



# USACE JACKSONVILLE DISTRICT

**Small Business Program  
Overview**

**Chief of Small Business  
Programs  
Kimberly Daniel-Ray**

**SAME Space Coast Post  
19 February 2026**



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# Briefing Purpose/Agenda

- Jacksonville District Leadership
- Overview of the Jacksonville District Area of Responsibility
- Jacksonville District Program Areas
- Contracting Opportunities Forecast
- Jacksonville District Small Business Office Information & Resources



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# SAJ Leadership Team

**Commander/  
District Engineer**  
Colonel  
Brandon Bowman



**Deputy District Commander**  
Lt Col Matt Westcott



**Deputy District Engineer  
Programs & Project Management**  
Howard Gonzales, Jr.



**Deputy South Florida**  
Major Cory Bell



**Chief of Staff**  
B.J. Fagan



**Engineering Division**  
Lauren  
Borochaner



**Construction Division**  
Gene Morisani



**Contracting Division**  
Aldone Graham



**Regulatory Division**  
Shawn Zinszer



**Planning Division**  
Angie  
Dunn



**Operations Division**  
Carol  
Bernstein



**Resource  
Management**  
Sandra  
Moschettieri



**Real Estate  
Division**  
Tim  
McQuillen



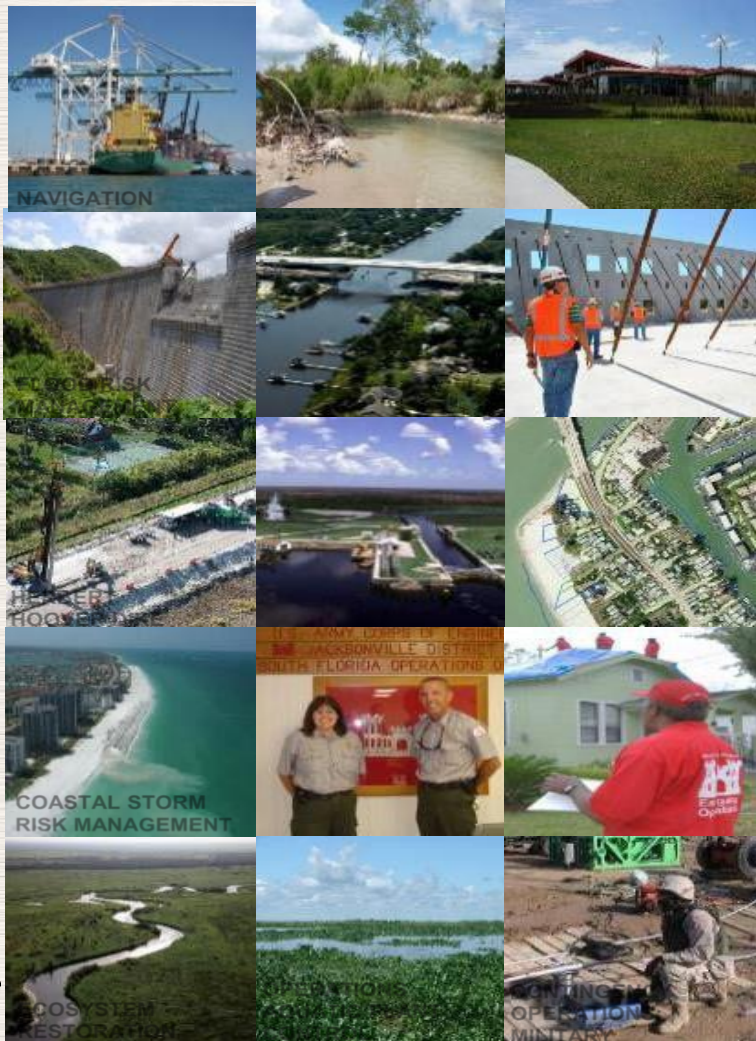
**Office of  
Council**  
Elizabeth  
Vavrica



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# Mission Areas



*Deliver value to the Nation by anticipating needs & collaboratively engineering solutions that support national security, energize our economy, & increase resiliency.*

