



### Our Mission

NASCO will provide high quality construction utilizing the experience, technical knowledge and teamwork of our employees. Our "hands-on" approach is a fundamental value implemented since the very beginning of NASCO and carried forward by each employee on every project we construct.

*We welcome your comments, inquiries and newsletter ideas.*

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# nasco Spirit

Volume 2: Quarter 3

## An Introduction To Agile

Agile Infrastructure Services (Agile) was formed in May 2007 to develop, operate and sustain broad infrastructure programs and facilities for federal, state, and local government clients.

Agile was founded as a Limited Liability Company comprised of Steve Cook and equity business partners, Native American Services Corp (NASCO). It is a Service Disabled Veteran Owned Small Business (SDVOSB).



Agile gains its status as a SDVOSB from Steve Cook, pictured above. Steve retired from the Air Force in 1996 following a 20-year active-duty career, and is certified by the Veterans Administration as a Service Disabled Veteran.

**Please see AGILE, on pg 3**



## This Issue

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Pictured Left: NASCO Corporate Headquarters during construction.

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native american services corp  
A Design Build CM/GC Company

### Headquarters

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## Progress on NASCO headquarters

NASCO's Corporate Headquarters takes leaps and bounds as its construction is ahead of schedule. The projected completion date is set for December 15, 2008. NASCO hopes to have everything moved in and fully operational by the beginning of the New Year. The building has 18 offices, cubicle space, two conference rooms, a proposal room, kitchen, and a full sized workout facility along with two racquet ball courts.

## NASCO Welcomes Partnership with Northcon, Inc.

Northcon, Inc. is a Native American owned, 8(a) General Contractor serving the federal, commercial & residential markets of Washington, Idaho, Montana, Oregon, and Wyoming since 1992. Northcon offers over one-hundred years of combined construction experience along with an unwavering commitment to quality.



NASCO - recently graduated from the SBA's 8(a) program - has entered into a strategic partnership with Northcon to provide subcontract services, as well as technical and administrative support to help them attain growth goals throughout their remaining time in the 8(a) program and the small business sector of Federal contracting.

The team provides proven construction management ability along with a fast-track method to meet time sensitive contracting and small business goals of our Federal customers.

The relationship has started out very positive with Northcon receiving sole-source 8(a) awards at Fort Hood, Texas and Albuquerque, New Mexico - two areas where NASCO has a strong presence and can lend support toward the growth goals of Northcon. We look forward to partnering with Northcon on many new opportunities in the upcoming future.



## Community Projects

In keeping up with NASCO's community minded philosophy, NASCO recently donated workforce and equipment to construct a playground (pictured below) for the City of Kellogg, where NASCO will soon move its corporate operations.



## The Story of the Three Contractors

Three contractors were visiting a tourist attraction on the same day. One was from New York, another from Texas, and a third from Florida.

At the end of the tour, the guard asked them what they did for a living. When they all replied that they were contractors, the guard said, "Hey, we need one of the rear fences redone. Why don't you guys take a look at it and give me a bid?"

First to step up was the Florida contractor. He took out his tape measure and pencil, did some measuring and said, "Well, I figure the job will run about \$900; \$400 for materials, \$400 for my crew and \$100 profit for me."

Next was the Texas contractor. He also took out his tape measure and pencil, did some quick figuring and said, "Looks like I can do this job for \$700; \$300 for materials, \$300 for my crew, and \$100 profit for me."

Without so much moving, the New York contractor said, "\$2,700."

The guard, incredulous, looked at him and said, "You didn't even measure like the other guys! How did you come up with such a high figure?"

"Easy," he said, "\$1,000 for me, \$1000 for you and we hire the guy from Texas."



When working with government contracts, at times it seems like we're dealing with something from a Far Side cartoon. That confusing, grey area of legal speak that Contracting Officers are easily able to call to their defense while we're left floundering, instinctually feeling we're very much in the "right", but not able to prove it. Each issue this column will take a specific FAR clause, primarily Part 52, and condense it into language that is easier to understand.

We'll start by introducing the FAR itself. The Federal Acquisition Regulations (FAR) was established to create uniform **policies for acquisition** – key phrase - of supplies and services by governmental agencies – including the Department of Defense and Homeland Security – two of NASCO's biggest clients. The FAR is issued and maintained jointly by the Secretary of Defense, Administrator of General Services and the Administrator of the National Aeronautics and Space Administration.

Part 52 of the FAR contains solicitation provisions and contract clauses that **direct the government's acquisition** – key phrase - of commercial items including supplies, services, architectural and engineering, and NASCO's primary line of work - construction including renovation and refurbishment.

Each contract issued to NASCO contains specific FAR clauses that must be adhered to by NASCO and *any subcontractors NASCO hires* to perform work on the contract. Many people make the mistake of assuming that just because a particular FAR clause is not listed as part of the contract's FAR flowdowns, then the clause doesn't apply. That assumption would be wrong. Just think, for some reason 52.222-19 Child Labor—Cooperation with Authorities and Remedies was left out of the contract, do you think we could run down to the local youth center and hire a bunch of 12-year-old laborers? No, of course not - but you see the point.

