



Infrastructure Quarterly Industry Forum

By: *Tim Malone, Sue Kranes, and Erin Ananian-Gentile*

Industry Focus: *Construction, Infrastructure, and Energy*

Date: *10/13/2026*

Agenda

- **Welcome & Overview**
- Featured Presentation: *Environmental Protection Agency*
- Business Spotlight: *Crowder*
- Highlights of upcoming opportunities
- Question & Answers
- Closing & Next Steps



Disclaimer

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Who We are

The NCMBC is a statewide business development and technology transition entity of the State of North Carolina, embedded in the state's community colleges and headquartered at Fayetteville Technical Community College. It is the only statewide, military-focused economic development organization in the U.S. and the only North Carolina entity solely dedicated to growing the defense economy through existing industry.

How NCMBC Can Help

- One-on-one business counseling
- Opportunity sourcing and daily email notifications
- Proposal development and solicitation interpretation
- Pre-award capture assistance and teaming support
- Federal agency market intelligence and acquisition forecasts
- Training events, webinars, and contracting workshops



Mission, Goals, and outcomes

Mission: To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

Goals and Operations:

1. Increase federal revenues for businesses
2. Support technology transition to federal agencies
3. Support integration of military into workforce
4. Support defense-related business recruitment



Agenda

- Welcome & Overview
- **Featured Presentation: *Environmental Protection Agency***
Mr. Jerome Greene
- Business Spotlight: *Crowder*
- Highlights of upcoming opportunities
- Question & Answers
- Closing & Next Steps



Environmental Protection Agency – Mr. Jerome Greene

- Director of the EPA Small & Disadvantaged Business Utilization Division (SDBUD)
- Promotes presidential initiatives with increased access to EPA's nationwide procurement opportunities
- Acts as the chief advocate for small and disadvantaged businesses





Doing Business with the Environmental Protection Agency

Comprehensive Guide to EPA Procurement and Vendor Strategies

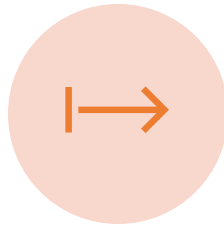
Agenda Overview



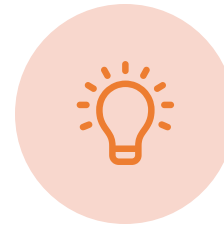
**EPA PROCUREMENT
PATHWAYS AND BUYING
METHODS**



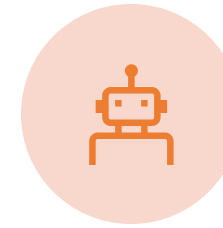
**EXPECTATIONS,
READINESS, AND EARLY
ENGAGEMENT**



**MARKET RESEARCH AND
DOING IT THE RIGHT WAY**



**UPCOMING AND
RECURRING OPPORTUNITY
AREAS**



**HEADWINDS AND
CHALLENGES IN THE
CURRENT ACQUISITION
ENVIRONMENT**



**REDUCING
MISINFORMATION AND
STRENGTHENING VENDOR
COMMUNICATION**

Key Procurement Pathways: Contracts, Grants, and Cooperative Agreements

- **Contracts for Services and Goods**

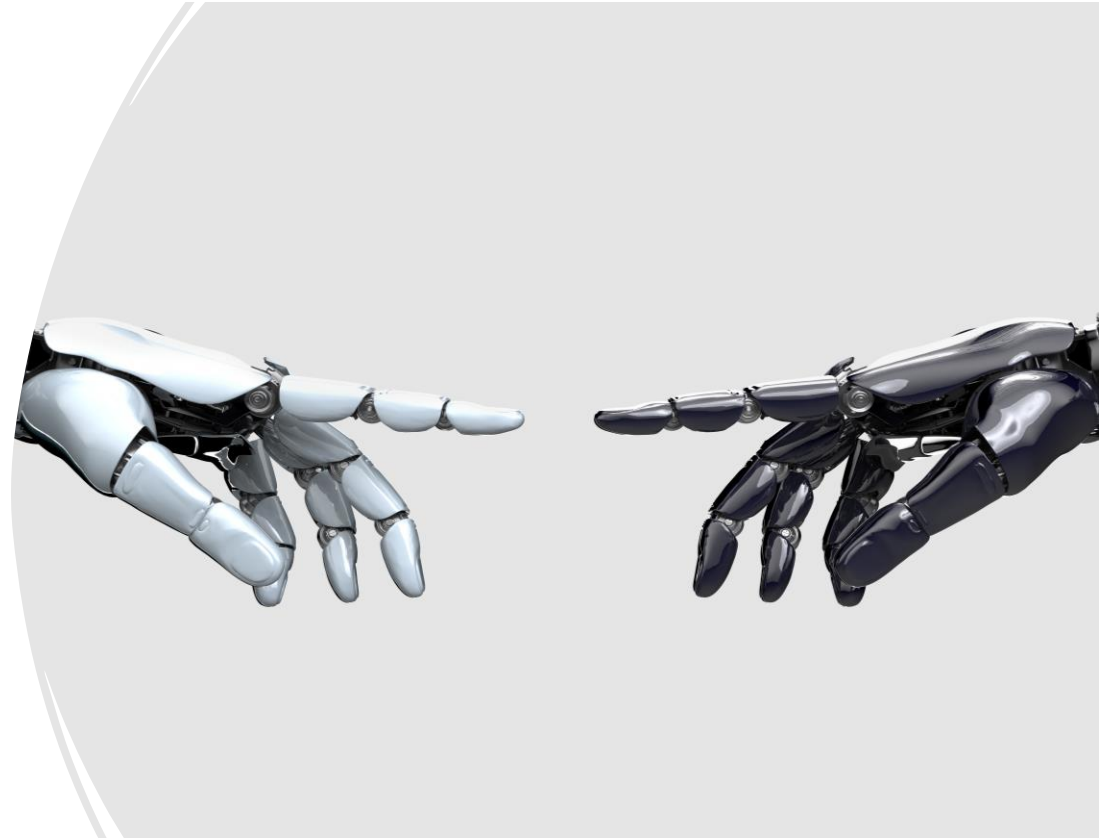
- Contracts are formal agreements to purchase services or goods, ensuring clear terms and deliverables.

- **Grants for Projects**

- Grants provide funding to support projects aligned with EPA goals without substantial agency involvement.

