS Region F | KING & GEORGE, LLC | \$6.1M | 5/9/2019 | 11/18/2024 |
| W912HP-19-D-1002 | 81st FIS, Reg H | TIDEWATER, INC. | \$5.5M | 5/10/2019 | 11/18/2024 |
| W912HP-19-D-1003 | 81st FIS, Reg K Base IDIQ | ENVIREMEDIAL SERVICES, INC. | \$6.2M | 8/7/2019 | 3/1/2025 |
| W912HP-19-D-1004 | 81st FIS Reg DJ | TIDEWATER, INC. | \$8.7M | 8/9/2019 | 3/1/2025 |
| W912HP-19-D-1005 | IDIQ Construction for AL | ARCHWAY SOLUTIONS LIMITED LIABILITY COMPANY | \$2.0M | 6/28/2019 | 6/27/2023 |
| W912HP-19-D-1006 | IDIQ Construction for GA / SC - Powell | POWELL CONSTRUCTION SERVICES, INC. | \$2.0M | 7/15/2019 | 7/14/2023 |
| W912HP-19-D-1007 | IDIQ Construction for GA / SC - Reliance | RELIANCE CONSTRUCTION MANAGEMENT COMPANY | \$2.0M | 7/15/2019 | 7/14/2023 |
| W912HP-19-D-1008 | IDIQ Construction for GA / SC - Collins | COLLINS CONSTRUCTION SERVICES, INC. | \$2.0M | 7/15/2019 | 7/14/2023 |
| W912HP-19-D-1009 | IDIQ Construction for GA / SC - Constructive Ingen | CONSTRUCTIVE INGENUITY, LLC | \$2.0M | 7/16/2019 | 7/15/2023 |
| W912HP-19-D-1010 | IDIQ Construction for GA / SC - ML Builders | ML BUILDERS, LLC | \$2.0M | 7/16/2019 | 7/15/2023 |
| W912HP-19-D-1011 | IDIQ Construction for MS- BeneCorp | BENECORP, INC | \$2.0M | 9/27/2019 | 9/26/2023 |
| W912HP-20-D-1001 | Reg G Base IDIQ | ENVIREMEDIAL SERVICES, INC. | \$5.7M | 5/29/2020 | 12/30/2025 |
| W912HP-20-D-3000 | Svc-WR, New Contract | ENVIREMEDIAL SERVICES, INC. | \$9.5M | 9/8/2020 | 3/30/2026 |
| W912HP-21-D-1000 | FY21 81st FIS Reg B Base IDIQ | TIDEWATER, INC. | \$5.4M | 2/19/2021 | 8/31/2026 |
| W912HP-21-D-1001 | FY21 Reg E Base IDIQ ; Reg's B & E Base IDIQ RFP | TIDEWATER, INC. | \$5.3M | 2/22/2021 | 8/31/2026 |



CHARLESTON DISTRICT ACTIVE MATOC SUMMARY



AS OF 1 APRIL 2021 (PAGE 1 OF 2)

| MATOC Contract # | Program Description | Vendor Name | Max Capacity | Award Date | Last Date To Order |
|------------------|------------------------------------|---|--------------|------------|--------------------|
| W912HP-16-D-0005 | ECS MATOC (REAT), GPE | GRYPHON PHE ECATS JV | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0006 | ECS MATOC (REAT) Mabbett | MABBETT & ASSOCIATES, INC. | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0007 | ECS MATOC (REAT) HazAir | HAZAIR, INC. | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0008 | ECS MATOC (REAT), LRS GEO JV | LRS GEO JV | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0009 | ECS MATOC (REAT) Redhorse | REDHORSE CORPORATION | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0010 | ECS MATOC (REAT) RJRudy | RJRUDY, LLC | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0011 | ECS MATOC (REAT) S&A Environmental | S & A ENVIRONMENTAL CONSULTANTS, LLC | \$30.0M | 8/5/2016 | 8/4/2021 |
| W912HP-16-D-0015 | ECS MATOC (REAT) GEAR, Inc. | GATOR ENGINEERING & AQUIFER RESTORATION, INC. | \$30.0M | 9/28/2016 | 8/4/2021 |
| W912HP-16-D-0016 | ECS MATOC (REAT) First Envmt, Inc. | FIRST ENVIRONMENT, INC. | \$30.0M | 9/28/2016 | 8/4/2021 |
| W912HP-16-D-0017 | ECS MATOC (REAT) Argonaut | ARGONAUT | \$5.0M | 9/28/2016 | 8/4/2021 |
| W912HP-21-D-6000 | FY21 - DLA-MFR Construction MATOCs | A&H - AMBICA JV, LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6001 | FY21 - DLA-MFR Construction MATOCs | DOYON MANAGEMENT SERVICES, LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6002 | FY21 - DLA-MFR Construction MATOCs | HHI CORPORATION | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6003 | FY21 - DLA-MFR Construction MATOCs | MIDNIGHT SUN - CENTENNIAL JV, LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6004 | FY21 - DLA-MFR Construction MATOCs | ROUNDHOUSE-MV JV | \$124.5M | 3/18/2021 | 3/17/2024 |



