



XYZ MODULAR CONSTRUCTION CO.
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Federal Marketing Plan

XYZ Modular Construction Co. Inc.
514 Express Way, Suite 001
Edgecliff Village, Texas 76134
Contact Person: Randolph Scott

This FMP will answer the following questions:

- Is the company ready to do federal contracting?
- Who are the marketing targets in the agency contracting offices?
- How to position the company in front of those key decision makers?

Federal Marketing Plan

XYZ MODULAR CONSTRUCTION CO. INC.

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- A. Key Websites

1. Company Readiness Assessment

1.1 Company Readiness Questionnaire (Completed)

- 1.1.1 Does the company have committed personnel or resources to write proposals and manage federal contracts? Yes No: X
- 1.1.2 What is the company's D&B number? 140000000
- 1.1.3 What is the company's Cage Code number? 3X00Z
- 1.1.4 Is the company registered in ORCA? Yes No: X
- 1.1.5 Does the company email addresses have the website domain name? Yes: X No
- 1.1.6 Does the company have an Interagency Contract Vehicle? Yes: X No
Explain GSA Schedule 56
- 1.1.7 Does the company know about the types of federal contracts? Yes No: X
- 1.1.8 Does the company know about the Federal Acquisition Regulation? Yes No: X
- 1.1.9 Does the company have electronic marketing materials? Yes: X No
- 1.1.10 Does the company have a one page capability statement? Yes No: X
- 1.1.11 Does the company have a teaming arrangement? Yes No: X
- 1.1.12 Is the company ISO certified? Yes No: X
- 1.1.13 The Company has a CPA prepare its financial statements. Yes: X No
- 1.1.14 Does the Company have adequate financing for federal contracts? Yes: X No
- 1.1.15 The Company's accounting system is general ledger controlled. Yes: X No
- 1.1.16 The Company's accounting system separates direct and indirect cost. Yes: X No
- 1.1.18 The Company has a business plan. Yes: X No
- 1.1.19 The Company responds to Sources Sought Notices. Yes No: X
- 1.1.20 The Company publishes a newsletter for its customers. Yes No: X
- 1.1.21 Does the Company accept credit cards? Yes: X No
- 1.1.22 The Company has a socio economic program certification? Yes: X No
- 1.1.23 The Company has an attorney? Yes: X No
- 1.1.24 Does the Company have an Open Ratings Report from D&B? Yes: X No

1.1.25 The Company has written policy manuals for the items below:

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1.1.26 Personnel	Y	N	1.1.36 Quality Control	Y	N
1.1.27 Safety	Y	N	1.1.37 Quality Assurance	Y	N
1.1.28 Cost Accounting	Y	N	1.1.38 Document Control	Y	N
1.1.29 Operations	Y	N	1.1.39 Purchasing/Procurement	Y	N
1.1.30 Timekeeping	Y	N	1.1.40 Discount Pricing	Y	N
1.1.31 Warranty	Y	N	1.1.41 Concessions	Y	N
1.1.32 Conflict of Interest	Y	N	1.1.42 Teaming Agreement Antitrust	Y	N
1.1.33 Record Retention	Y	N	1.1.43 Whistle Blower	Y	N
1.1.34 Standards of Conduct and Gratuities	Y	N	1.1.44 Anti Kickback	Y	N
1.1.35 Internal Audit	Y	N	1.1.45 Non Disclosure	Y	N

1.2 List the number of No answers

#	Description	#	Description
1.1.1	Does the company have committed personnel or resources to write proposals and manage federal contracts?	1.1.32	Conflict of Interest
1.1.4	Is the company registered in ORCA?	1.1.35	Internal Audit
1.1.7	Does the company know about the types of federal contracts?	1.1.42	Teaming Agreement Antitrust
1.1.8	Does the company know about the Federal Acquisition Regulation?	1.1.43	Whistle Blower
1.1.10	Does the company have a one page capability statement?	1.1.44	Anti-Kickback
1.1.11	Does the company have a teaming arrangement?		
1.1.19	The Company responds to Sources Sought Notices?		
1.1.20	The Company publishes a newsletter for its customers.		

1.3 What is the company do to correct the No answers?

#	Description	Status
1.1.1	Does the company have committed personnel or resources to write proposals and manage federal contracts?	We have a position posted on Texas Workforce for experienced federal project manager and contract manager.
1.1.4	Is the company registered in ORCA?	Registration will be completed by EOM
1.1.7	Does the company know about the types of federal contracts?	We will review https://www.acquisition.gov/far/current/html/FARTOCP16.html
1.1.8	Does the company know about the Federal Acquisition Regulation?	We will review https://www.acquisition.gov/far/
1.1.10	Does the company have a one page capability statement?	Will complete section 2
1.1.11	Does the company have a teaming arrangement?	Under discussion
1.1.19	The Company responds to Sources Sought Notices?	Will review http://gtpac.org/
1.1.20	The Company publishes a newsletter for its customers.	Under review
1.1.32	Conflict of Interest	Will add to company policy manual
1.1.35	Internal Audit	Will add to company policy manual
1.1.42	Teaming Agreement Antitrust	Will add to company policy manual
1.1.43	Whistle Blower	Will add to company policy manual
1.1.44	Anti-Kickback	Will add to company policy manual
1.1.32	Conflict of Interest	Will add to company policy manual
1.1.35	Internal Audit	Will add to company policy manual
1.1.42	Teaming Agreement Antitrust	Will add to company policy manual

2. Company Readiness Assessment



XYZ Modular Construction Co. Inc.

<p>A. What does the company sell? Pre-Engineered and Prefabricated Buildings and Structures for Outdoor Shelter and Security Shelter Solutions. Includes, but not limited to: Guard houses/booths (with our without bullet resistance), ticket/cashier booths, parking attendant booths, smoking shelters, bus shelters, and concession stands. May be mobile, modular, pre-assembled, unassembled, pre-cast concrete, wood, metal, aluminum, steel, tension fabric or membrane, and includes accessories and options.</p> <p>B. Describe the equipment and or technology the company uses to produce its services/products?</p> <p>XYZ Modular Construction Co. Inc. utilizes state of the art design software and all components meet industry specifications including Doors (3068 commercial grade steel ANS/SDI 100); Windows (ASTM C 1048 and ANSI 297.1-1984; Ceiling(CAC Rating 35-39); Electrical (U.L. Listed); and fire resistance (ASTM-E-84)</p> <p>C. Describe personnel qualifications.</p> <p>XYZ Modular Construction Co. Inc. has over 30 years experience in the design and installation of modular buildings.</p>	<p>D&B #: 140000000</p> <p>Cage Code: 3X00Z</p> <p>Website: www.xyzmodcon.com</p> <p>NAICS: 332311</p> <p>PSC/FSC: 5410</p> <p>Company ownership certifications: SBA 8a #000400, SBA HUBZone, SBA WOSB, Texas HUB, WBENC/NCTRCA MBE/DBE</p> <p>Business certifications: Modular Building Institute (MBI)</p> <p>Offices: 514 Express Way, Suite 001, Edge cliff Village, Texas 76134</p> <p>Contract Vehicles: GS-00F-0000J SIN 361-10E 361-10G</p> <p>Quality Control Certifications: ISO 9001:2000 certified.</p> <p>Open Rating Score: 98</p> <p>Customer References: Available upon request</p> <p>Contact: Randolph Scott 817-000-0000</p>
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3. United States Government (USG) and Agency Contract \$ History

