

GOOD MORNING,

THANK YOU FOR JOINING US!

**THE MORNING SESSION
WILL START AT 9:00 AM SHARP**

**PLEASE STAY MUTED AND KEEP YOUR CAMERAS
TURNED OFF TO MAXIMIZE BANDWIDTH.**

****THIS SESSION WILL BE RECORDED****



U.S. ARMY



**US Army Corps
of Engineers®**



USACE MVD "LOWER 3"

SMALL BUSINESS INDUSTRY DAY

MARCH 27, 2025



New Orleans District

david.willis@usace.army.mil

nesrin.comez-vance@usace.army.mil



504-862-2620



Vicksburg District

demetric.t.erwin@usace.army.mil

601-631-5951



Memphis District

sherrie.cordi@usace.army.mil



901-568-0614



US Army Corps
of Engineers®



PROGRAM INTRODUCTION

Mr. David Willis

Deputy, Office of Small Business
Programs
New Orleans District, LA



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OPENING REMARKS

Col. Cullen Jones

District Commander,
New Orleans District



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MVD OFFICE OF SMALL BUSINESS PROGRAMS

Mrs. Marlan Snodgrass

Assistant Director,
Office of Small Business Programs
USACE Mississippi
Valley Division



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SMALL BUSINESS ADMINISTRATION

Mrs. Jo Ann Lawrence

Deputy District Director,
U.S. Small Business Administration
Louisiana District Office



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**WE WILL CONTINUE WITH THE PRESENTATIONS
AFTER A SHORT BREAK**



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LA APEX ACCELERATOR

Mrs. Cindy Carrier

Program Manager,
Louisiana Apex Accelerator



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Louisiana APEX Accelerator Overview



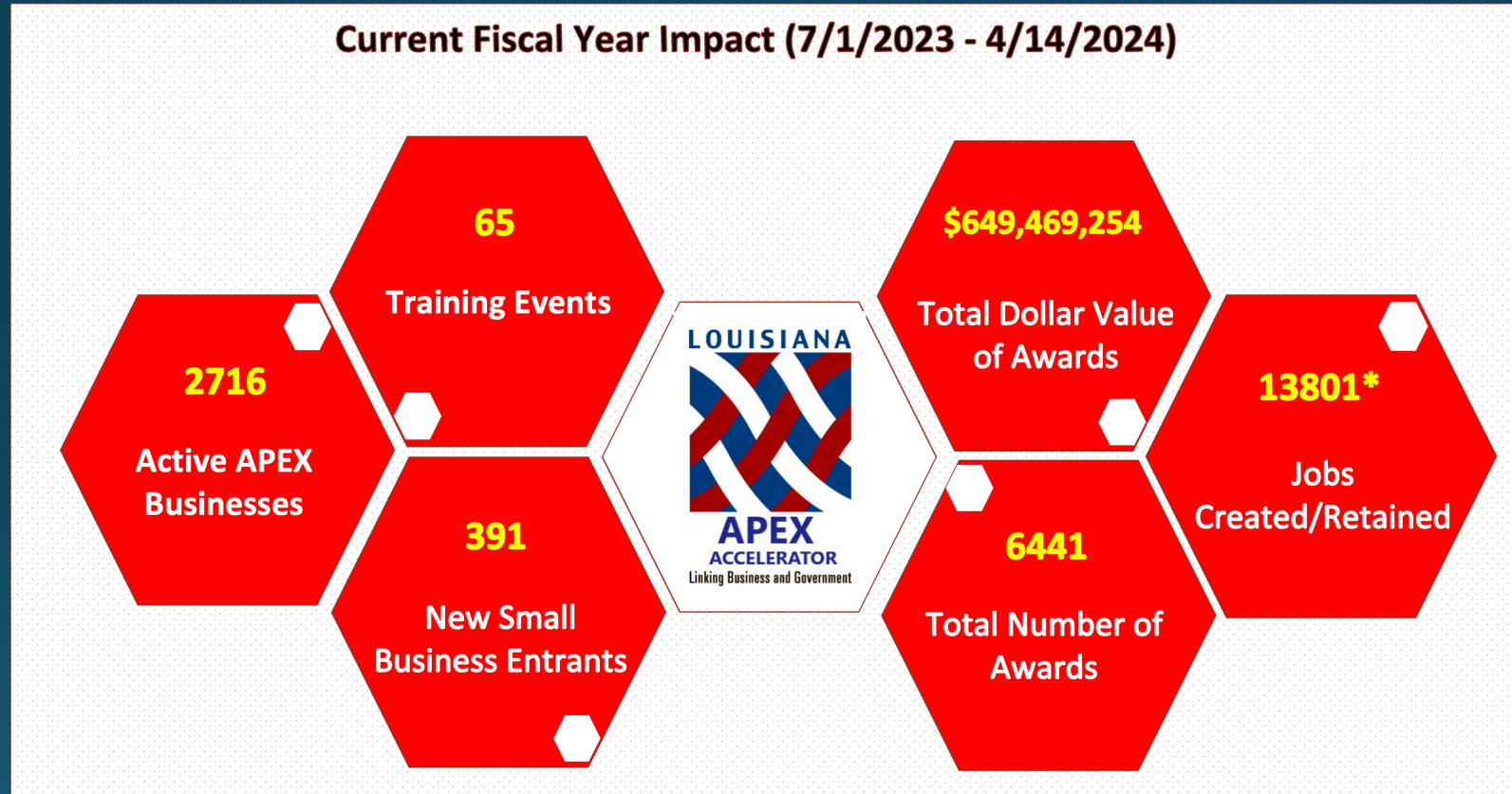
Our Mission

- **APEX Accelerators serve as a bridge between buyer and supplier to foster a diverse and resilient domestic industrial base**
- Assist Louisiana businesses in selling their goods and/or services to Government or Prime Contractors
- Provide government contracting counseling to small, medium, or large-size Louisiana businesses
- **FREE!** Funding – Department of Defense, University of Louisiana at Lafayette, Louisiana Economic Development (LED)

Who We Serve:

- For-Profit Companies in our service area
- Government and Industry Buying Agencies

