



Welcome

Charleston Defense Contractors Association
**63rd Small Business and Industry Outreach
Initiative Symposium (SBIOI)**

31 January 2023



Mr. Manny Lovgren

Vice President

Charleston Defense Contractors Association

Opening Remarks



Please stand for the Pledge of Allegiance



**I pledge allegiance to the Flag
of the United States of America
and to the Republic for which it stands,
one Nation under God, indivisible,
with liberty and justice for all.**



CDCA Officers



Gary Jaffe
President



Manny Lovgren
Vice President



Bambi Hoyt
Treasurer



Peter Woodhull
Secretary



Beth Meredith
5th Executive Chair



CDCA Board of Directors



Camila Anderson



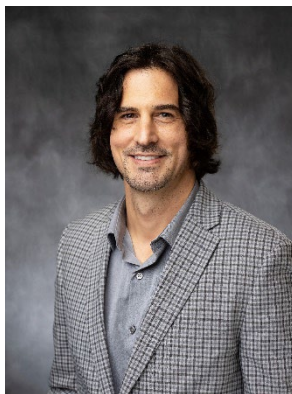
Gabriel Bell



Maura Keenan



Matthew King



Jared Mathey



Ron Ravelo



Sallie Sweeney



Pete Van de Meulebroecke

CDCA Staff



Paula Callahan
Executive Director



Dee Dee Phillips
Administrative Coordinator



Just a few reasons to join CDCA!

- Find and network with partners of any socio-economic status in our membership listings
- Identify important industry activities on our Community Events List
- Search through news and engagements through our Links and Small Business Resources



Why Join the Charleston Defense Contractors Association?

The CDCA is the premier advocate for the Charleston Defense contractor industry.

The CDCA mission is to advocate for, strengthen and grow the Charleston Defense industry through partnership and collaboration with stakeholders and our community. The CDCA supports the Defense community at large and represents the defense community with NIWC and other government agencies in the Lowcountry. We seek to provide liaison through effective communication avenues and represent the Defense contractor community in forums with these Government agencies.

Membership in the CDCA enables each Defense contractor with business interests in the Lowcountry the opportunity to support the Defense community. CDCA also provides input on issues and initiatives to the broader community in areas such as education, small business mentoring, and Congressional liaison. The CDCA works with the Charleston Metro Chamber of Commerce. CDCA fills an important need to speak with one trusted voice for the Defense-related technology C4ISR segment of the regional business community.

Individual	Non-Industry Service Vendor	Small Business (Fiscal year revenue < 16.5 mil)	Corporate	Platinum
\$250.00	\$500.00	\$500.00	\$1,000.00	\$2500.00
Designated POC to receive emails	Designated POCs to receive emails	Designated POCs to receive emails	Designated POCs to receive emails	Designated POCs to receive emails
Complimentary attendance to SBIOI	Complimentary attendance to SBIOI for 2 employees	Complimentary attendance to SBIOI for 2 employees	Complimentary attendance to SBIOI for 5 employees	Complimentary attendance to SBIOI for all employees
Member Name, Email & Phone Number in the Member Index	All Company info and logo on CDCA Website	All Company info and logo on Member Index	All Company info and logo on Member Index	All Company info and logo on Member Index and Homepage
\$25 Discount for annual CDCA Defense Summit registration	\$50 Discount per attendee registration for annual CDCA Defense Summit	\$50 Discount per attendee registration for annual CDCA Defense Summit	\$75 Discount per attendee registration for annual CDCA Defense Summit	\$100 Discount per attendee registration for annual CDCA Defense Summit
* Individual Memberships are non-transferrable	Discounted Sponsorship rate for Summit	Discounted Sponsorship rate for Summit	Discounted Sponsorship rate for Summit	Eligible for \$1000 Summit Sponsorship discount (Gold Sponsorship or higher)
Please Note: All members are eligible to: - Receive 1 member login per membership to access the Member Page and Member Index on the website - Volunteer on Committees - Co-Chair Committees All designated POCs get: - Are added to the CDCA email distribution list (POCs distribute info to rest of company if Non-Industry Service Vendor level or higher)		Eligible for Contracts Industry Council	Eligible for Contracts Industry Council	Eligible for Contracts Industry Council
			Eligible to sit on Board of Directors	Eligible to sit on Board of Directors
			Eligible to apply for Summer Intern Program	Eligible to apply for Summer Intern Program
			Eligible to vote (BOD Elections, Bylaws, etc.)	Eligible to vote (BOD Elections, Bylaws, etc.)
			Company logo displayed on member slideshow at SBIOIs and Summit	Company Logo Displayed on member slideshow at SBIOI and Summit
			Eligible to share Company Spotlight at an SBIOI	
				Company Logo displayed on member slideshow in lobby at SBIOIs and Summit

Log on at charlestandca.org/join-us-overview



CDCA Membership Check-up: Are you getting the full benefit of your CDCA membership?

