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FY 15 Industry Forum
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SAME Jacksonville Post Industry Day

Col Alan M. Dodd

District Commander

US Army Corps of Engineers,
Jacksonville District

November 06, 2014





US Army Corps of Engineers
BUILDING STRONG®

AGENDA

- Introduction to Jacksonville District
  - What We Do/How We Do It
- Jacksonville District Specifics
  - Area of Responsibility
  - Mission Areas
  - A/E and Construction awards/opportunities
- Questions & Answers



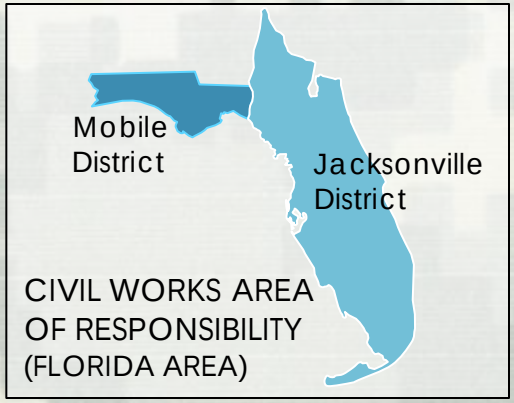
AREA OF RESPONSIBILITY/SATELLITE OFFICES
CIVIL WORKS

GEORGIA
FLORIDA
Jacksonville
DISTRICT HEADQUARTERS
Pensacola
Panama City
Gainesville
Palatka
San Juan
PUERTO RICO
ANTILLES
Ponce
Cocoa
Tampa
Melbourne
Sebring
West Palm Beach
Palm Beach Gardens
Clewiston
Ft. Myers
Naples
Miami

AREA OF RESPONSIBILITY

CIVIL WORKS
- Portions of Florida and Georgia (defined by watersheds)
- Puerto Rico and the Antilles

REGULATORY
- Florida
- Puerto Rico, and the Antilles



CIVIL WORKS AREA OF RESPONSIBILITY (FLORIDA AREA)

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DISTRICT MISSIONS AND FY15 BUDGET



NAVIGATION
FY15 $40M



SHORE PROTECTION
FY15 $0M



ECOSYSTEM RESTORATION
FY15 $76M



REGULATORY
FY15 $16M



Military and IIS
FY 15 $42M



EMERGENCY MANAGEMENT
FY 15 $675,000



FLOOD DAMAGE REDUCTION
FY15 $95M

U.S.ARMY

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WATER RESOURCES-NAVIGATION



900 miles of Inland Waterways

- 6 navigation locks
- Intracoastal Waterway (IWW) from Jacksonville to Miami
- Okeechobee Waterway (OWW) connecting the Atlantic Ocean to the Gulf of Mexico
- Parts of the Gulf Intracoastal Waterway (GIWW)

Harbors

- 17 Deep Draft Harbors
- 20 Shallow Draft Harbors

MIAMI HARBOR



JACKSONVILLE HARBOR



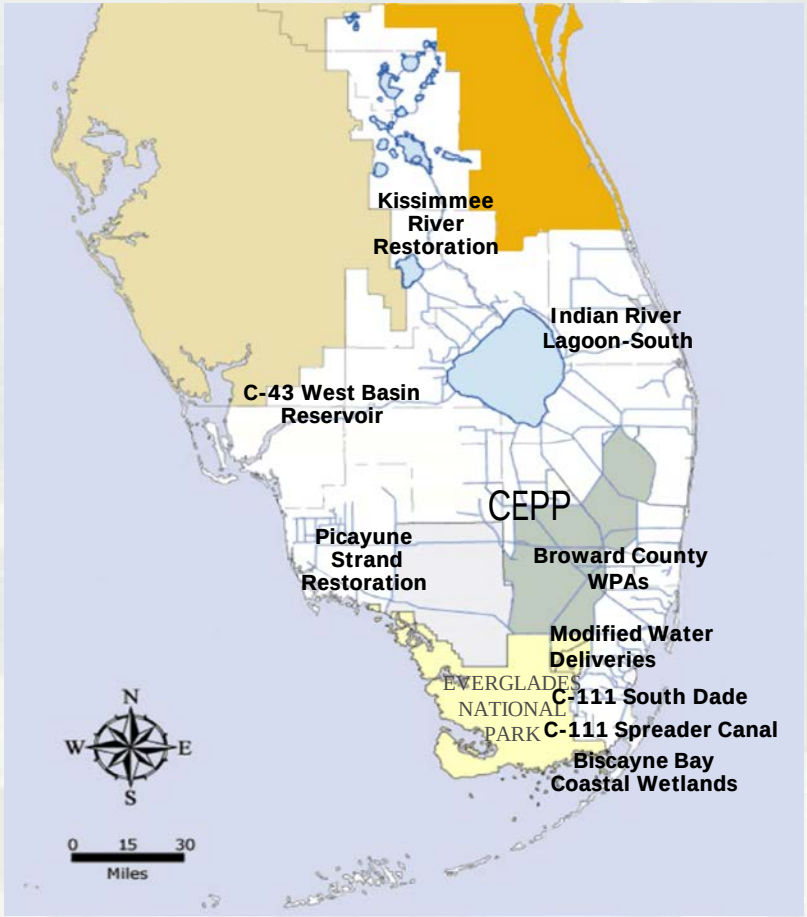
PORT EVERGLADES



TAMPA HARBOR



CURRENT SOUTH FLORIDA ECOSYSTEM RESTORATION STATUS (FY2014-FY2015)



- Upcoming construction activities on IRL-S C-44 Phase 1, Kissimmee River Restoration, and C-111 South Dade
- Projects included in WRRDA 2014:
  - C-43 West Basin Storage Reservoir
  - C-111 Spreader Canal
  - Broward County WPA
  - Biscayne Bay Coastal Wetlands
- Completion of the CEPP Study
- Progress on the Indian River Lagoon-South, Picayune Strand Restoration, and Site 1 Impoundment-Phase 1 Projects

