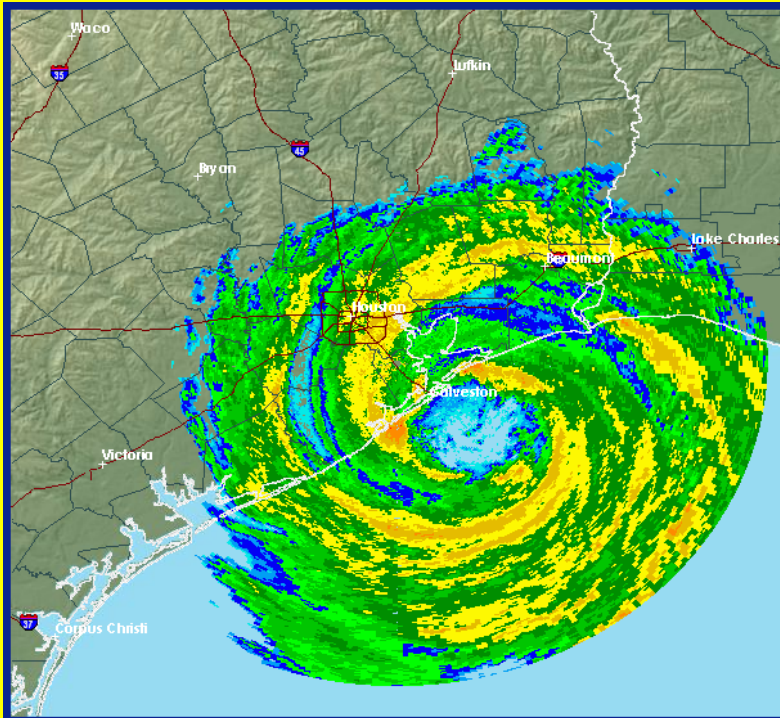


# Disaster Contracting



FEMA



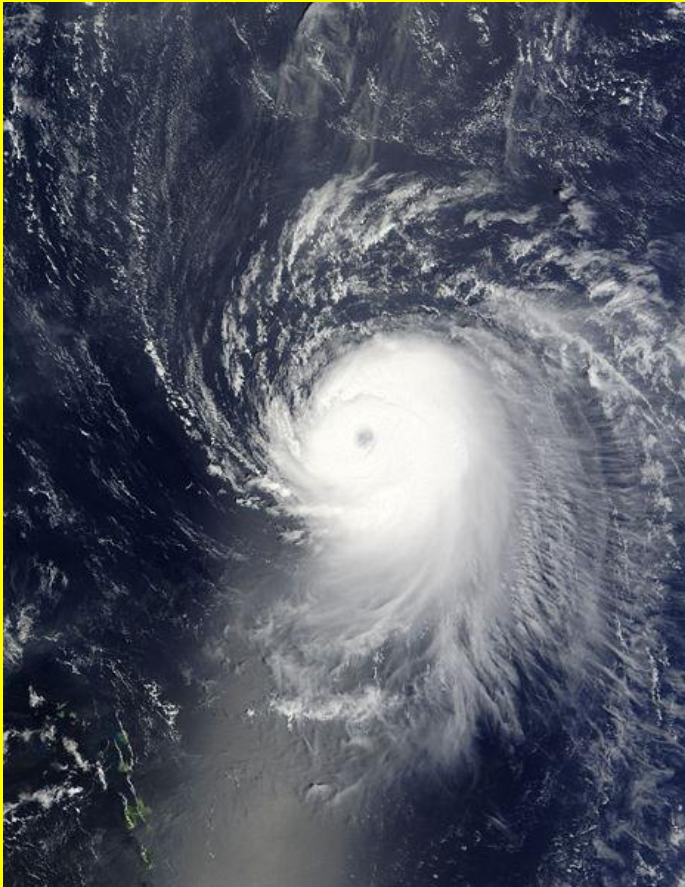
**US Army Corps  
of Engineers®**



**T E X A S**  
**FOREST SERVICE**  
The Texas A&M University System

*Angelina College Procurement Assistance Center*

# DISASTER CONTRACTING

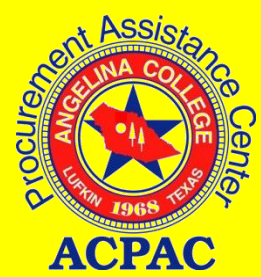


Hurricane Ike at Peak Intensity



Bolivar Peninsula, TX

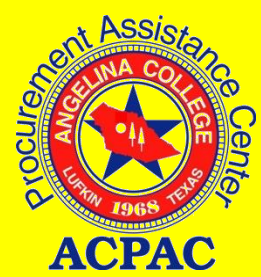
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# Purpose

- Provide information on how a business can conduct contracting with government agencies after a hurricane or other natural or manmade disaster.
- Base document - Robert T. Stafford Disaster Relief and Emergency Assistance Act (PL 101-707)

