



Hunters Point Naval Shipyard Building Demolition Project

Contracting and Subcontracting Information and Resources

**Hunters Point Shipyard Citizens Advisory Committee
Business & Employment Subcommittee Meeting**

September 11, 2024

Michael Pound – BRAC Environmental Coordinator

Jennifer Reece and Chad Slade – NAVFAC SW Contracts

Anthony Phillips – NAVFAC SW Office of Small Business Programs

Thomas Burns – NorCal APEX Accelerator

Agenda

Topic	Team Member
• Introductions	Michael Pound, HPNS BRAC Environmental Coordinator
• Building Demolition Contracting Information Hub	Michael Pound, HPNS BRAC Environmental Coordinator
• Building Demolition Contracting Process and Primary Contractor Requirements	Jennifer Reece and Chad Slade, NAVFAC Southwest Contracting
• Procurement Readiness	Anthony Phillips, NAVFAC Southwest Office of Small Business Programs
• APEX	Thomas Burns, NorCal APEX Accelerator
• Additional Resources	Michael Pound, HPNS BRAC Environmental Coordinator
• Questions	Presenting Team

HPNS Building Demolition Project

September 11, 2024 Site Tour

Opportunity for View of Buildings Planned for Demolition



Tour promoted via direct email and through local business resources

- **Emails sent to HPNS Building Demolition Industry Day registration list (430 addresses)**
- **Local and regional organizations shared information with members and mailing lists, including:**
 - Mayor's Hunters Point Shipyard Citizens Advisory Committee (HPSCAC)
 - City of San Francisco Office of Community Investment and Infrastructure (OCII)
 - City of San Francisco Contract Monitoring Division, Local Business Enterprise Advisory Committee
 - Society of American Military Engineers (SAME), San Francisco Post
 - San Francisco African American Chamber of Commerce SAME, African American chamber of commerce
 - Additional local resources through a variety of communications

Tour Participation

95

people registered from

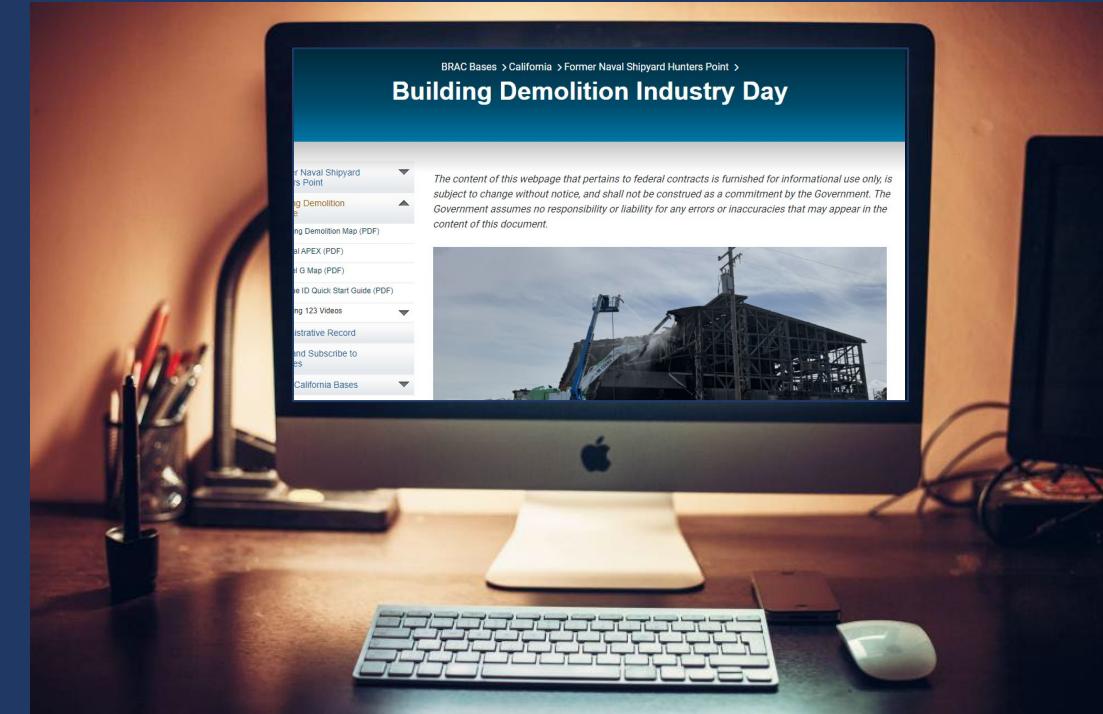
61

unique companies

Actual attendance to be announced
during HPSCAC B&E Meeting!



Hunters Point Building Demolition Project Information Hub



Michael Pound, HPNS BRAC Environmental Coordinator
Navy Base Realignment and Closure (BRAC)

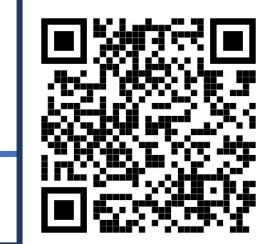
HPNS Building Demolition Project Information Hub

Your one-stop resource for project information

Visit the Building Demolition Industry Day Hub

<https://www.bracpmo.navy.mil/BRAC-Bases/California/Former-Naval-Shipyard-Hunters-Point/Building-Demolition-Industry-Day/>

- **Building Demolition Overview**
- **Building Demolition Industry Day Presentations (Apr 2024)**
- **Building Demolition Environmental Considerations**
- **Parcel G Solicitation (RFO)**
- **Building Demo MACC RFP (98 Buildings)**
- **Building Demolition Map (Basewide)**
- **Parcel G Map**
- **Building 123 Demolition video links**
- **Project fact sheets and outreach materials**
- **NorCal APEX Information**
- **Unique Entity Identifier (UEI) / SAM.gov Quick Start Guide**



Scan to go to the Hub!

BRAC Bases > California > Former Naval Shipyard Hunters Point > Building Demolition Industry Day

Former Naval Shipyard Hunters Point

Building Demolition Update

Building Demolition Map (PDF)

NorCal APEX (PDF)

Parcel G Map (PDF)

Unique ID Quick Start Guide (PDF)

Building 123 Videos

Administrative Record

Click and Subscribe to Updates

Other California Bases

The content of this webpage that pertains to federal contracts is furnished for informational use only, is subject to change without notice, and shall not be construed as a commitment by the Government. The Government assumes no responsibility or liability for any errors or inaccuracies that may appear in the content of this document.



Building Demolition Overview



- 27 Buildings Demolished Under Comprehensive Environmental Response, Compensation and Liability Act (CERCLA)

