Victoria Ghent – JBLM
Assistant Director, Small Business Program
Mission & Installation Contracting Command
Contracting at JBLM

- Government Contracting Offices at JBLM
  - MICC Contracting Office
  - Western Regional Contracting Office
  - Corp of Engineers (Seattle District)
  - AAFES
Getting ready to do business with MICC - JBLM

1. Identify your product / service by
   - Federal Supply Classification Code (FSC)
     www.logisticsinformationservice.dla.mil
   - North American Industry Classification System (NAICS)
     www.census.gov/epcd/www/naics.html
Getting ready to do business with MICC - JBLM

2. Register – Central Contractor Registration (CCR)
www.ccr.gov

Note: Same basic registration & certification process regardless of government or civilian agency
3. Identify contract opportunities

- **Federal Business Opportunities**
  - Register for maximum functionality
  - Multiple search & watch-list capabilities
  - On-line tutorials & user guides

www.fedbizopps.gov

- **FEDBID**
  - Over 80% awarded through FEDBID goes to Small Business

www.fedbid.com
4. Consider obtaining a Federal Supply Schedule (FSS) contract with General Services Administration (GSA)

- GSA manages the FSS
  - (Multiple Award Schedule Program)

- GSA guidance
  www.gsa.gov/gettingonschedule
5. Identify subcontracting opportunities
   • Search FedBizOppps for “Award Notices”
   • Utilize SBA’s SUB-Net

http://web.sba.gov/subnet
## MICC FY11 Small Business Awards Year-to-Date

<table>
<thead>
<tr>
<th></th>
<th>GOAL</th>
<th>ACTUAL</th>
<th>$ AWARDED YTD</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB</td>
<td>50%</td>
<td>63.1%</td>
<td>$28,119,127</td>
</tr>
<tr>
<td>SDB</td>
<td>15%</td>
<td>26.8%</td>
<td>$9,465,984</td>
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<td>WO</td>
<td>4%</td>
<td>5.8%</td>
<td>$2,903,619</td>
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<tr>
<td>HUBZone</td>
<td>3%</td>
<td>5.7%</td>
<td>$2,458,137</td>
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<tr>
<td>SDVOSB</td>
<td>5%</td>
<td>1.4%</td>
<td>$1,338,200</td>
</tr>
</tbody>
</table>
## Current JBLM Opportunities – Active Solicitations

<table>
<thead>
<tr>
<th>Environmental Management Program Support</th>
<th>Small Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prepared Meals – Yakima Training Center</td>
<td>WOSB</td>
</tr>
<tr>
<td>Aircraft Services</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>Operate &amp; Maintain Battle Command Training Center (BCTC)</td>
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</tbody>
</table>
Future JBLM Opportunities

- Operate & Maintain Multi-Purpose Range Control (MPRC)
- Postal Services – McChord Field
- ISO Container Maintenance Services
- Street Striping
- Vertical Transportation Equipment (VTE) (Elevator Maintenance)
Do’s & Don’ts

Before you see me or a contracting officer...

1. Complete registration & certifications
   - CCR
   - Small Business
   - Veteran Owned
   - Woman Owned
   - Disabled
   - HUB Zone
   - 8(a)
   - Native American
   - Other
Do’s & Don’ts

Before you see me or a contracting officer...

2. Identify your product / service
   NAICS code

Remember to identify the NAICS codes for all of the products / services your firm provides
Do’s & Don’ts

Before you see me or a contracting officer...

3. Utilize your local Procurement Technical Assistant Center (PTAC)

Darrell Sundell – King & Pierce Counties
Tiffany Scoggs – Thurston & south

www.washingtonptac.org

PTAC -- Assistance from
Registration to Post-Award
Do’s & Don’ts

Before you see me or a contracting officer...

• Sign up for City of Lakewood’s hands-on training sessions

• Check out PTAC Training & Events
Help Me Find Qualified Local Small Businesses!

Victoria D. Ghent
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Building 2015, Room 234
Joint Base Lewis McChord, WA
Zip: 98433-9500
253-966-3511
Victoria.ghent@us.army.mil
Next Steps . . . PTAC Training & Events

- Government Contracting 101
  - June 23 – Everett       June 29 – Bremerton
  - June 30 – Olympia       July 14 – Kent & Spokane

- Native American Business Conference & Tradeshow – September 13 - 15

- SBA Loan Briefings
  - September 20 – Thurston Co.
  - September 22 – Seattle
  - October 20 – Spokane
Next Steps - Hands On Training

• Lakewood City Hall –
  June 20 & June 27 or July 11 & July 18  9-Noon
  • Apply & obtain
    • Central Contractor Registration (CCR)
    • CAGE code (NAICS -- North American Industry Classification System)
    • DUNS Number
  • Complete ORCA (on-line reps & certifications)
  • Identify contract opportunities

You are ready to start writing & submitting bid proposals!
Q & A
12 – 12:30 p.m.
Dave Bugher
Assistant City Manager of Development/Community Development Manager

City of Lakewood
A Great Place To Do Business!