



USACE JACKSONVILLE DISTRICT

Small Business Program Overview

**Aldone Graham,
Chief, Contracting Division**

**SAME Jacksonville Post
15 July 2026**



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Briefing Purpose/Agenda

- Jacksonville District Leadership
- Overview of the Jacksonville District Area of Responsibility
- Jacksonville District Program Areas
- Contracting Opportunities Forecast
- Jacksonville District Small Business Office Information & Resources



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SAJ Leadership Team

Commander/ District Engineer

Colonel
Brandon Bowman



Deputy District Engineer Programs & Project Management

Howard Gonzales, Jr.



Deputy District Commander

Lt Col Matt Westcott



Deputy South Florida

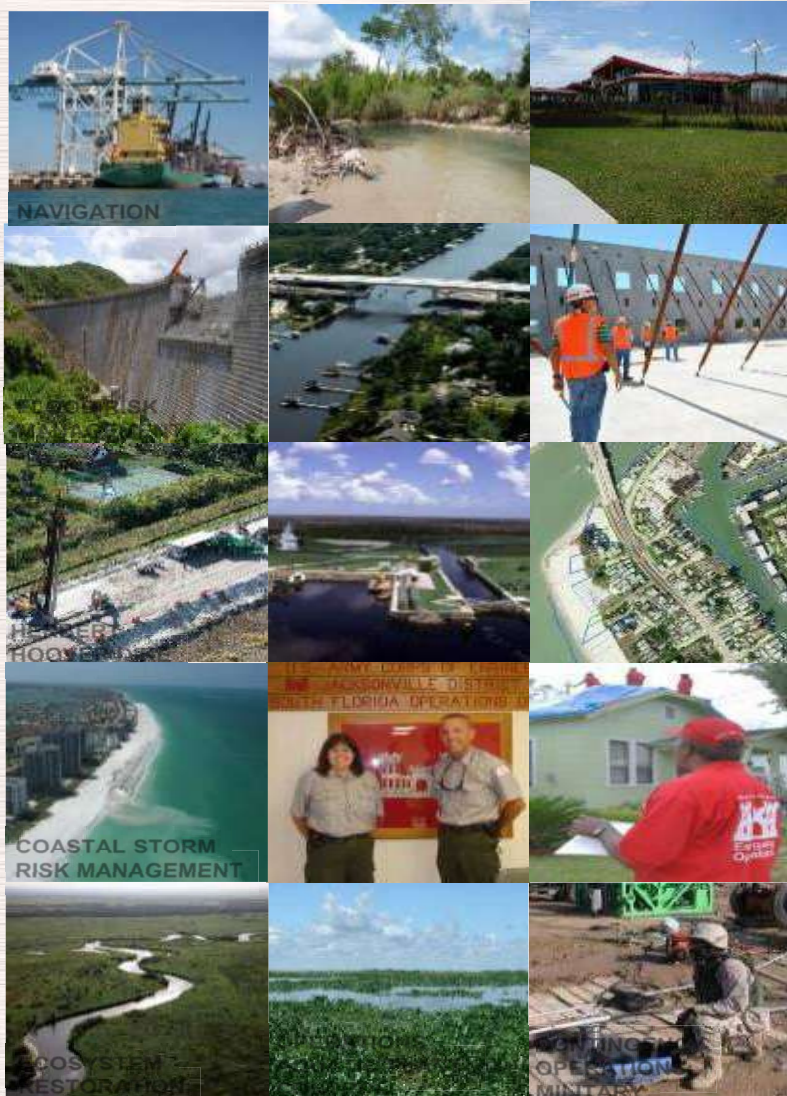
Major Cory Bell



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Mission Areas



Deliver value to the Nation by anticipating needs & collaboratively engineering solutions that support national security, energize our economy, & increase resiliency.