LA APEX Accelerator



*based on DLA regulations and Bureau of Labor Statistics definition

Organization of LA APEX

- Territories/Parishes
- Subject Matter Experts
- Office locations



How APEX Accelerators support Louisiana Businesses

Determining Suitability for Contracting

Securing Necessary Registrations

Certification Assistance

Marketing

Researching Procurement Histories

Networking

Identifying Bid Opportunities

Guiding Proposal Preparation

Resolving Contract Performance & Payment Issues

Advising in Audit Preparation

Research and Development Programs

Registrations



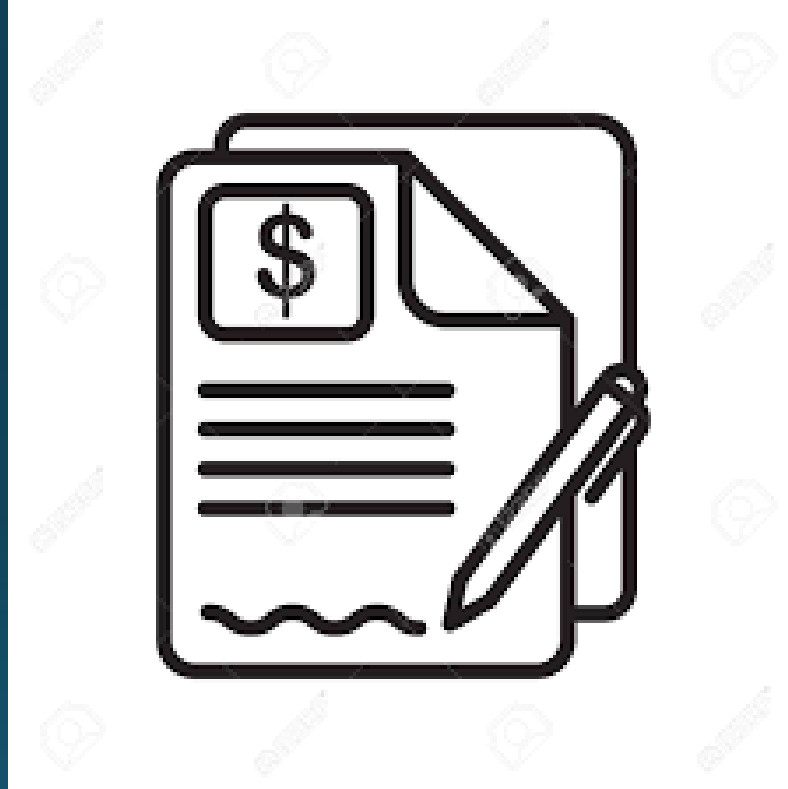
Certifications



Proposal preparation



Contract Performance & Payment Issues





Education & Networking



How to Become a LA APEX Client

- 800-206-3545
- <https://laapex.ecenterdirect.com/signup?centerid=7>

DoD Goals

- Goal 1 – Cultivate the DIB and GIB
- Goal 2 – Increase Small Business Certifications and Participation – 8a, HUBZone, Veteran/Service-Disabled Veteran, WOSB. Increase participation in DoD and SBA Mentor Protégé Program
- Goal 3 – Increase Awareness of and Compliance with FOCI
- Goal 4 – Improve Cybersecurity of the DIB and GIB - CMMC; Project Spectrum trainings, cybersecurity trainings
- Goal 5 – Facilitate Innovation - SBIR; STTR; ERDCWerx
- Goal 6 – Strengthen the Supply Chain
- Goal 7 – Capture Market Data in Key Industries

New Clause in USACE-NO Solicitations

- “Please NOTE this solicitation requires offerors to enter a National Institute of Standards and Technology (NIST) score in the Supplier Performance Risk System (SPRS) prior to responding to this solicitation. The NIST score is a responsiveness item. Bids/offers from contractors with a NIST score in SPRS will be considered responsive and evaluated/considered for award. Those without a NIST score in SPRS will be deemed NON-RESPONSIVE and thus not evaluated/considered for award.”



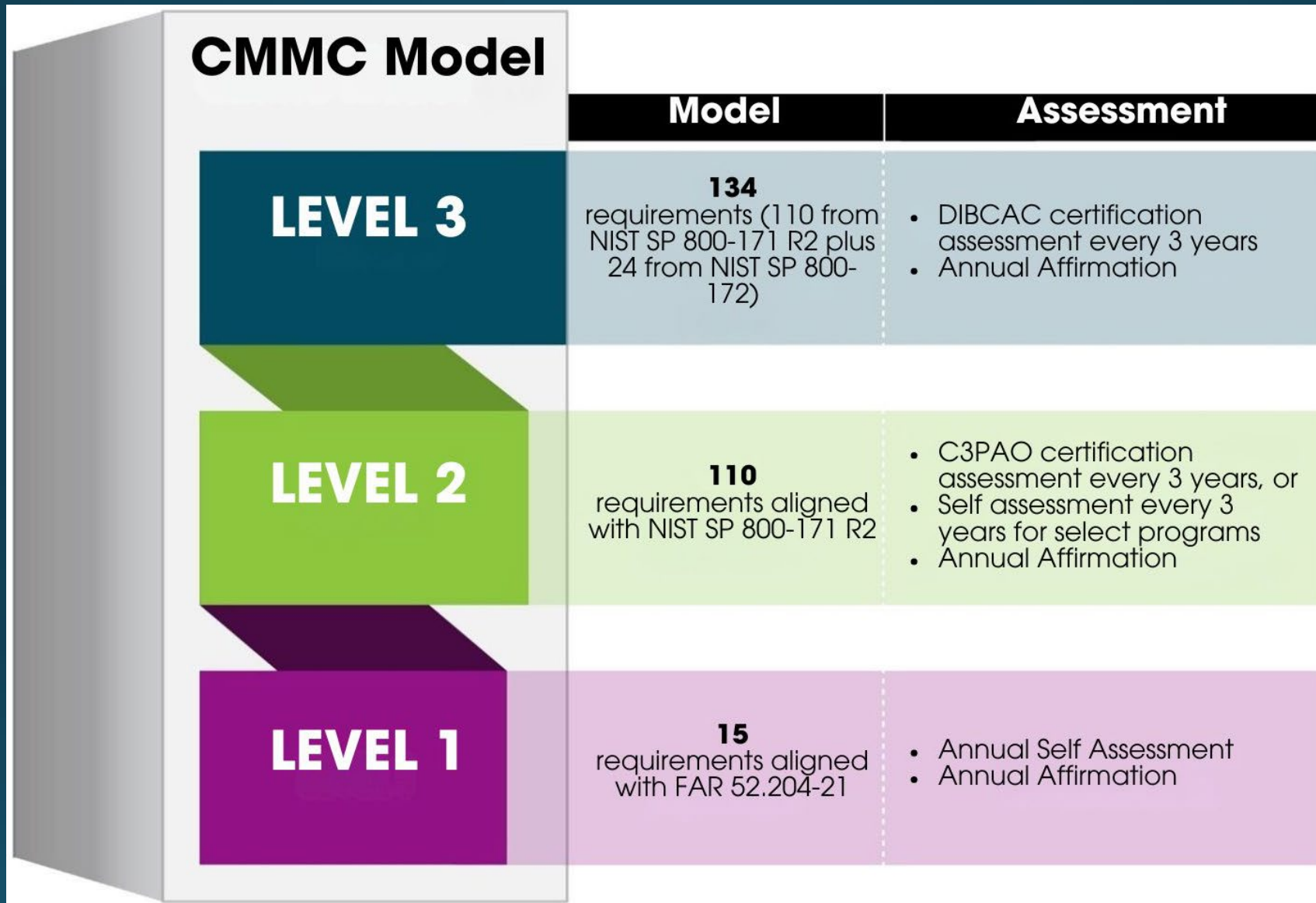
What is NIST SP 800-171 ?



