
Small, Minority-Owned, & Women-Owned Businesses: Contracting with McCarthy HITT on Federal Projects

N2W Project Update – Winter 2020



Agenda

1. Small Business definitions
2. Federal certifications
3. Difference between federal & state/local certifications
4. N2W Small Business & MBE/WBE Participation
5. McCarthy HITT bid process
 - a. Building Connected registration
 - b. McCarthy prequalification
6. N2W Overview – USACE
7. N2W Project Update – McCarthy HITT
8. Resource Agencies & Assistance



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**How to determine if you
are a Small Business**

NAICS Codes - What is your NAICS Code?

North
American
Industrial
Classification
System
Codes

N2W Design/Build Contract

236220

**Commercial and Institutional
Building Construction**

determined and assigned by Contracting Officer

SBA Definition of a Small Business

Define in 1 of 2 ways...

1

Average Number of Employees
over the past 12 months.

2

Average Annual Receipts
over the past three years.

A Small Business concern...

- Is organized for profit.
- Has a place of business in the U.S.
- Operates primarily within the U.S.

-or-

makes a significant contribution to the U.S. economy through payment of taxes or use of American products, materials or labor.

- Independently owned and operated.
- Not dominant in its field on a national basis.

Definition will vary to reflect industry differences, such as size standards.

Size Standards

All federal agencies must use SBA Size Standards for contracts identified as Small Business.

Established in the Code Of Federal Regulations, Part 121 (13 CFR Part 121) *Small Business Size Regulations*.

A Small Business **size standard is numerical** and represents the largest a concern can be and still be considered a Small Business for Federal Government programs.

Example: Size standard for **NAICS Code 238910** *Site Preparation Contractors* is \$16.5M average revenue over the most recent 3 years.

Example // from NAICS Subsector 238 Specialty Trade Contractors (\$ Standard)

NAICS Code	NAICS Industry Description	Size Standard in Millions of Dollars
238110	Poured Concrete Foundation and Structure Contractors	\$16.5
238130	Framing Contractors	\$16.5
238140	Masonry Contractors	\$16.5
238150	Glass and Glazing Contractors	\$16.5
238160	Roofing Contractors	\$16.5
238190	Other Foundation, Structure, and Building Exterior Contractors	\$16.5
238210	Electrical Contractors and Other Wiring Installation Contractors	\$16.5
238220	Plumbing, Heating, and Air-Conditioning Contractors	\$16.5
238290	Other Building Equipment Contractors	\$16.5
238310	Drywall and Insulation Contractors	\$16.5
238320	Painting and Wall Covering Contractors	\$16.5
238330	Flooring Contractors	\$16.5
238350	Finish Carpentry Contractors	\$16.5
238390	Other Building Finishing Contractors	\$16.5
238910	Site Preparation Contractors	\$16.5
238990	All Other Specialty Trade Contractors	\$16.5

Example // from NAICS Subsectors 331 & 332

Metal Manufacturing(Employee # Standard)

NAICS Code	NAICS Industry Description	Size Standards in Number of Employees
Subsector 331	Primary Metal Manufacturing	1,000
331210	Iron and Steel Pipe and Tube Manufacturing from Purchased Steel	1,000
331221	Rolled Steel Shape Manufacturing	1,000
331222	Steel Wire Drawing	1,000
331313	Alumina Refining and Primary Aluminum Production	1,000
331314	Secondary Smelting and Alloying of Aluminum	750
331315	Aluminum Sheet, Plate and Foil Manufacturing	1,250
Subsector 332	Fabricated Metal Product Manufacturing	
332312	Fabricated Structural Metal Manufacturing	500
332313	Plate Work Manufacturing	750
332321	Metal Window and Door Manufacturing	750
332322	Sheet Metal Work Manufacturing	500



2

Federal certifications

Federal Certifications

SMALL BUSINESS

SDB

Small Disadvantaged
Business

WOSB

Woman-Owned
Small Business

VOSB

Veteran-Owned
Small Business

HUBZone

Historically Underutilized
Business Zones
Small Business

8(a)

Business Development

EDWOSB

Economically
Disadvantaged Woman-
Owned Small Business

SDVOSB

Service-Disabled Veteran-
Owned Small Business

Why certify as a Small Business?



Document a special capability or status that will help you compete in the marketplace.



Small Business Set-Aside requirements can provide increased business opportunities.

Example: N2W Small Business Goals



- ✓ Overall SBC Goal – 28%
- ✓ Small Disadvantaged Business – 5%
- ✓ Women Owned Small Business – 5%
- ✓ HUBZone SBCs – 2%
- ✓ Service-Disabled Veteran Owned Small Business – 2%
- ✓ Veteran Owned Small Business – 3%

Register in SAM.gov

System for Award Management

Registration system owned by GSA.

