



# NAOC Newsletter

December 2020

National Association of Ordnance Contractors - [www.naoc.org](http://www.naoc.org)

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## President – Neil Feist

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Greetings NAOC!

I'll say it again...Wow! 2020. What a year, Global pandemic, shutdowns, shut ins, but we persevered. While we weren't able to meet since the fly in back in March, NAOC remained busy on your behalf as outlined in Victoria's Government Affairs Committee column as well as the other messages herein. Our lobbyist remained steadfast, the board held virtual meetings, we learned to keep things moving, just as I'm sure everyone in the industry did.

The coming year has its challenges as well. When will it end? When will we be able to hold in person meetings, etc? I feel confident we'll be able to hold our annual meeting next December in San Antonio, but how the year shapes up remain to be seen. Rest assured we will continue to keep the NAOC mission at the forefront.

One of the board's priorities in the coming year will be continuing, and even hopefully improving communication with the membership. We also intend to push to grow membership. It all hinges on communication.

In closing, I would like to extend my heartfelt gratitude to Lanette Waite. She leaves behind big shoes to fill, but with the help of the board, the officers, I'll do my best.



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## Committee Chairs

**Operations and Standards:** *Sean Corcoran*  
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**Government Affairs:**  
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**Technology:**  
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**Membership:**  
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**Small Business:**  
*David Nelson*  
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## **ESTABLISHED IN 1995**

The National Association of Ordnance Contractors (NAOC) was established in 1995 as a non-profit organization. NAOC's objective is to act as a unified industry voice representing the issues facing its membership in the rapidly expanding business of military munitions response services.

The 21 founding members were UXO service companies. Over the years, our membership has expanded to include companies that provide and perform ancillary services to include geophysical services, detection equipment, analytical laboratories, regulatory support and related environmental/engineering services.

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## Vice President – Rick Hanoski

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Well, here we are already fast approaching 2021. I think we can all agree that 2020 has been a heck of a year. Who would have thought that during our last membership meeting that we would be dealing with a pandemic and dealing with so many opportunities and executing work in a COVID environment? I think everyone can also agree that due to the pandemic, access to our clients has been very limited. In my opinion one of the benefits of NAOC is access the association provides to our mutual clients. It's our goal this year to continue to provide access to our key clients on virtual conferences to updates and open dialog for Q&A.

In closing, I would like to say that I am honored and excited to be serving as the 2021 NAOC Vice President. Please feel free to reach out to me or any of the BOD members. Your input, ideas and feedback are important to the association. I would like to thank the 2020 NAOC BOD and committee chairs for all their accomplishments and would encourage each of you to read the minutes of our December 2020 BOD minutes and pay special attention to Ms. Lanette Waite opening statement that demonstrated what association had accomplished in 2020, very impressive.

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## Vision & Strategic Objectives

### Vision

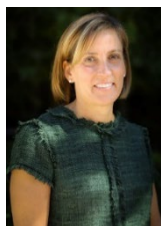
- To advance NAOC as the global leader for munitions response services.

### Strategic Objectives

- Increase Program Funding Levels to Improve Opportunities for NAOC Members
- Achieve Global Recognition for Superb Munitions Response Services
- Enhance Membership Benefits
- Collaborate in the Development and Application of Technology, Guidance, and Regulations

## Government Affairs Chair– Ms. Victoria Kantsios

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I am honored to serve as the NAOC Government Affairs Chairperson for 2021 and the Board of Directors sponsor will be Courtney Ingersoll ([courtney.ingersoll@arcadis.com](mailto:courtney.ingersoll@arcadis.com)). We are here to serve the needs of our membership, so we welcome your participation in our committee and events.

To say 2020 was interesting would be an understatement on so many levels. Who would have thought our March 2020 Fly-In would be the last time we would be our last face-to-face event? We persevered, thanks to the hard work of the Livingston Group, who continued to communicate with House and Senate Committee staff as well as key Members. The FY21 Appropriations bill was signed by the President earlier today and the results were positive for the Environmental Restoration (ER) program:

- ER, Army: \$264,285,000 (+\$57M)
- ER, Navy: \$421,250,000 (+\$85M, of which \$17M is designated for PFAS)
- ER, Air Force \$509,250,000 (+\$205M)
- ER, Defense Wide: \$19,952,000 (+\$11M)
- ER, FUDS: \$288,750,000 (+\$72M)

The ER plus-ups have the potential to help MMRP, but with a new administration and changes within OSD, it is incumbent upon NAOC to articulate why funding should continue to go towards MMRP as well as other emerging priorities. PFAS site characterizations and AFFF replacement have already taken center stage with the incoming administration. Therefore, your participation in our DoD Leadership Webinar (formerly the DoD speaker session at the Fly-In) and our virtual Congressional Fly-In is extremely important.

