

Disaster Recovery Contracting Opportunities



Presenter: Abraham Xiong

OVERVIEW:

- How much money is available for disaster relief projects
- 2) Which agencies are managing these projects
- 3) Which industries and services are needed most
- 4) How to register your business to do disaster recovery projects
- 5) How to find recovery related opportunities

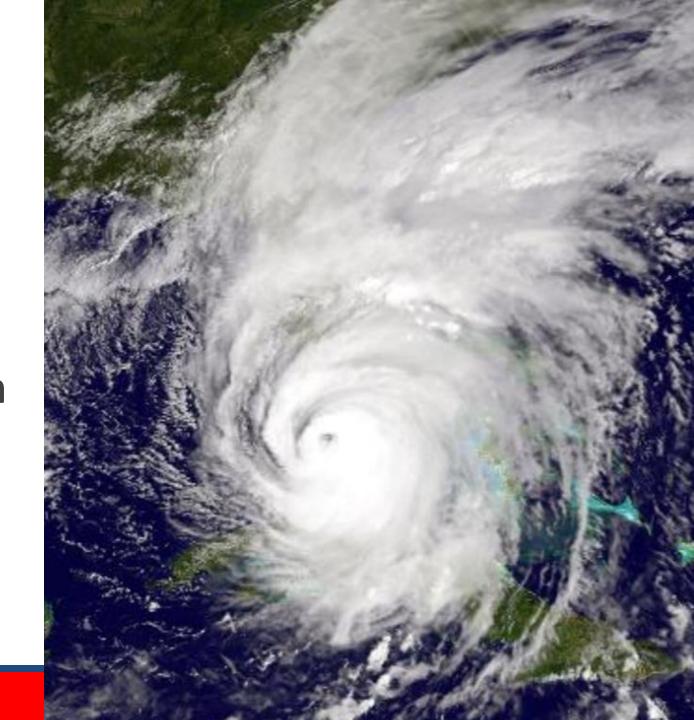




www.GovAssociation.org/download

Natural Disasters....

- A moment of silence...
- Hurricane Harvey
- Hurricane Irma
- Hurricane Maria/Nate
- Fires in California/Oregon
- Earthquakes in Mexico
- Monsoons in South Asia
- Many others....



Impact to the Economy by Hurricane Harvey

- Total Damage (estimate):(Harvey costliest natural disaster in US history)
 - \$190 Billion to rebuild
 - 500,000 vehicles damaged
 - 134,500 homes damaged (10-col



- Economic Loss:
 - \$111 billion loss (Houston metropolitan area)
 - 24% of oil production (Texas #1 gas producing state)
 - Oil refinery 600,000 barrels/day (Motiva-Largest oil refinery in the U.S.)

Impact to the Economy by Hurricane Irma

- Total Damage (estimate):
 - \$100 Billion to rebuild
 - 400,000 vehicles damaged
 - 90% homes damaged/25% destroyed (Florida Keys)

- Economic Loss:
 - \$70 billion (economic loss to Florida)
 - \$8 billion (agricultural losses for Irma)



Types of Opportunities:

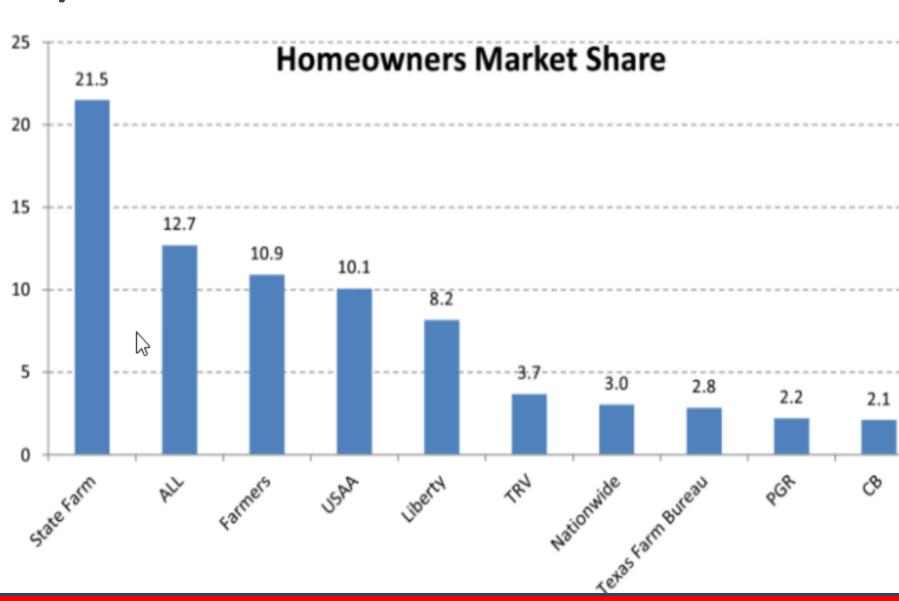
- Federal Gov't
 - \$7.9 billion initial package of disaster relief funds
 - \$15.2 billion YTD Total
 - \$175 billion expected federal aid
 - Managed by:
 - 50% feds / 50% state/local
 - FEMA & USACE
 - State & Local gov't



