

## 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, veteran-owned small businesses, service-disabled, veteran-owned small businesses, HUB Zone (Historically Underutilized Business Zones) small businesses, woman-owned small businesses and disadvantaged small businesses. Additionally, such business concerns must also have the maximum practicable opportunity to participate as subcontractors in contracts awarded by any executive agency consistent with efficient contract performance (FAR 19.201).



## Doing Business With St. Paul

Solicitations are posted at [www.fbo.gov](http://www.fbo.gov). You can bid on any solicitation. We do not have bidder lists or any other special list that you need to sign up on in order to bid on any of our solicitations. In addition to getting access to current solicitations for the St. Paul District, the website also provides access to all current solicitations for all Corps districts nationwide.

## Helpful Websites

**Department of Defense Small Business**  
[www.acq.osd.mil/sadbu](http://www.acq.osd.mil/sadbu)

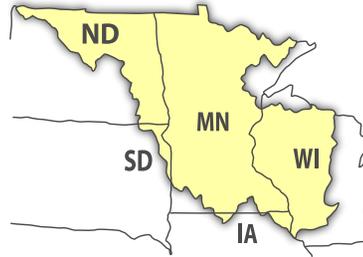
**Headquarters U.S. Army Corps of Engineers Small Business**  
[www.usace.army.mil/CESB/](http://www.usace.army.mil/CESB/)

**St. Paul District**  
[www.mvp.usace.army.mil](http://www.mvp.usace.army.mil)

**Small Business Administration**  
[www.sba.gov](http://www.sba.gov)

**Procurement Technical Assistance Centers**  
[www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)

## ST. PAUL DISTRICT LOCATION



## St. Paul District Contacts

**U.S. Army Corps of Engineers**  
Attn: Deputy for Small Business Programs  
180 Fifth St. E., Ste. 700  
St. Paul, MN 55101-1678

Small Business Program Manager  
651-290-5723  
[denette.k.ramsay@usace.army.mil](mailto:denette.k.ramsay@usace.army.mil)

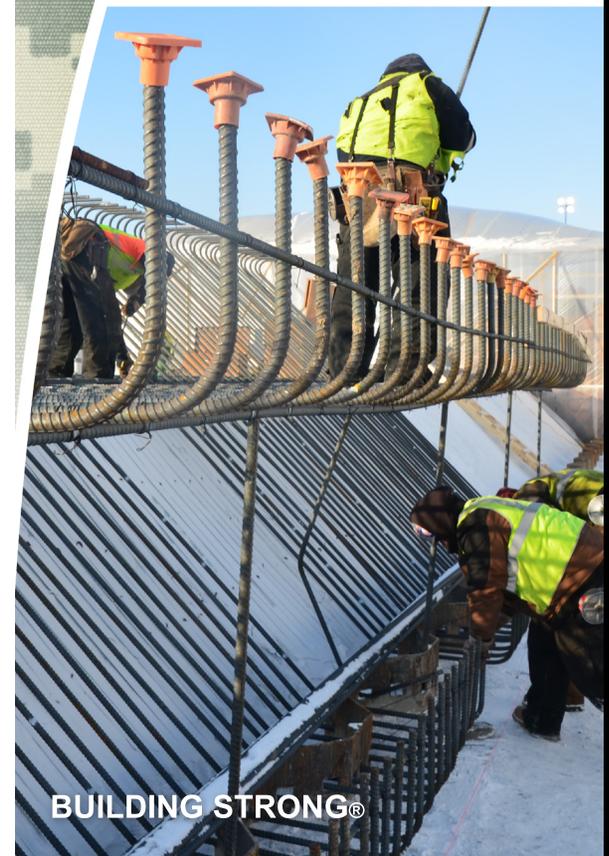
Chief of Contracting  
651-290-5414  
[kevin.p.henricks@usace.army.mil](mailto:kevin.p.henricks@usace.army.mil)

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**US Army Corps of Engineers®**  
St. Paul District



**BUILDING STRONG®**

OPPORTUNITIES FOR SMALL BUSINESS

### St. Paul District

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

We are a civil works district. Military construction is handled through other Corps districts. The small business specialist in any Corps district can help you determine which district deals with the type of construction provided by your company.

We provide 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.

We also require architect-engineering services. If your firm is interested in this type of work, you must complete a Standard Form 330, architect-engineer qualifications, when you respond to individual solicitations and announcements.



### 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 \$100,000 is automatically set aside for small businesses.

Another type of set aside is an 8a set aside. Section 8a refers to that section of the Small Business Act that allows federal contracting officers to set aside certain procurements for 8a firms either on a sole source basis or on a competitive 8a basis. In the construction world, we can set aside a procurement under \$3.5 million to an 8a firm and negotiate a fair and reasonable price. If the procurement is more than \$3.5 million, we can set it aside and limit competition to 8a firms only.

A third type of set aside is a HUB Zone set aside. If the contracting officer believes there are two or more HUB Zone firms that can provide a fair and reasonable bid on a procurement, the contracting officer shall set that procurement aside for HUB Zone competition only.

The last type of set aside is a service-disabled, veteran-owned small business set aside. The criteria are similar to the HUB Zone set aside. If the contracting officer believes there are two or more HUB Zone firms that can provide a fair and reasonable bid on a procurement, the contracting officer may set that procurement aside for competition among service-disabled, veteran-owned small businesses only.

### 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. SAM also replaces EPLS and ORCA.

You can self certify that you are a small business, a woman-owned small business, a veteran-owned small business and a service-disabled, veteran-owned small business. You must, however, apply for and receive certification from the Small Business Administration in order to become a HUB Zone Small Business and a Small Disadvantaged Business. Please remember that state, county and city certifications are different from federal certifications.



**PROCUREMENTS UNDER \$100,000**  
**ARE AUTOMATICALLY SET ASIDE FOR SMALL BUSINESSES**

### Subcontracting Opportunities

At first glance, it may appear that many of our projects are too large for a firm your size. Be assured there is room for you. Before we award a large contract to a large business (a large contract in construction is any contract more than \$1 million and a large business in construction is any firm that averages more than \$36.5 million in revenue per year during a three-year period), the large business must submit a subcontracting plan that details how much work they intend to subcontract. 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 the CCR database so be sure and get registered in that database. It's important.