3.1 The Federal Procurement Process

3.2 USG Contract \$ History Totals

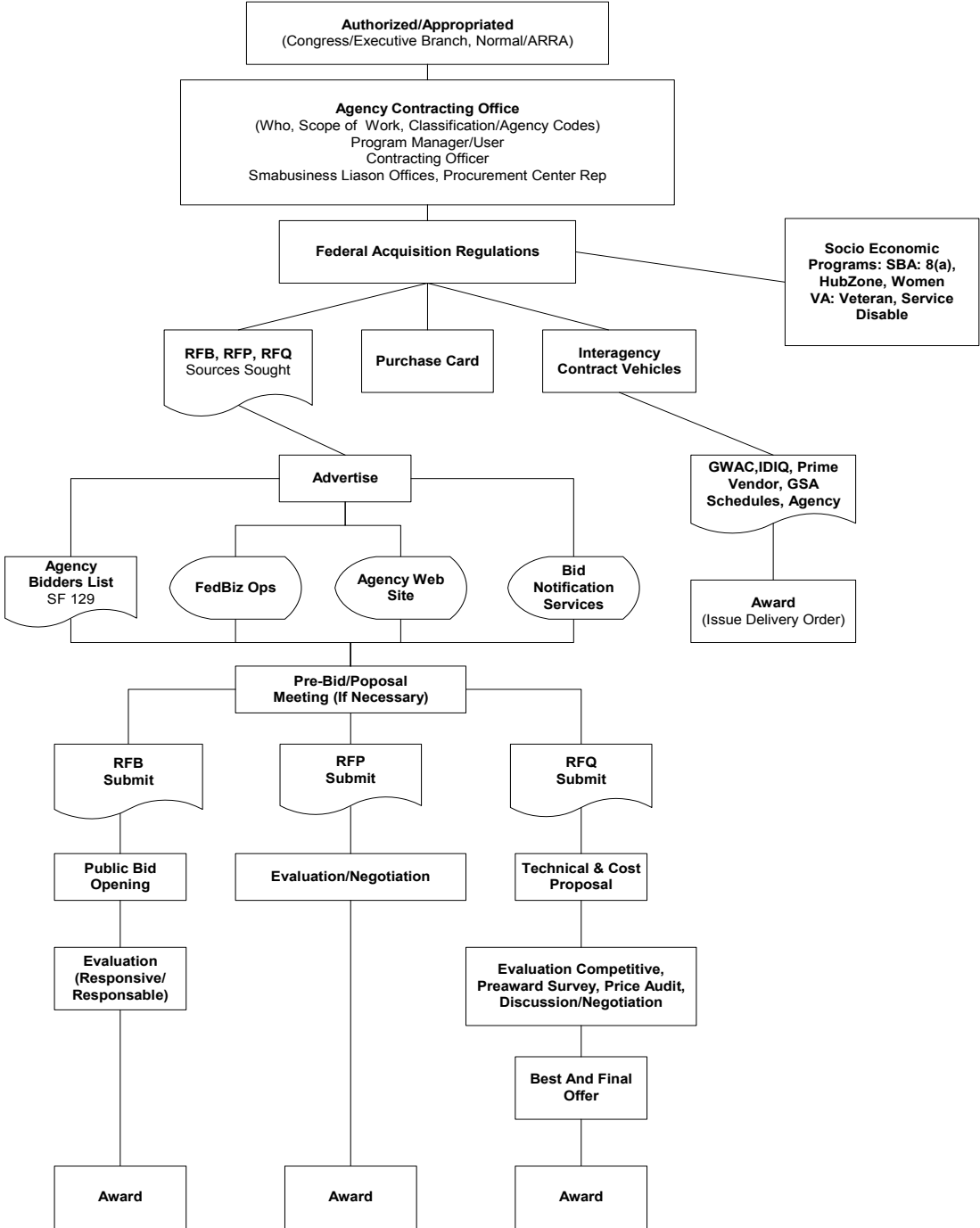
3.3 Top \$ Agency Contracting Offices

3.4 USG \$ Totals by Contracting Method

3.5 USG \$ Totals by Vendor

3.6 Selected Target Agency Contracting Offices

3.1 The Federal Procurement Process



3.2 USG Contract \$ History Totals

NAICS: 332311 PSC: 5410 Source: Federal Procurement Data System
 Period: 2 Jan 2010 thru 1 May 2012

BUREAU OF INDIAN AFFAIRS	\$100,097
BUREAU OF LAND MANAGEMENT	\$517,342
BUREAU OF RECLAMATION	\$39,441
DEFENSE LOGISTICS AGENCY	\$593,620
DEPT OF THE AIR FORCE	\$3,081,118
DEPT OF THE ARMY	\$41,277,090
DEPT OF THE NAVY	\$8,483,754
ENERGY, DEPARTMENT OF	\$48,334
FEDERAL ACQUISITION SERVICE	\$1,326,803
FEDERAL AVIATION ADMINISTRATION	\$96,163
FEDERAL EMERGENCY MANAGEMENT AGENCY	\$1,471,300
FEDERAL LAW ENFORCEMENT TRAINING CENTER	\$63,950
FOREST SERVICE	\$136,845
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	\$152,282
NATIONAL PARK SERVICE	\$473,562
NATURAL RESOURCES CONSERVATION SERVICE	\$148,225
OFFICE OF ASST SECRETARY FOR HEALTH EXCEPT NATIONAL CENTERS	\$16,850
PUBLIC BUILDINGS SERVICE	\$903,346
SMITHSONIAN INSTITUTION	\$10,049
STATE, DEPARTMENT OF	\$709,993
U.S. COAST GUARD	\$2,052,103
U.S. CUSTOMS AND BORDER PROTECTION	\$2,915,288
U.S. FISH AND WILDLIFE SERVICE	\$3,066,216
VETERANS AFFAIRS, DEPARTMENT OF	\$2,122,334

3.3 Top \$ Agency Contracting Offices

NAICS: 332311 PSC: 5410 Source: Federal Procurement Data System
 Period: 2 Jan 2010 thru 1 May 2012

Contracting Agency	Action Obligation (\$)	Contracting Office Name
DEPT OF THE ARMY	\$642,187	W072 ENDIST NASHVILLE
DEPT OF THE ARMY	\$4,392,561	W074 ENDIST SAVANNAH
DEPT OF THE ARMY	\$1,812,250	W075 ENDIST SACRAMENTO
DEPT OF THE ARMY	\$23,531,633	W076 ENDIST LITTLE ROCK
DEPT OF THE ARMY	\$921,428	W07V ENDIST VICKSBURG
DEPT OF THE ARMY	\$3,571,248	W0MU USA DEP CORPUS CHRISTI
DEPT OF THE ARMY	\$1,404,790	W0QF HQ SURFACE DEPL&DISTR CMD
DEPT OF THE ARMY	\$1,155,133	W27P BAGRAM REG CONTR CENTER
DEPT OF THE ARMY	\$5,679,422	W27P SHARANA RCC
DEPT OF THE ARMY	\$2,061,345	W2V6 USA ENG SPT CTR HUNTSVIL
DEPT OF THE ARMY	\$8,967,815	W6GG OFC REG CONT OFF HERAT
DEPT OF THE ARMY	\$2,811,543	W6QK ACC-RSA COS
DEPT OF THE ARMY	\$5,436,151	W6QM MICC-WEST POINT
DEPT OF THE ARMY	\$4,435,627	W7RQ USPFO ACTIVITY VI ARNG
DEPT OF THE ARMY	\$632,705	W8BS WV USPFO SPT SEC
DEPT OF THE NAVY	\$3,198,412	COMMANDER
DEPT OF THE NAVY	\$1,038,078	COMMANDING OFFICER
DEPT OF THE NAVY	\$936,258	NAVSUP FLT LOG CTR JACKSONVILLE
DEPT OF THE NAVY	\$1,773,701	NAVSUP FLT LOG CTR NORFOLK
DEPT OF THE NAVY	\$3,058,760	NAVSUP FLT LOG CTR PEARL HARBOR
DEPT OF THE NAVY	\$1,430,461	NAVSUP FLT LOG CTR PUGET SOUND
U.S. FISH AND WILDLIFE SERVICE	\$833,551	CONTRACTING&GENERAL SERVICES DIV.
VETERANS AFFAIRS, DEPT OF	\$1,134,572	255 CONSOLIDATED CONTRACTING V15
VETERANS AFFAIRS, DEPARTMENT OF	\$871,304	DEPT OF VETERANS AFFAIRS

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VETERANS AFFAIRS, DEPARTMENT OF	\$1,526,707	VISN 22 - CONTRACTING
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3.4 USG \$ Totals by Contracting Method

NAICS: 332311 PSC: 5410 Source: Federal Procurement Data System
Period: 2 Jan 2010 thru 1 May 2012

BPA/ Call \$245,915.13;
Definitive Contract \$21,326,204.41;
Delivery Order \$90,208,750.50;
IDC \$56,900.00;
Purchase Order \$82,289,370;

3.5 USG \$ Totals by Vendor

NAICS: 332311 PSC: 5410 Source: Federal Procurement Data System

Period: 2 Jan 2010 thru 1 May 2012

AAR MANUFACTURING, INC.	\$1,747,818
ABTECH INCORPORATED	\$1,747,818
ALL POINTS INTERNATIONAL DISTRIBUTORS INC	\$1,903,089
ABTECH INCORPORATED	\$3,650,907
ALLIED MODULAR BUILDING SYSTEMS INCORPORATED	\$1,239,132
ALUTIIQ INTERNATIONAL SOLUTIONS LIMITED LIABILITY COMPANY	\$4,497,597
AMERICANA BUILDING PRODUCTS, INC.	\$1,344,898
ARTEL INTERNATIONAL, L.L.C.	\$1,133,948
BAY MODULAR, L.L.C.	\$5,000,014
BIG TOP TRAMPOLINE, INC.	\$12,033,801
CAMSS SHELTERS/CALIFORNIA INDUSTRIAL FACILITIES RESOURCES INCORPORATED	\$1,574,489
CENTRAL ASIA DEVELOPMENT GROUP, INC.	\$1,918,074
CLAMSHELL STRUCTURES, INC.	\$1,156,654
DINE MODULAR CONSTRUCTION LLC	\$5,221,818
DUPONT BUILDING, INC.	\$7,143,672
DYNAMIC DEFENSE MATERIALS, LLC.	\$1,081,481
FED-SOURCE INC	\$1,897,265
GICHNER SYSTEMS GROUP, INC.	\$3,490,612
HUNTER BUILDINGS INTERNATIONAL, LLC	\$2,154,149
ICON CONSTRUCTION, INC.	\$8,031,738
JAY HENGES ENTERPRISES INCORPORATED (6729)	\$1,620,208
KELLY GROUP INCORPORATED (6440)	\$1,673,240
KWIKSPACE GUAM INC	\$1,075,946
LOGIS TECH INCORPORATED	\$3,210,541
MARTEEN, INC.	\$1,385,254
MISCELLANEOUS FOREIGN CONTRACTORS	\$11,863,469
MODULAR MANAGEMENT GROUP, INC.	\$11,883,635
MODULAR SOLUTIONS, LTD.	\$3,890,702
NORTEX MODULAR LEASING AND CONSTRUCTION COMPANY	\$7,509,465
RIK LTD	\$1,115,073
ROMTEC INC	\$1,675,492
SALZER GESELLSCHAFT MIT BESCHRANKTER HAFTUNG	\$2,052,224
SOLUTION MANAGERS INTERNATIONAL	\$1,647,400
SUSTAINABLE MODULAR MANAGEMENT, INC	\$2,256,787
WESTERN METAL SUPPLY COMPANY, INC.	\$1,465,549

3.6 Selected Target Agency Contracting Offices

The United States Army purchased more than \$41 million in fabricated structures during the last three fiscal years. The U.S. Army Corp of Engineers (USACE) is the primary contracting office for these structures. XYZ Nodular Structures Constructions Co. Inc. can market their services directly to USACE buying offices and negotiate set as side 8a contracts due to its socio economic certifications. The profile below of the USACE is provides by GovWin IQ and the U.S. Army Corp of Engineers.

