



DEPARTMENT OF THE ARMY
U.S. ARMY CORPS OF ENGINEERS
441 G STREET NW
WASHINGTON, D.C. 20314-1000

CESB

JAN 22 2008

MEMORANDUM FOR COMMANDERS, DIRECTORS OF CONTRACTING AND CHIEFS
OF SMALL BUSINESS PROGRAMS

SUBJECT: Service Disabled Veteran-Owned Small Businesses

1. References:

a. Memorandum, Secretary of the Army, 09 Jan 08, Subject: Contracting with Service-Disabled Veteran-Owned Small Business (SDVOSB).

b. Executive Order 13360, President of the United States, 21 Oct 04, Service-Disabled Veteran-Owned Small Executive Order.

c. Memorandum, CESB, 31 May 05, Subject: Service-Disabled Veteran-Owned Small Business (SDVOSB) Program Strategic Plan.

2. Now more than ever before, there is a need to nurture strong relationships between the U.S. Army Corps of Engineers and the SDVOSB community. Many disabled service men and women have made the transition to entrepreneurs by starting a SDVOSB. Unfortunately, this community is not getting their equitable share of federal contracting dollars. The Secretary of the Army's memorandum, in reference 1b, emphasizes his top priority in identifying more SDVOSB contracting opportunities (Enclosure 1). The U.S. Army Corps of Engineers (USACE) needs to do its part to ensure the SDVOSB community reaches its potential as a thriving segment of the American economy.

3. In this spirit of partnership and in support of Executive Order 13360 (Enclosure 2) to promote SDVOSB contracts, please review acquisition plans to identify opportunities for the SDVOSB program and the USACE SDVOSB Strategic Plan (Enclosure 3). This plan lays out a very good framework for our SDVOSB program. To assist you in identifying these SDVOSB opportunities, please review the guidance at FAR 19.14, 13 CFR 125.18, and 13 CFR 125.19. The SDVOSB program may be used on either a competitive or sole source basis. In efforts to increase the number of SDVOSB contract awards, USACE will make a concerted push to proactively engage SDVOSBs while maintaining our historic commitment to the 8(a), HUBZone, and traditional small business set aside programs.

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4. For Fiscal Year (FY) 08, the USACE SDVOSB target is 2%. The federal statutory SDVOSB goal and the USACE stretch target is 3%. The USACE SDVOSB target will be increased .5%, each year, over the next two years up to the statutory goal of 3%. The 3% in FY10 will be a real challenge to meet, but this will align the USACE target with the statutory goal. In the past, there were practical, logical and justifiable reasons for making very few SDVOSB awards; however, as the numbers of qualified SDVOSBs grow this is no longer the case.

5. The Secretary of Army's memorandum stresses that, "...all levels must aggressively include SDVOSBs in contract solicitations and increase outreach activities..." We will do this. As I mentioned at the USACE 11th Annual Small Business Conference, in November 2007, I would like every District and Center to host, on an annual basis, an outreach event (conference, industry day, workshop, etc) in support of the Service Disabled Veteran-Owned Small Business. We also need to be proactive in identifying SDVOSBs such as sending small business sources sought notices to SDVOSB associations, the SBA and Veterans Affairs asking them to get the word out

6. USACE has made a commitment to promote SDVOSB opportunities and the success of this initiative has to be a shared responsibility by all involved in the acquisition process. Please support this commitment to these brave American men and women who have made tremendous sacrifices for our freedom.

7. The POC for this action is Mr. Anthony Bell, Chief, Office of Small Business Program, (202) 761-8789.

3 Encls

1. Memo, SecArmy, 9 Jan 08
2. Exec Order, Pres of U.S., 21 Oct 04
3. Memo, CESB, 31 May 05



R. L. VAN ANTWERP
Lieutenant General, USA
Commanding



SECRETARY OF THE ARMY
WASHINGTON

09 JAN 2008

MEMORANDUM FOR SEE DISTRIBUTION

SUBJECT: Contracting with Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)

1. The U.S. Army Small Business Program supports the Warfighter while at the same time strengthens America's industrial base. Over 12,000 Service-Disabled Veteran-Owned Small Business firms are currently registered in the Central Contractor Registration (CCR) database. This number continues to grow. The Center for Veterans Enterprise maintains the VetBiz Vendor Information Pages (VIP), a similar database tracking small businesses in which veterans, to include those who are service-disabled, are majority stakeholders.
2. Despite these accomplishments, the Army has not yet achieved the goal of having SDVOSBs participate in 3 percent of the total value of all prime contract and subcontract awards for each fiscal year, as established by the Veterans Entrepreneurship and Small Business Development Act of 1999 (Public Law 106-50). Therefore, it shall be a top priority for the Army contracting community to maximize contracting opportunities for, and participation by, businesses owned by service-disabled men and women who served our Nation.
3. To increase procurement opportunities for veterans, Congress passed the Veterans Benefits Act of 2003 (Public Law 108-183). This provides for procurement set-asides for SDVOSBs. The rule implementing this Act grants Army acquisition professionals the authority to use the set-aside program. Executive Order 13360 further emphasizes the importance of meeting our 3 percent goal.
4. Army acquisition professionals at all levels must aggressively include SDVOSBs in contract solicitations and increase outreach activities to meet our 3 percent goal. Resources, such as the Veterans Technology Services (VETS) Government-Wide Acquisition Contract (GWAC), CCR Database, and VetBiz VIPs, are available to assist contracting personnel to satisfy acquisition requirements through the use of SDVOSBs. The Army Small Business Office website (www.sellingtoarmy.info) is another useful resource to facilitate doing business with SDVOSBs.