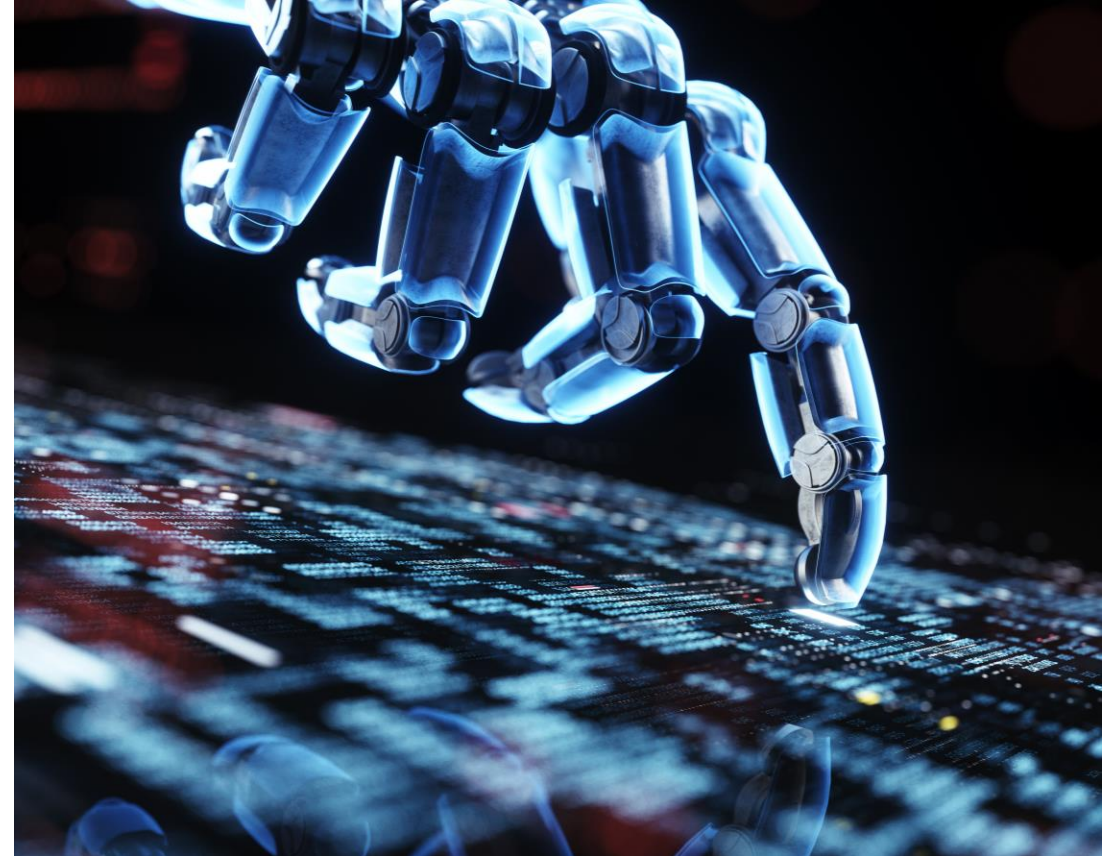
- **Cooperative Agreements**

- Cooperative agreements involve significant EPA collaboration in project execution and management.



EPA's Acquisition Structure and Buying Processes

- **Acquisition Structure Purpose**
 - EPA's acquisition structure supports diverse purchase types ensuring compliance and operational efficiency.
- **Compliance Importance**
 - Following EPA processes ensures proposals meet regulatory standards and vendor requirements effectively.
- **Vendor Alignment**
 - Understanding EPA buying processes helps vendors tailor proposals to meet specific agency needs.



Highlights From EPA Acquisition Forecast



- **Forecast Purpose**

- The EPA acquisition forecast informs vendors about upcoming contracting opportunities to enhance planning and preparation.

- **Vendor Preparation**

- Vendors should use the forecast to strategize and efficiently respond to solicitations, increasing their chances of success.

EPA Procurement Opportunities

View Record	Record Number	NAICS Code	Description	Procurement Method	Estimated Dollars	Target Award Year	Target Award Quarter	Place Of Performance
FY 2022 - 13789	FY 2022 - 13789	611310	TECHNICAL SUPPORT FOR ENVIRONMENTAL ECONOMICS RESEARCH AND ANALYSIS - Peer Review	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$250K - \$500K	2027	QTR3	Contractor's Facility
FY 2022 - 14258	FY 2022 - 14258	333913	Replacement fuel measurement systems for Heavy-Duty 1, Heavy Duty-2, Heavy Duty-5 and small engine test sites.	To Be Decided After Market Research	>\$150K - \$250K	2027	QTR1	MI
FY 2023 - 14407	FY 2023 - 14407	541611	Technical support for financial reviews of WIFIA transactions. MAC for up to four contracts including full and open competition with small business reservations	FSS (Federal Supply Schedule) (Non-MOBIS)	>\$10M - \$25M	2027	QTR1	Nation-wide
FY 2023 - 14434	FY 2023 - 14434	541380	Analysis of UCMR 5 samples for small water systems. Three SB contracts and three large business contracts.	MAS (Multiple Award Schedule) (Non-FSS or GWAC)	>\$5M - \$10M	2027	QTR4	DC; Nation-wide
FY 2023 - 14469	FY 2023 - 14469	562910	Large Scale Construction Contract for Navajo Area Uranium Mines (NAUM) Team: The contractor shall conduct the removal support survey.	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$100M	2027	QTR2	Region-wide

EPA Procurement Opportunities

View Record	Record Number	NAICS Code	Description	Procurement Method	Estimated Dollars	Target Award Year	Target Award Quarter	Place Of Performance
			confirmation scanning/sampling for radiation for backfilling, and final status surveys and confirmation sampling. The contractor will also complete verification of soil sorting quality and periodic radiation scanning for truck hauling material offsite.					
FY 2024 - 14859	FY 2024 - 14859	541620	Support for the implementation of the Unregulated Contaminant Monitoring Rule (UCMR), including the development of the lab approval program, sampling kit design, water system scheduling, and sampling logistics for small water systems.	To Be Decided After Market Research	>\$10M - \$25M	2027	QTR1	Nation-wide
FY 2024 - 14987	FY 2024 - 14987	561210	Facilities Support Services of Laboratory	Competition Restricted to Service-Disabled Veteran-Owned Small Businesses	>\$3M - \$5M	2027	QTR3	WA
FY 2024 - 14990	FY 2024 - 14990	493110	Services for General Warehouse and Storage	Competition Restricted to Service-Disabled Veteran-Owned Small Businesses	>\$3M - \$5M	2027	QTR4	WA