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HERBERT HOOVER DIKE (HHD)

143 miles of embankment around Lake Okeechobee

- 32 federal culverts
- 5 spillway inlets
- 5 spillway outlets
- 9 navigation locks
- 9 pump stations

No overflow capability

Built by hydraulic dredge and fill methods

- Not acceptable to today's construction standards



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Herbert Hoover Dike Overall Progress

Reach 1 Cutoff Wall:

- Risk reduction feature
- Construction 2007 – 2013



Water Control Structures (culverts):

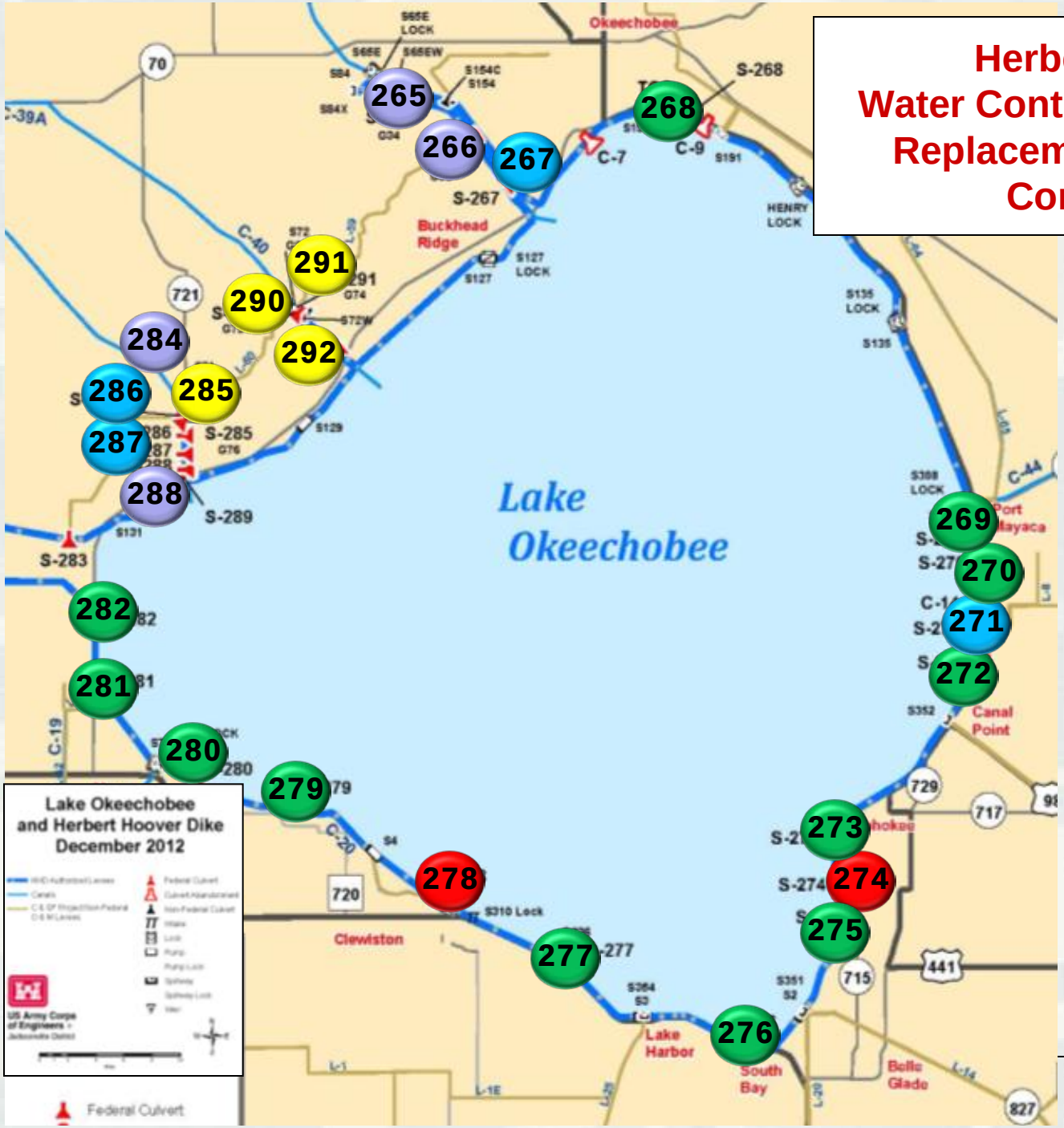
- Risk reduction features
- Contract awards 2011 – 2017
- Construction 2011 – 2020

Current HHD Budget:

- FY2001 thru FY2013 Obligations – $642M
- FY2014 Budget Allocation – $86M
- FY2015 President's Budget – $75M



Herbert Hoover Dike
Water Control Structure (Culvert) Replacements - Construction Contract Awards



KEY

4	FY 2011
2	FY 2012
6	FY 2013
2	FY 2014
4	FY 2015
4	FY 2016
4	FY 2017

FY11 → FY18

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PROFESSIONAL SERVICES AWARD FORECAST FY 2015

Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
Environmental SVCS to perform Marine protection, Research, and Sanctuaries Act (MPRSA) Section 103 Sampling, Testing, and Analysis	FL, GA, PR, VI	1st Quarter 2015	Services	IDIQ/SATOC	SBSA	RFP Renewal
Environmental Remediation Services 562910 - REAT	South Atlantic Division	Mar 2015	Prof Services	Up to $188mil	SBSA	RFP **Regional Environmental ACQ Tool**
Environmental Remediation Services 562910 -REAT	South Atlantic Division	Mar 2015	Prof Services	Up to $50mil	HUBZone	RFP **Regional Environmental ACQ Tool**

AE AWARD FORECAST FY 2015

Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method	Notes
Topographic/ Hydrographic Surveying	FL	**4rd QTR 2014**	AE Svcs IDIQ	$2,250M Max	SDVOSB Small Business	Brooks Act	Base w/2 options Up to 3 contracts will be awarded
Remote Sensing	FL	**4rd QTR 2014**	AE Svcs IDIQ	TBD	TBD Based on market research	Brooks Act	Base w/2 options

