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

N2W Project Update – Q3 2020



**US Army Corps
of Engineers®**
Kansas City District

Agenda

1. Federal Small Business Definitions
2. Federal & State/Local Certifications & Project Requirements
3. McCarthy HITT bid process
4. N2W Overview – U.S. Army Corps of Engineers – Brendan Fahey
5. N2W Small Business & MBE/WBE Participation to Date
6. N2W Project Update – McCarthy HITT
7. Resource Agencies & Assistance



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Federal Small Business Definitions

SBA Definition of a Small Business

Defined in 1 of 2 ways...

1

Average Annual Receipts
over the past three years.

2

Average Number of Employees
over the past 12 months.

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.

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

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 vs. Local 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

Differences

Federal Certifications

Certification Types

- [8 different certifications](#)
- SB, SDB, 8(a), WOSB, EDWOSB, VOSB, SDVOSB, HUBZone

Requirements

- Varies by certification type
- **Only counts 1st tier subcontractors as of now**

Program Monitoring/Reporting

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

St. Louis City Certifications

Certification Types

- Minority Business Enterprise (any size)
- Woman Business Enterprise (any size)

Requirements for City of St. Louis Projects

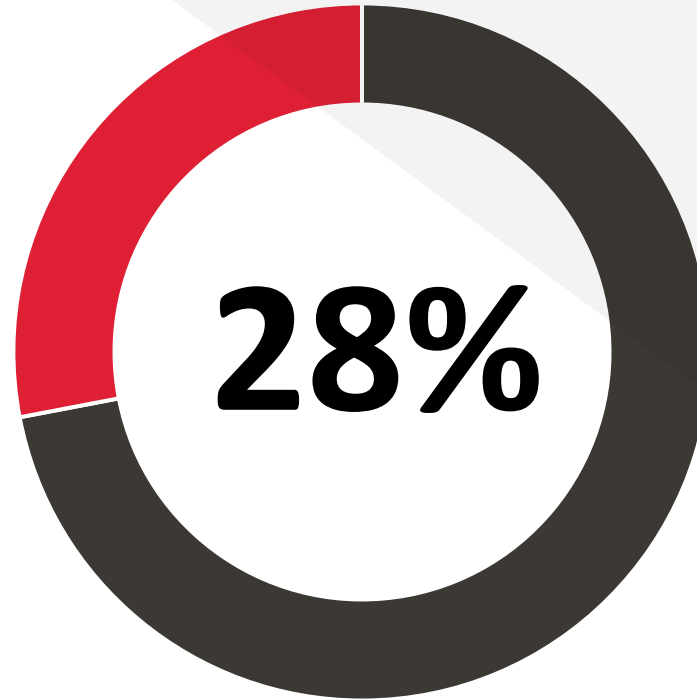
- May include 2nd tier subcontractors

Program Monitoring/Reporting

- Variety of monitoring and reporting systems

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

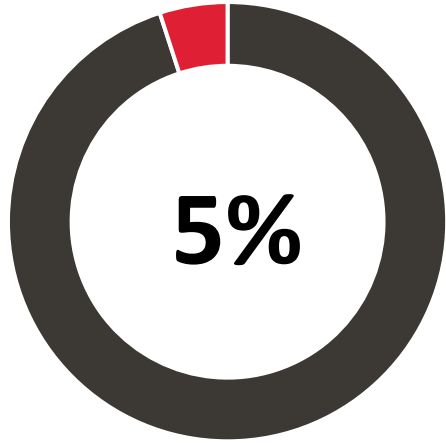
Federal Requirements for N2W



SMALL BUSINESS

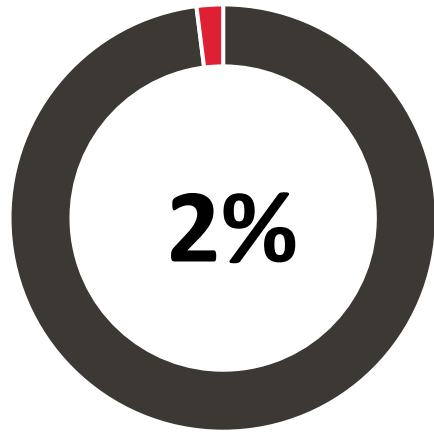
SUBCONTRACTING DOLLARS

Federal Requirements for N2W



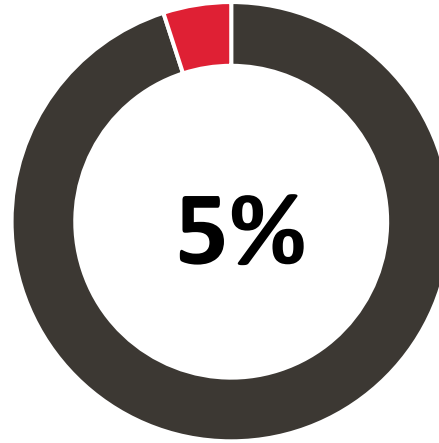
SDB

Small Disadvantaged
Business



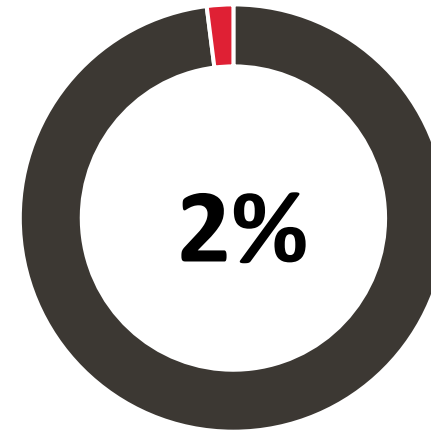
HUBZONE

Historically Underutilized
Business Zones
Small Business



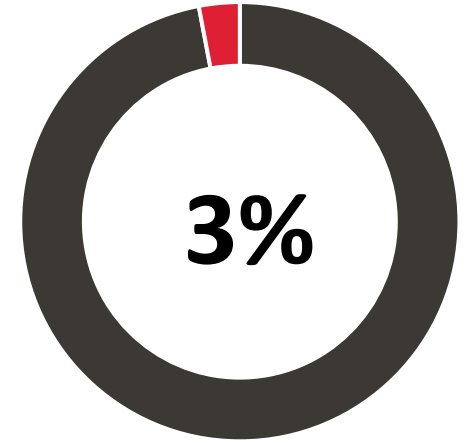
WOSB

Woman Owned
Small Business



SDVOSB

Service-Disabled Veteran-
Owned Small Business



VSOB

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.



**Federal projects require Small Business participation!
Next NGA West contract mandates Small Business goals.**

Register in SAM.gov

System for Award Management

Registration system operated by GSA.

Entity Registration

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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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

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

AUGUST 27, 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



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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