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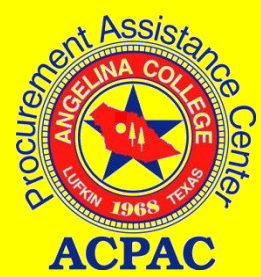


# Robert T. Stafford Disaster Relief and Emergency Assistance Act (PL 101-707)

<http://www.fema.gov/about/stafact.shtm>

- 125 pages
- Key Parts
  - BEFORE – Preparedness / Training and Mitigation
    - (Up to \$500K) National Level Exercise 2011 is scheduled for May 2011
  - DURING and AFTER – Response and Recovery
    - (Millions to Billions) – \$14.7 Billion in 2010
- FEMA responsible for coordinating government wide relief efforts
- Federal Acquisition Regulation (FAR) Part 18 – Emergency Acquisitions - <http://www.acquisition.gov/far/>

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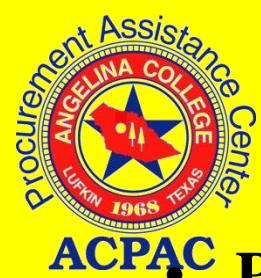


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Procurement Assistance Center*



*Developing  
Government Contracting Opportunities  
for the Texas Forest Country*

*Angelina College Procurement Assistance Center*



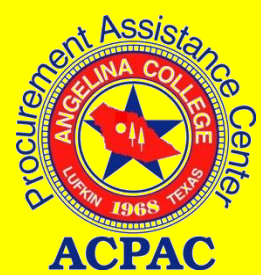
# ACPAC Services are FREE!!!

**Purpose:** ACPAC is a non-profit organization that assists small business compete and win government contracts from federal, state, and local government agencies.

- **Services Offered:**

- Determining if your company is ready for government opportunities
- Government Registrations
- Computerized Bid-match Services
- Government Contract Histories
- Military Specifications and Department of Defense Adopted Industry Standards

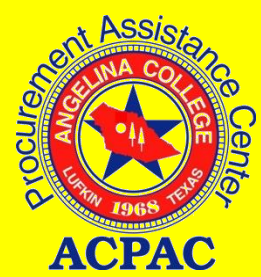
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# PTAssist - Bid Matching

- The government conducts purchases through an intricate network of purchasing agencies.
- Bid-Search, based on the search profile developed for each client, searches various government databases.
- Comtech Management Systems PTAssist searches the following sources for bids:
  - (over 2,008 sites as of 10 Dec 2010)
  - **Federal** - Includes FedBizOpps (replaced the CBD), DLA (Defense Logistics Agency), DoD "Blue Tops" press releases, and miscellaneous federal web sites.
  - **Non-Federal** - State and local government agencies.
  - **International** - Agricultural leads, foreign trade opportunities, and Japanese tenders.
  - **Local** - Leads that are gathered, formatted, coded, and sent daily to CMS by the Procurement Assistance Center.

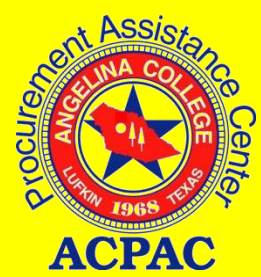
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# Personnel

- James R. (Jim Bob) Rollins
  - Director of ACPAC
  - Retired from US Army
- Kenneth A. (Ken) Smith
  - Part-Time Procurement Counselor
  - President, ImagiNet, Inc. and former Senior Analyst for Temple-Inland
- Jeffrey B. (Jeff) Smith
  - Part-Time Procurement Counselor
  - Retired from US Army

*Angelina College Procurement Assistance Center*



# How to Contact Us

- **Mail:**

Angelina College Procurement Assistance Center  
PO Box 1768  
Lufkin, TX 75902-1768

- **Location:**

Angelina College, Community Services Building  
3500 South First Street (Highway 59), south side of Lufkin

- **Telephone:**

(936) 633-5432  
1-888-326-5223  
Fax: (936) 633-5478

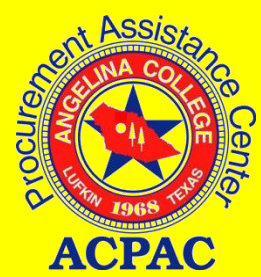
- **E-mail:**

Director ([acpac@consolidated.net](mailto:acpac@consolidated.net) or [director@acpactx.org](mailto:director@acpactx.org))

- **Website:**

[www.acpactx.org](http://www.acpactx.org)  
[www.detcoc.org](http://www.detcoc.org)

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# SBA DISASTER LOANS

[http:// www.sba.gov/about-offices-content/1/2462](http://www.sba.gov/about-offices-content/1/2462)

