



TWO RIVERS

COMMUNITY DEVELOPMENT CORPORATION

Daucey Brewington, MBA

- Air Force Veteran
- Small Business Owner
- Multiple Certifications

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425-283-2512

OVERVIEW

SBA mission:

Plan

Manage

Grow small businesses

How this applies to identifying opportunities.

Be Prepared--Planning

Tribally owned companies

- Section 17 Companies
- Wholly owned companies
- Majority owned companies
- Joint Ventures

Individually owned companies

- Sole proprietorship
- Partnership
- C or S Corporation

Planning (continued)

Financing

- Start-up
- Cash flow
- Growth
- Sources

Staffing

- Contract vs W-2 employee

Marketing

Management

Organizational Structure

Personnel

Financials

Growth

Capability vs Capacity

Sales vs marketing

Government Contracting

Certifications

Mentor-Protégé, Joint Venture, Partnering

Assistance

SBDC

7j

SCORE

APEX Accelerator

Lending

7j Technical Assistance

Business Plans

Marketing Plans

Marketing Materials

Social Media

Partnering

Contracting

Marketing or How to find Opportunities

Identify market segment

Develop Logo, capabilities statement, web site

Develop marketing strategy

Government Contracting

System for Award Management---SAM

- Tribal entities, tribal businesses must have separate registration
- Corp data, banking, capabilities, management, bonding

Certifications

- HUB Zone, 8a, Veteran (for individuals)

Marketing

- Materials, solicitation responses, cold calls, performance, reporting



Official U.S. Government Website
100% Free

The Official U.S. Government System for:

Contract Opportunities

Contract Data

(Reports ONLY from fpds.gov)

Wage Determinations

Federal Hierarchy

Departments and Subtiers

Assistance Listings

Entity Information

Entities, Disaster Response Registry,
Exclusions, and Responsibility/
Qualification (was fapiis.gov)

Entity Reporting

SCR and Bio-Preferred Reporting



Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity

Check Entity Status

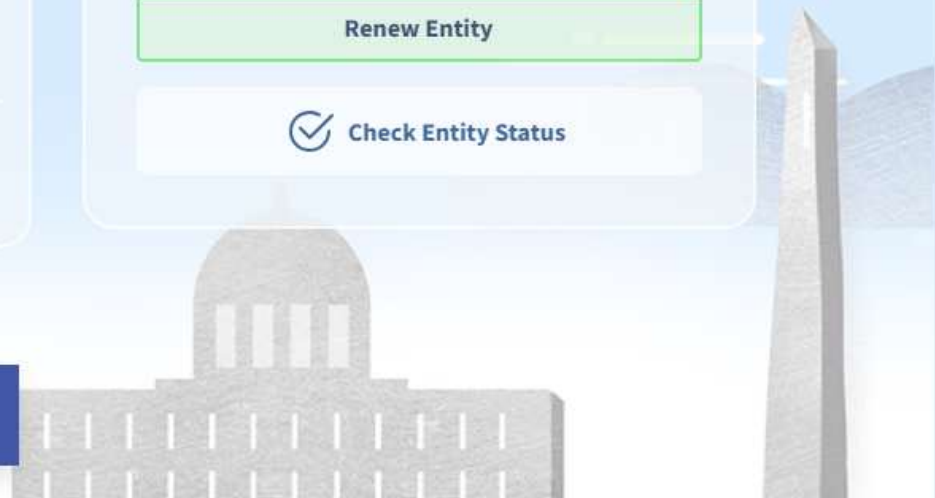
Are you searching for Federal Acquisition Supply Chain Security Act (FASCSA) orders?

View FASCSA Orders

Already know what you want to find?

Select Domain...

e.g. 1606N020Q02





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e.g. 1606N020Q02



Contract Opportunities

Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

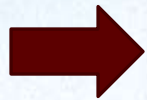
If you are looking for grant opportunities, visit our partner site at [grants.gov](https://www.grants.gov).

Federal Users

Manage contract opportunities as a contracting officer, contracting specialist, or administrator.

