



U.S. General Services Administration

Construction Network

Small Business Opportunities with the GSA's Pacific Rim Region

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&**

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**Office of Small & Disadvantaged Business
Utilization**

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GSA Mission

Deliver value and savings in real estate, acquisition, technology, and other mission-support services across government, in support of the Biden-Harris administration's four priorities of climate; COVID response; economic recovery; and diversity, equity, inclusion and accessibility.

For more information, visit: www.gsa.gov and follow us at [@USGSA](https://twitter.com/USGSA) and [@FAS_Outreach](https://twitter.com/FAS_Outreach) and [@US_GSAR9](https://twitter.com/US_GSAR9).

Contracting opportunities posted
[Sam.gov](https://www.sam.gov)
(System of Award Management)



R9 PBS Facts & Statistics

Territory:

Arizona, Nevada, California, Hawaii, and Pacific Islands (American Samoa, Guam, Saipan)

PBS Associates: 541

\$1.3 billion annual revenue with capital program of \$1.87 billion; repair and alteration budget of \$47.7 million; 36 million SF - one of the larger regions second only to National Capital Region, Washington D.C.



San Francisco Service Center

- Golden Gate Field Office
- Sansome Field Office
- East Bay Field Office
- Central California Field Office
- ★ Sacramento Field Office
- Fresno Sub Field Office

Los Angeles Service Center

- First Street Field Office
- North Los Angeles Field Office
- West Los Angeles Field Office
- Laguna Niguel Field Office
- Pasadena Sub Field Office

San Diego Service Center

- San Diego Field Office
- ★ Hawaii Field Office
- ★ Phoenix Field Office
- ★ Tucson Field Office
- ★ Las Vegas Field Office
- Reno Sub Field Office



GSA's Sister Services

Federal Acquisition Service & Public Buildings Service

FAS

Leverage the buying power of the federal government to acquire the best value for taxpayers and federal agency customers

PBS

The landlord for the civilian federal government, PBS acquires space on behalf of the federal government through new construction and leasing, and acts as a caretaker for federal properties across the country



Who GSA Serves

GSA facilitates the business of the Federal Government.

- Supplies cost-effective high-quality products and services
- Provides workplaces for federal employees
- Oversees the preservation of historic federal properties
- Creates policies covering travel, property and management practices
- Provides tools, equipment, and non-tactical vehicles to the U.S. military
- Provides state and local governments with emergency and IT products and services
- Manages **USA.gov** and **GobiernoUSA.gov** websites



Federal Acquisition Service (FAS)

Casey Kelly - Regional Commissioner

R9 FAS offers a multitude of services including:

- Assisted Acquisition Services/Contracting
- Customer and Stakeholder Engagement
- Personal Property Management

FAS National Reporting Divisions offer:

- Network Services
- Federal Technology
- Fleet Management (\$5 Billion electrification of the Fleet)



Public Buildings Service (PBS)

Dan Brown - Regional Commissioner

Real Estate Developer for the Federal Government

- Acquisition Management
- Design and Construction
- Facilities Management
- Real Estate Acquisition
- Portfolio Management
- Real Property Disposal
- Regional Chief Architect
- Project Management Office
- Service Centers and Field Offices

Greener Government through Sustainable Buildings

➤ Region 9 has the lowest Energy Usage Index (EUI) 36 BTU GSF





What PBS Buys

➤ Facilities maintenance and management

- Small projects
- Operations and maintenance
- Childcare

➤ Design and construction

- New construction
- Renovation
- Architect and Engineering (A/E)
- Commissioning
- Workplace Design

➤ Green and energy services

- Environmental
- Sustainable design
- Renewable energy

➤ Other professional and technical services

- Retail
- Concessions
- IT
- Training
- Property disposal

➤ Leasing

- Lease space for Federal agencies
- Automated Advanced Acquisition Program (AAP)
- Requirements Development
- Government Leasing Services (GLS)

Contracting opportunities posted
[Sam.gov](https://www.sam.gov)