- NIST SP 800-171 is a NIST Special Publication that provides recommended requirements for protecting the confidentiality of controlled unclassified information (CUI). Defense contractors must implement the recommended requirements contained in NIST SP 800-171 to demonstrate their provision of adequate security to protect the covered defense information included in their defense contracts.
- Provides 110 recommended requirements to ensure the confidentiality of CUI residing on the computers of contractors
- The assessment is a self-assessment done by the contractor

Below is a step-by-step guide to begin preparing your company for the NIST/CMMC certification:

- 1.) **Assess where you stand on Implementing NIST 110 security requirements and document** in a “system security plan (SSP)” and “plans of action and milestones (POAMS)” those requirements that are not yet implemented and when the requirements will be implemented.
 - Plan of Action and Milestones (POAM)- Plans of Action should address how and when any unimplemented security requirements or partially met security requirements will be addressed, how any planned improvements will be implemented, and how and when deficiencies will be corrected and how they will reduce or eliminate vulnerabilities in the system.
 - System Security Plan (SSP)- Develop, document, and periodically update system security plans that describe system boundaries, system environments of operation, how security requirements are implemented, and the relationships with or connections to other systems.
- 2.) **Complete a Basic Assessment.** I recommend signing up for FREE with Project Spectrum and take the NIST SP 800-171 readiness check, download your results and then upload them to SPRS.
 - Project Spectrum website: <https://projectspectrum.io/#/>
- 3.) **Upload the resulting score in Supplier Performance Risk System (SPRS).** EVERY contractor must go into SPRS platform and input their NIST 800-171 self-assessment number to be considered for award.



CMMC2.0

CMMC 2.0

- On December 16, 2024, the Cybersecurity Maturity Model Certification (CMMC) program, codified as 32 CFR Part 170, became effective, requiring defense contractors and subcontractors to implement cybersecurity standards for protecting Federal Contract Information (FCI) and Controlled Unclassified Information (CUI).
- 32 CFR Part 170 allows defense contractors to begin pursuing the CMMC certifications.
- Once the final Title 48 CFR CMMC acquisition rule is released, **CMMC Certification** will be a requirement for contract awards.

Thank you!

- Cindy Carrier
- Program Manager
- NAPEX Region 8 Director
- Louisiana APEX Accelerator
- <http://apex.louisiana.edu>
- La-apex@louisiana.edu
- 800-206-3545



COASTAL TECHNICAL ASSISTANCE CENTER

Ms. Paige Gisclair

Program Director ,
Coastal Technical Assistance
Center



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CTAC

COASTAL TECHNICAL
ASSISTANCE CENTER

PAIGE GISCLAIR

Program Director, Coastal Technical Assistance Center (CTAC)

PURPOSE

The Coastal Technical Assistance Center (CTAC) is a program supported by Louisiana Economic Development as well as the Coastal Protection and Restoration Authority.

The CTAC program is a FREE service provided by the state to assist Louisiana-based businesses with opportunities related to coastal restoration and protection projects happening along Louisiana's coast.



COASTAL PROJECTS

\$1 BILLION ANNUALLY

is projected to be spent on Louisiana coastal efforts, under the Coastal Protection & Restoration Authority (CPRA) Master Plan.

Even a modest increase in the share of in-state spending would have a significant impact on Louisiana's economy



LOCATION & SERVICES

The CTAC Resource Center is located in Thibodaux, Louisiana, on the Nicholls State University Campus. CTAC is a statewide program, thus all services are offered ***ONLINE***.

Implementation of Services:

Phase 1: Centralized Resource Center

Phase 2: Business Services

Phase 3: Workforce Development

Phase 4: Trainings/Certifications



WEBSITE

Coastal Events, Coastal Projects and MORE!!!

CLIENT PROJECTS + RESOURCES ABOUT EVENTS NEWS CONTACT

AGENCY	BID DUE AND TYPE	PROJECT	
USDA	Construction	PRESOLICITATION PO 75 MARSH CREATION	View

AGENCY	BID DUE AND TYPE	PROJECT	
CPRA	09/26/2022 3:00 pm Professional Services	RFP FOR OYSTER BIOLOGIST SERVICES	View

