



Victoria Ghent – JBLM

Assistant Director, Small Business Program
Mission & Installation Contracting Command

Contracting at JBLM

- **Government Contracting Offices at JBLM**
 - MICC Contracting Office
 - Western Regional Contracting Office
 - Corp of Engineers (Seattle District)
 - AAFES

Getting ready to do business with MICC - JBLM

1. Identify your product / service by
 - Federal Supply Classification Code (FSC)
www.logisticsinformationservice.dla.mil
 - North American Industry Classification System (NAICS)
www.census.gov/epcd/www/naics.html

Getting ready to do business with MICC - JBLM

2. Register – Central Contractor Registration (CCR)

www.ccr.gov

Note: Same basic registration & certification process regardless of government or civilian agency

Getting ready to do business with MICC - JBLM

3. Identify contract opportunities

- **Federal Business Opportunities**
 - Register for maximum functionality
 - Multiple search & watch-list capabilities
 - On-line tutorials & user guides

www.fedbizopps.gov

- **FEDBID**
 - Over 80% awarded through FEDBID goes to Small Business

www.fedbid.com

Getting ready to do business with MICC - JBLM

4. Consider obtaining a Federal Supply Schedule (FSS) contract with General Services Administration (GSA)
 - GSA manages the FSS
 - (Multiple Award Schedule Program)
 - GSA guidance
www.gsa.gov/gettingonschedule

Getting ready to do business with MICC - JBLM

5. Identify subcontracting opportunities
 - Search FedBizOpps for “Award Notices”
 - Utilize SBA’s SUB-Net

<http://web.sba.gov/subnet>

MICC FY11

Small Business Awards Year-to-Date

	GOAL	ACTUAL	\$ AWARDED YTD
SB	50%	63.1%	\$28,119,127
SDB	15%	26.8%	\$9,465,984
WO	4%	5.8%	\$2,903,619
HUBZone	3%	5.7%	\$2,458,137
SDVOSB	5%	1.4%	\$1,338,200

Current JBLM Opportunities – Active Solicitations

Environmental Management Program Support	Small Business
Prepared Meals – Yakima Training Center	WOSB
Aircraft Services	SDVOSB
Operate & Maintain Battle Command Training Center (BCTC)	

Future JBLM Opportunities

- Operate & Maintain Multi-Purpose Range Control (MPRC)
- Postal Services – McChord Field
- ISO Container Maintenance Services
- Street Striping
- Vertical Transportation Equipment (VTE) (Elevator Maintenance)

Do's & Don'ts

Before you see me or a contracting officer...

1. Complete registration & certifications

- CCR
- Small Business
- Veteran Owned
- Woman Owned
- Disabled
- HUB Zone
- 8(a)
- Native American
- Other

Do's & Don'ts

Before you see me or a contracting officer...

2. Identify your product / service
NAICS code

Remember to identify the NAICS codes for all of the products / services your firm provides

Do's & Don'ts

Before you see me or a contracting officer...

3. Utilize your local Procurement Technical Assistant Center (PTAC)

Darrell Sundell – King & Pierce Counties

Tiffany Scoggs – Thurston & south

www.washingtonptac.org

*PTAC -- Assistance from
Registration to Post-Award*

Do's & Don'ts

Before you see me or a contracting officer...

- Sign up for City of Lakewood's hands-on training sessions
- Check out PTAC Training & Events

Help Me Find Qualified Local Small Businesses!

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NEXT STEPS


Next Steps . . . PTAC Training & Events

- Government Contracting 101
 - June 23 – Everett June 29 – Bremerton
 - June 30 – Olympia July 14 – Kent & Spokane
- Native American Business Conference & Tradeshow – September 13 - 15
- SBA Loan Briefings
 - September 20 – Thurston Co.
 - September 22 – Seattle
 - October 20 - Spokane

Next Steps - Hands On Training

- Lakewood City Hall –
June 20 & June 27 or July 11 & July 18 9-Noon
 - Apply & obtain
 - Central Contractor Registration (CCR)
 - CAGE code (NAICS -- North American Industry Classification System)
 - DUNS Number
 - Complete ORCA (on-line reps & certifications)
 - Identify contract opportunities
www.FedBizOpps.gov www.FEDBID.com

**You are ready to start
writing & submitting bid proposals!**

The background of the slide is a close-up, slightly blurred image of the American flag, showing the stars and stripes in a diagonal orientation.

Q & A

12 – 12:30 p.m.

Dave Bughner

**Assistant City Manager of Development/
Community Development Manager**



A Great Place To Do Business!