



PITTSBURGH 2019

APRIL 16-18, 2019

**Doing Business with
the Department of
Energy's
Western Power
Administration**

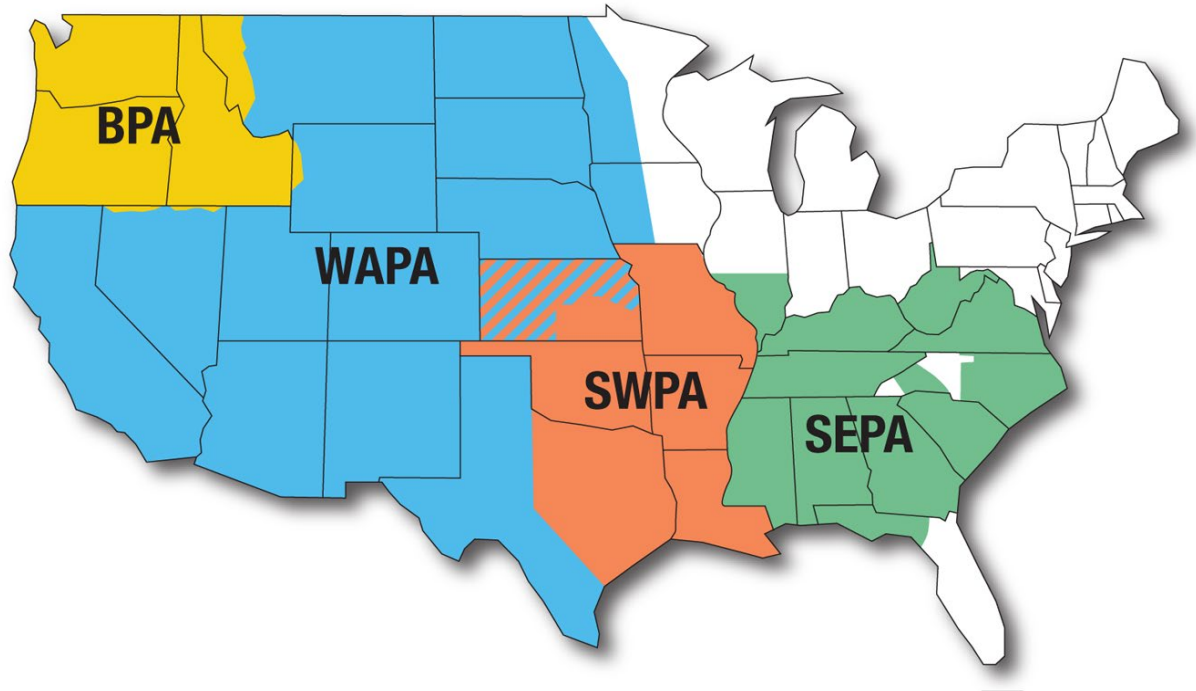
Byron D. McCollum
Small Business Program Manager
Western Area Power Administration
U.S. Department of Energy

New American Energy Era

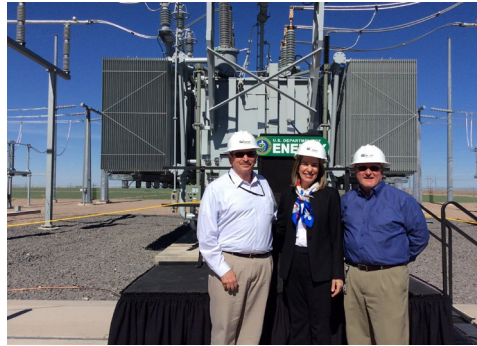


18th Annual DOE Small Business Forum & Expo
APRIL 16 – 18, 2019 | PITTSBURGH, PA

Power Marketing Administrations



What is WAPA?

