

DOING BUSINESS WITH THE BALTIMORE DISTRICT

SAME Mid-Atlantic Small Business Outreach + Industry Day

9 & 10 June 2021



"The views, opinions and findings contained in this report are those of the author(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."



US Army Corps of Engineers®





BALTIMORE DISTRICT

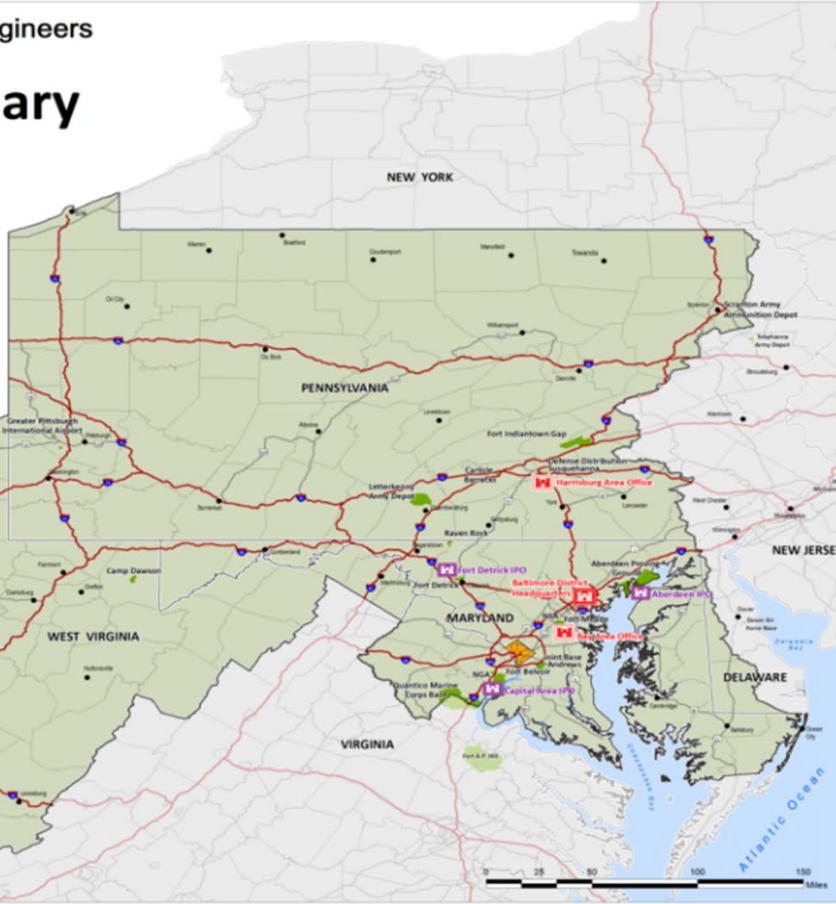
Geographic Area of Responsibility

US Army Corps of Engineers
Baltimore District

Military Boundary



- LEGEND**
- NAB Military Boundary
 - Military Installations
 - Baltimore District Headquarters
 - Baltimore District Area Offices
 - Integrated Program Offices (IPO)
 - Cities and Towns
 - Interstates
 - Highways
 - Counties

