



Date: January 3, 2006

Issue # 5

Corps of Engineers North Atlantic Division Announces Major Increase in Awards to Service Disabled Veterans

Jack Beecher, the North Atlantic Division Service-Disabled Veteran-Owned Small Business (SDVOSB) Coordinator for the US Army Corps of Engineers, has announced their awards of contracts to SDVOSBs have increased by 290% between 2004 and 2005. The five districts that cover New England, New York, Philadelphia, Baltimore and Norfolk, VA went from \$5M in awards to SDVOSBs in 2004 to \$20M in 2005. Three of the NAD Districts awarded at least \$3M in 2005 to SDVOSBs. All of the districts did at least \$400K, with no other Division having more than three districts awarding at least \$3M in contracts to SDVOSBs.

The Norfolk District used a SDVOSB set aside to award three Indefinite Delivery Indefinite Quantity (IDIQ) Construction contracts. These contracts have the capacity to award \$45,000,000 in Construction work over the next three fiscal years if fully utilized. Nine million dollars in awards were granted in the fourth quarter of 2005 after the contracts were awarded in late July. Mr. Beecher has contacted these SDVOSBs, two from Virginia and one from Maryland, to encourage them to use as many VOSBs and SDVOSBs as practical as they award sub-contracts. The winning companies are Arriba Corp of Norfolk, VA (<http://arribacorp.com/>), Turner/Denny Const. of VA Beach, VA, and Homeland Security Const. of Hyattsville, MD (<http://www.hscc-no1.com/>). This is a WIN-WIN-WIN situation in Norfolk if it proceeds as planned. It is a WIN for the customers with highly qualified contractors. It is a WIN for SDVOSB Primes as \$45M over three years is good for business. It is a WIN for local VOSB/SDVOSB Subs as they can get a piece of the action.

Congratulations to the North Atlantic Division of the US Army Corps of Engineers in working to not only meet, but exceed the 3% goal for SDVOSBs in their efforts to comply with Executive Order 13360.

U.S. Department of Veterans Affairs

Center for Veterans Enterprise (CVE) • 810 Vermont Avenue, N. W. • Washington, D.C. 20420
866-584-2344 • (202) 303-3260 • (202) 254-0238 (fax) • www.VetBiz.gov