

USACE JACKSONVILLE DISTRICT

Deputy District Commander
Major Matt Westcott



Savannah SAME Post
26 June 2025

Working Today to Build a Better Tomorrow
USACE Jacksonville District, Office of Small
Business Programs



US Army Corps
of Engineers

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DoDAAC/Office Code: W912EP



BRIEFING PURPOSE/AGENDA



- Jacksonville District Leadership
- Overview of the Jacksonville District Area of Responsibility
- Jacksonville District Program Areas
- Upcoming Contracting Opportunities
- Engineering and Contracting Division
- Jacksonville District Small Business Office Information & Resources



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**Commander/
District Engineer**
Colonel
Brandon Bowman



**Deputy District Engineer
Programs & Project Management**
Howard Gonzales, Jr.



SAJ Leadership Team

Deputy District Commander
Major Matt Westcott



Deputy South Florida
Major Cory Bell



Chief of Staff
B.J. Fagan



Engineering Division
Laureen
Borochaner



Construction Division
Gene Morisani



Contracting Division
Aldone Graham



Regulatory Division
Shawn Zinszer



Planning Division	Operations Division	Resource Management	Real Estate Division	Office of Council
Angie Dunn	Carol Bernstein	Sandra Moschettieri	Tim McQuillen	Elizabeth Vavrica

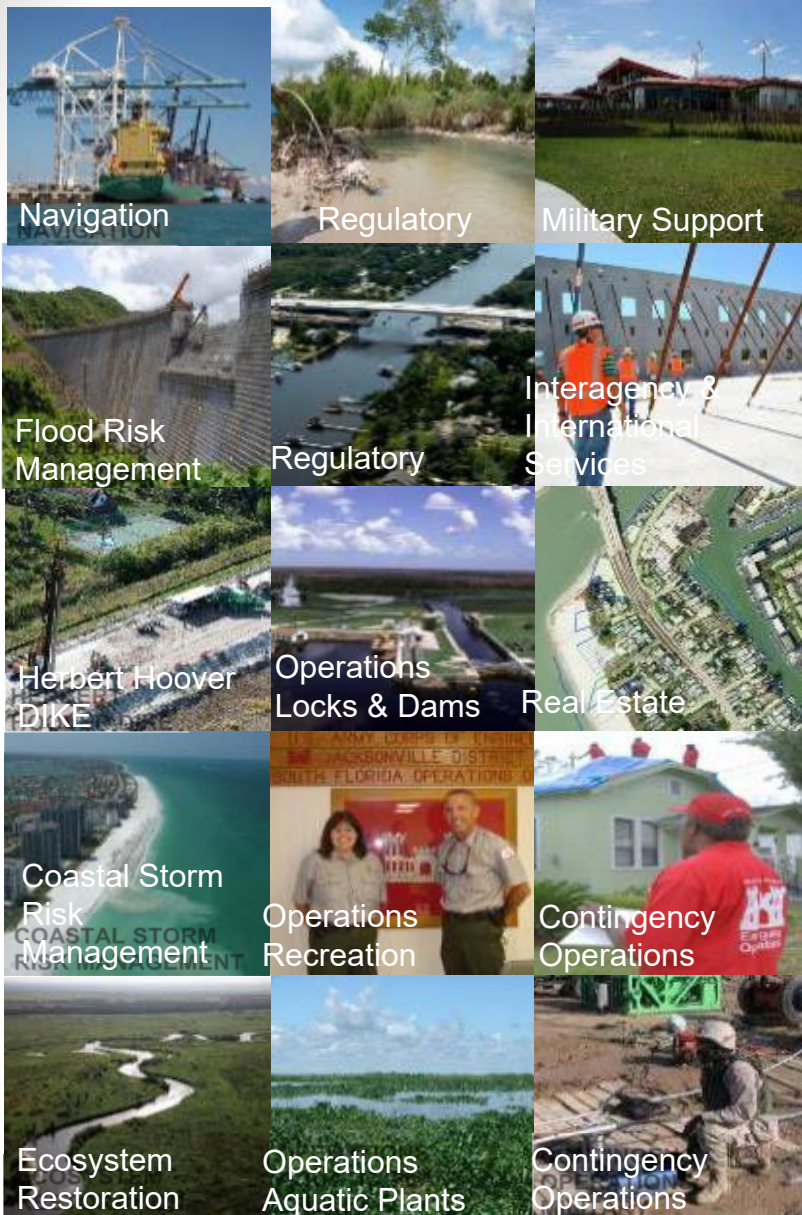




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OUR MISSION AREAS

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Deliver value to the Nation by anticipating needs & collaboratively engineering solutions that support national security, energize our economy, & increase resiliency.

