

**ATTACHMENT 7**

**SUBCONTRACTING PLAN**

**(to be provided with contractor proposal)**

**F08650-98-C-0035**

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## D – Small Business Subcontracting Plan

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### 1.0 Introduction

Since the submittal of our original proposal, Mr. Dick Butler, SvT President, has been notified of his selection by the National Association of Small Disadvantaged Business as the "Industry Executive of the Year" for his outstanding and dedicated efforts promoting small minority owned businesses. Along with Mr. Butler, Mr. Bill Birkhofer, our corporate small business advocate, was recognized as the "Industry Advocate of the Year."

It is Sverdrup's policy to fully support and exceed the Government's policy of providing a maximum number of business opportunities for small business (SB), small disadvantaged business (SDB) – to include Historically Black Colleges and Universities (HBCU) and Minority Institutions (MI), Women-Owned Small Business (WOSB), and Labor Surplus Area Concerns (LSAC).

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Sverdrup will execute the LO&SC through an autonomous organizational segment - the Cape Canaveral Group – dedicated solely to the LO&SC. As a part of establishing the Cape Canaveral Group, Sverdrup has consummated a primary subcontractor teaming agreement with AJT & Associates, Inc., of Cape Canaveral. AJT is a Hispanic-owned SDB 8(a) company. We have also pre-qualified other subcontractors to support us in accomplishing the LO&SC effort. These include:

REDACTED  
possible firms to provide cleaning services for REDACTED

Sverdrup's proposed dollars and percentages for SB/SDB/WOSB are summarized in Figure D-1. As the figure depicts, we have a goal of

Figure D-1 Sverdrup Small Business Subcontracting Goals								
Subcontract Type	Basic Period	Option Period 1	Option Period 2	Option Period 3	Option Period 4	Option Period 5	Option Period 6	Total
Contract Total \$								
Services (Labor)								
SB \$								
SDB \$								
WOSB \$								
Subtotal \$								
(SB/SDB/WOSB)								
%								
Total Non-Labor \$								
To be Subcontracted								
SB \$								
SDB \$								
WOSB \$								
70% of Non-Labor								
Off-Base Facility \$								
(SB-								
CLIN 0005 thru								
0035 Total \$								
SDB -								
Total SB \$								
%								
SDB \$								
%								
WOSB \$								
%								
Total Estimated								
Subcontracted to								
SB/SDB/WOSB %								

REDACTED

### 3.0 Description of Services to be Subcontracted

#### 3.1 Labor

AJT & Associates, Inc. – AJT is an SDB who will perform a significant portion of our REDACTED they provide high-tech engineering in support of systems engineering requirements. REDACTED AJT is currently responsible for the Technical Engineering and Spacelift Services (TESS) contract with the 45th Space Wing at Patrick AFB. The identified services AJT will perform on the LO&SC are:

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To meet our non-labor procurement goals for LO&SC, we will purchase a wide range of items such as office supplies, computers and accessories, power tools and hand tools, shop equipment, and air conditioning hardware.

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We will use two sources to accomplish construction upgrades and modifications:

- **Central Florida Buildings and Construction Trade Agreement** – AJT will use the current agreement Sverdrup has established with the Trades Council for Davis-Bacon personnel.
- **Small Business Construction Contractors** – SB construction contractors who have been pre-qualified by AJT will be solicited to compete for projects. These subcontracts will be procured based upon competitive RFPs to allow selection based on best

overall value. SDBs and WOSBs will be asked to participate in competitive set-aside acquisitions. Pre-qualified subcontractors will be selected from the contractor pool currently performing work on the TESS program at CCAS. These contractors (see Figure D-3) have been employed by or are known to AJT and have solid reputations for quality and reliability.

Figure D-3 Potential CLIN 0005 Subcontractors to AJT		
<b>General Contractors</b>		
Aedile Contractors, Inc. (WOSB) 8860 Astronaut Blvd., Suite 208 Cape Canaveral FL 32920 POC Robbie Minton & Art Burger	Canaveral Construction (SB) P O Box 6(407)452 Titusville, FL 32782-6452 POC Art Lloyd & David Nash	
Heard Construction, Inc. (SB) P O Box 540218 95 East Hall Road, 32953 Merritt Island, FL 32954 POC Sam Heard	M H Kelley Building Contractor Inc (SB) 2362 Westminster Drive Cocoa, FL 32926 POC Mike Kelley	
Pronty 1 Construction of Brevard, Inc (SB) 1707 South Washington Avenue Titusville, FL 32780 POC Gary Neth	Oneida Construction (SB) 3955 Grand Line Road Mims, FL 32754 POC Robert Porter, Jr	
Sandent Construction Corporation (WOSB) 1800 South Atlantic Avenue Cocoa Beach, FL 32931 POC Jim Lent	Sunshine Construction & Engineering, Inc (SDB) 620 Atlantis Road Melbourne, FL 32904-2315 POC Ernie Walters & David Dowling	
<b>Mechanical Contractors</b>		
Britt's Air Conditioning, Heating (SB) 655 Childre Avenue Titusville, FL 32796-5119 POC Dan Britt	Flonda Mechanical & Air Conditioning (SB) P O. Box 677518 Orlando, FL 32867 POC Bob Kelley	Merritt Island Air & Heat, Inc (SB) 625 Cypress Street Merritt Island, FL 32952 POC Larry Richards
<b>Electrical Contractors</b>		
Flonda Industrial Electnc, Inc. (SB) P O Box 522730 811 Wilma Street Longwood, FL 32750 POC Steve Ward	Woodson & Associates, Inc. (SB) 2189 North U S. #1 Titusville, FL 32796-3908 POC Ty Cobb	
<b>Roofing Contractors</b>		
Atlantic Roofing of Vero Beach, Inc. (SB) 1100 Old Dixie Highway Vero Beach, FL 32960-4361 POC Steve Lasky	CEI Florida, Inc. (SB) 907 South Highway 17-92 Debary FL 32713 POC Dawn Cummings	National Roofing/South Florida, Inc. (SB) 3270 Suntree Blvd Melbourne, FL 32940 POC Herb Corbett