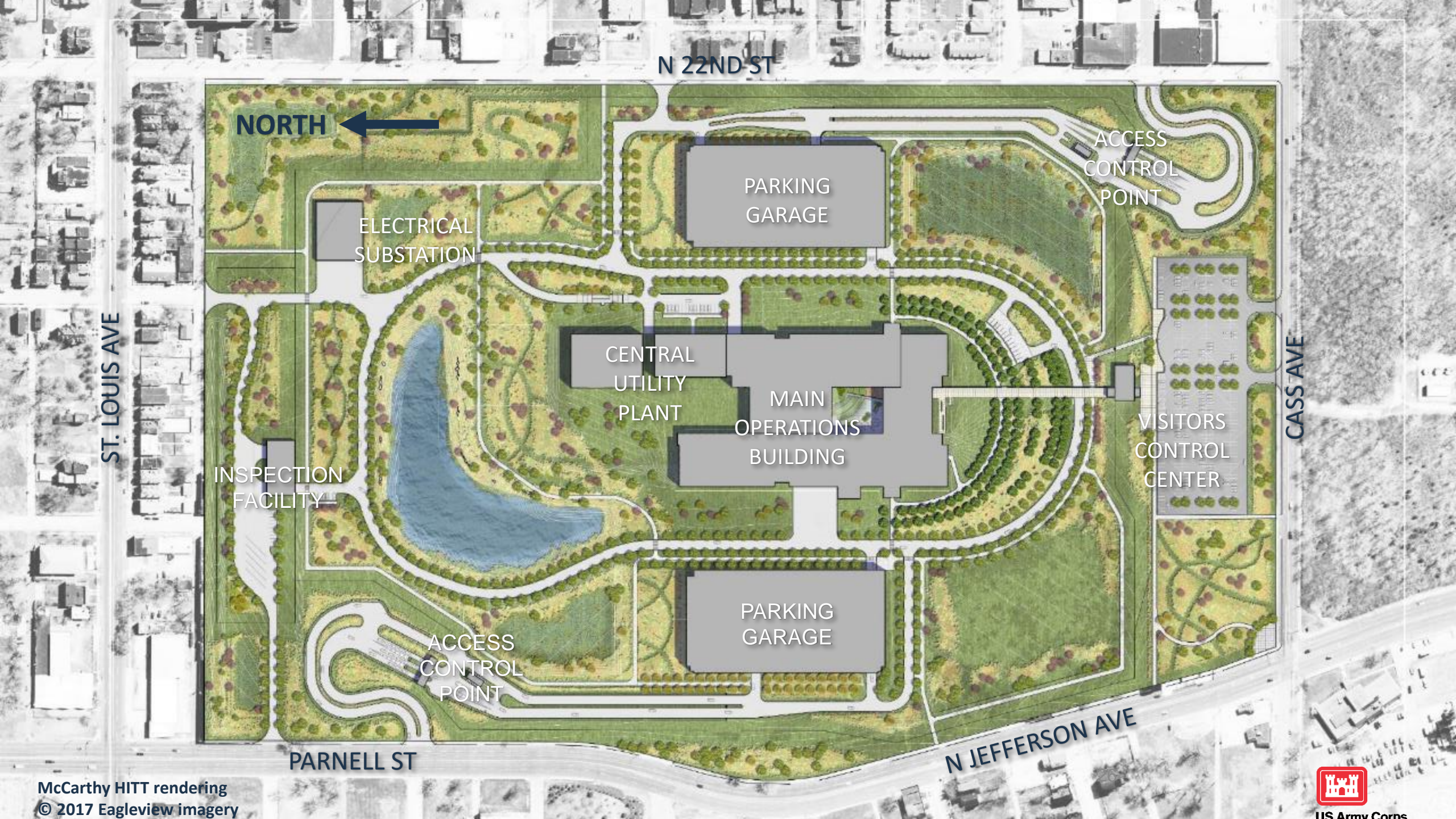
DESIGN BUILD PHASE 2 COMPETITION

- 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 10,000 SF
- Visitor Control Center Parking 350 spaces
- 2 Access Control Points
- Landscaping 97 AC
- Temporary Integrated Project Office (completed)





N 22ND ST

NORTH

ELECTRICAL
SUBSTATION

PARKING
GARAGE

ACCESS
CONTROL
POINT

CENTRAL
UTILITY
PLANT

MAIN
OPERATIONS
BUILDING

VISITORS
CONTROL
CENTER

INSPECTION
FACILITY

ACCESS
CONTROL
POINT

PARKING
GARAGE

ST. LOUIS AVE

CASS AVE

PARNELL ST

N JEFFERSON AVE

Small Business Opportunities

Facility	DESIGN COMPLETE	CONSTRUCTION YR
Temporary Program Office	N/A	FY20 – Complete
Remote Inspection Facility	NOV 2020	FY23 – FY24
2 Access Control Points	NOV 2020	FY23
Landscaping	NOV 2020	FY23 – FY24
Visitor's Control Center Parking	SEP 2020	FY23

Information presented 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.

Access Control Points (ACP)

Contract Award Size: Between \$1,000,000 and \$5,000,000

Anticipated Award: Spring/Summer 2022

- Design-Bid-Build

Description: ACP will provide two access control points to support vehicle and personnel screening.

Visitor Control Center (VCC) – Parking

Contract Award: Between \$500,000 and \$1,000,000

Anticipated Award: Summer/Fall 2022

- Design-Bid-Build

Description: VCC Parking will provide a visitor control center access drive and parking lot consisting of 350-stalls with expansion capabilities.