- **Navigation**
- **Flood/Coastal Storm Risk Management**
- **Ecosystem Restoration**
- **Operations/Recreation**
- **Contingency Operations**
- **Real Estate**
- **Military/Interagency & International Services**
- **Regulatory**



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Jacksonville District Area of Responsibility



AREAS OF RESPONSIBILITY

CIVIL WORKS

- Portions of Florida and Georgia (defined by watersheds)

REGULATORY

- Florida

REAL ESTATE AND MOBILIZATION

- Portions of Florida and Georgia

MILITARY

- Florida
 - Jacksonville covers SRM and IIS only
 - Mobile District covers MILCON

Our Vision

- To be a great engineering force of highly disciplined people working with our PARTNERS to deliver innovative and sustainable solutions to the Nation's engineering challenges.

Our Goals

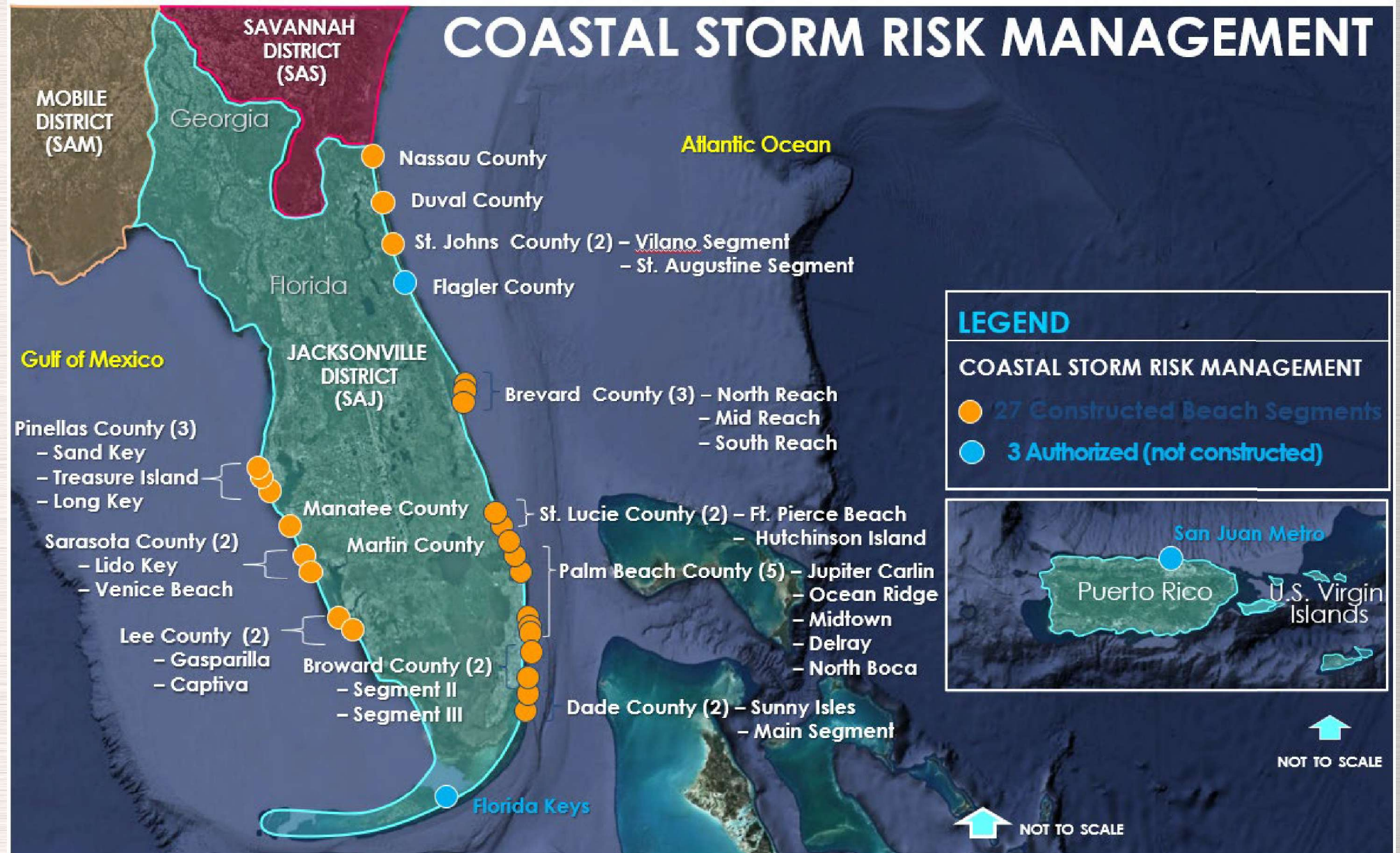
- Ready for All Contingencies
- Engineering Sustainable Water Resource Solutions
- Building Effective, Innovative Engineering Solutions
- Recruiting and Retaining Strong Teams

