



Train, Develop, and Inspire Premier Warfighters

Doing Business with Keesler AFB 81st Contracting Squadron

**Ms. DaVina K. Davis
Small Business Specialist
25 October 2023**

Wingmen, Leaders, Warriors!



Overview



Train, Develop, and Inspire Premier Warfighters

- **Who we are**
- **Supporting the mission**
- **What we buy: Infrastructure and Acquisitions Flights**
- **NAICS breakdown**
- **FY23 Spend**
- **Small Business Goals**



81st Contracting Squadron

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Key Facts & Capabilities

- Personnel Assigned: 47 (14 Mil / 33 Civ)
- Contract Portfolio: >\$400M
- \$19.6M GPC program (FY23)
- Supports 2 AF, 81 TRW, 403 Wing, 53 WRS, 85 EIS, 479 FTG, 12 FTW

Commander
Maj Brad Rajchel



Director of Business Operations
Vacant

Senior Enlisted Leader
MSgt William Barker



UPC
Shirley Wright



Infrastructure Flight Chief (PKA)
Katie Nelson



Acquisitions Flight Chief (PKB)
Denise Krens



Plans & Programs Flight Chief (PKP)
Davina Davis



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Supporting the Mission

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How we support the training mission:

- \$235M construction portfolio
- \$99M Medical Support
- GPC & Expanded Use
- SBA Surveillance and Participation
- 6th Generation Learning Environments

Noteworthy Acquisitions:

- OSI/DCAPES Demo/Consolidation
- Bryan Hall Renovation
- Learn to Win Platform

Customers



Building 2901 - AHUs and Ducts – In Progress

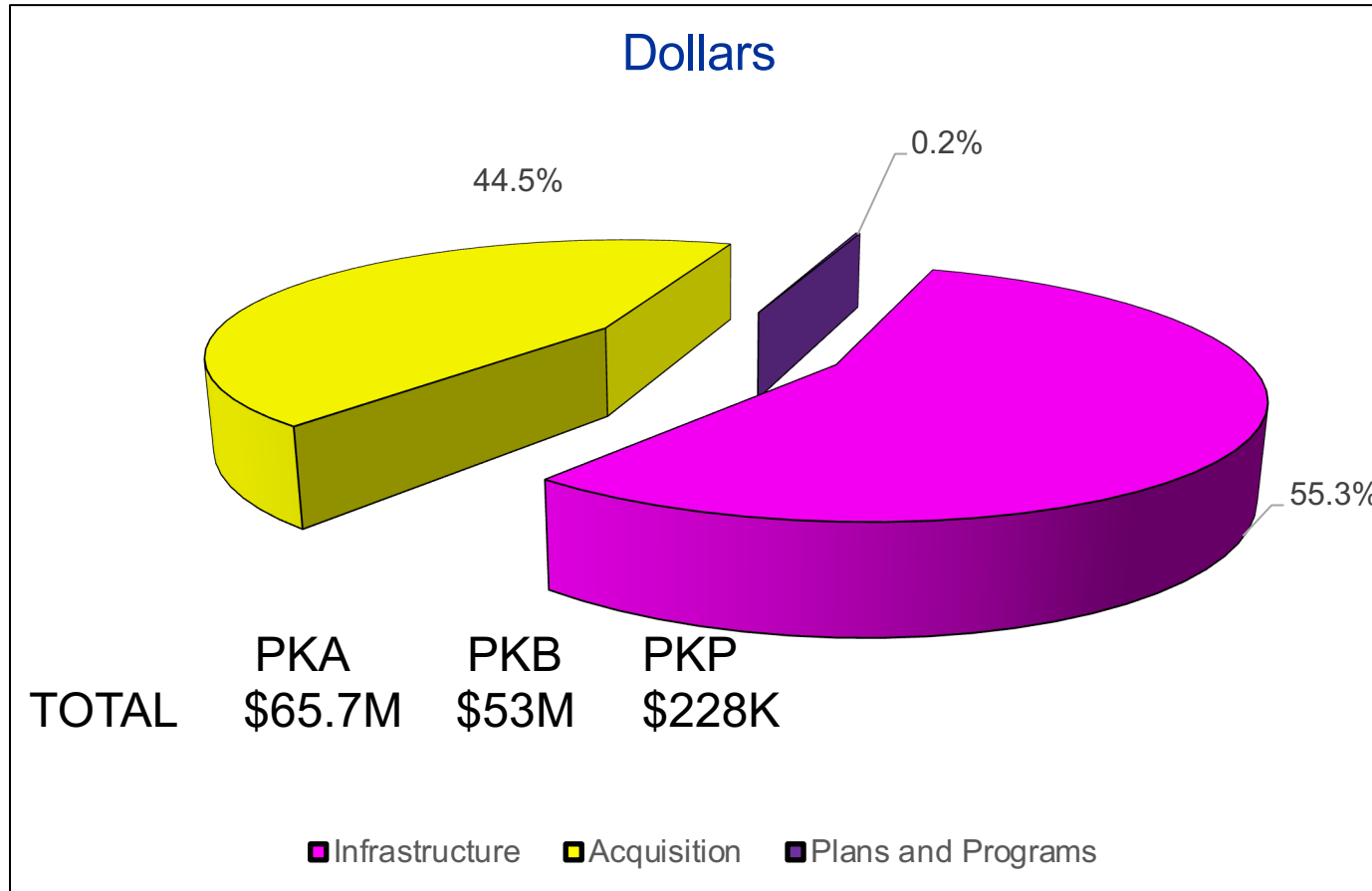


Breakdown of Dollars Spent



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(Includes