R9 PBS: New Construction



Los Angeles Courthouse

- Opened 2016
- 625,000 GSF
- \$364M



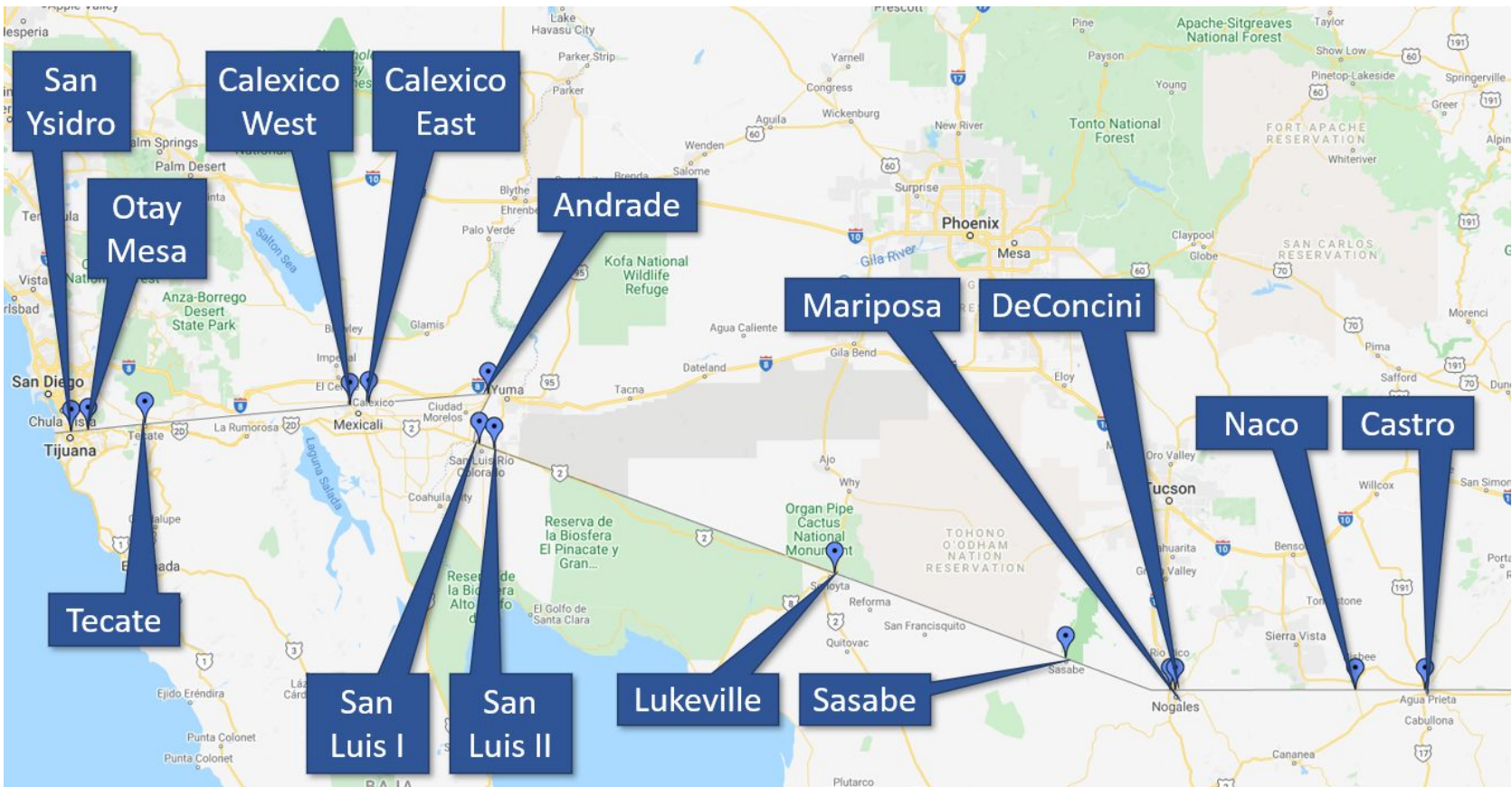


R9 PBS: Major Repair and Alteration

50 United Nations Plaza - Reopened in 2013



Map of Land Ports of Entry



Pacific Rim Region

Office of Small and Disadvantaged Business Utilization (OSDBU)

According to the Small Business Act as amended by Public Law 95-507, the Office of Small & Disadvantaged Business was established to:

- Advocate, within each Federal Executive Agency, for the maximum practicable use of all designated small business categories within the Federal Acquisition process.
- Ensure inclusion of small businesses as sources for goods and services in federal acquisitions as prime contractors and subcontractors.
- Manage the small business utilization programs for each respective organization.



11 Regions Advocate for Small Business!

Office of Small and Disadvantaged Business Utilization (OSDBU)

- Small Business Goaling
- Small Disadvantaged Business (SDB)
- 8(a)
- Women-owned Small Business
- Historically Underutilized Business Zone (HUBZone)
- Veteran-owned Small Business
- Service Disabled Veteran-owned Small Business
- Small Business
- Subcontracting Program
- Forecast of Contracting Opportunities



<https://www.gsa.gov/contactgroup/small-business-support>

Marketing and Courses

Connecting with Industry Virtually



GSA OSDBU Webinar Courses Include:

- Getting on the GSA Schedule: What You Need to Know
- Understanding SAM.Gov
- Marketing Your GSA Contract

<https://www.gsa.gov/osdbu-events>



U.S. General Services Administration

Upcoming Event



GSA Office of Small and Disadvantaged Business Utilization's National Small Business Training and Matchmaking Event

This **FREE** virtual training and matchmaking event will provide you with the resources your small business needs to thrive in the Federal marketplace!

During this one-day event, you will learn how to:

- Become a GSA Multiple Award Schedule program supplier
- Navigate federal procurement opportunities
- Access capital
- Use data to develop business strategy
- Respond to requests for information, quotes, and proposals
- Meet DOD's Cybersecurity Maturity Model Certification requirements

***Reserve Your
Virtual Seat Today!***

***Wednesday
September 29, 2021***

Registration:

<https://smallbusinessworks2021.mbmapp.com/>

Prime Vehicle for Government Sales

What is the GSA Multiple Award Schedule?

