Gold Coast Industry Forum
San Diego, CA
08 August 2012
**Gold Coast Industry Forum**

**Naval Facilities Engineering Command Southwest, 1220 Pacific Highway, San Diego, CA, 92132-5190**

Presented at the 2012 Navy Gold Coast Small Business Conference, 6-8 Aug, San Diego, CA.
Command Overview

- Who is NAVFAC Southwest?
- NAVFAC Southwest Mission
- NAVFAC SW Area of Responsibility
- What NAVFAC Southwest Buys
- Top 10 NAICS Codes FY2012
Who is NAVFAC Southwest?

Naval Facilities Engineering Command, Southwest, headquartered in San Diego, CA, provides all facilities acquisition, installation, engineering support, and base operating and maintenance services required to support Navy and Marine Corps Servicemen ashore throughout our six-state area of responsibility.
NAVFAC Southwest Mission

**Readiness**
Strengthen our ability to respond to Supported Commands and contingencies by cultivating a high-performing workforce and ensuring our equipment, facilities and command alignment enable success.

**Performance**
Ensure quality, timely and efficient products and services that meet the needs of our Supported Commanders at optimal total ownership cost.

**Sustainability**
Lead Navy and Marine Corps efforts in sustainable land, infrastructure and equipment to achieve energy security, energy efficiency and environmental stewardship.
What NAVFAC Southwest Buys

• Capital Improvements
  – Construction Services
  – Architect & Engineering Services
  – Design In-House
  – Specialized Technical Services
  – Ocean Engineering

• Public Works
  – Facility Sustainment
  – Utility & Energy Management
  – Base Operation and Maintenance
  – Facility Services

• Environmental
  – Environmental Planning/NEPA
  – Environmental Compliance & Conservation
  – Environmental Restoration
  – Sustainable Solid Waste Management

• Asset Management
  – Real Estate
  – Land & Installation Planning
  – Facilities Planning
  – Encroachment Management
  – Facilities Integrated Logistics Support
  – Real Property Acq, Mgmt & Disposal
<table>
<thead>
<tr>
<th>NAICS</th>
<th>NAICS Description</th>
<th>Dollars Obligated</th>
<th>% of Total Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>236220</td>
<td>Commercial and Institutional Building Construction</td>
<td>$469,240,278.06</td>
<td>44.70%</td>
</tr>
<tr>
<td>561210</td>
<td>Facility Support Services</td>
<td>$109,417,399.05</td>
<td>10.42%</td>
</tr>
<tr>
<td>562910</td>
<td>Remediation Services</td>
<td>$104,033,411.69</td>
<td>9.91%</td>
</tr>
<tr>
<td>237310</td>
<td>Highway, Street, and Bridge Construction</td>
<td>$69,798,303.52</td>
<td>6.65%</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$63,057,905.88</td>
<td>6.01%</td>
</tr>
<tr>
<td>237110</td>
<td>Water and Sewer Line and Related Structures Construction</td>
<td>$23,856,042.91</td>
<td>2.27%</td>
</tr>
<tr>
<td>561720</td>
<td>Janitorial Services</td>
<td>$23,270,571.63</td>
<td>2.22%</td>
</tr>
<tr>
<td>237130</td>
<td>Power and Communication Line and Related Structures Construction</td>
<td>$22,762,213.18</td>
<td>2.17%</td>
</tr>
<tr>
<td>541690</td>
<td>Other Scientific and Technical Consulting Services</td>
<td>$19,267,426.72</td>
<td>1.84%</td>
</tr>
<tr>
<td>237120</td>
<td>Oil and Gas Pipeline and Related Structures Construction</td>
<td>$18,935,871.95</td>
<td>1.80%</td>
</tr>
</tbody>
</table>

Total value of Top 10 NAICS Codes: $923,609,424.59 (87.98%)
## NAVFAC Southwest
### Small Business Achievement History

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Goal</th>
<th>Actual Awards to SB</th>
<th>Number of Actions</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2008</td>
<td>41.03%</td>
<td>41.25%</td>
<td>5,790</td>
<td>$921,864,886.44</td>
</tr>
<tr>
<td>FY2009</td>
<td>41.42%</td>
<td>31.04%</td>
<td>6,549</td>
<td>$853,795,555.87</td>
</tr>
<tr>
<td>FY2010</td>
<td>35.61%</td>
<td>29.19%</td>
<td>6,112</td>
<td>$785,402,255.47</td>
</tr>
<tr>
<td>FY2011</td>
<td>36.00%</td>
<td>40.80%</td>
<td>5,825</td>
<td>$838,491,740.07</td>
</tr>
<tr>
<td>FY2012</td>
<td>36.00%</td>
<td>49.03%</td>
<td>3,818</td>
<td>$497,804,166.67</td>
</tr>
</tbody>
</table>

**Totals**  
28,094 | $3,897,358,604.52

**Averages (FY2008 – 2011)**  
5,619 | $779,471,720.90
Small Business Programs

- **Small Business**
- **Small Disadvantaged Business**
- **8(a)**
- **HUBZone**
- **Veteran-Owned Small Business**
- **Service-Disabled, Veteran-Owned Small Business**
- **Woman-Owned Small Business**

Definitions for each program can be found at the SBA website  www.sba.gov

Size is determined by either total revenue or number of employees by Industry
Industries are identified by NAICS Codes.
You can get a NAICS Code Size Table from the SBA website.
# Small Business Programs Achievements

<table>
<thead>
<tr>
<th>Socio-Economic Program</th>
<th>Goal</th>
<th>Achievement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>36%</td>
<td>49.03%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>22.83%</td>
<td>39.65%</td>
</tr>
<tr>
<td>8(a)</td>
<td>NO GOAL</td>
<td>NO GOAL</td>
</tr>
<tr>
<td>HUBZone</td>
<td>10%</td>
<td>11.04%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>NO GOAL</td>
<td>NO GOAL</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3%</td>
<td>2.27%</td>
</tr>
<tr>
<td>Woman-Owned Small Business</td>
<td>6.5%</td>
<td>7.41%</td>
</tr>
</tbody>
</table>

Data as of July 31, 2012