

Society of American Military Engineers (SAME) Dallas Post

July 21, 2025

Office of Small Business
Programs (OSBP)

Fort Worth District (SWF)

U.S. Army Corps of Engineers

<http://go.usa.gov/xPQUK>



Did You Know?

Small Business Act – Public Law established by Congress

The essence of the American economic system of private enterprise is free competition. Only through full and free competition can free markets, free entry into business, and opportunities for the expression and growth of personal initiative and individual judgment be assured. The preservation and expansion of such competition is basic not only to the economic well-being but to the security of this Nation. Such security and well-being cannot be realized unless the actual and potential capacity of small business is encouraged and developed.

It is the declared policy of the Congress that the Government should aid, counsel, assist, and protect, insofar as is possible, the interests of small-business concerns in order to preserve free competitive enterprise, to insure that a fair proportion of the total purchases and contracts or subcontracts for property and services for the Government (including but not limited to contracts or subcontracts for maintenance, repair, and construction) be placed with small business enterprises, to insure that a fair proportion of the total sales of Government property be made to such enterprises, and to maintain and strengthen the overall economy of the Nation.

Federal Acquisition Regulations (FAR) – Part 19 Small Business Programs

Assuring fair proportion of Government contracts is with Small Business

19.201 General policy.

(a) It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have the maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance. The Small Business Administration (SBA) counsels and assists small business concerns and assists contracting personnel to ensure that a fair proportion of contracts for supplies and services is placed with small business.

<https://www.acquisition.gov>

How may OSBP serve you

Advocate

- ✓ Assure Small Business (SB) are given fair opportunity and consideration in procurements

Inform

- ✓ Forecast Opportunities, Acquisition Strategy, Outreach Events

Counsel

Capability Statement *Improvements*

- ✓ Experience, Contract Number, **\$ Amount**, Prime/Sub-Contractor, Performance Rating, **Certification**

SBA's DSBS Profile *Improvements*

- ✓ Capability Statement **LINK**, Keywords, Performance Area, Bonding Increases, Update Experience

Assist

- ✓ Encourage Industry Response: **Sources Sought**, **PLA Survey**, RFI, Participation, Subcontracting
- ✓ District Staff with *Market Research* / Acquisition Strategy (Recommend SB for procurements)

Review

- ✓ Acquisition Plans, SB Coordination Records, SB Participation & SB Subcontracting Plans

Marketing to SWF USACE

Capability Statement Improvement Suggestions

1. Type of Work Experience: *General Construction, AE Design, Environmental, Remediation*
2. Contract Number: *Include*
3. \$ Amount: *Include \$ amount / \$ amount performed as subcontractor*
4. Prime or Sub-Contractor: *Did you perform as Prime or Subcontractor?*
5. Performance Rating: *How well did you perform (CPARS / PPQ)*
6. Primary NAICS code(s): *541330, 541620, 562910, etc.*
7. SBA Certified: *8(a), HUBZone, SDVOSB, WOSB (must appear SAM.gov Profile)*

Capability Briefing (Power Point) Improvement Suggestions

1. **UEI and CAGE** (as appears on SAM.gov profile)
2. Primary NAICS code(s)
3. SBA Certifications (must be **federally** recognized by SBA & appear on SAM.gov)
4. POC **Email address** & phone number
5. General SOW, Contract # / YR, \$ Amount, Customer
Ex: 2024 AE CPS, W9126G24C0123, USACE Tulsa, \$2.4M

Marketing Continued

SBA's DSBS Profile *Improvement Suggestions*

1. Capabilities Statement **LINK**: *Upload and ensure operational*
2. SBA **Federal** Certifications: *8(a), HUBZone, SDVOSB, WOSB (**SBA Certified**)*
3. Narrative: *General construction DB, DBB, primarily civil horizontal ...*
Narrative continued: Include geographical area or states ... TX, LA, or North TX
4. Bonding: *Update Bonding when Increased*
5. NAICS: *541330, 541620, 562910, etc.*
6. Keywords: *engineering, design, project, program management, civil, structural, architectural, environmental, flood studies, dam levee, wetlands, drainage design, remediation, etc. (HVAC, SCIF)*
7. Performance History (Experience): *Update recent*

AFAR Update ~ AS3

Army Federal Acquisition Regulation (AFAR) updated Dec 2024
Appendix – AA, ARMY **SOURCE SELECTION** SUPPLEMENT (AS3)
<https://www.acquisition.gov/afars/appendix-aa-table-contents>

Three significant updates:

1. Past Performance

Allows Contracting Officer discretion to determine how far back past performance may go & should be used ...

* **Large & Complex Construction**, *may be appropriate* to **extend** the time period considered for past performance to **more than** 6 years to obtain realistic examples.

2. SBA Certified

* Under SB Participation Factor: Proposals including HUBZone, VOSB, SDVOSB, and WOSB percentages **must** ensure those socio-economic category submissions are **SBA Certified**.