EPA Procurement Opportunities

View Record	Record Number	NAICS Code	Description	Procurement Method	Estimated Dollars	Target Award Year	Target Award Quarter	Place Of Performance
FY 2024 - 15045	FY 2024 - 15045	812930	Provide parking services for Boston based government fleet vehicles.	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$500K - \$1M	2027	QTR1	Region-wide
FY 2024 - 15050	FY 2024 - 15050	541690	Procurement, Service and Maintenance Contract for Portable Activity Measurement Systems and Upgrades	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$1M - \$3M	2027	QTR2	Contractor's Facility
FY 2024 - 15088	FY 2024 - 15088	562910	Emergency and time critical response services. The solicitation will be for Regions 4, 5 and 6.	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$100M	2027	QTR1	Region-wide
FY 2024 - 15161	FY 2024 - 15161	811212	The agency's managed print solution	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$5M - \$10M	2027	QTR1	Nation-wide
FY 2024 - 15165	FY 2024 - 15165	423430	The agency's annual FY27 Oracle procurement	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$5M - \$10M	2027	QTR2	Nation-wide
FY 2025 - 15279	FY 2025 - 15279	811219	Maintenance, service and repair of a variety of scientific analytical instruments, including Inductively Coupled Plasma (ICP), Inductively Coupled Plasma/Mass Spectrometer (ICP/MS), IC,	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$250K - \$500K	2027	QTR3	OK

EPA Procurement Opportunities

View Record	Record Number	NAICS Code	Description	Procurement Method	Estimated Dollars	Target Award Year	Target Award Quarter	Place Of Performance
			ELISA, and others.					
FY 2025 - 15339	FY 2025 - 15339	561210	Emergency Response Equipment Maintenance Services (EREMS) in Woburn, MA and Boston, MA	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$1M - \$3M	2027	QTR1	Region-wide
FY 2025 - 15388	FY 2025 - 15388	561110	EPA provides assistance (if an employee is within a certain salary range and their child attends a registered day care they can get subsidy) to employees	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$250K - \$500K	2027	QTR3	Nation-wide
FY 2025 - 15479	FY 2025 - 15479	541620	CERCLA Enforcement Support Services Contract for EPA Regions 7, 8, 9, and 10	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$10M - \$25M	2027	QTR1	AZ; CA; HI; NV; Region-wide
FY 2025 - 15480	FY 2025 - 15480	541620	Abandoned Mines Response and Construction Services (AMRCS)	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$100M	2027	QTR1	AZ; NM
FY 2025 - 15504	FY 2025 - 15504	423330	Testing NCC Migration #2	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$10M - \$25M	2027	QTR3	Nation-wide
FY 2025 - 15570	FY 2025 - 15570	541519	Video Animation	Competition Restricted to Small Businesses or Small Business Set-Aside	< \$3,500	2027	QTR1	MS

EPA Procurement Opportunities

View Record	Record Number	NAICS Code	Description	Procurement Method	Estimated Dollars	Target Award Year	Target Award Quarter	Place Of Performance
FY 2026 - 15745	FY 2026 - 15745	519190	Regional access to online database of current contact information for individuals and corporate and unincorporated entities.	Competition Restricted to Small Businesses or Small Business Set-Aside	< \$3,500	2027	QTR4	Region-wide
FY 2026 - 15798	FY 2026 - 15798	562910	Contractor support for the Land, Chemical, Redevelopment Division Brownfields program on their Targeted Brownfields Assessment (TBA) projects in multiple sites throughout the Great Lakes region.	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$5M - \$10M	2027	QTR2	Region-wide
FY 2026 - 15805	FY 2026 - 15805	513210	Retain application development maintenance services.	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$500K - \$1M	2027	QTR3	AL; FL; GA; KY; MS; NC; SC; TN
FY 2026 - 15807	FY 2026 - 15807	423210	Maintain Records Management Services	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$500K - \$1M	2027	QTR4	AL; FL; GA; KY; MS; NC; SC; TN
FY 2026 - 15825	FY 2026 - 15825	541519	Information Technology (IT) and analysis services for the Office of Compliance (OC) and other EPA enforcement and compliance	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$50M - \$100M	2027	QTR2	DC

EPA Procurement Opportunities

View Record	Record Number	NAICS Code	Description	Procurement Method	Estimated Dollars	Target Award Year	Target Award Quarter	Place Of Performance
FY 2026 - 15978	FY 2026 - 15978	423430	Mobile Device Forensic software	Competition Restricted to Small Businesses or Small Business Set-Aside	\$25,001 - 150,000	2027	QTR2	Nation-wide
FY 2026 - 15985	FY 2026 - 15985	541620	Technical Support, Consultation, and Analysis for the Underground Field Constructed Tanks at the Red Hill Bulk Fuel Storage Facility	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$500K - \$1M	2027	QTR4	HI
FY 2026 - 15987	FY 2026 - 15987	541620	Sanitary surveys of tribal public water systems	Competition Restricted to Small Businesses or Small Business Set-Aside	>\$250K - \$500K	2027	QTR1	Region-wide
FY 2026 - 16031	FY 2026 - 16031	541380	Laboratory Gasses	Competition Restricted to Small Businesses or Small Business Set-Aside	\$25,001 - 150,000	2027	QTR1	CO
FY 2026 - 16032	FY 2026 - 16032	562112	Hazardous waste removal	Competition Restricted to Small Businesses or Small Business Set-Aside	\$25,001 - 150,000	2027	QTR1	CO
FY 2026 - 16034	FY 2026 - 16034	424690	Analytical Supplies -- Consumables and labware used for PFAS analysis	Competition Restricted to Small Businesses or Small Business Set-Aside	\$25,001 - 150,000	2027	QTR1	CO
FY 2026 - 16036	FY 2026 - 16036	325998	Analytical Supplies -- Consumables and labware for Harmful Algal Blooms (HABs) monitoring and toxin analysis	Competition Restricted to Small Businesses or Small Business Set-Aside	\$25,001 - 150,000	2027	QTR2	CO

Expectations, Readiness, and Early Engagement



EPA's Expectations for Vendor Readiness

- Understanding EPA Requirements
 - Vendors must fully understand EPA regulations to meet environmental and operational standards effectively.
- Necessary Certifications
 - Obtaining required certifications demonstrates vendor compliance and eligibility for procurement opportunities.
- Compliance Standards
 - Adhering to compliance standards ensures smooth procurement processes and builds trust with the EPA.