[Sign in to get started](#)[Go to Contract Opportunities Federal home](#)

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Search

All Words

e.g. 1606N020Q02

Select Domain
Contract Opportunities

Filter By

Keyword Search

For more information on how to use our keyword search, visit our [help guide](#)

Simple Search

Search Editor

 Any Words

Showing 1 - 25 of 469 results

Sort by

Updated Date

C--VOYA Kettle Falls & Kabetogoma Lake Wall Renovatio

Contract Opportunities

Notice ID: 140P6024R0047

VOYA Kettle Falls & Kabetogoma Lake Wall Renovations AE DD-CD Design...

Awardee
HDR ENGINEERING INCUnique Entity ID
T39AK2RRG2H9Department/Ind.Agency
**INTERIOR, DEPARTMENT OF
THE**Subtier
NATIONAL PARK SERVICEOffice
**MWR MIDWEST
REGION(60000)**Notice Type
Original Award NoticeUpdated Date
Aug 20, 2024Published Date
Aug 20, 2024**F--Montour Wildlife Management Area Weed Treatment Services**

Contract Opportunities

Notice ID: 140R1024Q0027

Notice Type

Search

All Words ▼

Lolo

×



Select Domain

Contract Opportunities



Filter By



Keyword Search

For more information on how to use our keyword search, visit our [help guide](#)

Showing 1 - 6 of 6 results

BUILDING 24 DISPATCH REMODEL

Notice ID: 1122499

Updated on 8/16/2024 - Amendment 0003- See Attachments/Links Section for full details

Updated on 8/6/2024 - A

...

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09

No

Up

11

Search

All Words ▼

e.g. 1606N020Q02



Select Domain +

Contract Opportunities

Filter By -

Keyword Search

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Simple Search
Search Editor

Any Words i

All Words i

Exact Phrase i

e.g. W91QVN-17-R-008

Lolo
x

Showing 1 - 6 of 6 results

Sort by

Updated Date ▼

BUILDING 24 DISPATCH REMODEL

Contract Opportunities

Notice ID: 1122499

Updated on 8/16/2024 - Amendment 0003- See Attachments/Links Section for full details

Current Date Offers Due
September 05, 2024 at 09:00 AM PDT

Updated on 8/6/2024 - A

Notice Type
Updated Solicitation

Department/Ind.Agency
AGRICULTURE,
DEPARTMENT OF

Subtier
FOREST SERVICE

Office
USDA FOREST SERVICE-
SPOC IM

Updated Date
Aug 16, 2024 (3)

Published Date
Aug 16, 2024

Superior Ranger Station Paving

Contract Opportunities

Notice ID: 1240LU24C0043

Awardee
CMIP LLC

Unique Entity ID
E4UCGJ1NLLQ8

Department/Ind.Agency
AGRICULTURE,
DEPARTMENT OF

Subtier
FOREST SERVICE

Office
LOLO NATIONAL FOREST

Notice Type
Original Award Notice

Updated Date
Aug 9, 2024

Published Date
Aug 9, 2024

Search

Select Domain
Contract Opportunities

Filter By

Keyword Search

For more information on how to use our keyword search, visit our [help guide](#)

Simple Search

Search Editor

- Any Words
- All Words
- Exact Phrase

Showing 1 - 11 of 11 results

23--NCAO TRH Autofish System Purchase - Sole Source

Notice ID: 140R2024Q0108

Northern California Area Office (NCAO) Trinity River Fish Hatchery Autofish System Trailer Purchase - Amendment 0001...

| | | |
|------------------------------------|------------------------------|---------------------------|
| Department/Ind.Agency | Subtier | Office |
| INTERIOR, DEPARTMENT OF THE | BUREAU OF RECLAMATION | MP-REGIONAL OFFICE |

Y--WY-JACKSON NFH-RV CONCRETE PADS

Notice ID: 140FC124R0063

WY ~ JACKSON NATIONAL FISH HATCHERY (NFH) ~ RV CONCRETE PADS

The U.S. Fish and Wildlife Service has a construction project that requires the ...

| | | |
|--------------------------------|-------------------------------|------------------------------|
| Department/Ind.Agency | Subtier | Office |
| INTERIOR, DEPARTMENT OF | U.S. FISH AND WILDLIFE | FWS, CONSTRUCTION A/E |

FISH TANKS (2) LYONS FERRY/CLEARWATER HATCHERIES

Contract Opportunities

Notice ID: 140FS124Q0131

FISH TRANSPORT TANKS for U.S. Fish and Wildlife Service, LYONS FERRY FISH HATCHERY, Washington and CLEARWATER FISH HATCHERY, Idaho...