Representations and Certifications

SAM.gov is where companies represent their eligibility and list their fields of expertise for federal contracts.

Each company needs a “DUNS” number from Dun & Bradstreet to register in SAM.

Register in SAM.gov

System for Award Management

Dynamic Small Business Search

Dynamic Small Business Search

Fill out the small business profile portion on SAM.gov to be included in search results so that large businesses can find you.

McCarthy HITT uses the **Dynamic Small Business Search** database as part of our toolkit to identify potential subcontractors and suppliers



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**Difference between
federal & state/local
certification**

Differences

State/Local Certifications

Certification Types

- Minority Business Enterprise
- Woman Business Enterprise

Requirements

- Varies by state/local jurisdiction
- May or may not have Set Aside \$
- May or may not include 2nd tier subcontractors

Program Monitoring/Reporting

- Variety of state/local monitoring/reporting systems

Federal Certifications

Certification Types

- [8 different certifications](#)

Requirements

- Varies by certification type
- Has Set Aside \$ //
- 8(a), WOSB, EDWOSB, SDVOSB, HUBZone
- **Only counts 1st tier subcontractors as of now**

Program Monitoring/Reporting

- Single reporting system – eSRS
- Included in Contractor Performance and Reporting System (CPARS)

McCarthy HITT tracks participation for both local MBE/WBE firms and Federal SBE classifications



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**N2W Small Business and
MBE/WBE Participation**

Federal Requirements for

N2W

SMALL BUSINESS – 28% of subcontracted dollars

SDB – 5%

Small Disadvantaged Business

WOSB – 5%

Woman-Owned
Small Business

VOSB – 3%

Veteran-Owned
Small Business

HUBZone - 2%

Historically Underutilized
Business Zones
Small Business

SDVOSB – 2%

Service-Disabled Veteran-
Owned Small Business

McCarthy HITT Diversity Management Software is B2GNow –
used to track progress on participation goals for MBE/WBE firms and small businesses

Project Specific Inclusion for

N2W

McCarthy HITT goals

MBE – 25%

Minority-owned
Business Enterprises

WBE – 5%

Woman-owned
Business Enterprises

McCarthy HITT Diversity Management Software is B2GNow –
used to track progress on participation goals for MBE/WBE firms & small businesses



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McCarthy HITT Bid Process

McCarthy HITT Bid Process

Registration & Prequalification

BuildingConnected

prequalification.mccarthy.com

Step 1 – Subcontractor Info Form

Complete profile information on
McCarthy's form or
through BuildingConnected

Step 2 – online application

Submit application

Step 1 // Subcontractor Information Form*

*click for link
+ available during
networking

McCarthy Building Companies, Inc. Subcontractor Information Form

Ph: (314) 968-3300

Fx: (314) 968-0032

- 1 Full Company Name: _____
- 2 Street Address: _____
City: _____ State: _____ Zip: _____
- 3 Bidding Regions:

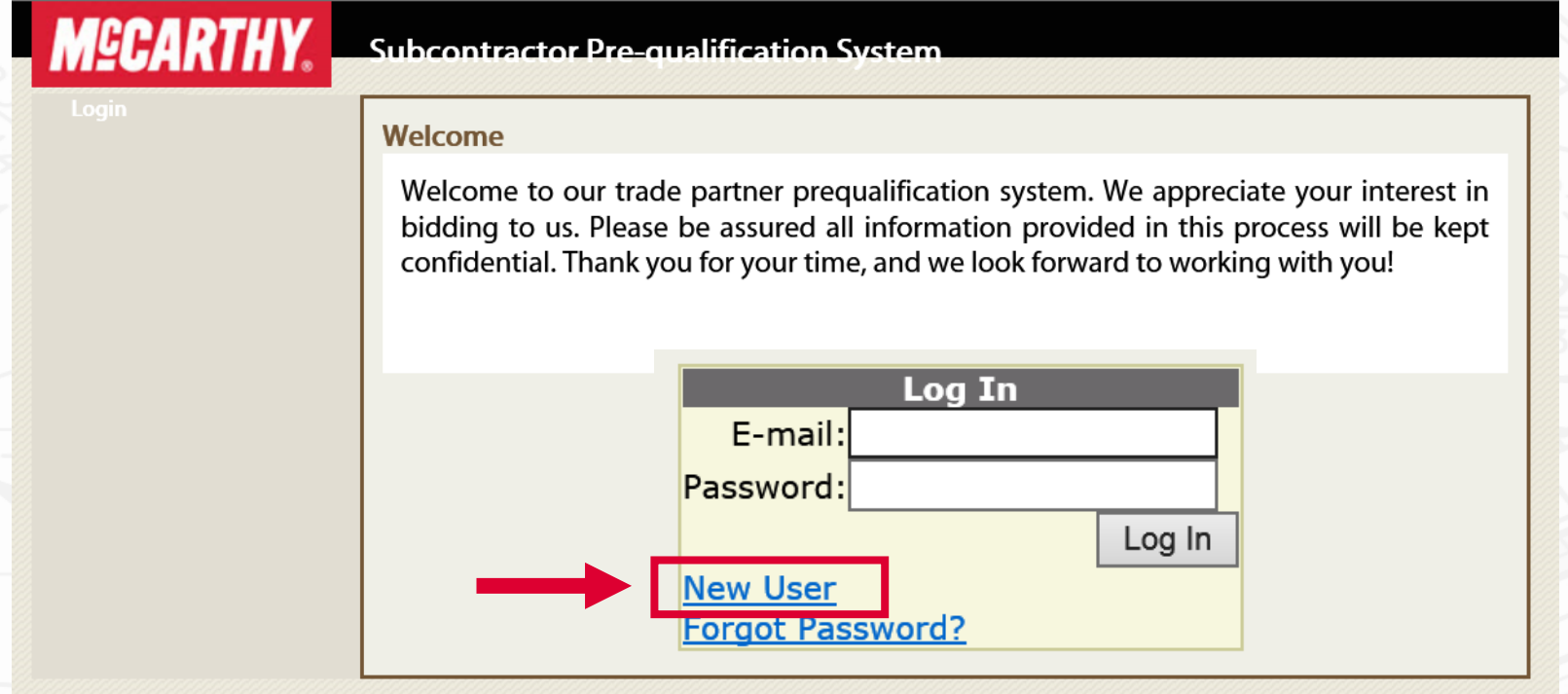
<input type="checkbox"/> St. Louis Area <input type="checkbox"/> Central Missouri <input type="checkbox"/> Central/Southern IL <input type="checkbox"/> Kansas City Area <input type="checkbox"/> Kansas/Nebraska	<input type="checkbox"/> Oklahoma <input type="checkbox"/> East Coast (DC, MA, MD, NC, PA, SC) <input type="checkbox"/> Rockies (CO, ID, SD, ND, WY)	<input type="checkbox"/> Ohio Valley (IN, OH, KY, WV) <input type="checkbox"/> New York <input type="checkbox"/> Virginia <input type="checkbox"/> Southern (AR, AL, LA, MS, TN)
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- 4 Job Size:
Minimum: _____ Maximum: _____
- 5 Contact Person: _____
- 6 Email Address: _____
- 7 Phone Number: (include area code) _____
- 8 Fax Number: (include area code) _____
- 9 Website Address: _____
- 10 Under equal employment opportunity laws, please check the category under which your company qualifies. If certified, please list Agency and Certification number.

Step 2 // Prequalification Application*

*click for link

+ quick guide available

<https://prequalification.mccarthy.com>



MCCARTHY Subcontractor Pre-qualification System

Login

Welcome

Welcome to our trade partner prequalification system. We appreciate your interest in bidding to us. Please be assured all information provided in this process will be kept confidential. Thank you for your time, and we look forward to working with you!

Log In

E-mail:

Password:

Log In

[New User](#)

[Forgot Password?](#)



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**N2W Project Update –
U.S. Army Corps of Engineers**

N2W Overview

with Small Business Opportunities

JANUARY 30, 2020



US Army Corps
of Engineers ®
Kansas City District

Agenda

Site Orientation

Overview of the Next NGA West Program

Specific Contracting Notes

Small Business Opportunities

Resources Available to assist Contractors

Additional Contract Opportunities



US Army Corps
of Engineers ®
Kansas City District

Overview of the Next NGA West Program

Who is the NGA and what is Next NGA West?

- The National Geospatial-Intelligence Agency (NGA) delivers products that provide decisive advantage to
 - warfighters
 - policymakers
 - intelligence professionals
 - first responders

Next NGA West (N2W) will be NGA's new state-of-the-art facility in North St. Louis. It will position NGA to better meet future mission requirements through a more robust information technology infrastructure and collaborative workspace.