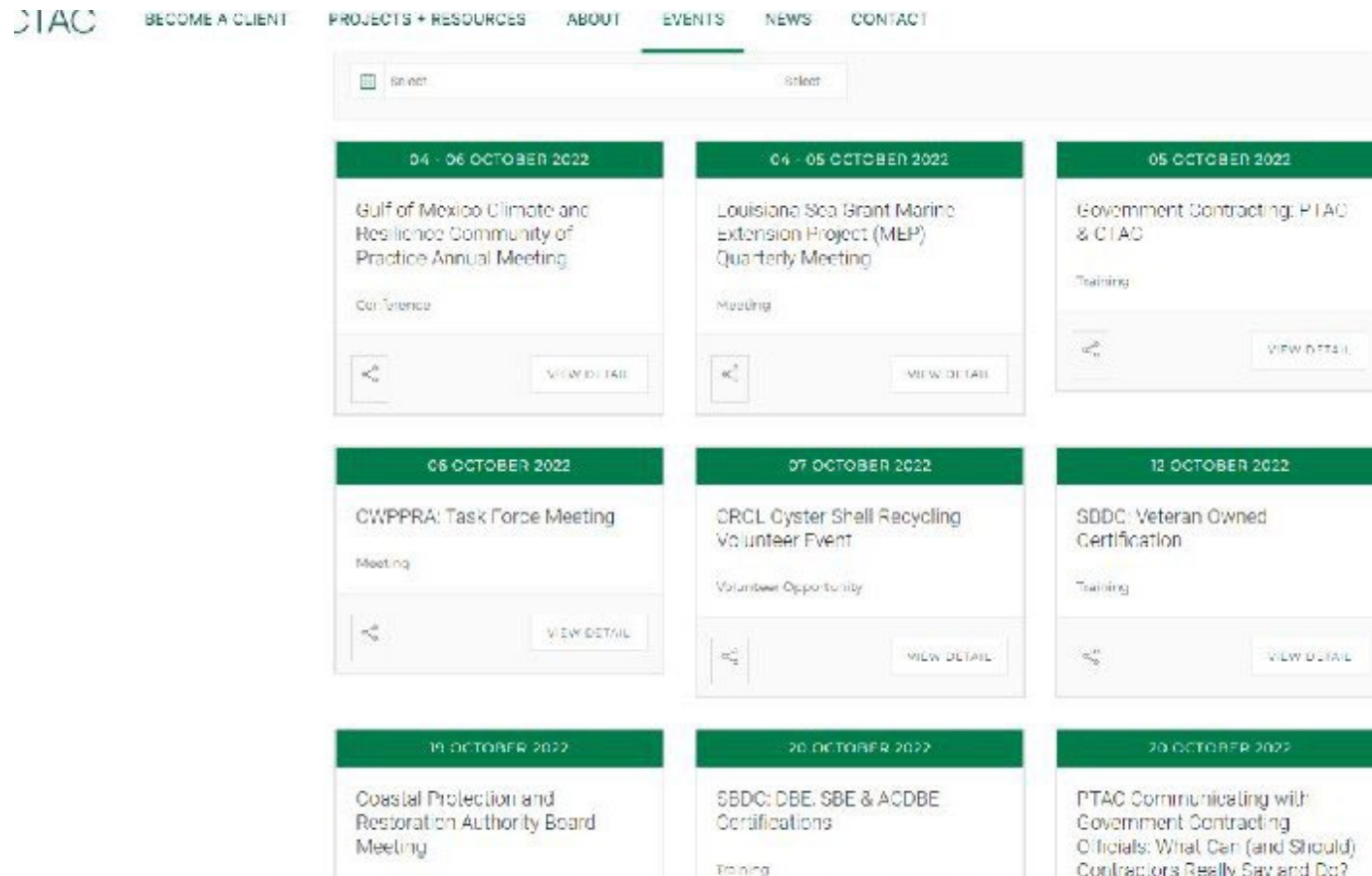
AGENCY	BID DUE AND TYPE	PROJECT	
CPRA	09/27/2022 2:00 pm Construction	TIMBALIER ISLAND VEGETATIVE PLANTINGS (TE-0143)	View

AGENCY	BID DUE AND TYPE	PROJECT	
CENTRAL BIDDING	09/27/2022 10:00 am Construction	PORT FOURCHON 2022 VESSEL REMOVAL & PILE CLUSTER REPLACEMENT	View



WEBSITE

Coastal Events, Coastal Projects and MORE!!!



WEBSITE

Coastal Events, Coastal Projects and MORE!!!



NEWSLETTER



The Coastal Technical Assistance Center (CTAC) is here to provide resources and assistance to businesses in Louisiana seeking to do coastal work throughout the state through coastal protection and restoration efforts. There is no charge for our services.

Become a
CLIENT today! >

CTAC NEWS

CTAC Offers Services

The Coastal Technical Assistance Center is offering services. Businesses can sign up using the "Become a Client Today" link above. If you would like additional information regarding CTAC, you can visit our website at www.louisianactac.org or call us at 905.490.2505!



ICYMI: USACE-MVN Presentation on Doing Business with the Army Corps - Infrastructure and Subcontracting Opportunities

CTAC had the pleasure of co-hosting an event last week with partners from the USACE MVN, LAPIAC, SBDC, LLD, and Southeastern University to offer small businesses the opportunity to learn more about contracting with the Army Corps. During this event, participants were able to engage in general discussion and have one-on-one meetings with the Army Corps. To view a copy of the presentation, [click here](#).



CPRA Coastal Week

The Louisiana Coastal Protection and Restoration Authority hosts Coastal Industry Week to include informative webinars in addition to other in-person event opportunities. If you missed any of the webinars, you can view them on the CTAC website [here](#). If you are interested in participating in the events being held this week... [Register here](#)



CTAC Representatives will be Present at LLD Small Business Summit and Coastal Day in Baton Rouge on April 5th

Stop by to visit us at our exhibition tables at each event on Tuesday, April 5th. For additional details click [here](#).

View More CTAC News

UPCOMING EVENTS

April 4, 2022
CPRA: Coastal Construction Project Forecast - Partner Led
3:00 pm
Virtual

April 5, 2022
LLD: Small Business Summit
9:00 am
Growth Plaza Executive Center, Baton Rouge

April 5, 2022
Coastal Day at the State Legislature
All Day

April 5, 2022
CPRA Business to Business Networking Event
11:00 am
LSU Center for River Studies

April 5, 2022

April 12, 2022
Louisiana PTAC New Client Orientation
9:00 am
Virtual

April 20, 2022
Coastal Protection and Restoration Authority Board Meeting
9:30 am
Location TBD
Virtual on Facebook @LouisianaCPRA

April 20, 2022
SBDC: Hubzone Certification
10:00 am
Virtual

April 20, 2022
Louisiana Watershed Initiative: Working with Nature Training Series
1:00 pm



CTAC

CTAC SERVICES

What we can do:

- Provide assistance
- Provide resources
- Provide networking opportunities
- Provide connections
- Provide training

What we cannot do:

- Guarantee a coastal contract or award



NEW & IMPROVED SERVICES

- Business Counseling Services
 - Check ins, guidance on resources and receiving support
- Partners Page
 - Highlights various coastal partners
- Client Spotlights
 - Social media, newsletter, ect..
- Improved Resources
 - Coastal Award Results and more!

