

PANEL SESSION 57 - US DOE and USACE Small Business Contracting Opportunities

Co-Chairs: Roger Merrick, *E2 Consulting Engineers, Inc.*;
Michael Davidson, *Tidewater, Inc.*

Reporter: Michael Davidson, *Tidewater, Inc.*

Panelists Included:

- Ralph Holland, *Assistant Director-Office of Contracting, US DOE*
- Keith Joy, *Small Business Programs, Oak Ridge National Laboratory*
- Greg Meyer, *Senior Vice President of Operations, Fluor Government Group*
- Rich Meyer, *Director of Supply Chain Mgmt, Mission Support Alliance, LLC*
- Dave Oren, *VP of Business Development, Marking and Proposals, CH2M HILL*
- Arthur Saulsberry, *Small Business Administrator, USACE*
- Tony Fountain, *Senior Vice President of Business Operations, URS Corporation*

Ralph Holland presented the organizational profile and contracting activities within DOE's Environmental Management Consolidated Business Center (DOE-EMCBC). DOE-EMCBC employs 200 federal employees as a sort of "internal staff augmentation function" and supports the following DOE offices/functions:

- EM Acquisition Center,
- Carlsbad Field Office (CFO),
- Portsmouth/Paducah Project (PPP) Office,
- Office of Small Site Support and Small Projects and
- Portions of the Complex-wide Nationwide ID/IQ projects.

Mr. Holland reviewed current, expiring and upcoming contracts under the purview of DOE-EMCBC. His overview included dates, budgetary figures, and small business targets (these are included in his presentation). Upcoming opportunities discussed, with current contract expiration dates, included:

- Closing of the Boeing Energy Technology Engineering Center (ETEC) 2011,
- Operations at the Stanford Linear Accelerator 2011,
- Moab UMTRA 2011, currently evaluating SB set-aside proposals for contract through 2025,
- Operations at Brookhaven National Laboratory 2011,
- Operations at West Valley Demonstration Project 2011,
- Cleanup of the Separations Process Research Unit (SPRU) 2011,
- Operations and remediation at Portsmouth and Paducah Gaseous Diffusion Plants (GDPs) 2020,
- Operation of the Waste Isolation Pilot Plant, draft RFPP to be issued at the end of 2011
- Nationwide ID/IQs, 23 total, 12 SB set-aside and 11 unrestricted during the next five (5) years.

Mr. Holland informed the audience that opportunities are best pursued through the website at www.emcbc.doe.gov and encouraged businesses to attend the DOE's 12th Annual Small

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Business Conference and Expo in Kansas City, MO May 10-12, 2011
(<http://smallbusinessconference.energy.gov/>).

Keith Joy discussed upcoming business opportunities through the Oak Ridge National Laboratory (ORNL) and provided an overview of the Battelle family of DOE Laboratories including:

- Brookhaven National Laboratory (BNL)
- Idaho National Laboratory (INL)
- National Renewable Energy Laboratory (NREL)
- Pacific Northwest National Laboratory (PNNL)
- ORNL
- The International Thermonuclear Experimental Reactor (ITER) project in France, supported by the EU and six (6) other countries.

Mr. Joy provided a handout of contracting opportunities through ORNL. He may be contacted at joyks@ornl.gov.

Greg Meyer discussed common issues between large businesses and their subcontracted small businesses and how Fluor Federal Services approaches small business contracting in DOE. Typically, the large business prime contractor to DOE has only needed to enlist “just-in-time” bench support from its sub-tier contractors. Now, DOE is requiring SB subcontracting plans in procurements, which often lead to the formation of a limited liability corporation (LLC). One of the problems here is that the employees generally gravitate toward employment with the large business LLC member, and the SB loses its employees. He suggested that when forming an LLC to pursue a DOE opportunity, the team should be very specific about how the SB will participate in the LLC and should execute as such after contract award. If that is not a practical solution, consideration should be given by the large business to procure the support through a competitive SB set-aside contract.

