

WHITEMAN AFB PROGRAM

US Army Corps of Engineers,
Kansas City District

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Chief, Office of Small Business Programs

Army Corps of Engineers

Kansas City District Small Business

Program Brief

23 July 2014



NWK FY14 Small Business Program

	USACE Goals	NWK Targets	Projected	FY 2014 Actual as of JUL 22, 2014
Small Dis. Bus.	18%	12.6%	\$ 64.4M	\$ 45.6M (11.52%)
Women-Owned	5%	1.1%	\$ 5.3M	\$ 3.6M (0.92%)
HubZone	10%	1.1%	\$ 11.6M	\$ 8.5M (2.17%)
SDVOSB	4%	1.4%	\$ 9.3M	\$ 6.6M (1.67%)
Small Business	43.3%	28.2%	\$144.2M	\$79.5M (20.10%)
Large Bus.		71.8%	\$368.2M	\$316.3M (79.9%)
Total Contract Dollars			\$512.4M	\$395.8M



Doing Business with the Kansas City District Corps of Engineers

OTHER CONTRACTING OPPORTUNITIES

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

Contracting Branch Contact: 816-389-3812

1. Northwestern Division Corps of Engineers www.nwd.usace.army.mil
2. Kansas City District, Corps of Engineers www.nwk.usace.army.mil
3. Is your business “small?” www.naics.com
4. System For Award Management www.sam.gov
5. Market research to locate opportunities: www.FedBizOpps.gov
6. Procurement Technical Assistance Centers: <http://www.dla.mil/db/procurem.htm>
7. Market research and registration: www.ccr.gov
8. Opportunities as a subcontractor: <http://web.sba.gov/subnet/>
9. Army resources: www.sellingtoarmy.info
10. Procurement Technical Assistance Centers: www.dla.mil/db/procurem.htm
11. A Guide to Winning Federal Contracts: www.sba.gov/training
12. Opening Doors to Federal Contracting Opportunities: www.sba.gov/openingdoors
13. Assistance is obtaining federal contracts: <http://www.osdbu.gov/offices.html>



FY2014 CENWD Small Business Performance through 30 Jun 2014

		CENWD	CENWK		CENWO		CENWS		CENWP		CENWW	
Awards		\$960,975,309	\$312,957,604		\$351,745,622		\$158,966,294		\$78,309,688		\$58,996,101	
SB		\$291,917,120	\$69,098,856		\$100,347,013		\$65,568,112		\$26,393,823		\$30,509,316	
WOSB		\$47,768,358	\$2,633,252		\$5,513,182		\$32,540,272		\$4,101,801		\$2,979,851	
SDB		\$133,613,687	\$40,043,363		\$39,730,821		\$43,017,693		\$3,144,438		\$7,677,372	
HBCU		\$0	\$0		\$0		\$0		\$0		\$0	
HUBZ		\$33,675,961	\$4,438,264		\$14,008,240		\$7,419,523		\$6,096,837		\$1,713,097	
SDV		\$26,946,520	\$5,821,765		\$10,072,976		\$9,229,810		\$547,658		\$1,274,311	
OTS		\$669,058,189	\$243,858,748		\$251,398,609		\$93,398,182		\$51,915,865		\$28,486,785	
SB	43.3%	30.38%	22.08%	43.3%	28.53%	35%	41.25%	28%	33.70%	34%	51.71%	45%
WOSB	7%	4.97%	0.84%	5.0%	1.57%	4.5%	20.47%	4.5%	5.24%	6.0%	5.05%	7.0%
SDB	18%	13.91%	12.80%	18%	11.30%	10%	27.06%	18%	4.02%	10%	13.01%	15%
HBCU	2.5%	0%	0%	2.5%	0%	2.5%	0%	2.5%	0%	2.5%	0%	2.5%
HUBZ	11%	3.51%	1.42%	10%	3.98%	5.0%	4.67%	5.0%	7.79%	5.0%	2.90%	9.0%
SDV	4%	2.81%	1.86%	4.0%	2.86%	5.0%	5.81%	3.50%	0.70%	2.0%	2.16%	5.0%
OTS		69.62%	77.92%		71.47%		58.75%		66.30%		48.29%	