EVENTS & NEWS

- Coastal Day
 - Business Networking & Matchmaking Event: May 12th
- CPRA Annual Plan
 - Ap26.coastal.la.gov
- State of the Coast
 - Conference: May 20-22nd

BUSINESSES AND SERVICES NEEDED

Cleaning Supplies

Diesel Mechanics

Electricians

Engineering Services

Equipment Rentals

Fuel & Lubricants

General Construction Materials

Groceries

Hydrographic Surveying

Machine Shops

Marine Hardware/Supply

Service Cranes

Sheet Piling

Dry-docks

Shipyard Services

Shop Equipment

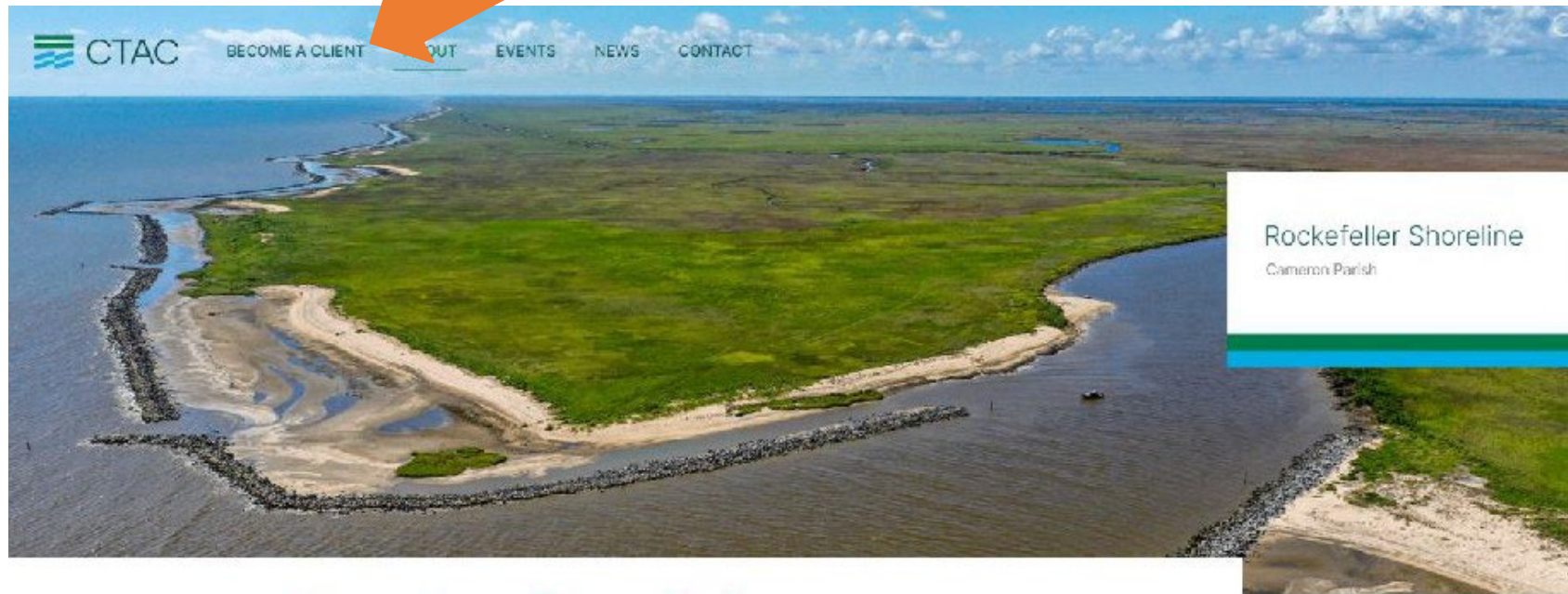
Tuggers

Welders

HOW TO SIGN UP

BECOME A CLIENT!

www.louisianactac.org



Keeping Coastal
Investment Local.

STATEWIDE OUTREACH



We have reached
over...

3000 people

2400 companies

CLIENT OVERVIEW MAP



224 Clients

As of March 24, 2025

\$281,716,986.84

*CTAC Clients
Coastal Contracts Awarded
for 2024*



CTAC KEY PARTNERS:





CTAC

COASTAL TECHNICAL
ASSISTANCE CENTER

www.louisianactac.org

Paige Gisclair, Program Director

paige@louisianactac.org

Connect with us @louisianaCTAC



NEW ORLEANS DISTRICT

Mr. Victor Landry III

Assistant Deputy District Engineer,
New Orleans District



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VICKSBURG DISTRICT

Mr. Gregory Anderson

Deputy Program Manager,
New Orleans District



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U.S. ARMY

VICKSBURG DISTRICT

DELTA HEADWATERS PROJECT SEDIMENT REDUCTION STRUCTURES



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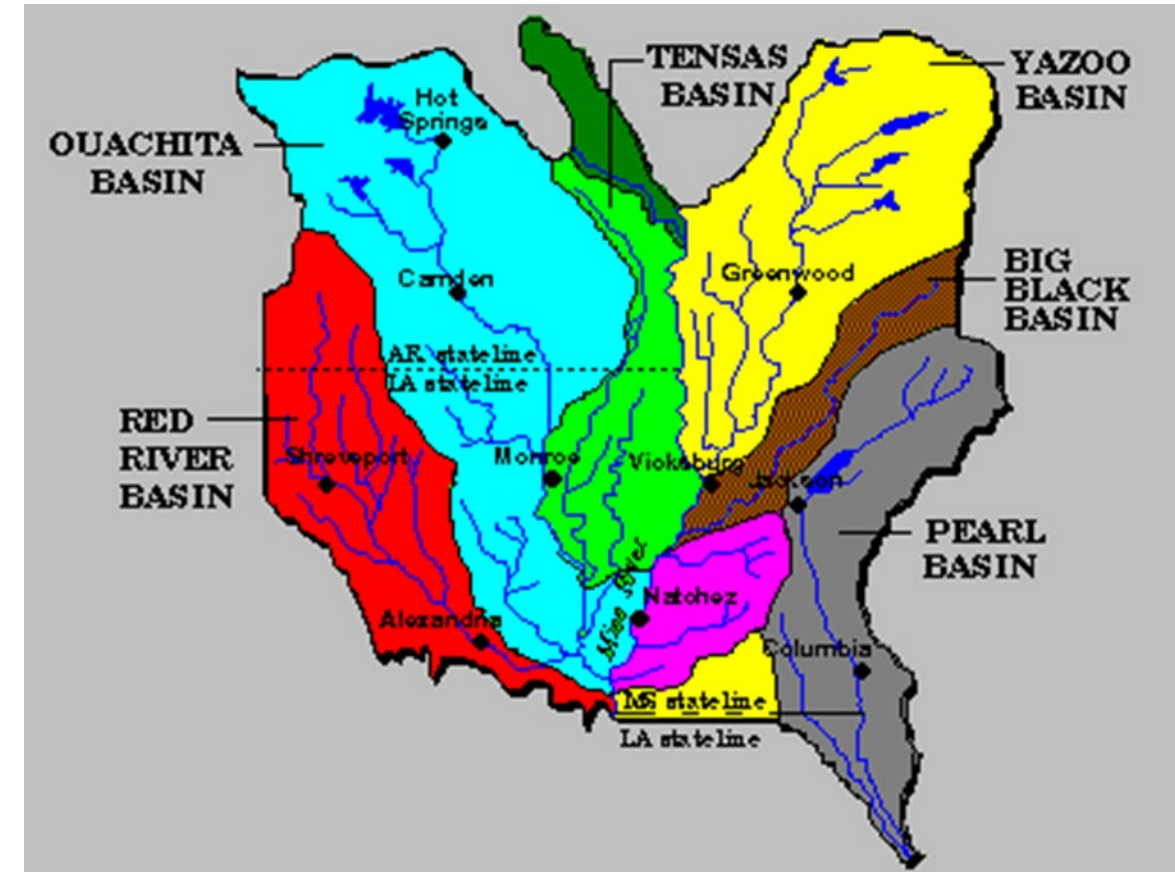
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Background Delta Headwaters Project

