

How to do Business with the Federal Government and Prime Contractors

- Military Construction -

2005 BRAC Recommendations for Eglin Air Force Base

US Army 7th Special Forces Group (Airborne) will move from Ft. Bragg, NC to Eglin AFB. The MILCON began in 2009 after the release of the Record of Decision in November 2008. The influx of personnel will be in 2011. The location of the new Army post is in the north county area south of I10, west of Duke Field.

F-35 Joint Strike Fighter Initial Training Center (ITC) will beddown where the current 33rd Fighter Wing is located on the main base. The F-15 fighters are being retired and began their drawn-down in 2008. The first F-35 for the JSF ITC will arrive at Eglin AFB in early 2010. The influx of personnel is expected between 2010 and 2016.

Integrated Weapons Research Center arrived in 2007 with 36 personnel. This is a weapons research, development, acquisition, test and evaluation center located on the Eglin main base.

Eglin Complex BRAC Impact		
33rd Fighter Wing Transition to JSF Training Center	Army 7th Special Forces	Integrated Weapons Research Center
F-15 Drawdown begins 2008	2200 Personnel	36 Personnel
F-35 Beddown Begins 2010	Begin arriving 2010	Arriving 2007
2326 Personnel	\$332M MILCON	\$2M MILCON
\$400M MILCON		

Overview
By 2016
4562 Personnel
\$734M MILCON
6500 Dependents

Basic Steps to Register to do Business with the Government

Three types of registration

1. Federal (required for military construction jobs)
2. State
3. Local

Federal Registration

- Register with Dunn & Bradstreet to obtain a DUNS number: 1-866-705-5711, or <https://eupdate.dnb.com/> This is a free ID number.

Get a D-U-N-S number

Why:

With a unique nine-digit D-U-N-S number, your business will join over 120 Million businesses already listed in D&B's database. This enables customers, suppliers and lenders to find you and learn about your company.

How:

The process is easy: First, we will check to see if your company already has a D-U-N-S number. If not, we will ask you for some key business information about your company to create your credit profile. Once complete, you will receive your D-U-N-S number via email in as few as 5 business days. If your company already has a D-U-N-S number, you can sign up for eUpdate to gain access to your D&B information online.

- Once you obtain your DUNS number you will need to register with the Central Contractor Registration (CCR) Go to www.ccr.gov and click Registration to get started. After a company has registered into the CCR they will automatically be entered into the Dynamic Small Business Database.



- A company needs to be registered in the Dynamic Small Business Database in order to be found by prime contractors, or anyone that is looking for someone to do a job. They, the employer, will enter in what criteria they are looking for in the questionnaire and then the database provides the companies that fit their criteria.
- Subcontracting opportunities are available with DoD prime contractors. To find the contractors listed by state go to: www.acq.osd.mil/osbp.
- A company can apply for a position under a prime by going to: <http://web.sba.gov/subnet/search/index.cfm>

State Registration

- A company needs to register with their state in order to do business with state agencies. <http://dms.myflorida.com/mfmp> Go to vendor registration

Local Registration

- Every County and City will be different. A company will need to register with each one in order to do business with them.
- Information can usually be found under their purchasing department on their website. Register as a vendor and then look for bid opportunities.
- Okaloosa County: www.co.okaloosa.fl.us/dept_purchasing.html

Sources of Assistance

The Economic Development Council of Okaloosa County, Florida
www.florida-edc.org 850-651-7374

The Workforce Development Board of Okaloosa and Walton Counties
www.jobstoponestop.com 850-833-7587, 850-689-7823, 850-892-8668

Florida SBDC Procurement Technical Assistance Center Program
www.fptac.org 850-301-3514

The Small Business Development Center
www.sbdc.uwf.edu 850-833-9400

Federal Business Opportunities; Government
www.fbo.gov

Federal Business Opportunities; Commercial
www.fbdaily.com

U.S. Department of Veterans Affairs
www.va.gov or www.vetbiz.com or www.vetbiz.gov