Insurance Companies:

\$10 billion Harvey

\$10 billion Irma



Types of Opportunities:

- \$8 billion National Flood Insurance Program
- Home Owners filing claims with FEMA
 - 734,500 Harvey claims
 - 154,800 Irma claims



Types of Opportunities:

- Existing Contract Holders
- Primes
- GSA Schedule holders
- Other Contracting Vehicles

EAGLE II Acquisition Forecast 🕕

FirstSource II Acquisition Forecast 🕕

OASIS Acquisition Forecast 🕕

PACTS II Acquisition Forecast 🕕

TABSS Acquisition Forecast 🕕

Types of Products/Services Needed

- Immediately: (issued quickly or go to existing pre-approved contractors)
 - Debris removal
 - Stabilization (shelter, temporary housing, hotel)
 - Logistics / Transportation / Trucking / Hauling
 - Water (bottled)
 - Meals / can goods / other MRE's

Types of Products/Services Needed

Following disaster & long term needs:

- Building repair / Renovations
- Mold remediation
- New construction
- Furniture replacement
- Technology installations
- Rebuilding Infrastructure
- Advance planned capital improvement projects



Sample Opportunities:



Consumable Medical Supplies

HSFE70-17-R-0021 65 -- Medical, dental & veterinary equipment & supplies



Durable Medical Equipment

HSFE70-17-R-0020 65 -- Medical, dental & veterinary equipment & supplies



W--URGENT - Portable Toilets

HSFE04-17-Q-0012 W -- Lease or Rental of equipment



Z--Concrete Repair Services

HSFE02-17-Q-0024

Z -- Maintenance, repair, and alteration of real property



Level II Armed Guard Services

HSFE04-17-R-2004

R -- Professional, administrative, and management support ser inces



191BWC18R0001

Y -- Construction of structures and facilities



HSFETX-17-R-0203

R -- Professional, administrative, and management support services

Consumable Medical Supplies

HSFE70-17-R-0021 65 -- Medical, dental & veterinary equipment & supplies

Durable Medical Equipment

HSFE70-17-R-0020 65 -- Medical, dental & veterinary equipment & supplies



Inter-island Transportation from PR to STT

70FB7018R00000010 20 -- Ship and marine equipment



Camping Equipment

USVIRFI 99 -- Miscellaneous



Q Camping Equipment - Tents, Stoves, Flash Lights

RFI-USVI

99 -- Miscellaneous



Chainsaws and Supplies

DR4339PR-100817 51 -- Hand tools

Sample Opportunities:

Mixed TL - Protien

Item	Pack	Size (oz)	Pallets Ordered	Cases Ordered	Weight (lbs)	Total Units	Total of 2 Truckloads	Total Distributable units
Spaghetti & Meatballs	24	15	8 Pallets	680 Cases	18,360.00	16,320	2	32,640
Ravioli, Beef - EZO	24	15	11 Pallets	935 Cases	25,245.00	22,440	2	44,880
				1,615	43,605	38,760		77,520

Item	Pack	Size	allets Ordere	Cases Ordered	Weight (lbs)	Total Units	Total of 1 Truckloads	Total Distributable units
Tuna, Chunk Light in Water	48	5	18 Pallets	2,268 Cases	42,865.20	108,864	1	108,864
				2,268	42,865	108,864		108,864

Sample Opportunities:

Mixed TL - Vegetable Loads

Item	Pack	Size	Pallets Ordered	Cases Ordered	Weight (lbs)	Total Units	Total of 4 Truckloads	Total Distributable
Green Beans, Cut - No	24	14.5	7 Pallets	595 Cases	16,065.00	14,280	4	57,120
Corn, Whole Kernel - N	24	15.25	6 Pallets	510 Cases	13,770.00	12,240	4	48,960
Mixed Vegetables - No	24	15	6 Pallets	510 Cases	13,770.00	12,240	4	48,960
				1,615	43,605	38,760		155,040