- **Physical Disaster Loans** are a primary source of funding for permanent rebuilding and replacement of uninsured or underinsured disaster damages to privately-owned real and/or personal property. SBA's physical disaster loans are available to homeowners, renters, businesses of all sizes and nonprofit organizations.
- **Economic Injury Disaster Loans** provide necessary working capital until normal operations resume after a physical disaster. The law restricts economic injury disaster loans to small businesses only.
- **Contact SBA:**  
Call: 1-800-659-2955 for Assistance  
E-mail: [disastercustomerservice@sba.gov](mailto:disastercustomerservice@sba.gov)

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**SBA.GOV**  
U.S. Small Business Administration

Search Federal, State & Local

About SBA | Contact SBA | Community

Starting & Managing a Business | Loans & Grants | Contracting | Counseling & Training | SBA Direct | For Lenders

About SBA > About SBA Office > SBA Office List > Office of Disaster Assistance

**About SBA**

- What We Do
- Our People
- Our Offices
  - Local Offices
  - Regional Offices
  - Disaster Center Offices
  - > Headquarters Offices
    - Office of Disaster Assistance**
      - About Us
      - Leadership
      - Resources
- Our History
- SBA Programs
- Open Government
- Greening SBA
- Join Our Team
- Newsroom
- Our Blog
- The SBA.gov Website
- Policy & Regulations
- FOIA
- Contact SBA

**Office of Disaster Assistance**

**Mission Statement**

The Office of Disaster Assistance's mission is to provide low interest disaster loans to homeowners, renters, businesses of all sizes and private, non-profit organizations to repair or replace real estate, personal property, machinery & equipment, inventory and business assets that have been damaged or destroyed in a declared disaster.

**Office Spotlight**

FY 2009 Annual Report on Disaster Assistance  
To view the full report, please see the attachment below.  
[Read More](#)

**About Our Office**

Through its Office of Disaster Assistance (ODA), SBA is responsible for providing affordable, timely and accessible financial assistance to homeowners, renters and businesses following a disaster. Financial assistance is available in the...  
[Read More](#)

**Resources**

<b>Program Information</b>	<b>News &amp; Reports</b>
<ul style="list-style-type: none"> <li>Current Disaster Declarations</li> <li>Disaster Loans</li> </ul>	<ul style="list-style-type: none"> <li>FY 2009 Annual Report on Disaster Assistance</li> </ul>

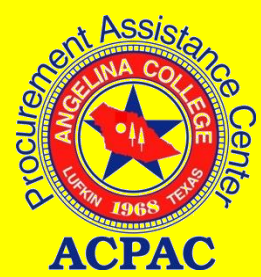
**Leadership**



**James Rivera**  
*Office of Disaster Assistance*  
James Rivera was named Associate Administrator for SBA's Office of Disaster Assistance in November 2009 after serving for several months as Acting Associate Administrator. In a typical...  
[Read More](#)

**Connect With Us**

**Office of Disaster Assistance**  
409 3rd Street, S.W. Suite 6050  
Washington, DC 20024  
United States  
Phone: 202 205 6734  
Fax: 202 205 7728  
See map: [Google Maps](#)  
TTY/TTD: 800-877-8339




# FEMA – DISASTER INFORMATION

<http://www.fema.gov/hazard/index.shtm>

- Find Information on Declared Disasters & Emergencies
- Learn About the Different Types of Disasters and Hazards
- Disaster Maps

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[FEMA Mobile Site](#) | [Contact Us](#) | [A-Z Index](#) | [FAQs](#) | [Español](#) | [Additional Languages](#)

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Advanced Search

[Blog](#) | [Photos](#) | [Videos](#) | [Email Updates](#)

Home
Plan & Prepare
Recover & Rebuild
Apply for Assistance
Disasters & Maps
FEMA Audiences
About FEMA
News & Media



**Disaster Information**

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[Types of Disasters](#)

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[Declared Disasters & Emergencies](#)

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[Maps](#)

 Print Preview

## Disasters & Maps



[Hurricane Information](#)  
 Information and resources on Hurricanes including Gustav and Ike



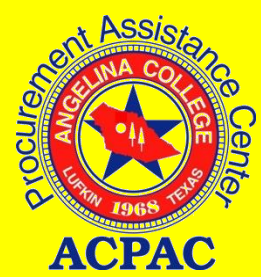
[Disaster declaration maps](#)  
 Find maps of federally declared disaster counties.



[Flood insurance & info](#)  
 Are you at risk for flooding? Learn why you need flood insurance.