Overview of the N2W Program

NEXT NGA WEST FACILITY REQUIREMENTS

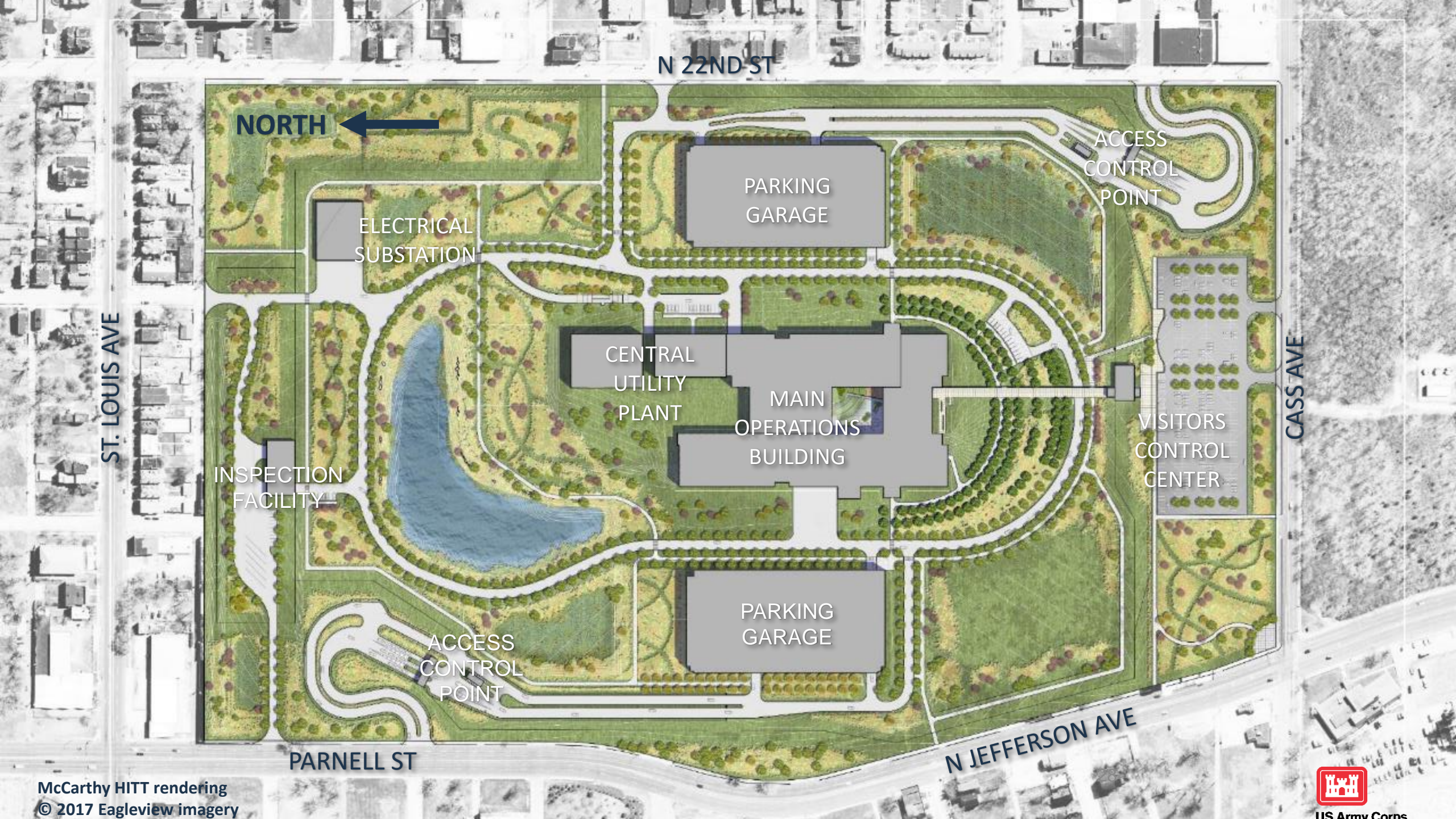
DESIGN BUILD PHASE 2 COMPETITION

- Main Operations Building 712,800 SF
- Central Utility Plant 38,000 SF
- Visitor Control Center (VCC) 7,300 SF
- Parking Garages 992,250 SF
- Site Improvements: Roads, perimeter security, utilities, etc.