NAF and Other Actions Awarded that do not get Reported – Does not include GPC)



Infrastructure (PKA), Acquisition (PKB) and Plans and Programs (PKP)

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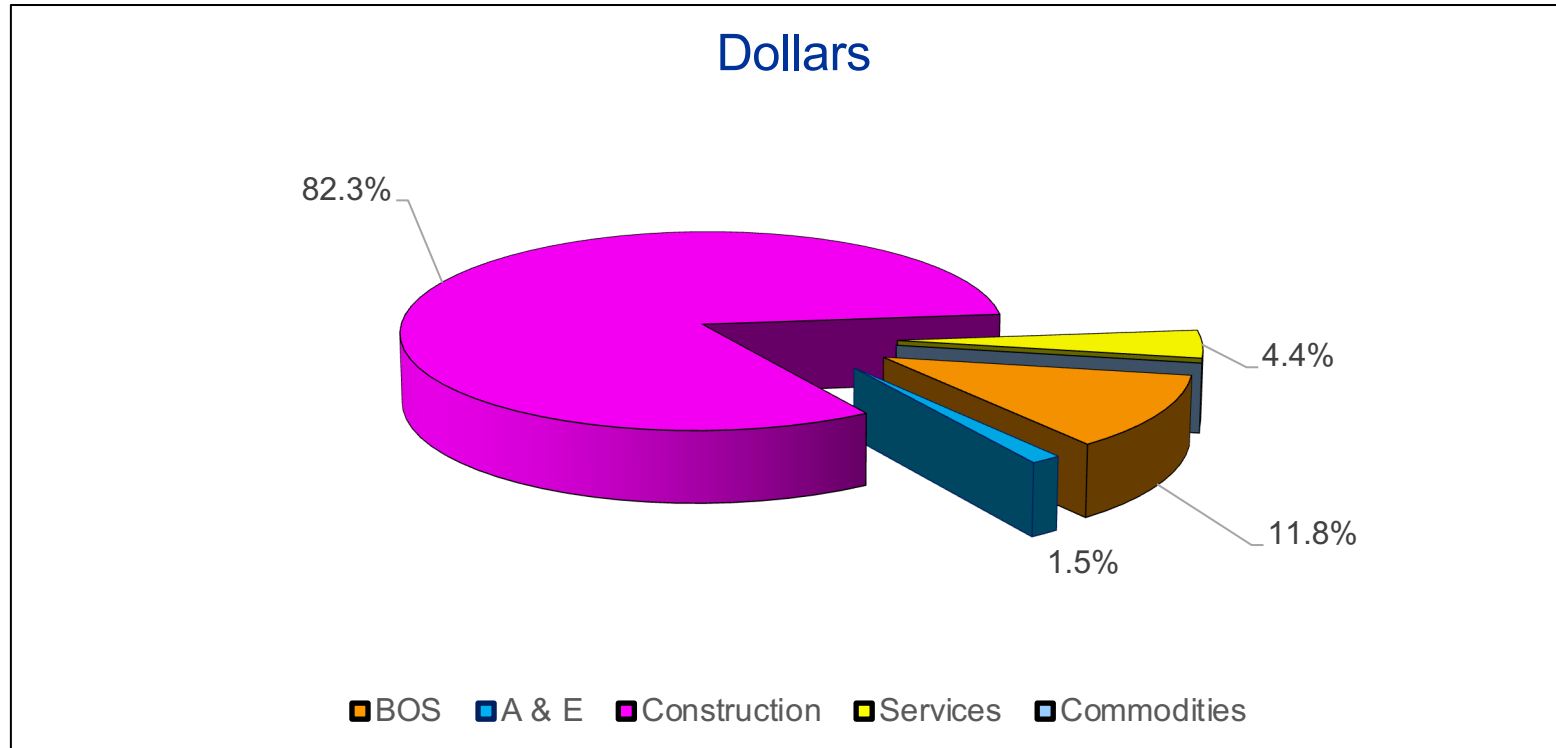