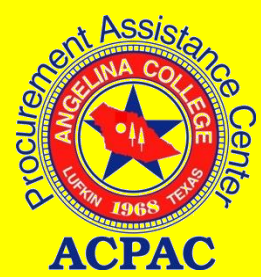
**Find Information on Declared Disasters & Emergencies**

- [Search disaster and emergency declarations](#)
- [The disaster process](#)
- [Current response & recovery information](#)



# The Basics of Federal Contracting

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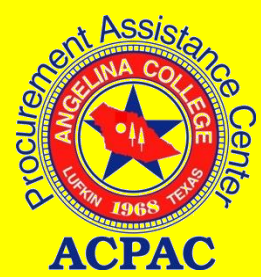


# Registrations

- Data Universal Numbering System (DUNS) provided by Dun and Bradstreet (D&B) - <http://fedgov.dnb.com/webform/>
- Central Contractor Registration (CCR) - <http://www.ccr.gov/>
- Dynamic Small Business Search (DSBS) – [http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)
- ORCA – <https://orca.bpn.gov/>



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# Registration Preparation

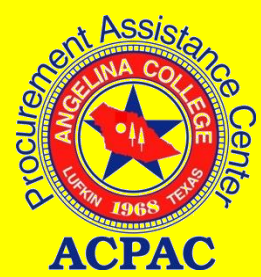
- Identify your NAICS code
  - North American Industrial Classification System
  - <http://www.census.gov/epcd/www/naics.html>
- Know your size
  - Annual Sales (average last 3 years)
  - Number of employees
  - <http://www.sba.gov/contractingopportunities/officials/size/table/index.html>

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# CCR Disaster Response



The screenshot shows the Central Contractor Registration (CCR) website. The main heading is "Central Contractor Registration" with an American flag background. Below the heading is a navigation bar with links: CCR Home, CCR Search (circled in red), Federal Agency Registration, News, Release Notes, Request Data Access, and Help. A secondary navigation bar includes Contractors, Grants (circled in red), International Registrants, Small Businesses, Security Notes, and 599,675 Active Registrants. On the left side, there is a "Quick Links" section with links for Dynamic Small Business Search (circled in red), ORCA (circled in red), SBA, Request DUNS Number, and Federal Business Opportunities. A blue accessibility icon is at the bottom left. The main content area features a "Welcome to Central Contractor Registration (CCR)" message, a brief description of CCR, and a "Log in to CCR" section with input fields for User ID and Password, and a "Log In" button. Below the login fields are links for "Forgot User ID" and "Forgot Password". To the right, there is a "Top Frequently Asked Questions" section with links for "How do I register in CCR?", "What are my yearly renewal requirements? How do I keep my record active?", and "How are CAGE Codes assigned?".



# CCR New Requirements

Central Contractor Registration

CCR Home   CCR Search   Federal Agency

Home   Manage Registrations   New Registrations

Registration Status

**Incomplete Registration**

Navigation Menu

Required Information	Status
<a href="#">General Information</a>	✓
<a href="#">Corporate Information</a>	✓
<a href="#">Goods / Services</a>	✓
<a href="#">Financial</a>	✓
<a href="#">Points of Contact</a>	✓
<a href="#">Proceedings</a>	✓
<a href="#">Compensation</a>	✓
<a href="#">IRS Consent</a>	!

Optional Pages

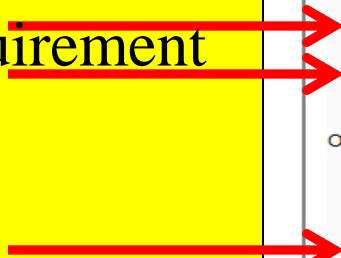
Optional Pages	Status
<a href="#">Optional Contacts</a>	NR
<a href="#">EDI</a>	NR
<a href="#">Disaster Response</a>	NR
<a href="#">DUNS +4</a>	NR

D&B Monitoring

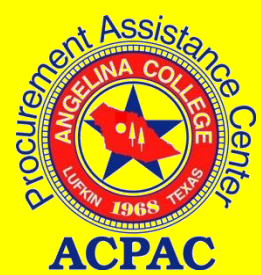
D&B Monitoring	Status
<a href="#">D&amp;B Monitoring</a>	NR

System Messages

New Requirement



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# CCR Disaster Response

- Have to fill this information out

## CORPORATE INFORMATION

### Type of Organization

U.S. Government Entity

### Business Types/Grants

12 - U.S. Local Government  
77 - Service Provider  
95 - Research and Development  
H6 - School District  
M8 - Educational Institution  
VW - Contracts and Grants

## DISASTER RESPONSE INFORMATION

### Bonding Levels

Construction Bonding Level, Per Contract (dollars):

Construction Bonding Level, Aggregate (dollars):

Service Bonding Level, Per Contract (dollars):

Service Bonding Level, Aggregate (dollars):

### Geographic Areas Served

State: TX - Texas

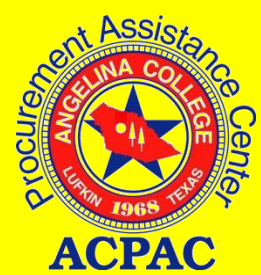
County: TX003 - ANGELINA

County: TX121 - JASPER

County: TX229 - TYLER

## GOODS / SERVICES

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# SBA Profile

## Registration Complete

DUNS: 032696721

Date: 6/30/2010

[Send To Printer](#)

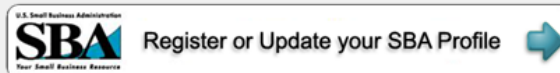
NOTE: If you would like to print your entire registration for your records, please click on View Registration in the menu bar at the top of the page and then click on "Send to Printer".

