

## To All Small Business Concerns

It is the policy of the United States government to provide maximum practicable opportunities in its acquisitions to Small Businesses, Small Disadvantaged Businesses (SDB), Service-Disabled Veteran-Owned Small Businesses (SDVOSB), Historically Underutilized Business (HUB) Zone, Woman-Owned Small Businesses (WOSB) and Economically Disadvantaged Woman-Owned Small Businesses (EDWOSB). Additionally, small business concerns must have the maximum practicable opportunity to participate as subcontractors in contracts awarded consistent with FAR 19.201.



## Doing Business With St. Paul

Solicitations are posted on the **www.sam.gov** website. You can bid on any solicitation as long as you meet any indicated small business set-aside requirement and/or specialized registration. We do not have bidder lists or any other special registration lists. The **www.sam.gov** website is the centralized location for all federal government solicitations over \$10,000.

## Helpful Websites

### Headquarters U.S. Army Corps of Engineers Small Business

<https://www.usace.army.mil/Business-With-Us/Small-Business/>

### St. Paul District

<https://www.mvp.usace.army.mil/Business-With-Us/Small-Business/#new>

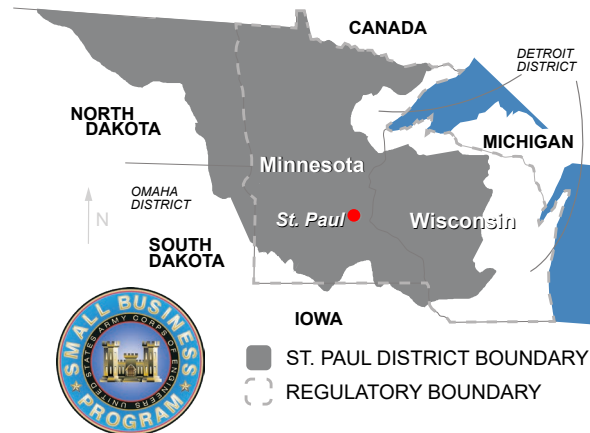
### Small Business Administration

[www.sba.gov](http://www.sba.gov)

### Procurement Technical Assistance Centers

<https://www.ptac-us.org/find-a-ptac/>

## ST. PAUL DISTRICT LOCATION



## St. Paul District Contacts

### U.S. Army Corps of Engineers

Attn: Deputy for Small Business Programs  
332 Minnesota St, Ste E1500  
St. Paul, MN 55101-1323

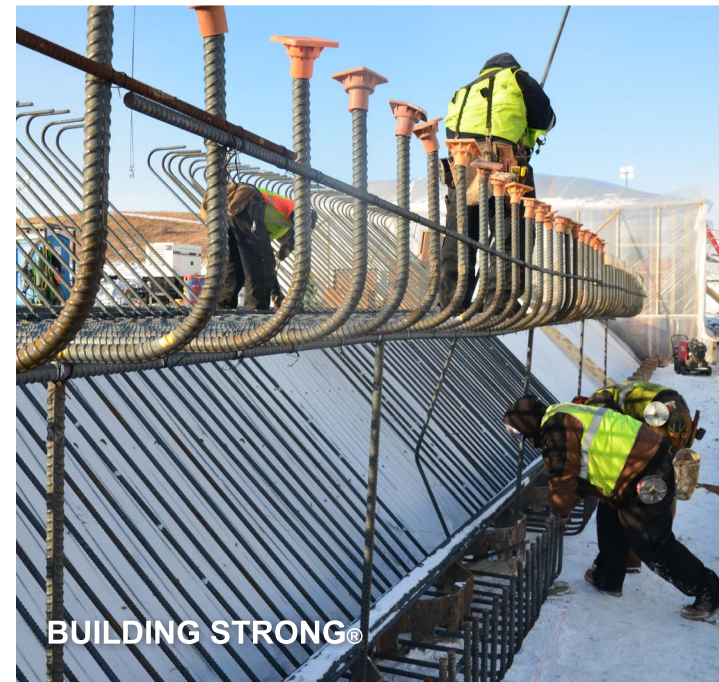
Small Business Program Manager  
651-290-5723  
[christine.davis@usace.army.mil](mailto:christine.davis@usace.army.mil)