SMALL BUSINESS SET ASIDES

- Remote Inspection Facility
- Visitor Control Center Parking
- 2 Access Control Points
- Landscaping
- Temporary Integrated Project Office





N 22ND ST

NORTH

ACCESS
CONTROL
POINT

ELECTRICAL
SUBSTATION

PARKING
GARAGE

CENTRAL
UTILITY
PLANT

MAIN
OPERATIONS
BUILDING

INSPECTION
FACILITY

VISITORS
CONTROL
CENTER

ACCESS
CONTROL
POINT

PARKING
GARAGE

PARNELL ST

N JEFFERSON AVE

ST. LOUIS AVE

CASS AVE

Next NGA West Construction Acquisition

The following information is current at this time however:

- The dates listed in this presentation are TARGET dates and several factors (many outside our control) may influence the final dates.
- This is a high level look at the program and definition is ongoing, so things may CHANGE.

Small Business Opportunities

- Temporary Integrated Program Office (on site)
 - Modular Office \$3.1M - Awarded July 2019
Mobilized January 2020

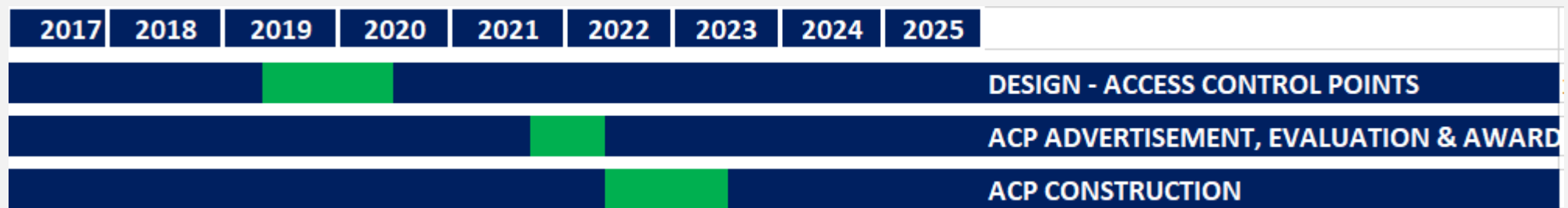
- Remote Inspection Facility
- VCC Surface Parking Lot
- 2 Access Control Points
- 97 Acre Landscaping

DESIGN COMPLETE	CONSTRUCTION YR
AUG 2020	FY23
SEP 2020	FY23
SEP 2020	FY23
AUG 2020	FY23

Access Control Points (2)

Target Schedule:

Advertise – January 2022- - Award April 2022



Visitor Control Center – Parking

Target Schedule:

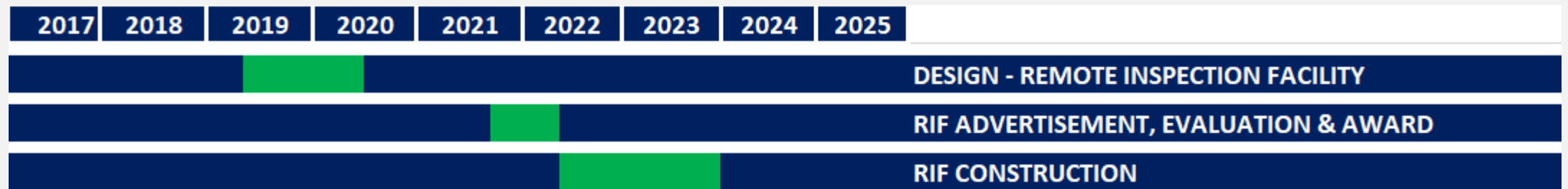
Advertise – July 2022- - Award October 2022



Remote Inspection Facility

Target Schedule:

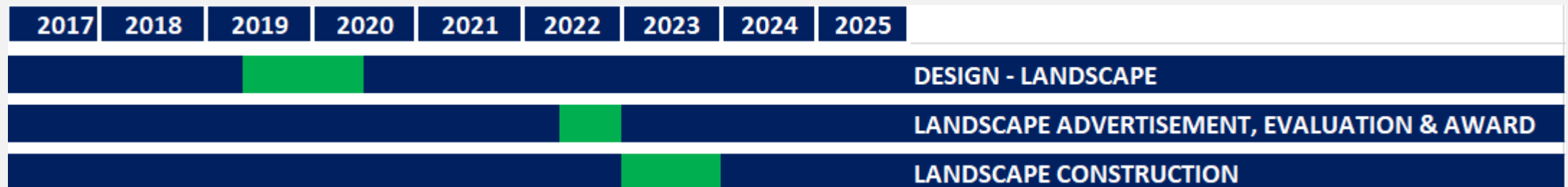
Advertise – January 2022- - Award April 2022



Landscape Construction

Target Schedule:

Advertise – July 2022 - - Award October 2022



Next NGA West Specific Contracting Notes

This is a federal contract that follows Federal Acquisition Requirements, Department of Defense, Army, Corps of Engineers and NGA rules and regulations, and has different requirements than state and private commercial contracts.

