



through Small Disadvantaged Businesses

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When the forces of market competition and the ability to quickly execute construction projects are brought together in multiple award construction contracts (MACC), they leverage the ability of the contracting community. MACCs reduce costs through competition and increase responsiveness by using an established contract vehicle for meeting government requirements.

Using a MACC as the contract vehicle and setting aside a number of contracts under the MACC for small disadvantaged businesses creates a new synergism where only small disadvantaged businesses are competing against each other for construction projects. Sheppard AFB, Texas, and Altus AFB, Okla., teamed together to solicit and award the Sheppard-Altus MACC for construction on either base and annex facilities associated with either base.

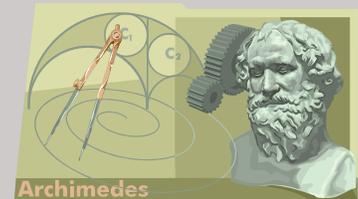
During the first year using the

Sheppard-Altus MACC these bases have noted the following:

- An increased flexibility in the creation of requests for proposals and a reduction in advertising time.
- A reduction of project costs driven by competition using the MACC, between 20 and 60 percent reductions from the Independent Government Estimate (IGE) price.
- Enhanced construction focus for the combined small business program for both bases.
- Past performance is tracked and used in competing projects which encourages good performance.

The small disadvantaged businesses participating in the Sheppard-Altus MACC are:

B.W. Strayhorn Company, Inc.
Chavez Contracting Inc.
Choctaw Contractors, Inc.
Cothran Trucking, LLC
Hughes Building Services
Marvin Groves Electric Company, Inc.



The Greek Mathematician Archimedes was the first to explain the principle of the leverage. Leverage as Archimedes discovered is the method for moving large objects using a lever (long pole or bar) on a fulcrum (a stationary object underneath the lever which creates a teeter-totter effect).

Archimedes once remarked in Greek: "Πα βω και χαριστωμι ταν γαν κινησω πασαν," which loosely translated is: "Give me a place to stand and with a lever I will move the whole world."

Just as Archimedes discovered the tremendous power of using leverage to move large objects, private industry's investments using borrowed money are also called leveraged investments. The value of the investment is increased by the borrowed money creating a larger investment for the firm (moving large amounts of money through financial leveraging).

-- Mark C. Snyder