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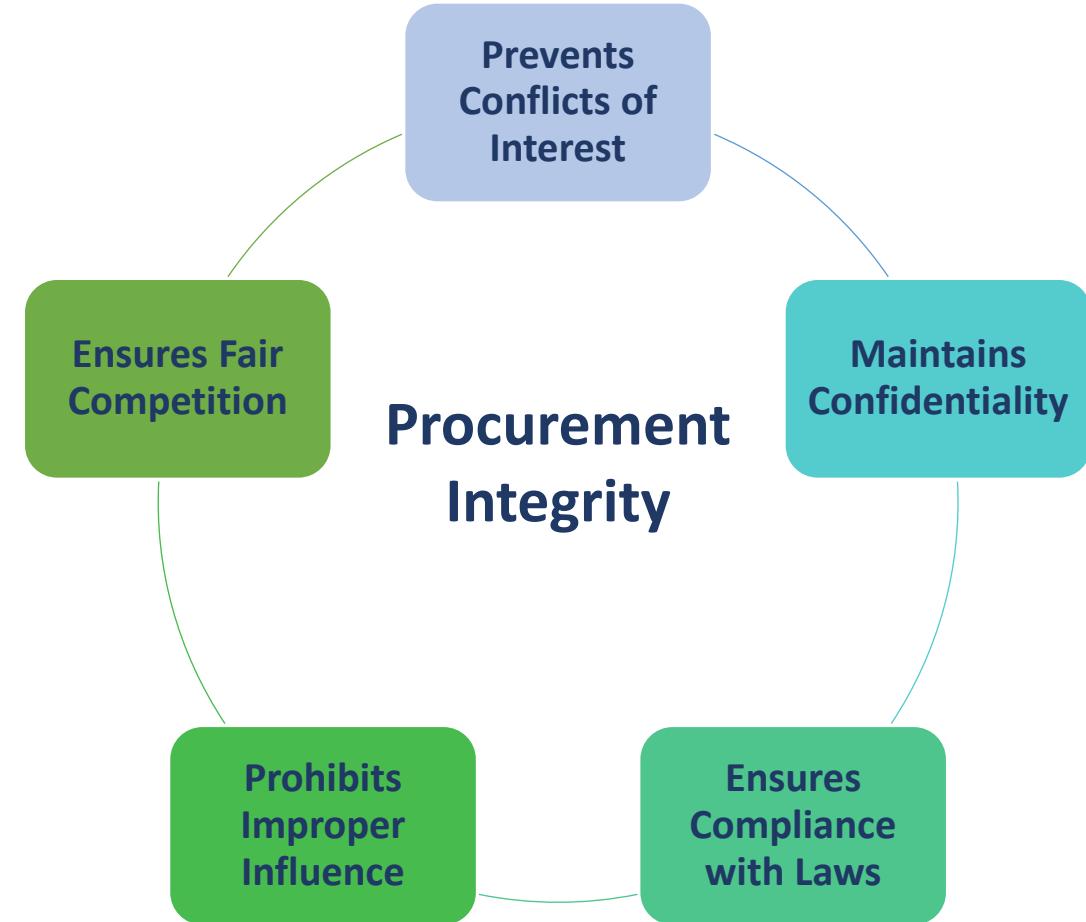
Procurement Integrity Act – Impact on Information Sharing

What is it and why is it important?

Procurement integrity ensures **fairness, transparency, and ethical behavior** in government procurement processes.

Key aspects include:

- **Preventing Conflicts of Interest:** No financial or personal interests in companies bidding for contracts.
- **Maintaining Confidentiality:** Protects sensitive information to avoid unfair advantages.
- **Prohibiting Improper Influence:** Stops bribery, gifts, or other unethical practices.
- **Ensuring Fair Competition:** Provides equal opportunities for all eligible companies.
- **Compliance with Laws and Regulations:** Adheres to laws like the Procurement Integrity Act (48 C.F.R. § 3.104-1-11).





Hunters Point Demolition Program

Planning, Design, Construction Contracting

Renae Kvendru, Chief of the Contracting Office

Jennifer Reece, Director, Planning, Design, and Construction Contracting Core

Chad Slade, Director, Planning, Design, and Construction Regional Contracting Core



WHAT YOU NEED TO KNOW

The Multiple Award Construction Contract (MACC) Process

for Building Demolition MACCs at Hunters Point Naval Shipyard (HPNS)



Step 1: Issue MACC Solicitation

A formal announcement invites contractors to participate. Detailed requirements & expectations are provided.



Step 2: Contractor Proposals

Contractors assess solicitation requirements. Subcontractors are engaged for the upcoming work. Contractors prepare and submit their proposals.



Step 3: Select Multiple Contractors

The Navy evaluates the submitted proposals. Several contractors are chosen based on qualifications. These contractors form a pool eligible for future tasks, ensuring they support local business and hiring goals.



Step 4: Issue Project-Specific Task Order

The Navy outlines a specific project under the MACC, including local hiring goals. A Task Order detailing the project's scope and requirements is issued. Contractors in the MACC pool are invited to bid on this Task Order, emphasizing local hiring requirement.



Step 5: MACC Contractors Bid on Task Order

MACC contractors review the Task Order. Contractors prepare & submit bids, outlining how they will complete the project. The Navy evaluates these bids to select the best proposal, with an emphasis on compliance with local hiring requirements.



Step 6: Task Order Awarded

The Navy reviews the bids & selects the winning contractor. A contract is awarded to the contractor to start the project. The contractor prepares for the construction work, ensuring plans are in place to achieve the 23% local hiring goals.



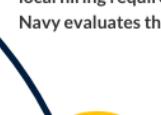
Step 7: Contractor Performs Work

The contractor carries out the demolition project. Work is monitored to ensure it meets Navy standards, timelines, and local hiring requirements. Regular updates and reports are provided to the Navy, including local hiring progress.



Step 8: Project Completion & Evaluation

The project is completed according to the contract specifications. The Navy evaluates the contractor's performance, including adherence to the 23% local hiring requirement. Navy evaluates the contractor via CPARS (<https://cpars.gov/>).



Parcel G Task Order Request for Offer (RFO)

Solicitation Overview

- **Contracting Vehicle:** Navy is using existing MACC **N62473-19-D-1237**
- **RFO:** Issued June 6, 2024
- **Proposals Due:** September 30, 2024
- **Task Order Award:** Anticipated January 2025
- **Demolition Begins:** Later in 2025

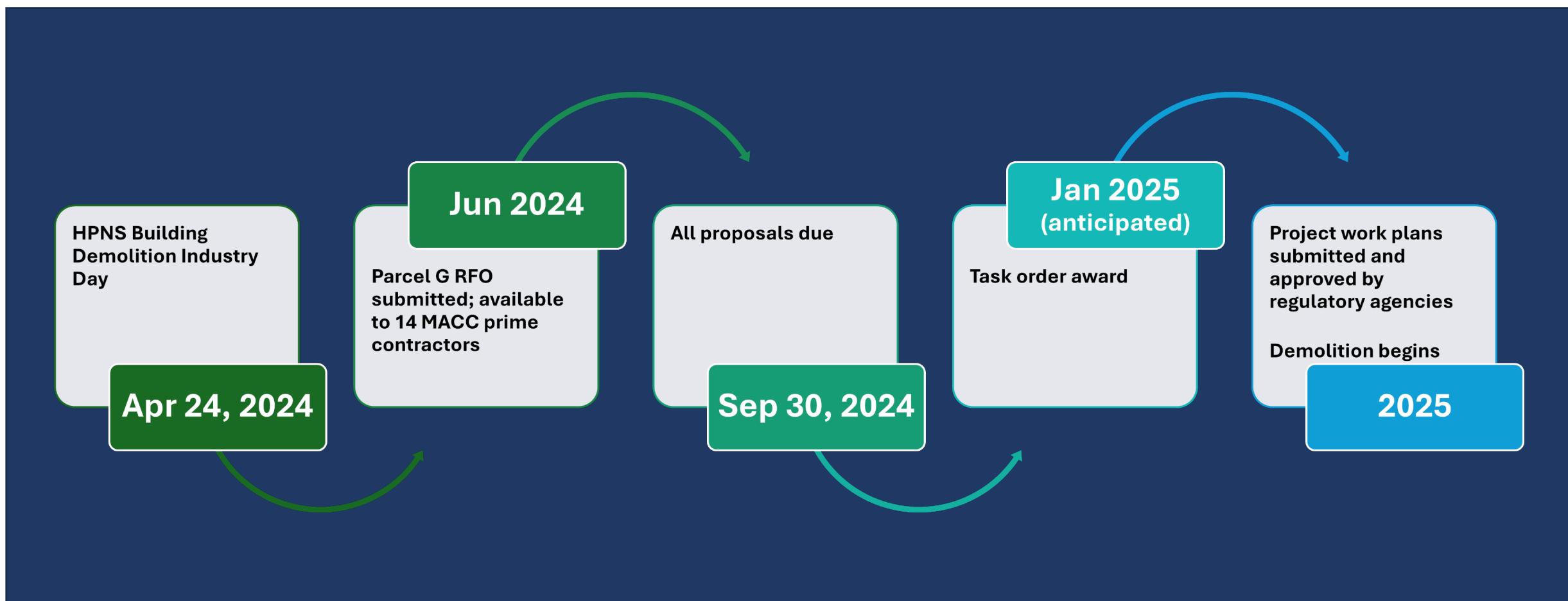


MACC Prime Contractors, Group 105

- Balfour Beatty Construction, LLC
- B.L. Harbert International, LLC
- Clark Construction Group – California, LP
- ECC Infrastructure, LLC
- Harper Construction Company, Inc.
- Heffler Contracting Group
- Korte Construction Company dba The Korte Company
- M.A. Mortenson Company dba M.A. Mortenson Construction
- R.A. Burch Construction Company, Inc.
- RQ Construction, LLC
- Sundt Construction, Inc.
- Walsh Federal, LLC
- Webcor Construction, LP dba Webcor Builders
- The Whiting-Turner Contracting Company