Infrastructure Flight (PKA) Breakdown of Workload



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(Includes NAF and Other Actions Awarded that do not get Reported – Does not include GPC)



TOTAL	CONSTRUCTION	BOS	SERVICES	A&E
	\$54M	\$7.7M	\$2.9M	\$1M



CONS Construction



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- Considered for HUBZone/SDVOSB/SB set asides
- Competition...always
- Price/Performance Tradeoff (PPT) common approach
 - Lowest price and good past performance (winner)
 - Past Performance: recent/relevant and confidence ratings
 - Historically, not unusual for lowest priced offeror's past performance to be rated less than substantial confidence (tradeoffs kick in)
 - Although possible under PPT, it is unusual for successful offeror to be more than the 3rd lowest price (historically)
 - Don't rely totally on your past performance. Price matters.
- Construction Flight Chief/CO: Katie Nelson 228-377-1839



BOS Construction



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- Akima Intra-Data (AID) is the BOS contractor
- Most construction <\$250K for Keesler AFB will be awarded through AID
- Contact AID to be included in the contractors list for potential award packages
- Contractors must register with AID to become an approved vendor
- Contact Information
 - AID Purchasing: Betty Jo Spiering, 228-377-2408, bettyjo.spiering@akimaintradata.com

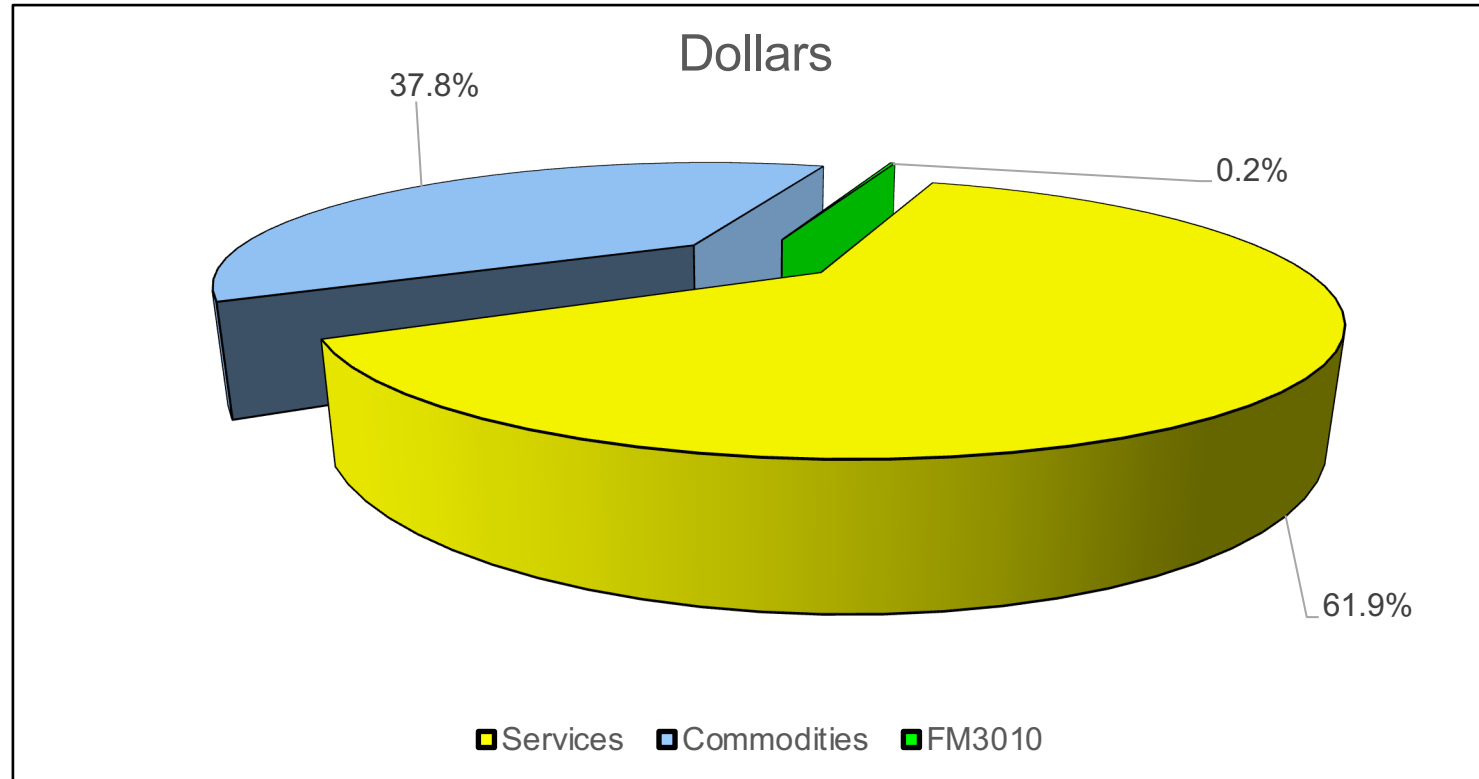


Acquisition Flight (PKB) Breakdown of Awards



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(Includes NAF and Other Actions Awarded that do not get Reported – Does not include GPC)



	SERVICES	COMMODITIES	MEDICAL COMMODITIES
TOTAL	\$32.8M	\$20M	\$109K



COMMODITIES AND SERVICES



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- **Commodities**
 - IT, classroom and office furniture, software licenses, network switches, medical and food service equipment, etc.
- **Contact Information**
 - Commodities Section Chief: Kimberley Alvarez,
228-377-1837, kimberley.alvarez.1@us.af.mil
- **Base Support Services (Non-CE)**
 - Airfield Management, Packing & Crating, etc.
 - BetaSAM posting
 - Best Value – technical/price/past performance
- **Contact Information**
 - Services Section Chief: Priscilla Brown,
228-377-1827, priscilla.brown@us.af.mil



Small Business FY23 Breakdown by NAICS



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- Top 5 NAICS categories with most spend awarded to Small Business
 - 236220 (\$9.5M) Commercial & Institutional Building Construction
 - 238210 (\$18M) Electrical Contractors & Other Wiring Installation Contractors
 - 238220 (\$5.3M) Plumbing, Heating, and Air Conditioning Contractors
 - 238990 (\$3.2M) All Other Specialty Trade Contractors
 - 334111 (\$6.7M) Electronic Computer Manufacturing/ IT Mandatory Sources (NETCENTS and AFWAY)