Since our MMRP messages are not contingent upon the President's FY22 budget request, we intend to have a multi-day event in February and March based on NAOC member and Congressional staff availability. We will send additional information/registration later in January.

If you are interested in participating in this committee, please contact me. Thank you and warm wishes to you and your family for a safe and happy New Year.

Victoria Kantsios,  
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## Small Business Chairman – Mr. David Nelson

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Happy Holidays to all in this challenging year for Small Businesses. At the end of 2019, the hope was that 2020 would bring all small businesses much more work and a higher percentage of DoD contracts. With the arrival of the global pandemic, the horizon definitely changed and, while the Federal Government has definitely funded work at a higher pace in 2020, other economic factors have put a strain on small businesses. Additional small business topics included the following.

### **PPP Loans**

On October 26, 2020, the Small Business Administration (SBA) issued a [notice](#) in the Federal Register that, among other updates, announced two new forms, [3509](#) and [3510](#) (the Forms), related to the Paycheck Protection Program (PPP). Form 3509 is for for-profit businesses, while 3510 applies only to non-profit entities. These Forms will be sent by PPP lenders only to PPP borrowers who received a principal loan amount of \$2 million or more, and borrowers will have ten days to complete it. **According to the SBA, the purposes of these Forms is to evaluate a borrower's good-faith certification on their economic need, but in actuality, these Forms attempt to retroactively modify PPP regulations and punish borrowers for not previously abiding by these new requirements. Additional discussion can be found [here](#).**

### **SBA's Final Rule on Mentor-Protégé Programs**

In mid-October 2020, SBA issued its [final rule](#) making changes to its rules on joint ventures, the mentor protégé program, the Section 8(a) program, and much more. In developing this final rule, SBA reviewed and considered the many comments it received, and [Pilieromazza](#) believes that the final rule makes many positive changes that will simplify its procedures for small businesses, particularly 8(a) program participants. Additional information is available here: <https://www.pilieromazza.com/pilieromazza-summarizes-sbas-final-rule-on-mentor-protége-programs/>.

### **WOSB Certification Required Began October 15, 2020**

As a reminder, beginning on October 15, 2020, all women-owned small businesses (WOSBs) and economically disadvantaged women-owned small businesses (EDWOSBs) pursuing WOSB/EDWOSB set-asides, as well as solicitations with pools reserved for WOSBs/EDWOSBs, must be certified as a WOSB/EDWOSB, either by SBA or a third-party certifier. The application for certification by SBA is free and may be completed at [beta.certify.sba.gov](https://beta.certify.sba.gov).

### **DOD Small Business Participation and Performance**

The following table provides information on the Small Business goals and performance program for Small Business Prime Contracting for the Department of Defense. According to the data provided, DOD is successfully meeting its goals in almost all categories, except for HUBZone. Additional information for the SBA reporting process can be found here: <https://www.sba.gov/document/support-agency-contracting-goals>

Socioeconomic Group	2018 Goal	2018 Achievement	2019 Goal	2019 Achievement	2020 Goal
Small Business	22.00%	24.12%	21.80%	24.16% (\$75.4B)	22.05%
Woman-Owned Small Business	5.00%	4.10%	5.00%	4.25% (\$13.3B)	5.00%
Small Disadvantaged Business	5.00%	8.76%	5.00%	8.56% (\$26.7B)	5.00%
Service-Disabled Veteran Owned Small Business	3.00%	3.49%	3.00%	3.25% (\$10.1B)	3.00%
HUBZone	3.00%	1.97%	3.00%	1.88% (\$5.9B)	3.00%

Importantly, there is some skepticism about the reporting data. A new [GSA Office of Inspector General report](#) is a reminder that it's not paranoia if people are really out to get you. According to the GSA OIG, the GSA's Federal Acquisition Service over-reported small business contracts by a whopping \$89 million in just two fiscal years. The GSA OIG sampled procurements that the FAS identified as small business awards in Fiscal Years 2016 and 2017. According to the audit report, the FAS's identification of small business awards in the Federal Procurement Database System–Next Generation was severely flawed. Additional discussion can be found here:

<https://smallgovcon.com/reports/gsas-federal-acquisition-service-over-reported-small-business-contracts-by-89-million/#more-18835>

**Small Businesses:** *Don't forget to reply to all available Sources Sought, if possible.*

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## Technology Chairman - Mr. Jeff Leberfinger

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The **1<sup>st</sup> Munitions Response Meeting** will be an online virtual event scheduled for March 14<sup>th</sup> - 18<sup>th</sup>, 2021. The meeting planning committee is working on updating the 16 scheduled sessions with over 60 Munitions Response (MR) related presentations on a wide variety of MR topics. NAOC is continuing to partner with the Environmental and Engineering Geophysical Society (EEGS) and European Association of Geoscientists and Engineers (EAGE) to offer the meeting in conjunction with the Symposium on the Application of Geophysics to Engineering and Environmental Problems (SAGEEP). New

and updated abstracts are being evaluated at this time. All presentations will be recorded and made available to view by registrants approximately two weeks before the beginning of the conference. Additional information on the rescheduled meeting and frequently asked questions can be found at [www.sageep.org](http://www.sageep.org).



