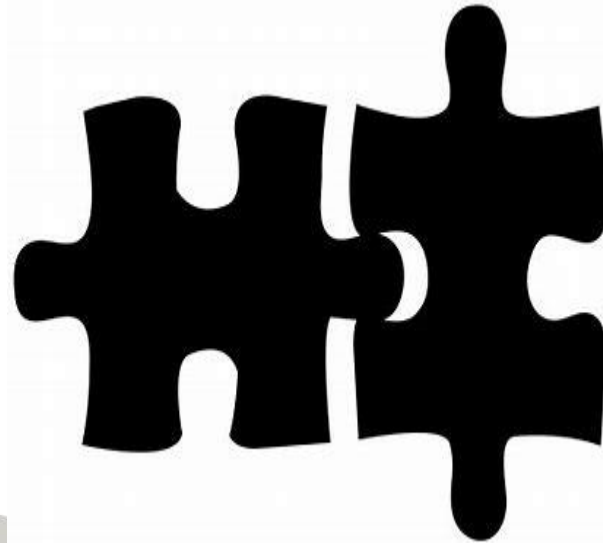




Alabama's Procurement Experts

Basics of Disaster Response Contracting





THE UNIVERSITY OF
ALABAMA

Upcoming Workshops

All Alabama SBDC & APEX
Workshops

<https://www.asbdc.org/workshops-webinars/>



Understanding FEMA's role in a Disaster



Disaster Response Registry in SAM

Mandatory fields are marked with an asterisk or star symbol. Complete all mandatory fields before continuing to the next page.

Assertions

- ✓ Goods and Services
- ✓ Size Metrics
- ✓ EDI Information
- ✓ **Disaster Response Information**
- ✓ Review Assertions

Representations and Certifications

Points of Contact

Small Business Certification

Submit Registration

[BACK TO USER DASHBOARD](#)

Do you wish to be included in the Disaster Response Registry? *

Does your company require bonding to bid on Contracts?

Bonding Level:

Please provide the bonding level type, value must be input in whole dollars.

- Construction Bonding Level, Per Contract (dollars)
- Construction Bonding Level, Aggregate (dollars)
- Service Bonding Level, Per Contract (dollars)
- Service Bonding Level, Aggregate (dollars)

Geographic Area Served:

Select whether your entity can provide disaster response services. If you select "Any State", you are saying your organization can perform in any declared disaster area nationwide. Alternatively, you can narrow the geographic area you serve to three or less states. If you narrow your area served down to just one state, you can further restrict it to specific counties or metropolitan statistical areas.

Any State One State Multiple States

[CANCEL](#) [PREVIOUS](#) [SAVE AND CONTINUE](#)

Robert T. Stafford Disaster Relief and Emergency Assistance Act

26.200 Scope of subpart.

This subpart implements the Robert T. Stafford Disaster Relief and Emergency Assistance Act ([42U.S.C.5150](#)), which provides a preference for local organizations, firms, and individuals when contracting for major disaster or emergency assistance activities.

The Robert T. Stafford Disaster Relief and Emergency Assistance Act requires FEMA to contract with **businesses located in the affected area when feasible and practicable.**

State and local government agencies control a large proportion of disaster response activities, so many of the contracting opportunities will come through these offices. **At the time of a disaster, they may initially rely upon contracts already in place.**

Potential contractors must be registered in the appropriate federal, state, and/or local databases to be eligible for contract awards.

When the president issues an emergency declaration, the Federal Emergency Management Agency FEMA will automatically get the power to coordinate relief resources to assist overwhelmed state and local governments.

How is the Stafford Act Declared?

- Step 1: Governor exhausts the state's emergency plan
- Step 2: Governor must decide that the state can't handle the disaster
- Step 3: Governor asks for help



Incident levels can either be emergencies or major disasters.