Mixed TL - Fruit Loads

								Total
			Pallets	Cases			Total of 4	Distributable
Item	Pack	Size	Ordered	Ordered	Weight (lbs)	Total Units	Truckloads	units
Pear Slices - in Juice -	24	15	5 Pallets	510 Cases	13,770.00	12,240	4	48,960
Fruit Cocktail - in Juice	24	15	5 Pallets	510 Cases	13,770.00	12,240	4	48,960
Peach Slices - in Juice	24	15	5 Pallets	510 Cases	13,770.00	12,240	4	48,960
				1,615	41,310			146,880

- Stafford Disaster Relief and Emergency Assistance Act
 - Local company preference
 - You'll need to team with a local company
- FEMA (Federal Emergency Management Agency)
- USACE (US Army Corp of Engineers)
 - USACE Advanced Contracting Initiative (ACI)





US Army Corps



- GSA (General Service Administration)
 - GSA Schedules & open market bids
 - Get on contractor list
 - https://www.gsaelibrary.gsa.gov/ElibMain/contractorList.do



GSA Schedule



Contractor List

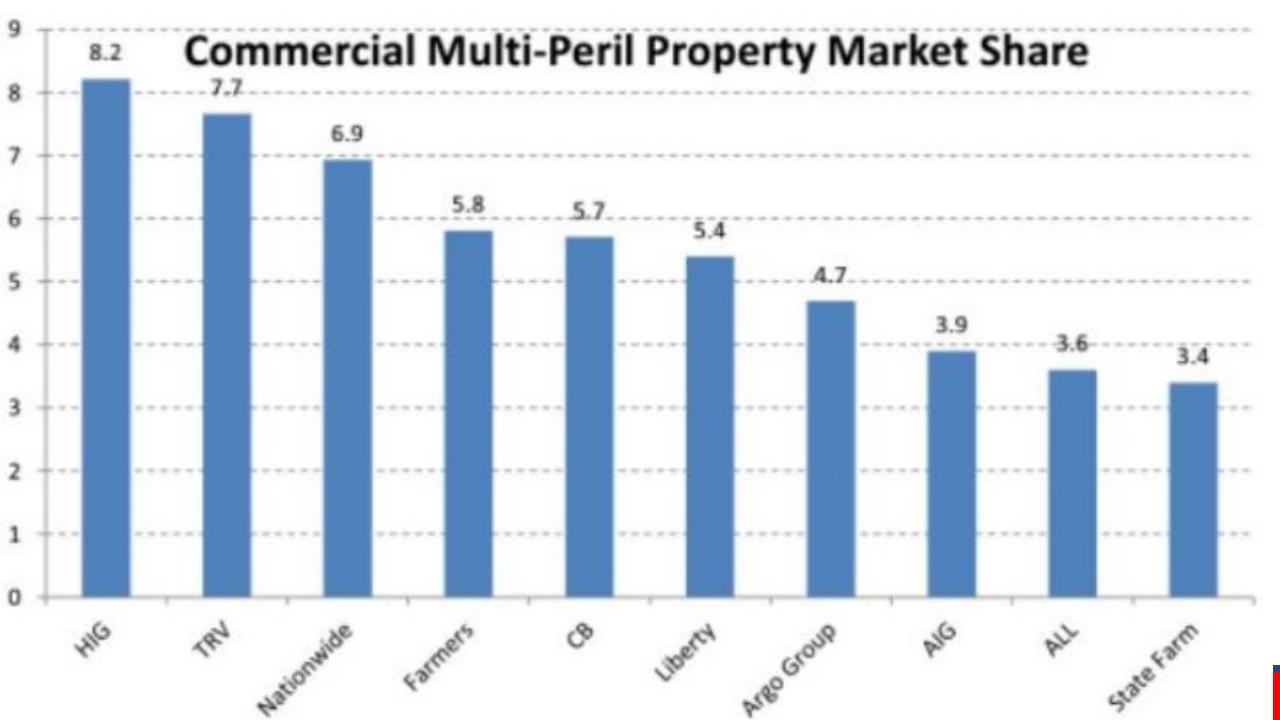
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'APPS' CONSULTANTS INC., THE	AERIAL ERECTORS, LLC
'FORE' SUPPLY CO.	AERIAL INFORMATION SYSTEMS, INC.
1 SOURCE CONSULTING, INC.	AERIAL MACHINE & TOOL CORP
1 SOURCE SOLUTIONS, LLC	AERIAL PRODUCTIONS INTERNATIONAL, INC.
1 STOP ELECTRONICS CENTER, INC.	AERO E H & S INC
1-800-GOT-JUNK? COMMERCIAL SERVICES (USA), LLC	AERO GRAPHICS, INC
101 MOBILITY, LLC	AERO SPECIALTIES, INC.
11TH HOUR SEARCH LLC	AERO TECH SERVICE ASSOCIATES, INC.
1422791 ONTARIO LTD. ((DBA: DYNAMIC HEALTH CARE SOLUTIONS ()	AERO THERMO TECHNOLOGY, INC.
17TH ST. PHOTO SUPPLY, INC.	AEROBODIES FITNESS COMPANY, INC. (DBA: AFC MANAGEMENT SERVICES)
1800ADMIN, LLC	AEROCRINE, INC.
1901 GROUP, LLC	AEROS AERONAUTICAL SYSTEMS CORP.
1PROSPECT TECHNOLOGIES, LLC	AEROSOL MONITORING & ANALYSIS
1SOURCE INTERNATIONAL, LLC	AEROSPACE BUSINESS DEVELOPMENT ASSOCIATES, INC.