49



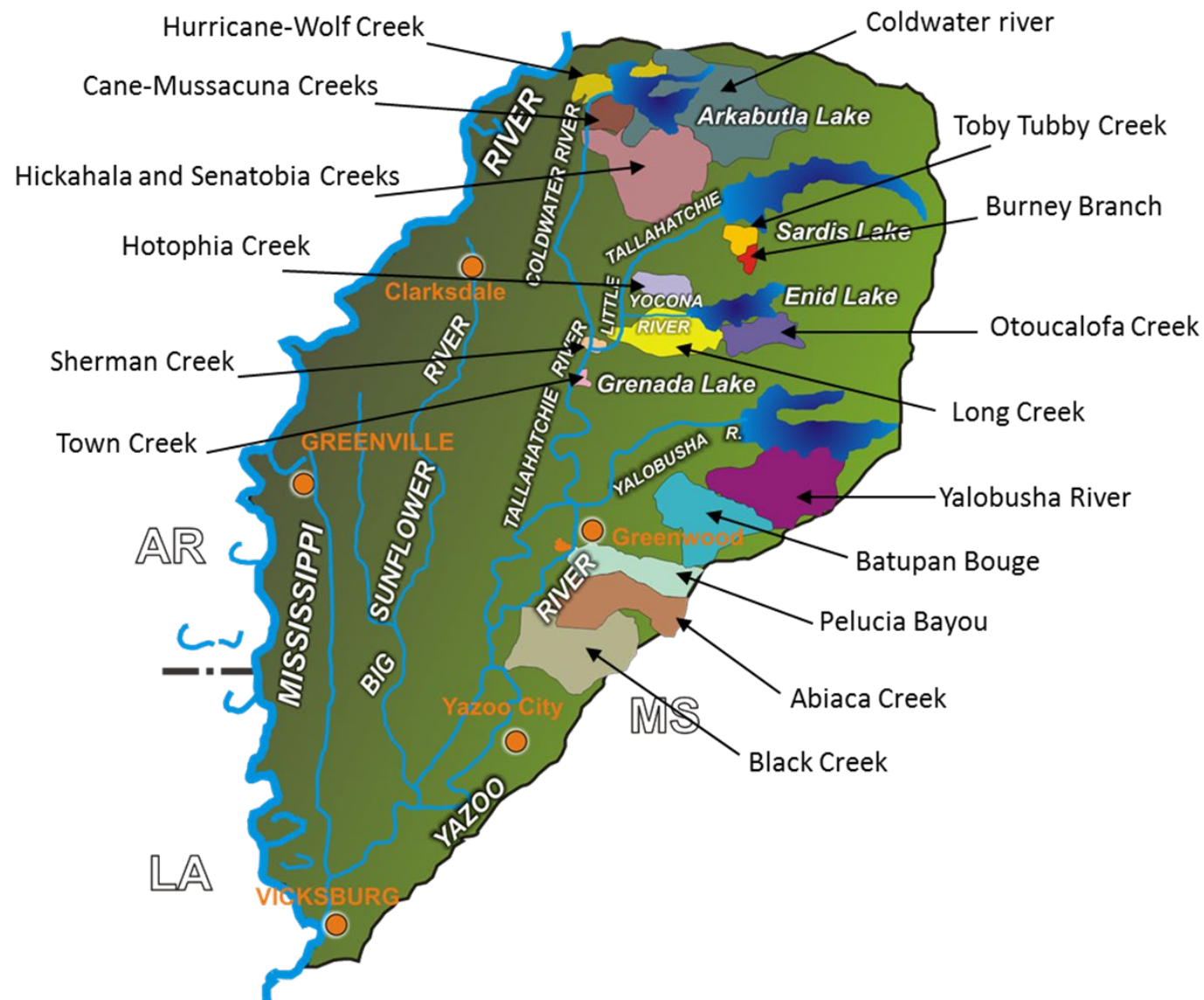
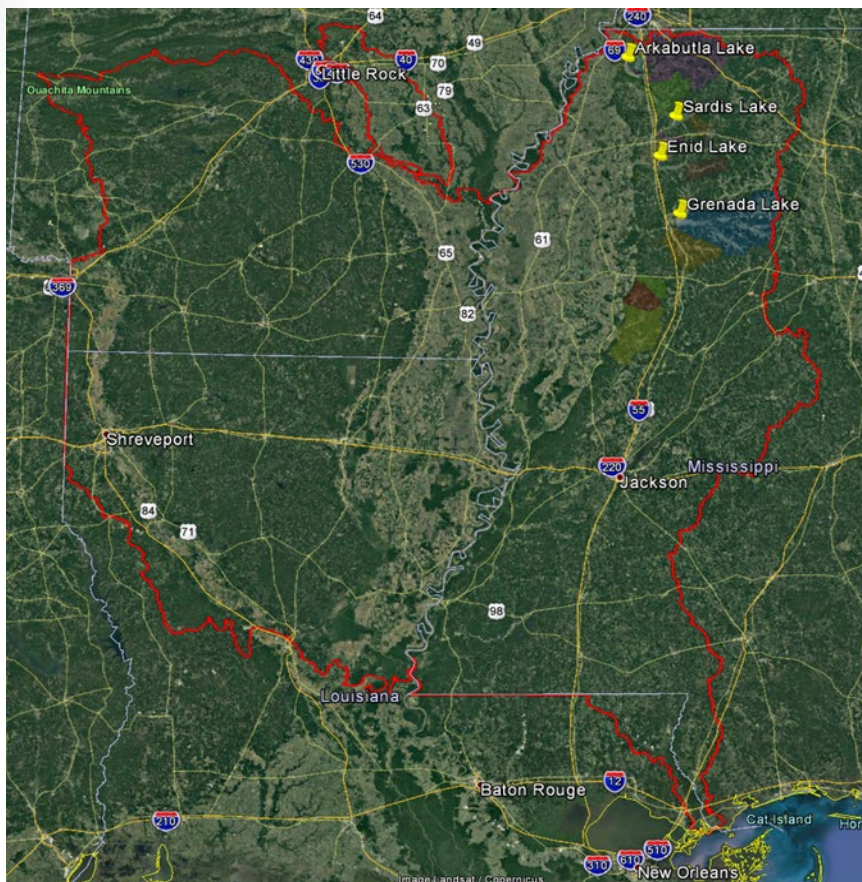
- Authorized in 1984
 - Public Law 98-8, Emergency Jobs Appropriation Action of 1983, provided initial authorization of the MDHP
 - Public Law 98-50, Energy and Water Development Appropriations Act for FY 84
- Where: Yazoo Basin
- Why: To find solutions to widespread erosion and sedimentation problems
- Formerly the Demonstration Erosion Control (DEC) Project