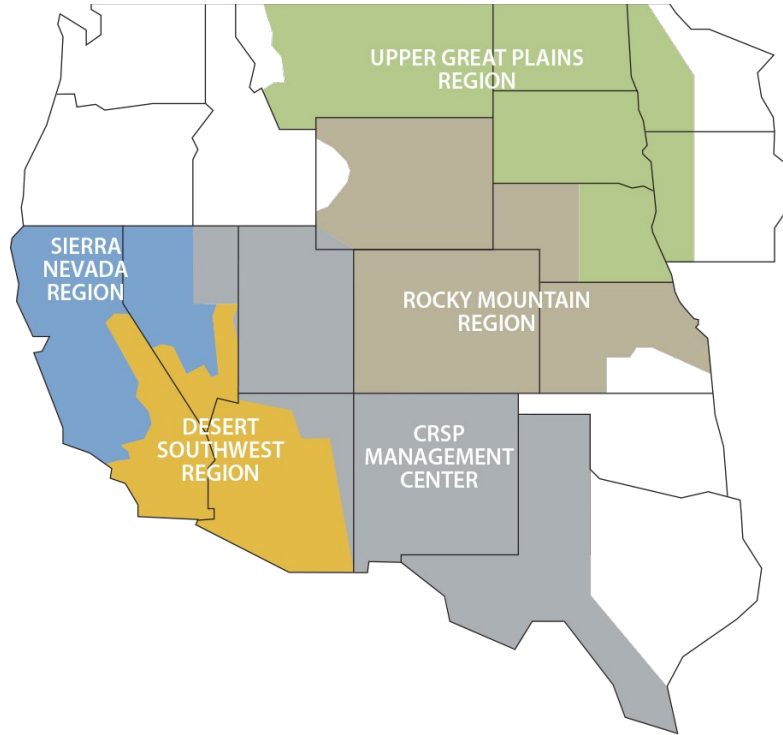


What is WAPA?



- One of four power marketing administrations, under DOE
- Wholesale electricity supplier
- 457 long-term/firm power preference customers when agency formed in 1977
- ~700 customers today

WAPA's Mission and Vision



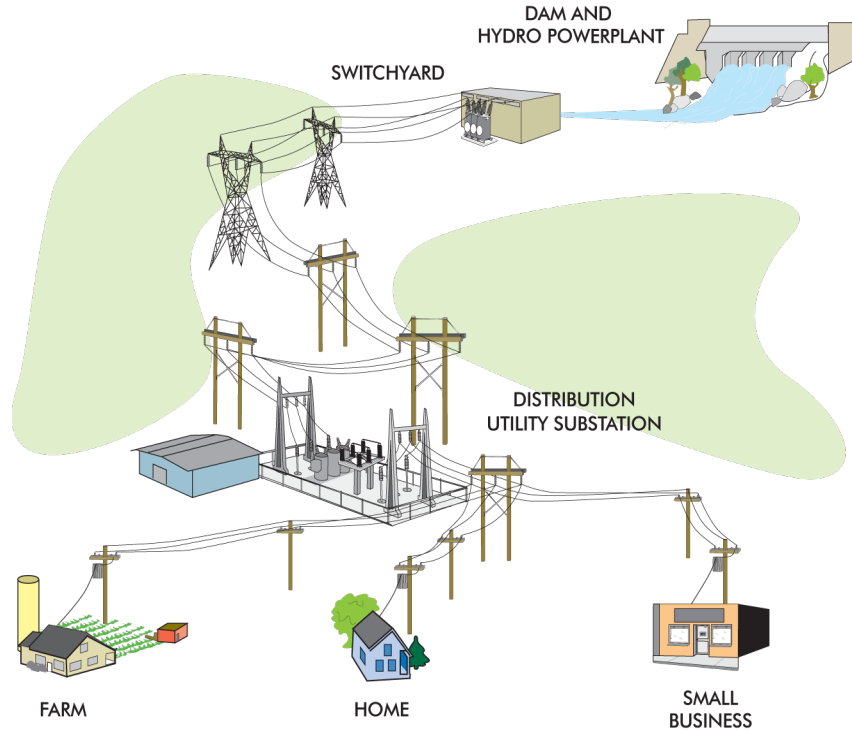
- To market and deliver reliable, renewable, cost-based hydroelectric power and related services within a 15-state region of the central and western U.S.
- WAPA will continue to provide premier power marketing and transmission services to our customers, as well as contribute to enhancing America's energy security and sustaining our nation's economic vitality.