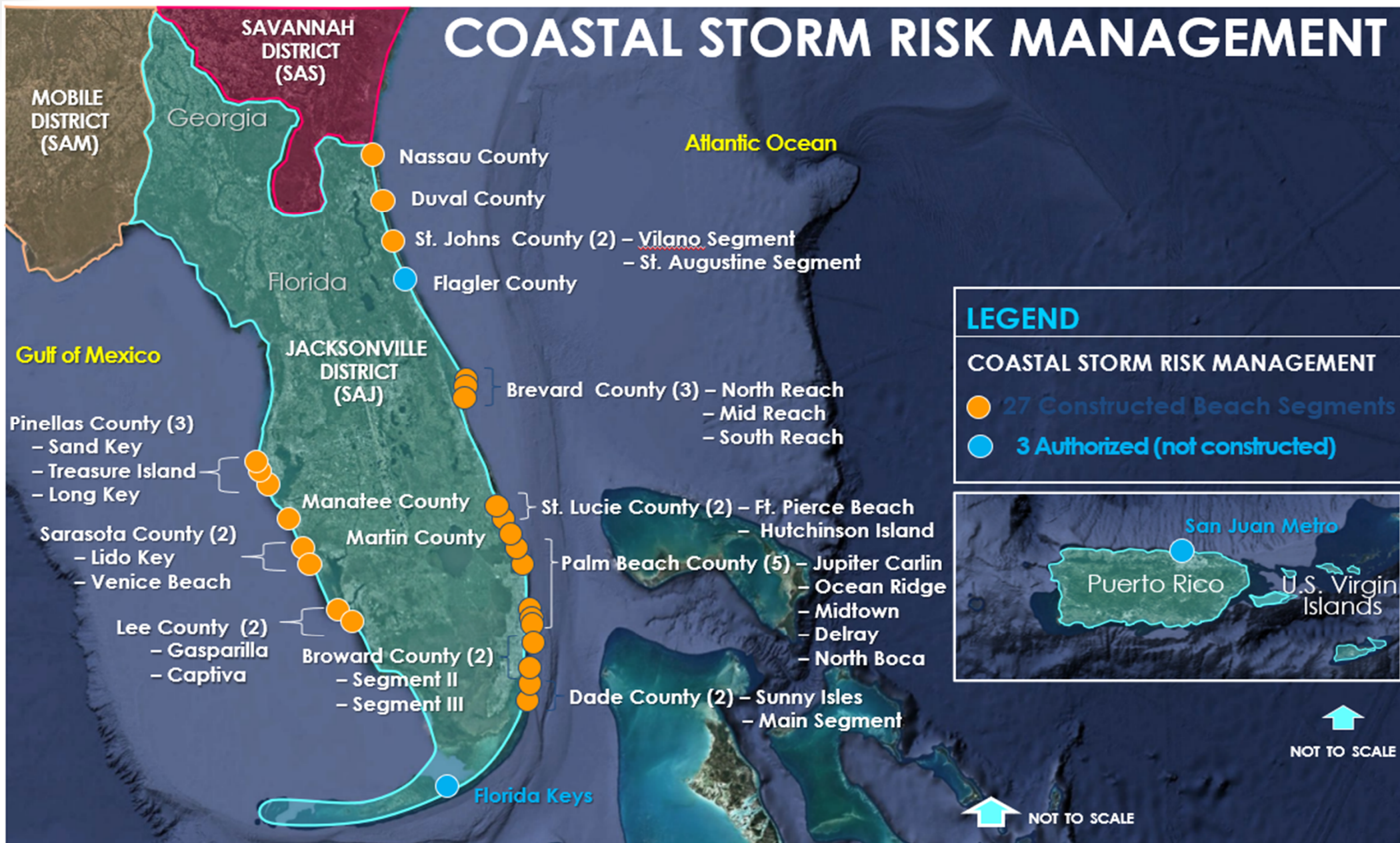
- **Navigation**
- **Flood/Coastal Storm Risk Management**
- **Ecosystem Restoration**
- **Operations/Recreation**
- **Contingency Operations**
- **Real Estate**
- **Military/Interagency & International Services**
- **Regulatory**