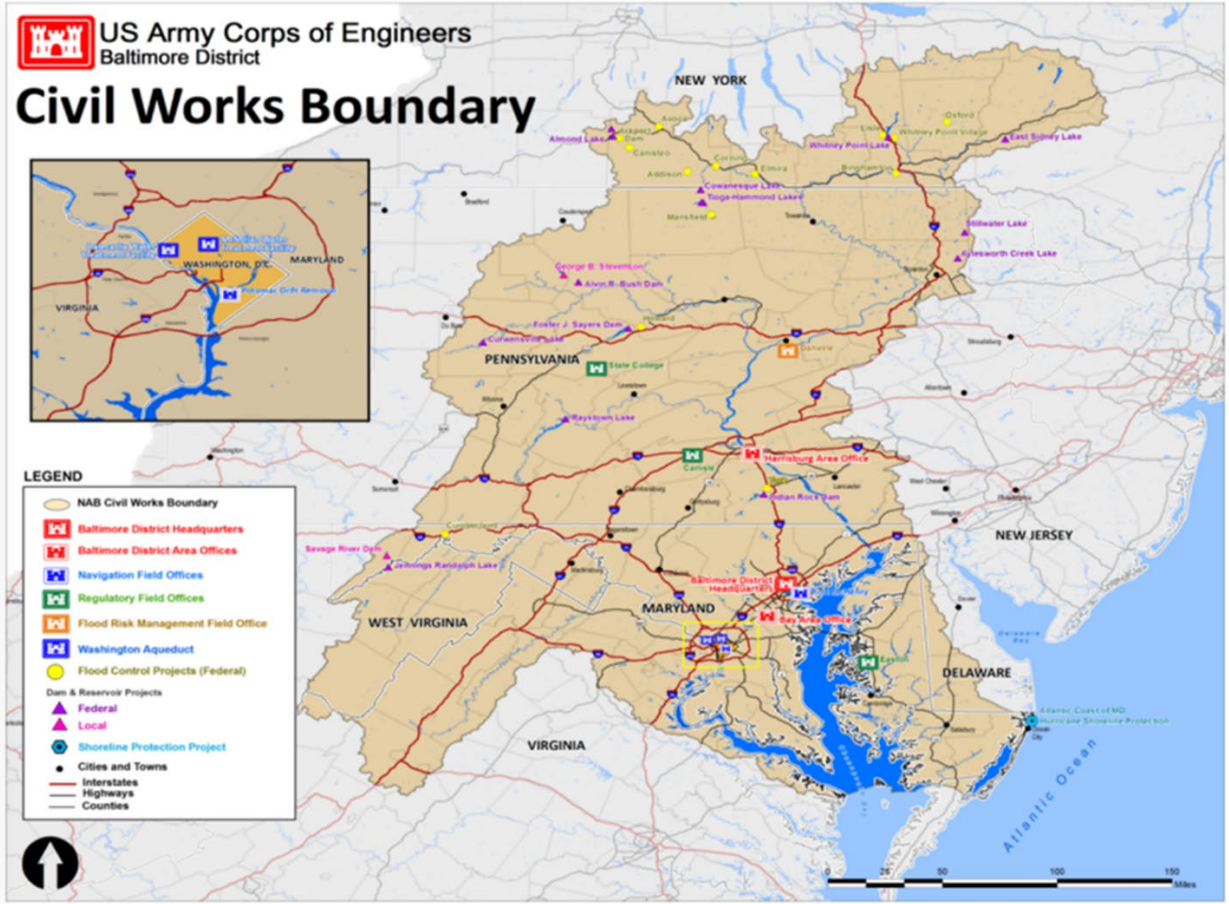


US Army Corps of Engineers
Baltimore District

Civil Works Boundary



- LEGEND**
- NAB Civil Works Boundary
 - Baltimore District Headquarters
 - Baltimore District Area Offices
 - Navigation Field Offices
 - Regulatory Field Offices
 - Flood Risk Management Field Office
 - Washington Aqueduct
 - Flood Control Projects (Federal)
 - Dam & Reservoir Projects
 - Federal
 - Local
 - Shoreline Protection Project
 - Cities and Towns
 - Interstates
 - Highways
 - Counties





OUR CURRENT MISSION SET



DA



The Engineer Regiment
249th at FT Belvoir



DA MILCON and Installation Support
Largest MILCON District in USACE - >\$500M exp/yr



Civil Works
Port of Baltimore
Chesapeake Bay
Potomac & Susquehanna



Washington Aqueduct

Relied upon to deliver a large portfolio of programs, projects, and support for others.

DoD



COCOM Support
CONUS/OCONUS SOCOM
leasing and MILCON



National Security Agency
East Campus \$7B program



USAF / USN / DHA / DLA / WHS
Large number of DoD stakeholders in the National Capital Area

IIS



Bureau of Engraving & Printing
Advise, design and construct new printing facility in Beltsville, MD



Assessments & Planning
BUILDER, BIM, Facility Planning
For VA, NOAA, NIST



Design & Construction
Growing number of agencies – Secret Service, GAO, AOC, NPS, etc.