Actions:

1. Login to <https://www.charlestandca.org/membershome1>
2. Make sure your member information is up to date
 - a. Check company logo – is it current?
 - b. Make sure POCs, POC emails and phone numbers are accurate
 - c. Company description and web address - are they correct

Invoicing for 2023 memberships will go out in November.
If you need assistance with your member login, please contact the CDCA Operations Executive,
Paula Callahan, at paula@charlestandca.org

Contracts Industry Council “CIC”

Purpose: To increase the degree of integration and quality of the business partnership between Naval Information Warfare Center, Atlantic (NIWC Atlantic) and Industry.

Call for CIC Nominations will go out in
May 2023



Date	Sponsor	Size	Representative	Company
June 2023	CDCA	Small	Malcolm Potts	Amee Bay
January 2024	AFCEA	Large	Linda Resler	SAIC
June 2024	CDCA	Large	Sallie Sweeney	KPMG
January 2025	CDCA	Small	Edward Cheron	LATG
January 2025	CDCA	Small	Mark Miller	Chugach
June 2025	CDCA	Large	Tad Walls	BAH
January 2026	NCMA	Small	Peter Woodhull	Modus21
Industry Team Leader	Special Member	Large	Manny Lovgren**	Orbis

Learn more about the “CIC” on the CDCA website:

<http://www.charlestdca.org/about-the-cic>



<http://www.charlestandca.org/committees>

Do you...

- Enjoy being creative and brainstorming with others?
- Enjoy seeing your work in action?
- Want to make a difference in our defense community / industry and learn more about it?
- Want to gain leadership experience?
- Want to make new business contacts?

Then volunteering with CDCA is for you!

See our "About" tab for a description of committees with contact information.



Save the Date
for the next

CDCA
SBIOI

64th SBIOI: April 19, 2023

65th SBIOI: July 20, 2023

66th SBIOI: October 18, 2023

AFCEA, CDCA, & WID Co-hosted Pre-SBIOI Networking Events:

April 18, 2023

July 19, 2023

October 17, 2023

Follow CDCA On Social Media



Facebook:

- /CharlestonDCA



Twitter:

- @CharlestonDCA



LinkedIn:

- Charleston Defense Contractors Association



Instagram:

- @CharlestonDCA



YouTube:

- Charleston Defense Contractors Association

Save the Date
for the 16th Annual

**CDCA
DEFENSE
SUMMIT**



December 6-7, 2023

Charleston Area Convention Center
Charleston, SC

For more information visit:
charlestondca.org/cdca-summit-16

Interested in sponsoring?
Email sponsors@charlestondca.org



Ms. Camila Anderson

Chair

CDCA Small Business Committee

Charleston Defense Contractors Association

**Thank you,
SBIOI Sponsors!**

Registration Sponsor:



Thank you,
Small Business
Exhibitors!

Small Business Exhibitor:



MAKERS OF

boogie board™ 

CDCA'S 63RD SBIOI AGENDA

- 09:00 Mr. Manny Lovgren, Vice President, Charleston Defense Contractors Association
"CDCA Welcome and Opening Remarks"
- 09:10 Ms. Camila Anderson, Chair, CDCA Small Business Committee
"Introduction of Agenda and Speakers"
- 09:15 Mr. Peter Reddy, Executive Director, NIWC Atlantic
- 09:45 Q&A Session
- 09:55 Mr. Jeff King, Director, National Cyber Range Complex Charleston, NIWC Atlantic
"National Cyber Range Complex, Charleston"
- 10:25 Q&A Session
- 10:35 Break
- 10:50 Ms. Barbara Bonnette, Director, Business Operations, 628th Contracting Squadron, Joint Base Charleston
"2022 Overview and 2023 Outlook"
- 11:10 Q&A Session
- 11:20 VADM Michael McAllister, USCG (ret)
"Charleston Region as a Coast Guard Community"
- 11:55 Q&A Session
- 12:05 Lunch
- 1:30 Mr. Don Sallee, Acquisition Planning Services, NIWC Atlantic
"Acquisition Stacking and Alternative Acquisition Authorities"
- 2:00 Q&A Session
- 2:10 Mr. Steve Harnig, NIWC Atlantic 2.0 Contracts Competency Director
"NIWC Contracts and CIC Update"
Mr. Jesse Seaton, Senior Competency Manager, Non-ACAT Programs, NIWC Atlantic
Mr. Todd Rollins, Fleet C4I 700s & Readiness, NIWC Atlantic
Ms. Audrey Orvin, Shore C2ISR & Integration, NIWC Atlantic
Ms. Erica Smoak, Expeditionary Warfare/Enterprise Systems/Non-Department, NIWC Atlantic
Ms. Sheela Casper, C4I 100s/Science & Technology Department, NIWC Atlantic
Ms. Christy Christopher, 2.0 Competency Continuous Process Improvement (CPI) Lead, NIWC Atlantic
Ms. Allison Huber, 2.0 Contracts Policy Supervisor, NIWC Atlantic
- 2:50 Q&A Session
- 3:00 Mr. Ken Ayers, Director, 6.0 Program and Project Management Competency, NIWC Atlantic
- 3:30 Q&A Session
- 3:40 Mr. Erick Fry, SSTM, Engineering Competency and Chief Engineer, NIWC Atlantic
- 4:10 Q&A Session
- 4:20 Mr. Pete Van de Meulebroecke, Co-Chair, CDCA Small Business Committee
"Closing Remarks and Announcements"



Today's Presentations will be posted!

NIWC Atlantic Briefs:

<https://www.niwcatlantic.navy.mil/for-industry/>

All Other Briefs:

<https://www.charlestondca.org/cdca-63rd-sbioi>



SBIOI Q&A Application



Access via browser @ www.vevox.com
or download the mobile app!!!

63rd CDCA SBIOI

Session ID:

115-757-055



We Want to Hear from You!



Congratulations to these Survey Gift Card Winners!

60th SBIOI:
Jacob Walzer, Kalman & Company, Inc.
61st SBIOI:
Greg Muffley, CSSI, Inc.
62nd SBIOI:
Elina Young, Akima

In an effort to make each event as beneficial to our attendees as possible, we ask that you please complete our survey on the Q&A App via:
browser @ www.vevox.com
or download the mobile app!

- Your feedback will help us provide you the best experience possible.

Please submit your survey before you leave today for a chance to win a
\$50 gift card!

63rd CDCA SBIOI
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The 628th Contracting Squadron



31 January 2023



Mission & Vision



Mission

Provide agile acquisition support and contract execution to Joint Base Charleston Mission Partners and mission-ready forces to Combatant Commanders.