The APEX: Dynamic Advanced Geophysical Classification (AGC) Sensor developed by White River Technologies has successfully completed the AGC hardware Demonstration of Capability (DOC) at the Aberdeen Proving Grounds (APG) test site in Maryland. After the successful completion of the hardware DOC requirements, the system has been approved by the Department of Defense Advanced Geophysical Classification Program (DAGACP) as an accepted sensor for use under the DAGCAP. The system meets DAGCAP standards for:

- ✓ One-Pass Classification
- ✓ Informed Source Solution (ISS)
- ✓ Cued Classification

The system can be deployed as a man-portable system with a 1-meter sensor swath or as a towed array with a 2-to-3-meter swath. The APEX is scheduled to be deployed on several AGC projects in 2021.



Jacobs has been working to apply Simultaneous Localization and Mapping (SLAM) positioning technology for use with the MetalMapper 2x2 advanced geophysical classification (AGC) sensor. The intent is for high quality and high accuracy location, detection, and classification of Munitions and Explosives of Concern (MEC) in GPS-denied areas, where application of AGC is limited to few and less-efficient positioning systems. Results to date from a 5ac pilot study indicate that SLAM-positioned AGC data are capable of meeting industry requirements for location, detection, and classification. Jacobs intends to apply SLAM positioning technology to conventional digital geophysical mapping (DGM) sensors and surveys to expand the approaches and options for geophysical investigation and remedial approaches at Munitions Response Sites.



There are currently 15 firms that have achieved their DoD Advanced Geophysical Classification Accreditation Program (DAGCAP) ISO 17025 accreditation. Since the last update, FPM Remediations, Inc. (FPM) received their accreditation. The successful FPM field team is shown in the photo to the left.

The 2020 SERDP and ESTCP Symposium was held as a virtual conference the week of November 30, 2020 - December 4, 2020 in response to the COVID-19 pandemic. Brian Harre from the Naval Facilities Engineering and Expeditionary Warfare Center (EXWC) chaired a session on “Lessons Learned from Remediation of Sites Containing UXO”. Another technical session, “Development and Use of Underwater UXO Demonstration Sites,” discussed how underwater sensors and platforms have been developed to detect and classify UXO and how controlled demonstration and validation of those systems are now needed. Visit the Symposium website to learn more about the technical sessions, short courses and poster sessions that were offered online during the Symposium: <https://www.symposium.serdp-estcp.org> #SerdpEstcp2020. Presentation slides will be available on the SERDP ESTCP website in January 2021.



Also, on November 5th, 2020, the NAOC – USACE M2G2 Geophysics Quarterly Webex was held. Presentations from the Webex included:

1. ESTCP Underwater Investigations Update – David Bradley, SERDP/ESTCP Munitions Response Manager
2. Results of Camp Fannin UltraTEM Pilot Study – Steve Saville, Jacobs
3. UX-Field QC Software – Dean Keiswetter, Acorn SI
4. Lessons Learned from Contracting Projects in 2020 - John Jackson, USACE CX
5. Results of SLAM Field Investigation – Steve Saville, Jacobs

The webex was recorded and posted to YouTube at: <https://youtu.be/tKbvFV-Rx34>

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## Membership Chairman - Mrs. Nicole Sharkey

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While our annual meeting was postponed for 2020 due to the pandemic, our other annual membership activities continued!

We were able to coordinate the 2021 Annual Meeting for the Hyatt Regency Hill Country in San Antonio for December 7<sup>th</sup> through December 9<sup>th</sup>. The committee and the Board of Directors are monitoring the situation, but we are currently planning to hold the meeting as planned. Stay tuned for further details.

- Each year, NAOC selects two highly qualified individuals as recipients of its Leadership Award, one representing government and the other representing industry. The Leadership Award Selection Committee with a representative from each committee and the board, convened in October and voted on the submitted nominations for the Industry and Government Leadership Awards. We were honored to select Mr. Jeffrey Leberfinger as the Industry Awardee, presented by the President at the December Board of Directors Meeting; and Mr. Nicholas Stolte as the Government Awardee, presented by the President on a separate call in December.
- We held a Board of Directors “Meet the Candidates” video call on December 2<sup>nd</sup> which was recorded and posted on the website for those unable to attend. Elections were held Monday December 7<sup>th</sup> through December 9<sup>th</sup>. Over 50% of the membership voted to elect the 2021 Board of Directors.
- NAOC 2020 Membership Certificates were delayed this year but should be in the mail if you have not received your yet.

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