



Contracting for Disaster Recovery – Hurricane Helene

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Today's Discussion

- Recovery Status Update
- Registering for Disaster Contracts
- Finding Disaster Related Contracts
- Contractor Roles in Recovery
- Q&A and Resources

Hurricane Helene: Unprecedented Response in North Carolina

- **Federal Major Disaster Declaration:** Granted by President Biden for 25 counties and the Eastern Band of Cherokee Indians.
- **Emergency Response in Progress:**
 - Over 400 National Guard personnel deployed.
 - 500+ rescues, including critically injured and infants.
 - 1 million liters of water and 600,000 meals delivered by FEMA.
 - Search and rescue teams from 18 states collaborating.
- **Shelters and Feeding Sites:**
 - 29 shelters housing over 1,100 individuals.
 - Feeding sites established in Buncombe, McDowell, and Watauga counties.
- **Current Challenges:**
 - 450,000 customers still without power (down from 1 million).
 - 400+ roads remain closed—public urged to avoid unnecessary travel.

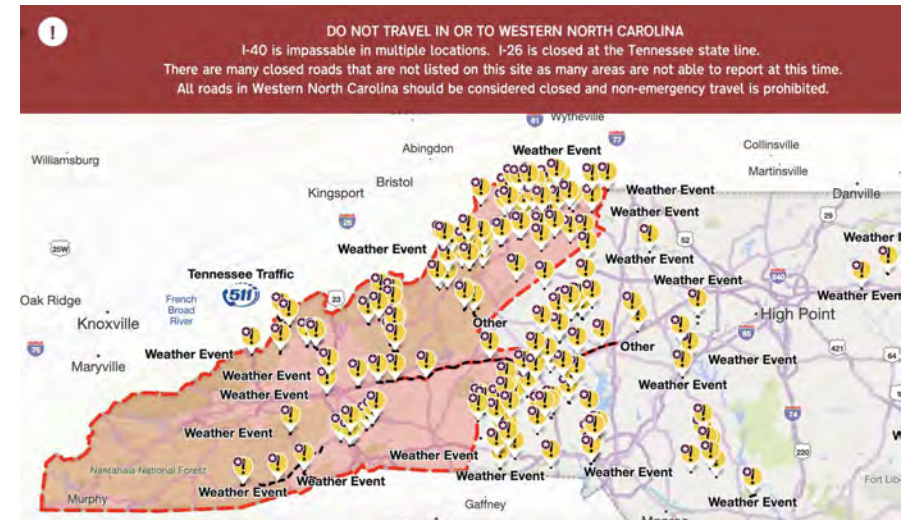


Governor Cooper's Statement:

“This will be a long and difficult recovery. We must use every state, local, and federal resource at our disposal to save lives, restore communications, and begin critical repairs to roads and infrastructure.”

Key Resources for Disaster Recovery Assistance

- FEMA Assistance:
 - Homeowners and renters in affected counties can apply at www.disasterassistance.gov
 - FEMA Helpline: 1-800-621-3362
- Shelter Locations:
 - Find shelter information at www.readync.gov
- Missing Persons:
 - Call NC 211 or 1-888-892-1162 for non-emergency support.
- Volunteer and Donations:
 - Donate to the NC Disaster Relief Fund at nc.gov/donate
 - For volunteer opportunities, visit nc.gov/volunteer-opportunities
- Storm Damage Cleanup:
 - Call Crisis Cleanup at 844-965-1386 for volunteer assistance.
- Additional Resources:
 - For general info and updates, visit ncdps.gov/helene
 - Email IArecovery@ncdps.gov for resident recovery help.