If you think the FAR is intimidating, you should see the Code of Federal Regulation (CFR). The CFR is the Mothership of all federal rules and regulations – the foundation, if you will, of every federal rule that governs the workings of this great nation. The purpose of the CFR is to present the official and complete text of individual agency regulations in one organized publication and to provide a comprehensive and convenient reference. The FAR, like most federal regulations is derived from the CFR.

Next issue we'll tackle a particular FAR clause by putting it in clear language and tracing it back to its origins within the FAR itself. A lot of you are a gold mine of information because you have fought the hard fight and won or at the very least got in a few licks of your own - let's share that information! Please make your suggestions early as some clauses may require more research than others. Even though I'll try my best, I'll warn you now – there's a chance I may screw up and get something wrong. If I do, let me know. I'd rather make a correction than be lost in the FAR side...

## AGILE Continued from pg 1

Steve has 12 years experience in the federal contracting industry and has performed and managed Operations and Maintenance (O&M), logistics, and systems engineering projects. Steve has led technical teams and field efforts to replace critical infrastructure systems. He has also held positions in both large and small businesses as an Operations Division Manager and Program Manager.

Agile is comprised of two functionally organized operating divisions; one performing civil infrastructure projects, and a second performing critical infrastructure support services. Each has active operations.

Agile's Civil Infrastructure Division has on-going facilities renovation projects at the Veterans Affairs Medical Centers (VAMC) in Albuquerque, NM, and Spokane, WA.



Agile's Critical Infrastructure Services Division was recently notified of a subcontract award to provide operations, maintenance, and logistics support of critical launch communications and administrative information technology systems at Kennedy Space Center, Florida. We are currently in the contract phase-in period, and project responsibility will transfer on 1 October 2008.

Agile is growing daily in capability and size. Our goals for the year remain as: 1) Fully establishing Agile as a competitive and capable small business within the SDVOSB program; and 2) Positioning Agile for future business opportunities by developing excellent present and past performance qualifications.

### A note from Steve Cook:

*I thank each and every person within NASCO and Agile that is pulling hard to get Agile formed and running strong. The company is nothing without the combined talents and personal hard work of each and every one of you, and Agile's success to date is a direct reflection of your commitment and efforts. I appreciate what you do day-in and day-out to make Agile strong.*

--Steve

## On the Pole

Many defense contractors are on the fence about this year's presidential election according to BusinessWeek.com. They say both Presidential candidates hold positions that are not business friendly.

Traditionally, the Republican Party is seen as more defense friendly, while the Democratic Party wants to increase domestic spending. But the lines aren't so clear cut this time around.

While there are few doubts that GOP nominee John McCain wants to keep a strong military presence in Iraq and Afghanistan until the wars there are won, he also wants tighter reins on government spending. For example, he wants to eliminate some types of multi-year contracts.

Obama is a staunch defender of U.S. jobs, which should help defense companies. But at the same time, "Obama is concerned by the rising number of government contractors that are often unaccountable and frequently less efficient than government workers," said a statesman from Obama's office. He also promises to "reduce our nation's increasing dependence on private contractors in sensitive or inherently governmental functions" and "eliminate the Bush administration's ideological bias towards outsourcing of government services".

Since all the Parties' spokesmen and women seem to be able to talk about this election year is "the need for change" in American foreign and domestic policy, it is probably safe to say that either way this election goes this November, many federal contractors will eventually be feeling this "change" in one form or another.

## Bits and Bytes from the IT Department

On September 1<sup>st</sup> 2008 it will be exactly one year since we have made a series of changes to the way that NASCO employees utilize their e-mail. We have also made several changes on the back end of our network that will help our employees communicate and collaborate with other employees throughout the company.

One of these changes is the recent deployment of the Microsoft SharePoint Employee portal at <https://portal.nascousa.com>. All of the users will be sent an E-mail announcing their availability of the SharePoint portal and the potential that it has.

The Deltek Time and Expense system is another product we are in the process of rolling out and this will help NASCO eliminate all of the paper time cards that have to be faxed around the country.

Users will also be able to change Withholding Deductions and Benefits all online without paper.

Just a quick reminder: 1) please use extreme care when opening E-mail attachments where you do not know who the sender is, or you are not expecting an attachment from that sender. We have experienced a couple viral outbreaks in the last couple weeks. 2) The NASCO E-mail system is for business related use only.

If you would like a personal e-mail check out Google's E-mail (<http://www.gmail.com>) or Hotmail (<http://www.hotmail.com>) to learn more and sign up.

As always – if you have any questions or issues please contact the IT Department.

Happy Computing!

Shon Harris  
IT Manager