Customers

- ~700 customers
 - Cities and towns
 - Rural electric cooperatives
 - Irrigation districts
 - Public power districts
 - Federal and state agencies
 - Native American tribes
- Preference entities under the 1939 Reclamation Reform Act



The Power Grid



What We Buy

- **Construction work**
 - High-voltage substations (NAICS 237130)
 - Concrete foundations (NAICS 238110)
 - Transmission lines (NAICS 237130)
 - Repair of access roads (NAICS 237990)
 - Microwave communication systems (NAICS 334220)

What We Buy

- **Construction-related supplies**
 - Wood poles (NAICS 32113)
 - Steel poles (NAICS 423510)
 - Transformers (NAICS 335311)
 - Circuit breakers (NAICS 335313)
 - Surge arrestors (NAICS 335931)
 - Capacitor banks (NAICS 423610)
 - Control switchboards and panels (NAICS 335313)

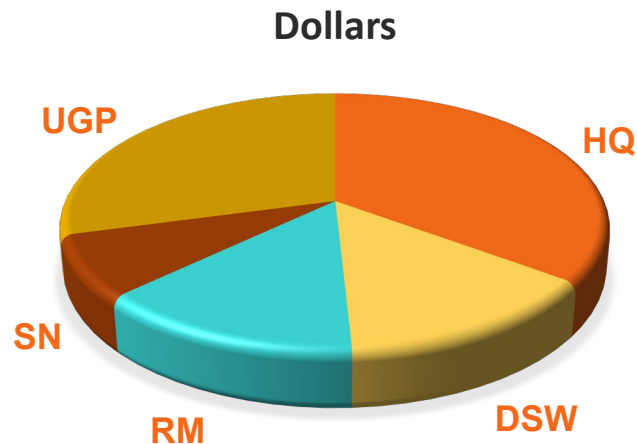
What We Buy

- **Miscellaneous supplies and services**
 - Large bucket trucks and cranes (NAICS 336212 and 333924)
 - Administrative and warehouse support (NAICS 561110)
 - Janitorial support (NAICS 561720)
 - Construction inspection services (NAICS 541990)
 - Technical support (NAICS 541990)
 - Tree clearing, vegetation management and weed control (NAICS 113310, 561730)

FY 2018 Actions

(October 2017 to September 2018)

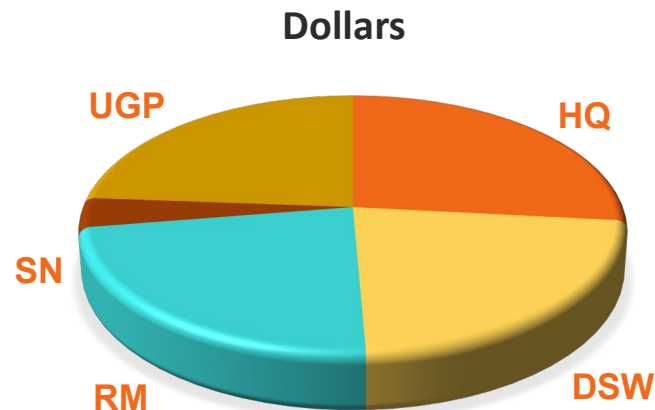
Region	Dollars	Actions	Average \$ per action
HQ	\$20,283,259.91	342	\$59,307.78
DSW	\$8,139,392.50	287	\$28,360.25
RM	\$7,987,223.11	223	\$35,817.14
SN	\$4,531,800.83	138	\$32,839.14
UGP	\$16,875,452.13	514	\$32,831.62
Grand total	\$57,817,128.48	1,504	\$38,442.24



FY 2019 Actions

(October 2018 to March 2019)