Disaster Contracting Landscape

Essential Points for Providing Disaster Services and Products:

➤ State & Local Agencies 🏠

➤ Federal Agencies 🏛️

➤ Contractors 🔧



Agencies in North Carolina

- North Carolina Department of Transportation (NCDOT)
 - Learn about their [2024 NCDOT Prequalification Campaign](#)



- North Carolina Emergency Management
 - Review the North Carolina Emergency Management programs and procedures - <https://www.ncdps.gov/ncem>

- Local Government
 - Each local agency has their own policies. Find their websites at UNC School of Government Cities or Counties list at <https://www.sog.unc.edu/resources/microsites/knapp-library/cities-north-carolina>

Register as a Vendor



- The North Carolina electronic Vendor Portal allows vendors online access to procurement solicitations from state agencies, community colleges, universities, and public school systems.
 - Register in the North Carolina Electronic Vendor Portal - <https://evp.nc.gov/>
 - Information and training on NC BIDS: <https://eprocurement.nc.gov/training>
 - Search solicitations: <https://evp.nc.gov/solicitations/>
 - Electronic Vendor Portal (eVP) Help Desk: (888) 211-7440 Option 2

Other States:

- South Carolina - <https://procurement.sc.gov/doing-biz/registration>
- Florida - https://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace/mfm_p_vendors
- Georgia - <https://doas.ga.gov/state-purchasing/supplier-services>

Solicitations

The default view for the solicitation table includes "Open" solicitations that are accepting bid responses. To view/update filter criteria, expand the "Filters" box below.

Solicitation Number	Project Title	Description	Opening Date	Posted Date	Status	Department
SPO-52-TBD	52-TBD DAC Controller Division - 4,463 SQFT	Request for warehouse space located within +/- 30 miles of Raleigh, North Carolina.	10/11/2024 4:00 PM	10/1/2024	Open	STATE OF NC - PROPERTY OFFICE
207.03-27434-01	Appalachian State University - Construction Bids	App 105 Phase 3 - Women's Softball & Indoor Tennis	10/24/2024 2:00 PM	10/1/2024	Open	UNC - SYSTEM OFFICE DESIGN/CONSTRUCTION

North Carolina Department of Transportation (NCDOT)

- Phases of Recovery

- Cut/Shove Operations
- Infrastructure Stabilization
- Infrastructure Permanent Repairs
- Debris Removal

- Contract Types

- Local Purchase Order Contracts (POC)
- Fully Operated Equipment Rental Agreements (FORE)
- Disaster Recovery Professional Limited Services Contracts (LSC)
 - Damage Assessments
 - Debris Monitoring



Working with the NC DOT



- Instructions on complete process available on Prequalification home page
 - <https://connect.ncdot.gov/business/Prequal/Pages/default.aspx>



- Prequal Online Application
 - <https://apps.ncdot.gov/Vendor/Prequal/Login.aspx?>



- Hurricane Response Letting
 - <https://connect.ncdot.gov/business/Pages/Hurricane-Response.aspx>
 - Contacts for Division 11, 12, 13 and 14 are on the page to inquire about opportunities

MUST HAVES

-Insurance

-Payment/Performance Bonds

-Prequalified

North Carolina Emergency Management (NCEM)

Under the North Carolina Department of Public Safety the [North Carolina Emergency Management \(NCEM\)](#) coordinates and manages comprehensive disaster preparedness, response, and recovery efforts across the state, working with various agencies and resources to enhance North Carolina's resilience to all types of emergencies and threats.

- State Emergency Response Team (**SERT**)
- Business Emergency Operations Center (**BEOC**) Partners
 - Liaison Between NCEM and Private Sector (PS) Partners
 - Coordinate Donations, Assets, and Resources During Emergencies
- Community Emergency Response Team (**CERT**)



[Re-entry](#) Registration: What is it?

What is Purchased During Disasters

North Carolina Emergency Management (NCEM)

Emergency Management Contracts (25 Commodities & Services)

- ☐ Ambulances
- ☐ Bagged Ice
- ☐ Base Camps
- ☐ Blankets
- ☐ Commercial Buses
- ☐ Cots
- ☐ Dewatering Pumps
- ☐ Disaster Case Management
- ☐ Generator
- ☐ Power Production Base Camp
- ☐ Individual Assistance/Pub Assistance
- ☐ Manufactured Homes

Response Purchases (114 Different Commodities & Services)

- ☐ A/C Units w/Cables
- ☐ ADA Trailer Relocation Fees
- ☐ Associated Cables
- ☐ Audio Visual
- ☐ Bariatric Cots
- ☐ Base Camp
- ☐ Batteries
- ☐ Bed Linens
- ☐ Bedside Toilets
- ☐ Bleach
- ☐ Box Fans
- ☐ Buckets

Western Branch Office:

3305-15 16th Ave SE
Conover, NC 28613
828-466-5555

Division of Emergency Management

Logistics Section

Scott Higginbotham
Assistant Director, Logistics
Scott.Higginbotham@ncdps.gov



PDF List will be available to attendees



Certifications & Registrations (State)



Get Certified with [Historically Underutilized Business program \(HUB\)](#) and the [North Carolina Small Business Enterprise program \(NCSBE\)](#) to stay informed of opportunities.

