

# Hunters Point Naval Shipyard BUILDING DEMOLITION INDUSTRY DAY

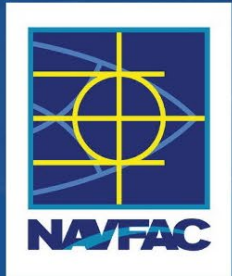


Wednesday, April 24, 2024

South San Francisco Conference Center  
255 S Airport Bld, South San Francisco 94080

8:00 a.m. - 5:00 p.m.

Learn about building demolition contract opportunities  
Get information on federal small business contracting



Scan QR Code or Use Link to Register: <https://HPNS-2024-IndustryDay.eventbrite.com>



# Hunters Point Naval Shipyard Business Opportunities for the Local Community

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Hunters Point Naval Shipyard  
Base Realignment and Closure Environmental Coordinator

*April 2024*

# Agenda



- **About Hunters Point Naval Shipyard**
- **Objectives**
- **Upcoming Building Demolition**
  - Program Overview
  - Draft Local Hiring and Subcontracting Requirements
  - Contract Awards and Schedules
  - Contracting Opportunities
- **Getting Started in Federal Contracting**
- **Federal Subcontracts**
  - Advantages of Subcontracting
  - Navigating the Subcontracting Process
- **Small Business Resources**
  - Hunters Point Naval Shipyard Industry Day
- **Questions**

# About Hunters Point Naval Shipyard



- **Size and Location**

- 935 acres of land and submerged shoreline in southeast San Francisco

- **Historical Use**

- 1869-1939: Founded as a commercial dry dock
  - privately owned by Union Iron Works and Bethlehem Shipbuilding Company
- 1939 – 1974: Navy ship repair and maintenance at drydocks
  - At various points in its history, private companies also used the shipyard for ship repair and maintenance
- 1948 – 1969: Naval Radiological Defense Laboratory ship decontamination from atomic weapons testing, research on effects of radiation
- Historical use resulted in contaminants found in soil, groundwater, and shoreline sediment at Hunters Point Naval Shipyard

# Industry Day Objectives



- Provide an overview of upcoming building demolition work at Hunters Point Naval Shipyard with potential opportunities for local small businesses
- Share information on ways small business can work as a subcontractor to prime federal contractors
- Provide information and resources for small businesses to navigate the process of securing contracts with the federal government
- Share information on Hunters Point Naval Shipyard Industry Day

# Upcoming Building Demolition: Program Overview



- **National Defense Authorization Act for Fiscal Year 2023 provides Congressional authority to demolish HPNS**
- **Expectation for the Navy will move out with building demolition with current provided funding**
- **HPNS has 108 buildings that will be demolished**
- **Congress has not fully funded the demolition and is anticipated will take approximately 10 years to complete**
- **Two contracting efforts are underway**
  - Award task order on **existing contract** to demolish the Parcel G buildings
  - Award of a **new HPNS building demolition contract** that task orders will issued against



# HPNS Proposed Draft RFP Language for Local Business Participation and Hiring Requirements



## **Each prime contractor must provide a plan to:**

- Identify a small business liaison with experience to recruit local businesses
- Identify outreach methods to reach Qualified Local Business(es) as the prime and/or as subcontractors
- Describe how a minimum Qualified Local Business subcontracting rate of 23% of the contract value will be maintained throughout the project
- Describe the methods to replace a Qualified Local Business subcontractor or find a new Qualified Local Business subcontractor during the life of the contract
- Describe methods to maximize the hiring of Local Residents through direct hiring or through subcontractors
- Provide letters of commitment for Qualified Local Businesses as subcontractors

# Building Demolition Contracting Opportunities



- **Parcel G is using an existing Multiple Award Contract**
  - Has 14 pre-selected prime contractors
  - Only subcontracting opportunities are available
- **New HPNS-specific building demolition contract**
  - Being issued as an unrestricted Multiple Award Contract (MAC)
  - Anyone can compete for a slot as a prime contractor
  - Anticipated 6-8 prime contractors will be selected
  - Task orders issued on this contract will have the same subcontracting opportunities as the Parcel G work



# Building Demolition Contracting Opportunities



- The **prime contractor** manages the overall demolition project, including costs and the coordination and supervision of subcontractors to ensure safety, compliance, and efficiency as described in the contract award
- Examples of work that **subcontracts** may be issued for:
  - Structural demolition
  - Concrete cutting and breaking
  - Asbestos abatement and hazardous material removal
  - Utility disconnection
  - Site preparation
  - Debris hauling, recycling, salvage and recovery of materials
  - Air monitoring and dust management during demolition activities
  - Site grading and excavation
  - Security and safety
  - Biological monitoring and surveys
  - Other specialties as defined in building-specific demolition plans