Vision

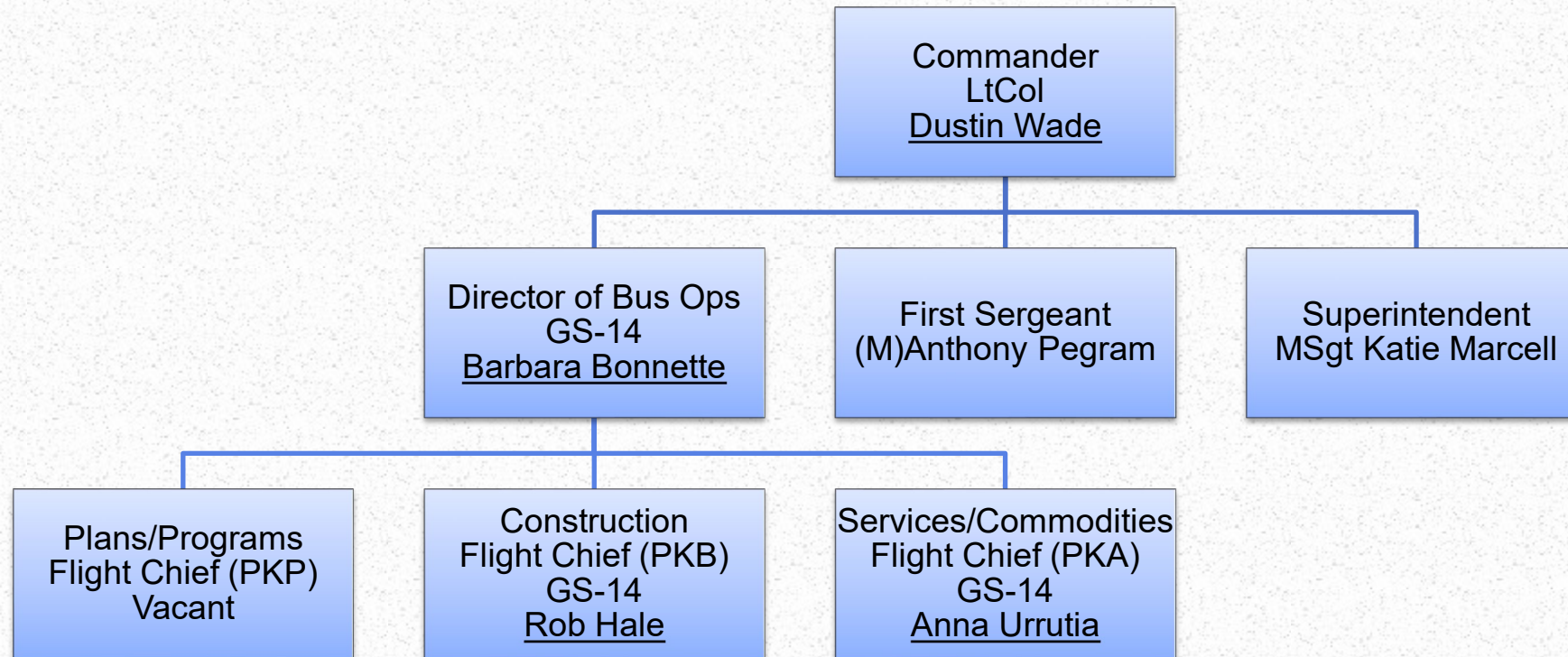
Be the premier operational contracting squadron in the Air Force.

Motto

Buy, Fight, WIN!