Submission of offers on solicitations requires Representations and Certifications. Please allow 3-5 business days for your new CCR record to become effective and then visit the Online Representations and Certifications Application (ORCA) at [HTTPS://ORCA.BPN.GOV](https://orca.bpn.gov) to enter the information electronically.

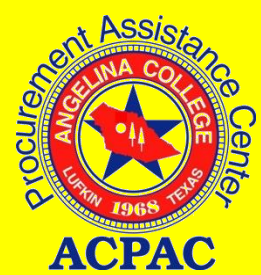
### You have successfully finished your CCR Registration!

All of your CCR data has been saved and is now being processed, which could take 24-48 hours. If you want to fill out the optional information, or continue to make changes to your CCR profile, please use the [Navigation Menu] located on the left of your screen.

Please select the [Register or Update your SBA Profile] button to complete SBA's supplemental page. If you are applying for certification as a HUBZone, Small Disadvantaged Business, or the 8(a) Business Development Program, you must complete the SBA Supplemental page.



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# SBA Profile

- Need to fill this information out

## SBA Search Results

Table Listing, where

the firm is active in searches;  
the profile's Zip Code is "75901";  
and randomized by original start time of search: 2010-12-03 09:05:13 AM.

Data validation took 0.01 seconds. The count and search queries took 0.03 seconds and 0.07 seconds, respectively.

Displaying profiles 1 - 25 (of 29 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	<a href="#">4-D CONSTRUCTION COMPANY</a>	FORREST WAYNE DICKERSON	142 DICKERSON DR LUFKIN, TX 75901-1804	Water & sewer line construction & appurtenances Water & sewer treatment const.
2	<a href="#">RPB ASSOCIATES</a>	ROX ANN PETERSON	1154 LOVING RD LUFKIN, TX 75901-2984	
3	<a href="#">LUFKIN GKD PARTNERS, LP</a> LUFKIN MALL	CORY GENSON	4600 SOUTH MEDFORD DRIVE LUFKIN, TX 75901-5624	
4	<a href="#">KERI R DICKERSON APPRAISAL SE</a>	KERI R DICKERSON	2021 E LUFKIN AVE LUFKIN, TX 75901-5071	
5	<a href="#">DP SOLUTIONS, INC.</a>	LORA HUERTA	1508 S 1ST ST LUFKIN, TX 75901-4745	
6	<a href="#">AMERI-TECH INDUSTRIES, LLC.</a>	KEMI FAULKENBERY	206 SOUTH MEDFORD DR LUFKIN, TX 75901-5200	
7	<a href="#">ADVENT SYSTEMS, INC.</a> SOUND TECHS	TIM SPRINKLE	1611 S 1ST ST LUFKIN, TX 75901-4751	
8	<a href="#">LANGSTON &amp; COWARD LLP</a>	TJ RILEY	1000 S MEDFORD DR LUFKIN, TX 75901-6236	
9	<a href="#">LUFKIN R.T.R. CONSTRUCTION, L.L.C.</a>	ROBERT MCKNIGHT	103 E DENMAN AVE LUFKIN, TX 75901-3993	
10	<a href="#">ACE PAINT CONTRACTING</a>	JAMES E. GARDINER JR.	356 LONE STAR RD LUFKIN, TX 75901-4386	Interior ,Exterior Painting,Drywall finishing,Paper hangging
11	<a href="#">DON LANGSTON CONSTRUCTION INC</a>	DON LANGSTON	1000 S MEDFORD DR LUFKIN, TX 75901-6236	

ast modified: 09/10/2009 12:00:00 AM

> FirstGov > E-Gov > Regulations.gov > White House

SBA Processing: 0.311 seconds Version: Small Business

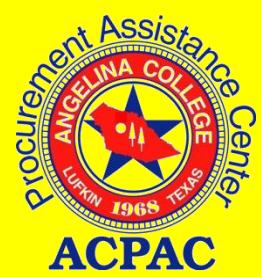
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# Online Representations and Certifications Application (ORCA)

<https://orca.bpn.gov/>

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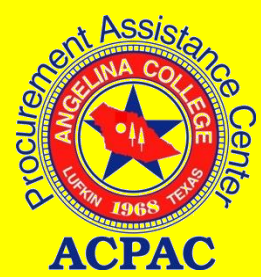