Organization

The United States Army Corps of Engineers (USACE) was established in 1775 when the Continental Congress authorized the first Chief Engineer. In 1802 a Corps of Engineers was stationed at West Point and constituted the nation's first military academy. The United States Military Academy was under the direction of the Corps of Engineers until 1866. With the founding of West Point, the USACE began a tradition of military and civil works missions.

The USACE's mission is to provide vital public engineering services in peace and war to strengthen our Nation's security, energize the economy and reduce risks from disasters.

USACE's main function is to provide water resources management nationwide, engineering research and development, design, construction management and other engineering and real estate services worldwide for the Army and Air Force, the Defense and State departments, the Federal Emergency Management Agency, and many other international, national, state and local partners and stakeholders.

ORGANIZATIONAL COMPONENTS

The USACE headquarters, located in Washington, D.C., creates policy and plans the future direction of all the other USACE's organizations.

- Leadership - The USACE is under the direction of the Chief of Engineers who has separate and distinct command and staff responsibilities. As a staff officer at the Pentagon, the Chief advises the Army on engineering matters and serves as the Army's topographer and the proponent for real estate and other related engineering programs. The office defines policy and guidance and plans direction for the organizations within the USACE. The USACE Headquarters is made up of an Executive Office and 17 Staff Principals. The following officers assist the Chief of Engineers in the performance of his functions:
 - Director of the Office of the Chief of Engineers
 - Commander of Headquarters U.S. Army Corps of Engineers
 - Chief of Staff
 - Engineer Inspector General
 - Principal Assistant Responsible for Contracting

The USACE Headquarters organization includes the following:

- **Directorate of Military Programs:** The Directorate of Military Programs provides sustainable engineering, construction and environmental management products and services for the Army, Air Force, other Department of Defense and United States Governmental Agencies and foreign countries.
- **Directorate of Civil Works:** The Directorate of Civil Works programs include water resource development activities such as flood control, navigation, recreation, and infrastructure and environmental stewardship. The mission of the Directorate of Civil Works also includes emergency response.
- **The Directorate of Resource Management:** The Directorate of Resource Management provides valuable budget, business practices, finance and accounting, and manpower advice to commanders, staff, and customers. The directorate develops policy and provides guidance to USACE on all aspects of resource management, including finance and accounting policy, budget formulation, justification and execution.
- **Directorate of Strategy and Integration:** The Directorate of Strategy and Integration is responsible for ensuring the USACE's strategy is in alignment with the national security strategy and the Army's strategic plan.
- **Directorate of Corporate Information (Information Technology):** The Directorate of Corporate Information provides the vision, policy, guidance and leadership for managing information resources and information technology within the USACE. The directorate is under the direction of the CIO, who is responsible for all aspects of information resource management, information technology, and National Security Systems (NSS) for the USACE.
- **Directorate of Human Resources:** The Directorate of Human Resources is responsible for human resource services to the USACE's management, supervisors, workforce and their families. The directorate provides the staff and operating advisory services necessary to attract and retain a qualified, motivated, efficient workforce.
- **Directorate of Research and Development:** The Directorate of Research and Development directs the USACE research and development effort for military and Civil Works programs and support-for-others by providing execution direction and oversight in the development, integration, execution, and implementation of research and development conducted by the USACE.
- **Directorate of Logistics:** The Directorate of Logistics provides direction, coordination and technical guidance through value added worldwide command logistics policy, plans, and programs for all logistics functions and business processes: supply, maintenance, readiness, materiel, transportation, travel, aviation, facility management, integrated logistics support, management controls, and strategic planning.
- **Office of Safety and Occupational Health (SOH):** The mission of the Office of Safety and Occupational Health (SOH) is to provide policy, programs, technical services, and oversight related to safety and occupational health matters in support of worldwide USACE missions.
- **Office of the Engineer Inspector General (EIG):** The Office of the Engineer Inspector General (EIG) has the mission to determine the state of discipline, efficiency, economy, morale, training and readiness throughout USACE while providing the commander a continuous objective and impartial assessment of the operational and administrative effectiveness of the command.
- **Office of the Chief Counsel:** The Office of Chief Counsel manages the entire USACE legal services system as a corporate enterprise by integrating legal services at the headquarters, division, district, laboratory, and center levels. The Chief Counsel Executive Office serves as

principal legal advisor and senior policy advisor to the Commander, USACE and the Chief of Engineers.

- **Directorate of Contracting (CECT)**
- **Public Affairs (CEPA)**
- **Command Chaplin (CECH)**
- **Real Estate**
- **Small Business (CESB):** The purpose of the Small Business Office is to develop small businesses and maximize their opportunities to participate in USACE procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers mission and strengthen the Nation's economic development.
- **Office of Equal Employment (CEEEO) Opportunity:** The Office of Equal Employment (CEEEO) manages and directs the Equal Employment Opportunity and Affirmative Employment Program for Commander, USACE. The CEEEO also manages the EEO complaints processing system to ensure compliance with regulatory requirements and monitors the climate of USACE activities to ensure that human resource management of civilians complies with EEO/affirmative employment principles and requirements.
- **Office of History:** The mission of the Office of History is to collect, document, interpret, and preserve the history and heritage of the USACE. The Office of History includes research collections and a historical holding of several thousand artifacts.
- **Engineering & Construction Community:** Provide HQUSACE staff support; and to direct the technical aspects of engineering, construction management, environmental protection and restoration, operations, maintenance and repair activities of USACE missions worldwide.

The USACE has eight divisions, also called Regional Business Centers, throughout the United States with 41 district offices in the United States, Asia and Europe, and field offices throughout the world. The eight divisions include:

- **Great Lakes & Ohio River Division (LRD):** The Great Lakes and Ohio River Division (LRD) of the USACE has 5,000 civilian and military professionals serving the military and the Nation in a region that encompasses 335,000 square miles and seventeen states.
- **Mississippi Valley Division (MVD):** The Mississippi Valley Division (MVD) is a dual-mission organization with principally civil works and some military program responsibilities in the Mississippi Valley.
- **North Atlantic Division (NAD):** The North Atlantic Division (NAD) plans, designs and builds projects to support the military, protect America's water resources and maintain the environment. The boundaries of the NAD cover most of the Atlantic coast, including 14 states from Maine to Virginia and the District of Columbia (180,000 square miles, about 5% of the United States). NAD serves 62 million people, over 22% of the United States population.
- **Northwestern Division (NWD):** The Northwestern Division (NWD) has two regional offices located in Portland, Oregon, and Omaha, Nebraska, which provide direction and guidance for five subordinate districts. The NWD performs regional interface involving the upward coordination of technical policy and budgetary issues which cross district boundaries, as well as interface with many other Federal and state agencies, congressional leaders, interest groups and international commissions.

- **Pacific Ocean Division (POD):** The Pacific Ocean Division (POD) is headquartered in Hawaii and is charged with executing USACE missions in the Pacific area of operations that spans six time zones, from Alaska and Hawaii to American Samoa and across Polynesia and Micronesia to Japan and Korea.
- **South Atlantic Division (SAD):** The South Atlantic Division (SAD) has an annual workload of more than \$1 billion, and provides services to soldiers, airmen, and civilians in eight southeastern states, from Virginia to Mississippi, along with the Caribbean and Central and South America. The SAD is headquartered in Atlanta, Georgia, and has five district offices.
- **South Pacific Division (SPD):** The South Pacific Division (SPD) is headquartered in San Francisco, California and has three district offices in California and one district office in Albuquerque, New Mexico. Special programs within the SPD include:
 - Bay Area Housing
 - Civil Works and Management Directorate
 - Coastal Sediments Workgroup
 - Equal Employment Opportunity Office
 - Emergency Management
 - Human Resources Directorate
 - Leadership Development Program
 - Military and Technical Directorate
- **Southwestern Division (SWD):** The Southwestern Division (SWD) is headquartered in Dallas, Texas and has four district offices in Fort Worth, Texas; Galveston, Texas; Little Rock, Arkansas and Tulsa, Oklahoma. Overseas, the SWD supports construction and contracting work for the United States Central Command through the Transatlantic Programs Center in Winchester, Virginia.
- **Transatlantic Division:** The Transatlantic Division is comprised of - The Middle East District, which provides responsive engineering, construction and related reach-back services on time, within budget, and safely to customers, partners, and stakeholders in responding to military operations, international objectives overseas, and national emergencies; the Afghanistan Engineer District-South that provides design and construction services to support the NATO International Security Assistance Force in creating the conditions that lead to improved security, governance and commerce within Afghanistan; and The Afghanistan Engineer District-North.
- **Europe Division:** Headquartered in Wiesbaden, Germany, the district provides support to various U.S., international, and host-nation customers in Europe, Africa, and parts of the Middle East.