#### 4.0 Small Business Qualitative Initiatives

Sverdrup's qualitative initiatives in our Small Business Subcontracting Plan are summarized here:

**Diversity** – Our objective for LO&SC was to obtain a very diversified group of subcontractors performing work across all high-, medium-, and low-tech areas, with a bias to the high-tech end. This goal has been achieved with the selection of:

**High Tech**

**Medium- and Low-Tech**

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- |                        |          |
|------------------------|----------|
| 1. LSAC, which are SDB | 5. SDB   |
| 2. LSAC, which are SB  | 6. SB    |
| 3. LSAC                | 7. Other |
| 4. WOSB                |          |

## **6.0 Indirect Costs**

No Sverdrup indirect or overhead costs are included in these goals.

## **7.0 Subcontract Administrator**

Sverdrup's Cape Canaveral Group General Manager, Dr. Cass Schichtle, will be responsible for the overall small business subcontracting program and goals for LO&SC. Following contract announcement, we will hire a Contract Administrator for our Cape Canaveral Group, and it is our intention to target the incumbent for this position. While we fully expect to retain the incumbent, we have obtained resumes of qualified backup candidates should the incumbent decline our offer. In the event that we must fill the position with a backup candidate, our Corporate Contract Specialist, Mr. Dave Pickering, will provide guidance and support to our new-hire as needed including on-site support beyond that required for phase-in (see Section K). Mr. Pickering has 34 years of experience in contract management including 31 years as an Air Force contract specialist, manager, and director with specific experience at the U.S. Air Force's Arnold Engineering Development Center.

Aligned in our Business Management Department, our Contract Administrator will administer the subcontracting plan for this procurement and will coordinate its execution with Mr. Pickering. Our Contract Administrator will ensure appropriate attention is focused on the SB, SDB, and WOSB subcontracting concerns; duties will include the following:

- oversee compliance with this plan
- perform monthly reviews to measure performance against the plan, reporting this status to the LO&SC General Manager, the LO&SC PCO, and SvT's corporate management
- prepare and submit periodic reports concerning the status of the plan to the LO&SC PCO
- solicit subcontract proposals and negotiate, prepare, and administer subcontracts
- maintain records of subcontracting opportunities

As Corporate Contract Specialist, Mr. Pickering will incorporate the Cape Canaveral Group Contract Administrator's small business reports into the corporate files and normal reporting methodology and well as coordinate activities arising out of this procurement with the Small Business Administration, the local business community, the Government Contracting Representative, and other associations, councils, or foundations.

## **8.0 Description of Efforts**

**Subcontracting Policy** – Sverdrup Technology does not maintain a Master Subcontracting Plan. Instead we write individual plans for each of our organizational segments (Groups). The company-wide policy statement is shown in Attachment 1.

subcontractor efforts to be conducted through Sverdrup's centralized procurement. Therefore, this subcontracting plan applies to all subcontractors performing work on the LO&SC.

## **10.0 Cooperation with Studies and Surveys**

Sverdrup will cooperate with all studies and/or surveys which may be required and will submit the following as required:

- periodic reports/reviews which will allow the Government to evaluate the extent of compliance by the Sverdrup Cape Canaveral Group with this subcontracting plan
- Standard Form 294, "Subcontracting Report for Individual Contracts," and/or Standard Form 295, "Summary Subcontracting Report," to be submitted as required
- Sverdrup will ensure that its subcontractors agree to submit SF 294 and 295, as required

## **11.0 Records and Reporting**

Sverdrup Technology maintains central contract files at our corporate headquarters in Tullahoma, Tennessee, which contain all necessary data for Government review of SB, SDB, and WOSB compliance efforts. These files include source lists with company size data, solicitations sought, contract award data, and other information as required by Federal Acquisition Regulations. These files can be accessed by any organization segment within Sverdrup and are available for Government review.

## **12.0 Conclusion**

Sverdrup's approach to Small Business Subcontracting provides the Government with a roster of qualified subcontractors who will not only bring the best value to the LO&SC, but come from a very diversified background. We have selected Hispanic-American, American-Indian, Woman-Owned, African-American, Asian-American, and small businesses. Subcontractor selection was based on demonstrated past performance and all of the selected subcontractors are experienced in Brevard County. These subcontractors will perform work across a spectrum of high-, medium-, and low-tech, with the majority of the work targeted for high-tech services.

Sverdrup Small Business Subcontracting plan exceeds the quantitative goals and incorporates substantive qualitative initiatives.