Parcel G Task Order Request for Offer (RFO)

Project Timeline



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Parcel G Task Order Request for Offer (RFO)

Contractor Proposal Development



Prime contractors assess RFO requirements

- Only the 14 prime contractors who are on the existing MACC can bid on the RFO

Prime contractors identify qualified subcontractors

- Businesses of any size
- Companies with specific skill sets for the project
- Local hiring goals identified in RFO

Project team prepares and submits proposal

- Prime contractor and subcontractors work together to present **best value** offering

Potential Subcontracting Opportunities

- Structural demolition
- Concrete cutting and breaking
- Asbestos abatement and hazardous material removal
- Utility disconnection
- Site preparation
- Debris hauling, recycling, salvage and recovery of materials
- Air monitoring and dust management during demolition activities
- Site grading and excavation
- Security and safety
- Biological monitoring and surveys
- Other specialties as defined in building-specific demolition plans

Parcel G Task Order Request for Offer (RFO)

Navy Evaluation and Contractor Selection



The Navy evaluates all submitted proposals based on a BEST VALUE acquisition strategy:

- The Government awards contracts based on offers that provide the most advantage, price AND other factors considered
- For the RFO, the evaluation is based on the following factors:
 - **Demolition Technical Solution**
 - **Local Business Participation and Hiring**
 - **Price**

Factor 1: Demolition Technical Solution

Required narrative for all offerors:

- **Demolition Sequence of Tasks**
 - Outline tasks for demolishing all buildings
- **Material Removal and Disposal**
 - Detail logistics for handling of salvageable materials, construction debris, hazardous materials, and proposed disposal sites, etc.
- **Community Impact Mitigation**
 - Describe measures for dust control, visual impacts, noise reduction, traffic control, etc.

Parcel G Task Order Request for Offer (RFO)

Navy Evaluation and Contractor Selection



Factor 2: Local Business Participation and Hiring

Required narrative for all offerors:

- **Outreach Strategy**
 - Explain **how your firm will identify and involve** local businesses and residents as prime contractors or subcontractors
- **Planned Local Businesses**
 - List **at least two (2)** local businesses to be included in the contract
 - Specify their roles
 - Provide commitment letters or explain why 2 cannot be identified
- **Subcontractor Replacement**
 - Describe **how you will replace** a local subcontractor if needed during the project
- **Recruitment Efforts**
 - Outline **steps to recruit** businesses or residents near HPNS ZIP Codes
 - 94107
 - 94124
 - 94134

Parcel G Task Order Request for Offer (RFO)

Local Hiring Requirement



For the purposes of this task order:

- The Government's goal is for:
 - a minimum of **23%** of all work to be **set-aside to qualified locally owned businesses**, and
 - **23%** of all labor to be **conducted by local residents**
- Offerors are encouraged to **hire local residents**, or **subcontract to businesses who hire local residents**

Definitions

- **Local Business:** a business with its home office located within the City of San Francisco
- **Local Resident:** a person with a home residence located within the City of San Francisco
- **Vicinity of HPNS:** being located within ZIP Codes 94107, 94124, and 94134

HPNS Demo MACC (98 Buildings) Basic Contract

Request for Proposal (RFP)

Solicitation Overview



Solicitation N62473-23-R-1214

- For demolition of all buildings outside of the Parcel G
- Unrestricted, full and open procurement
- Request for Proposal planned to be issued in September 2024
- MACC planned for award in summer 2025

Single-Phase Demolition MACC

- **Contract Duration:** 2-year base period, plus three (3) 1-year options (up to 5 years total)
- **Awards:** At least three (3) contracts will be awarded to offerors providing the best value, based on evaluation criteria

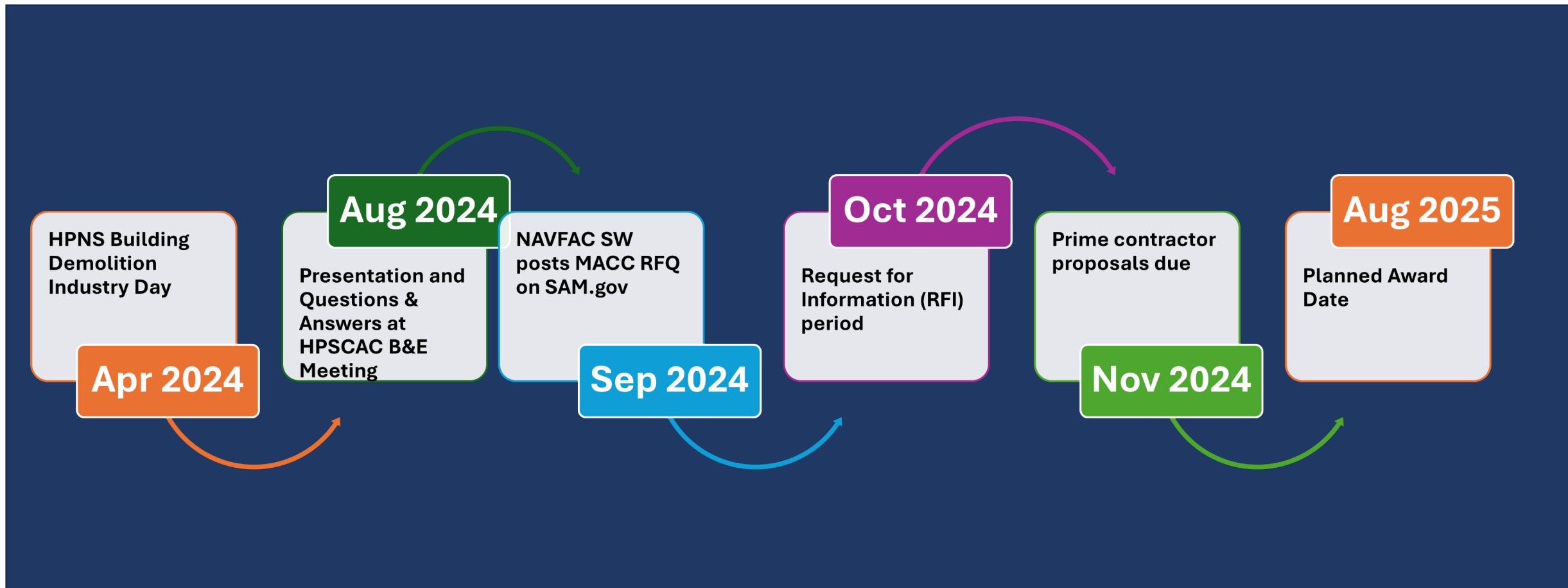
New MACC Overview

- **NAICS:** 238910
- **Size Standard:** \$19 Million Combined maximum for all contracts awarded: \$999,000,000
- **Task Order Range:** \$10,000,000 to \$150,000,000
- **Minimum Guarantee:** \$5,000

HPNS Demo MACC (98 Buildings) Request for Proposal (RFP)



Project Timeline



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HPNS Demo MACC (98 Buildings)

Request for Proposal (RFP)

Navy Evaluation and Contractor Selection



Evaluation Factors for Award

Factor 1: Experience

Factor 2: Past Performance

Factor 3: Safety

Factor 4: Small Business Utilization
and Participation

Factor 5: Local Business Participation
and Hiring

Factor 6: Price Based on Proposed
Task Order 0001

Best Value Evaluation:

- **Tradeoff Process:**

Balances non-price factors (technical and past performance) with price to **select the best-value offer, not necessarily the lowest price**

- **Key Factors:**

- In making the best value award decision, Factors 1 (Experience), 2 (Past Performance), 3 (Safety), 4 (Small Business Utilization and Participation), 5 (Local Business Participation and Hiring), and 6 (Price) will be considered.