The **U.S. Army Engineer Research and Development Center (ERDC)** conducts projects focused on facilities, airfields and pavements, protective structures, sustainment engineering, environmental quality, installation restoration (cleanup), compliance and conservation, regulatory functions, flood control, navigation, recreation, hydropower, topography, mapping, geospatial data, winter climatic conditions, oceanography, environmental impacts and information technology. ERDC consists of seven laboratories at four geographical sites; employs more than 2,000 engineers, scientists and support personnel; has \$1.2 billion in facilities; and conducts an annual research program exceeding \$700 million in FY02.

Laboratories include:

- Coastal and Hydraulics Laboratory, Vicksburg, Mississippi
- Cold Regions Research and Engineering Laboratory, Hanover, New Hampshire
- Construction Engineering Research Laboratory, Champaign, Illinois
- Environmental Laboratory, Vicksburg, Mississippi
- Geotechnical and Structures Laboratory, Vicksburg, Mississippi
- Information Technology Laboratory, Vicksburg, Mississippi
- Topographic Engineering Center, Alexandria, Virginia

There are several field operating activities within the USACE, including:

- **United States Army Engineering and Support Center (CEHNC)** The United States Army Engineering and Support Center (CEHNC), located in Huntsville, Alabama, provides specialized engineering and technical services, program and project management, construction management, and contracting initiatives.
- **Transatlantic Programs Center (CETAC)** The Transatlantic Programs Center (CETAC), headquarters in Winchester, Virginia, is responsible for USACE operations in the Middle East, Africa, Russia and the Central Asian states of the Former Soviet Union.
- **Finance Center, USACE (CEFC)** The Finance Center, USACE (CEFC) provides day-to-day financial and accounting support to the USACE worldwide.
- **Humphreys Engineer Center Support Activity (CEHEC)** The Humphreys Engineer Center Support Activity (CEHEC), headquartered in Alexandria, Virginia, provides administrative and operational support for the USACE.
- **Marine Design Center (CEMDC)** The Marine Design Center (CEMDC), located in Philadelphia, Pennsylvania, provides total project management including planning, engineering, and shipbuilding contract management in support of USACE, Army, and national water resource projects in peacetime, and augments the military construction capacity in time of national emergency or mobilization.
- **Institute for Water Resources (IWR)** The Institute for Water Resources (IWR), located in Alexandria, Virginia, supports the Civil Works Directorate and other USACE offices by developing and applying new planning evaluation methods, polices and data in anticipation of changing water resources management conditions.
- **249th Engineer Battalion** The 249th Engineer Battalion, headquartered at Fort Belvoir, Virginia, generates and distributes prime electrical power in support of warfighting, disaster relief, stability and support operations as well as provides advice and technical assistance in all aspects of electrical power and distribution systems. It also maintains Army power generation and distribution war reserves.
- **Army Geospatial Center** The Army Geospatial Center provides a single focus point for the Army Geospatial Enterprise, focusing on all Army geospatial information and services functions from policy to warfighting.

- **Coastal and Hydraulics Laboratory** Coastal & Hydraulics Laboratory (CHL) performs ocean, estuarine, riverine, and watershed regional scale systems analyses research support work for the U.S. Army Corps of Engineers and the DoD Task Force in support of the Ocean Commission.
- **Cold Regions Research & Engineering Laboratory** The Cold Regions Research & Engineering Laboratory, solves interdisciplinary, strategically important problems of the US Army Corps of Engineers, Army, DOD, and the Nation by advancing and applying science and engineering to complex environments, materials, and processes in all seasons and climates, with unique core competencies related to the Earth's cold regions.
- **Construction Engineering Research Laboratory** The Construction Engineering Research Laboratory (CERL) is part of the U.S. Army Engineer Research and Development Center (USAERDC), which is the Army Corps of Engineers' integrated research and development (R&D) organization. CERL conducts research to support sustainable military installations.
- **Engineer Research and Development Center (ERDC)** The Mission of the Engineer Research and Development Center (ERDC) is to provide science, technology, and expertise in engineering and environmental sciences in support of our Armed Forces and the Nation to make the world safer and better.
- **Environmental Laboratory** The Environmental Laboratory supports the environmental missions of the U.S. Army, the Department of Defense, and the Nation through research, development, special studies, and technology transfer. Environmental Laboratory research includes a network of expertise and facilities from other Engineer Research and Development Center (ERDC) and Corps Laboratories, other government agencies, academia, and private sector.
- **Geotechnical and Structures Laboratory** The Geotechnical and Structures Laboratory (GSL) is a Department of Defense (DoD) research and engineering organization that serves the U.S. Army and the Nation by developing solutions to challenges in geotechnical and structural engineering and related disciplines.
- **Information Technology Laboratory (ITL)** The Information Technology Laboratory supports the research missions of U.S. Army Engineer Research and Development Center (ERDC), other Corps activities, the Army, DoD, and other agencies by conceiving, planning, managing, conducting, and coordinating research and development (R&D) in high performance computing, computer-aided and interdisciplinary engineering, computer science, information technology, and instrumentation systems.

Contingency Response Unit The Contingency Response Unit provides USACE Commanders with engineer battle staff capability in support of global military contingency operations. In addition, it plans and executes USACE Field Force Engineering (FFE) missions in support of combatant command operations.

4. GSA Schedule 56 Contract History

4.1 GSA Schedule 56 Contract Histories for SIN # 361-10E

4.2 GSA Schedule 56 Contract Histories for SIN # 361-10G

4.3 Recap SIN # 361-10E

4.4 Recap SIN # 361-10G

4.1 GSA Schedule 56 Contract Histories

SIN # 361-10E Source: GSA Sales Query

Period: FY 2012

Company Name	Contract Number	Total Sales
ICON CONSTRUCTION, INC.	GS07F0013U	0
M SPACE HOLDINGS, LLC	GS07F0026X	\$773,030
CALIFORNIA INDUSTRIAL FACILITIES	GS07F0029L	0
NEWCO STRUCTURES INC	GS07F0068W	0
DESIGN MODULARS, INC.	GS07F0091W	0
RAMTECH BUILDING SYSTEMS, INC.	GS07F0108Y	0
FREEDOM STEEL BUILDING CORPORATI	GS07F0113U	0
MODERN BUILDING SYSTEMS, INC.	GS07F0117N	0
MODULAR GENIUS, INC.	GS07F0124W	\$156,086
MORTON BUILDINGS, INC.	GS07F0151Y	0
WILMOT MODULAR STRUCTURES INC	GS07F0162T	0
PANEL BUILT, INC.	GS07F0186X	0
AIR DESIGN HEATING AND COOLING,	GS07F0195X	0
MODULAR SOLUTIONS, LTD.	GS07F0199L	0
BRANDALL MODULAR CORP.	GS07F0204V	0
VETERAN ACCELERATED CONSTRUCTION	GS07F0204X	0
SPECTRUM BUILDING SYSTEMS, INC.	GS07F0211U	\$57,293
K-CON, INC.	GS07F0216L	\$22,951
MODULAR MANAGEMENT GROUP, INC.	GS07F0222X	0
PROJECT FROG, INC.	GS07F0225X	0
KITCHENS TO GO, LLC	GS07F0237W	0
WILLIAMS SCOTSMAN, INC.	GS07F0257M	\$91,767
ABS ALPHA GROUP GMBH	GS07F0268K	\$189,466
BANC TECHNIC, INC	GS07F0287V	0
O.T. TRANS, INC.	GS07F0294V	0

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ADVANCED MODULAR SPACE INC.	GS07F0295L	\$24,353
CREATIVE TENT INTERNATIONAL, INC	GS07F0317T	0
ALAN PRE-FAB BUILDING CORPORATIO	GS07F0322M	0
AES PRECAST COMPANY, INC.	GS07F0331L	0
EDIFICE, INC.	GS07F0336X	0
MODULAR BUILDING SYSTEMS LLC	GS07F0351M	\$15,600
NORTEX MODULAR LEASING AND CONST	GS07F0358J	0
EDL CONSTRUCTION, INC.	GS07F0383N	0
SUSTAINABLE MODULAR MANAGEMENT,	GS07F0383V	\$186,341
MCGRATH RENTCORP	GS07F0401X	0
US MODULAR GROUP, INC	GS07F0407M	0
OFFICETRAILER.COM, INC.	GS07F0409V	0
EARL INDUSTRIES, L.L.C.	GS07F0419U	0
MCGEE INDUSTRIES, INC.	GS07F0436X	0
BRISTLECONE VENTURES LLC	GS07F0449V	0
ALTERNATIVE BUILDING SOLUTIONS,	GS07F0459W	0
INTERNATIONAL AUTOMATED SYSTEMS,	GS07F0479N	0
US MODULAR GROUP EAST INC	GS07F0484U	0
PAC-VAN, INC.	GS07F0502N	0
AGATE STEEL, INC.	GS07F0549T	0
FUTRON, INCORPORATED	GS07F0563N	0
DESIGN SPACE MODULAR BUILDINGS,	GS07F0611W	\$42,683
SCIF SOLUTIONS, INC.	GS07F0632W	0
INTERNATIONAL DISASTER SERVICES,	GS07F0635X	0
MODULAR SPACE CORPORATION	GS07F0735X	0
JMC CONSTRUCTION, L.P.	GS07F0803N	0
PACIFIC MOBILE STRUCTURES, INC.	GS07F5632R	0
VANGUARD MODULAR BUILDING SYSTEM	GS07F5690R	\$222,071