Our Area of Responsibility

- Florida
- Georgia



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Jacksonville District MIL-IIS – Florida





Jacksonville District FY26 Top 5 Small Business NAICS

Rank	NAICS	NAICS Description	Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$236,489,468
2	326199	ALL OTHER PLASTICS PRODUCT MANUFACTURING	\$8,990,583
3	562910	REMEDIATION SERVICES	\$3,432,658
4	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$520,444
5	541330	ENGINEERING SERVICES	\$329,137

Current as 2/17/2026



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FY26 Small Business Accomplishments

USACE - SAJ	Actions	Dollars	% Dollars	Goal	Variance
Small Business Eligible	269	\$2,242,952,822			
Small Business	147	\$257,634,161	11.49%	36.00%	24.51%
SDB	72	\$220,430,178	9.83%	22.00%	12.17%
SDVOSB	6	\$-48,687	0.00%	2.00%	-2.00%
Women Owned	35	\$6,823,481	0.30%	4.00%	3.70%
HubZone	16	\$473,983	0.02%	6.00%	5.98%



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First Things First

If you are brand new to Government contracting, it is advised that you take a few steps before pursuing USACE contract opportunities. We want you to be as prepared as possible to perform successfully on a Government contract and continue to partner with us for years to come!

- Register your company as an entity at *SAM.gov.
- Understand the small business programs available through the SBA.
- Determine what agency or agencies buy what you sell!
- Understand how the Federal Government procures supplies and services.
- Search for specific opportunities and notices by NAICS, location, agency code, etc. via SAM.gov.
- Visit with your local APEX Accelerators.

*Note: During the registration process, you must indicate you want to participate in the Disaster Response Registry and provide the required information on the Disaster Response Information page within the Assertions module. Once your registration is active, you will be added to the Disaster Response Registry and contracting officers will be able to locate your company through the Disaster Response Registry Search.



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First Impressions – Capability Statements

- The Value of Time:
 - Don't waste an opportunity to make a favorable impression!
 - Don't waste the Contracting Official's time.
 - Know the customer's mission and something about their buying habits.
 - Where possible provide a well-designed capability statement (2-3 Pages)
 - Tailor your presentation based on the customers needs.
 - Discuss relevant topics during the presentation.
- Don't confuse the government agency's roles – The Small Business Office, SBA, and APEX should help prepare you for event; not the Contracting Officer!
- When you appear before the Contracting Officer or Gov't Official – Their response: Welcome to the big league; show me your skills please!



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Subcontracting List

Description	Contract #	Name	Location	Size	PoP
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0004	CDM Federal Program Corp.	Jacksonville, FL	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0005	Singhoffen & Wantman Group JV	Jennings, LA	Total Small Business	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0006	Kimley Hanson, Bergmann JV	West Palm Beach, FL	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0007	AECOM-Black & Veatch JV	Roanoke, VA	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0008	Stanley Consultants-SANTEC JV	Minneapolis, MN	Unrestricted	Expires 5-3-2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0009	Genterra-Freese and Nichols JV	Jacksonville, FL	Total Small Business	Expires 5-3-2027