Chief of Contracting  
651-290-5414  
[kevin.p.henricks@usace.army.mil](mailto:kevin.p.henricks@usace.army.mil)



US Army Corps  
of Engineers®  
St. Paul District

## OPPORTUNITIES FOR SMALL BUSINESS



BUILDING STRONG®



## St. Paul District

The district has 650 team members serving a geographical area that exceeds 139,000 square miles. Within that area the district has 41 different sites, 16 reservoirs, 19 recreation locations and 13 locks and dams on the Mississippi River. To facilitate commercial navigation, the district also maintains a 9-foot channel for a 280-mile stretch of the Mississippi River down to Guttenberg, Iowa.

Civil Works is one of the district's main missions. Military (MILCON) construction is handled through other U.S. Army Corps of Engineers district offices. The small business specialist in any district can help you determine which district deals with the type of construction provided by your company.

The St. Paul district provides responsive, reliable and professional engineering to address these seven basic functions: environmental enhancement, commercial and recreational navigation of waterways, flood damage reduction, wetlands regulations, operation and maintenance of recreation sites, disaster response and water/wastewater systems and associated architect and engineering services.



## Types Of Set Asides

There are several types of set aside programs in the federal small business program. The most common type of set aside is a small business set aside. Any procurement in the federal government that is under \$150,000 is automatically set aside for small businesses.

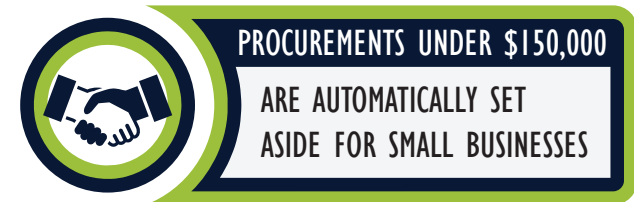
Another type of set aside is an 8(a) set aside. Section 8(a) refers to a section of the Small Business Act that allows federal contracting officers to set aside certain procurements for 8(a) firms either on a sole source basis or on a competitive 8(a) basis. In the construction world, we can sole source a procurement under \$4 million to an 8(a) firm and negotiate a fair and reasonable price. If the procurement is more than \$4 million, we can set it aside and limit competition to 8(a) firms only.

The U.S. Army Corps of Engineers works to set-aside procurements for Small Socio-Economically Disadvantaged Businesses. If two or more WOSB, EDWOSB, SDVOSB or Historically Underutilized Business Zone (HubZone) demonstrate ability to perform the requirement, the U.S. Army Corps of Engineers office may set-aside the requirement to compete exclusively within that socio-economic category.

## Registrations & Certifications

The Contractor Central Registry has been replaced by System for Award Management at [www.sam.gov](http://www.sam.gov). Registration on the site is free and mandatory to have your proposal considered for a federal contract.

Companies can self certify that you are a small business. Companies must apply to receive certification from the Small Business Administration (SBA) in order to become WOSB, EDWOSB and/or a HubZone. Certification for SDVOSB is moving from the Veterans Affairs to the SBA so watch for information about that transition. Please remember that state, county and city certifications are different from federal certifications.



## Subcontracting Opportunities

At first glance, it may appear that many of the districts projects are too large for a firm your size. Be assured there is room for you. Before the district awards a contract, that has subcontracting possibilities, that is expected to exceed \$750,000 for non-construction and \$1.5 million for construction to a large business the large business must submit a subcontracting plan that details how much work they intend to subcontract to small business. Goals are negotiated for each small business category, and the large business must meet those subcontracting goals over the life of the contract. How do large businesses find small businesses to subcontract with? Many of them search [www.sam.gov](http://www.sam.gov) so be sure and get registered.