NADLER MOBILE, LLC	GS07F6030P	\$82,162
SATELLITE SHELTERS, INC.	GS07F6100R	0
KELLY GROUP, INC.	GS07F7850C	0
ALL POINTS INTERNATIONAL DISTRIB	GS07F9034D	0
FIRST LIGHT, INC.	GS07F9143S	0
MCDONALD MODULAR SOLUTIONS, INC.	GS07F9433S	0
NEW ACTON MOBILE INDUSTRIES LLC	GS07F9473S	0
MOBILEASE MODULAR SPACE, INC.	GS07F9519S	0
BIG TOP TRAMPOLINE, INC.	GS07F9604G	0
BLUESCOPE CONSTRUCTION, INC.	GS07F9665G	0

4.2 GSA Schedule 56 Contract Histories

SIN # 361-10G Source: GSA Sales Query

Period: FY 2012

Company Name	Contract Number	Total Sales
HANDI-HUT SHELTERS INC	GS07F0001H	\$16,025
PANEL CONCEPTS, INC.	GS07F0003W	0
CALIFORNIA INDUSTRIAL FACILITIES	GS07F0029L	0
NEWCO STRUCTURES INC	GS07F0068W	0
CARR CONCRETE CORPORATION	GS07F0086K	\$32,299
ROMTEC, INC.	GS07F0095M	0
INNOVATIVE BUILDING SOLUTIONS, L	GS07F0114X	0
MORTON BUILDINGS, INC.	GS07F0151Y	0
EAGLE LEASING COMPANY THE	GS07F0165X	0
B.I.G. ENTERPRISES	GS07F0169T	0
PANEL BUILT, INC.	GS07F0186X	0
K-CON, INC.	GS07F0216L	\$267,572
WILLIAMS SCOTSMAN, INC.	GS07F0257M	0
STARRCO COMPANY, INC.	GS07F0305U	0

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CREATIVE TENT INTERNATIONAL, INC	GS07F0317T	0
ALAN PRE-FAB BUILDING CORPORATIO	GS07F0322M	0
FWT, L.L.C.	GS07F0322V	0
EDIFICE, INC.	GS07F0336X	0
LITTLE BUILDINGS, INC.	GS07F0352M	0
AWNTECH CORPORATION	GS07F0358W	0
ALLIED MODULAR BUILDING SYSTEMS,	GS07F0359J	\$125,140
EDL CONSTRUCTION, INC.	GS07F0383N	0
OFFICETRAILER.COM, INC.	GS07F0409V	0
COMPONENT SYSTEMS, INC.	GS07F0417J	0
MCGEE INDUSTRIES, INC.	GS07F0436X	0
INTERNATIONAL AUTOMATED SYSTEMS,	GS07F0479N	0
FED-SOURCE INC	GS07F0492V	\$95,740
TWIN MODULAR SERVICES INC.	GS07F0495U	0
LUCAS ARMORING LLC	GS07F0509X	0
AGATE STEEL, INC.	GS07F0549T	\$10,000
PEAK INDUSTRIES INC.	GS07F0549W	0
CXT INCORPORATED	GS07F0602N	0
HORIZON STRUCTURES LLC	GS07F0630W	0
INTERNATIONAL DISASTER SERVICES,	GS07F0635X	0
UH STRUCTURES, INC.	GS07F0647W	0
VICTORY AWNING, INC.	GS07F0651W	0
A BOX 4 U, LLC	GS07F0761X	0
CALIFORNIA WIRE PRODUCTS CORPORA	GS07F0821N	0
DACO CORPORATION	GS07F5620P	0
ALL POINTS INTERNATIONAL DISTRIB	GS07F9034D	0
OCTAGON SERVICES, INCORPORATED	GS07F9111G	0
BLUESCOPE CONSTRUCTION, INC.	GS07F9665G	0

PORTA-FAB CORPORATION	GS07F9690G	0
NATIONAL PARTITIONS, INC.	GS07F9705G	0
DUO-GARD INDUSTRIES, INC.	GS07F9725H	\$110,355
JAY HENGES ENTERPRISES INC.	GS07F9804H	\$275,820

4.3 Recap SIN # 361-10E

Total # Contractors 63
Total # Contractors with 0 Sales 51
Total Top Three Contracts \$1,184,566
Average Sales \$155,316.91

4.4 Recap SIN # 361-10G

Total # Contractors 46
Total # Contractors with 0 Sales 38
Total Top Three Contracts \$668,532
Average Sales \$116,618.88

5. Current Bid Opportunities

Current Bid Opportunities

NAICS: 332311 Source: Federal Business Opportunities

Title	Agency	Value(\$k)	Solicitation Date	Competition Type	Contract Type (Combined List)	Projected Award Date
<u>MILITARY OPERATIONS IN URBAN TERRAIN TRAINING SYSTEM</u>	MARINE CORPS SYSTEMS COMMAND	\$977,374	11/15/2013	Full and Open	Firm Fixed Price	02/15/2014
<u>AEC MODULAR MILITARY OPERATIONS IN URBAN TERRAIN COUNTER IMPROVISED EXPLOSIVE DEVICES TRAINING AREA</u>	SPECIAL OPERATIONS COMMAND	\$0	04/02/2012	Small Bus Set-Aside	Firm Fixed Price	07/15/2012
<u>DEPLOYABLE ENERGY EFFICIENT RIGID WALLED SHELTERS</u>	ARMY MATERIEL COMMAND	\$49,000	07/15/2012	Small Bus Set-Aside	Indefinite Delivery Indefinite Quantity	09/15/2012

6. Target Agency Acquisition Team Contact Marketing List

Target Agency Acquisition Team Contact Marketing list The United States Army Corps of Engineers

Last	First	Title	Office	Street1	City	ST	Zip Code	Phone	Email
Burcham	Margaret	Commander / District Engineer	Great Lakes & Ohio River Division	550 Main St	Cincinnati	OH	45202-5203	513-684-3002	
Smith	Jeffrey	Deputy Commander	Great Lakes & Ohio River Division	550 Main St	Cincinnati	OH	45202-5203	513-684-3003	jeffrey.c.smith@usace.army.mil
Sykes	Lashawn	Public Affairs	Great Lakes & Ohio River Division	550 Main St	Cincinnati	OH	45202-5203	513-684-3097	lashawn.sykes@usace.army.mil;
Brown	Kelly	Regional Business Dir	Great Lakes & Ohio River Division	550 Main St	Cincinnati	OH	45202-5203	513-684-3069	
Whitby	Shirley	Small Business Deputy	Great Lakes & Ohio River Division	550 Main St	Cincinnati	OH	45202-5203	513-684-3028	Shirley.L.Whitby@usace.army.mil
Bales	Stephen	Commander / District Engineer	Buffalo District	1776 Niagara St	Buffalo	NY	14207-3199	716-879-4200	stephen.h.bales@usace.army.mil
Lewton	Martin	Deputy Commander	Buffalo District	1776 Niagara St	Buffalo	NY	14207-3199	716-879-4210	
Ernest	Jeffrey	Contracting Div Chief	Buffalo District	1776 Niagara St	Buffalo	NY	14207-3199	716-879-4254	jeffrey.g.ernest@usace.army.mil
Abeyta-Perez	Priscilla	Small Business Officer	Buffalo District	1776 Niagara St	Buffalo	NY	14207-3199	312-846-5565	Priscilla.Abeyta@usace.army.mil
Drummond	Frederic	Commander / District Engineer	Chicago District	111 N Canal St	Chicago	IL	60606-7221	312-846-5303	
Blair	Regina	Contracting Ofcr	Chicago District	111 N Canal St	Chicago	IL	60606-7221	312-846-5371	regina.g.blair@usace.army.mil
Derosier	Michael	Commander / District Engineer	Detroit District	477 Michigan Ave	Detroit	MI	48226-2523	313-226-6764	
Brooks	Michael	Deputy Commander	Detroit District	477 Michigan Ave	Detroit	MI	48226-2523	313-226-6572	

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O'Keefe	Gary	Deputy Director Project Management	Detroit District	477 Michigan Ave	Detroit	MI	48226-2523	313-226-3443	
Abeyta-Perez	Priscilla	Small Business Deputy	Detroit District	477 Michigan Ave	Detroit	MI	48226-2523	312-846-5565	Priscilla.Abeyta@usace.army.mil
Peterson	Robert	Commander / District Engineer	Huntington District	502 8th St	Huntington	WV	25701-2035	304-399-5395	
Smallfield	Jason	Deputy Commander	Huntington District	502 8th St	Huntington	WV	25701-2035	304-399-5395	jason.l.smallfield@usace.army.mil
King	Sandra	Contracting Division Chief	Huntington District	502 8th St	Huntington	WV	25701-2035	304-399-5619	sandra.m.king@usace.army.mil
Czewski	Deborah	Small Business Deputy	Huntington District	502 8th St	Huntington	WV	25701-2035	304-399-5632	
Leonard	Luke	Commander / District Engineer	Louisville District	PO Box 59	Louisville	KY	40201-0059	502-315-6102	
Winget	David	Deputy Commander	Louisville District	PO Box 59	Louisville	KY	40201-0059	502-315-6103	
Yates	Mark	Contracting Division Chief	Louisville District	PO Box 59	Louisville	KY	40201-0059	502-315-6172	mark.r.yates@usace.army.mil
Gee	Jacqueline	Small Business Deputy	Louisville District	PO Box 59	Louisville	KY	40201-0059	502-315-6111	jacqueline.r.gee@usace.army.mil
Mitchell	Anthony	Commander / District Engineer	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-5626	
Judson	William	Deputy Commander	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-5626	
Wilson	Mike	Deputy for Programs & Project Management	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-7836	