CONSTRUCTION AWARD FORECAST FY 2015

Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
MacArthur Ditch Backfill – Contract 10B	Kissimmee River FL	Nov 2014	Construction	$5-10M	SDVOSB	IFB
Water Control Structure Culvert 10a Placement	Herbert Hoover Dike Area FL	May 2015	Construction	$25-$100M	UNR	RFP
Water Control Structure Culvert 6 Placement	Herbert Hoover Dike Area FL	Jun 2015	Construction	$25-$100M	UNR	RFP
Construction of reservoir Indian River Lagoon South, C44 Contract 2	Martin County, FL	3rd Quarter	Construction	$100-$250M	UNR	RFP

CONSTRUCTION AWARD FORECAST FY 2015 (cont)

Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
MilePoint - Navigational Training Wall Removal & Replacement	Duval County, FL	Dec 2014	Construction	$25-$100M	TBD Based on market research	RFP Industry Day Nov 13,2014
Complete HVAC Replacement, Bldg 101U West Fleet Readiness	NAS Jacksonville, FL	Nov 2014	Construction	$5-$10M	8(a) Competitive Bona fide Offices in SBA North Florida District	RFP
Design Build General Construction 236220	FL	2nd Quarter	Construction	$45M SATOC	8(a) Competitive	RFP

FOR MORE INFORMATION

Beth Myers

Deputy, Office of Small Business Programs, Jacksonville District

(904) 232-1150

elizabeth.r.myers@usace.army.mil

www.saj.usace.army.mil

A-E Contracts

Lisa Labs, Chief, Technical Services/AE Contract Administration Section

(904)232-3295

Lisa.M.Labs@usace.army.mil

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JAX SAME Small Business Industry Day

Dr. Larry McCallister, PE, PMP, SES
Director, Regional Business, Military, Environmental, and IIS Programs

South Atlantic Division
US Army Corps of Engineers

November 6, 2014





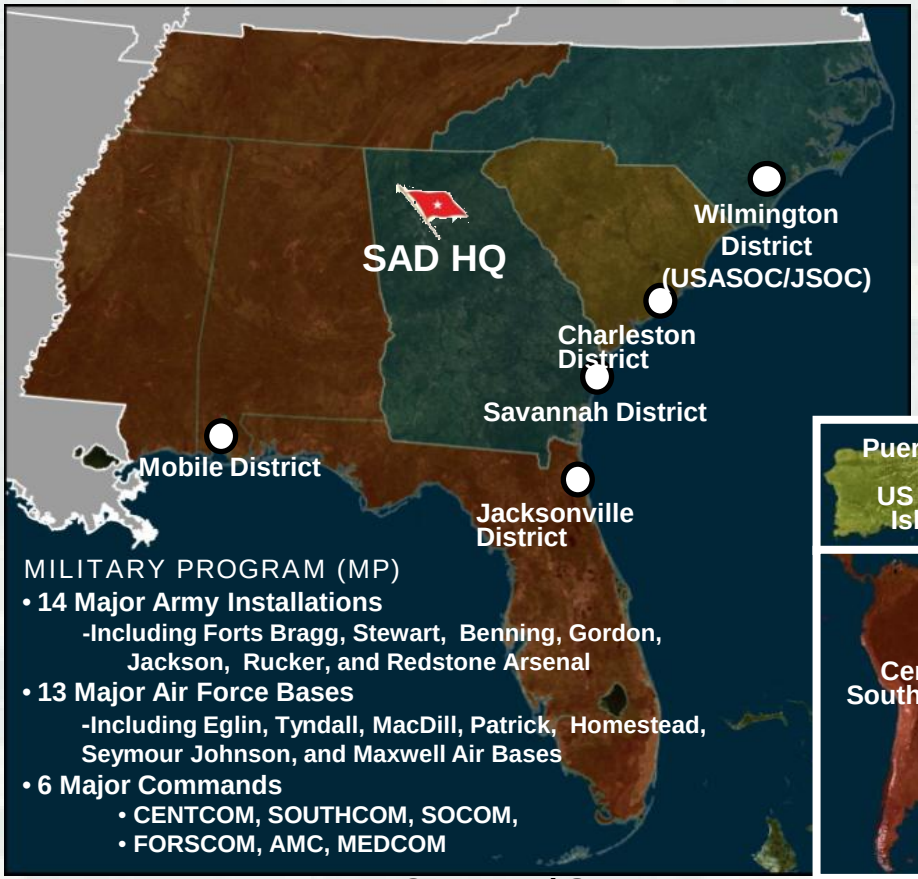


U.S.ARMY

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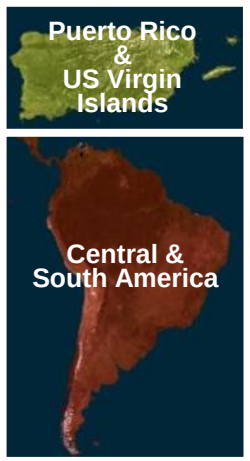
USACE South Atlantic Division (SAD)