# Building Demolition Contracting Efforts



- **Parcel G Phase 1 Building Demolition Task Order Award**
  - Parcel G buildings have a radiological history
  - Using an existing Multiple Award Contract (MAC) with 14 prime contractors
  - Request for proposals planned to be issued in May
  - Proposals require demonstration of use of local business and local hiring
  - Contract award planned in late 2024
  - Demolition planned to begin 2025
- **New Multiple Award Basic Contract**
  - For demolition of all buildings outside of Parcel G
  - It is an unrestricted acquisition
  - Request for Proposal planned to be issued in May 2024
  - Basic contract planned for award in early 2025
  - First task to be on contracted for in early 2025

# Subcontracting Tips for Consideration



- **Businesses can enter into exclusive or non-exclusive contracting relationships with prime contractors**
  - **Exclusive = you can only work with the prime that you have an agreement with**
  - **Non-exclusive = you are free to work with multiple prime contractors under independent agreements**
- **Task orders are awarded on competitive basis, thus no contractor is guaranteed work**

# Hunters Point Naval Shipyard



**Buildings on Hunters Point Naval Shipyard**

# Getting Started in Federal Contracts



- **Understand Your Business Classification**

- What is your North American Industry Classification System (NAICS) code(s)?
  - <https://go.usa.gov/xHsUz>
- What Small Business Size Standards do you meet?
  - <https://go.usa.gov/xFR2U>
- What Small Business Certifications do you have?
  - For example: women-owned, veteran-owned, disadvantaged, disabled veteran-owned

- **Register Your Business**

- You must be registered in the System for Award Management (SAM)
  - <https://go.usa.gov/xFNkS>
- You must have a Unique Entity ID (UEI) through SAM registration

- **Reach out to Small Business Resources**

- Business development
- Training
- Mentoring
- Assistance with registration

# Advantages of Subcontracting

- **Access to Larger Contracts**

- Limited Resources: Smaller businesses can take part in larger, more complex projects
- Competitive Edge: Partnering with prime contractors enhances competitiveness

- **Mentorship and Learning**

- Knowledge Transfer: Learn from the experience and processes of established prime contractors
- Capacity Building: Develop capabilities to take on more substantial contracts in the future

- **Local Opportunities**

- Navy Hunters Point Naval Shipyard demolition contracts will include language that promote the use of local small businesses and hiring



# Small Business Resources for Demolition Subcontracts



- **Procurement Technical Assistance Centers (PTACs) offer training and resources for small businesses**
  - APEX, NorCal (Humboldt)
- **Small business agencies provide specialized resources to help small businesses succeed**
  - Navy Office of Small Business Programs (OBSP), San Diego
  - U.S. Small Business Association (SBA), San Francisco
  - City and County of San Francisco Small Business Development Center (SBDC)
- **Industry events offer opportunities for small businesses to meet prime contractors**
  - Hunters Point Naval Shipyard Industry Day – April 24, 2024
  - Industry association networking events (e.g. Associated Builders & Contractors (ABC), American Subcontractors Association, Society of American Military Engineers (SAME), etc.)



# Small Business Resources: Contacts



U.S. Small Business  
Administration



SMALL  
BUSINESS  
DEVELOPMENT  
CENTER

SAN FRANCISCO

## US Small Business Administration

### San Francisco District Office

455 Market St., Suite 600

San Francisco, CA 94105

(415) 744-682

<https://www.sba.gov/district/san-francisco>

## NAVFAC Small Business Office

Karen Barba, Director

3639 Midway Drive, Suite B#175

San Diego, CA 92110

[info@navygoldcoast.org](mailto:info@navygoldcoast.org)

<https://www.navygoldcoast.org/about-don-osbp/>

## Procurement Technical

### Assistance Center (PTAC)

1 Harpst St., Arcata, CA 95521

(707) 267-7561

[info@norcalptac.org](mailto:info@norcalptac.org)

<https://norcalptac.org/>

## San Francisco

### Small Business Development Center

Jessica Wan, Director

1650 Mission Street, Ste 101A

San Francisco, CA 94103

415-937-7232 [quian.wan@sf.gov](mailto:quian.wan@sf.gov)

<https://americassbdc.org/>

# Industry Day – April 24, 2024



- Navy working with a variety of organizations and local government to increase awareness of potential small business subcontracting opportunities for upcoming Hunters Point Naval Shipyard building demolition projects
- Industry Day will provide local businesses the opportunity to learn more about upcoming demolition contracts and meet prime contractors

**Hunters Point Naval Shipyard**  
**INDUSTRY DAY**

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The NAVFAC logo is located in the bottom left corner of the banner, consisting of the same stylized circular emblem and text as seen in the top right of the slide.

## Post-Industry Day Networking Opportunity!

- To enhance networking and partnering opportunities, SAME SF Post is hosting an evening Happy Hour mixer after HPNS Building Demolition Industry Day at a nearby venue
- The goal of the SAME mixer is to promote networking between large and small businesses and encourage partnering opportunities.

**More information coming soon!**

**For updates, please visit:**

**[www.same.org/sf/](http://www.same.org/sf/)**