- Factor 4 will be rated as either Acceptable or Unacceptable. If an Offeror is rated Unacceptable for Factor 4, it will not be eligible for award.

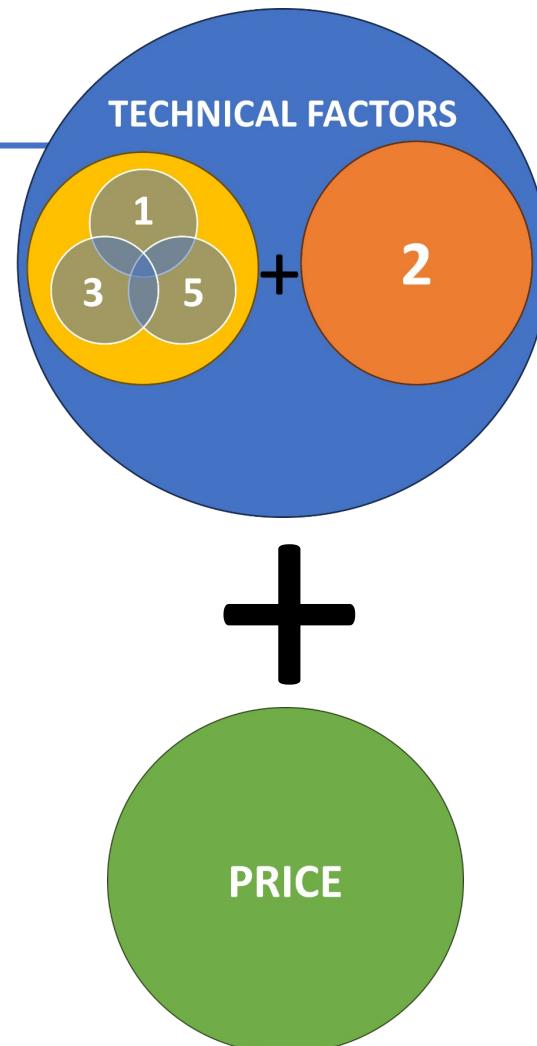
HPNS Demo MACC (98 Buildings)

Request for Proposal (RFP)

Relative Importance Of Evaluation Factors



- The technical factors (1, 3, and 5) are of **equal importance to each other and when combined, are of equal importance to the performance confidence assessment** (Factor 2, Past Performance).
- When the proposal is evaluated as a whole, the **technical factors and past performance factor combined are significantly more important than price**.
- The importance of price will increase if the Offerors' non-price proposals are considered essentially equal in terms of overall quality, or if price is so high as to significantly diminish the value of a non-price proposal's superiority to the Government.
- Award will be made to the responsible Offeror(s) whose offer conforms to the solicitation and represents the best value to the Government, price and non-price factors considered.



HPNS Demo MACC (98 Buildings)

Request for Proposal (RFP)

Navy Evaluation and Contractor Selection

Factor 5: Local Business Participation and Hiring

Required narrative content for all Offerors:

1. Outreach Strategy

- Explain your firm's methods to identify and engage **Qualified Local Businesses** (based in San Francisco) and **Residents** as prime contractors or subcontractors

2. Identification of Local Businesses

- Name at least two (2) **Qualified Local Businesses** planned for this contract
- If the prime contractor is a local business, it counts as one of the two local businesses required
- For planned subcontractors, specify the type of products/services to be provided
- Include a signed letter of commitment from each local business subcontractor
- If unable to identify two local businesses, **provide a detailed explanation**



Format Requirements

- Up to 2 pages
- 8.5" x 11"
- single-sided
- Times New Roman
10-point font



HPNS Building Demolition Project (RFO and RFP)

Additional Information



How to Submit Questions and Other Considerations in the Contracting Process



How do I submit questions on the RFO and RFP?

- Please submit questions as outlined in each solicitation (RFO and RFP).

Are Project Labor Agreements (PLA) a requirement of either MACC?

- PLA's are required by Executive Order for Task Orders over \$35 Million
- Prime contractors must report on submission of PLAs

What are the bonding requirements for prime contractors and subcontractors?

- **Navy bonding requirements:** specific to prime contractors for purposes of MACC
- **Subcontractor bonding:** as required by prime contractors (not specified by the Navy)

HPNS Building Demolition Task Order Post-Award

Maintaining Prime Contractor Compliance with Local Subcontracting Goals



The Navy will monitor local hiring for each Task Order

- If the established goal is not met:
 - An **explanation** detailing the reason why the goals were not met and the **corrective actions** taken is required
 - **Failure to meet the local business and local hiring participation goal** of 23% for work may **negatively impact** the contractor's performance documented in the CPARS
- **Exceeding the local business and local hiring participation goal** of 23% and maximizing the amount of local business and/or local hiring in the vicinity of HPNS may **positively impact** the contractor's performance documented in CPARS

Federal Acquisition Regulation (FAR):

A set of rules and guidelines that govern how the federal government acquires goods and services. It ensures that the procurement process is conducted fairly, transparently, and in compliance with the law.

CPARS (Contractor Performance Assessment Reporting System):

A system used by the government to evaluate and document a contractor's performance on a project. These evaluations are used for future contract awards and help ensure that contractors meet their contractual obligations.



Hunters Point Demolition Program

Small Business Procurement Readiness

Anthony Phillips, Assistant Deputy Director
Office of Small Business Programs

NAVFAC Southwest Small Business Professionals

Mr. Anthony Phillips

Assistant Deputy Director for Office of Small Business
Programs

E-mail Address:

hpns_building_demo_questions@us.navy.mil

Office of Small Business Programs

- Promote maximum opportunity for small businesses
- Advise and assist acquisition officials to ensure strategies are structured to facilitate small business utilization
- Counsel small businesses to maximize opportunities to compete for DoD prime contracts and subcontracts
- Analyze small business capabilities
- Counsel large businesses provide adequate subcontracts to small business concerns



Navigating Business Demolition Contracts at Hunters Point Naval Shipyard (HPNS)

A step-by-step guide to for Prime and Subcontractors



Step 1: Decide Your Role

- **Prime contractor:** As the Prime, you will manage the entire contract. Any qualified business of any size can be a Prime for the new MACC.
- **Subcontractor:** Small or large businesses can be subcontractors.



Step 2: Register in SAM.gov and Engage Locally

- **Register in SAM:** Primes must register in SAM.gov to get a Unique Entity Identifier (UEI).
- **Engage Locally:** Connect with local businesses to strengthen your network and support the 23% local hiring goal.



Step 3: Explore Opportunities and Make Connections

- **Look for NAVFAC SW contracts** on SAM.gov (search filter "N62473").
- **Identify and reach out to potential prime contractors and subcontractors**, highlight your capabilities, and negotiate your role in the project.



Step 4: Manage the Project and Your Deliverables

- **Coordinate closely with prime contractors or subcontractors** to understand your specific responsibilities and timelines.
- **Communicate with the contracting team** to ensure seamless task order execution.