Enclosure 1

SUBJECT: Contracting with Service-Disabled Veteran-Owned Small Businesses (SDVOSBs)

5. Entrepreneurs who have defended America deserve the opportunity to compete for Army contracts. Their expertise gained in years of service is an important resource we ought to leverage. While I am proud of our past small business performance, I know that the Army is capable of meeting and exceeding the 3 percent goal through innovation and perseverance.



Pete Geren

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DIRECTOR, U.S. ARMY CONTRACTING AGENCY



For Immediate Release

office of the Press Secretary
October 21, 2004

Service-Disabled Veterans Executive Order

By the authority vested in me as President by the Constitution and the laws of the United States of America, and in order to strengthen opportunities in Federal contracting for service-disabled veteran businesses, it is hereby ordered as follows:

Section 1. Policy. America honors the extraordinary service rendered to the United States by veterans with disabilities incurred or aggravated in the line of duty during active service with the armed forces. Heads of agencies shall provide the opportunity for service-disabled veteran businesses to significantly increase the Federal contracting and subcontracting of such businesses. To achieve that objective, agencies shall more effectively implement section 15(g) of the Small Business Act (15 U.S.C. 644(g)), which provides that the President must establish a goal of not less than 3 percent for participation by service-disabled veteran businesses in Federal contracting, and section 36 of that Act (15 U.S.C. 657f), which gives agency contracting officers the authority to reserve certain procurements for service-disabled veteran businesses.

Sec. 2. Duties of Agency Heads. To implement the policy set forth in section 1, heads of agencies shall:

- (a) develop a strategy to implement the policy set forth in section 1;
- (b) make the agency's strategy publicly available and report annually to the Administrator of the Small Business Administration on implementation of the agency's strategy;
- (c) designate a senior-level official who shall be responsible for developing and implementing the agency's strategy;
- (d) include development and implementation of the agency's strategy and achievements in furtherance of the strategy as significant elements in any performance plans of the agency's designated agency senior-level official, chief acquisition officer, and director of small and disadvantaged business utilization; and
- (e) include in the agency's strategy plans for:
 - (i) reserving agency contracts exclusively for service-disabled veteran businesses;
 - (ii) encouraging and facilitating participation by service-disabled veteran businesses in competitions for award of agency contracts;

Enclosure 2

(iii) encouraging agency contractors to subcontract with service-disabled veteran businesses and actively monitoring and evaluating agency contractors' efforts to do so;

(iv) training agency personnel on applicable law and policies relating to participation of service-disabled veteran businesses in Federal contracting; and

(v) disseminating information to service-disabled veteran businesses that would assist these businesses in participating in awards of agency contracts.

Sec. 3. Additional Duties of Administrator of the Small Business Administration. The Administrator of the Small Business Administration shall:

(a) designate an appropriate entity within the Small Business Administration that shall, in coordination with the Veterans Affairs' Center for Veterans Enterprise (CVE), provide to service-disabled veteran businesses information and assistance concerning participation in Federal contracting;

(b) advise and assist heads of agencies in their implementation of section 2 of this order; and

(c) make available to service-disabled veteran businesses training in Federal contracting law, procedures, and practices that would assist such businesses in participating in Federal contracting.

Sec. 4. Additional Duties of Administrator of General Services. The Administrator of General Services shall:

(a) establish a Government-wide Acquisition Contract reserved for participation by service-disabled veteran businesses; and

(b) assist service-disabled veteran businesses to be included in Federal Supply Schedules.

Sec. 5. Additional Duties of the Secretary of Defense. The Secretary of Defense shall direct the Defense Acquisition University (DAU) to develop training on contracting with service-disabled veteran businesses and make this training available on line through the DAU continuous learning program.

Sec. 6. Additional Duties of the Secretary of Veterans Affairs. The Secretary of Veterans Affairs shall assist agencies by making available services of the CVE and assist in verifying the accuracy of contractor registration databases with regard to service-disabled veteran businesses.

Sec. 7. Additional Duties of the Secretary of Labor and Secretary of Veterans Affairs. The Secretary of Labor and Secretary of Veterans Affairs shall, respectively, direct the Transition Assistance Program and the Disability Transition Assistance Program to educate separating service members as to the benefits available to service-disabled veteran businesses and as to potential entrepreneurial opportunities.