MILITARY PROGRAM AREAS OF RESPONSIBILITY

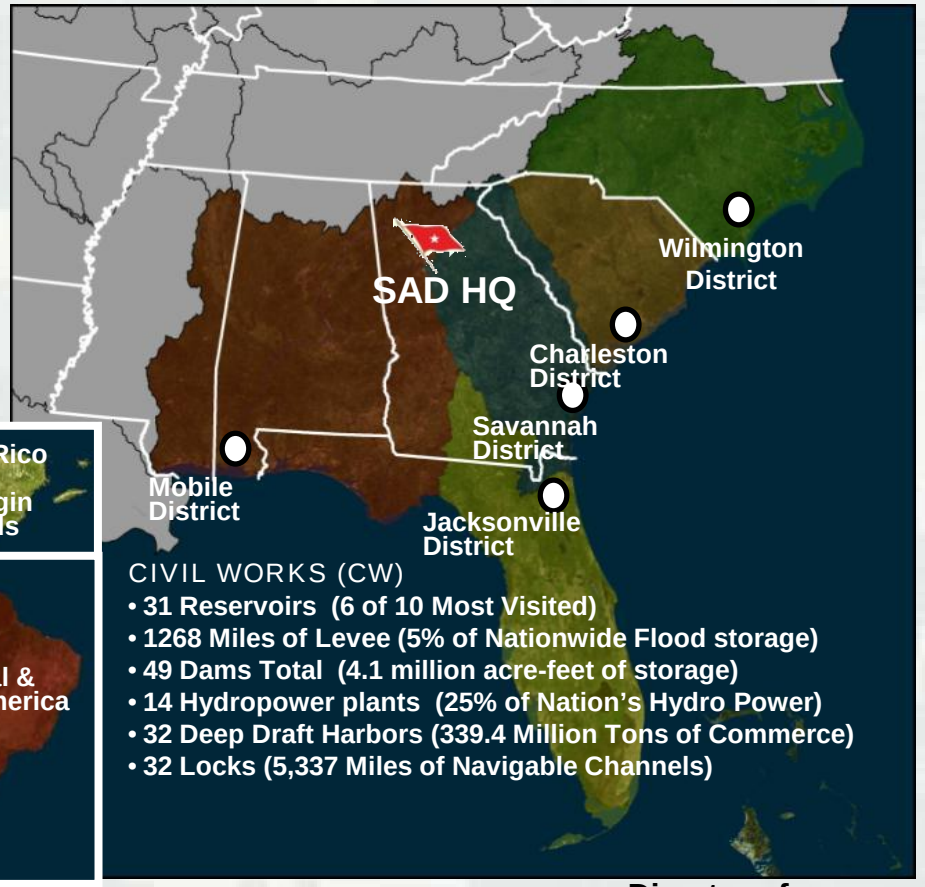


MILITARY PROGRAM (MP)

- 14 Major Army Installations
  - -Including Forts Bragg, Stewart, Benning, Gordon, Jackson, Rucker, and Redstone Arsenal
- 13 Major Air Force Bases
  - -Including Eglin, Tyndall, MacDill, Patrick, Homestead, Seymour Johnson, and Maxwell Air Bases
- 6 Major Commands
  - CENTCOM, SOUTHCOM, SOCOM,
  - FORSCOM, AMC, MEDCOM



CIVIL WORKS AREAS OF RESPONSIBILITY



CIVIL WORKS (CW)

- 31 Reservoirs (6 of 10 Most Visited)
- 1268 Miles of Levee (5% of Nationwide Flood storage)
- 49 Dams Total (4.1 million acre-feet of storage)
- 14 Hydropower plants (25% of Nation's Hydro Power)
- 32 Deep Draft Harbors (339.4 Million Tons of Commerce)
- 32 Locks (5,337 Miles of Navigable Channels)