The US Army Corps of Engineers (USACE) is competing and awarding a Design-Build (D-B) Construction Contract, and up to 5 separate Small Business Construction Contracts.

Next NGA West Specific Contracting Notes

Secure construction for intelligence facilities requires:

- All personnel working on site subject to local and/or national agency background checks
- All workers issued badges that enable ID and electronic checking in and out of the site
- Computer, phone and camera use on site limited to approved individuals and devices
- After completion security clearances or escorts for may be required



Next NGA West Specific Contracting Notes

Equal Employment Opportunity

- DOL Affirmative Action Goals for St. Louis
 - Women 6.9% Participation by trade
 - Minorities 14.7% Participation by trade
- Department of Labor's Office of Federal Contract Compliance Programs (OFCCP) has selected Next NGA West under their mega project program
- OFCCP will engage to help firms implement these goals and others for veterans and individuals with disabilities

Small Business Opportunities

SUBCONTRACTING GOALS FOR THE DESIGN-BUILD CONSTRUCTION PROJECT:

Program	Subcontracting Goals
Small Business	28%
Small Disadvantaged Business	5%
Woman Owned Small Business	5%
HUB Zone	2%
Service Disabled Veteran Owned SB	2%
Veteran Owned Small Business	3%

Small Business Opportunities

Requirements to be eligible as a Prime Contractor – important for Sub-Contracting Opportunities

- **System for Award Management - www.SAM.gov**
 - Free registration required to contract with the Federal Government
 - Gathers basic information to ensure eligibility for award
- **D-U-N-S Number - www.dnb.com/get-a-duns-number.html**
 - A Unique identification number for businesses.
 - Recommend vendors register with Dun & Bradstreet for a DUNS BEFORE starting the SAM.gov registration process.
- **NAICS code www.census.gov/eos/www/naics/index.html**
 - North American Industry Classification System
 - The type of work your company primarily performs.
 - Search the website by key word to find your industry NAICS code.



Small Business Resources

Association of Procurement Technical Assistance Center (APTAC)

<http://www.aptac-us.org/>

- Assist small businesses with sam.gov registration and other aspects of federal contracting
- Typically done for little-to-no cost

<p>MO PTAC University of Missouri Columbia W1018 Lafferre Hall Columbia, MO 65211</p> <p>Bill Stuby, ACAS Procurement Specialist (573) 882-8058</p> <p>Email Address: stubyb@missouri.edu</p>	<p>MO PTAC St. Louis http://www.moptac.net 10650 Gateway Blvd, St. Louis, MO 63132</p> <p>Donald Robertson Procurement Counselor Phone: (314) 400-7378</p> <p>Email Address: dcrobertson@missouri.edu</p>	<p>IL PTAC @ Western Illinois University 301 Oak Street Room 2-27 Quincy, IL 62301 (217) 223-5636 Theresa Ebeler PTAC Advisor Phone: (618)-420-8313</p> <p>Email Address: centralptac@gmail.com</p>	<p>IL PTAC @ Western Illinois University 301 Oak Street Room 2-27 Quincy, IL 62301 (217) 223-5636 Mary Turner, CCAS Center Director Phone: (217) 223-5636</p> <p>Email Address: mr-turner@wiu.edu</p>
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Resources Available to Assist Contractors

WHERE TO FIND CONTRACTING OPPORTUNITIES

- WWW.SAM.GOV - Federal Business Opportunities Website
 - All Solicitations, Invitations For Bids etc., are posted here.
 - Search by Keyword “W912DQ” at beta.sam.gov, to find any and all solicitations from KC District.

Kansas City District Small Business Deputy

Arthur Saulsberry – Arthur.E.Saulsberry@usace.army.mil

St. Louis District

MAJ John Miller – John.L.Miller@usace.army.mil



US Army Corps
of Engineers ®
Kansas City District

Contact Us

Brendan Fahey

Amy Snively

Website: www.nextngawest.com

Facebook: www.facebook.com/nextngawest

Twitter: @nextngawest

Information Line: 314.676.9418

Email: NextNGAWest@usace.army.mil



US Army Corps
of Engineers ®
Kansas City District



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N2W Project Update – McCarthy HITT JV

N2W Project Update - Overview

Current Phase – Design & Sitework

- Notice to Proceed issue date: 4/23/2019
- Design/Build project
- Design process scheduled to continue into Q3-2020
- Project Completion per initial schedule: Q4-2023

