



Jim Niles

Deputy for Small
Business Management
NAVFAC NW

Naval Facilities SMALL BUSINESS



NAVAL FACILITIES SMALL BUSINESS

Mr. Jim Niles,
Small Business
Deputy
NAVFAC
Northwest



WHAT IS NAVFACSYSCOM NORTHWEST?

- **MISSION:** NAVFACSYSCOM (Naval Facilities Engineering Systems Command) Northwest is a systems command charged with global construction and maintenances of shore-based facilities. We deliver and support infrastructure, equipment, and services with technical expertise critical to Fleet and Marine Corps readiness.
- **AREA OF RESPONSIBILITY:** Alaska, Washington, Idaho, Iowa, Minnesota, Montana, Nebraska, North Dakota, Oregon, South Dakota, and Wyoming.



WHAT WE PROCURE AND HOW WE PROCURE IT

- **WE PROCURE:**

- Design Build and Design Bid Build Construction Services
- Facilities Support Services
- Environmental Services
- Architect and Engineering Services

- **PRIMARY REGIONALIZED CONTRACTING VEHICLES:**

- 8(a) Multiple Award (MACC)
- HUBZone/SDVOSB MACC
- Northwest MACC \$1B w/ \$10-100M TO Range
- New ***Venti MACC \$10B with \$50M – Unlimited TO Range (Large Businesses – pending award)
- New*** Grande MACC \$1B w \$5M - \$30M TO Range (Small Businesses – pending award)
- Waterfront CONST Multiple Award (MACC) (large & Small Businesses)
- Job Order Contract (JOC IDIQ)
- NSBOSC & WSBOSC Facility Services Contracts (FFP & IDIQ)
- Regional FSC (Janitorial & Grounds Maintenance) (Source America)
- ENV Restoration IDIQ
- Long Term Monitoring IDIQ
- Architect and Engineering IDIQs
- Field Office – Roofing MACC, Paving IDIQ, & SB MACC

FY24 SMALL BUSINESS TARGETS

<u>CATEGORY</u>	<u>TARGET</u>
SB	47%
SDB	38%
HUBZONE	22.5%
WOSB	5.75%
SDVOSB	10%

In FY23, NAVFAC Northwest awarded \$406M prime contacts to small business concerns.

FY23 TOP NAICS CODES PROCURED

North American Industry Classification System	NAICS Description (NAVFAC NW)	Dollars Obligated
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$314,609,421.00
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$275,296,513.44
541330	ENGINEERING SERVICES	\$144,152,335.36
561210	FACILITIES SUPPORT SERVICES	\$75,594,764.13
561720	JANITORIAL SERVICES	\$40,001,306.28
562910	REMEDIATION SERVICES	\$13,464,357.13
561612	SECURITY GUARDS AND PATROL SERVICES	\$10,140,792.43
238160	ROOFING CONTRACTORS	\$7,886,689.26
541310	ARCHITECTURAL SERVICES	\$6,138,301.72
221122	ELECTRICAL POWER DISTRIBUTION	\$2,275,124.00

DOING BUSINESS WITH US

- **PRIME CONTRACTING VIA SAM.GOV:**
 - Agency search: NAVFAC Northwest
 - Respond to Sources Sought Notices
 - Check periodically for solicitations and awards
- **SUBCONTRACTING – BUILD PAST PERFORMANCE:**
 - Consider subcontracting with a prime to develop a portfolio of relevant past performance
- **WORK WITH NAVFACSYSCOM NW SMALL BUSINESS DEPUTY:**
 - Capability meetings with the Deputy
 - Check Long Range Acquisition Forecast and Prime Contracts List

SMALL BUSINESS WEBPAGE

- Program Information
- Regional Small Business Contracts
- Opportunity Information, including LRAF
- Subcontracting Opportunity Information
- Small Business Directories, including SDVOSB, WOSB, HUBZone
- <https://pacific.navfac.navy.mil/Facilities-Engineering-Commands/NAVFAC-Northwest/About-Us/Industry-Engagement-Opportunities/>

CONTACT US & QUESTIONS

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