Commander



BG David Turner

Command Sergeant Major



CSM Tony Jones

Deputy Commander



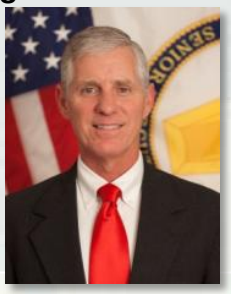
COL Donnie Walker

Programs Director



Mr. Al Lee

Director of Regional Business



Dr. Larry McCallister, PE, PMP

SAD District Leadership

Wilmington District Commander



COL Kevin Landers

DDPM



Chris Brayman, PMP

Mobile District Commander



COL Jon Chytka

DDPM



Pete Taylor, PE

Savannah District Commander



COL Tom Tickner

DDPM



Erik Blechinger, PE, PMP

Charleston District Commander



LTC John Litz

DDPM



Lisa Metheney

Jacksonville District Commander



COL Al Dodd

DDPM



Dave Hobbie

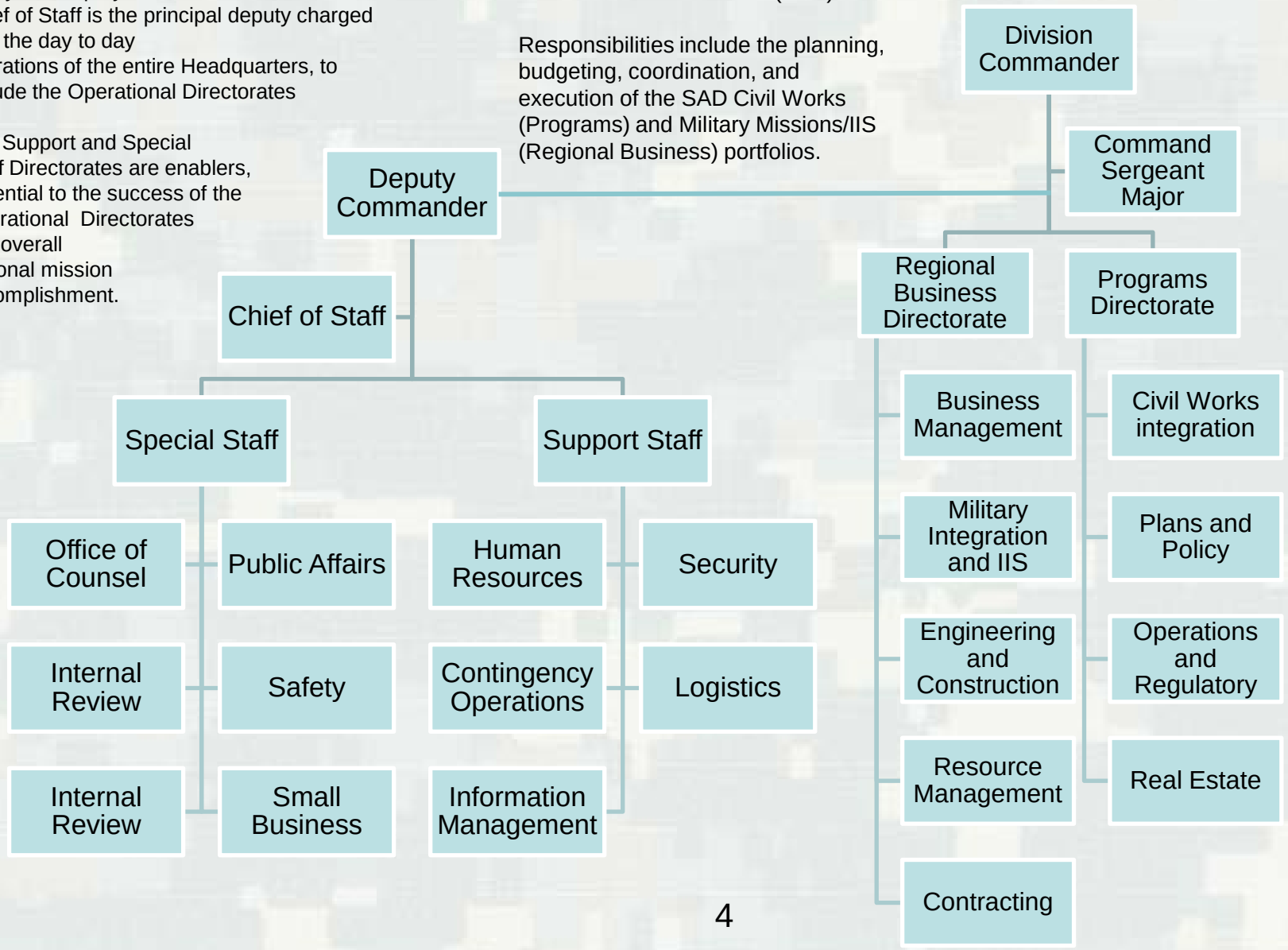
SAD Division Headquarters Organization

Support and Special Staff Directorates are led by the Deputy Commander. The Chief of Staff is the principal deputy charged with the day to day operations of the entire Headquarters, to include the Operational Directorates

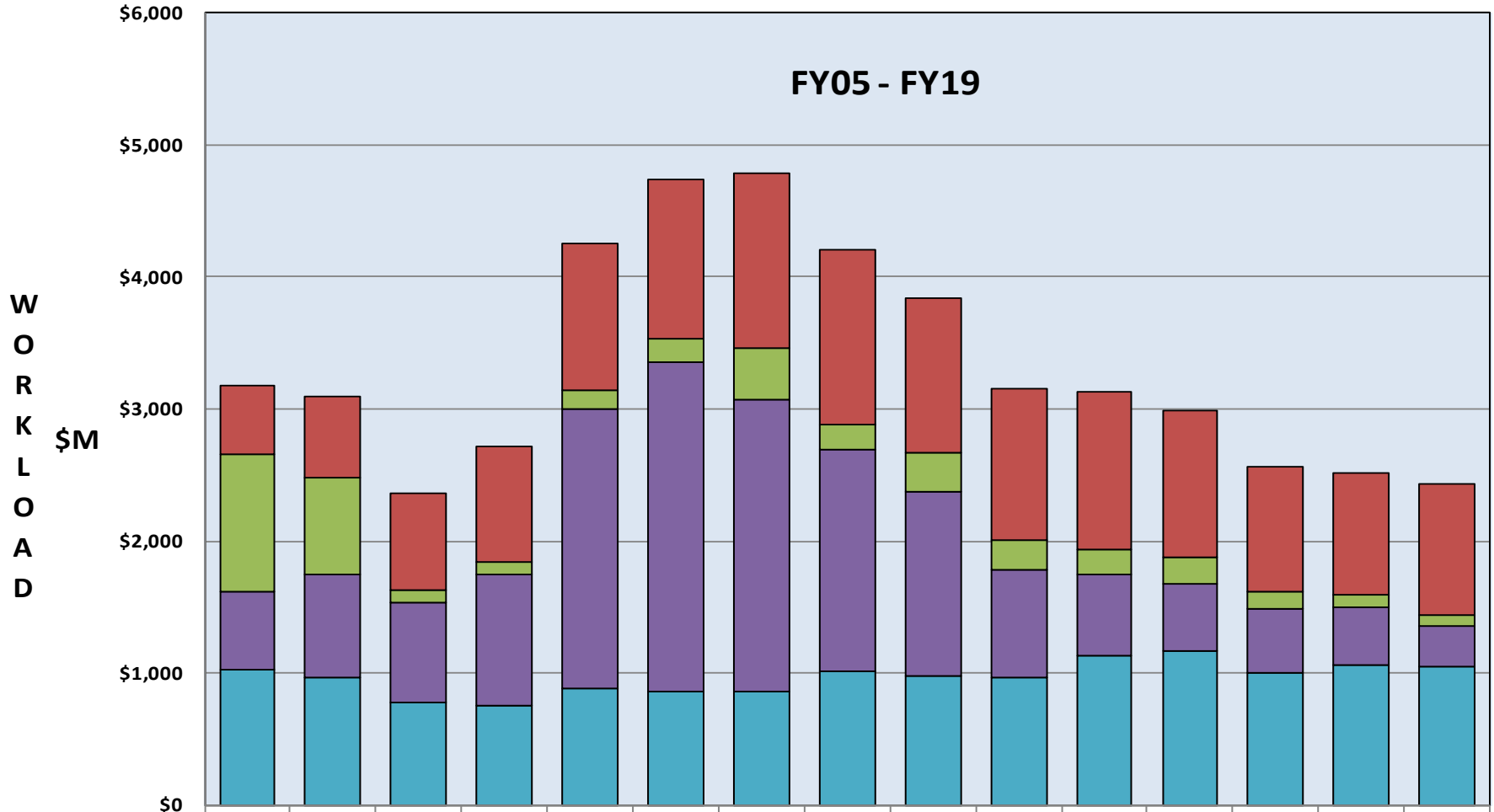
The Support and Special Staff Directorates are enablers, essential to the success of the Operational Directorates and overall regional mission accomplishment.