Remote Inspection Facility (RIF)

Contract Award Size: Between \$5,000,000 and \$10,000,000

Anticipated Award: Spring/Summer 2022

- Design-Bid-Build

Description: RIF supports inspection and screening of personnel, vehicles, and cargo for all postal and service.



Landscape Construction

Contract Award: Between \$5,000,000 and \$10,000,000

Anticipated Award: Summer/Fall 2022

- Design-Bid-Build

Description: Project will provide site-wide landscaping, including site plantings, site furnishings, landscape lighting, and irrigation.



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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 4 remaining separate Small Business Construction Contracts.

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
- McCarthy HITT implemented a Project Specific Inclusion Plan (PSIP) that establishes specific maximum achievable opportunities for qualified minority and female participation on all aspects of construction.

Small Business Opportunities

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

- System for Award Management - [Beta.SAM.gov](https://beta.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- Extension 315 Lemay Ferry Rd, St. Louis, MO 63125</p> <p>Jaymie Mitchell PTAC Specialist (314) 376-5375</p> <p>Email Address: mitchelljl@missouri.edu</p>	<p>MO PTAC St. Louis http://www.moptac.net 10650 Gateway Blvd, St. Louis, MO 63132</p> <p>Donald Robertson Procurement Specialist Phone: (314) 400-7378</p> <p>Email Address: dcrobertson@missouri.edu</p>	<p>Illinois PTAC @ Western Illinois University 347 Covington Dr, Ste. C Waterloo, IL 62298</p> <p>Theresa Ebeler Center Director Phone: (618)-420-8313</p> <p>Email Address: tl-ebeler@wiu.edu</p>	<p>Illinois PTAC Program Office of Entrepreneurship, Innovation & Technology Illinois Department of Commerce Darryl Wm. Thomas Program Manager Phone: (217) 524-4146</p> <p>Email Address: Darryl.Thomas@illinois.gov</p>
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Resources Available to Assist Contractors

Where to Find Contracting Opportunities

- BETA.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



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Kansas City District

Contact Us

Brendan Fahey

Amy Snively

Information Line: 314.676.9418

Nextngawest.com

Email: Brendan.P.Fahey@usace.army.mil

Amy.B.Snively@usace.army.mil



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**N2W Small Business and
MBE/WBE Participation –
Progress to Date**