CHARLESTON DISTRICT ACTIVE MATOC SUMMARY



AS OF 1 APRIL 2021 (PAGE 2 OF 2)

| MATOC Contract # | Program Description | Vendor Name | Ordering Vehicle Ceiling | Award Date | Last Date To Order |
|------------------|------------------------------------|---|--------------------------|------------|--------------------|
| W912HP-21-D-6005 | FY21 - DLA-MFR Construction MATOCs | SES ELECTRICAL LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6006 | FY21 - DLA-MFR Construction MATOCs | TEAM CONSTRUCTION, LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6007 | FY21 - DLA-MFR Construction MATOCs | WALGA ROSS GROUP 3 JV | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6008 | FY21 - DLA-MFR Construction MATOCs | A&H - AMBICA JV, LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6009 | FY21 - DLA-MFR Construction MATOCs | GIDEON CONTRACTING, LIMITED LIABILITY COMPANY | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6010 | FY21 - DLA-MFR Construction MATOCs | HHI CORPORATION | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6011 | FY21 - DLA-MFR Construction MATOCs | IRON MIKE CONSTRUCTION LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6012 | FY21 - DLA-MFR Construction MATOCs | MIDNIGHT SUN - CENTENNIAL JV, LLC | \$124.5M | 3/18/2021 | 6/9/2026 |
| W912HP-21-D-6013 | FY21 - DLA-MFR Construction MATOCs | ROUNDHOUSE-MV JV | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6014 | FY21 - DLA-MFR Construction MATOCs | SES ELECTRICAL LLC | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6015 | FY21 - DLA-MFR Construction MATOCs | WALGA ROSS GROUP 3 JV | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-21-D-6016 | FY21 - DLA-MFR Construction MATOCs | MACRO-Z-TECHNOLOGY COMPANY | \$124.5M | 3/18/2021 | 3/17/2024 |
| W912HP-20-D-5000 | Burns & McDonnell AE IDIQ MATOC | BURNS & MCDONNELL ENGINEERING COMPANY, INC. | \$50.0M | 7/15/2020 | 7/14/2025 |
| W912HP-20-D-5001 | Cromwell AE IDIQ MATOC | CROMWELL ARCHITECTS ENGINEERS, INC. | \$50.0M | 7/15/2020 | 7/14/2025 |
| W912HP-20-D-5002 | exp Federal AE IDIQ MATOC | EXP FEDERAL INC. | \$50.0M | 7/15/2020 | 7/14/2025 |



NEW LAW EFFECTING 8(A) CONSTRUCTION CONTRACTS



13 CFR 124.501(k): In order to be awarded a sole source or competitive 8(a) construction contract, a Participant must have a bona fide place of business within the applicable geographic location determined by SBA. This will generally be the geographic area serviced by the SBA district office, a Metropolitan Statistical Area (MSA), a contiguous county (whether in the same or different state), or the geographical area serviced by a contiguous SBA district office to where the work will be performed. SBA may determine that a Participant with a bona fide place of business anywhere within the state (if the state is serviced by more than one SBA district office), one or more other SBA district offices (in the same or another state), or another nearby area is eligible for the award of an 8(a) construction contract.

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Working Today to Build a Better Tomorrow



CHARLESTON DISTRICT TAKE AWAYS & POC



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Wayne Hiatt, 843-329-8084, wayne.f.hiatt@usace.army.mil



Projections Posted monthly along with District Out-Reach Briefing and Outreach Events at:

<https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>

Capabilities Briefings: Scheduled Every Thursday Morning (No briefings scheduled Jul, Aug and Sep)

Sources Sought, RFPs & award notices are found at [Beta.SAM.GOV](https://beta.sam.gov) (Search W912HP*) and on

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Address: Charleston District, USACE, 69-A Hagood Ave., Charleston, SC 29403-5107