Who We Are



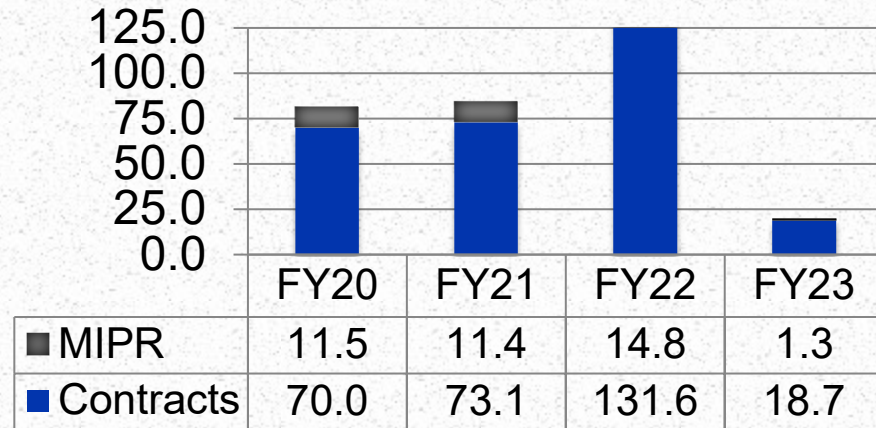


What We've Done

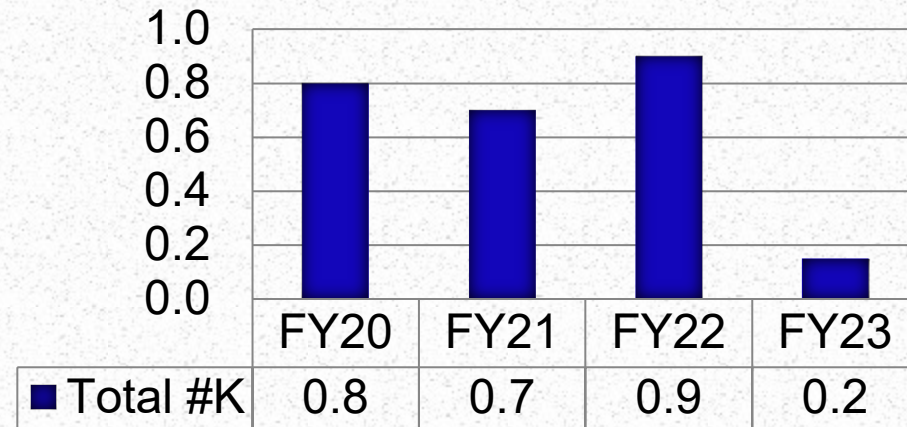
CAO: 19 January 2023



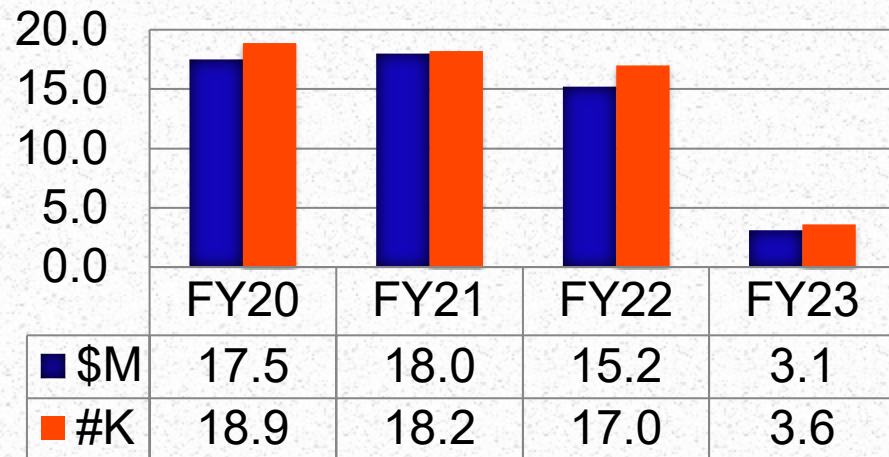
Contracts (\$M)



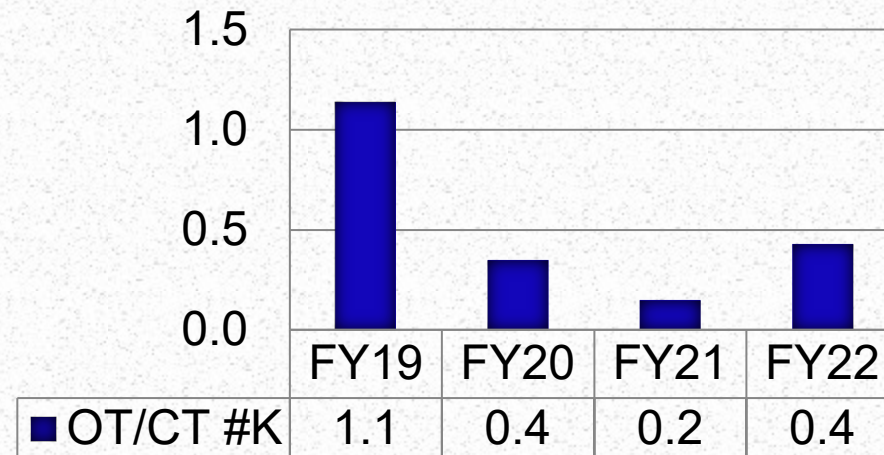
Actions (#K)



GPC Data



OT/CT Hours





FY22 Spend by PSC



Contract Total Awarded Value (\$M) by PSC *

C1JZ: ARCHITECT AND ENGINEERING-CONSTRUCTION: MISCELLANEOUS BUILDINGS \$39.443	Z1AZ: MAINTENANCE OF OTHER ADMINISTRATIVE FACILITIES AND SERVICE BUILDINGS \$17.566	Y1EB: CONSTRUCTION OF MAINTENANCE BUILDINGS \$17.012	S11Z: UTILITIES-ELECTRIC \$8.736	Y1BZ: CONSTRUCTION OF OTH... \$6.799	R499: SUPPORT-PROFES... \$5.414				
	S201: HOUSEKEEPING-CUSTODIAL JANITORIAL \$17.377		Z2FC: REPAIR OR ALTERATIO... \$7.305	V11Z: TRANSPORTATION... \$6.046	V231: TRANSP... \$4.879				
	Z2AA: REPAIR OR ALTERATION OF OFFICE BUILD... \$9.370	Z2LB: REPAIR OR ALTERATIO... \$7.207	DG01: IT AND TELECO... \$5.723						