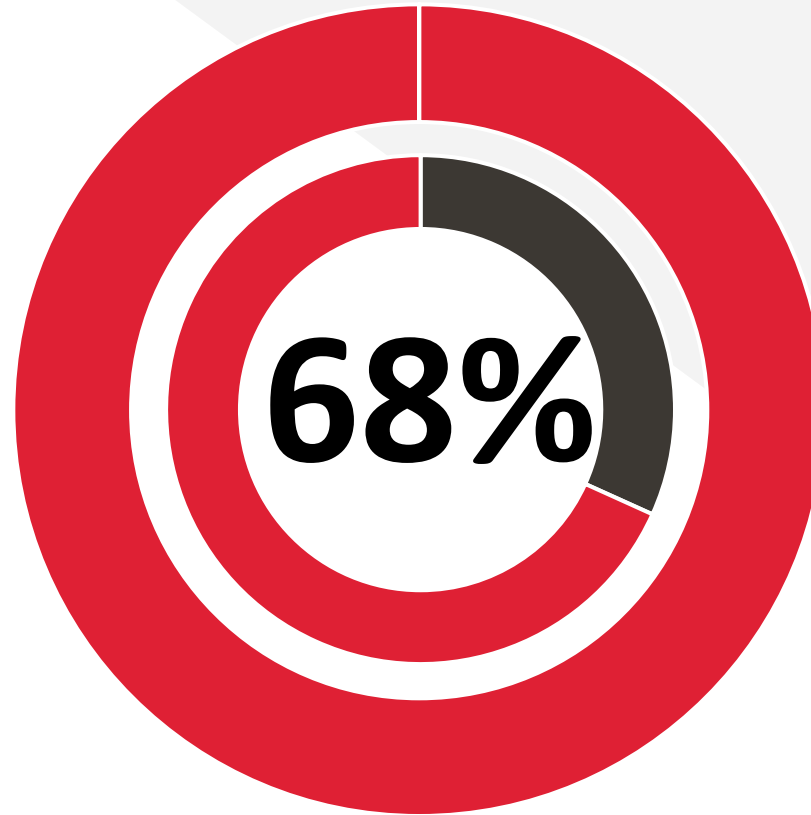
Contract Dollars Remaining



Federal Requirements for N2W

Progress To-Date

Goal: \$121,700,000
To Date: \$83,000,000



SMALL BUSINESS

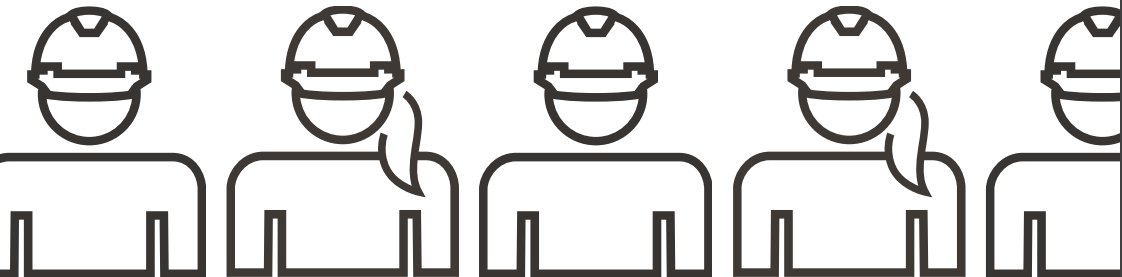
SUBCONTRACTING DOLLARS



N2W Small Business Performance — To Date

	CURRENT GOAL	ACTUAL CUMULATIVE	
	% of Total Subcontracts	% of Total Subcontracts	Value of Subcontracts
Small Business	28	22.21	\$83,001,935
Small Disadvantaged Business (SDB)	5	3.43	\$12,853,950
Women-Owned Small Business (WOSB)	3	0.3	\$1,014,571
HUBZone Small Business	2	2.17	\$8,131,666
Service-Disabled Veteran-Owned Small Business (SDVOSB)	2	2.17	\$8,131,666
Veteran-Owned Small Business (VSOB)	3	8.91	\$33,311,640