Resources

SAM Registration
(<https://sam.gov/content/home>)

NAICS Code Lookup
(<https://www.sba.gov/size-standards>)

System for Award Management (SAM) Contract Opportunities
(<https://sam.gov/content/opportunities>)
*use search term "N62473" to filter NAVFAC SW contracts

Contracting Guide on Task Orders
(<https://www.acquisition.gov/browsing/index/far>)
SBA Guide to Subcontracting
(<https://www.sba.gov/federal-contracting/contracting-guide/prime-subcontracting>)

Best TIPS for DOING BUSINESS with Us!

Be Procurement Ready

- **Identify your NAICS Code**

- <https://www.census.gov/naics>
 - Primary Business Activity

- **Do Business with NAVFAC**

- Register Your Business
 - www.SAM.GOV
 - Obtain UEI, CAGE, Update Profile

- **Do the Research**

- Visit www.navfac.navy.mil/smallbusiness for opportunities & Long Range Acquisition Estimate
 - Subcontracting Opportunities
 - Understand the FAR, DFARS, NMCARS
 - SBA Programs
 - Mentorship Protégé Programs
- DoD
<https://business.defense.gov/Programs/Mentor-Protege-Program/>

- SBA

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program>

- **What Products/Services Do you Provide?**

- One Page Capabilities Statement
 - Prepare a Marketing Plan
 - Elevator Speech?

- **Get to Know Your SBPs**

- Attend Industry Days & Outreach Events
 - Reach out to SBPs

- **Get Assistance from APEX Accelerators**

- **Contracts**

- Bid on a Contract, Respond to RFIs
 - Utilize SBPs for Assistance
 - If Unsuccessful, Get a Debrief, Learn

- **Perform & Learn**

- Fully Perform on Contract/s
 - Attend Workshops, Webinars, Conferences & Other Events
 - Mentorship Opportunities

How to Register in SAM.gov

Home Search Data Bank Data Services Help

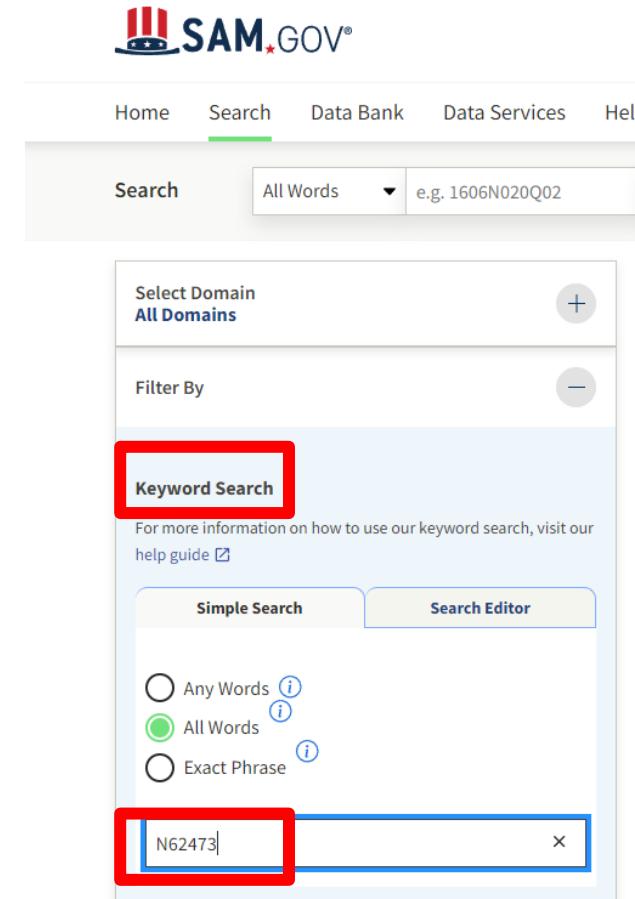
The image shows the homepage of SAM.gov. At the top, there is a navigation bar with links for Home, Search, Data Bank, Data Services, and Help. Below the navigation bar is the SAM.gov logo, which features a stylized American flag and the text "SAM.GOV®". To the right of the logo is a yellow arrow pointing right with the text "It's Free" in red. Next to the arrow is a red-bordered box containing a blue flag icon and the text "Official U.S. Government Website" and "100% Free". The main content area is divided into two sections. The left section, titled "The Official U.S. Government System for:", lists various services: Contract Opportunities, Assistance Listings, Contract Data (Reports ONLY from fpds.gov), Entity Information, Wage Determinations, Exclusions, and Responsibility/Qualification (was fapiis.gov), Federal Hierarchy, and Entity Reporting (SCR and Bio-Preferred Reporting). The right section, titled "Register Your Entity or Get a Unique Entity ID", contains the text "Register your entity or get a Unique Entity ID to get started doing business with the federal government." Below this text are two green buttons: "Get Started" and "Renew Entity". The "Get Started" button is highlighted with a red oval.

A question for you

- **What size business Large or Small can receive a sub-contract?**
- **Both, a Large and Small business can receive a sub-contract provided the company meet the requirements being sub-contracted.**

How to Get Involved... Prime Contractor Opportunities

- **Locate contracting opportunities:**
 - System for Award Management
- **NAVFAC Southwest opportunities:**
 - Key word/filter search: **N62473**
- **What can be found on this site:**
 - Sources Sought
 - Requests for Information
 - Solicitations
 - Outreach Events
 - Other Important Information



NAVFAC Southwest Workload Projections

https://pacific.navfac.navy.mil/Facilities-Engineering-Commands/NAVFAC-Southwest/

The screenshot shows the NAVFAC Pacific website with a red box highlighting the 'Workload Projection' link in the sidebar. The main content area displays a map titled 'Area of Responsibility' showing the locations of various Navy installations across the Southwest region, including California, Nevada, and parts of Arizona and New Mexico. The map includes labels for NOSC (Naval Operations Support Center) locations like Sacramento, Reno, Fallon, and Salt Lake City, as well as FEAD (Forward Engineering and Deployment) locations like Barstow, Bridgeport, and Yuma. A legend on the right side of the map details the symbols used for different types of installations.