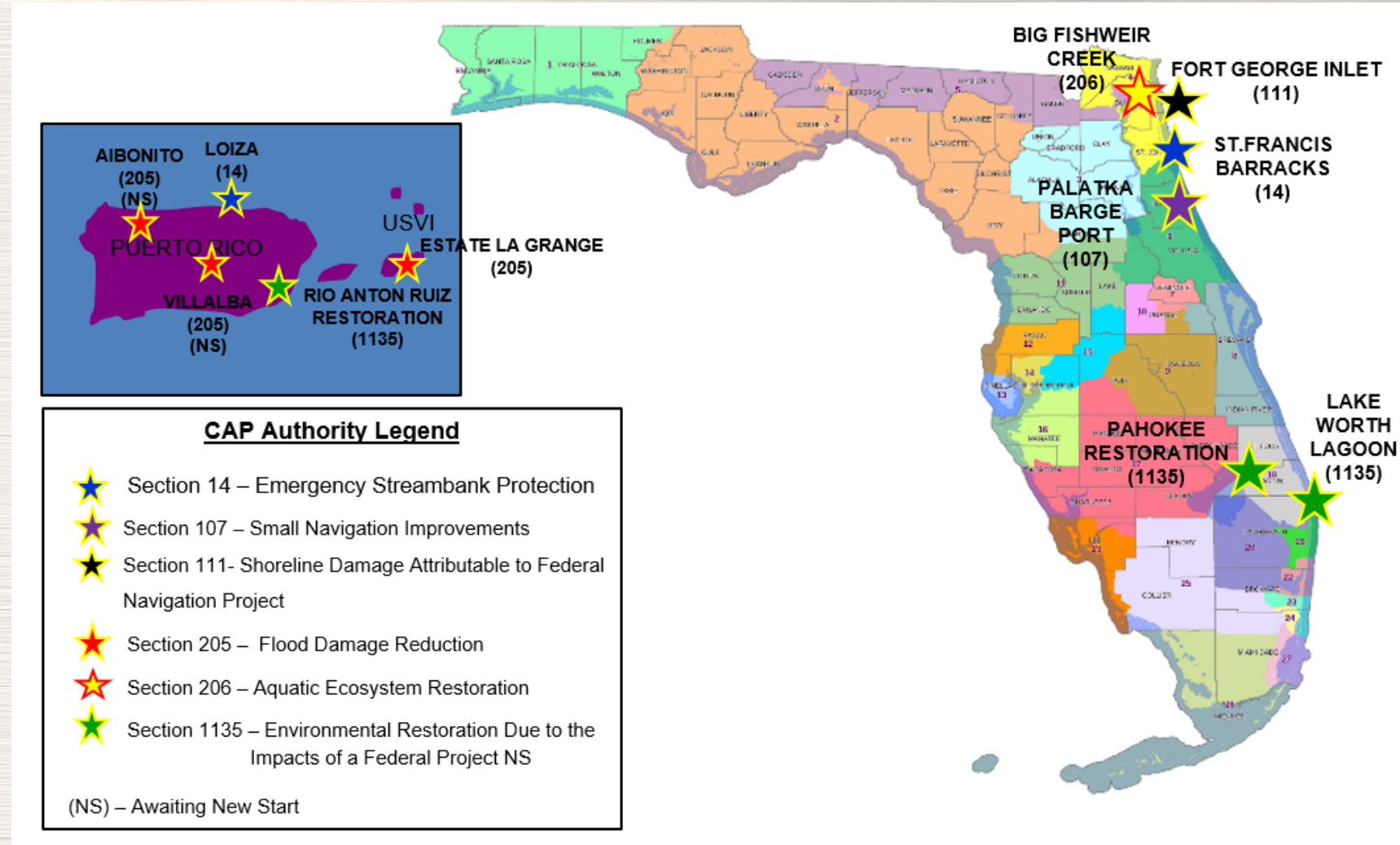
- **Navigation**
- **Flood/Coastal Storm Risk Management**
- **Ecosystem Restoration**
- **Operations/Recreation**
- **Contingency Operations**
- **Real Estate**
- **Military/Interagency & International Services**
- **Regulatory**