- Check HUB Solicitation Opportunities at <https://www.doa.nc.gov/divisions/historically-underutilized-businesses-hub>



HUB Certification E-mail:
HUBOffice.DOA@doa.nc.gov

NCSBE Certification E-mail:
HUB.NCSBE@doa.nc.gov

Fax: 919-807-2335
Phone: 984-236-0130

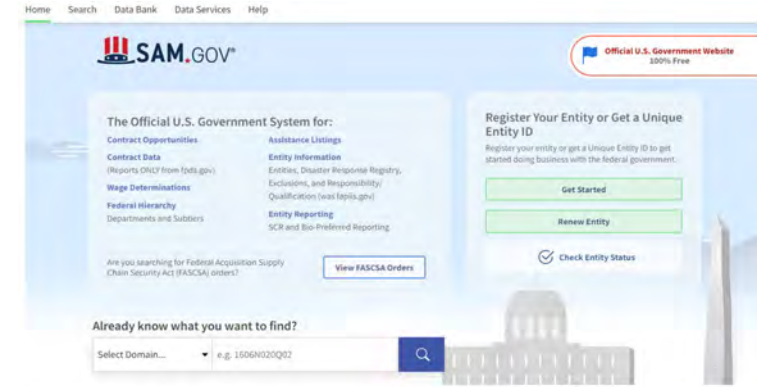


Working with the Federal Government



- SAM.gov is an official website of the US Government. SAM.gov **Registration Is Free**. It is a requirement to do business with the federal government.
- Steps to Register:
 1. Create a Login.gov account• Required only once• Use the same email address for both Login.gov and SAM.gov• Have a working phone number (mobile or landline) for security code
 2. Create an individual account at SAM.gov with that same login.
 3. Validate your business for a Unique Entity Identifier (UEI#).
 4. Register your business for a **CAGE Code**.
- View the registration summary.
 - For questions, call the Federal Service Desk at 1-866-606-8220 or Live Chat online.

SAM.gov (cont.)



- To start your SAM registration for a Cage Code, you need the following:
 - **Unique Entity Identifier (UEI#):** A 12-character alphanumeric ID assigned to an entity by SAM.gov
 - **Taxpayer identification number (TIN).** Your company's TIN is required for registration. EIN Number depending on how you register your business
 - **Banking Information:** Bank routing number, account number, and account type to enable Electronic Funds Transfer (EFT)
 - **Core Company Information:** Date of Incorporation, NAICS, core data

Tip: Have an additional account administrator on the account, if not owner.

SAM.gov Disaster Response Registry

- Part of SAM.gov registration:
 - In the **Assertions Module**, choose to join the Disaster Response Registry.
- What is the Disaster Response Registry?
 - A list of contractors available to provide essential supplies and services during disaster recovery efforts.
 - This includes debris removal, supplies distribution, reconstruction, security, cleaning services, etc.
- How Do I Add My Company To The Disaster Response Registry?
 - During the SAM.gov registration, select Disaster Response Registry.
 - Once registered and assigned a Cage Code, your company will be listed in the Disaster Response Registry
- Learn more at: [Disaster Response Registry | Acquisition.GOV](#)

SAM.gov Disaster Response Registry (cont.)

Disaster Response Registry Search

Structure your search for a contractor participating in the Disaster Response Registry by using a combination of criteria from multiple categories. The checkbox corresponding to each category header expands the accordion to display your options. If you select more than one search term within a category, results can meet either value, i.e. the system applies an OR logic. If you select search terms in multiple categories, results must meet both criteria, i.e. the system applies an AND logic. Any search results returned will only include those entities which have selected to participate in the Disaster Response Registry.