YAZOO BASIN

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- 16 Current Watersheds
 - 1985: original 6
 - 1988: 9 added
 - 1997: 16th added
 - Future: 7 potential additions
- Range in size 1 square mile (Town Creek) to over 600 square miles (Coldwater River)





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EROSION CONTROL

51



Riser Pipe



Bank Stabilization



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Low-Drop Grade Control (1 to 6 feet of drop)

52





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Box Culvert (water control and bridge)

53



VICKSBURG DISTRICT

J. BENNETT JOHNSTON WATERWAY



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LOWER APPROACH TO OVERTON

- Longitudinal submerged dike

Working on solutions for the approach to Overton Lock.



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Thank You



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MEMPHIS DISTRICT

LTC Collin Jones

Deputy Commander,
Memphis District



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MEMPHIS DISTRICT



ASSOCIATED GENERAL CONTRACTORS OF AMERICA MISSISSIPPI VALLEY FLOOD CONTROL BRANCH



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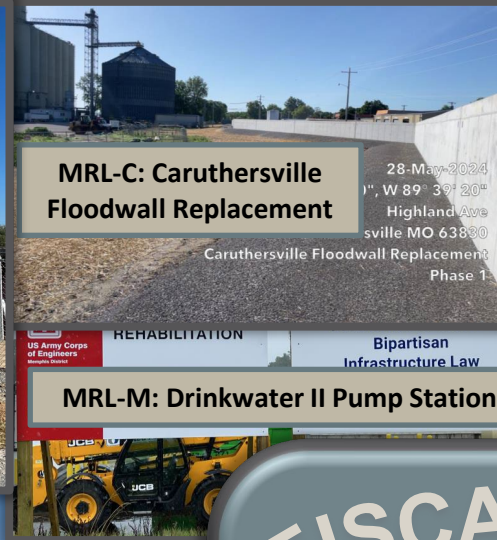


LTC Collin Jones
Deputy Commander
Memphis District
March 27, 2025

Grand Prairie, AR



MRL-C: Caruthersville
Floodwall Replacement



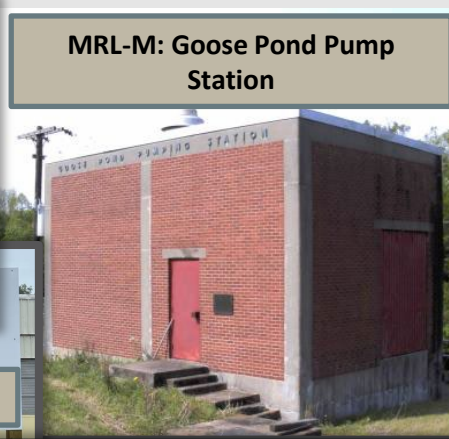
28-May-2024
1" W 89° 39' 20"
Highland Ave
Caruthersville MO 63830
Caruthersville Floodwall Replacement
Phase 1

REHABILITATION
US Army Corps
of Engineers
Mobile District

Bipartisan
Infrastructure Law

MRL-M: Drinkwater II Pump Station

MRL-M: Goose Pond Pump
Station



SFB-M: Ditch 19



SFB-M: DD17 Inlet Channel



SFB-M: Castor River, MO



2024 Low Water Upstream Trip



FISCAL YEAR 2024

28 NEW CONTRACTS AWARDED
37 CONSTRUCTION COMPLETIONS
(33 met early, 6 advanced from FY25)
\$192M IN OBLIGATIONS
(5th all time highest in District History)

Met 88/92 HQ Tracked Milestones - 96%
Met 288/304 Total Milestones - 95%
Actual Obligations vs Basic Schedule - 127%

ASA(CW) Visit



CI: Cedar Point Dikes



Navy WFO



New Orleans to
Venice



Hatchie/Loosahatchie



2024 DC Visits



2024 Dredging





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FY 25 SCHEDULED CONSTRUCTION AWARDS

60



2025 Program
Over 145 Separate Projects

\$141 Million

Regular Program (with Community Directed Funding)