Department/Ind.Agency
INTERIOR, DEPARTMENT OF
THE

Subtier
U.S. FISH AND WILDLIFE
SERVICE

Office
FWS, NRDAR

Current Date Offers Due
**August 22, 2024 at 01:30 PM
PDT**

Notice Type
**Original Combined
Synopsis/Solicitation**

Updated Date
Jul 22, 2024

Published Date
Jul 22, 2024

F--Replace Fish Hatchery Feeding System

Contract Opportunities

Notice ID: 140FS124Q0110

ID-LOWER SNAKE RIVER - CLEARWATER HATCHERY - Extend Due Date to 7/12/2024...

Department/Ind.Agency
INTERIOR, DEPARTMENT OF
THE

Subtier
U.S. FISH AND WILDLIFE
SERVICE

Office
FWS, SAT TEAM 1

Current Response Date
**July 12, 2024 at 05:00 PM
PDT**

Notice Type
Original Special Notice

Updated Date
Jun 28, 2024

Published Date
Jun 28, 2024

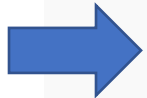
Contact Information

Contracting Office Address

FWS, SAT Team 1 5275 Leesburg Pike
Falls Church , VA 22041
USA

Primary Point of Contact

Secondary Point of Contact



Devivo, Chelsea

✉ chelsea_devivo@fws.gov

☎ 0000000000

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Certification

The certification which provide advantages has requirements

- Past Performance
- Current contract
- Management ability and other factors

Certifications

- **HUB Zone**
 - Economic based program
 - 10% of federal spending can be set aside for HUB Zone companies
 - Two or more companies
- **8(a)**
 - Economically and socially disadvantaged program
 - 10% of federal spending can be under 8(a) program
- **Service Disabled Veteran Owned Small Business**
 - VA provided letter of service related disability
 - VA is only agency that can award direct contracts to SDVOSB

8(a) company

- >50% owned and controlled by eligible individual
 - Financial and management
- Organized for profit
 - Tax records for two years
 - Key personnel: resumes and licenses
 - Financial records: P &L, Bal Sheet, Loans, Bank signature card
 - Work in progress, completed contracts
 - Corporate records: Articles of Incorporation, By-laws, minutes
 - Leases, insurance, bonding, equipment, licenses
 - Have been in business for two or more years

8(a) Disadvantage Narrative

When – Explain when the discriminatory conduct occurred. Exact dates are not necessary so long as the incident provides a specific time period. This discrimination can be from any period of your life.

Where – Explain where the discriminatory conduct occurred. The incident must have occurred in American society.

Who – Explain who committed the discriminatory action. This could include an individual, a group of individuals, or an institution. Individual names, where available, are preferred but not necessary so long as the incident provides a specific figure or organization.

What – Explain the discriminatory conduct.

Why – Explain the reason(s) that the conduct was more likely motivated by bias or discrimination. A mere assertion that the action was the result of bias or discrimination is will not be enough to support a claim of social disadvantage.

How - Explain how each instance of discriminatory conduct impacted your entry into or advancement in the business world.

Waiver of Two Year Rule

Background of “why”

Factors Considered:

- Government Buys goods/services offered
- Management Capabilities
- Past Performance
- Financial Stability
- Access to Labor Force

Native Advantage

BIA list of federal tribes

- Buy Indian Act
- Indian Incentive Program

HUD: NAHASDA

SBA

- 8a – Federal and State recognized tribes

Other: National Minority Suppliers Development Council

Summary

- Tribes can create company and contract with themselves
- Tribes can also contract with other government agencies
 - Federal, State, Local, other tribes, and commercial entities
- All as a result of leveraging existing programs
- Individuals: TERO, 8a, HUB Zone, Indian Incentive, Buy Indian Act
- Free resources: SBDC, SCORE, 7j, APEX Accelerator



Questions?

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