Rich Meyer discussed the profile and contracting activities of Mission Support Alliance, LLC, a prime contractor to DOE/RL. His points included strategic and socioeconomic goals, and developmental support to small businesses. MSA has a commitment under their contract with DOE to subcontract 50% of their scope, with 25% of that to SB, and must form five Mentor-Protégé relationships – through which Mr. Meyer acknowledged that the Mentor also learns from the Protégé. If MSA does not meet these goals, they lose fee. Presently they have struggled to find SDBs and SDVOSBs. They do not have 8(a) subcontracting goals. He noted that communication regarding MSA procurements is best conducted via the internet at www.hanford.gov/pmm/page.cfm/MSAContracts. He suggested that interested small businesses attend the 2010 Bridging Partnerships Small Business Symposium in Pasco, WA April 26-27, 2011.

Dave Oren provided an overview of the CH2M-Hill history and organizational profile. CH2M-Hill is a company that is over 60 years old and whose core values include commitment to health, safety, security, and the environment. CH2M-Hill is a 100 percent employee-owned company with \$6B in annual revenues. Presently, CH2M-Hill holds contracts at the Hanford Central Plateau Remediation Site valued at \$1B, where \$800M is subcontracted; and at the Idaho

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Cleanup Project (ICP) valued at \$300M, where \$110M is subcontracted. Mr. Oren noted that a key to successful SB partnering on DOE projects is that the SB be given “meaningful” work. Jan Sullivan is the Small Business advocate at CH2M-Hill and Willie Franklin will represent the company at the upcoming Small Business Conference and Expo in Kansas City. Business is best conducted with CH2M-Hill at www.platauremediation.hanford.gov and www.idahocleanupproject.com.

Arthur Saulsberry provided an overview of the USACE Kansas City District organization and its contracting opportunities. The District has a 2011 baseline budget of about \$800M, and anticipates to be distributing set-asides approximately as SDB \$95M, Woman-owned \$40M, HUB Zone \$75M, SDVOSB \$12M, SB \$320M and large business \$380M. Top priorities at the District are SB, SDVOSB, and Woman-owned business subcontracting. They support civil engineering, military operations, and environmental remediation – mostly HTRW contracts for FUSRAP and Superfund in EPA Region 2. Major USACE procurements Mr. Saulsberry discussed were:

- Omaha Multiple Environmental Government Acquisition (MEGA) contract; RFP due out 4th quarter 2011; \$100M in SB, SDVSOB, and 8(a) set-aside and
- Environmental Services at FUSRAP Maywood Superfund Site; RFP due our 1st Quarter 2012; not under the MEGA contract vehicles, SB and large business opportunity.

Mr. Saulsberry can be contacted at (816) 389-3927.

Tony Fountain presented the federal contracting profile of URS Corporation (URS). URS has annual revenues of \$9B, \$4.2B of which is federal revenue. Of the federal revenue, 57% comes as federal procurement support. URS has 30% SB participation on its federal contracts – 53% of that is in the procurement sector – which has tripled since 2008. URS is the second largest contractor in the DOE Complex. A particular challenge for them has been HUBZone subcontracting. Mr. Fountain’s two key “take-aways” for small business were to 1) ensure you are registered and up-to-date in the Central Contractor Registration (CCR) database and have completed on-line representations and certifications (ORCA); and 2) make contact at the local level when pursuing work. He suggested that SB opportunities on URS projects be explored at www.urs.com/abouturs/smallbusiness/supplierdiversity/contacts. Mr. Fountain provided handouts on Supplier Diversity Contact Information and DOE Project procurement contacts for the various URS teams in the Complex.

Approximately 60 – 70 people attended this session. About five (5) comments and questions were posed by the audience following the final presentation. Questions and comments were related to general advice for commercial companies seeking to penetrate the market and win federal contracts within DOE and USACE.

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