- Premier vehicle for government sales, including federal, state, and local government agencies
- Long term, government wide commercial product and services contracts
- Suppliers provide access to millions of commercial products and services at negotiated ceiling prices
- Schedule purchases amount to approximately \$36 Billion per year



12 MAS Categories

IT

Professional
Services

Industrial
Products &
Services

Transportation

Travel

Human Capital

Office MGMT

Furniture

Facilities

Scientific
MGMT

Security

Miscellaneous

Schedule Contract

Are you thinking about pursuing a GSA Schedule Contract?

Here is what you need to consider:

- **Prove you are responsible and responsive:**
 - You must have been in business for two years and provide two years of financial statements.
 - You must have measurable past performance. Experience related to three or more previous federal contracts or you may use federal and non-federal references from six or more previous customers
- **It takes time to secure a schedule contract:**
 - The application and award process may take up to 12 months
- **Do you offer products and services in direct support of America's response to the COVID-19 Pandemic?**
 - You may be eligible to submit a streamlined offer. To find out more visit:

www.gsa.gov/buying-selling

Products and Services

Do you sell IT Products or Services? IT Category Startup Springboard

In lieu of the 2-year corporate experience requirement, you can now:

- Use professional experience of executives and key personnel as a substitute
- Use project experience of key personnel, and
- Provide financial documentation that demonstrates the company's financial responsibility in lieu of submitting 2 years of financial statements.

For more information visit: www.gsa.gov/springboard





Use the Forecast of Opportunity Tool



Visit: [FBF.GOV](https://www.fbf.gov)

What is the Forecast of Opportunities Tool?

A nationwide dashboard of upcoming federal contracting opportunities

Helps you learn about potential prime contracting opportunities

User the forecast data to assist in building your business and marketing plan

What Agencies use the Forecast of Opportunities Tool?

- General Services Administration
- Department of the Interior
- Department of Labor

Partnering With Prime Contractors

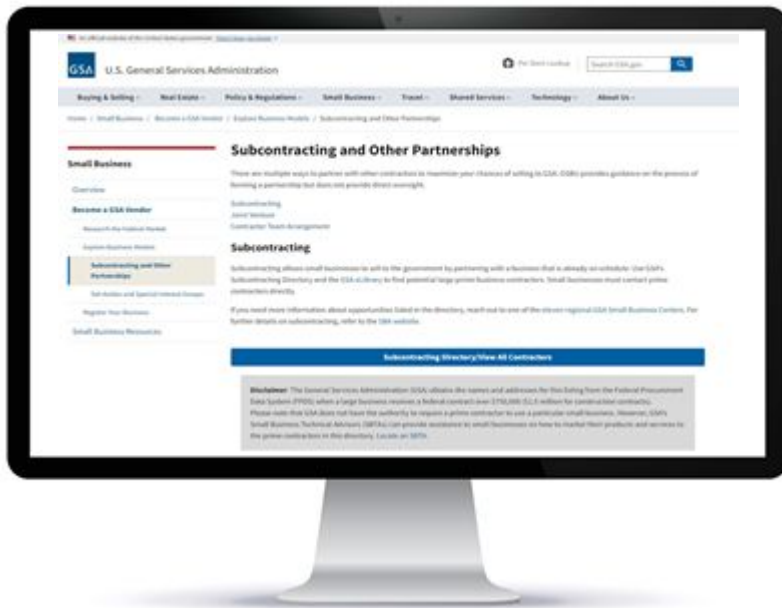
Subcontracting

- **Subcontracting allows small businesses to sell to the government by partnering with a large business prime contractor.**
- **Most Federal dollars are awarded to small and socioeconomic small businesses through subcontracting**
- **Subcontracting Goals:**

Small Business Goal: 23%	Service Disabled Veteran Owned Small Business Goal: 3%
Women Owned Small Business Goal: 5%	HUBZone Goal: 3%
Small Disadvantaged Business Goal: 5%	
- **Every federal agency is required to meet subcontracting goals. In Fiscal Year 2020 GSA awarded \$8.3 Billion to small businesses through subcontracting**
- **There are several ways to partner with Prime contractors:**
 - Subcontracting Agreement
 - Joint Venture
 - Contractor Teaming Arrangement



OSDBU Resources



What is the Subcontracting Directory?

- A Directory of prime contractors who have received federal contracts over \$750K or \$1.5M for construction contracts

Why is this helpful?

- Use GSA's Subcontracting Directory and to find potential large business prime contractors to partner with

<https://www.gsa.gov/small-business/-become-a-gsa-vendor/explore-business-models/subcontracting-and-other-partnerships>



Small Business Resources

- Learn more: [gsa.gov/small-business](https://www.gsa.gov/small-business)
- Register for events:
<https://www.gsa.gov/small-business/small-business-resources/osdbu-events-and-contacts>
- Contact your local GSA small business specialist:
<https://www.gsa.gov/contactgroup/small-business-support>

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Questions



THANK YOU!