



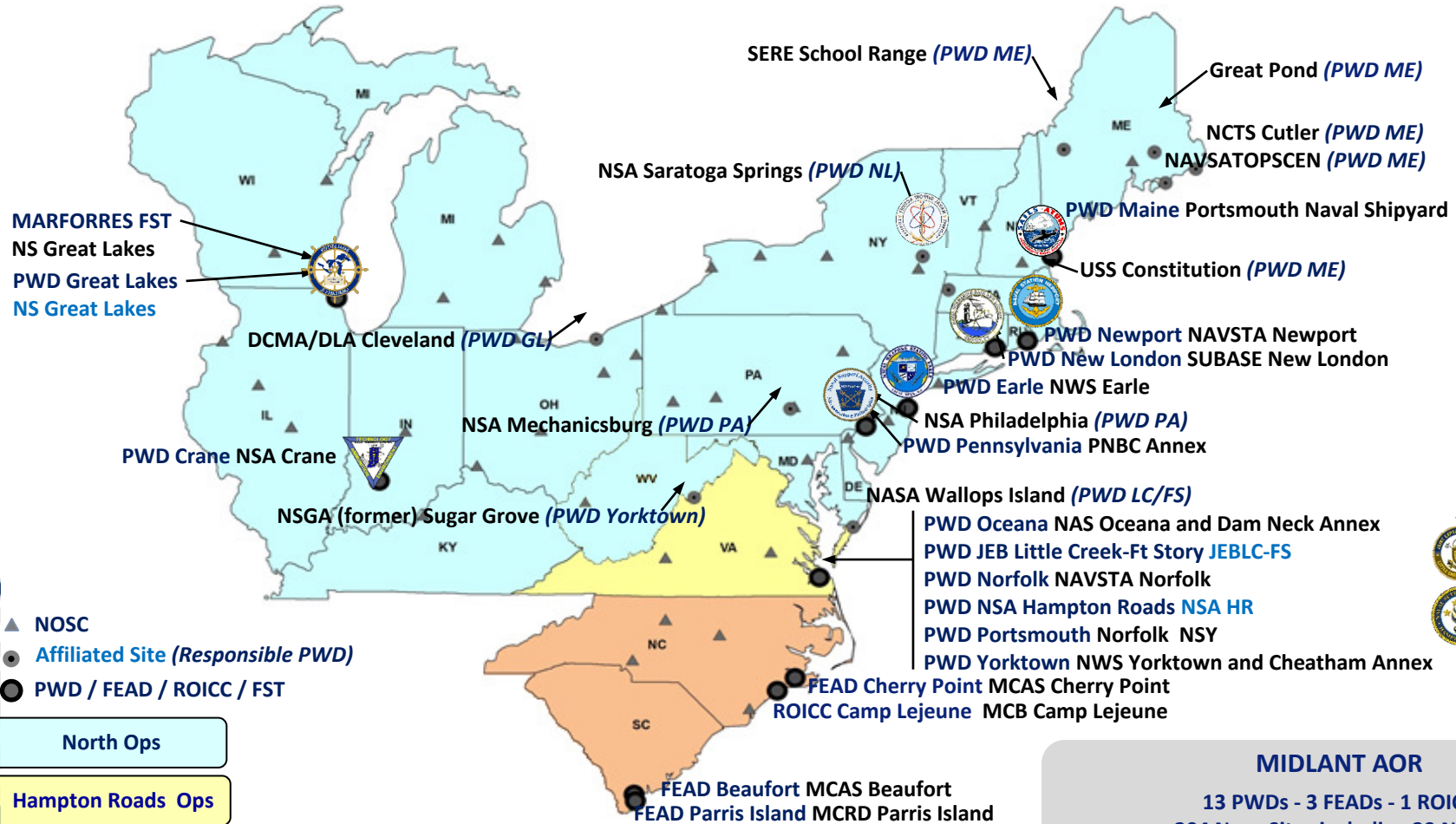
NAVFAC
Naval Facilities Engineering Systems Command