Early Engagement Strategies with EPA Acquisition Teams

Early Communication Benefits

- Engaging early helps vendors clarify requirements and reduces misunderstandings, leading to stronger proposals.

Tailoring Proposals Effectively

- Understanding EPA needs early allows vendors to customize proposals that align closely with procurement goals.

Building Strong Relationships

- Early engagement fosters trust and rapport between vendors and EPA teams, improving procurement collaboration.



Best Practices

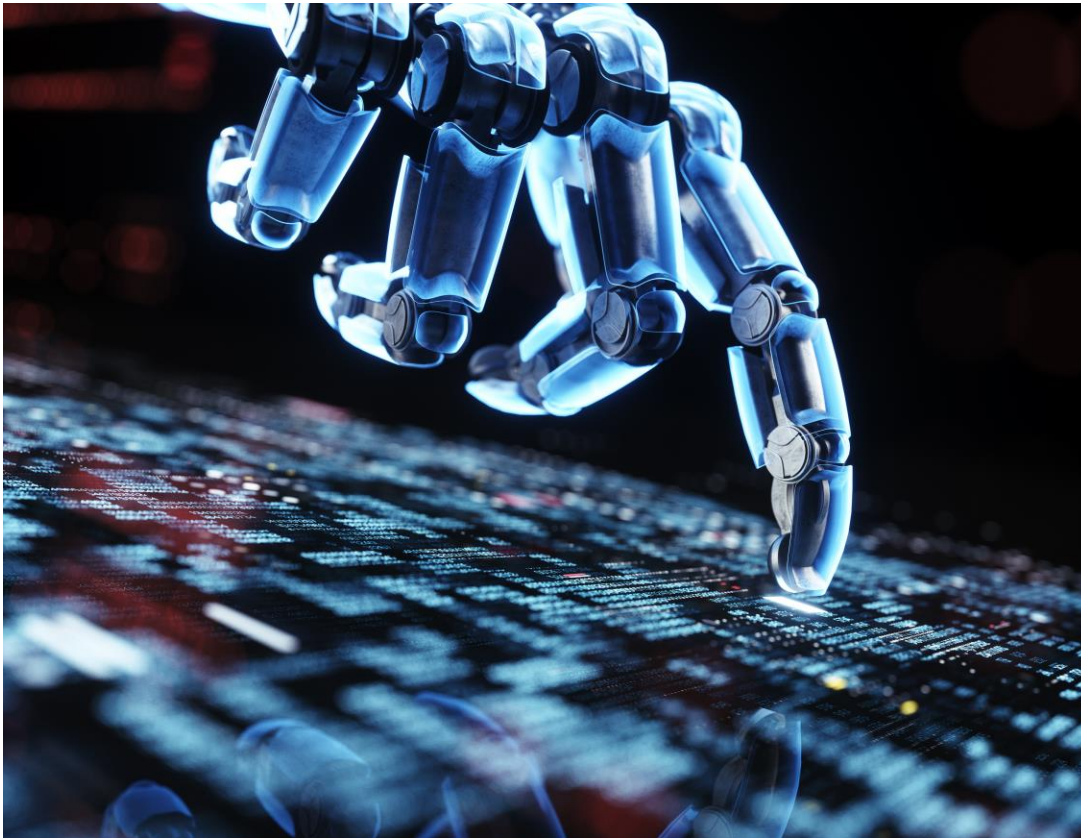


- **Effective Interaction with EPA Staff**
 - Practical approaches help build positive relationships with EPA procurement staff for successful engagements.
- **Preparing Strong Submissions**
 - Well-prepared submissions increase chances of success in EPA procurement processes and contracts.
- **Leveraging Federal Small Business Resources**
 - Utilizing federal resources empowers small businesses to compete effectively in EPA contracts.

Market Research, and Doing it the Right Way



Conducting Effective Market Research at EPA



- **Understanding EPA Requirements**
 - Gather detailed information on EPA's specific needs to align proposals effectively.
- **Analyzing Past Procurements**
 - Examine previous EPA procurements to identify patterns and opportunities for engagement.
- **Assessing Vendor Capabilities**
 - Evaluate vendor strengths to tailor strategic proposals and enhance competitiveness.

Leveraging EPA Tools and Resources for Compliance

- **Compliance Assistance Tools**

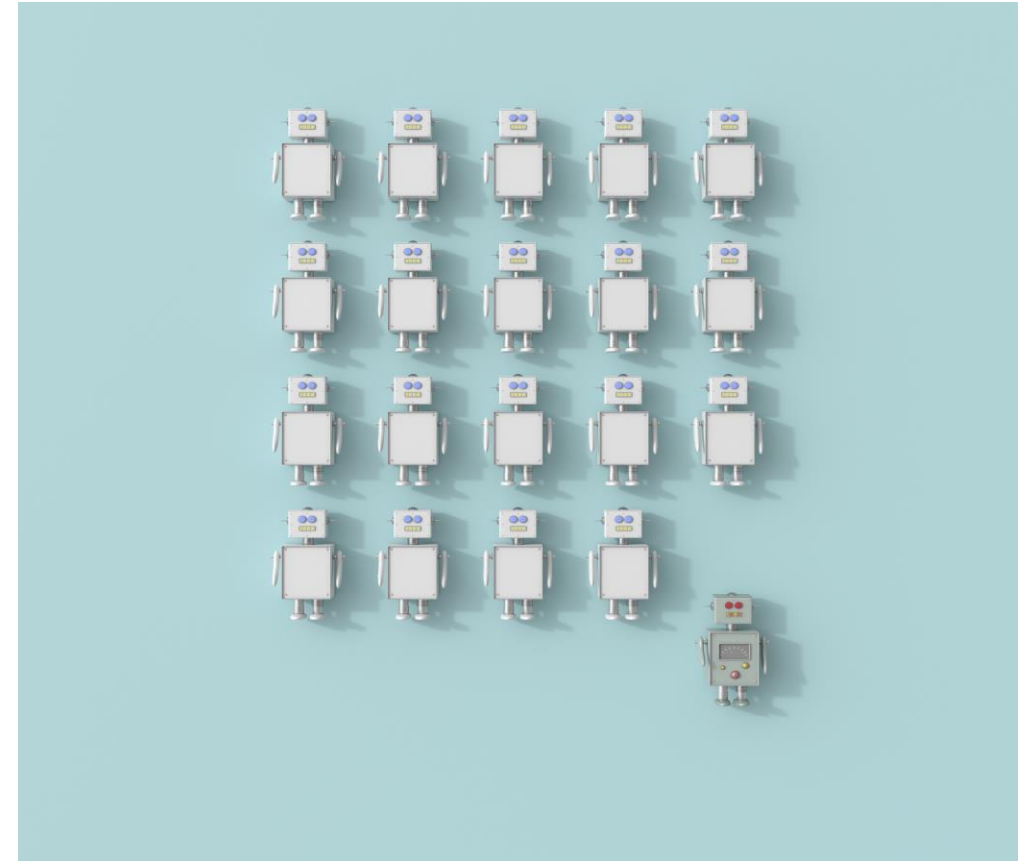
- EPA offers tools that help vendors understand and meet [regulatory compliance](#) requirements effectively.