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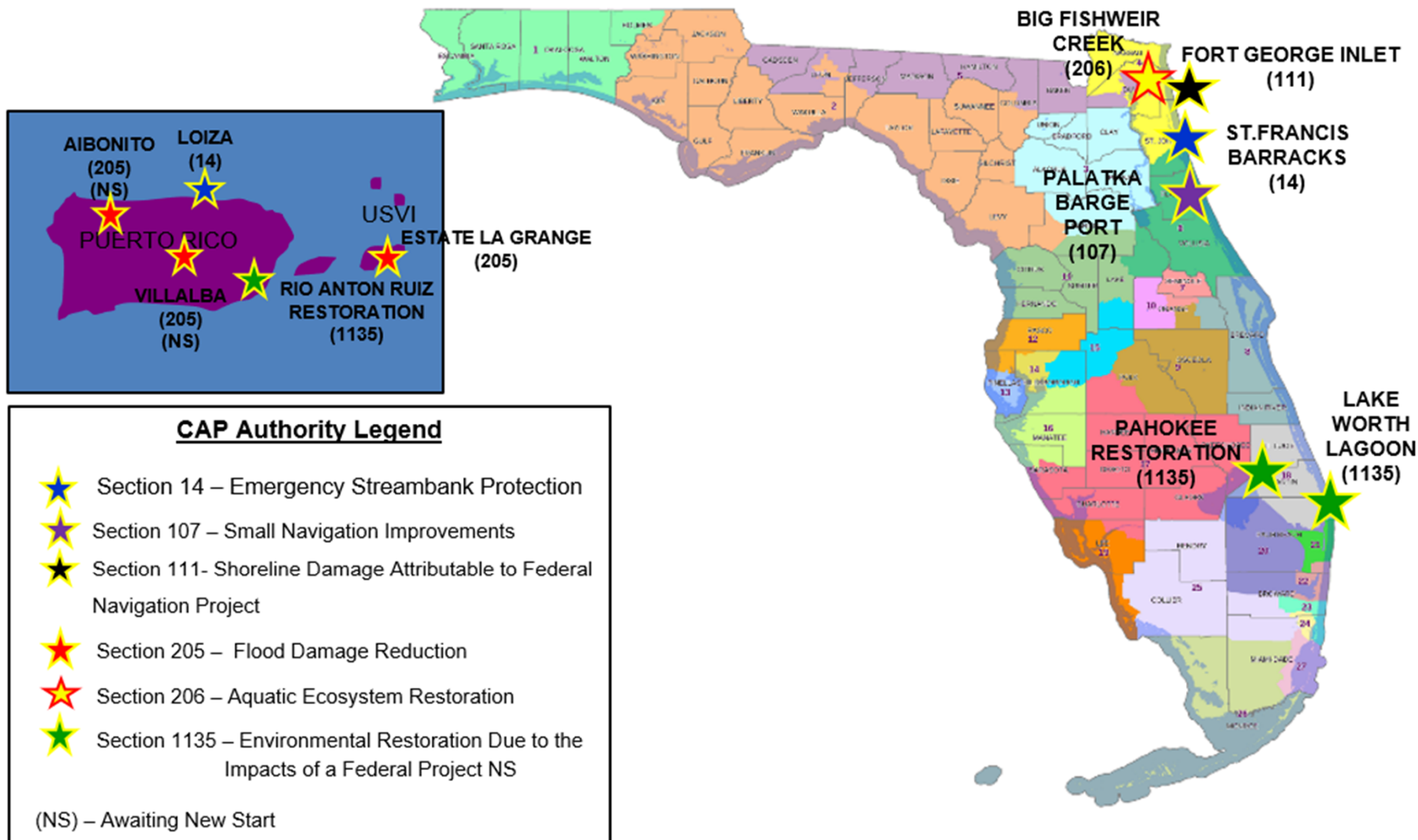
COASTAL STORM RISK MANAGEMENT