FEMA Emergency Support Functions



Emergency Support Functions

Emergency Support Functions (ESFs) provide the structure for coordinating Federal interagency support for a Federal response to an incident. They are a way to group functions that provide federal support to states and federal-to-federal support, both for [Stafford Act](#) declared disasters and emergencies and for non-Stafford Act incidents.

ESF #1: [Transportation](#)

ESF #2: [Communications](#)

ESF #3: [Public Works and Engineering](#)

ESF #4: [Firefighting](#)

ESF #5: [Information and Planning](#)

ESF #6: [Mass Care, Emergency Assistance, Temporary Housing, and Human Services](#)

ESF #7: [Logistics](#)

ESF #8: [Public Health and Medical Services](#)

ESF #9: [Search and Rescue](#)

ESF #10: [Oil and Hazardous Materials Response](#)

ESF #11: [Agriculture and Natural Resources Annex](#)

ESF #12: [Energy](#)

ESF #13: [Public Safety and Security](#)

ESF #14: [Cross-Sector Business and Infrastructure](#)

ESF #15: [External Affairs](#)

- [ESF #15 Standard Operating Procedures \(2019\)](#)

Who is my customer?



Advanced Contracting



- <https://www.fema.gov/business-industry/doing-business>

Transportation Programs

Are you part of the commercial transportation industry? Are you able to move items essential for saving and supporting lives after a disaster rapidly? Read about the possible [transportation services opportunities](#).

Transitional Sheltering Assistance

Local hotels and motels can participate in FEMA's Transitional Sheltering Assistance program, which offers rooms to disaster survivors seeking housing aid. Learn more about [emergency lodging assistance](#).

Volunteer or Donate Goods

If your organization has goods or services to donate to disaster response and recovery efforts, [learn how to contribute](#).

Small Business Program

FEMA has resources to [assist small businesses](#) in their pursuit of federal procurements and continuous learning of small business programs to include policies and procedures that affect small business federal contracting.

Debris Removal

Debris removal is often contracted locally after a disaster. If your company provides debris removal services, you can sign up with the [Corps of Engineers Contractor Registry](#). You can also [register your business information](#) (including your capabilities and locations served).

Advanced Contracts

FEMA advance contracts are competed and awarded in advance of major disaster declaration. [Search the advance contracts for goods and services](#).

Who is my customer?



Top Commodities Procured for Disasters

<https://www.fema.gov/business-industry/doing-business>

- Infant/Toddler Products
- Durable Medical Equipment Kits
- Consumable Medical Supplies Kits
- Plastic Sheeting
- Tarps
- Blankets
- Comfort/ Hygiene Kits
- Water
- Meals
- Forklift Rentals
- Cargo Vans
- Security Guard Services
- Generators
- Cots
- Joint Field Office Kit
- Leased Copiers
- Leased Generators
- Office Supplies
- Shredded Bins
- Portable Toilets
- Sign Language
- Temporary Labor
- Janitorial Services

Top Commodities Procured for Disasters

[Advance Contracts of Goods and Services | FEMA.gov](#)

Boxed and Bottled Water for Disaster Survivors	Bottled Water and Extended Shelf Life Water for disaster survivors. Contract coverage through March 3, 2024, with options through March 3, 2027.	Ready America, Inc.
Boxed and Bottled Water for Disaster Survivors	Bottled Water and Extended Shelf Life Water for disaster survivors. Contract coverage through March 3, 2024, with options through March 3, 2027.	Composite Analysis Group, Inc. Lipsey Mountain Spring Water
Commercial & Reduced Sodium Meals	Shelf-Stable (30-36 Months), Self-heating Reduced Sodium and Commercial Meals for Survivors is an IDIQ, which is task order dependent. Contract coverage through March 17, 2024, with options through March 17, 2027.	AmeriQual Group, LLC