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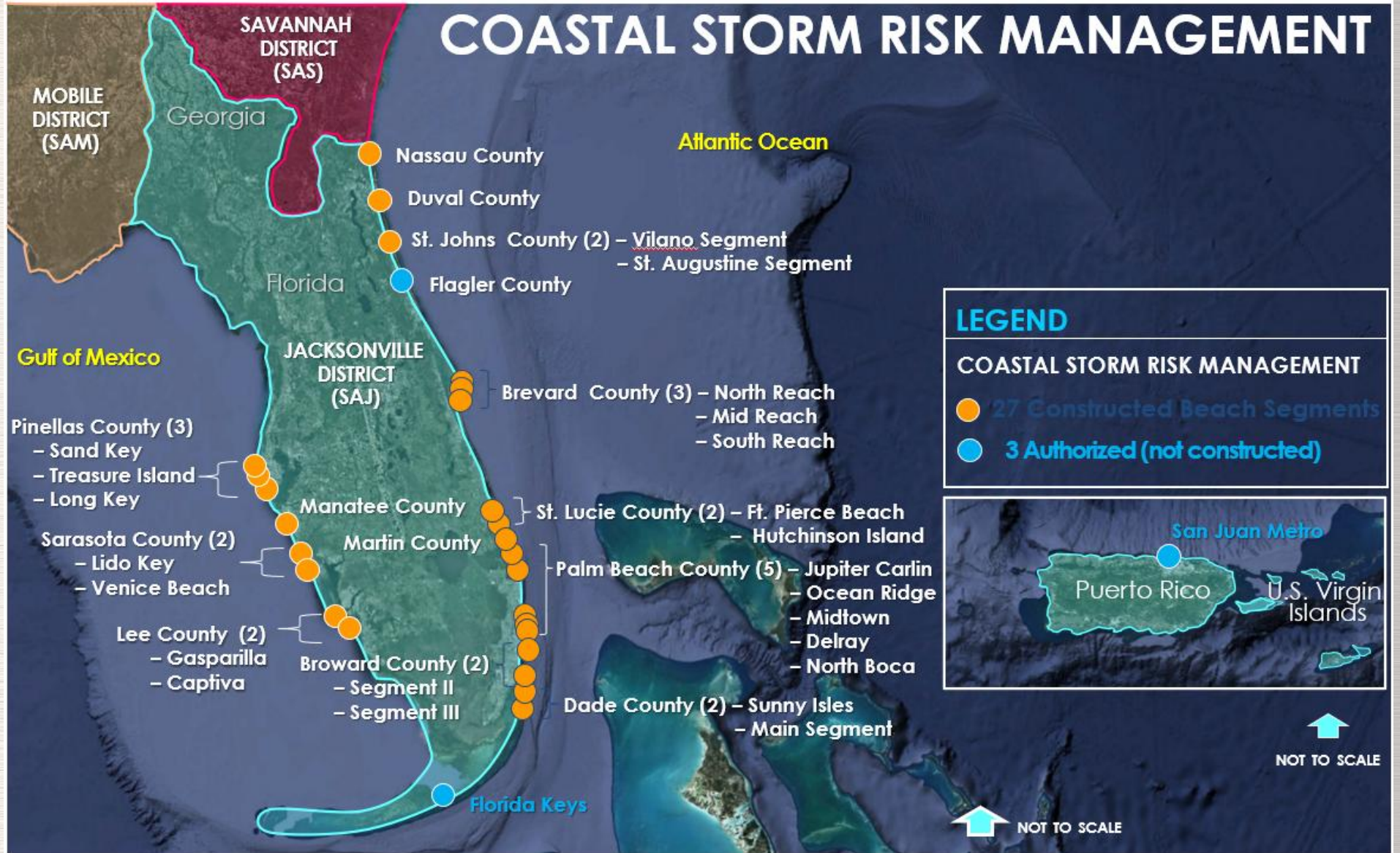
# Jacksonville District Active Small/CAP Projects



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# COASTAL STORM RISK MANAGEMENT