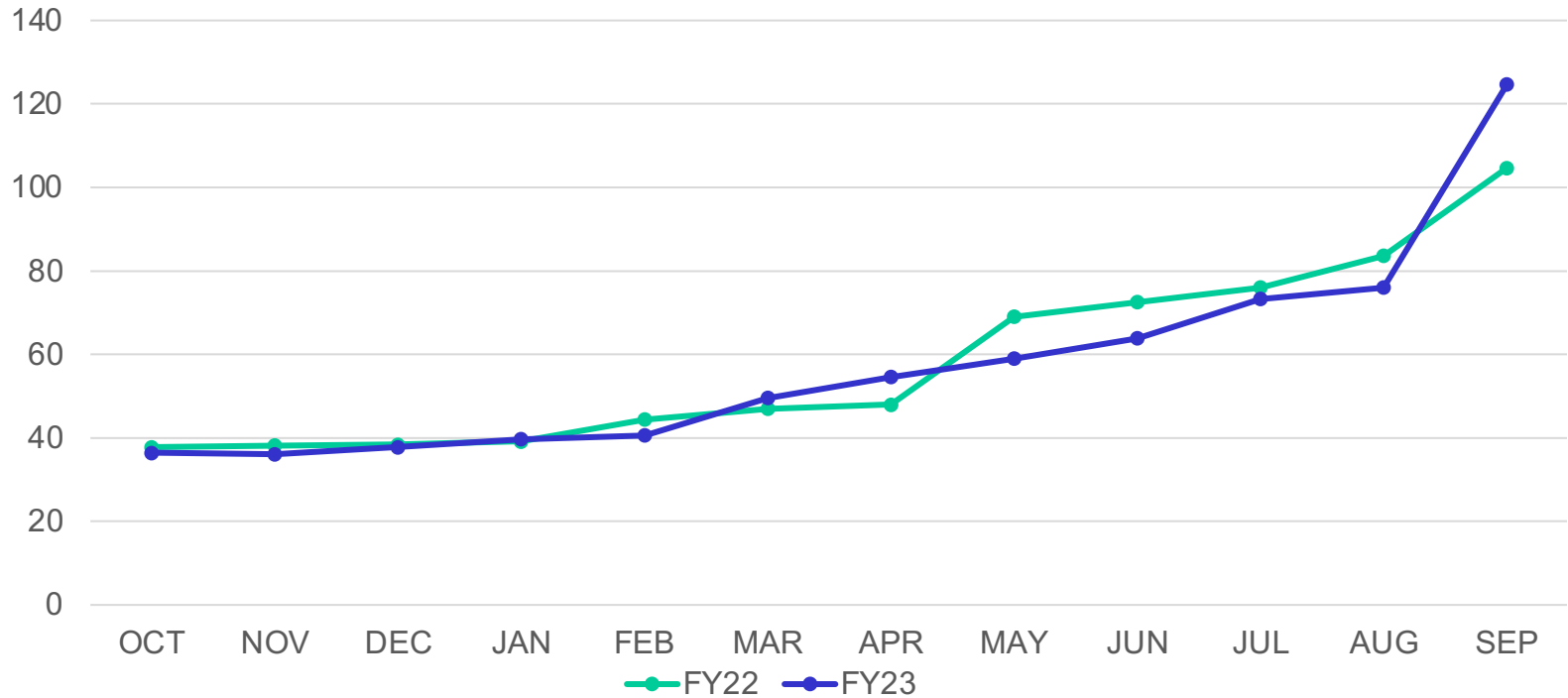


Dollars Obligated\Reported



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FY22 SEP CUM \$104,743,861.53 **FY23 SEP CUM \$124,689,381.50**



FY22	37.8	0.4	0.3	0.7	5.2	2.5	1.3	20.7	3.5	3.5	7.6	21.2
FY23	36.4	-0.3	1.6	1.9	0.9	9.0	5.0	4.5	4.9	9.3	2.8	48.7

Cum Dollars include GPC ECARs \$10K-\$25K and Expanded Use \$25K-\$250K – FY23 GPC ECARs CUM (\$986,953.65) Expanded Use CUM (\$6,224,208.08).

OPR: PKP



81 CONS FY23 Small Business Reports (summary)

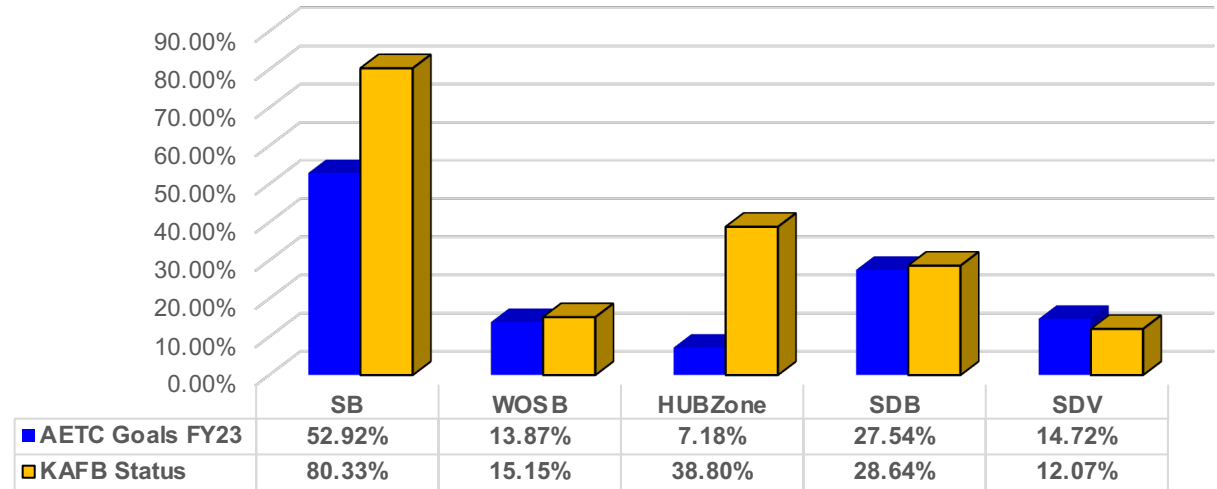


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Dollars Spent FY23 (Form 9)

- Small Business (SB): **\$97M**
- Women Owned Small Business (WOSB): **\$18M**
- Certified Historically Underutilized Business Zones (HUBZone): **\$47M**
- Small Disadvantage Business (SDB): **\$35M**
- Service-Disabled Veteran Owned Small Business (SDV/SDVOSB): **\$15M**
- **Total Dollars Eligible (YTD): \$121M**

Keesler AFB Small Business Goals





Small Business Specialist



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Mr. Toxie Courtney
Director of Business Operations
(228) 377-3131



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