Self-Help Tarps	Self-Help Tarps to be used for small areas of roof damage Size- 20'x 25'. Contract coverage through March 31, 2024, with options through March 31, 2025.	Fencescreen Inc.
Self-Help Tarps	Self-Help Tarps to be used for small areas of roof damage Size- 20'x 25'. Contract coverage through March 31, 2024, with options through March 31, 2025.	J & M Industries Inc.
Self-Help Tarps	Self-Help Tarps to be used for small areas of roof damage Size- 20'x 25'. Contract coverage through March 31, 2024, with options through March 31, 2025.	Royal Distributors, LLC

Meetings with FEMA



<https://www.dhs.gov/small-business-vendor-outreach-sessions>

10 per year, 4 specifically for socio-categories

15minutes

Service-Disabled Veteran-Owned	November 16, 2023
Women-Owned Small Business	March 28, 2024
HUBZone	May 23, 2024
8(a) and Small Disadvantaged Business	August 22, 2024

Who is my customer?



Emergency Transportation

<https://www.fema.gov/business-industry/doing-business/transportation>

All potential Transportation Service Providers (TSPs) must follow this application process EVERY PROGRAM YEAR.

To be considered for the **2024 Tender of Service Program Year**, all onboarding documentation will need to be successfully submitted by March 29, 2024.

Please visit our [Forms & Documents page](#) to see the entire collection of program documents and guides."

Important Dates

2023 Program Year

Ends: June 30, 2024

2024 Program Year

Begins: July 1, 2024

[View all important dates.](#)

Emergency Transportation

<https://www.fema.gov/business-industry/doing-business/transportation>

The FEMA Tender of Service Program allows FEMA to schedule and book transportation with pre-approved private sector Transportation Service Providers (TSPs). FEMA invites TSPs serving any mode of transportation (air, maritime, rail, or trucking) to register with the Program to become a FEMA-Approved TSP. Please carefully review this site for information regarding requirements for Program participation and registration instructions. You may contact the [FEMA Tender of Service Program](#) directly if you have questions or need additional information.



We will kick off the opening of our annual onboarding season with a **Virtual Industry Day** on **February 1st at 1:00 p.m. Eastern Time**. The session will provide an overview of our program as well as what you can expect for the onboarding process. [Register for the event.](#)

Who is my customer?



Debris Removal

Agency Actions

Primary Agency	Actions
Department of Defense (DOD)/United States Army Corps of Engineers (USACE)	<ul style="list-style-type: none">• Provides technical assistance, project management, engineering expertise, and construction management resources and support during response activities to address roles aligned to the above core capabilities.• Maintains the teams, tools, and other resources to support ESF#3 core capabilities roles.• DOD/USACE may respond under separate established authorities and under mission assignment to FEMA. As primary and support agency, DOD/USACE provides assistance directly to FEMA; requests for assistance are not coordinated and processed through the Defense Coordinating Officer (and assistance is not under the operational control of a Joint Task Force Commander).

Debris Removal



https://www.fema.gov/sites/default/files/2020-07/fema_ESF_3_Public-Works-Engineering.pdf

- Critical Transportation
 - Clears debris from roads to facilitate response operations.
- Environmental Response/Health and Safety
 - Collects, segregates, and transports to an appropriate staging or disposal site(s) hazardous materials that are incidental to building demolition debris
- Fatality Management
 - Manages debris to facilitate fatality recovery efforts to include establishing a system for sorting debris and recovering human remains.
- Mass Search and Rescue Operations
 - Provides debris removal equipment and expertise to support search
 - and rescue operations, as required.

Debris Removal

<https://www.usace.army.mil/Missions/Emergency-Operations/Contracting-in-Disasters/>

To facilitate rapid engagement with the industrial base, USACE maintains an inventory of already awarded contract tools, pre-positioned to support major emergency response missions. These contracts are part of the USACE Advanced Contracting Initiative (ACI), a program developed and implemented specifically for emergency and disaster scenarios. This suite of targeted contract tools provides USACE with a rapid response capability to support a wide range of mission requests, to include needs such as bottled water, packaged ice, debris removal, and temporary roofing.