- **Procurement Standards Support**

- Resources provided by EPA facilitate vendors in aligning with [procurement standards](#) for successful acquisitions.

- **Facilitating Acquisition Success**

- EPA's resources enable vendors to participate successfully in acquisition opportunities by ensuring compliance.



Ensuring Transparency and Fairness in Procurement

Principle of Transparency

- Transparency in procurement ensures all processes are open and clear to all stakeholders.

Ensuring Fairness

- Fairness guarantees equal opportunity and unbiased treatment for all potential suppliers.

Maintaining Trust

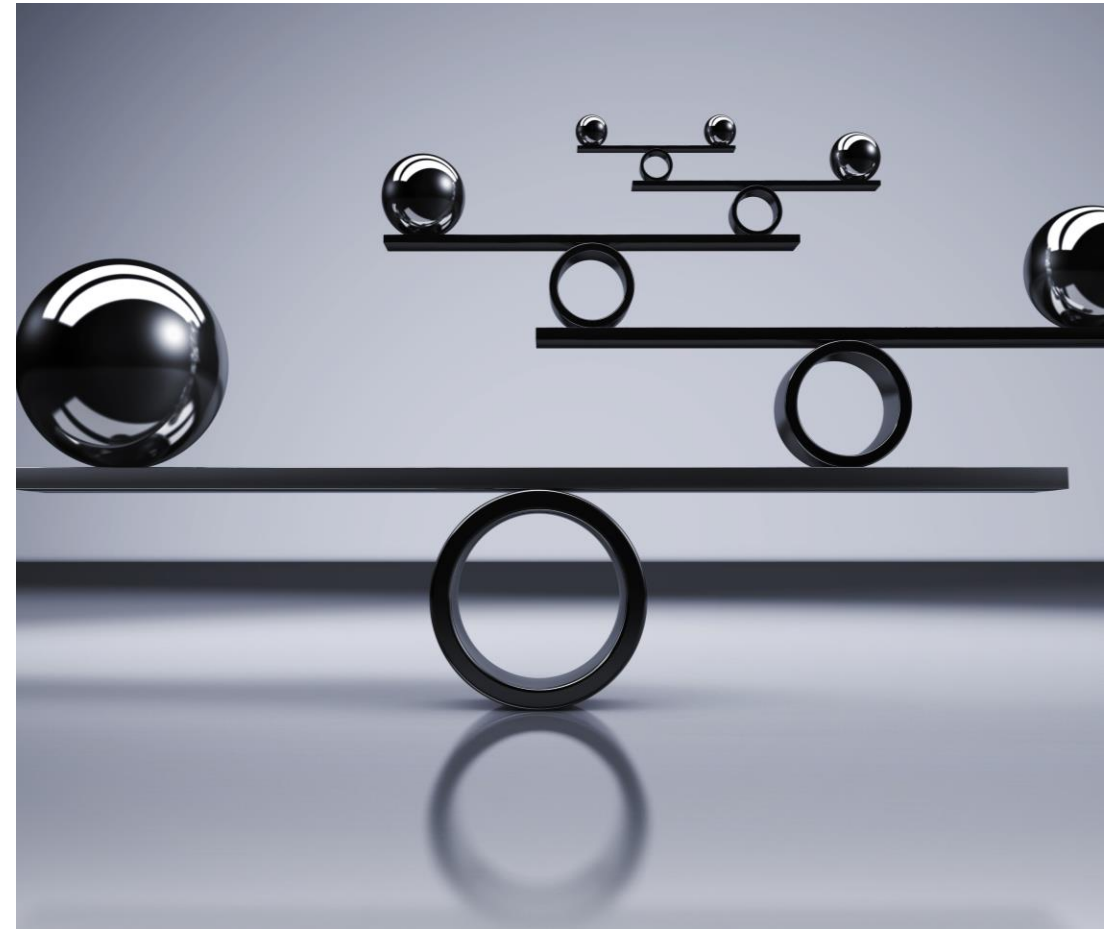
- Trust is built through consistent, ethical procurement practices and accountability.

Upcoming and Recurring Opportunity Areas



Upcoming and Recurring Opportunity Areas

- **Early Opportunity Recognition**
 - Identifying contract and grant opportunities early helps vendors prepare stronger, competitive proposals.
- **Aligning With EPA Priorities**
 - Vendors should align their capabilities with EPA priorities to increase chances of success.



Recurring Contract and Grant Areas

Sustained Opportunities

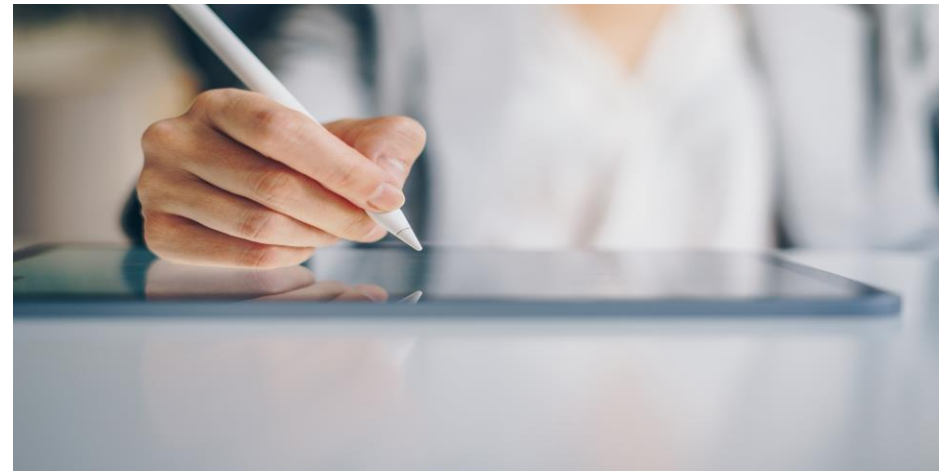
- ✓ EPA contracts and grants often recur, providing ongoing prospects for qualified vendors in environmental sectors.