Natural Disaster Response
We are a supporting District to federal response to disasters in CA, TX, FL, PR, USVI



FY21 SMALL BUSINESS ACCOMPLISHMENTS



(As of 31 May 2021)

Category	Dollars	Actual % / Statutory Goals/ NAB FY 21 SB Goals
Small Business	\$83,013,076	15.75% / 23% / 22.3%
Small Disadvantaged	\$36,481,871	6.92% / 5% / 4.07%
Women-Owned	\$13,686,718	2.60% / 5% / 4.07%
Service-Disabled Veteran-Owned	\$8,013,451	1.52% / 3% / .90%
HUBZone	\$14,952,880	2.84% / 3% / 3%

Total Dollars Obligated (to include SB awards): \$526,911,527

Contracting Opportunities

Architect – Engineer IDIQs

Environmental Services

Washington Aqueduct Services and Construction

Design-Build Construction Task Order Contracts

Construction



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**US Army Corps
of Engineers®**



USACE BALTIMORE – CURRENT CONTRACTING OPPORTUNITIES




i Contract Opportunities Are Here!!!
Effective November 12th, FBO.gov is retired, and Beta.SAM.gov is now the authoritative source for Contract Opportunities. Visit the Learning Center for videos, FAQs and other information!
[More alerts](#)

SAM^{beta}.GOV Sign in

All Award Data ▾ I'm looking for..

Welcome

This will be the official U.S. government website for people who make, receive, and manage federal awards.




What Can I Do Here?

Contracting

→ Contract Opportunities (FBO)
This website has officially replaced FBO.gov.

- About Contract Opportunities
- Search Contract Opportunities

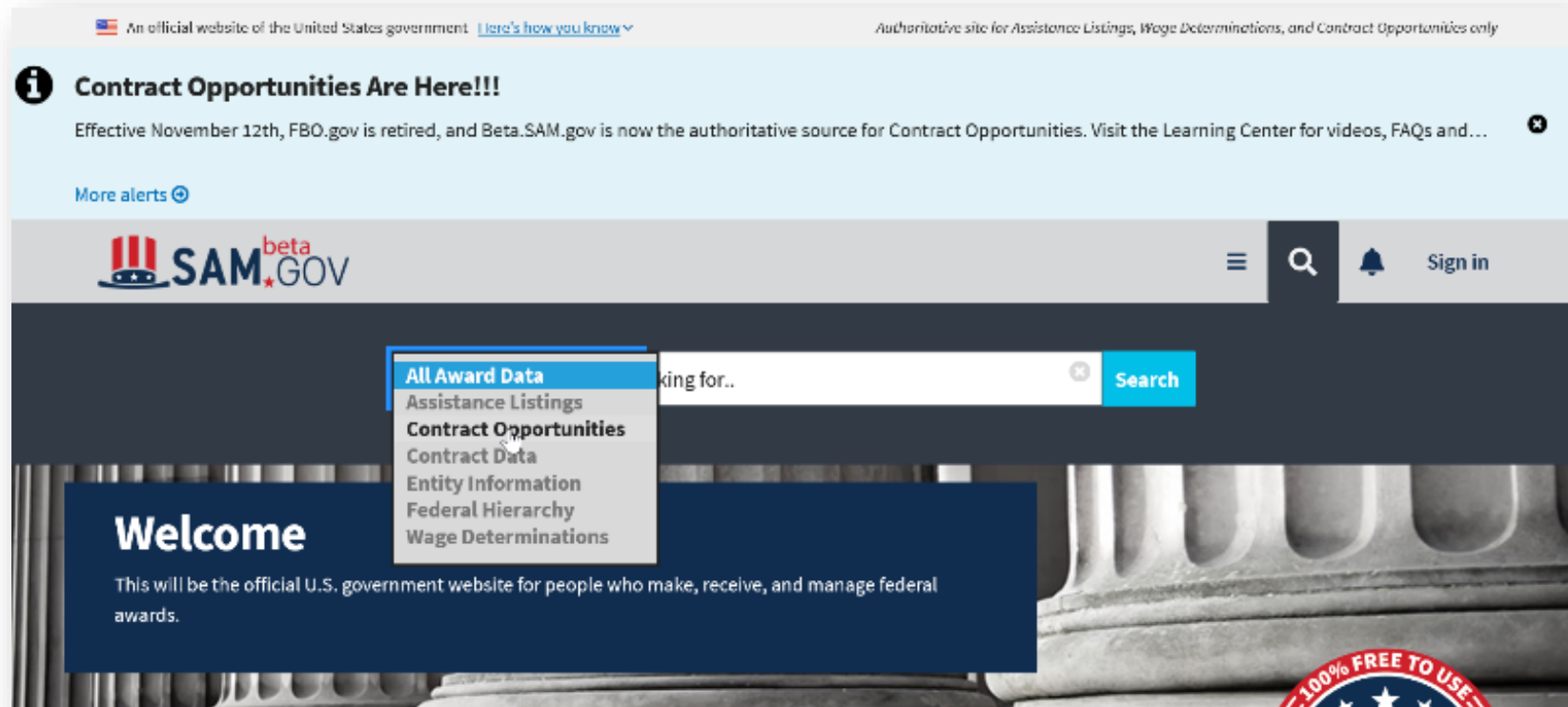
Wage Determinations (WDOL)
This website has officially replaced WDOL.gov.