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JACKSONVILLE DISTRICT ACTIVE SMALL/CAP PROJECTS

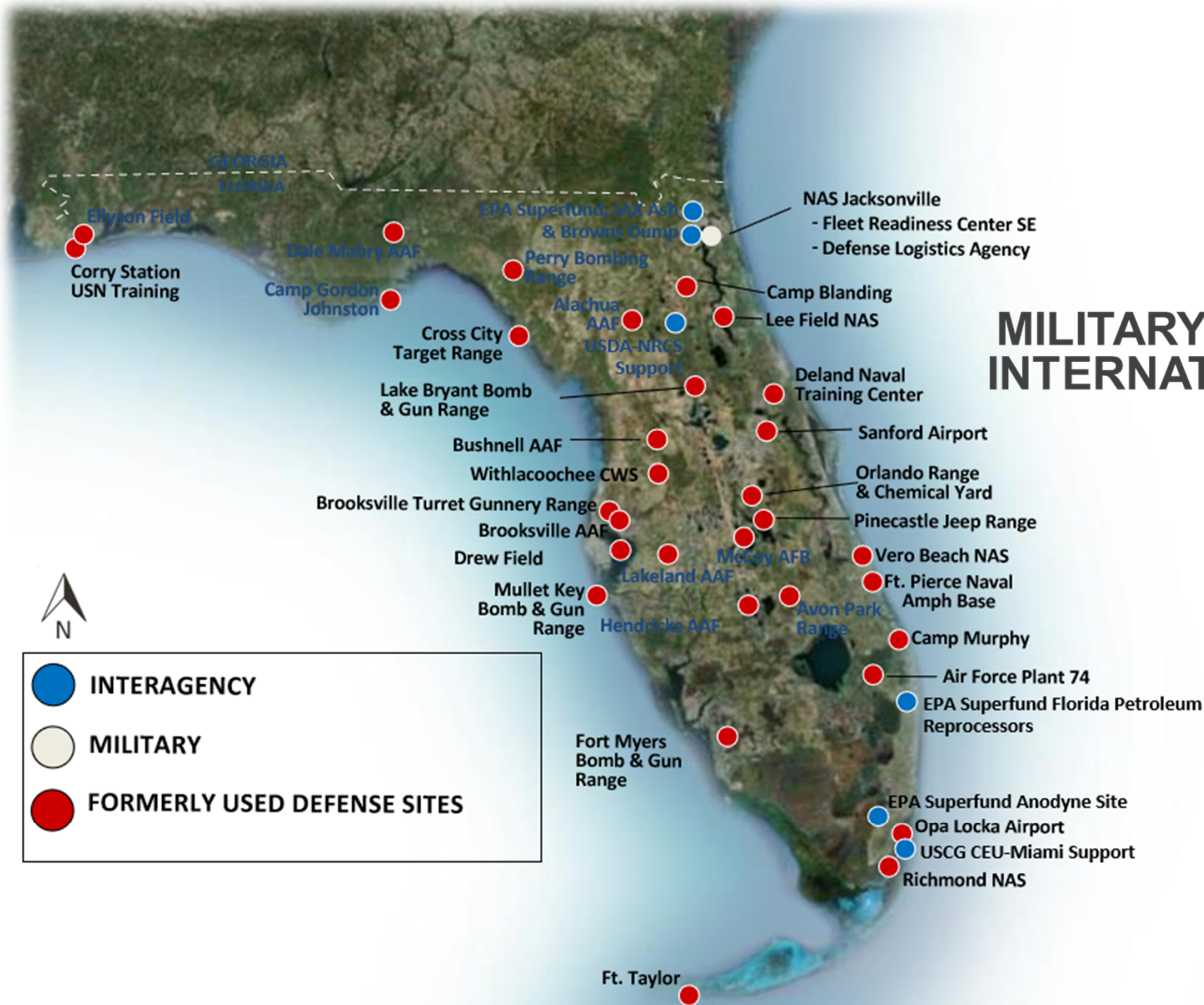




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OUR MISSION MILITARY/INTERAGENCY & INTERNATIONAL SERVICES

JACKSONVILLE DISTRICT



Our Vision

- To be a great engineering force of highly disciplined people working with our PARTNERS to deliver innovative and sustainable solutions to the Nation's engineering challenges.

Our Goals

- Ready for All Contingencies
- Engineering Sustainable Water Resource Solutions
- Building Effective, Innovative Engineering Solutions
- Recruiting and Retaining Strong Teams

Our Area of Responsibility

- Florida
- Georgia
- Puerto Rico
- U.S. Virgin Islands

AREAS OF RESPONSIBILITY

CIVIL WORKS

- Portions of Florida and Georgia (defined by watersheds)

REGULATORY

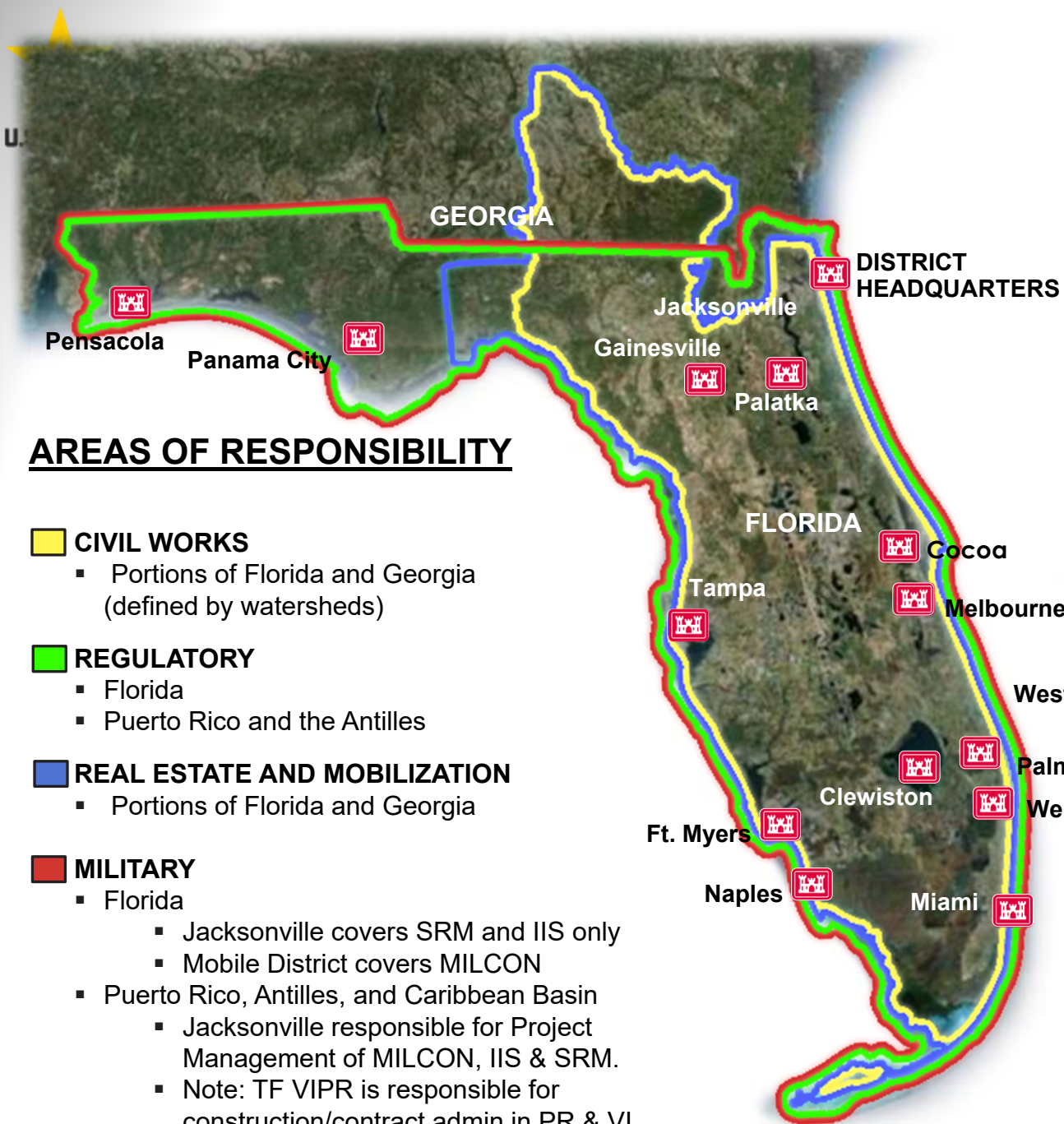
- Florida
- Puerto Rico and the Antilles

