

# Its Not Easy



**“Of course it’s only one dollar...  
It’s a small business loan.”**



**BUILDING STRONG®**

# Small Business Advice



- Start Small and Be Patient
- Subcontract and Team
- Use PTACs
- Consider Multiple Certifications
- Get to Know ,Small Business Deputy Operations Project Manager and Lake Managers
- Safety is Critical



# Service Project Access

- Service Contracts
  - ▶ >300 actions totaling \$8-10m
  - ▶ Most Simplified Acquisition Process (150k) or 8a
  - ▶ Relationships Key
  - ▶ All SB, limited HZ, WO, SDVOSB



# Best Practices

- SAFETY SAFETY SAFETY
- Provide a reasonable proposal with the backup information to support
- Self perform work other than Project Management,, Scheduling, etc.
- Timely submission of bonds after contract award
- Hit the ground running once NTP is issued, i.e. submittals
- Implementation of a good quality control program
- Responsiveness



# Questions?

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