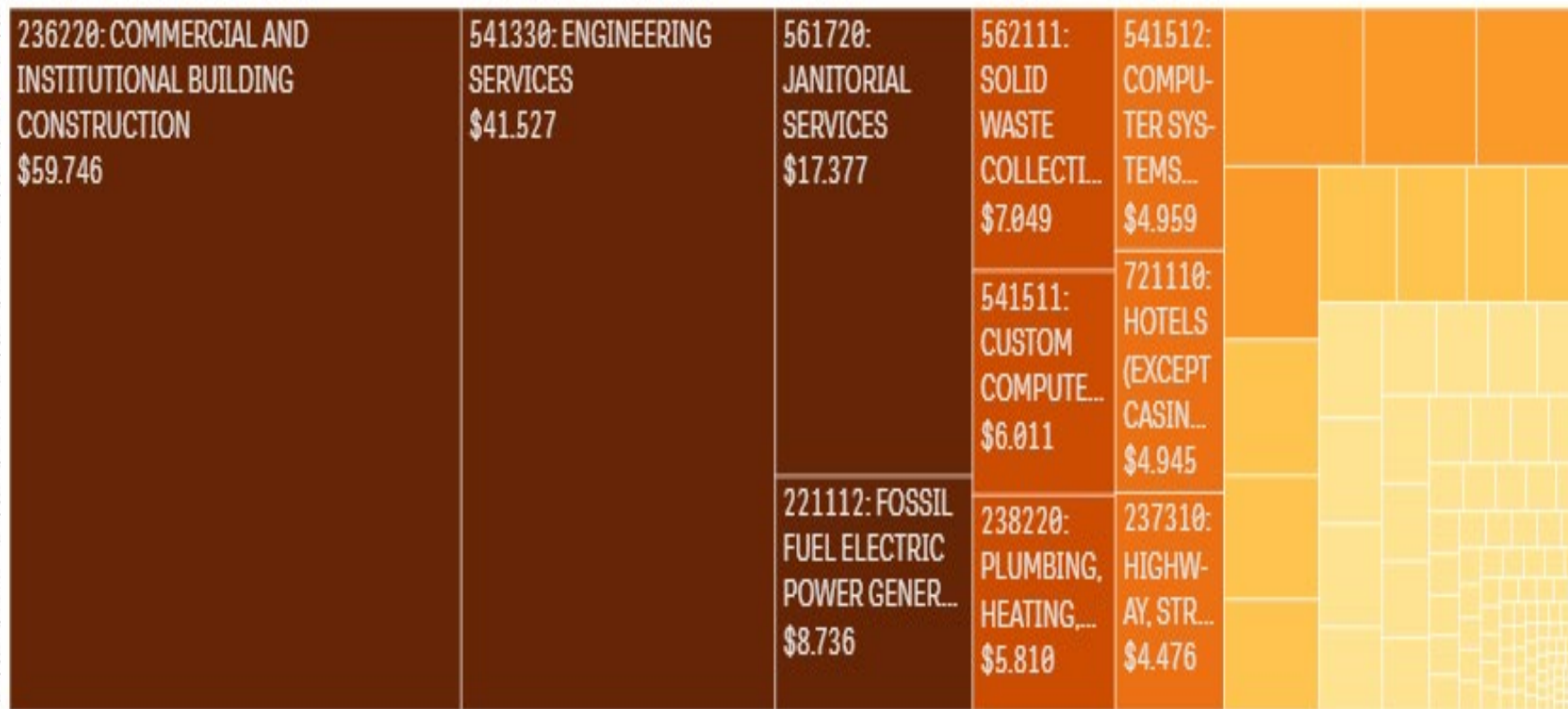
* The data set contains negative or zero values that cannot be shown in this chart.



FY22 Spend by NAICS



Contract Total Awarded Value (\$M) by NAICS *



* The data set contains negative or zero values that cannot be shown in this chart.



FY22 Top 10 Contractors



Company Name	Obligated (\$M)
Ashford Leebcor Enterprises, LLC	\$17.012M
Hightower Construction Co Inc	\$16.569M
Construction Services Group, Inc., The	\$7.374M
Goodwill Industries Of Lower South Carolina, Inc.	\$7.331M
Defender Contracting & Construction, LLC	\$6.650M
Mb Design Consultants, LLC	\$6.101M
A Plus Industries, Inc.	\$4.411M
MOORHEAD BROTHERS, INC.	\$3.987M
Briggs Brothers Enterprises Corporation	\$3.968M