- HUD
 - www.hud.gov/info/disasterresources
 - Community Development Block Grants
 - www.hudexchange.info/programs/cdbg-dr/

- SBA
 - Loans to affected businesses
 - https://www.sba.gov/disaster-assistance

- Insurance Companies
 - Get on the list of approved private contractors
 - Property repair program with the claims department



- Through Existing Primes https://www.dhs.gov/prime-contractors
- Contract vehicle holders

Accenture

Alion Science and Technology Corporation

AMR Office of Emergency Management

Atkins

BAE Systems Intelligence & Security

Battelle National Biodefense Institute, LLC

BI Incorporated

The Boeing Company

Booz Allen Hamilton

CACI Federal, Inc.

CDM Smith

CH2M

Comprehensive Health Services, Inc. (CHSi)

Covenant Aviation Security, LLC

CSRA

Deloitte Services LP

Dewberry

Ernst & Young LLP

FJC Security Services, Inc.

Fluor Government Group

G4S Government Solutions

General Dynamics Information Technology

The Geo Group

Grant Thornton, LLP

Grunley Construction Company, Inc.

The Haskell Company

HP Enterprise Services

IBM US Federal

ICF International

Ingalls Shipbuilding

Jacobs Engineering Group, Inc.

Knight Point Systems

Korte Construction Company

How to prepare for disaster relief work?

- Don't chase work, prepare for work...
- Register to do work with respective agency
- Strong online presence
 - SAM profile
 - DSBS profile
 - Website (FEMA may Google for services)
- Build key relationships in advance



Federal Databases to Register in

Disaster Response Registry in <u>www.SAM.gov</u>

Page Description Purpose of Registration Complete this section if you want to be listed in the Disaster Response Registry to potentially provide debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief services in the event of a national disaster. Core Data Assertions Do you wish to be included in the Disaster Response Registry? * Yes Goods and Services Does your company require bonding to bid on Contracts? * No Size Metrics Bonding Level: EDI Information Please provide the bonding level type, value must be input in whole dollars. Disaster Response Construction Bonding Level, Per Contract (dollars) Information Construction Bonding Level, Aggregate (dollars) Review Assertions Service Bonding Level, Per Contract (dollars) Representations and Service Bonding Level, Aggregate (dollars) Certifications Geographic Area Served: * Points of Contact Select where your entity can provide disaster responses services. If you select "Any State", you are saying your organization can perform Small Business Certification any declared disaster area nationwide. Alternatively, you can narrow the geographic area you serve to three or less states. If you narrow your area served down to just one state, you can further restrict it to specific counties or metropolitan statistical areas. Submit Certification Any State * One State 3 Multiple States BACK TO USER DASHBOARD • Please select a value State: Metropolitan Statistical Area: Please select a ▼ County: Metropolitan Statistical Area: Please select a * County: Metropolitan Statistical Area: Please select a *

Figure 3.45: Disaster Response Information Page

Federal Databases to Register in

- GSA Schedule Disaster Response designation <u>https://www.gsaelibrary.gsa.gov/ElibMain/contractorList.do</u>
- FEMA Industry Liaison Program
 (http://www.fema.gov/about-industry-liaison-program)
- USACE Hurricane Recovery Registry https://apps.swf.usace.army.mil/Hurricane/Business