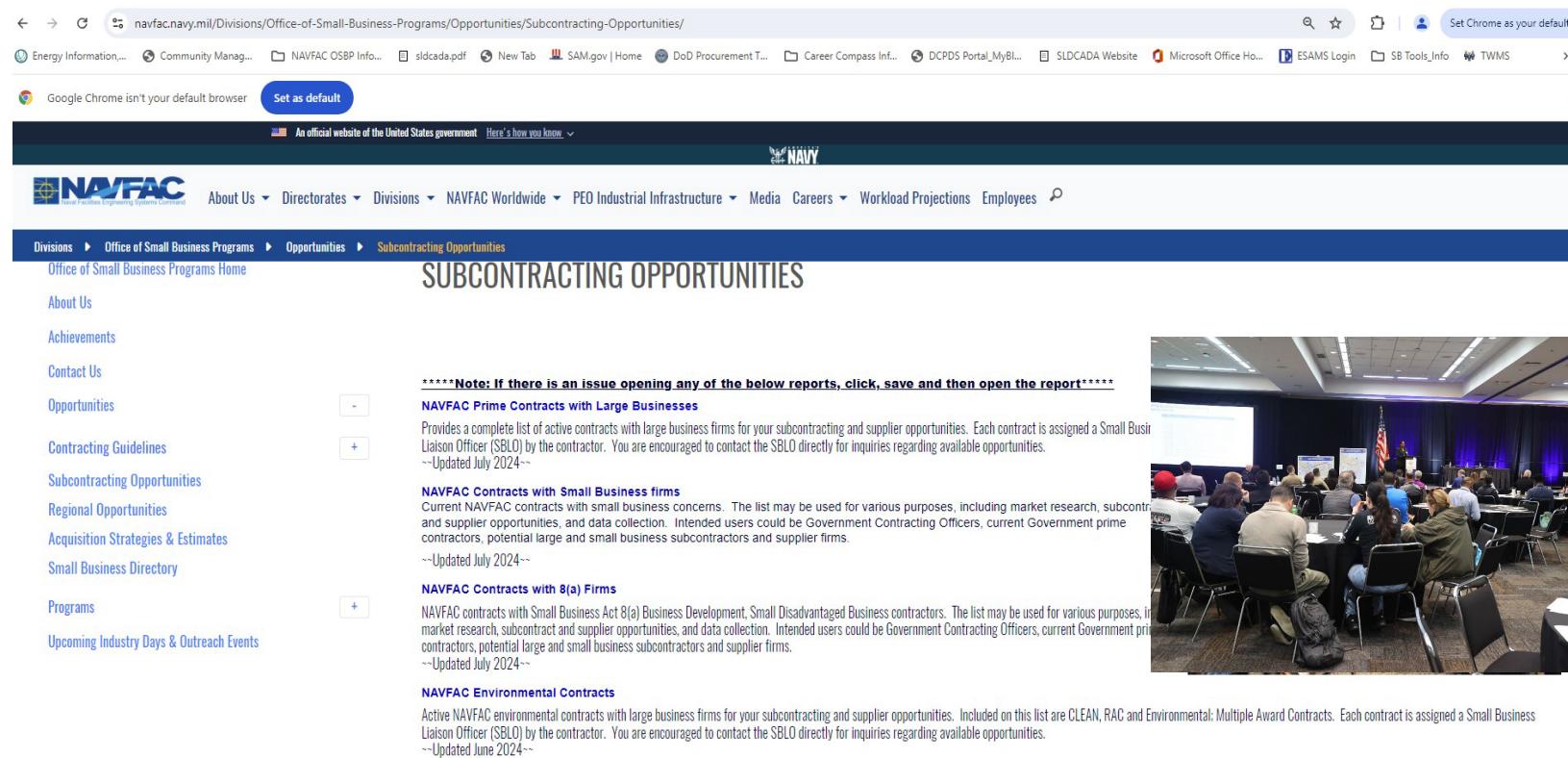
<https://pacific.navfac.navy.mil/Facilities-Engineering-Commands/NAVFAC-Southwest/>

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How to Get Involved... Subcontractor/Supplier Opportunities

Locate subcontracting opportunities:

NAVFAC Office of Small Business Programs Website



The screenshot shows the NAVFAC website with a focus on subcontracting opportunities. The page title is "SUBCONTRACTING OPPORTUNITIES". It features a sidebar with links to "About Us", "Achievements", "Contact Us", "Opportunities", "Contracting Guidelines", "Subcontracting Opportunities", "Regional Opportunities", "Acquisition Strategies & Estimates", "Small Business Directory", "Programs", and "Upcoming Industry Days & Outreach Events". The main content area includes sections for "NAVFAC Prime Contracts with Large Businesses", "NAVFAC Contracts with Small Business firms", "NAVFAC Contracts with 8(a) Firms", and "NAVFAC Environmental Contracts". A note at the top of the content area states: "****Note: If there is an issue opening any of the below reports, click, save and then open the report****". To the right of the text, there is a photograph of a conference room with many people seated at tables, attending a meeting.

<https://www.navfac.navy.mil/smallbusiness>

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Useful Website Links

- **NAVFAC Office of Small Business Programs:**

<https://www.navfac.navy.mil/Divisions/Office-of-Small-Business-Programs/>

- **NAVFAC Acquisition Strategies & Estimates:**

<https://www.navfac.navy.mil/Divisions/Office-of-Small-Business-Programs/Opportunities/Acquisition-Strategies-Estimates/>

- **NAVFAC Subcontracting Opportunities:**

<https://www.navfac.navy.mil/Divisions/Office-of-Small-Business-Programs/Opportunities/Subcontracting-Opportunities/>

- **NAVFAC Southwest:**

<https://pacific.navfac.navy.mil/Facilities-Engineering-Commands/NAVFAC-Southwest/>

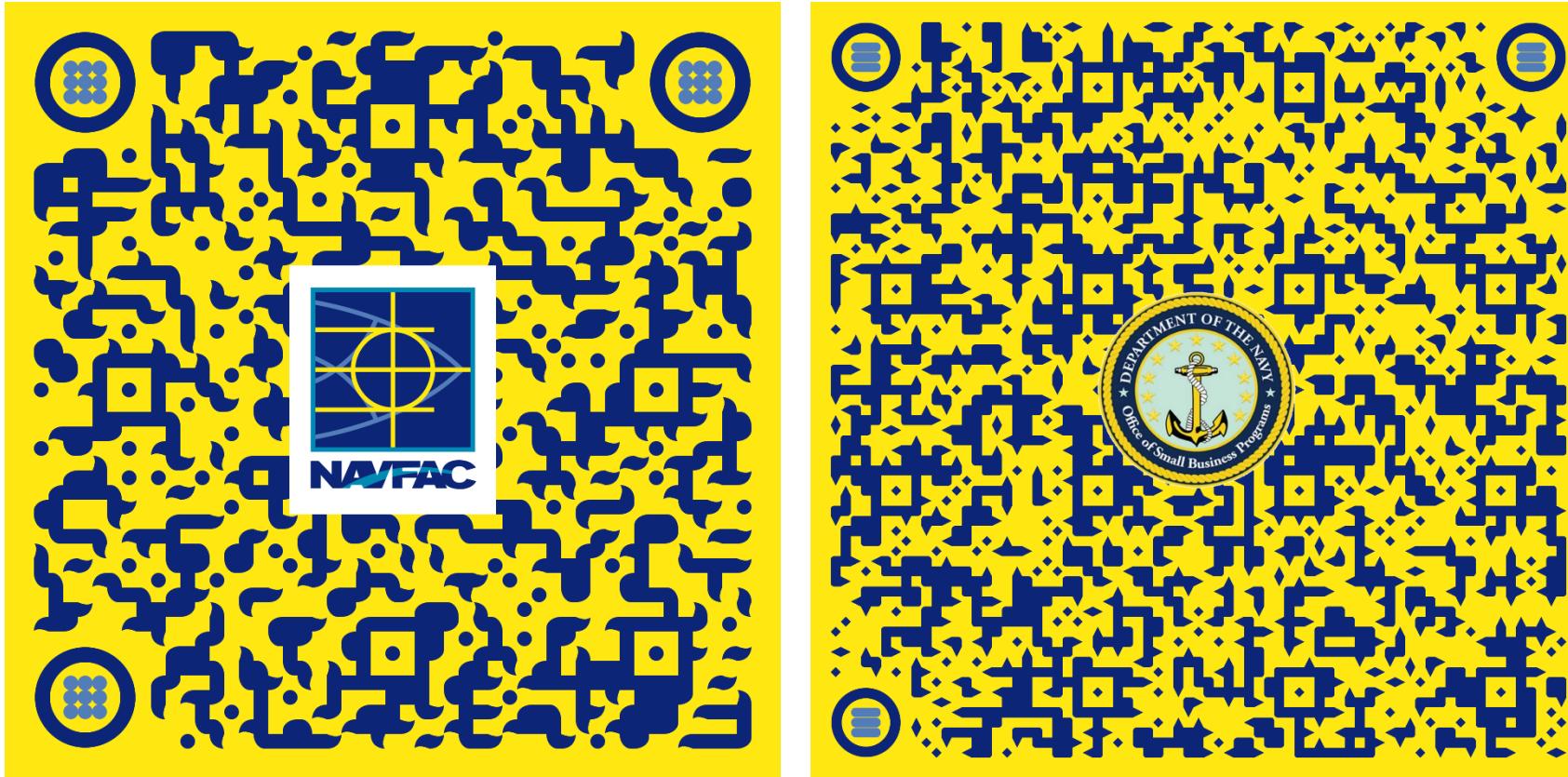
Additional Resources

- **Northern California APEX Accelerator formerly PTAC**
<https://norcalptac.org>
- **Northern California Small Business Development Center:**
<https://www.norcalsbdc.org>