Acquisition Flight A



PKA - Commodities & Services



Mrs. Anna Urrutia - Flight Chief



Service Contracts



- **46 >SAT Service Contracts \$18M Annually**
- **25 <SAT Service Contracts \$2M Annually**
- **21 Medical Task Orders \$3.6M Annually**
- **15 Utility contracts \$18M annually**
 - Air Expo Support
 - NMC Yard Truck Lease
 - Facility Mx Support Svcs
 - Tug Boat Support Svcs
 - Transient Alert Services
 - NMC Chassis Paint/Repair
 - BRIG Vocational Svcs
 - Global Reach IT Support
 - Grounds Mx
 - Fire Alarm Mx
 - Runway Friction Testing
 - Harbor Patrol Boat Mx
 - Sports Official
 - Mental Health Services
 - Galley Food Services



Non-recurring Purchases



- **280 Supply & Non-recurring Svcs \$11M annually**

Supply / Services

- Surveillance Camera Sys
- SFS Boats
- Lighting Control System Svcs
- Dishwashers for Galley
- Snow Removal
- Bus Transportation
- Train Derailment Recovery

Strategic Sourcing Tools

- GSA
- AFWAY
- 2GIT (IT Equipment & Services)
- Furniture IDIQs
- Defense Health Agency (DHA)



Upcoming Services Solicitations



FORMAL Services:

		RFP Est.
• Facility Mx (NPTU)	SB	May 2023
• Facility Mx (AFSBn)	8a Competitive	Oct 2023
• Elevator Mx & Testing	SB	Mar 2023
• CES Engineering Support Services	SB (GSA)	Apr 2023
• Motor Cycle Safety Instructions	SB	Apr 2023
• Yard Trucks Lease	Unrestricted	Apr 2023
• Giant Voice System	TBD	Feb 2023
• Library Book Lease	TBD	Mar 2023
• Replace Electrical & Control Sys	TBD	Feb 2023
– Washington Iron Works 45T Portal Crane		
• Facility Maintenance (NIWC)	8a Competitive	Feb 2024
• Linen / Dry Cleaning Services	SB	Apr 2024
• It Support Services	8a	Mar 2024
• Facility Mx (NNPTC)	8A	Apr 2024
• Fire Alarm Inspection & Mx	SB	Apr 2024

Please respond!!!



Upcoming Small Purchases

Watch BetaSam.Gov for details



Surveillance Camera System	
Brush cutter	
Fish Pole Hoists	
Signage (Directional)	
ISU 90 Containers	
Dew Point Indicators	

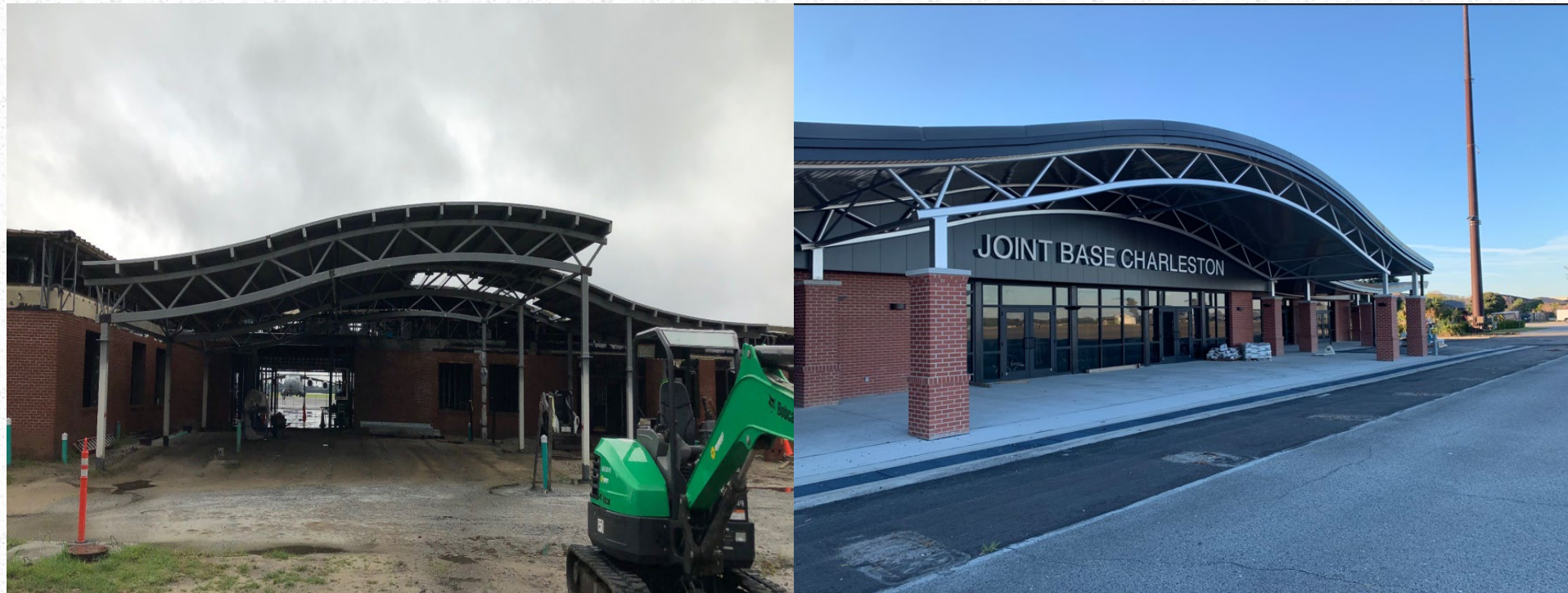
Please respond!!!