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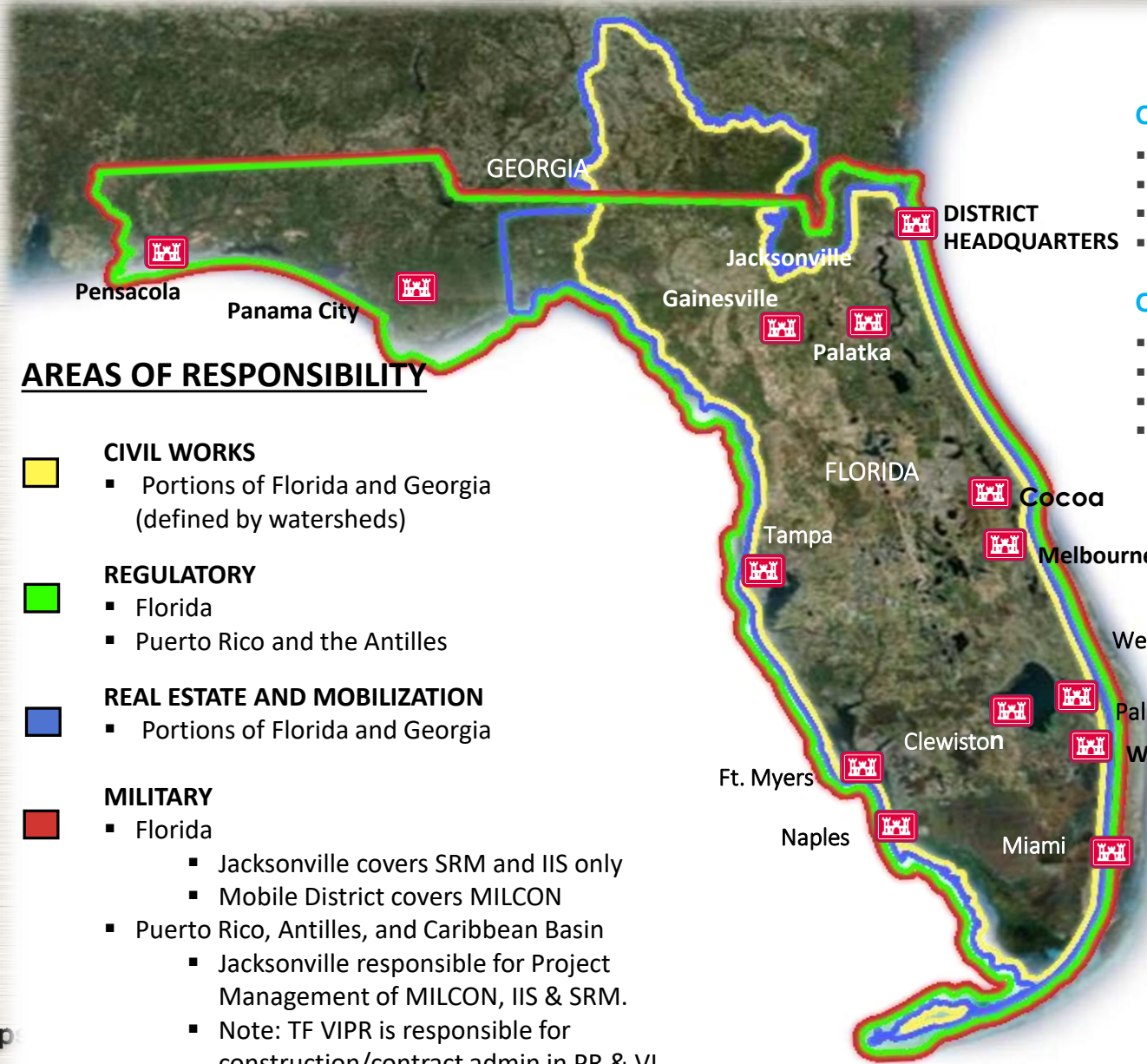


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NOT TO SCALE

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**AREAS OF RESPONSIBILITY**

- **CIVIL WORKS**
  - Portions of Florida and Georgia (defined by watersheds)
- **REGULATORY**
  - Florida
  - Puerto Rico and the Antilles
- **REAL ESTATE AND MOBILIZATION**
  - Portions of Florida and Georgia
- **MILITARY**
  - Florida
    - Jacksonville covers SRM and IIS only
    - Mobile District covers MILCON
  - Puerto Rico, Antilles, and Caribbean Basin
    - Jacksonville responsible for Project Management of MILCON, IIS & SRM.
    - Note: TF VIPR is responsible for construction/contract admin in PR & VI

**Our Vision**

- To be a great engineering force of highly disciplined people working with our PARTNERS to deliver innovative and sustainable solutions to the Nation's engineering challenges.