REAL ESTATE AND MOBILIZATION

- Portions of Florida and Georgia

MILITARY

- Florida
 - Jacksonville covers SRM and IIS only
 - Mobile District covers MILCON
- Puerto Rico, Antilles, and Caribbean Basin
 - Jacksonville responsible for Project Management of MILCON, IIS & SRM.
 - Note: TF VIPR is responsible for construction/contract admin in PR & VI



Caribbean District (SAA)

San Juan



U.S Virgin Islands

Caribbean Basin





JACKSONVILLE DISTRICT FY25 TOP 5 NAICS CODES



Rank	NAICS	NAICS Description	Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$33,932,719
2	238160	ROOFING CONTRACTORS	\$20,807,960
3	541990	ALL OTHER PROFESSIONAL SCIENTIFIC AND TECHNICAL SERVICES	\$9,077,317
4	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2,737,914
5	561210	FACILITIES SUPPORT SERVICES	\$2,234,482



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JACKSONVILLE DISTRICT

FY25 SMALL BUSINESS ACCOMPLISHMENTS



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USACE - SAJ	Actions	% Actions	Dollars	% Dollars	Goal	Variance
Small Business Eligible	461		\$376,942,745			
Small Business	300	65.08%	\$102,657,882	27.23%	30.00%	-2.77%
SDB	176	38.18%	\$87,149,302	23.12%	28.00%	-4.88%
SDVOSB	19	4.12%	\$21,075,953	5.59%	2.00%	3.59%
Women Owned	72	15.62%	\$35,129,707	9.32%	4.00%	5.32%
HubZone	33	7.16%	\$23,788,210	6.31%	4.00%	2.31%

SAJ is trending to meet the FY25 Small Business Goals



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JACKSONVILLE DISTRICT SMALL BUSINESS WEBSITE



Jacksonville District Small Business Office



The Jacksonville Small Business Office develops small businesses and maximizes their opportunities to participate in Corps procurements, ensuring a broad base of capable suppliers to support the Corps' mission and strengthen the nation's economic development. The Small Business Program seeks Women Owned, 8(a), Historically Underutilized Business Zone Empowerment (HubZone) and Service-Disabled Veteran-Owned businesses, as well as Historical Black Colleges and Universities, and Minority Institutions that are interested in doing business with the federal government.

Contact Us

Deputy, Small Business Programs
Kimberly S. Daniel-Ray

Small Business Office Phone:
904-577-3079

Small Business Email Address
SAJ-SB@usace.army.mil

Business With Us Links

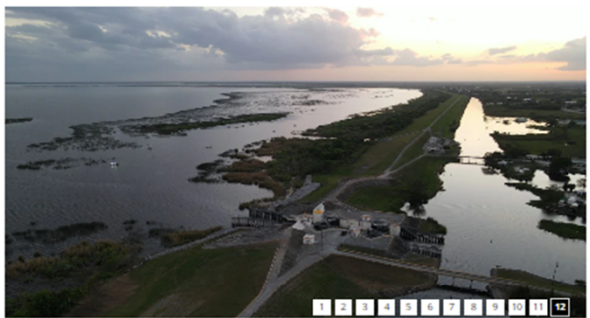
- SAD Small Business Website
- USACE Small Business Website
- Doing Business with USACE Districts
- Contracting in Puerto Rico
- What Small Businesses Need to Know
- Contract Security Requirements
- Small Business Basics
- Subcontracting Resources
- USACE Customer Outreach/Events
- Federal Business Opportunities
- Other Service Contracts
- Small Business Office