How to do Business with NAVFAC

**Small Business Outreach
Aboard Camp Lejeune, NC**

27 Mar 2025

NAVFAC Mid-Atlantic AOR



MIDLANT AOR

13 PWDs - 3 FEADs - 1 ROICC
 204 Navy Sites including 39 NOSCs
 118 MC Reserve Sites (plus 79 sites out of AOR)

What NAVFAC Buys

- **Planning, Design and Construction**
 - Construction services
 - Architect & engineering services
 - Design in-house
 - Specialized technical services
 - Ocean engineering
 - Land & installation planning
 - Facilities planning
 - Encroachment management
 - Facilities integrated logistics support
- **Expeditionary**
 - Civil engineering support equipment
 - Logistics-over-the-shore systems
 - Construction equipment and training
 - Expeditionary IT systems
- **Public Works**
 - Facility sustainment
 - Utility & energy management
 - Base operation and maintenance
 - Facility services
- **Real Estate**
 - Real Estate
 - Real property acquisition, management & disposal
- **Environmental**
 - Environmental planning/NEPA
 - Environmental compliance & conservation
 - Environmental restoration
 - Sustainable solid waste management

NAVFAC MIDLANT FY23 TOP 10 NAICS

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NAICS Code	NAICS Description	Dollars Obligated
236220	(COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION)	\$1,243,458,832.82
237990	(OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION)	\$270,409,456.62
541330	(ENGINEERING SERVICES)	\$243,140,543.77
561210	(FACILITIES SUPPORT SERVICES)	\$129,462,475.64
238220	(PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS)	\$113,715,100.24
562910	(REMEDIATION SERVICES)	\$92,921,639.84
561720	(JANITORIAL SERVICES)	\$89,306,857.23
237310	(HIGHWAY, STREET, AND BRIDGE CONSTRUCTION)	\$43,855,865.42
561730	(LANDSCAPING SERVICES)	\$38,623,556.63
221122	(ELECTRIC POWER DISTRIBUTION)	\$35,023,569.28

Data from SAM.GOV 03/05/2024

Where We Are

Target Market

- In 2024 the Federal Government obligated \$6.7 Trillion
- Know your target market – might not be NAVFAC
- Federal Procurement Data System (FPDS-NG) report generation has transitioned to www.SAM.gov under Data Bank
 - Plethora of information to research what Government agencies are buying
- USASPENDING.gov: <https://www.usaspending.gov/#/>
 - Which agencies are buying your NAICS codes?

Useful Website Links

- **Federal agencies procurement forecasts:**
<https://www.acquisition.gov/procurement-forecasts>
- **NAVFAC Atlantic website:**
<https://atlantic.navfac.navy.mil>
- **NAVFAC Mid-Atlantic website:**
<https://atlantic.navfac.navy.mil/NAVFAC-Worldwide/NAVFAC-Mid-Atlantic/>
- **NAVFAC Small Business website:**
<https://www.navfac.navy.mil/Divisions/Office-of-Small-Business-Programs>

How to get involved...

- **Locate contracting and subcontracting opportunities:**
www.SAM.gov
 - Formerly FedBizOps
 - NAVFAC opportunities:
 - Key word/filter search for NAVFAC Atlantic: N62470
 - Key word/filter search for NAVFAC Mid-Atlantic: N40085
- **What can be found on this site:**
 - Sources Sought
 - Requests for Information
 - Solicitations
 - Outreach Events
 - Other Important Information

Office of Small Business Programs

- **Promote maximum opportunity for small businesses**
- **Advise and assist acquisition officials to ensure strategies are structured to facilitate small business utilization**
- **Counsel small businesses to maximize opportunities to compete for DoD prime contracts and subcontracts**
- **Analyze small business capabilities**
- **Ensure large businesses provide adequate subcontracts to small business concerns**

NAVFAC Mid-Atlantic AOR SB Prime Targets FY24/25

<u>Category</u>	<u>Target</u>	<u>Achievement</u>
SB FY24	49.2%	56.23%
SB FY25	52%	TBD

- FY24 – NAVFAC Mid-Atlantic AOR awarded over \$1.4B prime contracts to small business concerns.
- FY25 – Do not let off the accelerator; pursue above-target achievements.

Resources

- **Small Business Administration website:**
www.sba.gov
- **Subcontracting Opportunities:**
https://subnet.sba.gov/client/dsp_Landing.cfm
- **Dynamic Small Business Search (DSBS):**
<https://dsbs.sba.gov/>
 - Small Business Office first search point for vendors
 - Where Contracting Officers perform market research
 - Contractors ensure profile is dynamic with capabilities and key work sections

Resources

- **National APEX Accelerator Alliance (formerly known as Procurement Technical Assistance Center):**
<https://www.napex.us/>
- **Small Business Development Center:**
<https://www.sba.gov/local-assistance/resource-partners/small-business-development-centers-sbdc>

Contact Information

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