McCarthy HITT Goals for Project Specific Inclusion

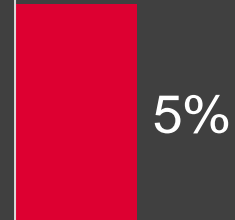


Subcontracting Dollars

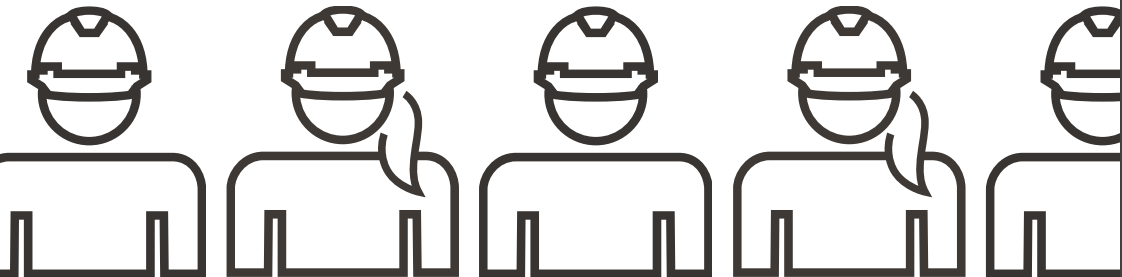
Minority-Owned
Business
Enterprises



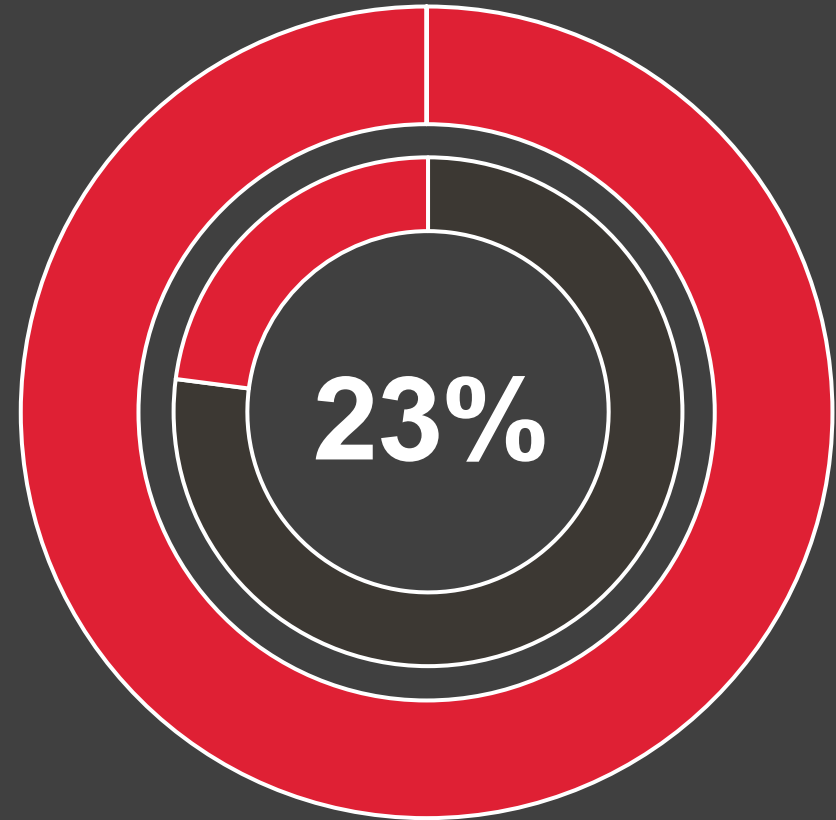
Woman-Owned
Business
Enterprises



Minority-Owned Business Enterprise Goals

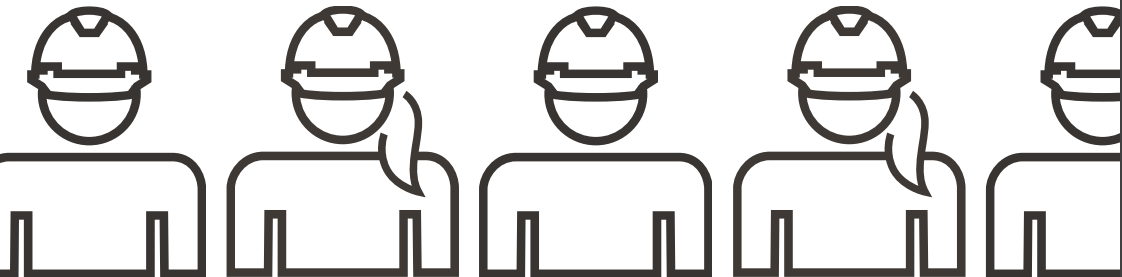


Progress To-Date

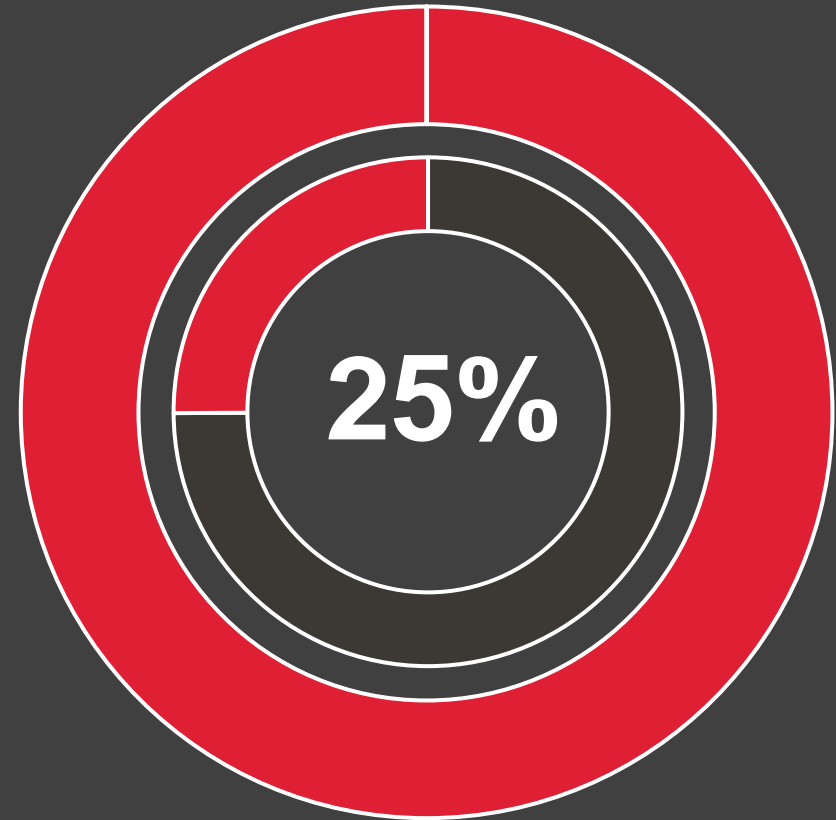


Goal: \$120,000,000

Women-Owned Business Enterprise Goals

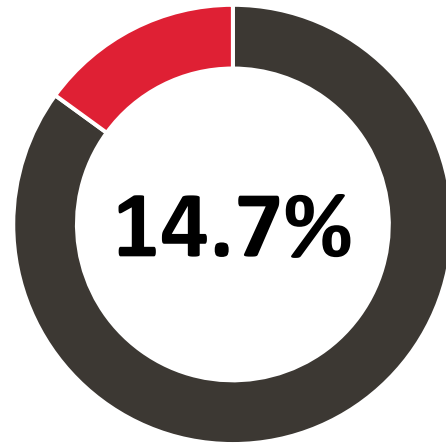


Progress To-Date

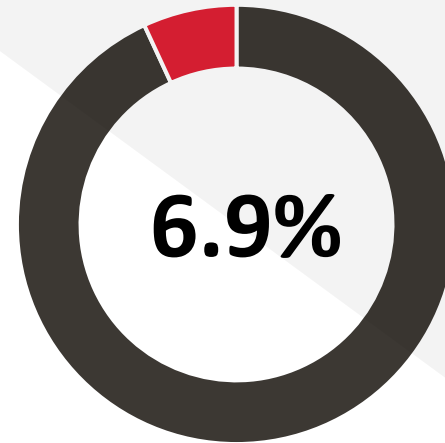


Goal: \$24,000,000

McCarthy HITT Workforce Participation Goals



Minority

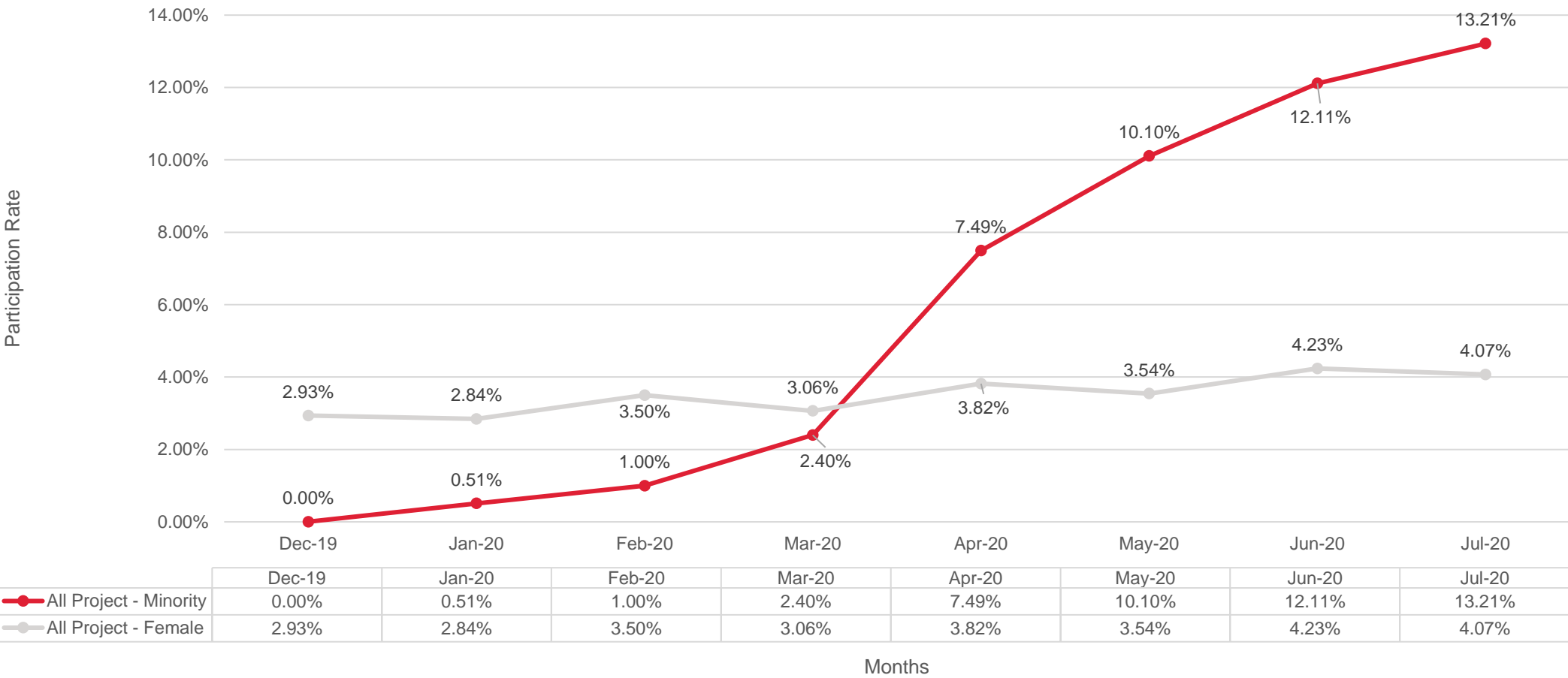


Female



WORKFORCE PARTICIPATION TO-DATE

NGA Workforce Participation - All Project Hours





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N2W Project Update – McCarthy HITT JV

N2W Project Update - Overview

Current Phase – Design & Sitework

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

Current Bid Opportunities

1

Core & Shell packages:
Q3-2020 through Q4-2020

2

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

Later Bid Opportunities

3

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

Core & Shell – Main Operations and Central Utility Plant

Rebar for Elevated Decks

Roofing, Metal Panels

Fireproofing

Specialty Metals for trellis & monumental stair

Sept 2020

Site Improvements

Permanent Site Fence

Grass Pavers

Q4-2020

Interiors – Main Operations and Central Utility Plant

General Works

Interior Glass

Masonry

Flooring & Tile

Painting

Window Treatments

Signage

Security Equipment

Q4-2020

Visitor Center

Concrete

General Works

Curtainwall & Windows

Roofing

Flooring & Tile

Painting / Coatings

Metal Panels & Sheetmetal

Window Treatments

Signage

Security Equipment

HVAC

Q4-2020

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

McCarthy HITT Project Team Leads

Bid Team Leads

[Mark Duda](#) – Preconstruction Director, Sitework

[Jennifer Simpson](#) – Communications Coordinator

[Rick Licari](#) – Concrete/Structural

[Tim Hogan](#) – Interiors

[Jonathan Sanders-Byrd](#) – Building Enclosure

[Walter Eads](#) – Mechanical

[Trevor Turnipseed](#) – Electrical

McCarthy HITT Project Team Leads

Operations Team Leads

[Ryan Moss](#) – Project Director

[Bernie Burtch](#) **and** [Luca Covi](#) – Interiors

[Jonathan Sanders-Byrd](#) – Bldg Enclosure

[Mathew Thompson](#) – MEP

[Chase Agnoletti](#) – Mechanical

[Teresa Fechtel](#) – Electrical

[Matt Galakatos](#) – Electrical Low Voltage



7

**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, watsonly@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

SLDC

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/slhc>

Additional Assistance: Project Connect

Project Connect

Project Connect

Ja-mes “Jay” Watson, III
Major Projects Manager
watsonj@stlouis-mo.gov

1520 Market St., Suite 2000
St. Louis, MO 63103
P: 314-657-3783

www.stlouis-mo.gov/government/departments/sldc/project-connect

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/

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



Questions