\$TBD

FY25 Workplan

\$130 Million

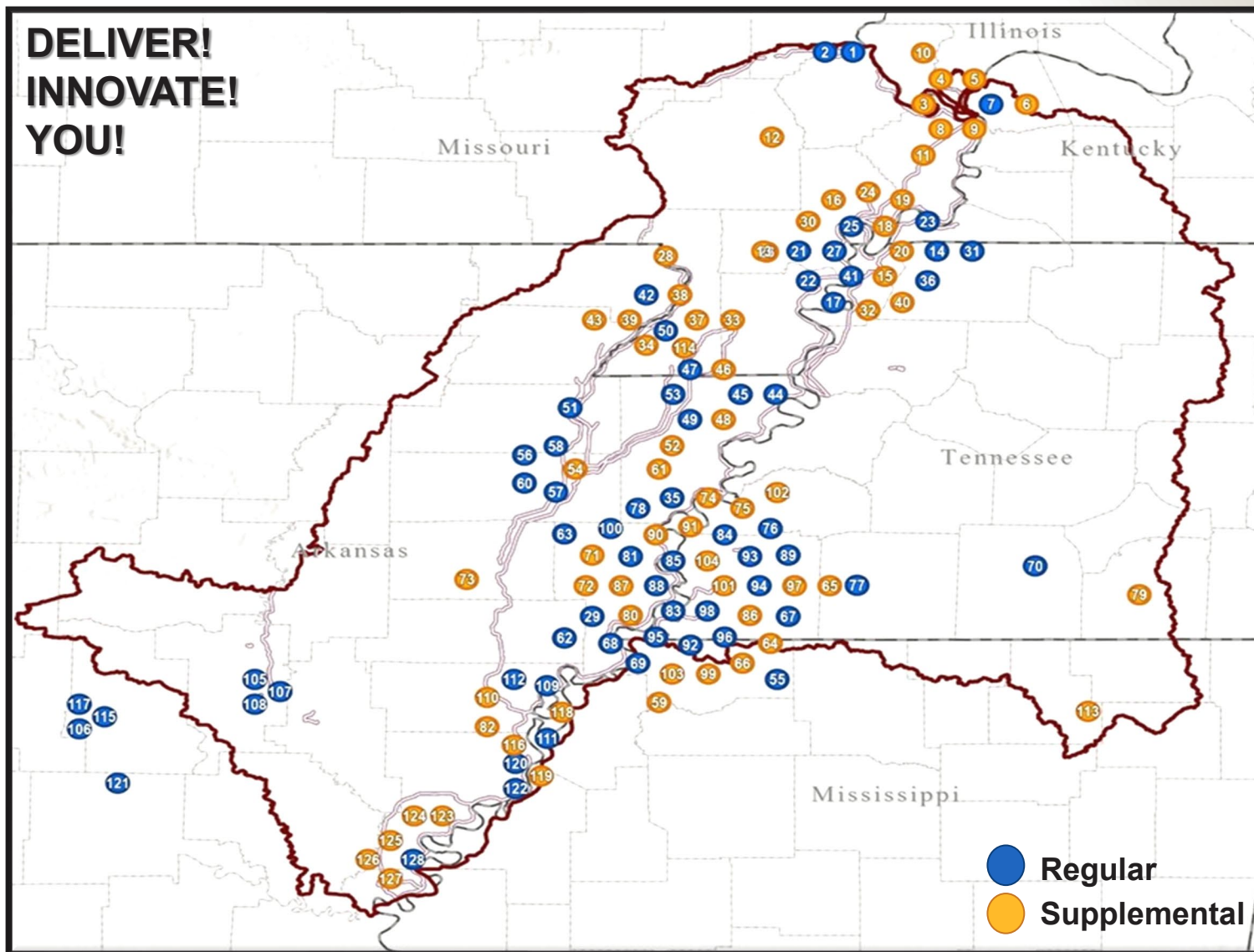
Disaster Relief Supplemental Act
Multiple Year Funding – 11 Projects

\$63 Million

Bipartisan Infrastructure Law
Multiple Year Funding – 20 Projects

\$766 Million

Disaster Relief Supplemental Act
Multiple Year Funding – New Orleans to Venice



145 Active Projects



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2025 WHAT TO EXPECT BY PROGRAM

19 AWARDS - 25 COMPLETIONS

61



MISSISSIPPI RIVER LEVEES

ST FRANCIS BASIN

HARBOR DREDGING



REGIONAL CHANNEL IMPROVEMENT

GROUNDWATER SUSTAINABILITY





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DITCH 19

LEVEE & CHANNEL WORK



BAYOU METO CANAL PH 3.1

Project	Location	Anticipated Advertisement	Estimated Range
10 Mile Bayou Channel Enlargement	West Memphis, AR	1 st Quarter	\$10M to \$20M
15 Mile Bayou Channel Enlargement Item 4	West Memphis, AR	2 nd Quarter	\$10M to \$20M
Bayou Meto Canal 1000 Phase 3.2	Scott, AR	2 nd Quarter	\$25M to \$100M
Barfield, AR Slope Flattening	Barfield, AR	3 rd Quarter	\$1M to \$5M
Ditch 9 and 10	Trumann, AR	3 rd Quarter	\$5M to \$10M
10 Mile Diversion Ditch	St Francis Basin	3 rd Quarter	\$1M to \$5M
Ditch 15 and Bypass	St Francis Basin	3 rd Quarter	\$5M to \$10M
Ditch 15 Diversion	St Francis Basin	4 th Quarter	\$1M to \$5M
System 2 Levee Slides	St Johns Levee & Drainage District	4 th Quarter	\$1M to \$5M
MLGW Bank Stabilization	Memphis, TN	TBD	\$1M to \$5M
Pecan Point, AR Slope Flattening	Pecan Point, AR	1 st Quarter FY26	\$1M to \$5M



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FLOODWALL & CULVERT REPLACEMENT WORK



Caruthersville Floodwall

Big Slough Levee Culvert



Project	Location	Anticipated Advertisement	Estimated Range
Helena, AR Floodwall	Helena, AR	4 th Quarter	\$10M to \$25M
Naval Support Activity Mid South Culvert Replacement	Millington, TN	4 th Quarter	Less than \$1M
Town of St Francis Levee & Culvert	St Francis Levee District	1 st Quarter FY26	\$1M to \$5M

HARBOR & RIVER WORK



Wolf River Harbor Dredging



Helena Revetment



Chute of Island 35

Project	Location	Anticipated Advertisement	Estimated Range
FY25 Revetment Maintenance Stone Repairs	Varies	1 st Quarter	\$1M to \$5M
FY25 Harbor Dredging	Varies	1 st Quarter	
FY25 Dike Stone Repairs	Varies	2 nd Quarter	\$1M to \$5M



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MISCELLANEOUS



AUTOMATED MAT CASTING FACILITY

Project	Location	Anticipated Advertisement	Estimated Range
Greenbelt Landing	Shelby County, TN	3 rd Quarter	\$5M to \$10M
Automated Mat Casting Facility	Richardson Landing, TN	3 rd Quarter	\$25M to \$100M
Stringout Rehabilitation Project	Memphis, TN	3 rd Quarter	\$25M to \$100M



U.S. ARMY

POINTS OF CONTACT

66



Memphis District Commander (Acting)

LTC Collin Jones
573-612-8619

Deputy District Engineer for Programs and Project Management

Donny Davidson
(901) 201-1261

Engineering & Construction Division

Shane Callahan
(901) 834-8361

Construction Branch

Samantha Harper
(901) 828-0562

Operations Division

Andrea Williams
(901) 299-1414

Regulatory Branch

Gregg Williams
(901) 647-3385

Small Business Programs

Sherrie Cordi
(901) 647-3385

Contracting Division

Priscilla G. Sweeney
(901) 647-3385



On the Web

www.mvm.usace.army.mil

On Social Media



LUNCH BREAK

**THE NETWORKING SESSION
WILL START AT 1:00 PM SHARP**



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NETWORKING SESSION



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CLOSING REMARKS & ACKNOWLEDGEMENTS



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THANK YOU
FOR ATTENDING THE MVD “LOWER 3”
SMALL BUSINESS
INDUSRTY DAY!



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