Search Tips:

- You can search by Legal Business Name, DUNS Number, and CAGE Code using the Entity category.
- You can search by location where contractors are able to deliver emergency products and services using the Geographic Area Served category.
- You can search by the contractors' physical address City, State, ZIP Code, and Congressional District using the Location category.
- You will find socio-economic indicators, such as SBA Certified 8(a) and HUBZone, in the Socio-Economic Status category.
- You can conduct a small business search by NAICS Code using the Products and Services category.
- [Search terms are defined in the SAM User Guide Glossary.](#)

Registration Status	<input checked="" type="checkbox"/> Active	<input type="checkbox"/> Inactive
Registrations with an Active Exclusion(s)	<input type="checkbox"/> Yes	<input type="checkbox"/> No
Registrations with Debt Subject to Offset	<input type="checkbox"/> Yes	<input type="checkbox"/> No

Within an accordion, search will be performed with an OR condition. Between accordions, search will be performed with an AND condition. The Geographic Area Served accordion is an exception, as noted below.

<input type="checkbox"/>	Entity
<input type="checkbox"/>	Geographic Area Served
<input type="checkbox"/>	Location
<input type="checkbox"/>	Socio-Economic Status

Who is involved at the Federal Level?

Federal Agencies Involved:

- **FEMA** (Federal Emergency Management Agency): Primary response and recovery role in federal disaster relief.
- **SBA** (Small Business Administration): Supports recovery efforts post-disaster.
- **USACE** (U.S. Army Corps of Engineers): Engages in public works and engineering projects essential for recovery.
- Multiple agencies participate in different ways outside of contracting needs.

FEMA's Mission and Goals

- Key elements of the National Preparedness System include:
 - A National Response Framework provides a scalable, flexible, and adaptable guide for stabilizing Community Lifelines in the event of a disaster.
 - Emergency Support Functions (ESFs) provide the structure for coordinating Federal Interagency support. ESFs may be selectively activated for both Stafford Act and non-Stafford Act incidents.
 - The National Urban Search & Rescue Response System supports the continuous operation of critical government and business functions through a network of local responders.
 - State Emergency Management Agencies coordinates the activation and use of resources needed to support the local government response.

Emergency Support Functions (ESFs)

- 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 #9: Search and Rescue
ESF #2: Communications	ESF #10: Oil and Hazardous Materials Response
ESF #3: Public Works and Engineering	ESF #11: Agriculture and Natural Resources Annex
ESF #4: Firefighting	ESF #12: Energy
ESF #5: Information and Planning	ESF #13: Public Safety and Security
ESF #6: Mass Care, Emergency Assistance, Temporary Housing, and Human Services	ESF #14: Cross-Sector Business and Infrastructure
ESF #7: Logistics	ESF #15: External Affairs
ESF #8: Public Health and Medical Services	

Top Commodities Procured During a Disaster

- During an incident, FEMA provides various commodities and resources to support state requests.
- Many of these items are part of our Commonly Used Shelter Items (CUSI).

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

Top Services Procured During Disaster

FEMA

- [FEMA STOS Program](#) – Transportation Services
- [Emergency Lodging Assistance](#) – Transitional Sheltering Assistance Services
- [Advance Contracts](#)



FEMA

US Army Corps of Engineers

- [Multiple Missions for emergency support](#)
- [USACE Contractor Database \(army.mil\)](#)– Debris Removal Services



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FEMA Transportation Opportunities

FEMA contracts with private companies for transportation services through the FEMA Standard Tender of Service Program (FEMA STOS Program). FEMA procurement includes include truckload, air charter, barge, air freight, air ambulance, heavy hauler, ocean, freight, rail, power only, limousine-chartered bus, vehicle rental, truck rental, travel trailers, and mobile homes.