Operational Directorates are each led by a Senior Executive Servant (SES)

Responsibilities include the planning, budgeting, coordination, and execution of the SAD Civil Works (Programs) and Military Missions/IIS (Regional Business) portfolios.



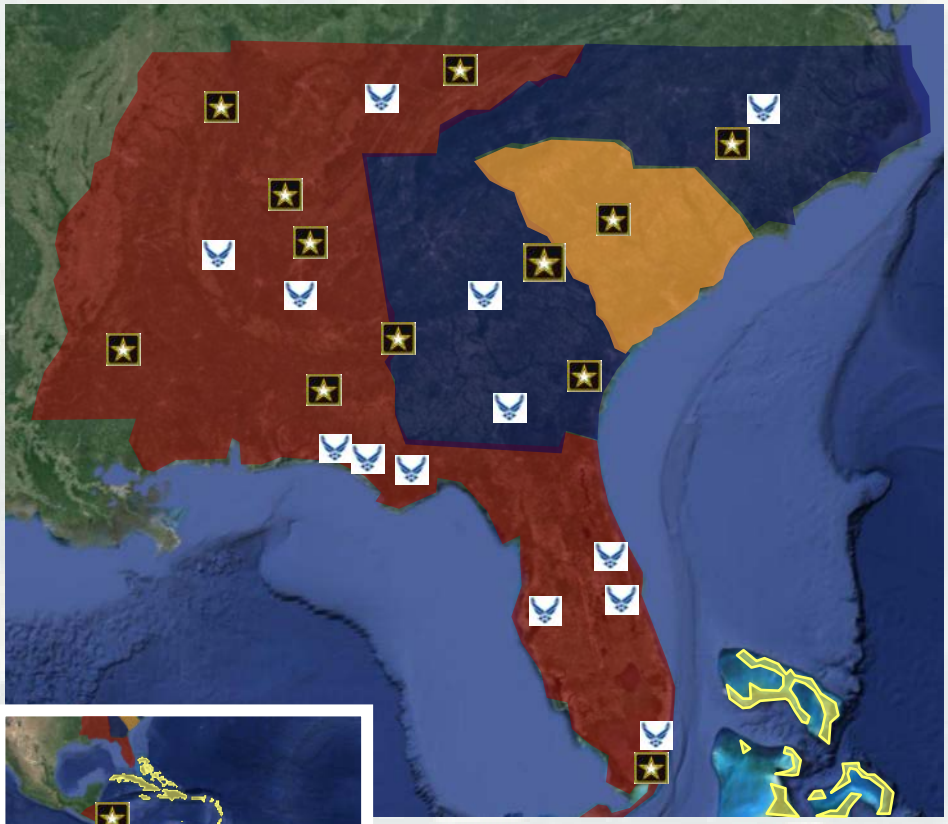
South Atlantic Region - Workload



	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15-I	FY16	FY17	FY18	FY19
Military Reimbursement	$519	$616	$735	$877	$1,114	$1,210	$1,320	$1,329	$1,167	$1,143	$1,200	$1,113	$947	$931	$996
Civil Reimbuursement	$1,040	$724	$87	$85	$145	$175	$395	$193	$292	$218	$192	$198	$126	$95	$86
Military Direct	$594	$786	$759	$1,000	$2,111	$2,498	$2,217	$1,674	$1,405	$826	$607	$516	$491	$427	$302
Civil Direct	$1,027	$965	$776	$750	$884	$856	$855	$1,015	$974	$963	$1,135	$1,163	$996	$1,067	$1,049
TOTAL	$3,180	$3,091	$2,358	$2,713	$4,254	$4,739	$4,788	$4,210	$3,837	$3,150	$3,133	$2,989	$2,561	$2,519	$2,433

Notes: FY05-FY14 are actuals; FY15-I (Initial) is budgeted based on data received Oct FY14; FY16-FY19 is projected based on data received Oct FY14.

South Atlantic Division (Military Construction)







MOBILE DISTRICT
Alabama, Florida, Mississippi, Tennessee, South America, Central America
- Arnold AFB, TN
- Columbus AFB, MS
- Maxwell/Gunter AFB, AL
- Hurlburt Field, FL
- Eglin AFB, FL
- Tyndall AFB, FL
- MacDill AFB, FL
- Cape Canaveral AFS, FL
- Patrick AFB, FL
- Homestead ARB, FL
- Holston AAP, TN
- Milan AAP, TN
- Redstone Arsenal, AL
- Anniston Army Depot, AL
- Fort Rucker, AL
- Camp Shelby, MS
- US SOUTHCOM, FL
- Soto Cano (Honduras)

SAVANNAH DISTRICT
Georgia, North Carolina
- Fort Benning, GA
- Fort Stewart/ Hunter AAF, GA
- Fort Gordon, GA
- Fort Bragg, NC
- Seymour Johnson AFB, NC
- Robins AFB, GA
- Moody AFB, GA

WILMINGTON DISTRICT
- MOTSU @ Fort Bragg
- USASOC @ Fort Bragg
- JSOC @ Fort Bragg

CHARLESTON DISTRICT
South Carolina
- Fort Jackson, SC

JACKSONVILLE DISTRICT
Caribbean, Puerto Rico, US Virgin Islands
- Ft. Buchannon, PR



USAF TECHNICAL APPLICATIONS CTR
Patrick AFB, FL



MARTIN ARMY HOSPITAL
Fort Benning, GA

$1.492B Awarded in Military Programs FY14

Martin Army Community
Fort Benning, GA

Project Scope

- 745,000 SF Hospital with a 70-bed in-patient medical facility, out-patient clinics, a central energy plant and associated parking.

Total Cost

- $475 Million Conjunctively Funded (Revised from $507M as result of favorable bids in '09)
  FY-08 Supplemental DHP MILCON: $350M
  FY-09 Army BRAC: $125M

Status

Overall project is 99% complete.