Legend

NWD Adjusted Goal

Meets Statutory Goal

Meets USACE Goal

Goal Un-Met



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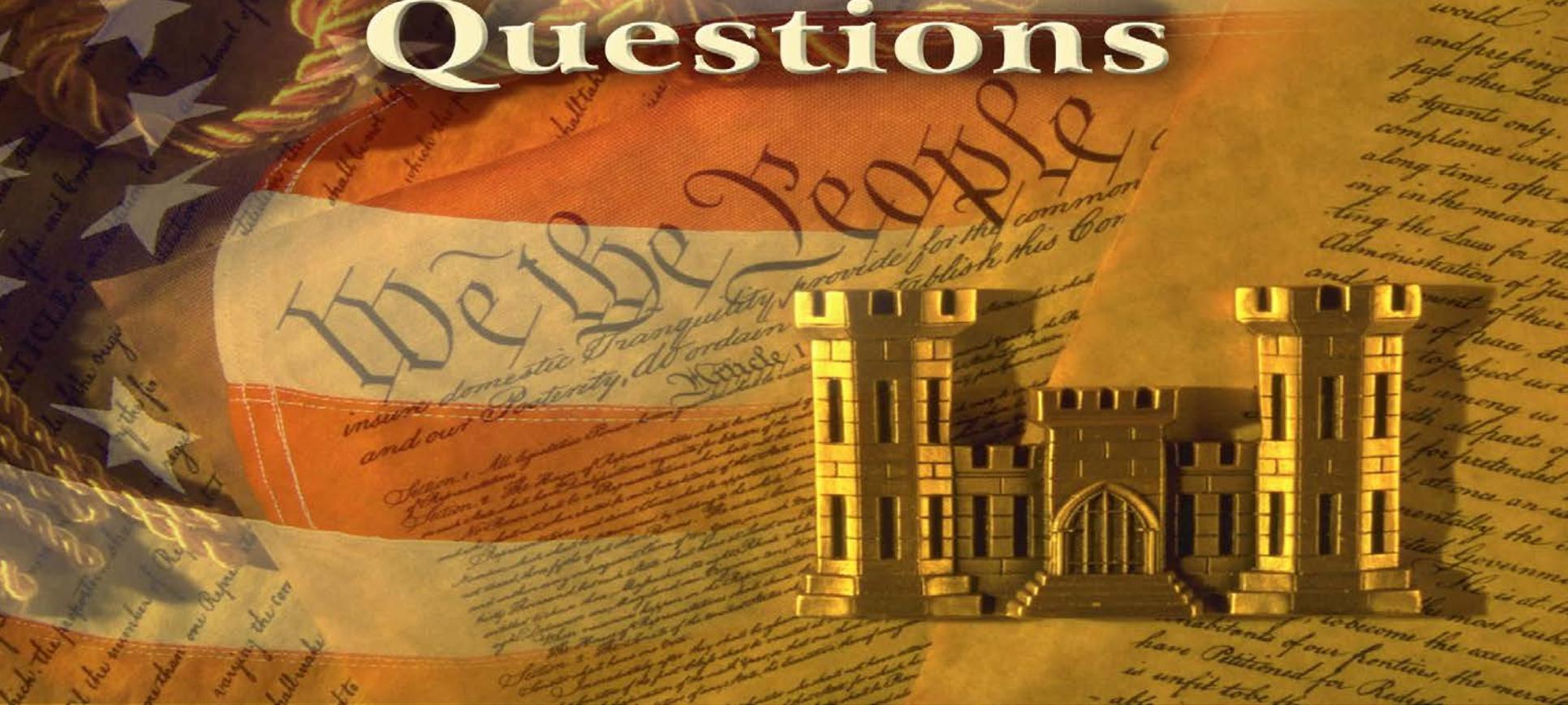
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www.nwk.usace.army.mil



Questions



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