Acquisition Flight B



PKB - Construction



Mr. Robert Hale- Flight Chief



Project Types



- **Ability to Award Quickly (IDC's):**
 - SABER: Minor Construction contract for projects ranging \$3K to \$1M (AB & WS); NTE \$77M over 5 years
 - Paving
 - Rubber Removal
 - Railroad
 - Facility Enhancement and Maintenance
 - A/E contracts
- **(In Process) Multiple Award Construction Contract (MACC)**
 - Projected value of \$100M



Upcoming Construction Solicitations



CONSTRUCTION:

IDIQ's:

- Paving >\$10M

RFP Est.

May 2023

FORMAL CONSTRUCTION:

- Construct Munition Storage Bunkers, \$1M-\$5m
- Construct Munitions Load/Unload Facility, \$1M - \$5M
- Construct Military Working Dog Kennel, \$1M - \$5M
- Repair Overhead Utility Systems, \$1M - \$5M
- Repair Overhead Lighting Vault, \$1M - \$5M

Feb 2023

Feb/Mar 2023

Feb 2023

Feb 2023

Feb/Mar 2023

SB SET-ASIDES:

- Future requirements will have Sources Sought Synopses on FBO to help determine level of set-aside
- Please respond!!!

Watch [SAM.gov](https://sam.gov) for details



JB CHARLESTON CONTRACTING OFFICE IMPACT



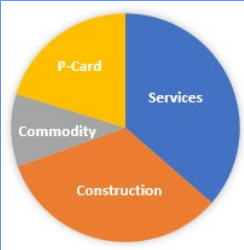

Spend Profile

- **\$131M: Annual Spend**
- **900: Annual Actions**
- **16K: Annual Card Purchases**
- **Single and multi-year awards**



Spend Focus

- *Commodity, Construction, Services, plus card spend*

- *Engineering Services*
- *Building Construction*
- *Industrial Machinery*
- *Janitorial Services*
- *Roofing*
- *Hotels*

Local Highlights

- **\$40M Local Annual Spend Impact**
- **\$91M SC Annual Spend Impact**
- **99.1% Small Business**
- **Air Show**
- **Goodwill**
- **Galley**




Team Profile

- **60 Local Professionals**
- **4 Focused Teams**
- **Mix Civilian and Military**
- **Trained to spend taxpayer \$**





Teams Supported

- **Joint Forces**
- **3 Wings**
- **Active and Reserves**
- **67 Mission Partners**
- **70K Populace**
- **40 C-17s**
- **Navy Nuclear Training Cm**
- **\$8B Base Infrastructure**




How to Do Business

- **Small Business Administration**
- **Procurement Technical Assistance Center/APEX**
- **SAM.gov**
- **GSA**
- **>\$5K Opportunities**







Joint Base Charleston POCs



- **Construction:**
Robert Hale (843)963-5170
- **Services:**
Anna Urrutia (843)963-5154
- **Government Purchase Card:**
Admiral Lee (843)963-5190
- **Director, Business Operations/SBP:**
Barbara Bonnette (843)963-3328



The 628th Contracting Squadron



Questions?



Mr. Peter Van de Meulebroecke
Co-Chair
CDCA Small Business Committee
Charleston Defense Contractors Association

**Thank you,
SBIOI Sponsors!**

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Thank you,
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Exhibitors!

Small Business Exhibitor:



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All Other Briefs:

<https://www.charlestondca.org/cdca-63rd-sbioi>