- Sitework – Main Complex 99%
- Telephone Switching Station 100%
- Storm Water Mgmt Structure 100%
- Central Utility Plant 100%
- Staff Parking Garage 100%
- Patient Parking Garage 100%
- North Clinic 99%
- South Clinic 99%
- Hospital Tower 99%
- Hazardous Waste Building 100%
- Ambulance Building 100%
- Medical equipment Installed 99%

BOD:	19 May 14 (met)
Ribbon Cutting :	7 Nov 14 (on track)
Patient Ready Date:	17 Nov 14 (on track)



Air Force Technical Applications Center
Patrick Air Force Base, FL

Project Scope

-Design and construct four facility
- -Primary Facility: Multi-story command and control facility (C2)
- -Radio chemistry laboratory, which includes a Class 10,000 clean room
- -Central utility plant including an uninterrupted power system
- -Stand-alone multi-story parking garage

Total Costs

$157,692,000

Status

Ribbon cutting was March 2014.



SAD FY 15 MILCON Program

Program Year	DIS	PROJECT NAME	BR	Location	Funding	RTA	Scheduled Award
2015	SAC	Trainee Barracks Complex 3, Ph1	Army	Fort Jackson	MILCON	31-Dec-14	15-Sep-15
2015	SAJ	DINING FACILITY	Army	Guant Bay, Cuba	MILCON	12-Mar-15	03-Nov-15
2013	SAM	Replace Veterinary Clinic, Eglin AFB, FL	DOD	Eglin Air Force Base	Minor	26-Mar-14(A)	30-Jun-15
2013	SAM	Advanced Energetics Development Ofc	AF	Eglin Air Force Base	Minor	29-Jul-14(A)	31-Mar-15
2014	SAM	TRACKING EQUIPMENT SUPPORT FACILITY	Army	Redstone Arsenal	Minor	14-Nov-14	15-May-15
2014	SAM	Construct Storage Magazines	AF	Eglin Air Force Base	Minor	08-Jul-14(A)	31-Mar-15
2014	SAM	Rpl Ground Vehicle Fueling Facility,	DOD	Arnold Air Force Base	MILCON	18-Jul-14(A)	15-Mar-15
2014	SAM	F-22 MUNITIONS STORAGE COMPLEX	AF	Tyndall Air Force Base	MILCON	08-Jul-14(A)	15-Dec-14
2014	SAM	FY-14 Replace Fuel Pipeline	DOD	Tyndall Air Force Base	MILCON	20-Aug-14(A)	10-Nov-14
2015	SAM	F-22 Live Ordnance Loading Area	AF	Tyndall Air Force Base	AF Minor	13-Apr-15	08-Jul-15
2012	SAS	Unmanned Aerial Vehicle Maintenance Hangar	Army	Fort Bragg	MILCON	13 Aug 14(A)	27-Feb-15
2013	SAS	Ground Source Heat Transfer System	Army	Fort Gordon, GA	MILCON	10 Apr 14(A)	31-Aug-15
2013	SAS	Aerial Gunnery Range -- BRAGG	Army	Fort Bragg	MILCON	9/26/2014(A)	31-Aug-15
2013	SAS	UAV Unmanned Aerial Vehicle Complex	Army	Fort Bragg	MILCON	13-Aug-14(A)	27-Feb-15
2014	SAS	Adv Individual Training Barracks Cplx, Ph2	Army	Fort Gordon, GA	MILCON	10 Apr 14(A)	31-Aug-15
2014	SAS	POLICE/MP STATION	Army	Fort Stewart	Minor	07-Jul-14(A)	31-Aug-15
2014	SAS	Repl Pope/Holbrook Elem school	DOD	Fort Bragg	MILCON	06-Jun-14(A)	29-Dec-14
2014	SAS	CONVERT COOLER AREA B/660 TO AFLCMC/WLM C-17 PROGRAM OFFICE	AF	Robins Air Force Base	Minor	25-Jul-14	30-Oct-14
2015	SAS	Design and Install a Combined Heat & Power	Army	Fort Bragg	ECIP	29-Apr-15	31-Aug-15
2015	SAS	085883 Retro Commission Facilities	Army	Fort Bragg	ECIP	16-Mar-15	31-Aug-15
2015	SAS	RAFB DESC1353 Replace Hydrant Fuel System, Bldg 2089	DOD	Robins Air Force Base	MILCON	17-Nov-14	26-Jun-15
2015	SAS	S SOF Company Ops Facility	DOD	Fort Stewart	MILCON	29-Jan-15	26-Jun-15
2015	SAS	Replace Hydrant Fuel System West Ramp	DOD	Seymour-Johnson AFB	MILCON	4-Sep 14 (A)	31-Mar-15
2014	SAW	SOF Engineer Training Facility	DOD	Fort Bragg	MILCON	13-Mar-14(A)	15-Apr-15
2014	SAW	SOF Regional Studies & Education Center	DOD	Fort Bragg	MILCON	6-Feb-14(A)	04-Nov-14
2015	SAW	SOF Training Command Building	DOD	Fort Bragg	MILCON	15-May-15	31-Aug-15
2015	SAW	SOF Battalion Operations Facility	DOD	Fort Bragg	MILCON	30-Mar-15	31-Aug-15
2015	SAW	SOF Tactical Equipment Maint Facility	DOD	Fort Bragg	MILCON	21-Apr-15	31-Aug-15

ARCYBER Headquarters,
Fort Gordon, GA

Project Scope

- **Construct a Command and Control Facility (C2F**): Two (2) sequentially Army MILCON funded projects; one in FY-16 and one in FY-17.

- The project is a non-standard C2F to accommodate the ARCYBER Command/Joint Forces Headquarters - Cyber requirement for the entire facility to be constructed to Sensitive Compartmented Information Facility (SCIF) standards.

- FY16 project is approximately 185,000 SF and the FY17 project is approximately 120,000 SF.