**Our Goals**

- Ready for All Contingencies
- Engineering Sustainable Water Resource Solutions
- Building Effective, Innovative Engineering Solutions
- Recruiting and Retaining Strong Teams

**Our Area of Responsibility**

- Florida
- Georgia
- Puerto Rico
- U.S. Virgin Islands



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# Jacksonville District FY26 Top 5 Small Business NAICS

Rank	NAICS	NAICS Description	Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$236,489,468
2	326199	ALL OTHER PLASTICS PRODUCT MANUFACTURING	\$8,990,583
3	562910	REMEDICATION SERVICES	\$3,432,658
4	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$520,444
5	541330	ENGINEERING SERVICES	\$329,137

Current as 2/17/2026



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# FY26 Small Business Accomplishments

USACE - SAJ	Actions	% Actions	Dollars	% Dollars	FY25 Goal	FY26 Goal
Small Business Eligible	187		\$476,784,605			
Small Business	103	55.08	\$249,813,608	52.40	30%	
SDB	54	28.88	\$220,913,372	46.33	28%	
SDVOSB	5	2.67	-\$57,141	-0.01	2%	
Women Owned	23	12.30	-\$178,763	-0.04	4%	
HubZone	16	8.56	-\$473,983	.10	4%	

Current as of: 2/11/26  
FY26 Goals pending



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# First Things First

If you are brand new to Government contracting, it is advised that you take a few steps before pursuing USACE contract opportunities. We want you to be as prepared as possible to perform successfully on a Government contract and continue to partner with us for years to come!

- Register your company as an entity at \*SAM.gov.
- Understand the small business programs available through the SBA.
- Determine what agency or agencies buy what you sell!
- Understand how the Federal Government procures supplies and services.
- Search for specific opportunities and notices by NAICS, location, agency code, etc. via SAM.gov.
- Visit with your local APEX Accelerators.

\*Note: During the registration process, you must indicate you want to participate in the Disaster Response Registry and provide the required information on the Disaster Response Information page within the Assertions module. Once your registration is active, you will be added to the Disaster Response Registry and contracting officers will be able to locate your company through the Disaster Response Registry Search.



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# First Impressions – Capability Statements

- The Value of Time:
  - Don't waste an opportunity to make a favorable impression!
  - Don't waste the Contracting Official's time.
  - Know the customer's mission and something about their buying habits.
  - Where possible provide a well-designed capability statement (2-3 Pages)
  - Tailor your presentation based on the customer's needs.
  - Discuss relevant topics during the presentation.
- Don't confuse the government agency's roles – The Small Business Office, SBA, and APEX should help prepare you for event; not the Contracting Officer!
- When you appear before the Contracting Officer or Gov't Official – Their response: Welcome to the big league; show me your skills please!



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# Subcontracting List

## AE Contracts Awards - Subcontracting Opportunities

Description	Contract #	Name	Location	Size	Period of Performance
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0004	CDM Federal Program Corp.	Jacksonville, FL	Unrestricted	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0005	Singhoffen & Wantman Group JV	Jennings, LA	Total Small Business	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0006	Kimley Hanson, Bergmann JV	West Palm Beach, FL	Total Small Business	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0007	AECOM-Black & Veatch JV	Roanoke, VA	Unrestricted	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0008	STANLEY CONSULTANTS-SANTEC JV	Minneapolis, MN	Unrestricted	Expires 5/3/2027
IDC Multi-Discipline Civil Works Design and Other AE Services	W912EP-22-D-0009	Genterra-Freese and Nichols JV	Jacksonville, FL	Total Small Business	Expires 5/3/2027



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# Hurricane Response Opportunities