Sec. 8. Definitions. As used in this order:

(a) the term "agency" means an "executive agency" as that term is defined in section 105 of title 5, United States Code, excluding an executive agency that has fewer than 500 employees, the Government Accountability Office, or a Government corporation;

(b) the term "service-disabled" means, with respect to disability, that the disability was incurred or aggravated in the line of duty in the active service in the United States Armed Forces;

(c) the term "service-disabled veteran" means a veteran, as defined in 38 U.S.C. 101(2), with a disability that is service-connected, as defined in 38 U.S.C. 101(16);

(d) the term "service-disabled veteran business" means a small business concern owned and controlled by service-disabled veterans, as defined in section 3(q) of the Small Business Act (15 U.S.C. 632(q)); and

(e) the term "small business concern" has the meaning specified in section 3(a) of the Small Business Act (15 U.S.C. 632(a)) and the definitions and standards issued under that section.

Sec. 9. General Provisions. (a) Heads of agencies shall carry out duties assigned by sections 3, 4, 5, 6, and 7 of this order to the extent consistent with applicable law and subject to the availability of appropriations.

(b) To the extent permitted by law, an agency shall disclose personally identifying information on service-disabled veterans to other agencies who require such information in order to discharge their responsibilities under this order.

(c) An agency that consists of a multi-member commission shall implement this order to the extent it determines appropriate to the accomplishment of the agency's mission.

(d) This order is not intended to, and does not, create any right or benefit, substantive or procedural, enforceable at law or in equity by any party against the United States, its departments, agencies, instrumentalities or entities, its officers, employees or agents, or any other person.

GEORGE W. BUSH
THE WHITE HOUSE,
October 20, 2004.

CESB (715)


MAY 31 2005

MEMORANDUM FOR USACE Commanders, Attn: Deputies for Small Business

SUBJECT: SADBUs Policy Memorandum 05-02, U.S. Army Corps of Engineers Service-Disabled Veteran-Owned Small Business (SDVOSB) Program Strategic Plan

1. By issuance of Executive Order No. 13360, the President directed each agency to develop a strategy to significantly increase its contracting and subcontracting with Service-Disabled Veteran-Owned Small Business (SDVOSB). The DoD and the Army Strategic Plans have been issued and are available through their respective Office of Small and Disadvantaged Business Utilization websites, <http://www.acq.osd.mil/sadbu/> and <http://www.sellingtoarmy.info>. The enclosed U.S. Army Corps of Engineers (USACE) Strategic Plan provides information on our SDVOSB initiatives in support of the DoD and Army Strategic Plans.
2. It is our responsibility to support our military service men and women in uniform and to offer opportunity to those who now serve as our contractor partners. The decisions we make as Project Managers, Technical Managers, Contract Specialists and Contracting Officers determine the extent to which SDVOSB firms can successfully compete on our procurements. We must ensure that we structure and evaluate our procurements in such a way that we maximize utilization of SDVOSB firms as prime contractors. We must also assure that our prime contractors use SDVOSB firms as subcontractors.
3. The Chief of Engineers announced that USACE would be establishing an awards program to recognize excellence in utilization of SDVOSB firms. The first award will be presented in December during the 9th Annual USACE Small Business Conference. The call for award nominations will be issued 1 August 2005.
4. This memorandum has been coordinated with Office of the Principal Assistant Responsible for Contracting (PARC) and Office of the Chief Counsel (CECC).
5. Questions or comments should be referred to the undersigned or Mr. Gene Hinkle, SDVOSB Program Manager, at 817-886-1294.

Encl


JUDITH W. BLAKE
Chief, Small Business Office

Inclusion 3

US Army Corps of Engineers
Service-Disabled Veteran-Owned Small Business Program
Strategic Plan

Implementation of Public Law 108-183, Veterans Benefits Act

The U.S. Army Corps of Engineers (USACE) strategic plan to increase contracting opportunities for Service-Disabled Veteran-Owned Small Business (SDVOSB) firms consists of the following objectives:

- Objective 1: Strengthen our partnerships with agencies and organizations currently engaged with veteran owned small businesses. Examples are: U.S. Department of Veterans Affairs, Small Business Administration, and Veterans Corporation.
- Objective 2: Aggressively pursue outreach efforts to identify those SDVOSB firms that provide the supplies and services we require to perform our mission. Attend conferences and trade fairs targeting SDVOSB participation.
- Objective 3: Continuously provide training, advice, and guidance to USACE personnel engaged in the acquisition process. Encourage utilization of SDVOSB firms as prime contractors through maximum utilization of SDVOSB set-asides, and encourage adequate utilization of SDVOSB firms as subcontractors by ensuring inclusion of SDVOSB subcontract goals in contracts awarded to large business concerns meeting the thresholds in FAR Part 19.
- Objective 4: Counsel and advise SDVOSB on how the Corps functions and provide information on acquisition opportunities.
- Objective 5: Work with DoD, SBA, VA, small business trade association, etc. by participating on panels, committees or teams in an effort to increase the bonding capacity for SDVOSBs.
- Objective 6: Recognize excellence in SDVOSB Program support by presenting the Colonel Richard Gridley award at the Annual USACE Small Business Conference. The award will recognize outstanding support of the SDVOSB program.
- Objective 7: Offer the Army's wounded soldiers information on entrepreneurship, training resources, and opportunities for SDVOSB owners to work on contracts with USACE and the federal marketplace.