

## **A MESSAGE FROM OUR COLLEAGUES AT LOUISIANA PTAC SEPTEMBER 16, 2008**

We, too, are struggling with the best way to help our companies find post-hurricane work. Seems like the more we learn, the more we realize we don't know. The beast is difficult to master. Based on a visit we made with our Louisiana FEMA office in June and on other meetings we've had with our state officials, here's a bit of information you might be able to use to get you started helping the companies in your area.

Most of the recovery work done in Louisiana after a storm is done through pre-awarded contracts:

1. FEMA Pre-Awarded Contracts (see "FEMA Contracting" document): The points of contact may be able to help you identify who the FEMA folks are in your area. FYI: A great resource to help one understand the many, many ways FEMA money can assist disaster-affected areas is the **FEMA Applicant Handbook**. Not so much for contractors; it is the Bible that public officials use to make sure FEMA money will pay for recovery, cleanup, etc. It kind of helps us identify the public offices eligible for assistance.
2. State of Louisiana – State Purchasing Pre-Awarded Contracts (we identified these through our contacts at State Purchasing)
3. USACE MATOC (U. S. Army Corps of Engineers, Multiple Award Task Order Contracts): Pre-Awarded Contracts (the state contracts with USACE; USACE pre-awards these contracts – Louisiana MATOC contractors are all 8(a) and HUBZone companies)
4. State DOTD Debris Removal Pre-Awarded Contracts (Asplundh is the contractor covering Louisiana. Check with your DOTD offices to find out who the contractor is for your state.)
5. Local counties, cities, school boards, law enforcement, etc., entities may also have authority to purchase goods/services.

Please keep in mind that each state AND each local entity may (WILL) have differing protocols and points of contact. And, as some of you know first hand, power and communications are down and unreliable, which make the art of marketing for hurricane recovery contracts even more challenging. Any insight you can share with us regarding this topic would be deeply appreciated.

To paraphrase Dennis Armon, the former Ft. Worth GSA legend: It's all very simple, or complex, or neither, or both.

Best wishes to each one of you as we struggle to regroup and rebuild.