Hurricane Response Opportunities

[Hurricane Relief contractors contact information](#)

Contractors Seeking Work

- The U.S. Army Corps of Engineers, Jacksonville District, is working with the full range of federal, state and local partners in response to Hurricane Fiona and the restoration work that will be required in its aftermath.
- Businesses and individual contractors interested in doing business with the U.S. Army Corps of Engineers should take the first step of registering with the System for Award Management (SAM)



Forecast



Click photo or link to view upcoming Forecast.

Program Overview



Click to view Program Overview

Upcoming Events



Click to view Small Business Upcoming Events

Contract Awards-Subcontracting Opportunities



Top 10 NAICS Codes Awarded Contracts in FY22

Rank	NAICS	FY22 - NAICS Description	Actions	Dollars	% Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	359	\$427,809,710	53.24%
2	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	15	\$12,580,468	38.90%
3	562910	REMEDIATION SERVICES	31	\$10,862,604	1.39%
4	541330	ENGINEERING SERVICES	171	\$8,954,980	1.24%
5	236115	NEW SINGLE-FAMILY HOUSING CONSTRUCTION (EXCEPT FOR-SALE BUILDERS)	5	\$7,777,200	0.97%
6	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	13	\$7,772,075	0.97%
7	562111	SOLID WASTE COLLECTION	2	\$5,602,191	0.70%
8	561210	FACILITIES SUPPORT SERVICES	20	\$4,978,695	0.62%
9	541620	ENVIRONMENTAL CONSULTING SERVICES	49	\$4,964,754	0.62%
10	541370	SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES	154	\$4,482,895	0.58%

Search our Website to see:

- ☐ Forecast
- ☐ Program Overview
- ☐ Upcoming Events
- ☐ Contracts Awards-Subcontracting Opportunities
- ☐ Additional Resources

Website Link:

<https://www.saj.usace.army.mil/SmallBusiness/>





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HURRICANE RESPONSE OPPORTUNITIES