Environmental Services Focus

- ✓ Vendors specializing in environmental services benefit from consistent opportunities to support EPA projects and initiatives.

Research and Technology Grants

- ✓ Grants prioritize advancing research and technology, fostering innovation in environmental protection and sustainability.



Utilizing EPA Acquisition Forecast for Planning



Strategic Planning Support

Acquisition forecasts aid in developing effective strategic plans aligned with EPA procurement activities.



Insight into Timing

Forecasts provide key timing information for upcoming procurement opportunities and deadlines.



Understanding Scope and Priorities

Forecasts reveal the scope and priority of procurement projects to better allocate resources.

Headwinds and Challenges in the Current Acquisition Environment



Regulatory and Budgetary Constraints

Regulatory Requirements Impact

- EPA procurement must comply with strict regulatory requirements that influence contract timing and scope.

Budget Limitations Effect

- Budget constraints directly affect the availability of funds, impacting procurement schedules and contract sizes.

Supply Chain and Competition Challenges

Supply Chain Disruptions

- Disruptions in supply chains create challenges for timely delivery and inventory management for vendors.

Increased Market Competition

- Vendors face intensified competition requiring innovative strategies to stand out in the market.

Resilience and Differentiation

- Building resilience and differentiating product offerings help vendors overcome supply and competitive challenges.

Mitigating Risks and Adapting to Policy Changes

Proactive Risk Management

- Vendors must anticipate and address potential risks to effectively manage challenges from evolving EPA policies.

Flexibility in Approach

- Being adaptable allows vendors to adjust operations quickly in response to policy changes and maintain success.

Reducing Misinformation and Strengthening Vendor Communication



Common Misconceptions in the Vendor Community

Clarifying Procurement Processes

- Clear understanding of EPA procurement steps ensures vendors engage with correct procedures and timelines.

Setting Accurate Expectations

- Correct knowledge reduces vendor confusion and prepares them for realistic opportunity outcomes and requirements.

Addressing Common Misunderstandings

- Identifying and correcting frequent misconceptions improves vendor confidence and engagement in EPA procurements.

Transparent Communication and Outreach Strategies

Building Trust Through Transparency

- Transparent communication fosters trust by openly sharing information between parties.

Clear Engagement Strategies

- Effective outreach strategies ensure clarity and understanding among all stakeholders.

Resources for Accurate Information and Updates

Official EPA Websites

- Access to official EPA websites guarantees authentic and up-to-date environmental information for vendors.

Acquisition Forecasts

- [Acquisition forecasts](#) provide vendors with upcoming opportunities and planning insights to stay informed.

Vendor Support Resources

- Vendor support resources offer assistance and timely updates, enhancing vendor readiness and communication.

Thoughts to Consider

Understanding Procurement Pathways

Vendors must learn the specific procurement pathways to effectively navigate EPA processes and requirements.

Preparing for Expectations

Being well-prepared for EPA expectations helps vendors align proposals and improve chances of success.

Conducting Market Research

Thorough market research enables vendors to identify opportunities and understand competition in EPA contracts.

Maintain Open Communication

Clear and ongoing communication with EPA representatives fosters strong relationships and successful engagements.



Questions





Contact Info:

Jerome Greene

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- Featured Presentation: *Environmental Protection Agency*
- **Business Spotlight: Crowder**
Mr. Scott Teel & Mr. Ben Hesley
- Highlights of upcoming opportunities
- Question & Answers
- Closing & Next Steps



Crowder USA – Scott Teel & Ben Hesley





CROWDER CORPORATE STRUCTURE

CROWDER CONSTRUCTORS INC

CORPORATE HEADQUARTERS – CHARLOTTE, NC

Lynn Hansen – CEO

Carlos Norris – COO

CROWDER INDUSTRIAL CONSTRUCTION LLC

Spartanburg, SC

Mike Reisinger – President

Greg Cochran – Executive Vice President / Division Manager

Dion Dreher – Senior Vice President of Operations

CROWDER CONSTRUCTION COMPANY (2 Operating Divisions – see below)

BJ Christman – President

CIVIL & ENVIRONMENTAL DIVISION

Apex, NC

Chris Robards – Division Manager

HEAVY CIVIL DIVISION

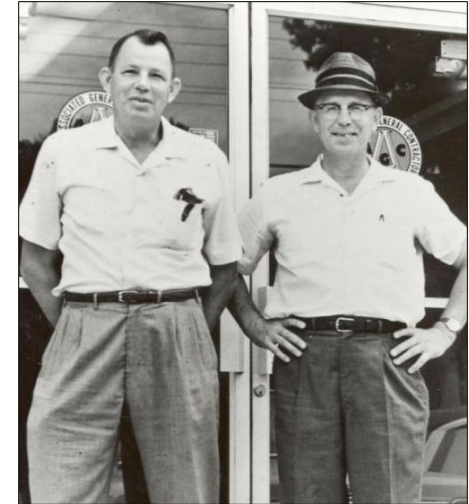
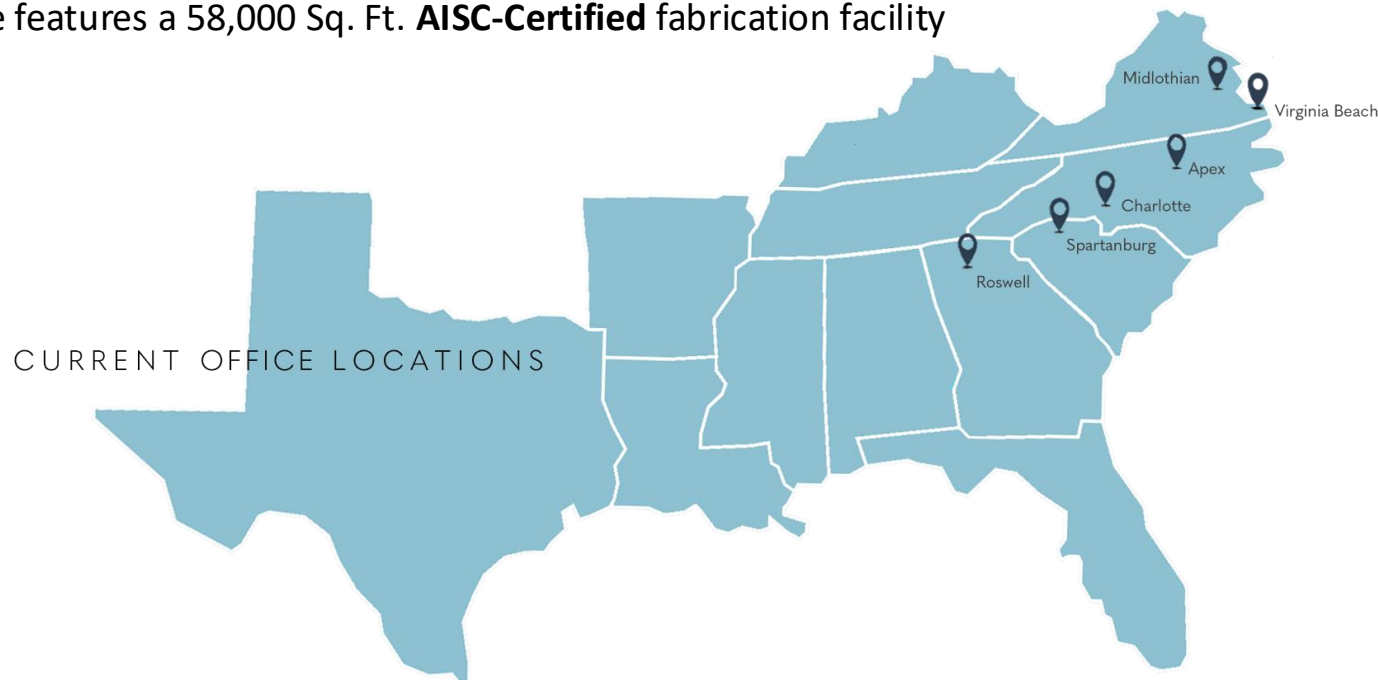
Charlotte, NC