www.beta.sam.gov



SEARCHING FOR NOTICES



Beta.SAM accounts required for:

1. Saving searches
2. Following notices
3. Adding to interested vendor lists

NOTE: Login.gov account used for SAM.gov is also used to create a Beta.SAM account

To search on Beta.SAM:

1. Click the all-award data field and then select Contract Opportunities or the desired search category
2. The "I'm looking for" text box can be left empty
 - Keyword(s) can be added on the next search screen
 - Metadata fields such as NAICS, PSC, and other filters can also be added

NOTE: Beta.SAM account is not required to search



SEARCH RESULTS



opportunities change.

Change Filters Clear All

Status

Active Only

Keywords

Clear All

Inactive Date

From

Month Day Year

To

Month Day Year

Search Results

Showing 1 - 10 of 96,004 results

Sort By Last Updated Date

Contract Opportunities

Notice ID
1252B120R0001

Current Date Offers Due
Jan 7, 2020

Last Updated Date
Dec 9, 2019 (1)

Last Published Date
Dec 9, 2019

Type
Updated Combined
Synopsis/Solicitation

Hoosier NF Roads Maintenance and Reconstruction IDIQ

USDA, Forest Service, Ohio River Basin Procurement Cluster has a requirement for a contractor to provide labor, services, material and equipment ne

...

Department/Ind. Agency
AGRICULTURE, DEPARTMENT OF
FOREST SERVICE

Sub-tier
FOREST SERVICE

Office
HOOSIER NATIONAL FOREST

Scroll down for NAICS, PSC, Set-Aside, and other filters

- Change Filters allows a User to add or remove filters for the search criteria such as
 - Inactive
 - Contract Office Location
 - Point of Contact
- Searches are defaulted for active notices only
- Keyword(s) may be added if additional search criteria is required
 - The more words added will create a broader search for the individual words and combination of words
 - If searching for U.S. Army Corps of Engineers only, then a keyword should be **W2SD**
- Sort by field options
 - Relevance (based on keywords and metadata)
 - Title of Notice
 - Last Update
- Red arrow minimizes or opens the Blue definition section on top of search page





USACE BALTIMORE BUSINESS WITH US



The screenshot shows the USACE Baltimore District Website. At the top, there is a navigation menu with links for About, Business With Us, Missions, Locations, Careers, Media, Contact, and Coronavirus. A search bar is located on the right. Below the navigation is a 'HOT INFO' section with a red background and white text: 'We appreciate the outpouring of support our District has received from private indus...more'. The main content area features a large image of a construction site with a large pipe being installed in a stilling basin. Below this image is the title 'Sayers Stilling Basin' and a paragraph of text: 'Contractors work to install a pipe to re-route water in the stilling basin at Foster J. Sayers Dam in Centre County, Pennsylvania, Aug. 19, 2020. The effort will help repair the damage of the stilling basin floor and baffle blocks, as well as to prevent future damages and downstream erosion.' Below the text are links for 'MORE PHOTOS' and 'NEWS RELEASE'. To the right of the main content are three stacked banners: 'Spring Valley', 'Regulatory & Permitting', and 'Contracting Opportunities'. A large red arrow points to the 'Contracting Opportunities' banner. Below the banners is a 'Baltimore District Social Media' section with links for Facebook and Twitter. The Facebook link is highlighted, showing a preview of the Baltimore District, U.S. Facebook page with 5,740 likes and buttons for 'Like Page' and 'Send Message'.

www.nab.usace.army.mil



USACE BALTIMORE BUSINESS WITH US



www.nab.usace.army.mil/Business-With-Us



Helpful Links

- [Military Construction Boundary Map](#)
- [Civil Works Boundary Map](#)
- [Small Business](#)
- [U.S. Small Business Administration System for Award Management \(Formerly CCR\)](#)
- [Real Estate Contracting](#)

FY21 Presentations

Stay tuned! More to come.



This presentation will be linked here.



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Today's presentation is available for download at:

<http://www.nab.usace.army.mil/BusinessWithUs.aspx>

**Stay engaged
with us online!**



<https://www.facebook.com/USACEBaltimore/>



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www.nab.usace.army.mil