❖ All potential Transportation Service Providers (TSPs) [must apply every program year](#)

- 2025 Onboarding:
 - Opens: 2/3/25
 - Closes: 3/28/25



FEMA Advance Contracts

- FEMA Advance Contracts for goods and services are competed and awarded in advance of major disaster declarations.
 - Provide efficient, cost-effective means for rapid delivery of supplies and services for recurring disaster response and recovery requirements.
- To search the complete list of FEMA Advance Contracts, visit
 - [Advance Contracts of Goods and Services | FEMA.gov](#)



FEMA Tips

- Submit your company capabilities via the Vendor Profile Form. Be sure to include detailed information to describe your company capabilities and/or commodities.
- If the purpose of your VPF submission is a Vendor Presentation Meeting (VPM) request, please indicate any specific program of interest. This assists the ILP Section with connecting you company to the correct FEMA program office for review and consideration.
- Submission of the Vendor Profile Form is voluntary and does NOT:
 - Place you on a preferred list of vendors as FEMA does not maintain such a list,
 - Guarantee a contract award, nor
 - Guarantee a meeting with FEMA Representatives.
- Industry Liaison Program
 - Website: www.fema.gov/business-industry/doing-business
 - Email: FEMA-Industry@fema.dhs.gov

Monitor Contracting Opportunity Sites

- System for Award Management (SAM)
 - A free web-based portal which allows vendors to review Federal Procurement Opportunities.
- Unison Marketplace
 - A fully managed online marketplace connecting Sellers to federal and commercial opportunities.
 - For inquiries call 1-877-933-3243.
 - Must have a UEI#
 - <https://www.unisonglobal.com/product/marketplace>
- DHS Acquisition Planning Forecast System <http://apfs-cloud.dhs.gov>.
 - Provides a forecast of future DHS contracting opportunities.



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- Subcontracting:
 - Identify businesses with which to pursue subcontracting opportunities.
 - Prime-Subcontracting Opportunities
 - The Department of Homeland Security DHS Strategic Sourcing site lists businesses contracted under Department-Wide Contract Vehicles | Homeland Security (dhs.gov).



What is the Role of a Contractor?

Role of Contractors:

- **Rapid Response:** Ability to mobilize quickly and efficiently.
- **Specialized Expertise:** Possessing the necessary skills, registrations and certifications
- **Resourcefulness:** Demonstrating adaptability and problem-solving

Impact on Contracting Needs:

- **Emergency Response:** Immediate need for services and products such as debris removal, emergency repairs, medical supplies.
- **Recovery and Rebuilding:** Longer-term contracts for construction, infrastructure repair, community restoration.



Your Disaster Contracting Checklist

- ☐ Register on state procurement sites as a vendor.
- ☐ Register on Sam.gov.
- ☐ Complete a vendor profiles for FEMA and USACE.
- ☐ Review opportunities.
- ☐ Prepare a clear message.
- ☐ Build Relationships with Agencies.
- ☐ Create a Response team.
- ☐ Ask for help!



Resources During Disasters

- [SBDC](#) is a National network and partner program of the SBA that provide counseling and training to small businesses, in matters of disasters they serve as First Responders to small businesses in the state.



- APEX Accelerators are Nationwide network of procurement professionals with expertise in Federal, State, and Local government contracting, supported by the Department of Defense (DOD) Office of Small Business Programs (OSBP).
 - There isn't an APEX Accelerator in North Carolina...yet.



- Other Resources:

- [North Carolina Military Business Center](#) (NCMBC)
- Minority Business Development Agency (MBDA) Business Centers
- National Minority Supplier Development Council (NMSDC) Regional Affiliates



Government Contracting Assistance Program (GCAP)

What is GCAP?

We are a specialty service provided by the North Carolina SBTDC that empowers North Carolina small businesses with strategic insight and system knowledge for success in government contracting.

How We Help:

- Capture Management
- Contract Performance
- Procurement Compliance
- Strategic Planning and Advisory Services



Questions?



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704-234-7422

The SBTDC is a business and technology extension program of the UNC System and is funded in part through a Cooperative Agreement with the U.S. Small Business Administration.



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Sep 18 – Dec 11, 2024



11:30 AM – 1:00 PM



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Sept. 18 Introduction to Government Contracting & Business Readiness

Oct. 2 Disaster Contracting ~~Mastering SAM and DSBS for Government Contracting~~

Oct. 16 SAM REGISTRATION: Utilizing NAICS Codes

Oct. 30 Navigating Small Business Certifications

Nov. 13 Conducting Market Research for Government Contracting

Nov. 27 Crafting an Effective Capability Statement

Dec. 11 Navigating the Federal Procurement Process