SBA Resources

- **Small Business Administration website:**
www.sba.gov
- **SBA Mentor Protégé Program**
<https://www.sba.gov/federal-contracting/contracting-assistance-programs/sba-mentor-protege-program>
- **San Francisco SBA District office:**
<https://www.sba.gov/district/san-francisco>
- **Subcontracting Opportunities:**
<https://www.sba.gov/federal-contracting/contracting-guide/prime-subcontracting#id-subcontracting>
 - **SBA Subcontracting Network:**
https://subnet.sba.gov/client/dsp_Landing.cfm
- **Dynamic Small Business Search (DSBS):**
https://dsbs.sba.gov/search/dsp_dsbs.cfm
 - **Small Business Office first search point for vendors**
 - **Where Contracting Officers perform market research**
 - **Contractors ensure profile is dynamic with capabilities and key work sections**

QR Codes to NAVFAC site



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Norcal APEX Accelerator

No-Cost Government Contracting Assistance

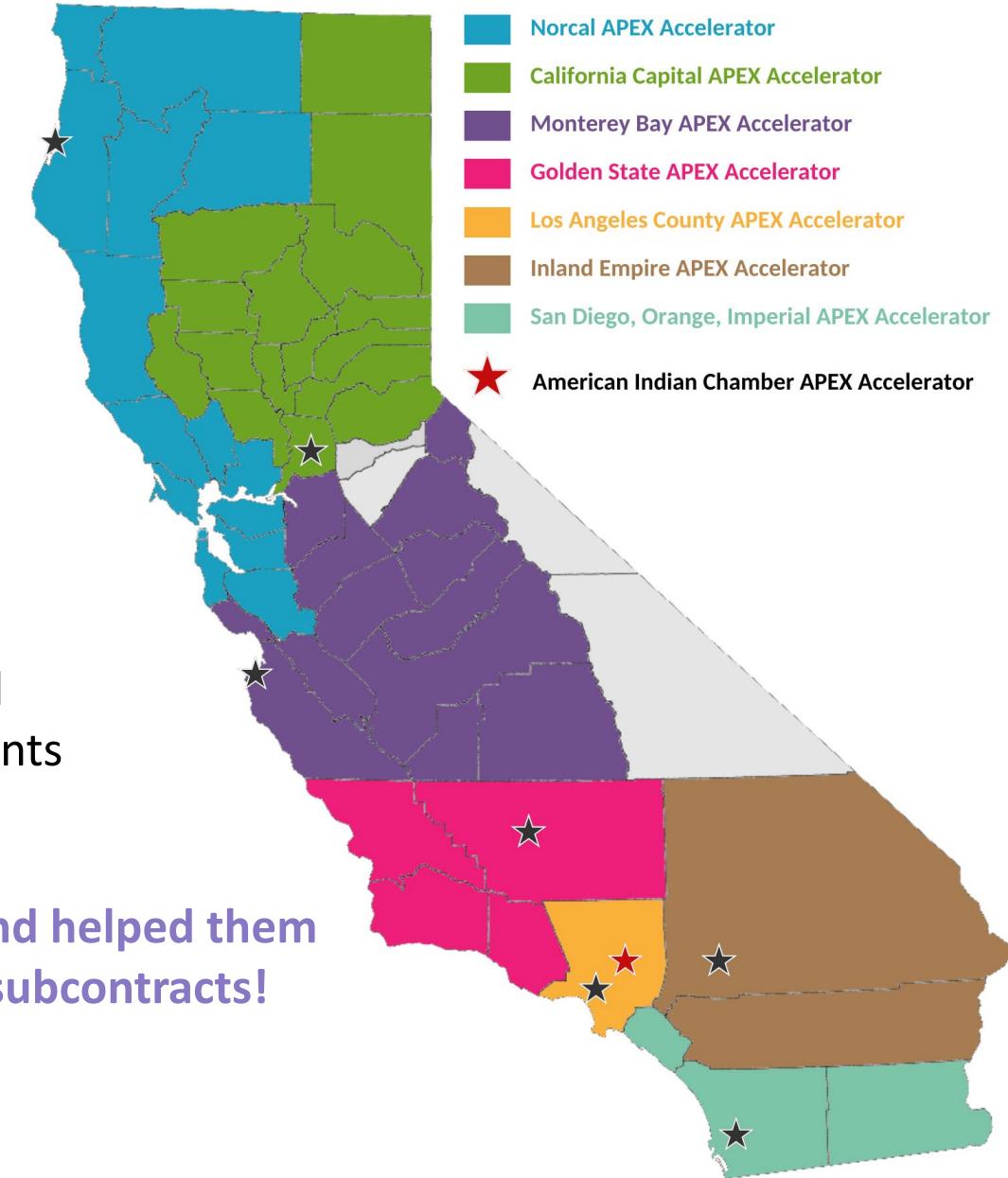


Thomas Burns
Procurement Specialist
Norcal APEX Accelerator



APEX Accelerators In California

- Provides **education and training** to ensure that all businesses can become capable of participating in federal, state, and local government contracts.
- **96 APEX Accelerator Centers Nationwide**
- All resources are available at **NO-COST** - we are funded through grants from federal, state, and local governments



In FY 21, APEX Accelerators served over 56,000 clients and helped them win more than \$24 billion in government contracts and subcontracts!

Norcal APEX Accelerator

No-Cost Government Contracting Assistance



One-on-One
Counseling



Custom Bid
Matching



Resources &
Trainings

**In FY 21-22, our clients won more than
\$900 million in government contracts!**

Find your local APEX Accelerator!
www.apexaccelerators.us

Sign up with Norcal APEX Accelerator!
www.apexnorcal.org/join



*This APEX Accelerator is funded in part through a
cooperative agreement with the Department of Defense.*

One-on-One Counseling



Client Services

- ▶ SAM & CaleProcure registrations
- ▶ Certifications & Capabilities Statements
- ▶ Market research – GovSpend
- ▶ Marketing to government agencies
- ▶ Proposal & Solicitation review
- ▶ Post-award support
- ▶ Connecting primes & subs
- ▶ GSA & CMAS schedules
- ▶ SBIR/STTR grants
- ▶ Anything related to federal, state, local, or tribal government contracting



Custom Bid Matching



Client Services

- Norcal APEX Accelerator utilizes a bid matching software by Outreach Systems called USABID to automatically email relevant bid opportunities to our clients based on keywords.
- The USABID database consists of bid opportunities from city, county, state, and federal agencies. To populate this exclusive database, they monitor hundreds of procurement websites daily.
- Our Procurement Specialists will work with you to set up and optimize your profile so you can receive daily emails listing federal, state, local, and subcontractor opportunities specific to what you sell and where you sell it.

Resources & Trainings



<https://www.apexnorcal.org/trainings/>

Norcal APEX Accelerator provides both virtual and in-person trainings and workshops on procurement topics ranging from introductory webinars to Q&A panel sessions. We even include guest speakers from the government agencies you want to sell to!

Upcoming Trainings →

Norcal APEX Accelerator shares recordings and slides from all our webinars for you to access after the live session. Anyone, anywhere can access these for free, regardless of whether you attended the session. Enjoy!

Past Event Recordings →

*All our events are **completely free** for everyone to join and review!*

Resources & Trainings



<https://www.apexnorcal.org/expert-advice/>

Public Resources

Every month, one of our Procurement Specialists writes a newsletter article sharing their expertise on current topics in procurement.

You can search through past articles or **sign up for our newsletter** to receive future articles straight to your inbox.

