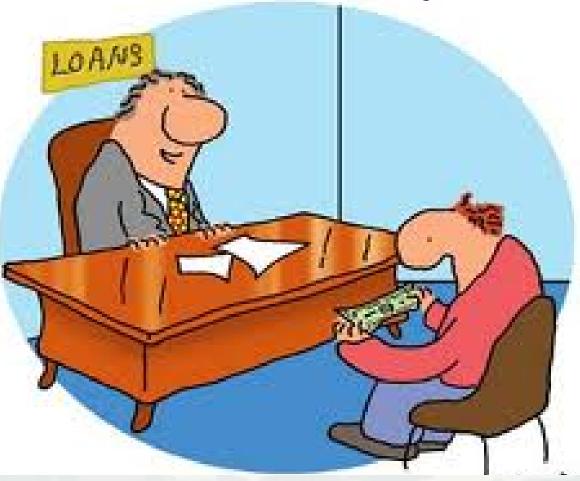
Its Not Easy



"Of course it's only one dollar... It's a small business loan."



BUILDING STRONG®

Small Business Advice



- Start Small and Be Patient
- Subcontract and Team
- •Use PTACs
- •Consider Multiple Certifications
- •Get to Know ,Small Business Deputy
- **Operations Project Manager and**
- Lake Managers
- Safety is Critical









BUILDING STRONG®

Service Project Access

Service Contracts

- ► >300 actions totaling \$8-10m
- Most Simplified Acquisition Process (150k) or 8a
- Relationships Key
- ► All SB, limited HZ, WO, SDVOSB



Best Practices

- SAFETY SAFTEY SAFETY
- Provide a reasonable proposal <u>with the backup</u>
 information to support
- <u>Self perform</u> work other than Project Management,, Scheduling, etc.
- Timely submission of bonds after contract award
- Hit the ground running once NTP is issued, i.e. submittals
- Implementation of a good <u>quality control</u> program
- Responsiveness



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