# Research

- Identify your product/service
  - Visit the SBDC, Web research, CCR, DSBS, etc.
- Identify who buys your product/service
  - Texas – Where the Money Goes
    - <http://www.texas Transparency.org/moneygoes/>
  - Federal Government – Federal Procurement Data System (FPDS)
    - [https://www.fpds.gov/fpdsng\\_cms/](https://www.fpds.gov/fpdsng_cms/)



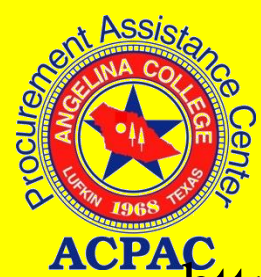
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# The Right Websites

- Federal Business Opportunities (FedBizOpps)
  - <https://www.fbo.gov/>
- DLA Internet Bid Board System (DIBBS)
  - <https://www.dibbs.bsm.dla.mil/>
- SBA Subcontracting Network (SUB-Net)
  - <http://web.sba.gov/subnet/search/index.cfm>

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# Types of Small Business

<http://www.sba.gov/aboutsba/sbaprograms/goals/index.html>

- Small Business (SB) – 23%
- Small Disadvantaged Business (SDB) – 5%
  - 8(a) – part of the SDB Goal – not statutory
- Woman Owned Small Business (WOSB) – 5%
- Historically Underutilized Business Zone Small Business (HUBZone) – 3%
- Service Disabled Veteran Owned Small Business (SDVOSB) – 3%
- Veteran Small Business

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# Socioeconomic Programs

(Government-Wide Procurement Preference Goaling Program)

## Government-Wide Performance 2009 Small Business Procurement Scorecard

**B**  
94.1

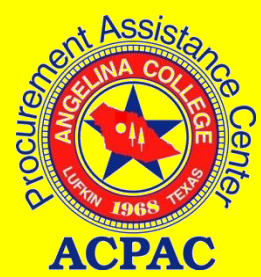
FPDS-NG Data as of July 29, 2010

ARRA Data as of August 6, 2010

Prime Contracting Achievement:			95.43
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	21.50%	23.00%	21.89% (\$96.834B)
Women Owned Small Business	3.39%	5.00%	3.68%
Small Disadvantaged Business	6.76%	5.00%	7.57%
Service Disabled Veteran Owned Small Business	1.49%	3.00%	1.98%
HUBZone	2.34%	3.00%	2.81%

Sub Contracting Achievement:			83.05
	2008 Achievement	2009 Goal	2009 Achievement
Small Business	28.65%	35.90%	31.82%
Women Owned Small Business	4.92%	5.00%	5.44%
Small Disadvantaged Business	3.93%	5.00%	4.49%
Service Disabled Veteran Owned Small Business	0.90%	3.00%	1.29%
HUBZone	1.53%	3.00%	1.71%

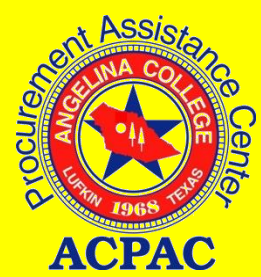
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# Certifications

- Don't confuse certification with registration
- Ask what “certification” your customer accepts:
  - City of Houston
  - State of Texas
  - Houston Minority Business Council
  - Women's Business Enterprise Alliance
  - Large Business

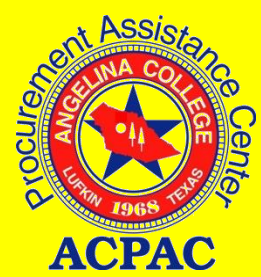
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## Do I have to get certified to do federal government contracting?

- No, unless you want to participate in programs that have specific set-asides
- Self-certify
  - Small Business
  - Woman Owned Small Business
  - \*\*Small Disadvantaged Business
  - \*\*Veteran Owned Small Business
  - \*\*Service Connected Disabled Veteran Owned Small Business

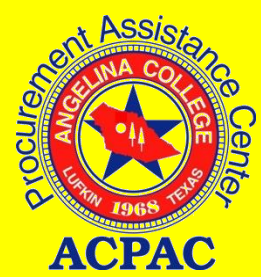
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# Certifications

**The Federal Government  
does not accept any  
certifications except its  
own.**

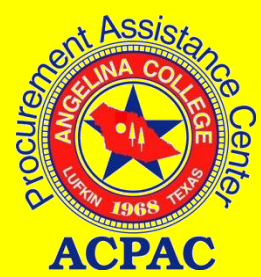
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# Federal Certification Programs

- **8(a) Business Development Program**
  - <http://www.sba.gov/aboutsba/sbaprograms/8abd/index.html>
  - Socially and economically disadvantaged small business
  - Owned and controlled at least 51% by U.S. citizens
  - \$250,000 personal adjusted net worth (excludes equity in personal residence or business)
  - 2 years in business
- **Historically Underutilized Business Zone (HUBZone)**
  - <https://eweb1.sba.gov/hubzone/internet/>
  - Small business
  - Located within a HUBZone
  - At least 35% of its employees must reside in a HUBZone