In addition to ACI, USACE also leverages the national Disaster Response Registry (DRR), which is part of the General Services Administration's System for Award Management (SAM). The DRR includes a database of contractors willing to perform debris removal, distribution of supplies, reconstruction, and other disaster or emergency relief activities. Submission of information is voluntary and the database is considered For Official Use Only within the federal government. Submission of information to the DRR does not expressly or implicitly commit the federal government to procurement of products or services.

USACE Small Business Contact



<https://www.usace.army.mil/Business-With-Us/Small-Business/USACE-Contractor-Database/>

Do you currently perform on USACE contracts? Is your company newer to USACE and would like to expand your network within our districts/centers?

The U.S. Army Corps of Engineers (USACE) , Office of Small Business Programs, maintains a list of contractors with an interest in doing work with our Districts/Centers.

The company information gathered in the database will be used as a market research tool for our district/center acquisition teams. The information gathered may also be used to provide direct communication to contractors outside of contract opportunities re: outreach events, training, new regulations, items of note etc. If your company agrees, the information may also be made available to other contractors that may be seeking partners for specific procurement opportunities. USACE shows no preference to contractors included in this list, it will only serve as supplemental available information to internal and external customers, and a tool to identify businesses and market capabilities.

In addition, responding to this invitation does not increase or decrease your odds of receiving a government contract. Responding is not required to receive an award. Companies are also encouraged to engage directly with appropriate district/centers that have requirements that match your capabilities. All buying is done at a district/center level.

We look forward to building our business relationship with you.

USACE Contractor Database -Register Here!

Corps of Engineers Emergency Response for Debris Removal (AICs)

- 8 National USACE Zones

<https://www.usace.army.mil/>

Go to Missions then Locations

- 4 Main Primes

ECC CONSTRUCTORS LLC

ASHBRITT, INC.

DRC EMERGENCY SERVICES, LLC

CROWDERGULF, LLC



Most IDIQ's active
until 2026

Debris Removal

Also opportunities through ALDOT and Southern Company



What if it's not declared a federal disaster?

- Your county or city street department clear up what they can
 - Most cities have their own employees
- Too much for city? They *may* contract it out or sign MOU with County Commission <https://www.alabamacounties.org/joint-bid-program/debris/>
 - HOW WILL THE REGIONAL JOINT BID FOR DEBRIS REMOVAL AND MONITORING SERVICES WORK?

Recognizing the need for counties to have pre-event contracts for debris removal and monitoring services in place prior to an unexpected disaster requiring these services, the Alabama County Joint Bid Program has developed this joint bid offering to award contracts for these services to make these services available in each county without the need to bid separately before or after a disaster.

County Commission Debris Contracts

Debris Removal

- CrowderGulf, LLC (Regions 1, 2, 7)
5629 Commerce Blvd. E
Mobile, AL 36619
- D&J Enterprises, Inc. (Region 6)
3495 Lee Rd. 10
Auburn, AL 36832
- Looks Great Services of MS, Inc. (Regions 3, 4, 5)
1501 Highway 13 North
Columbia, MS 39429

Debris Monitoring

- DebrisTech, LLC (Regions 1, 2, 3, 4, 5, 6, 7)
925 Goodyear Blvd.
Picayune, MS 39466

Do all Counties/Cities Use MOU?



<https://assets.caboosecms.com/bids/2156.pdf?1697145025>

https://www.cityofmobile.org/bids_files/5555_2021RFPforDisasterDebrisMonitoringConsultSer.pdf

So, now what?

Build relationships now!

- **Research Federal and State Contractors (DO THIS FIRST)**
- **Contact federal and state contractors**
 - Prepare your elevator pitch
 - Have capability statement ready
- **If interested in prime contracts, start asking questions and doing research**



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APEXAL.org