Initial Bid Opportunities

1

Site packages:
Q1-2020

2

**Foundations &
Structured Parking Garages**
Q1-2020

3

Core & Shell packages:
Q2-2020 through Q4-2020

Later Bid Opportunities

4

**Main Office Building & VCC
Interior Fit-out packages**
Q3-2020 through Q4-2020

5

USACE (Government)
Set Aside packages
(Brendan Fahey)

TBD

Furniture, Fixtures, Equipment

Visit mccarthyhittnga.com/bidding-opportunities for updates as project progresses

N2W Project Update – Bid Packages

Initial Bid Opportunities

Design Package 3

Roads, Site Paving,
Physical Security
(Asphalt, Site Concrete,
Site Fence)

Q1-2020 through Q2-2020

Design Package 4A

Foundations - MOB/CUP & VCC
(Ready Mix, Rebar, Drilled Piers)

Q1-2020 through Q2-2020

Design Package 4B

Long Lead Equipment (MOB)

Q1-2020 through Q2-2020

Design Package 4B

Parking Garages (Turnkey)

Ready Mix, Rebar, Piers

Flatwork

Masonry

General Works / Carpentry

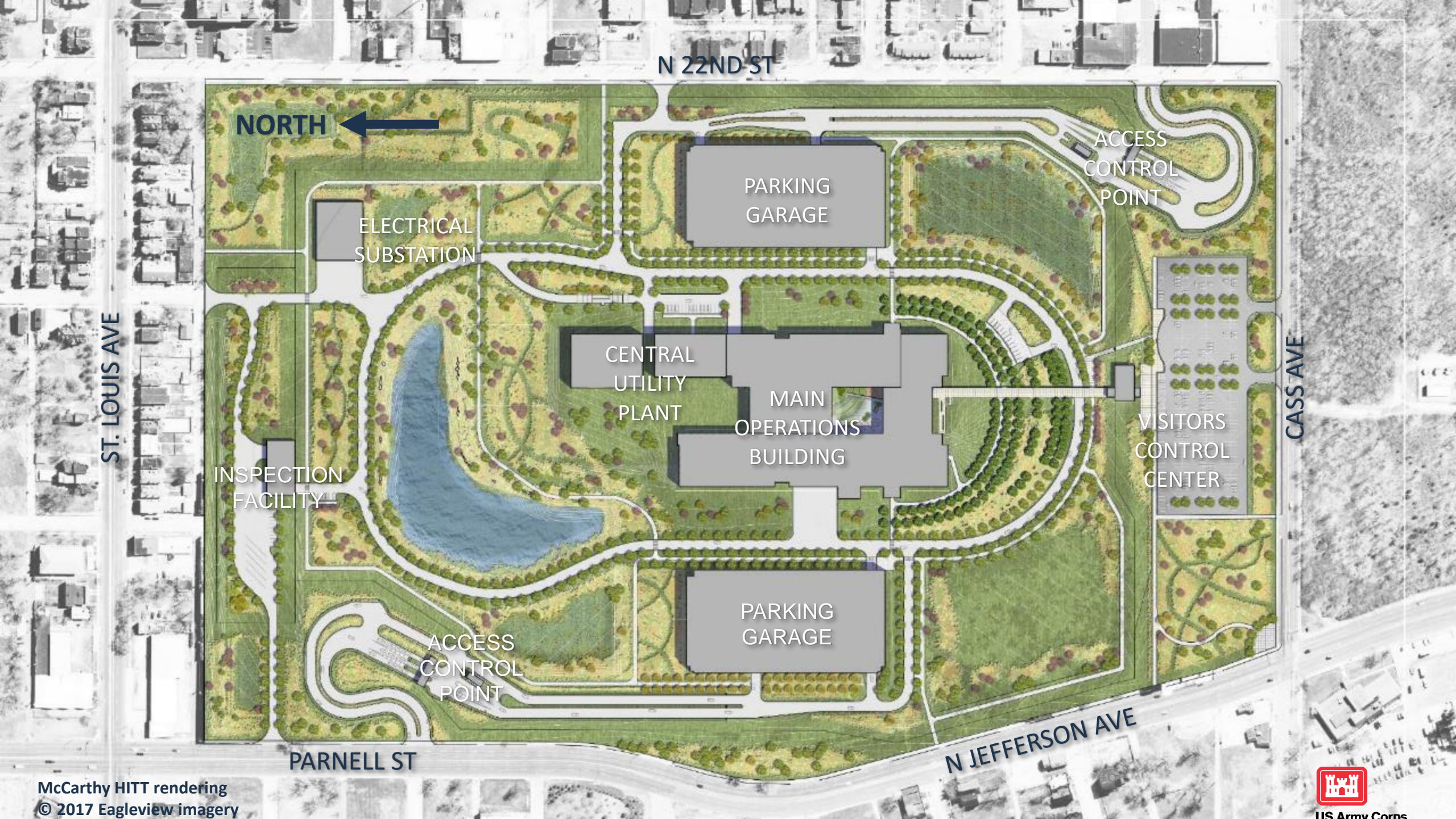
Painting / Coatings

Elevators

HVAC & Controls

Q1-2020 through Q2-2020

Visit mccarthyhittnga.com/bidding-opportunities for updates as project progresses