EXPERT ADVICE
Unlocking Over \$140 Billion – How to Navigate Federal and State Markets
6 DAYS AGO

EXPERT ADVICE
Doing Business with Google: A Real-life Case Study
1 AUGUST, 2024

EXPERT ADVICE
5 Secrets for a Distinguished Capabilities Statement
3 JULY, 2023

EXPERT ADVICE
How to Prepare for Federal Spending Spree
1 SEPTEMBER, 2023

EXPERT ADVICE
Getting Started in Public Works Contracting
1 FEBRUARY, 2024

EXPERT ADVICE
Use it or Lose it – Federal End of Fiscal Year
1 JULY, 2024

Apply for No-Cost Assistance



- Go to our website - www.apexnorcal.org
- Click on the red **APPLY NOW** button at the top of the webpage
- Make sure you qualify for our services:
 - Are you within our Northern CA service area?
 - Are ready to begin contracting with the government?
- Complete our brief application
 - Applications are typically processed within 3-5 business days
- Meet with a Procurement Specialist 1 on 1 to assist you with your government contracting goals!

Success Stories

TWF Enterprise is a Minority Owned Small Business CNC manufacturing machine shop based in San Jose. The company specializes in machining, fabrication, welding and assembly of high-quality parts from a wide range of metals and plastics for the use in aviation and marine hardware, medical devices, consumer electronics and more.

CHALLENGES:

Phuoc Luong, owner and operator of TWF Enterprise, had experience selling to the government under another company several years ago but needed assistance re-entering the government marketplace as TWF Enterprise. Sam Luong, the sales representative with TWF Enterprise, sought out expert guidance on the application process for various certifications, how to find and properly respond to available bids, and how to interpret compliance regulations.

ACTIONS:

A Norcal APEX Accelerator Procurement Specialist walked Sam through the System for Award Management (SAM) registration process, provided guidance on the Joint Certification Program (JCP) application, reviewed TWF Enterprise's Statement of Qualifications and Cyber Security Plan, and advised on multiple solicitation responses.

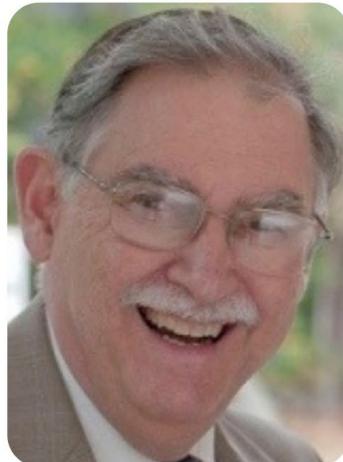
RESULTS:

With all the certifications in place and a revised Statement of Qualifications, TWF Enterprise won five DLA contract awards for over \$9500. They plan to continue monitoring and responding to government contracting opportunities and seek Norcal APEX Accelerator's support when needed.

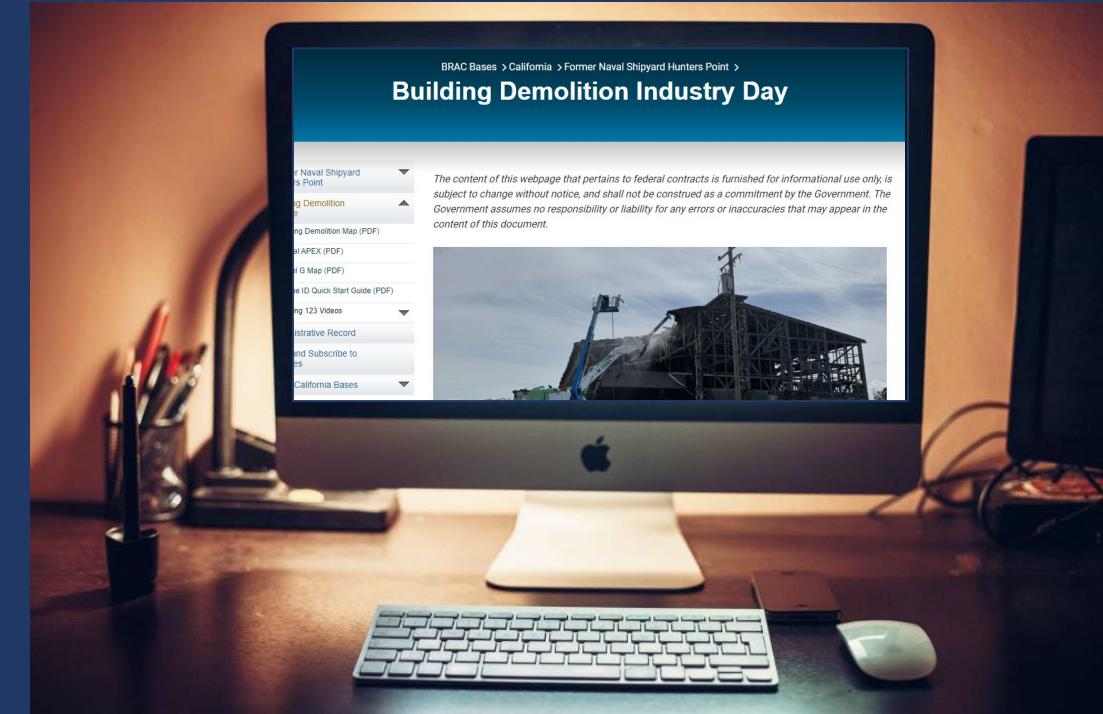
We Want to See You Succeed

Sign up for Norcal APEX Accelerator services and
work with one of our Procurement Specialists!

www.apexnorcal.org



Hunters Point Building Demolition Program Additional Resources



Michael Pound, HPNS BRAC Environmental Coordinator
Navy Base Realignment and Closure (BRAC)



How to Learn More and Get Involved

Sign Up for Newsletters and Notifications



HPNS Building Demolition Industry Day Networking Opt-in
<https://tinyurl.com/HPNS-Bldg-Demo-Opt-In>



HPNS Environmental Cleanup Program Newsletter Subscription
<https://tinyurl.com/HPNS-Newsletter>



HPNS Website Updates (including Bldg Demo page)
https://public.govdelivery.com/accounts/USNAVFAC/subscriber/topics?qsp=USNAVFAC_9



NorCal APEX Accelerator Newsletter
<https://lp.constantcontactpages.com/su/GV1xnXJ/subscribe>

HPNS Building Demolition Project

How to Get More Information

Small Business Resources



US Small Business Administration

San Francisco District Office
455 Market St., Suite 600
San Francisco, CA 94105
(415) 744-6820
mark.mccomas@sba.gov
<https://www.sba.gov/ca/sf>



U.S. Small Business
Administration

NAVFAC Small Business Office

3639 Midway Drive, Suite B#175
San Diego, CA 92110
(619) 705-5188
hpns_building_demo_questions@us.navy.mil
<https://www.navygoldcoast.org/about-don-osbp/>



NorCal APEX Accelerator

Cal Poly Humboldt
1 Harpst St., Arcata, CA 95521
(707) 267-7561
info@norcalptac.org
www.norcalptac.org



San Francisco Small Business Development Center

1650 Mission Street, Ste 101A
San Francisco, CA 94103
415-937-7232
quian.wan@sf.gov.org
www.sfsbdc.org



SMALL
BUSINESS
DEVELOPMENT
CENTER
SAN FRANCISCO

Understanding Community Needs for Contracting Opportunities

Please fill out the survey tonight to help us better support your needs!



Overview

- The Navy aims to understand what information and support the community requires to successfully compete for contracting opportunities

Our Approach

- Partnering with federal, state, and local agencies to provide the necessary information and support

How You Can Help:

- **Survey Feedback:** Tonight's survey will help shape our next steps. Your input is essential in the following areas:
 - **Topics:** What topics do you need more information or assistance with?
 - **Delivery:** How would you prefer to receive information? (e.g., meetings, webinars, newsletters)
 - **Networking:** Are networking opportunities needed? If so, what format would work best?

Hunters Point Building Demolition Program **Questions**

Presenting Team

