



How to do Business with NAVFAC

May 2023

**Assistant Deputy Director
Office of Small Business Programs
NAVFAC Washington**

NAVVFAC Washington Small Business Office Include Six PWDs

PWD Annapolis

PWD Bethesda

PWD Patuxent River

PWD Quantico

PWD South Potomac
(Dahlgren, VA and Indian Head, MD)

PWD Washington

What is the government's small business policy?

Federal Acquisition Regulation (FAR) 19.201 states: It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to:

- Small business (SD)
- Service-Disabled Veteran-Owned Small Business (SDVOSB) and Veteran-Owned Small Business (VOSB)
- Historically Underutilized Business Zones(HUBZone)
- Small Disadvantaged Small Business (SDSB)
- Women-Owned Small Business(WOSB) and Economically Disadvantage Women-Owned Small Business (EDWOSB)

Such concerns must also have the maximum practicable opportunity to participate as sub-contractors in the contracts awarded by any executive agency, consistent with efficient contract performance.

Advise and assist acquisition officials to ensure strategies are structured to facilitate small business utilization.

Counsel small businesses to maximize opportunities to compete for DoD prime contracts and subcontracts

Analyze small business capabilities.

Ensure large businesses provide adequate subcontracts to small business concerns.

Office of Small Business Programs

- Promote maximum opportunity for small businesses
- Advise and assist acquisition officials to ensure strategies are structured to facilitate small business utilization
- Counsel small businesses to maximize opportunities to compete for DoD prime contracts and subcontracts
- Analyze small business capabilities
- Ensure large businesses provide adequate subcontracts to small business concerns

What NAVFAC Buys

- Design and Construction
 - Construction services
 - Architect & engineering services
 - Design in-house
 - Specialized technical services
 - Ocean engineering
- Environmental
 - Environmental planning/NEPA
 - Environmental compliance & conservation
 - Environmental restoration
 - Sustainable solid waste management
- Expeditionary
 - Civil engineering support equipment
 - Logistics-over-the-shore systems
 - Construction equipment and training
 - Expeditionary IT systems
- Public Works
 - Facility sustainment
 - Utility & energy management
 - Base operation and maintenance
 - Facility services
- Asset Management
 - Land & installation planning
 - Facilities planning
 - Encroachment management
 - Facilities Integrated logistics support
- Real Estate
 - Real Estate
 - Real property acquisition, management & disposal

NAVFAC WASHINGTON Goals for FY23

Small Business Opportunities in Prime Contracting and Subcontracting

	Prime Contracting	Subcontracting
Small Business(SB)	50.50%	40%
Small Disadvantaged Business	32.33%	5%
Women-Owned Small Business	4.89%	9%
Service-Disabled Veteran Owned Small Business	2.85%	3%
Historically Underutilized Business Zone Small Business (HUBZone)	5.7%	3%

NAVFAC FY20 TOP 10 NAICS

NAVFAC FY20 TOP 10 NAICS		
NAICS Code	NAICS Description	Total Dollars
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$6,841,239,575.91
561210	FACILITIES SUPPORT SERVICES	\$1,255,489,480.32
237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$1,221,730,247.10
541330	ENGINEERING SERVICES	\$943,115,418.65
236116	NEW MULTIFAMILY HOUSING CONSTRUCTION (EXCEPT FOR-SALE BUILDERS)	\$379,172,484.54
237310	HIGHWAY, STREET, AND BRIDGE CONSTRUCTION	\$338,213,000.79
221122	ELECTRIC POWER DISTRIBUTION	\$257,270,765.08
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$250,164,899.94
541310	ARCHITECTURAL SERVICES	\$232,856,980.63
561720	JANITORIAL SERVICES	\$231,043,052.30

Where We Are

How to get involved...

- Locate contracting and subcontracting opportunities:
www.SAM.gov
 - NAVFAC opportunities:
 - **Key word/filter search for NAVFAC Washington: N40080**
- What can be found on this site:
 - Sources Sought
 - Requests for Information
 - Solicitations
 - Outreach Events
 - Other Important Information

SBA Resources

- Small Business Administration website:
www.sba.gov
- Subcontracting Opportunities:
https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
- Dynamic Small Business Search (DSBS):
http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
 - Small Business Office first search point for vendors
 - Where Contracting Officers perform market research
 - Contractors ensure profile is dynamic with capabilities and key work sections

Additional Resources

- APEX Accelerators (formerly Procurement Technical Assistance Centers):
 - <https://www.sba.gov/local-assistance/find?type=Procurement%20Technical%20Assistance%20Center&pageNumber=1>
- Procurement Center Representative Directory:
 - <https://www.sba.gov/federal-contracting/counseling-help/procurement-center-representative-directory>
- Small Business Development Center:
 - <https://www.sba.gov/local-assistance/find?type=Small%20Business%20Development%20Center&pageNumber=1>

Contact Info

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