George Ellis – Division Manager



WHO IS CROWDER INDUSTRIAL?

- Corporate Office: Charlotte, NC
- Industrial Office: Spartanburg, SC
- Corporate Annual Revenue: \$650M+
- CIC Annual Revenue: \$150M+
- Bonding Capacity of \$500M (Single Project), \$1.5 Billion (Aggregate)
- EPC, Design-Build, Design-Bid-Build
- Licensed throughout the Southeast
- Spartanburg office features a 58,000 Sq. Ft. **AISC-Certified** fabrication facility



Founders O.P. and W.T. Crowder



Board Members Otis & Bill Crowder

CROWDER BUSINESS UNITS



Clemson Combined Heat & Power

INDUSTRIAL

- *Power Generation (Hydro, Fossil, Gas)*
- *Battery Energy Storage Systems*
- *Renewable Natural Gas*
- *Industrial Wastewater and Water Treatment*
- *Chemical Process*
- *Heavy Manufacturing*



Rocky River Regional WTP

CIVIL & ENVIRONMENTAL

- *Water/Wastewater Treatment*
- *Pump Stations*
- *Intakes*
- *Electrical*
- *Cogen/Heat Recovery*



CLT Airport Old Dowd Rd Relocation

HEAVY CIVIL

- *Shoring, Deep Foundations*
- *Heavy Concrete*
- *Dams*
- *Tunnels*
- *Bridges*
- *Greenways*

SITUATIONAL READINESS

What we plan to cover today:

1 Can you be qualified?

Registration, prequalification, safety, financial strength, insurance, bonding, past performance.

2 Can your workforce get onsite?

Badging, EEO, drug testing, legal work authorization, background checks, site training.

3 Can you support the contract terms?

Prevailing wage, apprenticeships, domestic content, certified payroll, cybersecurity, reporting.

*Best takeaway: Ask “what compliance framework applies?”
***before you price the work — not after award.*

IRA REQUIREMENTS

On qualifying clean-energy projects, IRA compliance can influence project economics and subcontractor eligibility.

A Prevailing wages

Laborers and mechanics must be paid no less than applicable prevailing wage rates when the project is relying on IRA increased credits. **Confirm the wage determination and classifications before pricing.**

B Certified payroll / recordkeeping

Certified payroll **may be contractually required** and is often the cleanest way to document wages, classifications, hours, fringes, and corrections from day one.

C Registered apprenticeships

The IRA includes labor-hour and participation requirements. Contractors or subcontractors with **four or more workers** generally need at least one qualified apprentice.

Key takeaway: *Identify the wage decision, payroll platform, apprenticeship sponsor, and documentation owner before crews mobilize.*

OTHER REQUIREMENTS

1 EEO / Anti-discrimination

Written policies, training,
employee complaint path,
flow-down acknowledgement

2 Drug testing program

Pre-employment, random or
for-cause, post-incident

3 Background checks

Badging packages, criminal
screening, military / utility
site protocols

4 Work authorization

I-9 compliance, E-Verify,
citizenship / legal worker
status

5 Cyber / Data access

MFA, controlled-document
handling, employee access
permissions

SAFETY / FINANCIAL READINESS

Owners and primes often evaluate the company behind the price before they evaluate the proposal.

SAFETY METRICS OFTEN REQUESTED

- EMR, TRIR, DART, OSHA logs
- Written safety program and site-specific HASP/JHA process
- Training records and competent-person coverage
- Predecessor / affiliated-entity history

FINANCIAL / BUSINESS METRICS OFTEN REQUESTED

- Bonding capacity and insurance limits
- Financial statements or bank references
- Project size history and similar past performance
- Licensing, supplier references, dispute / claim history

KEY TECHNICAL OBLIGATIONS

Energy and infrastructure projects often carry Environmental, domestic content, and critical-infrastructure requirements that start before fieldwork.

1 E&SC / environmental permitting

Know the governing agency and inspection criteria: NCDEQ, local jurisdictions, EPA, USACE wetlands/waters, owners' environmental teams.

2 Domestic content / supplier documentation

Often tied to IRA bonus credits, Buy America / Buy American, grant terms, or owner preference. Track mill certs, country of origin, manufactured products, and substitutions.

3 NERC-CIP / JCP / controlled data

Power and defense-related work may restrict access to systems, drawings, asset data, or controlled technical information. Bring IT/security into pursuit planning early.