Mann	Joanne	Executive Officer	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-5601	
Davis	Barney	Engineering & Construction Div Chief	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-5650	Barney.Davis@usace.army.mil
Carlton	Valerie	Contracting Div Chief	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-7276	
Appleton	Charles	Small Business Chief	Nashville District	PO Box 1070	Nashville	TN	37202-1070	615-736-7674	charles.n.appleton@lrn02.usace.army.mil
Graham	William	Commander / District Engineer	Pittsburgh District	1000 Liberty Ave	Pittsburgh	PA	15222-4186	412-395-7103	
Wheeler	Randall	Deputy District Engineer	Pittsburgh District	1000 Liberty Ave	Pittsburgh	PA	15222-4186	412-395-7102	
Hawkins	Lenna	Deputy District Engineer Project Management	Pittsburgh District	1000 Liberty Ave	Pittsburgh	PA	15222-4186	412-395-7105	
Plonski	Sherrie	Small Business Deputy	Pittsburgh District	1000 Liberty Ave	Pittsburgh	PA	15222-4186	412-395-7127	Sherrir.Plonski@usace.army.mil
Smith	Cynthia	Contracting Div Chief	Pittsburgh District	1000 Liberty Ave	Pittsburgh	PA	15222-4186	412-395-7474	cynthia.j.smith@usace.army.mil
Stoutenburgh	Dale	Director	Humphreys Engineer Center Support Activity	7701 Telegraph Rd	Alexandria	VA	22315-3802	703-428-6214	
Gray	Kimberli	Small Business Deputy	Humphreys Engineer Center Support Activity	7701 Telegraph Rd	Alexandria	VA	22315-3802	703-428-7385	kimberli.r.gray@usace.army.mil
Giordano	Deborah	Contracting Chief	Humphreys Engineer Center Support Activity	7701 Telegraph Rd	Alexandria	VA	22315-3802	703-428-7303	deborah.l.giordano@hq02.usace.army.mil

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Peabody	John	Commander / Division Engineer	Mississippi Valley Division	1400 Walnut St	Vicksburg	MS	39180-3262	601-634-5750	john.w.peabody@usace.army.mil
Shepard	George	Deputy Commander	Mississippi Valley Division	1400 Walnut St	Vicksburg	MS	39180-3262	601-634-5752	
Johnson	Richard	Contracting Chief	Mississippi Valley Division	1400 Walnut St	Vicksburg	MS	39180-3262	601-634-7135	
Whitby	Shirley	Office of Small Business Programs	Mississippi Valley Division	1400 Walnut St	Vicksburg	MS	39180-3262	513-684-3028	Shirley.L.Whitby@usace.army.mil
Reichling	Vernie	Commander / District Engineer	Memphis District	167 N Main St	Memphis	TN	38103-1814	901-544-3221	
Hamilton	D Craig	Deputy Commander	Memphis District	167 N Main St	Memphis	TN	38103-1814	901-544-0719	
Brady	Karen	Small Business Programs Ofc	Memphis District	167 N Main St	Memphis	TN	38103-1814	901-544-4146	karen.j.brady@usace.army.mil
Todd	Jean	Contracting Chief	Memphis District	167 N Main St	Memphis	TN	38103-1894	901-544-3117	jean.f.todd@usace.army.mil
Fleming	Edward	Commander / District Engineer	New Orleans District	7400 Leake Ave	New Orleans	LA	70160-0267	504-862-2077	
Jernigan	Mark	Deputy Commander	New Orleans District	7400 Leake Ave	New Orleans	LA	70160-0267	504-862-2077	
Foley	Edward	Small Business Office	New Orleans District	7400 Leake Ave	New Orleans	LA	70160-0267	504-862-2885	edward.c.foley@usace.army.mil
Fischer	Pamela	Contracting	New Orleans District	7400 Leake Ave	New Orleans	LA	70160-0267	504-862-2865	
Totorico	Timothy	Construction Division Chief	New Orleans District	7400 Leake Ave	New Orleans	LA	70160-0267	504-862-2769	timothy.j.totorico@usace.army.mil
McGinley	Shawn	Commander / District Engineer	Rock Island District	PO Box 2004	Rock Island	IL	61204-2004	309-794-5249	

Ware	Jared	Deputy Commander	Rock Island District	PO Box 2004	Rock Island	IL	61204-2004	309-794-5249	
Meden	Gary	Deputy Engineer Programs & Project Management	Rock Island District	PO Box 2004	Rock Island	IL	61204-2004	309-794-5260	gary.r.meden@usace.army.mil
Davis	Douglas	Small Business	Rock Island District	PO Box 2004	Rock Island	IL	61204-2004	309-794-5205	douglas.d.davis@mvr02.usace.army.mil
Costello	Rebecca	Contracting	Rock Island District	PO Box 2004	Rock Island	IL	61204-2004	309-794-5589	rebecca.m.costello@usace.army.mil
Hall	Christopher	Commander / District Engineer	St Louis District	1222 Spruce St	Saint Louis	MO	63103-2818	314-331-8010	
Bayham	Robert	Deputy Commander / Deputy District Engineer	St Louis District	1222 Spruce St	Saint Louis	MO	63103-2818	314-331-8014	
Kellett	Joseph	Deputy District Engineer Program Management	St Louis District	1222 Spruce St	Saint Louis	MO	63103-2818	314-331-8012	
Wynne-George	Brenda	Contracting Division Chief	St Louis District	1222 Spruce St	Saint Louis	MO	63103-2818	314-331-8500	brenda.wynne-george@mvs02.usace.army.mil
Chatman	Glenn	Small Business Deputy	St Louis District	1222 Spruce St	Saint Louis	MO	63103-2818	314-331-8513	glenn.l.chatman@usace.army.mil
Price	Michael	Commander / District Engineer	St Paul District	190 5th St E	Saint Paul	MN	55101-2666	651-290-5300	
Bergmann	Kendall	Deputy Commander	St Paul District	190 5th St E	Saint Paul	MN	55101-2666	651-290-5299	
Koopmeiners	Thomas	Small Business Office	St Paul District	190 5th St E	Saint Paul	MN	55101-2666	651-290-5409	thomas.h.koopmeiners@usace.army.mil
Henricks	Kevin	Chf Contracting Officer	St Paul District	190 5th St E	Saint Paul	MN	55101-2666	651-290-5414	kevin.p.henricks@usace.army.mil

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Linder	Dawn	Contracting Officer	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5407	dawn.m.linder@ usace.army.mil
Simon	Patricia	Contract Specialist	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5418	patricia.m.simon@ usace.army.mil
Dirnberger	Thomas	Contract Specialist	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5709	thomas.h.dirnberger @usace.army.mil
Olson	Carol	Contract Specialist	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5406	carol.s.olson@usace.a rmy.mil
Draves	Lisa	Contract Specialist	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5614	lisa.a.draves@ usace.army.mil
Lawrence	Deborah	Purchase Agent	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5410	deborah.a.lawrence @usace.army.mil
Eshom	LeeAnne	Purchase Agent	St Paul District	190 5th St E	Saint Paul	M N	55101-2666	651-290-5419	leeanne.i.eshom@ usace.army.mil
Eckstein	Jeffrey	Commander / District Engineer	Vicksburg District	4155 Clay St	Vicksburg	MS	39183-3435	601-631-5016	
Raimondo	Gregory	Deputy Commander	Vicksburg District	4155 Clay St	Vicksburg	MS	39183-3435	601-631-5010	
Kamien	Doug	Deputy District Programs & Project Management	Vicksburg District	4155 Clay St	Vicksburg	MS	39183-3435	601-631-7933	Doug.J.Kamien@ mvk02.usace.army.mil
Reed	Shirley	Small Business Deputy	Vicksburg District	4155 Clay St	Vicksburg	MS	39183-3435	601-631-5347	shirley.h.reed@ usace.army.mil
Larsen	Christopher	Commander	North Atlantic Division	302 General Lee Ave	Brooklyn	NY	11252-9505	718-765-7001	
Goodman	Antwinette	Small Business Deputy	North Atlantic Division	60 Forsyth St SW	Atlanta	G A	30303-8800	404-562-5237	