State Databases to Register in

Texas:

- Vendor Registration
- https://comptroller.texas.gov/purchasing/vendor/registration/
- Centralized Master Bidders List (CMBL)
- https://comptroller.texas.gov/purchasing/vendor/cmbl/
- HUB certification (disadvantaged small bussinesses)
- https://comptroller.texas.gov/purchasing/vendor/hub/



Other Texas Databases to Register in

Harris County:

- Vendor Registration
- https://bids.hctx.net/bso/





City of Houston:

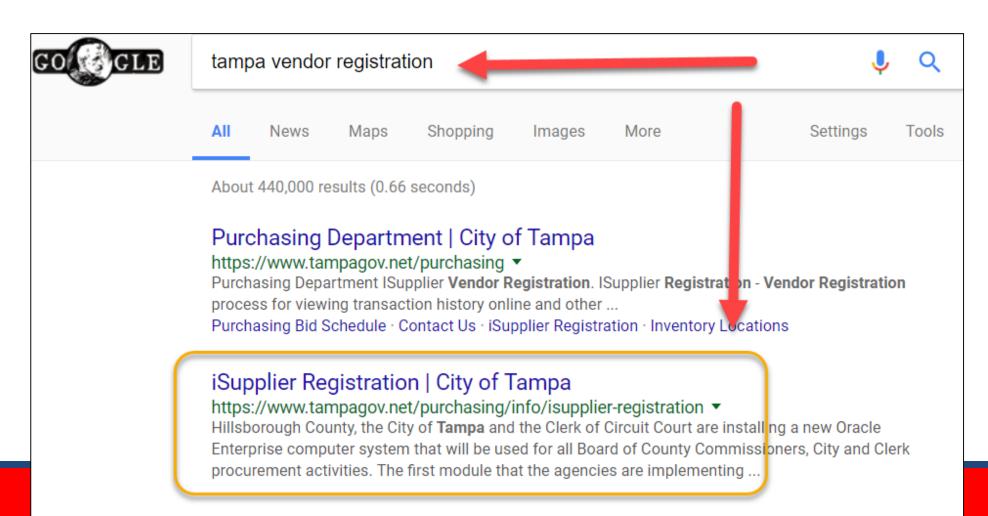
- Create User act: http://purchasing.houstontx.gov/Bid_RegForm.asp
- Register as Vendor: http://purchasing.houstontx.gov

State Databases to Register in

- Florida
 - https://vendor.myfloridamarketplace.com/
- Georgia
 - www.doas.ga.gov/state-purchasing/suppliers
- Puerto Rico
 - https://rul.asg.pr.gov/

How to search for a specific county or city?

- Google:
- " (city/county) vendor registration"



How to find disaster relief work?

- www.FBO.gov
- www.Fedbid.com
- www.reverseauctions.gsa.gov
- http://apfs.dhs.gov/ (Homeland Security/FEMA forecast opportunities)

How to find disaster relief work?

- Texas
 - http://www.txdps.state.tx.us/dem/
 - http://www.glo.texas.gov/recovery/
 - https://comptroller.texas.gov/purchasing/contracts/search.php
- Florida
 - http://www.myflorida.com/apps/vbs/vbs_www.main_menu
 - http://www.floridadisaster.org/index.asp
- Louisiana
 - http://www.gohsep.la.gov/
- Georgia
 - http://doas.ga.gov/state-purchasing/statewide-contracts

How to find disaster relief work?

- Harris County (Houston Area)
 - https://www.civcastusa.com/publishers/5867882d01ec5a33b42cb7f2
 - https://bids.hctx.net/bso/external/advsearch/advancedSearch.sdo;jsessionid
 =C7BC463A0D40443B5C99ED144187A442

- City of Houston
 - http://purchasing.houstontx.gov/bids.html



Job Opportunities...

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FEMA temporary jobs:
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https://careers.fema.gov/hurricane-harvey

Become a FEMA disaster inspector:

https://www.vanguardem.com/recruiting/

\$35/inspection

Become a FEMA disaster inspector:

https://www.wspinspectionservices.com/

OTHER RESOURCES:

- www.disasterassistance.gov
- www.hud.gov/info/disasterresources
- https://www.disasterassistance.gov/
- https://www.houstonemergency.org/
- http://www.disastercenter.com/agency.htm
- http://www.aptac-us.org/disaster-contracting-tips-small-businesses/



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