Ask Early: *What documents are controlled? Who can access them?
What systems are used? What evidence is required?*

CONTRACTOR READINESS CHECKLIST

- 1 Confirm the compliance framework** Federal contract, grant, IRA tax-credit, owner policy, prime flow-down — or all of the above.
- 2 Build the paperwork before the bid** SAM/UEI, licenses, insurance, bonding, safety stats, financials, EEO, drug testing, payroll.
- 3 Assign owners internally** Payroll, HR, safety, PM, procurement, IT/security, accounting — name who owns each requirement.
- 4 Document from day one** Wages, apprentices, domestic content, environmental inspections, training, badging, controlled-document access.
- 5 Ask primes how to become useful** Prequalify early, understand scopes they need, and make compliance easier — not harder — for the GC/CMGC.

Ask Early: *What documents are controlled? Who can access them?
What systems are used? What evidence is required?*

WHY CROWDER?



SUPPORT
Plant personnel
Project teams
Communities

PHILOSOPHY
Safety first
Quality projects
Client driven



RELATIONSHIPS
Dedication to clients
"Not I, but we"

TRACK RECORD
Project Controls
Budgets met
Schedules met
Expectations met



No matter what, we get the job done!

www.crowderusa.com

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Opportunity 1: Fayetteville VA Electrical Upgrades

VA Network Contracting Office 6 – \$10M to \$20M Sealed Bid (IFB), Correct Electrical Deficiencies at the Fayetteville VA Medical Center in Fayetteville, North Carolina

- **Solicitation #:** 36C24627B0001 (Presolicitation)
- **Location:** Fayetteville VAMC, 2300 Ramsey St., Fayetteville, NC
- **Contract Type:** Single Award Firm Fixed Price, Sealed Bid (IFB)
- **Set-Aside:** SDVOSB
- **NAICS:** 236220 (\$45M size standard)
- **Value Range:** \$10M - \$20M
- **Response Due:** Solicitation posts on or about 15 OCT 2026, bids due approx. 30 days after
- **SAM.gov Notice ID:** 36C24627B0001

NCMBC Guidance:

- *Sealed bid, single award, firm fixed price, no technical volume, lowest responsive and responsible bid wins, so bid form compliance and sharp pricing decide it*
- *Campus electrical overhaul: new electrical entrance building, medium voltage loop replacement, new distribution equipment, grounding corrections, plus minor HVAC and plumbing over 1,174 days*
- *SDVOSB must prime and limitations on subcontracting apply, SDVOSB GCs should lock in a medium voltage electrical partner now, electrical firms should find their SDVOSB prime before documents drop*
- *No primes named, expect SDVOSB GCs with VA NCO 6 past performance, bonding capacity for a \$20M job will thin the field*
- *One site visit, details in the solicitation, watch SAM around Oct15, questions by email only to Angelo Harris (angelo.harris@va.gov)*



Opportunity 2: NPS Geothermal HVAC

National Park Service – Geothermal HVAC System at the Stonewall Jackson Shrine, Fredericksburg and Spotsylvania National Military Park in Woodford, Virginia

- **Solicitation #:** 140P4226R0023
- **Location:** 12019 Stonewall Jackson Rd., Woodford, VA
- **Contract Type:** Firm Fixed Price, RFP, Lowest Price Technically Acceptable
- **Set-Aside:** Total Small Business (changed from HUBZone)
- **NAICS:** 238220
- **Value Range:** Not stated
- **Response Due:** 26 OCT 2026, 10:00am EDT
- **SAM.gov Notice ID:** 140P4226R0023

NCMBC Guidance:

- *Small business LPTA, every technical subfactor must rate acceptable, then lowest price wins, proposals by email only*
- *Ground loop boring, water source heat pump, ductwork, Niagara N4 controls, minor electrical, and site restoration at a historic wood frame building, 270 days after NTP, bonds required*
- *The personnel bar is the filter: superintendent with 7+ years and 3 historic standards projects, certified commissioning agent, 2 historic and 2 heat pump projects in 5 years*
- *Amendment 0001 opened this from HUBZone to all small businesses, historic preservation experience is what separates bidders*
- *Site visit and question deadline passed, the price schedule names another park building, confirm with CO Wendy De Leon (wendy_deleon@ios.doi.gov)*



Opportunity 3: Air Force Energy Consortium (OTA)

Department of the Air Force – Defense Energy Consortium (DECo), an Other Transaction Authority consortium for privately financed base energy resilience projects

- **Solicitation #:** FA8003-26-R-0023 (Consortium Manager)
- **Location:** Air Force bases worldwide, incl. Seymour Johnson AFB, NC
- **Contract Type:** OTA Consortium (10 U.S.C. § 4022)
- **Set-Aside:** None, small businesses expected as members
- **NAICS:** 541715 (consortium manager)
- **Value Range:** Privately financed, no appropriated funds
- **Response Due:** Manager proposals closed 30 JUL 2026, member calls TBD
- <https://sam.gov/opp/dc7fcf08e8be4fbb80c1630e7d9eaeef8/view>

NCMBC Guidance:

- *The Air Force picks one consortium manager to raise private capital and recruit members, then issues project calls to the consortium, offering base access instead of appropriated dollars*
- *Microgrids, battery storage, onsite generation, energy management, and storm hardening of water and wastewater systems, with nearly 4,000 resilience gaps identified across Air Force installations*
- *Join as soon as membership opens and team as the local design build or self perform partner to a financed developer, small and nontraditional firms help a team meet OTA participation rules*
- *Expect energy developers and energy as a service firms to lead projects, they will need local, base ready electrical, mechanical, and civil partners*
- *Early stage: manager not yet announced, watch SAM and the Air Force Office of Energy Assurance page, first project calls likely well into FY27*



Agenda

- Welcome & Overview
- Highlights of upcoming opportunities
- Featured Presentation:
- Business Spotlight: *Crowder*
- **Question & Answers**
- Closing & Next Steps



Questions:

Use the Q&A function or
raise your hand to ask questions



Agenda

- Welcome & Overview
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- Business Spotlight: *Crowder*
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Upcoming Forums and Other Events

- Oct 29, Agriculture, Food and Beverage– Quarterly Industry Forum
- Nov 12, Defense Technologies & Innovation – Quarterly Industry Forum
- Dec 2, Textiles– Quarterly Industry Forum
- Dec 8, Combat Systems– Quarterly Industry Forum
- Dec 10, Medical– Quarterly Industry Forum
- Southeast Region Federal Construction, Infrastructure and Environmental Summit (April 20-22, Wilmington)
- Federal and Defense Textile and Tactical Gear Summit (May 25-26, Hickory)

Visit NCMBC.US for more information
Stay connected via LinkedIn and the NCMBC Newsletter



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