Anderson	David	Commander / District Engineer	Baltimore District	PO Box 1715	Baltimore	M D	21203- 1715	410- 962- 4545	
Darville	Hugh	Deputy Commander	Baltimore District	PO Box 1715	Baltimore	M D	21203- 1715	410- 962- 4660	
Gray	Tamikia	Small Business Deputy	Baltimore District	PO Box 1715	Baltimore	M D	21203- 1715	410- 962- 2587	tamikia.gray@ usace.army.mil
Rich	James	Contracting Division Chief	Baltimore District	PO Box 1715	Baltimore	M D	21203- 1715	410- 962- 2196	James.J.Rich@ usace.army.mil
Feir	Philip	Commander / District Engineer	New England District	696 Virginia Rd	Concord	M A	01742- 2751	978- 318- 8220	philip.t.feir@ usace.army.mil
Howell	Steve	Deputy Commander	New England District	696 Virginia Rd	Concord	M A	01742- 2751	978- 318- 8222	
Carlson	Richard	Construction / Operations Div Chief	New England District	696 Virginia Rd	Concord	M A	01742- 2751	978- 318- 8320	richard.c.carlson@ usace.army.mil
Winston- Vinculla	Shelia	Contracting Div Chief	New England District	696 Virginia Rd	Concord	M A	01742- 2751	978- 318- 8159	shelia.m.winston@usa ce.army.mil
D'Antuono	Eva Marie	Small Business Deputy	New England District	696 Virginia Rd	Concord	M A	01742- 2751	978- 318- 8427	evamarie.d'antuono @usace.army.mil
Boule	John	Commander / District Engineer	New York District	26 Federal Plz	New York	NY	10278- 0004	917- 790- 8000	
Clancy	Michael	Deputy Commander / Deputy District Engineer	New York District	26 Federal Plz	New York	NY	10278- 0090	917- 790- 8100	
Byrne	Gerald	Construction Div	New York District	26 Federal Plz	New York	NY	10278- 0090	917- 790- 8471	
Cashman	Francis	Contracting Div	New York District	26 Federal Plz	New York	NY	10278- 0090	917- 790- 8173	
Cuyjet	Gregory	Small Business Deputy	New York District	26 Federal Plz	New York	NY	10278- 0090	917- 790- 8004	gregory.g.cuyjet@ usace.army.mil

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Backus	Andrew	Commander / District Engineer	Norfolk District	803 Front St	Norfolk	VA	23510-1011	757-201-7601	
Darrow	Michael	Deputy District Engineer	Norfolk District	803 Front St	Norfolk	VA	23510-1011	757-201-7601	
Drum	Cheryl	Contracting Chief	Norfolk District	803 Front St	Norfolk	VA	23510-1011	757-201-7744	cheryl.f.drum@usace.army.mil
Beecher	Jack	Small Business Deputy	Norfolk District	803 Front St	Norfolk	VA	23510-1096	757-201-7077	jack.beecher@usace.army.mil
Tickner	Thomas	Commander / District Engineer	Philadelphia District	100 Penn SQ E	Philadelphia	PA	19107-3390	215-656-6501	
Streletz	Anthony	Deputy District Engineer	Philadelphia District	100 Penn SQ E	Philadelphia	PA	19107-3390	215-656-6501	
Chandler	Cheryl	Small Business Deputy	Philadelphia District	100 Penn SQ E	Philadelphia	PA	19107-3390	215-656-6867	cheryl.w.chandler@usace.army.mil
McMahon	John	Commander / Division Engineer	Northwestern Division	PO Box 2870	Portland	OR	97208-2870	503-808-3700	
Tipyon	Robert	Deputy Division Commander	Northwestern Division	PO Box 2870	Portland	OR	97208-2870	503-808-3701	
Scanlan	Joseph	Contracting Directorate Chief	Northwestern Division	PO Box 2870	Portland	OR	97208-2870	402-697-3797	
Perez	John	Small Business	Northwestern Division	PO Box 2870	Portland	OR	97208-2870	503-808-3798	john.m.perez@usace.army.mil
Hofmann	Anthony	Commander	Kansas City District	601 E 12th St	Kansas City	MO	64106-2818	816-389-3486	
Prinslow	Christopher	Deputy Commander	Kansas City District	601 E 12th St	Kansas City	MO	64106-2818	816-389-3486	
McCarthy	Teresa	Contracting Div Chief	Kansas City District	601 E 12th St	Kansas City	MO	64106-2818	816-389-3918	teresa.f.mccarthy@usace.army.mil

Saulsberry	Arthur	Small Business Deputy	Kansas City District	601 E 12th St	Kansas City	M O	64106-2818	816-389-3927	Arthur.E.Saulsberry@usace.army.mil
Ruch	Robert	Commander / District Engineer	Omaha District	106 S 15th St	Omaha	NE	68102-1606	402-995-2001	
Jordano	James	Deputy Commander / Chief of Staff	Omaha District	106 S 15th St	Omaha	NE	68102-1606	402-995-2007	
Opitz	James	Contracting Div Chief	Omaha District	106 S 15th St	Omaha	NE	68102-1606	402-995-2047	james.b.opitz@usace.army.mil
Carter	Hubert	Chief Small Business Programs Office	Omaha District	106 S 15th St	Omaha	NE	68102-1606	402-995-2910	hubert.j.carter@usace.army.mil
Estock	Bruce	Commander / District Engineer	Seattle District	PO Box 3755	Seattle	W A	98124-3755	206-764-3690	
Cadicamo	Matthew	Deputy Commander	Seattle District	PO Box 3755	Seattle	W A	98124-3755	206-764-3691	matthew.p.cadicamo.ltc@usace.army.mil
Anderson	Cheryl	Contracting Div Chief	Seattle District	PO Box 3755	Seattle	W A	98124-3755	206-764-3772	cheryl.a.anderson@usace.army.mil
Cegalis	G	Contracting Br Chief	Seattle District	PO Box 3755	Seattle	W A	98124-3755	206-764-3653	
Ebert	E	Purchasing Br Chief	Seattle District	PO Box 3755	Seattle	W A	98124-3755	206-764-3638	
Hanson	Vilma (Gayle)	Small Business Office	Seattle District	PO Box 3755	Seattle	W A	98124-3755	206-764-6807	vilma.g.hanson@usace.army.mil
Caldwell	David	Commander / District Engineer	Walla Walla District	201 N 3rd Ave	Walla Walla	W A	99362-1876	509-527-7700	
McDonald	Claudette	Contracting Division Chief	Walla Walla District	201 N 3rd Ave	Walla Walla	W A	99362-1876	509-527-7201	claudette.m.mcdonald@usace.army.mil
Beckstrand	Scott	Small Business Deputy	Walla Walla District	201 N 3rd Ave	Walla Walla	W A	99362-1876	509-527-7202	

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Koenig	Reinhard	Commander	Alaska District	PO Box 6898	Elmendorf AFB	AK	99506-0898	907-753-2504	
Stone	James	Deputy Commander	Alaska District	PO Box 6898	Elmendorf AFB	AK	99506-0898	907-753-2505	james.r.stone@ poa.usace.army.mil
Drake	Ivonne	Small Business Deputy	Alaska District	PO Box 6898	Elmendorf AFB	AK	99506-0898	907-753-5576	ivonne.e.drake@ usace.army.mil
Chytka	Jon	Commander / District Engineer	Honolulu District	Fort Shafter	Honolulu	HI	96858-5440	808-438-1069	joh.i.chytka@ usace.army.mil
Henderson	John	Deputy Commander / Dep Dist Engineer	Honolulu District	Fort Shafter	Honolulu	HI	96858-5440	808-438-1069	john.w.henderson@us ace.army.mil
Yoza	Catherine	Small Business Office	Honolulu District	Bldg 230	Fort Shafter	HI	96858-5440	808-438-8586	catherine.l.yoza@ usace.army.mil
Semonite	Todd	Commander / Division Engineer	South Atlantic Division	60 Forsyth St SW	Atlanta	G A	30303-8800	404-562-5006	
Vacant		Deputy Commander	South Atlantic Division	60 Forsyth St SW	Atlanta	G A	30303-8800	404-562-5007	
Prince	George	Construction & Operations Division Chief	South Atlantic Division	60 Forsyth St SW	Atlanta	G A	30303-8800	404-562-5125	
Jennings	Lynne	Contracting Directorate Chief	South Atlantic Division	60 Forsyth St SW	Atlanta	G A	30303-8800	404-562-5023	
Elliott	Lermon	Small Business	South Atlantic Division	60 Forsyth St SW	Atlanta	G A	30303-8800	404-562-5237	Lermon.Elliott@ usace.army.mil
Chamberlayne	Edward	Commander	Charleston District	69a Hagood Ave	Charleston	SC	29403-5107	843-329-8000	
Wissel	Kevin	Deputy Commander	Charleston District	69a Hagood Ave	Charleston	SC	29403-5107	843-329-8000	

Hollis	Leila	Small Business	Charleston District	69a Hagood Ave	Charleston	SC	29403-5107	912-652-5340	leila.hollis@ usace.army.mil
Jorns	Byron	Commander / District Engineer	Mobile District	PO Box 2288	Mobile	AL	36628-0001	251-690-2512	
Harless	Adam	Deputy Commander	Mobile District	PO Box 2288	Mobile	AL	36628-0001	251-690-2511	
Hickman	Leo	Contracting Division Chief	Mobile District	PO Box 2288	Mobile	AL	36628-0001	251-471-6501	
Spadaro	Linda	Small Business Office	Mobile District	PO Box 2288	Mobile	AL	36628-0001	251-690-3597	linda.l.spadaro@ usace.army.mil
Hall	Jeffrey	Commander and District Engineer	Savannah District	PO Box 889	Savannah	G A	31402-0889	912-652-5227	
Tritten	Brian	Deputy Commander	Savannah District	PO Box 889	Savannah	G A	31402-0889	912-652-5825	
McBrayer	Homer	Construction Division Chief	Savannah District	PO Box 889	Savannah	G A	31402-0889	912-652-5241	
Moore	John	Contracting Division Chief	Savannah District	PO Box 889	Savannah	G A	31402-0889	912-652-5291	
Hollis	Leila	Small Business Office Chief	Savannah District	PO Box 889	Savannah	G A	31402-0889	912-652-5340	leila.hollis@ usace.army.mil
Ryscavage	Jefferson	Commander / District Engineer	Wilmington District	PO Box 1890	Wilmington	NC	28402-1890	910-251-4501	
Sulit	Christian	Deputy Commander	Wilmington District	PO Box 1890	Wilmington	NC	28402-1890	910-251-4502	christian.a.sulit@ usace.army.mil
Bunn	Sherrel	Contracting Division Chief	Wilmington District	PO Box 1890	Wilmington	NC	28402-1890	910-251-4866	sherrel.s.bunn@ usace.army.mil
Hollis	Leila	Small Business	Wilmington District	PO Box 1890	Wilmington	NC	28402-1890	912-652-5340	leila.hollis@ usace.army.mil