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Subcontracting List

Description	Contract #	Name	Location	Size	PoP
IDC For A-E Services for Surveying and Mapping	W912EP-23-D-0001	R. Lopez De Azua & Assoc., Inc	San Juan, PR	Total Small Business	Expires 1-4-2028
IDC For A-E Services for Surveying and Mapping	W912EP-23-D-0002	Javier E Bidot & Associates P.S.C.	Caguas, PR	Total Small Business	Expires 1-4-2028
IDC For A-E Services for Surveying and Mapping	W912EP-23-D-0003	Ruth L.Trujillo Rodriguez Professional	San Juan, PR	Total Small Business	Expires 1-4-2028
IDC for A-E Services for Geotechnical Core Drilling and Laboratory Testing	W912EP-22-D-0001	Radise International, LC	Riveria Beach, FL	Total Small Business	Expires 12-8-2026
IDC for A-E Services	W912EP-22-D-0010	Dynamic Solutions	Jacksonville, FL	WOSB	Expires 4-17-2027
IDC Multi-Discipline Civil Works Design and Other A-E Services	W912EP-22-D-0002	Integrated Logistical Support, Inc./Arcadis JV	New Orleans, LA	WOSB	Expires 5-3-2027



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FY26+ Business Opportunities Forecast

Opportunity	Location	District / Center	Estimated Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
C23/24 North Reservoir CNT 4B	Primary Florida	Jacksonville District	1st Qtr FY2027	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4C	Primary Florida	Jacksonville District	1st Qtr FY2028	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4D	Primary Florida	Jacksonville District	1st Qtr FY2029	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4E	Primary Florida	Jacksonville District	4th Qtr FY2030	527990	Unrestricted	RFP



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FY26+ Business Opportunities Forecast

Construction						
Opportunity	Location	District / Center	Est Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
O&M: IWW Jacksonville-Miami, FL	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
Mayport Dredging	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
Manatee Harbor, FL (O&M)	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
O&M Tampa Harbor, FL	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	Unrestricted	IFB
USMC Blount Island Dredging	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	SB MATOC
Kings Bay Entrance Chanel O&M Dredging	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	SBSA	SAD SB Regional Maintenance Dredging MATOC
Manatee County SPP	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	*TBD – Sources Sought Posted to SAM W912EP26X1BJ7	IFB
Palm Harbor Beach, FL (O&M)	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	TBD –Sources Sought Posted to SAM W912EP26X1BJ4	IFB
Banana River (NASA) Maintenance Dredging	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	SBSA	RFP
O&M: St. Lucie Inlet	Primary Florida	Jacksonville District	4th Qtr FY2026	237990	SBSA	IFB



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FY26+ Business Opportunities Forecast

Military & IIS						
Opportunity	Location	District / Center	Estimated Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
MATOC- Vertical / Bldg 855 Roof Repair	Primary Florida	Jacksonville District	3rd Qtr FY2026	TBD	SBSA	RFP
Crab Island	Primary Florida	Jacksonville District	4th Qtr FY2026	TBD	TBD	TBD



Jacksonville District Small Business Website



Jacksonville District Small Business Office



The Jacksonville Small Business Office develops small businesses and maximizes their opportunities to participate in Corps procurements, ensuring a broad base of capable suppliers to support the Corps' mission and strengthen the nation's economic development. The Small Business Program seeks Women Owned, 8(a), Historically Underutilized Business Zone Empowerment (HubZone) and Service-Disabled Veteran-Owned businesses, as well as Historical Black Colleges and Universities, and Minority Institutions that are interested in doing business with the Federal government.