N 22ND ST

NORTH

ELECTRICAL
SUBSTATION

PARKING
GARAGE

ACCESS
CONTROL
POINT

ST. LOUIS AVE

CENTRAL
UTILITY
PLANT

MAIN
OPERATIONS
BUILDING

INSPECTION
FACILITY

VISITORS
CONTROL
CENTER

CASS AVE

ACCESS
CONTROL
POINT

PARKING
GARAGE

PARNELL ST

N JEFFERSON AVE

Project Updates

nextngawest.com

Project overview – building features and objectives

Project updates – news and events

Construction progress updates

North St. Louis

Small Business Set-Aside Opportunities

mccarthyhitnga.com

Bidding Schedule

Registration and Prequalification

Small Business and Inclusion - Resources



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**Resource Agencies &
SB/MBE/WBE Assistance**

Additional Assistance: Procurement Technical Assistance Centers

MO PTAC

St. Louis County Extension PTAC

Don Robertson, dcrobertson@missouri.edu
Jaymie Mitchell, mitchelljl@umsystem.edu

132 E. Monroe Ave
Kirkwood, MO 63122
P: 314-400-7378

www.aptac-us.org

IL PTAC

Illinois PTAC at Western Illinois University

Theresa Ebeler, TE-ebeler@wiu.edu

347 Covington Dr
Waterloo, IL 62298
P: 618-420-8313

www.aptac-us.org

Additional Assistance: U.S. Small Business Administration

St. Louis SBA Office

St. Louis District Office

Maureen Brinkley, maureen.brinkley@sba.gov

Gary Alexander, gary.alexander@sba.gov

1222 Spruce Street, Suite 10.103

St. Louis, MO 63103

P: 314-539-6600

www.sba.gov

Additional Assistance: Associated General Contractors of Missouri

AGC of Missouri

AGC of Missouri

Stephen Lewis, Vice President
slewis@agcmo.org

6330 Knox Industrial Dr, Ste 200
St. Louis, MO 63139
P: 314-781-2356

www.agcmo.org

Additional Assistance: Small Business Development Center

St. Louis Small Business Empowerment Center

St. Louis Small Business Empowerment Center

Kevin Wilson, WilsonKR@missouri.edu

Lynette Watson, Watson, watsononly@missouri.edu

SBEC at the TREX

911 Washington, Suite 805

St. Louis, MO 63101

P: 314-241-1697

www.stlouissbec.org

Additional Assistance: St. Louis Development Corporation

SLATE

St. Louis Development Corporation

Vladimir Monroe, M/WBE Contract Compliance Manager
monroev@stlouis-mo.gov

1520 Market St.
St. Louis, MO 63103
P: 314-657-3700

<https://www.stlouis-mo.gov/sldc>

Additional Assistance: St. Louis Agency on Training and Employment

SLATE

St. Louis Agency on Training & Employment

Howard Hayes, Executive Director

Charles Williams

1520 Market St.

St. Louis, MO 63103

P: 314-589-8000

www.stlouis-mo.gov/government/departments/slate/

Prime Electrical Subcontractor: Sachs Electric

Sachs Electric

Sachs Electric

Pat Smallwood, psmallwood@sachscsco.com

1572 Larkin Williams Road,
St. Louis, Missouri 63026
P: 636-532-2000

www.sachscsco.com

Prime Mechanical Subcontractor: icon Mechanical

icon Mechanical

icon Mechanical

Steve Faust, Business Development / Diversity Coordinator
sfaust@iconmech.com

Headquarters:

1616 Cleveland Boulevard
Granite City, IL 62040-4401

P: 618-452-0035

www.iconmech.com

Prime Sitework Subcontractor: Castle Contracting

Castle Contracting

Castle Contracting

Dave Moran, Project Manager

David.Moran@digcastle.com

345 Marshall Ave., Suite 302

Webster Groves, MO 63119

P: 314-421-0042

www.digcastle.com



Questions