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Williams	Jason	Commander / District Engineer	Albuquerque District	4101 Jefferson Plz NE	Albuquerque	N M	87109-3435	505-342-3432	
Collins	Richard	Deputy District Commander	Albuquerque District	4101 Jefferson Plz NE	Albuquerque	N M	87109-3435	505-342-3433	
Kam	David	Contracting Division Chief	Albuquerque District	4101 Jefferson Plz NE	Albuquerque	N M	87109-3435	505-342-3458	
Curado	Daniel	Small Business Office	Albuquerque District	4101 Jefferson Plz NE	Albuquerque	N M	87109-3435	505-342-3110	Daniel.M.Curado@usace.army.mil
Toy	R Mark	Commander / District Engineer	Los Angeles District	PO Box 2711	Los Angeles	CA	90017	213-452-3961	
Sigloch	Steven	Deputy Commander	Los Angeles District	PO Box 2711	Los Angeles	CA	90017	213-452-3962	
Carrasco	Daniel	Contracting Division Chief	Los Angeles District	PO Box 2711	Los Angeles	CA	90017	213-452-3229	
Spencer	Mary	Small Business Office	Los Angeles District	PO Box 2711	Los Angeles	CA	90017	213-452-3938	mary.f.spencer@usace.army.mil
Leady	William	Commander / District Engineer	Sacramento District	1325 J St	Sacramento	CA	95814-2928	916-557-7490	
Kiger	Andrew	Deputy Commander	Sacramento District	1325 J St	Sacramento	CA	95814-2928	916-557-7490	
Stratton	Michelle	Small Business Office	Sacramento District	1325 J St	Sacramento	CA	95814-2928	916-557-7641	michelle.d.stratton@usace.army.mil
DiCiro	Torrey	Commander / District Engineer	San Francisco District	1455 Market St	San Francisco	CA	94103-1399	415-503-6700	torrey.diciro@usace.army.mil
Crary	Christopher	Deputy Commander	San Francisco District	1455 Market St	San Francisco	CA	94103-1399	415-503-6701	christopher.w.crary@usace.army.mil
Hales	Linda	Contracting Division Chief	San Francisco District	1455 Market St	San Francisco	CA	94103-1399	415-503-6990	linda.f.hales@usace.army.mil

Vredenburg	Rick	Small Business Deputy	San Francisco District	1455 Market St	San Francisco	CA	94103-1399	415-503-6990	rick.p.vredenburg@usace.army.mil
Funkhouser	Anthony	Commander / Division Engineer	Southwestern Division	1100 Commerce St	Dallas	TX	75242-1027	469-487-7005	
Tollison	Billy	Deputy Commander	Southwestern Division	1100 Commerce St	Dallas	TX	75242-1027	469-487-7005	
Muraski	Richard	Commander	Fort Worth District	819 Taylor St	Fort Worth	TX	76102-6124	817-886-1326	
Liffring	Andrew	Deputy Commander	Fort Worth District	819 Taylor St	Fort Worth	TX	76102-6124	817-886-1515	
Rogers	John	Contracting Chief	Fort Worth District	819 Taylor St	Fort Worth	TX	76102-6124	817-886-1048	john.h.rogers@swf02.usace.army.mil
Staten	Carolyn	Deputy for Small Business	Fort Worth District	819 Taylor St	Fort Worth	TX	76102-6124	817-886-1382	carolyn.l.staten@usace.army.mil
Benero	Thomas	Contracting Division Chief	Galveston District	PO Box 1229	Galveston	TX	77553-1229	409-766-3850	thomas.benero@swg02usace.army.mil
Adams	Kenneth	Small Business Office	Galveston District	PO Box 1229	Galveston	TX	77553-1229	409-766-3036	kenneth.w.adams@usace.army.mil
Masset	Glen	Commander / District Engineer	Little Rock District	PO Box 867	Little Rock	AR	72203-0867	501-324-5531	
Guth	Craig	Deputy Commander / Deputy District Engineer	Little Rock District	PO Box 867	Little Rock	AR	72203-0867	501-324-5531	
Easter	Sandra	Contracting Chief	Little Rock District	PO Box 867	Little Rock	AR	72203-0867	501-326-5720	
Reando	Soila	Small Business Office	Little Rock District	PO Box 867	Little Rock	AR	72203-0867	501-324-5842	

7. Call Report

A. Prepare for Introductory Call

- **What are the goals for the call? (i.e. discovery, introduction of services)**
- **Define desired outcome for the call (i.e meeting, follow up, information)**
- **Prepare value proposition**
- **Plan on asking for commitment**
- **Follow up with capability statement**

	Name	Phone	Status
1	Ken Adams	409-766-3036	Discuss capabilities on 6/12. Set up meeting for 7/05.
2			
3			
4			
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	Name	Phone	Status
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APPENDIX

A. Key Websites

- 1 Central Contractor Registration: <http://www.ccr.gov/>
- 2 CCR Search: <http://www.dlis.dla.mil/bin/cs/>
- 3 DUNN Number: <http://www.dnb.com>
- 4 Cage Code: <http://www.ccr.gov>
- 5 ORCA: <http://www.orca.bpn.gov>
- 6 Past Performance Rating: <https://prod.openratings.com/spe/order>
- 7 Federal Contract History: https://www.fpds.gov/fpdsng_cms/ and <http://www.usaspending.gov/>
- 8 NAICS Codes: <http://www.census.gov/cgi-bin/sssd/naics/naicsrch>
- 9 Federal Product/Service Codes: <http://www.outreachsystems.com/resources/tables/pscs/>
- 10 National Stock Number: <http://defensedata.com/>
- 11 Federal Agency Directory: <http://defensedata.com/>
- 12 Federal Contacts: <http://www.carrollpub.com/index.asp>
- 13 Agency Forecast: https://www.acquisition.gov/comp/procurement_forecasts/index.html
- 14 Federal Contracting News: <http://www.wifcon.com/>
- 15 Military Facilities: <http://www.globalsecurity.org/military/index.html>
- 16 Policy & Regulations: <https://www.acquisition.gov/>
- 17 In Agency Trade Shows: <https://www.fbcinc.com/>
- 18 Trade Show News: <https://www.tsnn.com/>
- 19 ISO Certification: <http://www.tmac.org/>
- 20 OSDBU Directory: <http://www.osdbu.gov/>
- 21 SBA-PCR/CMR: http://www.sbaonline.sba.gov/aboutsba/sbaprograms/gcbd/GC_PCRD1.html
- 22 Selected Bid Notification Systems:
 - <https://www.fbo.gov/>
 - <http://www.ctpc-texas.org/ourservices.html>
 - <http://login.epipeline.com/default.jsp>;
 - <http://www.onvia.com/>

- <http://www.input.com/index.cfm?fractal=myInput.dsp.myPortal>
- <http://www.govdirections.com/users/register>
- <http://www.bidnet.com/>
- <http://www.biddataline.com/>
- <http://www.bidcontract.com/default.aspx>
- <http://findrfp.com/>
- <http://info.sub-hub.com/index.php>
- <http://www.biddersresource.com/default.aspx>

23 Types of Federal Contracts:

<https://www.acquisition.gov/far/current/html/FARTOCP16.html#wp226194>

24 GSA Sales Query: <https://ssq.gsa.gov/>

25 Government spending: <http://www.usgovernmentspending.com/>

26. Cost Accounting Standards:

<https://www.acquisition.gov/far/current/html/FARTOCP30.html#wp223482>

http://ecfr.gpoaccess.gov/cgi/t/text/text-idx?c=ecfr&tpl=/ecfrbrowse/Title48/48cfr9903_main_02.tpl

27. Freedom of Information Act: <http://www.foia.com>

28. Information for Contractors: Defense Contract Audit Agency (DCAA): <http://www.dcaa.mil/>

29. What is a “Sources Sought”?: <http://gtpac.org/>

30. FAR: <https://www.acquisition.gov/far/>

About Us



Federal Contract Intelligence Service is a data mining company that specializes in tracking current and historical United States Government (USG) procurement statistics. We provide marketing list/reports to companies that want to do business with the federal government. Our clients use these list/reports to position itself in front of decision makers before a requirement becomes an open bid solicitation.

Our marketing list/reports are tailored for the company's products/services and matched with the decision makers within specific targeted agency contracting offices. We use state of the art data mining software and have access to data sets from Data.gov, Federal Procurement Data System, USA Spending and other data provided and updated by the USG. We also use data from fee based subscription services. Please see sample of our reports.