Contract	District	Last Date to Order	Requirement Description	Total Value	Size	UEI	Website	Phone Number	POC
W911WN19D3006	<a href="#">Pittsburgh</a>	30-Jun-23	Emergency Power - Quadrant I	\$75,000,000.00	Large	GLHZFFJJZ8G2	<a href="#">WSP USA Solutions</a>	(202) 303-2613	<a href="#">Subcontracting Site</a>
W911WN19D3007	<a href="#">Pittsburgh</a>	30-Jun-23	Emergency Power - Quadrant II	\$75,000,000.00	Large	GLHZFFJJZ8G2	<a href="#">WSP USA Solutions</a>	(202) 303-2613	<a href="#">Subcontracting Site</a>
W911WN19D3008	<a href="#">Pittsburgh</a>	30-Jun-23	Emergency Power - Quadrant III	\$75,000,000.00	Large	GLHZFFJJZ8G2	<a href="#">WSP USA Solutions</a>	(202) 303-2613	<a href="#">Subcontracting Site</a>
W911WN19D3009	<a href="#">Pittsburgh</a>	30-Jun-23	Emergency Power - Quadrant IV	\$75,000,000.00	Large	GLHZFFJJZ8G2	<a href="#">WSP USA Solutions</a>	(202) 303-2613	<a href="#">Subcontracting Site</a>
W9128F20D0035	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	BJKBH2CKRAQ4	<a href="#">Blue Tarpon</a>	(251) 424-2858	<a href="#">S. Cody</a>
W9128F20D0037	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	JTJZBGCJNSK9	<a href="#">Hughes</a>	(334) 795-8100	<a href="#">S. Hughes</a>
W9128F20D0034	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	NGR6CYCE3QC3	<a href="#">Swan</a>	(603) 371-2261	<a href="#">M. Fallon</a>
W9128F20D0036	<a href="#">Omaha</a>	31-May-27	Temp Roofing - (CONUS)	\$45,000,000.00	Small	L7CLJF2SM8C2	<a href="#">Venegas</a>	(787) 383-2000	<a href="#">E. Venegas</a>
W9128F21D0036	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Large	CBUJM4NJVJR6	<a href="#">Ceres Envrnmtl</a>	(800) 218-4424	<a href="#">Subcontracting Site</a>
W9128F21D0045	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmntn	(787) 453-0767	<a href="#">A. Moreno-Crespo</a>
W9128F21D0043	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	LZQBKXG9JKD3	<a href="#">S&amp;M &amp; Assoc</a>	(678) 938-7175	<a href="#">D. Miles</a>
W9128F21D0044	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	LL4QWWJLVMX3	<a href="#">Thomco Entrprs</a>	(850) 244-0811	<a href="#">F. Thomas</a>
W9128F21D0046	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Atlantic Coast	\$45,000,000.00	Small	GA2DPN5PSSP9	<a href="#">Yerkes South</a>	(850) 424-6069	<a href="#">C. Yerkes</a>
W9128F21D0052	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Eastern Puerto Rico	\$45,000,000.00	Large	CBUJM4NJVJR6	<a href="#">Ceres Envrnmtl</a>	(800) 218-4424	<a href="#">Subcontracting Site</a>
W9128F20D0043	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Gulf Coast	\$45,000,000.00	Large	DLG9X3LBX6M6	<a href="#">Barlovento</a>	(334) 983-9979	<a href="#">Subcontracting Site</a>
W9128F20D0038	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Hawaii	\$45,000,000.00	Small	KKCNK8P547M9	Crown Arch Metal	(504) 464-4644	<a href="#">R. Palmer</a>
W9128F21D0061	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Hawaii. Options: Kauai & Oahu	\$45,000,000.00	Large	F1PMZXNJ7NM5	<a href="#">SLSCO</a>	(713) 880-9888	<a href="#">W. Sullivan</a>
W9128F21D0062	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Hawaii. Options: Maui & Hawaii	\$45,000,000.00	Large	CBUJM4NJVJR6	<a href="#">Ceres Envrnmtl</a>	(800) 218-4424	<a href="#">Subcontracting Site</a>
W9128F20D0033	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Puerto Rico	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmntn	(787) 453-0767	<a href="#">A. Moreno-Crespo</a>
W9128F20D0032	<a href="#">Omaha</a>	31-May-27	Temp Roofing - Puerto Rico	\$45,000,000.00	Small	PVH6MCRLZFH3	<a href="#">Venegas JV</a>	(787) 848-4848	<a href="#">E. Venegas</a>
W9128F20D0044	<a href="#">Omaha</a>	31-May-27	Temp Roofing - U.S. Virgin Islands	\$45,000,000.00	Small	NG5WN4P7J6T3	Pwr & Instrmntn	(787) 453-0767	<a href="#">A. Moreno-Crespo</a>
W9128F21D0042	<a href="#">Omaha</a>	31-May-28	Temp Roofing - U.S. Virgin Islands. Option: VGB	\$45,000,000.00	Small	NGR6CYCE3QC3	<a href="#">Swan</a>	(603) 371-2261	<a href="#">M. Fallon</a>
W9128F21D0053	<a href="#">Omaha</a>	31-May-28	Temp Roofing - Western Puerto Rico	\$45,000,000.00	Large	UPS6RUF5ZSN7	<a href="#">Dynamic</a>	(225) 485-7205	<a href="#">Subcontracting Site</a>
W912EK22D0006	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - LRD	\$250,000,000.00	Large	KLQXF6DU7E26	DRC Emergency Services, LLC	(504) 482-2848	Kristy Fuentes, kfuentes
W912EK22D0001	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - MVD	\$250,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowknight
W912EK22D0007	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - NAD	\$500,000,000.00	Large	(650) 347-1555	ECC Constructors, LLC	LJPLMV3GCYE7	Keith K. Owenby, kowenby
W912EK22D0008	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - NWD	\$250,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowknight
W912EK22D0004	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - POD	\$500,000,000.00	Large	(650) 347-1555	ECC Constructors, LLC	LJPLMV3GCYE7	Keith K. Owenby, kowenby
W921EK22D0002	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - SAD	\$500,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowknight
W912EK22D0003	<a href="#">Rock Island</a>	9-Nov-26	Debris Removal - SWD	\$500,000,000.00	Large	(954) 725-6992	Ashbritt, Inc.	YH8JGLSMAQX3	Dow Knight, SVP, dowknight