Impact *may* be that they are not counted towards SB Participation / SB Subcontracting Plan Goals.

3. Commitment Letter

If commitment letter is not **signed by BOTH** the prime and subcontractor, the evaluation team is NOT to evaluate or consider the subcontractor's reference.

Office of *Small Business* Programs

Be Prepared for Solicitation

SAM.gov = Keep profile **Active** and **Updated** (Bonding \$) www.sam.gov

APEX Accelerator = Become a client. Join Email List. *Subcontractor Resource*.
<https://www.apexaccelerators.us/#/service-area-locator>

Certify.SBA.gov = New application for SBA **federal contracting** certifications.
Must be **federally** recognized by the Small Business Administration
If you're 8(a), HUBZone, VOSB, SDVOSB, and or WOSB

SBA Certified must appear on **SAM.gov** profile

Learn more at <https://certify.sba.gov/>

Closest APEX to Fort Worth District

Official Name: Cross Timbers APEX Accelerator (DFW and North TX Area)

Services: We help companies prepare for contracting with local, state and federal governments. Our mission is to increase the number of contracts awarded to companies in the 72-county service area resulting in increased revenue and jobs in the area.

Our mission is to support the Department of Defense National Security and small business strategies. This paradigm shift has impacted the way we do business and provide technical assistance to our clients.

The shift includes:

- Limited assistance to newly formed companies that do not have innovative solutions for the war fighter.
- Technical assistance is only provided to those companies that are in the Defense and Government Industrial Base (DIB/GIB) as well as, those companies wishing to enter the DIB/GIB who have demonstrated past contracting performance and sound financial capabilities.
- Assistance with SAM registration, socioeconomic applications and other client needs.

Email: CrossTimbers@uta.edu

Website: <https://www.uta.edu/research/centers/cross-timbers>

SBA *Bona Fide* Office Rule

SBA ***Reinstates*** Rule to Return Federal Contractors to Work
COVID-Era Moratorium on Physical Office Requirement for 8(a)
Program Will End September 30

Published on June 17, 2025

[SBA Reinstates Rule to Return Federal Contractors to
Work | U.S. Small Business Administration](#)

<https://www.sba.gov/article/2025/06/17/sba-reinstates-rule-return-federal-contractors-work>

SBA Bona Fide Office Rule

What does this mean?

Effective October 1, 2025, construction contractors that are **8(a) Certified**, in SBA's 8(a) Business Development Program, will be required to have an actual, physical office within the geographic area where the construction work is being performed (Place of Performance) in which they are bidding on federal construction contracts.

What is a "Bona Fide Office"

- Generally, the geographic area serviced by the SBA District Office, Metropolitan Statistical Area, where the work will be performed
- A bona fide place of business **within a state will be deemed eligible** for contracts awarded *in that state*
- SBA may determine that a Participant may be eligible if nearby
- May have more than one bona fide place of business
 - Must submit a request to the District Office at least 20 working days before initial offers

[13 C.F.R. § 124.501\(k\)\(2\)](#)

Project Labor Agreements (PLA)

Head of the Contracting Activity (HCA) has delegated authority to **grant an exception** from the requirements at FAR 22.503(b) which requires the use of PLAs on large-scale construction projects (\$35M), signed 12 June 2025.

FAR allows agency discretion to grant an exception **where market research indicates** that competition would be hindered by lack of offerors or lack of competitive pricing.

<https://www.whitehouse.gov/wp-content/uploads/2025/02/M-25-29-Use-of-Project-Labor-Agreements-on-Federal-Construction-Projects-Amendments-to-OMB-Memorandum-M-24-06.pdf>

What does this mean?

Contracting Officer issues **Special Notice**, **PLA Survey**, and or **RFI**, *requesting industry feedback* on the use of PLA for each specific project.

PLEASE RESPOND

Your response is our Market Research Justification

No guarantee, however, industry feedback **MAY grant an exception** to PLA in solicitation

Upcoming Outreach Events

- | | |
|--------------------------|---|
| August 6, 2025: | SAME Fort Worth Post Luncheon (Networking Opportunity) |
| August 20, 2025: | Build Fort Worth 2025 Construction Expo (FWHCoC) |
| September 3, 2025: | SAME Fort Worth Post Luncheon (Networking Opportunity) |
| September 3, 2025: | APEX Accelerator Govt Procurement Conference DFW, Hurst, TX |
| TBD October 2025: | Red River Army Depot Industry Day |
| October 8-10, 2025: | Business Beyond the Battlefield Conference
<i>Hosted by SBA Veterans Business Outreach Center (DFW)</i>
<i>Location</i> National Medal of Honor Museum, Arlington, TX |
| Nov 19-21, 2025: | SAME National Small Business Conference in Phoenix, AZ |

OSBP Website New *Updates*



Forecast Link
is now
LIVE!



Updated after the 4th of every month.

View **Opportunity Forecast**, Events, and **FAQ's** (Subcontracting Info)
How to request a Capability Briefing (LB must include SB)