Region	Dollars	Actions	Average \$ per action
HQ	\$19,416,358.46	213	\$97,156.61
DSW	\$16,509,916.34	237	\$69,662.09
RM	\$16,871,634.30	162	\$104,145.89
SN	\$2,686,613.07	93	\$28,888.31
UGP	\$17,363,485.91	406	\$42,767.21
Grand total	\$72,848,008.08	1,111	\$68,524.02



WAPA FY 2018 Small Business Achievements

- Small Business Goal 70% (87%)
- 8(a) Goal 15% (19%)
- Small Disadvantage Business (SDB) Goal 15% (41%)
- Women-Owned Small Business (WOSB) Goal 10% (24%)
- HUB Zone Goal 3% (5%)
- Service-Disabled Veteran-Owned Goal 7% (22%)

WAPA FY 2019 Small Business Goals and Current Achievements through March 2019

- Small Business Goal 70% (93%)
- 8(a) Goal 15% (22%)
- Small Disadvantage Business (SDB) Goal 15% (31%)
- Women-Owned Small Business (WOSB) Goal 10% (11%)
- HUB Zone Goal 3% (20%)
- Service-Disabled Veteran-Owned Goal 7% (51%)

WAPA Small Business Manager Thoughts

- Be willing to compete
- Ensure you have the appropriate North American Industry Classification System (NAICS) for the services and products that you provide
- Keep your Small Business Dynamic Search information updated. Keywords are important
- Attend Site Visits and Pre-Bid Conferences
- Ensure you respond to Contractor Performance Assessment Reporting Systems (CPARS) request
- Statement of Capabilities are a great marketing tool

Upcoming FY 2019 Actions

- SNR Physical Security Upgrade (\$250k to \$500k)
- SNR Access Road Repairs (\$5M to \$10M)
- SNR Bronto 178 Foot Man Lift (\$1M to \$5M)
- SNR Integrated Vegetation Management (\$1M to \$5M)
- SNR Keswick Substation Switches (\$250k to \$500k)

Upcoming FY 2019 Actions

- HQ WAPA-wide Dead Tank Power Circuit breakers (Over \$10M)
- HQ WAPA-wide Power Circuit Breakers (Over \$10M)
- HQ WAPA-wide Control Switchboards (Over \$10M)

Upcoming FY 2019 Actions

- RMR Cedar Mountain Communication Building (\$500k to \$1M)
- RMR Midway Transform and Reactors (\$1M to \$5M)
- RMR Golden Prairie Circuit Breakers (\$1M to \$5M)
- RMR Laramie Tap to Snowy Range T-Line Project (\$1M to \$2M)

Upcoming FY 2019 Actions

- DSW Large Scale Integrated Vegetation Management \$10M
- DSW WAPA Wide Disconnect Switches (Over \$10M)
- DSW WAPA Wide Cable and Wire (\$5M to \$10M)
- DSW Bull Dozer (\$250k to \$500k)
- DSW HVAC Phase II for Substations (\$250k to \$500k)

Upcoming FY 2019 Action

- Southline Transmission Project – Approximately 240 miles of new, 345-kV double-circuit transmission line between the existing substations at Afton (NM) and Apache (AZ). Also this project will provide series of upgrades to approximately 120 miles of existing transmission lines (from single-circuit 115-kV to double circuit 230-kV) between Apache (AZ) and Saguaro (AZ) substations

—Website: www.southlinetransmissionproject.com

Upcoming FY 2019 Actions

- UGP Eagle Butte 115/69kV Power Transformer (\$500k to \$1M)
- UGP Gregory 115kV Breakers (\$500k to \$1M)
- UGP Charlie Creek-Killdeer Transmission Line (\$1M to \$5M)
- UGP Mount Vernon Stage 05 Construction (\$500k to \$1M)
- UGP Pressure Digger (\$250k to \$500k)



Session Evaluations

Reminder

Please complete the
Speaker/Session Evaluation Form
located in the Mobile App



Questions?

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<https://www.wapa.gov/DoingBusiness/Pages/doing-business.apx>

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