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# FY26+ Business Opportunities Forecast

Opportunity	Location	District / Center	Estimated Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
C23/24 North Reservoir CNT 4B	Primary Florida	Jacksonville District	1st Qtr FY2027	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4C	Primary Florida	Jacksonville District	1st Qtr FY2028	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4D	Primary Florida	Jacksonville District	1st Qtr FY2029	527990	Unrestricted	RFP
C23/24 North Reservoir CNT 4E	Primary Florida	Jacksonville District	4th Qtr FY2030	527990	Unrestricted	RFP



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# FY26+ Business Opportunities Forecast

Opportunity	Location	District / Center	Estimated Solicitation Release Date (Quarter)	NAICS	SBSA / Unrestricted	Solicitation Type
O&M: IWW Jacksonville-Miami, FL	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
Mayport Dredging	Primary Florida	Jacksonville District	3rd Qtr FY2026	237990	SBSA	IFB
Banana River (NASA) Maintenance Dredging	Florida	Jacksonville	4th Qtr FY2026	237990	SBSA	RFP
O&M: St. Lucie Inlet	Florida	Jacksonville	4th Qtr FY2026	237990	SBSA	IFB
Manatee Harbor, FL (O&M)	Florida	Jacksonville	3rd Qtr FY2026	237990	SBSA	IFB



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# Jacksonville District Small Business Website



## Jacksonville District Small Business Office



The Jacksonville Small Business Office develops small businesses and maximizes their opportunities to participate in Corps procurements, ensuring a broad base of capable suppliers to support the Corps' mission and strengthen the nation's economic development. The Small Business Program seeks Women Owned, 8(a), Historically Underutilized Business Zone Empowerment (HubZone) and Service-Disabled Veteran-Owned businesses, as well as Historical Black Colleges and Universities, and Minority Institutions that are interested in doing business with the federal government.