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Contract	District	Last Date to Order	Requirement Description	Total Value	Size	UEI	Website	Phone Number	POC
W911WN19D3006	Pittsburgh	30-Jun-23	Emergency Power - Quadrant I	\$75,000,000.00	Large	GLHZFFJJZ8G2	WSP USA Solutions	(202) 303-2613	Subcontracting Site
W911WN19D3007	Pittsburgh	30-Jun-23	Emergency Power - Quadrant II	\$75,000,000.00	Large	GLHZFFJJZ8G2	WSP USA Solutions	(202) 303-2613	Subcontracting Site
W911WN19D3008	Pittsburgh	30-Jun-23	Emergency Power - Quadrant III	\$75,000,000.00	Large	GLHZFFJJZ8G2	WSP USA Solutions	(202) 303-2613	Subcontracting Site
W911WN19D3009	Pittsburgh	30-Jun-23	Emergency Power - Quadrant IV	\$75,000,000.00	Large	GLHZFFJJZ8G2	WSP USA Solutions	(202) 303-2613	Subcontracting Site
W9128F20D0035	Omaha	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	UJKBH2CKRAQ4	Blue Tarpon	(251) 424-2858	S. Cody
W9128F20D0037	Omaha	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	JTJZBGCJNSK9	Hughes	(334) 795-8100	S. Hughes
W9128F20D0034	Omaha	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	NGR6CYCE3QC3	Swan	(603) 371-2261	M. Fallon
W9128F20D0036	Omaha	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	L7CLJF2SM8C2	Venegas	(787) 383-2000	E. Venegas
W9128F21D0036	Omaha	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Large	CBUJM4NJVJR6	Ceres Envrnmtl	(800) 218-4424	Subcontracting Site
W9128F21D0045	Omaha	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmtn	(787) 453-0767	A. Moreno-Crespo
W9128F21D0043	Omaha	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	LZQBKXG9JKD3	S&M & Assoc	(678) 938-7175	D. Miles
W9128F21D0044	Omaha	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	LL4QWWJLVMX3	Thomco Entrprs	(850) 244-0811	F. Thomas
W9128F21D0046	Omaha	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	GA2DPN5PSSP9	Yerkes South	(850) 424-6069	C. Yerkes
W9128F21D0052	Omaha	31-May-28	Temp Roofing - Eastern Puerto Rico	\$45,000,000.00	Large	CBUJM4NJVJR6	Ceres Envrnmtl	(800) 218-4424	Subcontracting Site
W9128F20D0043	Omaha	31-May-27	Temp Roofing - Gulf Coast	\$45,000,000.00	Large	DLG9X3LBX6M6	Barlovento	(334) 983-9979	Subcontracting Site
W9128F20D0038	Omaha	31-May-27	Temp Roofing - Hawaii	\$45,000,000.00	Small	KKCNK8P547M9	Crown Arch Metal	(504) 464-4644	R. Palmer
W9128F21D0061	Omaha	31-May-28	Temp Roofing - Hawaii. Options: Kauai & Oahu	\$45,000,000.00	Large	F1PMZXNJ7NM5	SLSCO	(713) 880-9888	W. Sullivan
W9128F21D0062	Omaha	31-May-28	Temp Roofing - Hawaii. Options: Maui & Hawaii	\$45,000,000.00	Large	CBUJM4NJVJR6	Ceres Envrnmtl	(800) 218-4424	Subcontracting Site
W9128F20D0033	Omaha	31-May-27	Temp Roofing - Puerto Rico	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmtn	(787) 453-0767	A. Moreno-Crespo
W9128F20D0032	Omaha	31-May-27	Temp Roofing - Puerto Rico	\$45,000,000.00	Small	PVH6MCRLZFH3	Venegas JV	(787) 848-4848	E. Venegas
W9128F20D0044	Omaha	31-May-27	Temp Roofing - U.S. Virgin Islands	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmtn	(787) 453-0767	A. Moreno-Crespo
W9128F21D0042	Omaha	31-May-28	Temp Roofing - U.S. Virgin Islands. Option: VGB	\$45,000,000.00	Small	NGR6CYCE3QC3	Swan	(603) 371-2261	M. Fallon
W9128F21D0053	Omaha	31-May-28	Temp Roofing - Western Puerto Rico	\$45,000,000.00	Large	UPS6RUF5Z5N7	Dynamic	(225) 485-7205	Subcontracting Site
W912EK22D0006	Rock Island	9-Nov-26	Debris Removal - LRD	\$250,000,000.00	Large	KLQXF6DU7EZ6	DRC Emergency Services, LLC	(504) 482-2848	Kristy Fuentes, kfuentes
W912EK22D0001	Rock Island	9-Nov-26	Debris Removal - MVD	\$250,000,000.00	Large	(954) 725-6992	Ashbritten, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowk
W912EK22D0007	Rock Island	9-Nov-26	Debris Removal - NAD	\$500,000,000.00	Large	(650) 347-1555	ECC Constructors, LLC	LJPLMV3GCYE7	Keith K. Owenby, kowe
W912EK22D0008	Rock Island	9-Nov-26	Debris Removal - NWD	\$250,000,000.00	Large	(954) 725-6992	Ashbritten, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowk
W912EK22D0004	Rock Island	9-Nov-26	Debris Removal - POD	\$500,000,000.00	Large	(650) 347-1555	ECC Constructors, LLC	LJPLMV3GCYE7	Keith K. Owenby, kowe
W912EK22D0002	Rock Island	9-Nov-26	Debris Removal - SAD	\$500,000,000.00	Large	(954) 725-6992	Ashbritten, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowk
W912EK22D0003	Rock Island	9-Nov-26	Debris Removal - SWD	\$500,000,000.00	Large	(954) 725-6992	Ashbritten, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowk



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SUBCONTRACTING LIST



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AE Contracts Awards - Subcontracting Opportunities

Description	Contract #	Name	Location	Size	Period of Performance
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0004	CDM Federal Program Corp.	Jacksonville, FL	Unrestricted	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0005	Singhoffen & Wantman Group JV	Jennings, LA	Total Small Business	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0006	Kimley Hanson, Bergmann JV	West Palm Beach, FL	Total Small Business	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0007	AECOM-Black & Veatch JV	Roanoke, VA	Unrestricted	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0008	STANLEY CONSULTANTS-SANTEC JV	Minneapolis, MN	Unrestricted	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0009	Genterra-Freese and Nichols JV	Jacksonville, FL	Total Small Business	Expires 5/3/2027

- Go to the following Jacksonville Small Business website (scan QR code)
- Click on Contracting Award Subcontracting Opportunities (located @ the bottom far right)





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First Impressions – Capability Briefing

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- First Impressions and The Value of Time:
 - Don't waste an opportunity to make a favorable impression!
 - Don't waste the Contracting Official's time.
 - Know the customer's mission and something about their buying habits.
 - Where possible provide a well-designed capability statement (2-3 Pages)
 - Tailor your presentation based on the customers needs.
 - Discuss relevant topics during the presentation.
- Don't confuse the government agency's roles – The SBA/APEX should help prepare you for event; not the Contracting Officer!
- When you appear before the Contracting Officer or Gov't Official – Their response: Welcome to the big league; show me your skills please!



