



US Army Corps
of Engineers
Fort Worth District



U.S. ARMY CORPS OF ENGINEERS FORT WORTH DISTRICT

GETTING STARTED WITH THE GOVERNMENT AND SBA PROFILE ENHANCEMENT

Presented by:
Melea Crouse

Deputy for Small Business Programs

One Corps Serving The Army and the Nation



US Army Corps
of Engineers
Fort Worth District

GETTING STARTED



In seeking procurement opportunities with the U.S. Army Corps of Engineers, Fort Worth District, the following items need to be complete:

- ❖ Basic Government Requirements
- ❖ Keep Your SBA Profile Current

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GETTING STARTED



- ❖ Obtain a D-U-N-S (Data Universal Numbering System) Number
<https://eupdate.dnb.com/requestoptions/government/ccrreg/>
- ❖ Obtain a CAGE (Commercial and Government Entity) Code
<http://www.dlis.dla.mil/cageserv.asp>
- ❖ Identify your product or service through NAICS (North American Industry Classification System)
www.census.gov/epcd/www/naics.html
- ❖ Business Partner Network - <http://www.bpn.gov/>
 - ❖ Central Contractor Registration - <http://www.ccr.gov/>
 - ❖ ORCA (On-Line Representations and Certifications Application) - <http://orca.bpn.gov/>
- ❖ Dynamic Small Business Search (*formerly Pro-net*)
http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

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SBA PROFILE ENHANCEMENT



CCR WEBPAGE

Dynamic Small
Business
Search

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SBA PROFILE ENHANCEMENT



Keeping Your Profile Current
Identification, Location, & Contacts

This profile was last updated:
Name of Firm:
Trade Name ("Doing Business As ..."):
Main office or branch office?:
Address, line 1:
Address, line 2:
City:
State:
Zip:
Phone Number:
Fax Number:
E-mail Address:
WWW Page:
E-Mall (electronic mall selling firm's products):

❖ Keep Profile current;
suggest every 90 days

❖ E-mail Address

❖ Webpage

❖ E-Mall (if applicable)

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SBA PROFILE ENHANCEMENT



Keeping Your Profile Current
Identification, Location, & Contacts

Contact Person:
Contact Title:
County Code (3 digit):
Congressional District:
Metropolitan Statistical Area:
DUNS Number:
CAGE Code:
Year Established:
Average Number of Employees:
Average Annual Gross Revenue:
Accepts Government Credit Card?: <input type="checkbox"/> Yes <input type="checkbox"/> No
GSA Advantage Contract(s):

❖ Average Number of Employees

❖ Annual Gross Revenue

❖ Accepts Government Credit Card

❖ GSA Advantage Contracts

ALWAYS FILL OUT "YES" AND "NO" BLOCKS

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SBA PROFILE ENHANCEMENT



Keeping Your Profile Current
Organization, Ownership & Certifications

Legal Structure:

Minority Code:

Women Owned?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
Veteran?:	<input type="checkbox"/> Yes <input type="checkbox"/> No
Service Disabled Veteran?:	<input type="checkbox"/> Yes <input type="checkbox"/> No

Current Principals:	(none given)
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❖ Women Owned

❖ Veteran

❖ Service Disabled
Veteran

❖ Current Principals

ALWAYS FILL OUT "YES" AND "NO" BLOCKS

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SBA PROFILE ENHANCEMENT



Keeping Your Profile Current
Organization, Ownership & Certifications

"Business Development Servicing Office"
(for certifications):
SAN ANTONIO DISTRICT OFFICE (SBA office code 0681)

8(a) Certification:
SBA 8(a) Case Number:
SBA 8(a) Entrance Date:
SBA 8(a) Exit Date:

Small Disadvantaged Business Certification:
SDB Entrance Date:
SDB Exit Date:

HUBZone Certification:
HUBZone Certified?: Yes No
HUBZone Certification Date: N/A

DBE Certifications (and State):
(none)

Non-Federal-Government Certifications:
(none given)

❖ DBE Certification

❖ Non-Federal
Government
Certification

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SBA PROFILE ENHANCEMENT



Keeping Your Profile Current
Products and Services

Capabilities Narrative: (none given)	
Special Equipment/Materials: (none given)	
Business Type Percentages:	(none given)
Bonding Levels Construction Bonding Level (per contract) Construction Bonding Level (aggregate) Service Bonding Level (per contract) Service Bonding Level (aggregate)	

❖ Capabilities Narrative

❖ Business Type Percentage

❖ Bonding Levels

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SBA PROFILE ENHANCEMENT



Keeping Your Profile Current
Products and Services

NAICS Codes and Keywords:

Primary?	Code	NAICS Code's Description	"Buy Green"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾
Yes					

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.
 (2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.
 (3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Compositeness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.

Keywords:

- ❖ NAICS Codes
- ❖ Keywords



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Keeping Your Profile Current
Products and Services

U.S. Census Bureau

North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS 2002 includes substantial revisions within the Construction and Wholesale Trade sectors, and a number of revisions for the Retail and Information sectors. NAICS 2002 will be implemented in the [2002 Economic Census](#).

A new [North American Product Classification System \(NAPCS\)](#) is presently under development, with initial focus on products of [service industries](#). (NAPCS will focus on manufacturing products at a later date; for existing census codes, see the [Numerical List](#).)

The official **2002 US NAICS Manual** *North American Industry Classification System--United States, 2002* includes definitions for each industry, tables showing correspondence between 2002 NAICS and 1997 NAICS for codes that changed, and a comprehensive index--features also available on this web site. To order the 1400-page *2002 Manual*, in print, call NTIS at (800) 553-6847 or (703) 605-6000, or check the [NTIS web site](#). The 1250-page *1997 Manual*, showing correspondence between 1997 NAICS and 1987 SIC, is also available. The 2002 and 1997 versions of NAICS are available on CD-ROMs, which can be ordered at NTIS.

Also available at this site are lists of [2002 NAICS codes](#) (with links to definitions), [1997 NAICS codes](#).

Implementation
[Census Bureau](#)
[BEA](#)
[BLS](#)
[Other agencies](#)

Product Classification
[Service Sector](#)
[Manufacturing](#)

Questions?
[Ask Dr. NAICS](#)

International

[Federal Register notice](#) describes proposed changes for NAICS 2007.

[2002 NAICS Manual](#)

❖ Search options:

❖ Number

❖ Keyword

<http://www.census.gov/epcd/www/naics.html>

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Keeping Your Profile Current
Performance History (References)

Federal Government References

(includes prime contractors to the Federal Government to which the firm subcontracted)

(none given)

Other References

(none given)

❖ Federal
Government
References

❖ Other
References

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ADDITIONAL REQUIREMENTS FOR CONSTRUCTION



- ❖ **Bonding Insurance**
 - ❖ Payment bond – 100% of contract value if value is < \$100K
 - ❖ Performance bond – 100% of contract value if value is < \$100K

- ❖ **Company Quality Plan**

- ❖ **Company Safety Plan**

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QUESTIONS??????

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POINTS OF CONTACT



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Fort Worth, Texas 76102

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