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**Contact Us**

Deputy, Small Business Programs  
Kimberly S. Daniel-Ray

Small Business Office Phone:  
██████████

Small Business Email Address  
SAJ-SB@usace.army.mil

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**Business With Us Links**

- SAD Small Business Website
- USACE Small Business Website
- Doing Business with USACE Districts
- Contracting in Puerto Rico
- What Small Businesses Need to Know
- Contract Security Requirements
- Small Business Basics
- Subcontracting Resources
- USACE Customer Outreach/Events
- Federal Business Opportunities
- Other Service Contracts
- Small Business Office

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**Hurricane Response Opportunities**

[Hurricane Relief contractors contact information](#)

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**Contractors Seeking Work**

- The U.S. Army Corps of Engineers, Jacksonville District, is working with the full range of federal, state and local partners in response to Hurricane Fiona and the restoration work that will be required in its aftermath.
- Businesses and individual contractors interested in doing business with the U.S. Army Corps of Engineers should take the first step of registering with the System for Award Management (SAM)



**Top 10 NAICS Codes Awarded Contracts in FY22**

Rank	NAICS	FY22 - NAICS Description	Actions	Dollars	% Dollars
1	237990	OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	369	\$427,809,710	63.24%
2	236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	15	\$312,680,468	38.90%
3	562910	REMEDIATION SERVICES	31	\$10,862,604	1.35%
4	541330	ENGINEERING SERVICES	171	\$9,954,980	1.24%
5	236115	NEW SINGLE-FAMILY HOUSING CONSTRUCTION (EXCEPT FOR SALE BUILDERS)	6	\$7,777,200	0.97%
6	541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	13	\$7,772,076	0.97%
7	562111	SOLID WASTE COLLECTION	2	\$5,802,191	0.70%
8	561210	FACILITIES SUPPORT SERVICES	20	\$4,878,696	0.62%
9	541620	ENVIRONMENTAL CONSULTING SERVICES	49	\$4,584,764	0.62%
10	541370	SURVEYING AND MAPPING (EXCEPT GEOPHYSICAL) SERVICES	154	\$4,482,866	0.56%

**Forecast**



Click photo or link to view upcoming Forecast.

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**Program Overview**



Click to view Program Overview

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**Upcoming Events**



Click to view Small Business Upcoming Events

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**Contract Awards-Subcontracting Opportunities**



Search our Website to see:

- Forecast
- Program Overview
- Upcoming Events
- Contracts Awards-Subcontracting Opportunities
- Additional Resources

Website Link:

<https://www.saj.usace.army.mil/SmallBusiness/>

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# Resources

## USACE Resources

- Main Website: <https://www.usace.army.mil/>
- Infrastructure Work Plans: <https://www.usace.army.mil/Missions/Civil-Works/Budget/>
- Contracting: <https://www.usace.army.mil/Business-With-Us/>
  - Contracting Questions? Email [DoingBusinessWithUs@usace.army.mil](mailto:DoingBusinessWithUs@usace.army.mil)
- Small Business: <https://www.usace.army.mil/Business-With-Us/Small-Business/>
- Small Business Questions? Email [Small-Business-HQ@usace.army.mil](mailto:Small-Business-HQ@usace.army.mil)

## Government-wide Resources

- [www.sam.gov](http://www.sam.gov): Official government system for contracting opportunities, registering to do business, wage determinations and contract data
- [www.FPDS.gov](http://www.FPDS.gov): Search any unclassified contract award (DoD data has 90-day delay)
- [www.USASpending.gov](http://www.USASpending.gov): Official open data source of federal spending information
- [www.sba.gov](http://www.sba.gov): Small Business Administration website has information regarding small business size standards, small business types and more
- <https://www.aptac-us.org/>: Free resource dedicated to help local businesses compete successfully in the government marketplace. (Can also help you register with sam.gov)



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# Jacksonville District Office of Small Business Programs



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# For More Information

U.S. Army Corps of Engineers | Jacksonville District

<http://www.saj.usace.army.mil/>

Office of Small Business Programs

[SAJ-SB@usace.army.mil](mailto:SAJ-SB@usace.army.mil)

On Facebook [www.facebook.com/JacksonvilleDistrict](http://www.facebook.com/JacksonvilleDistrict)

On YouTube! [www.youtube.com/JaxStrong](http://www.youtube.com/JaxStrong)

On Twitter [www.twitter.com/JaxStrong](http://www.twitter.com/JaxStrong)

On Flickr [www.flickr.com/photos/jaxstrong](http://www.flickr.com/photos/jaxstrong)

Useful Restoration Sites: [www.evergladesrestoration.gov](http://www.evergladesrestoration.gov)

[www.sfwmd.gov](http://www.sfwmd.gov)



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