Contact Us

Deputy, Small Business Programs
Kimberly S. Daniel-Ray

Small Business Office Phone:
904-577-3079

Small Business Email Address
SAJ-SB@usace.army.mil

Business With Us Links

- [SAD Small Business Website](#)
- [USACE Small Business Website](#)
- [Doing Business with USACE Districts](#)
- [Contracting in Puerto Rico](#)
- [What Small Businesses Need to Know](#)
- [Contract Security Requirements](#)
- [Small Business Basics](#)
- [Subcontracting Resources](#)
- [USACE Customer Outreach/Events](#)
- [Federal Business Opportunities](#)
- [Other Service Contracts](#)
- [Small Business Office](#)

Hurricane Response Opportunities

[Hurricane Relief contractors contact information](#)

Contractors Seeking Work

- The U.S. Army Corps of Engineers, Jacksonville District, is working with the full range of federal, state and local partners in response to Hurricane Fiona and the restoration work that will be required in its aftermath.
- Businesses and individual contractors interested in doing business with the U.S. Army Corps of Engineers should take the first step of registering with the System for Award Management (SAM).



1 2 3 4 5 6 7 8 9 10 11 12

Top 10 NAICS Codes Awarded Contracts in FY22

Rank	NAICS	FY22 - NAICS Description	Actions	Dollars	% Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	359	\$427,806,710	63.24%
2	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	15	\$312,680,468	38.90%
3	362910	REMEDIATION SERVICES	31	\$10,852,504	1.35%
4	541330	ENGINEERING SERVICES	171	\$9,954,980	1.24%
5	236115	NEW SINGLE-FAMILY HOUSING CONSTRUCTION (EXCEPT FOR SALE BUILDERS)	5	\$7,777,306	0.97%
6	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	13	\$7,772,075	0.97%
7	562111	SOLID WASTE COLLECTION	2	\$5,602,191	0.70%
8	561210	FACILITIES SUPPORT SERVICES	20	\$4,978,895	0.62%
9	541620	ENVIRONMENTAL CONSULTING SERVICES	49	\$4,964,754	0.62%
10	541370	SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES	154	\$4,482,895	0.56%

Forecast



[Click photo or link to view upcoming Forecast.](#)

Program Overview



[Click to view Program Overview](#)

Upcoming Events



[Click to view Small Business Upcoming Events](#)

Contract Awards-Subcontracting Opportunities



Search our Website to see:

- ☐ Forecast
- ☐ Program Overview
- ☐ Upcoming Events
- ☐ Contracts Awards-Subcontracting Opportunities
- ☐ Additional Resources

Website Link:

<https://www.saj.usace.army.mil/SmallBusiness/>



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Resources

USACE Resources

- Main Website: <https://www.usace.army.mil/>
- Infrastructure Work Plans: <https://www.usace.army.mil/Missions/Civil-Works/Budget/>
- Contracting: <https://www.usace.army.mil/Business-With-Us/>
 - Contracting Questions? Email DoingBusinessWithUs@usace.army.mil
- Small Business: <https://www.usace.army.mil/Business-With-Us/Small-Business/>
- Small Business Questions? Email Small-Business-HQ@usace.army.mil

Government-wide Resources

- www.sam.gov: Official government system for contracting opportunities, registering to do business, wage determinations and contract data
- www.FPDS.gov: Search any unclassified contract award (DoD data has 90-day delay)
- www.USASpending.gov: Official open data source of federal spending information
- www.sba.gov: Small Business Administration website has information regarding small business size standards, small business types and more
- <https://www.aptac-us.org/>: Free resource dedicated to help local businesses compete successfully in the government marketplace. (Can also help you register with sam.gov)



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Jacksonville District Office of Small Business Programs



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For More Information

U.S. Army Corps of Engineers | Jacksonville District

<http://www.saj.usace.army.mil/>

Office of Small Business Programs

(904) 232-1150

SAJ-SB@usace.army.mil

On Facebook www.facebook.com/JacksonvilleDistrict

On YouTube! www.youtube.com/JaxStrong

On Twitter www.twitter.com/JaxStrong

On Flickr www.flickr.com/photos/jaxstrong

Useful Restoration Sites: www.evergladesrestoration.gov

www.sfwmd.gov



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