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# Federal Certification Programs

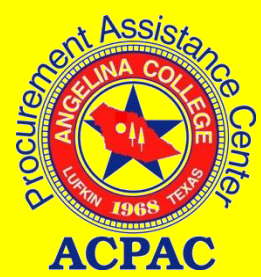
- **VA Certification for SDVOSB and VOSB**
  - <http://www.vetbiz.gov/>
  - Veterans Small Business Verification Act, part of the Veterans Benefits Act, Section 104, expands VA's requirement to verify business status as owned and operated by Veterans, service-disabled Veterans or eligible surviving spouses. This law is intended to protect our Veterans, their families and survivors who have Veteran-owned small businesses (VOSB).
  - Verification requirements only apply to companies wanting to do business with the VA.
  - Does not impact self certification for all other agencies.

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# Success Factors

- Responsive
- Responsible

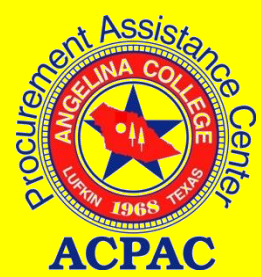




# Rules To Follow

- When you make a commitment or promise, make absolutely certain both parties understand what was promised, and then you must perform exactly as you promised.
- Visit the government personnel often and maintain communication when there is no problem and you want nothing from them.

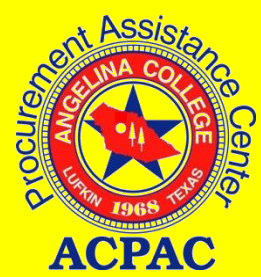
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# Rules To Follow - Continued

- Never, ever surprise your customer. When you think you have a contract problem, tell the government as soon as possible. Everyone you deal with has bosses who hate being surprised. Prompt communication of bad news is more important than prompt delivery of good news.

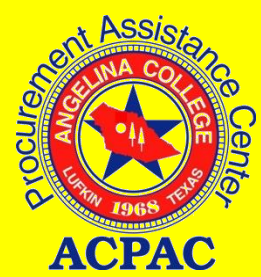
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# Rules To Follow - Continued

- Be absolutely honest in every contact with your customer & every government “team” member. Never give any of them a reason to doubt your personal integrity. Violate this rule and you may have to change your product line & customer.
- It is a given that you must perform the contract as you promised, but if you stumble, compliance with this guidance will probably result in a helping government hand in lieu of a boot.

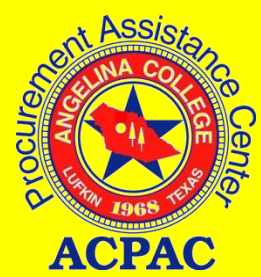
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# Marketing – 4 R's

- Register – CCR, FEMA, USACE, etc.
- Research - Department of Homeland Security (DHS)
  - Forecast of Contract Opportunities
    - <http://www.fido.gov/dhs/aap/publicviewsb.asp>
    - Look at New – see what is coming
    - Look at Existing – subcontracting opportunities
  - FEMA Active Contracts
    - <http://www.fema.gov/pdf/business/activecontracts.pdf>
- Research – Texas Division of Emergency Management
  - Grants, forms, exercises, etc.
  - <http://www.txdps.state.tx.us/dem/index.htm>