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FY25+ BUSINESS OPPORTUNITIES SOUTH ATLANTIC DIVISION (SAD)



Opportunity	Location	District / Center	Estimated Release Date (Quarter)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Geotech Drilling & Testing	Primary Florida	Jacksonville District	4 th Qtr 2024	541330	\$15M	TBD	SATOC
Geotech Design	Primary Florida	Jacksonville District	3 st Qtr 2025	541330	\$30M	TBD	SATOC
2024 Design IDIQ	Primary Florida	Jacksonville District	3 rd Qtr 2025	541330	\$83M	SBSA- /Unrestricted	MATOC
O&M:Canaveral Lock	Primary Florida	Jacksonville District	3 rd Qtr 2025	TBD	TBD	Unrestricted	IFB
USMC: Blount Island Dredging	Primary Florida	Jacksonville District	4 th Qtr 2025	TBD	TBD	SBSA	IFB
O&M Dredging Gordon Pass	Primary Florida	Jacksonville District	4 th Qtr 2025	TBD	TBD	SBSA	RFP

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsized through SAM.gov or the solicitation is issued."



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FY25+ BUSINESS OPPORTUNITIES SOUTH ATLANTIC DIVISION (SAD)



Opportunity	Location	District / Center	Estimated Release Date (Quarter)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
HVAC Service Contract Puerto Rico	Puerto Rico	Jacksonville District	4 th Qtr 2025	238220	TBD	SB	SATOC
SATOC IDC for Services Contract EN Div.,	Primary Florida	Jacksonville District	1 st Qtr FY2026	237990	\$4.5M	8(a)	SATOC
C23/24 North Reservoir CNT 4D	Primary Florida	Jacksonville District	4 th Qtr FY2026	527990	TBD	Unrestricted	SATOC
CNT 5, C-9 Impoundment	Primary Florida	Jacksonville District	2 rd Qtr FY2027	527990	TBD	Unrestricted	SATOC
CNT 5 L67C & L67D	Primary Florida	Jacksonville District	4 st Qtr FY2027	527990	TBD	Unrestricted	SATOC
C23/24 North Reservoir CNT 4E	Primary Florida	Jacksonville District	4 rd Qtr FY2028	527990	TBD	Unrestricted	SATOC



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FY25+ BUSINESS OPPORTUNITIES SOUTH ATLANTIC DIVISION (SAD)



Opportunity	Location	District / Center	Estimated Release Date (Quarter)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Canaveral Composite Sector Gates	Primary Florida	Jacksonville District	TBD	527990	N/A	TBD	SATOC
CNT 2A, S-356E/S-334E Pump Station and Gated Spillway	Primary Florida	Jacksonville District	TBD	237990	\$100M - \$200M	SBSA/ Unrestricted	SATOC
CNT 3B S-355W Gated Spillway	Primary Florida	Jacksonville District	TBD	237990	\$20 - \$50M	SBSA/ Unrestricted	SATOC
C23/24 North Reservoir CNT 4B	Primary Florida	Jacksonville District	TBD	527990	TBD	Unrestricted	SATOC
C23/24 North Reservoir CNT 4C	Primary Florida	Jacksonville District	TBD	527990	TBD	Unrestricted	SATOC
CNT 4, WCA 3A/3B Seepage Management Area	Primary Florida	Jacksonville District	TBD	527990	TBD	Unrestricted	SATOC

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RESOURCES

USACE Resources

- Main Website: <https://www.usace.army.mil/>
- Infrastructure Work Plans:
<https://www.usace.army.mil/Missions/Civil-Works/Budget/>
- Contracting:
<https://www.usace.army.mil/Business-With-Us/>
 - Contracting Questions? Email DoingBusinessWithUs@usace.army.mil
- Small Business:
<https://www.usace.army.mil/Business-With-Us/Small-Business/>
 - Small Business Questions? Email Small-Business-HQ@usace.army.mil

Government-wide Resources

- www.sam.gov: Official government system for contracting opportunities, registering to do business, wage determinations and contract data
- www.FPDS.gov: Search any unclassified contract award (DoD data has 90-day delay)
- www.USASpending.gov: Official open data source of federal spending information
- www.sba.gov: Small Business Administration website has information regarding small business size standards, small business types and more
- <https://www.aptac-us.org/>: Free resource dedicated to help local businesses compete successfully in the government marketplace. (Can also help you register with sam.gov)

JACKSONVILLE DISTRICT OFFICE OF SMALL BUSINESS PROGRAMS



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Mobile: (904) 318-6436
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Alexandria (Alex) Garza,
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FOR MORE INFORMATION

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U.S. Army Corps of Engineers | Jacksonville District

<http://www.saj.usace.army.mil/>

Deputy, Office of Small Business Programs

(904) 232-1150

On Facebook www.facebook.com/JacksonvilleDistrict

On YouTube! www.youtube.com/JaxStrong

On Twitter www.twitter.com/JaxStrong

On Flickr www.flickr.com/photos/jaxstrong

Useful Restoration Sites:

www.evergladesrestoration.gov

www.sfwmd.gov