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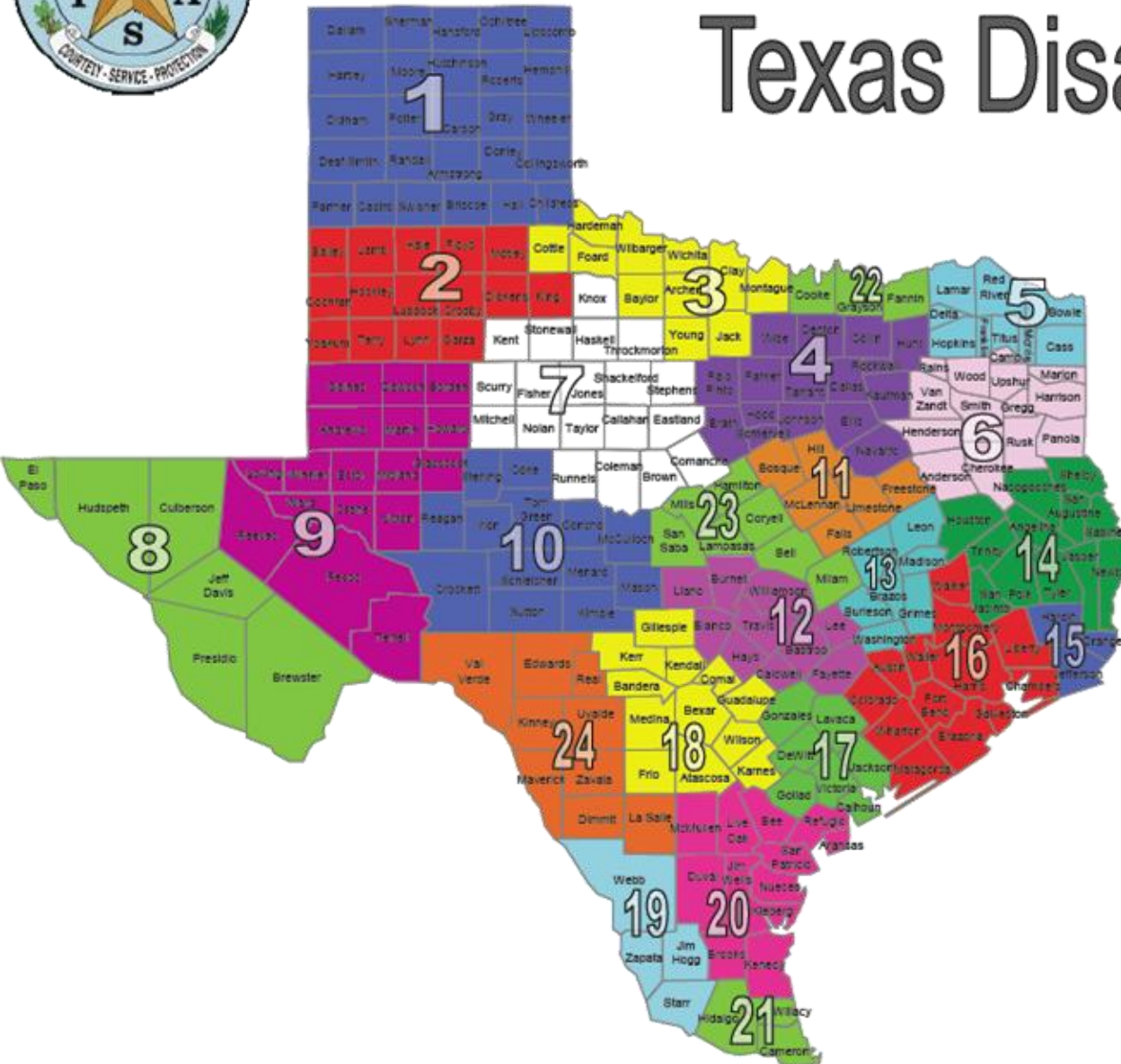
# Marketing

- Research – Texas Comptroller of Public Accounts
  - Statewide Contracts
    - <http://www.window.state.tx.us/procurement/>
    - Look at New – see what is coming
    - Look at Existing – subcontracting opportunities
  - State Emergency Management Contingency Contracts
    - <http://www.window.state.tx.us/procurement/tools/sem-awards/>
- Ring - Contact the POCs (name, e-mail, telephone, and address are usually listed)
- Respond – Even if not bidding, reply and use it to sell your services or products

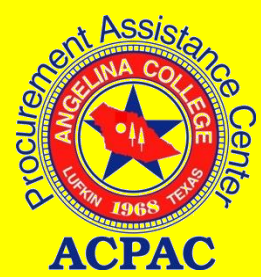
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# Texas Disaster Districts



Station	DDC Chair	Phone
1 Amarillo	Capt. Richard Diegelman	806-468-1310
2 Lubbock	Capt. Bill Schneider	806-472-2710
3 Wichita Falls	Lt. Alan Troup	940-851-5521
4 Garland	Capt. Michael Lathan	214-861-2155
5 Mount Pleasant	Lt. Kevin Wood	903-572-3616
6 Tyler	Capt. Audra Livingston	903-939-6031
7 Abilene	Capt. Douglas Farber	325-795-4020
8 El Paso	Lt. Luis Najera	915-849-4002
9 Midland	Capt. Kevin Napier	432-498-2141
10 San Angelo	Lt. Jason Hester	325-223-6711
11 Waco	Capt. Larry Allen	254-759-7160
12 Austin	Capt. Raul Vargas	512-475-4820
13 Bryan	Capt. Dwight Mathis	979-776-3182
14 Lufkin	Lt. Roy Owens	936-699-7302
15 Beaumont	Capt. Michael Bradberry	409-924-5422
16 Houston		281-517-1217
Hou (Conroe)	Capt. Patrick Mulligan	936-442-2807
17 Victoria	Lt. Glen Garrett	361-578-3495
18 San Antonio	Capt. Casey Goetz	210-531-2204
19 Laredo	Capt. Mario Lopez	956-728-2292
20 Corpus Christi	Capt. Rhonda Lawson	361-698-5672
21 McAllen	Capt. Juan Rodriguez	956-984-5608
22 Gar (Sherman)	Capt. James Spencer	214-681-8670
23 Waco	Capt. Kenneth Plunk	254-759-7167
24 Del Rio	Lt. James Dreyer	936-442-2811



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