Estimated Project Costs

-FY-16: <$100M; FY-17: <$75M

South Atlantic Division Support to USSOUTHCOM



Forward Presence
CENTAM Project Office/
OIC Office (Honduras)
El Salvador Resident Office
SOUTHAM Resident/OIC Office (Colombia)
Brazil CODEVASF (2 SMEs)/World Bank
(1 SME)/MPEP Officer
Ecuador Project Office
Peru Project Office
Bolivia Project Office
Antilles Area Office (not in AOR)

Regionally Aligned
South Atlantic EN Div/542nd FEST-A (Atlanta, GA)
Mobile EN District (Mobile, AL)
533rd (NJ) / 71st FEST-A (VA)
SOUTHCOM LNO/LATAM LNO/ARSOUTH LNO
416TH TEC
168th ENG BDE (MSARNG)

AC Engineer
ARNG
USAR EN
USACE

ARNG State Partnership Program

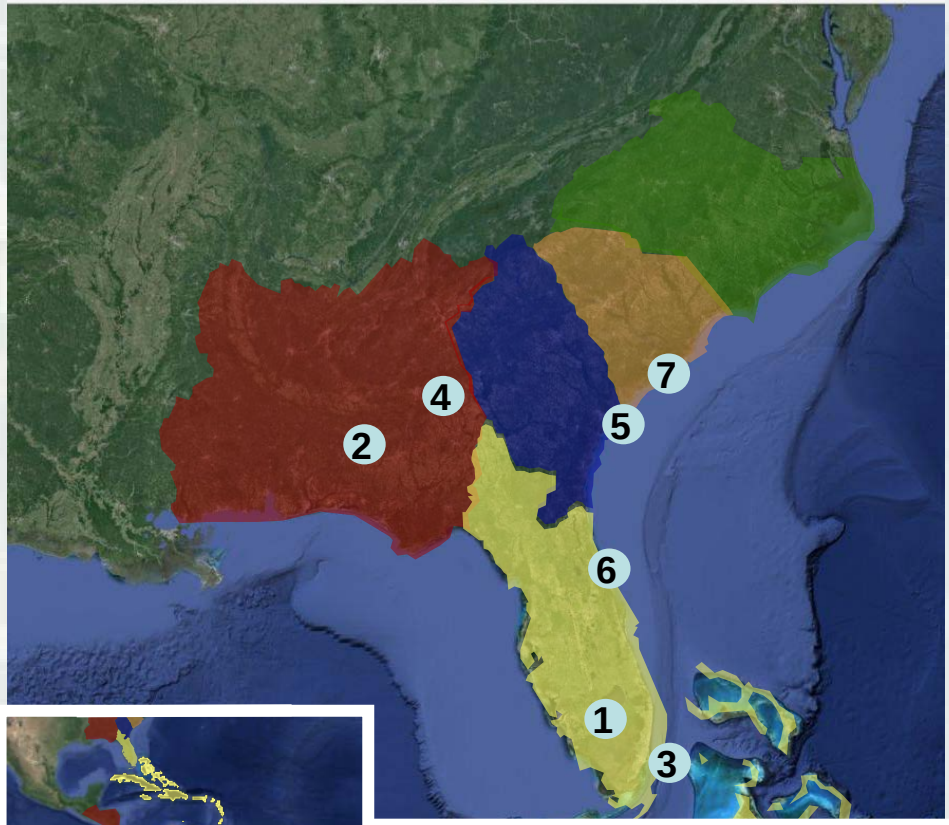
875th EN BN, ARARNG – Guatemala
201st & 206th EN BN, KYARNG – Ecuador
225th EN BDE, LAARNG – Belize, Haiti
168th EN BDE, 223rd & 890th EN BN – Bolivia
130th & 190th EN BN, PRARNG – Honduras & Dom. Rep.
153rd EN BN, NDARNG – Suriname
176th EN BDE, TXARNG – Chile
111th EN BDE, 1092nd EN BN, WVARNG– Peru
724th EN BN, WIARNG – Nicaragua
112th and 178th EN BN, SCARNG – Colombia
101st EN BN, MAARNG – Paraguay

Expeditionary Support to the Warfighter
Disaster Preparedness and Response
Engineering Engagements & Solutions
Energy and Environment Solutions
IWRM Engagement
Science and Technology Applications

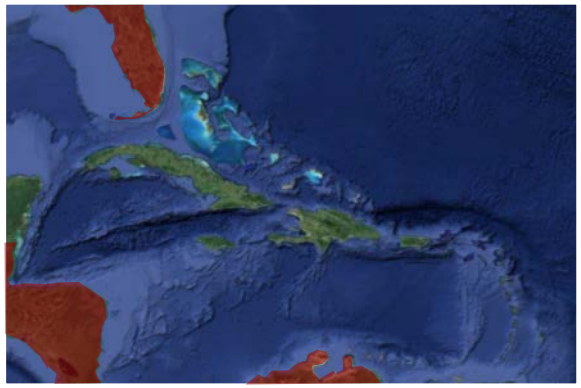
Supporting USACE Offices	FY15 Support to U.S. & Coalition (MILCON/O&M)*	FY15 Security Cooperation (CN/HAP)*	FY15 Security Assistance (FMS, GPOI)*	Support to Others (# countries)	Exercises Supported	SPP Engagements (FY15)
8	$39.4M	$33.6M	$11.0M	20	6	12

As of 17 October 14

South Atlantic Division (Civil Works)







5 We Can't Wait Initiatives
Charleston Harbor , Savannah Harbor, Jacksonville Port, Everglades Restoration, & Port of Miami

1. Everglades/Herbert Hoover Dike Restoration (ongoing)
2. Alabama-Coosa-Tallapoosa WCM (ROD Dec 2014)
3. Miami Harbor Deepening (Under Construction: Jul 15)
4. Apalachicola-Chattahoochee-Flint WCM (ROD Jun 15)
5. Savannah Harbor Expansion (PPA Oct 2014)
6. Jacksonville Harbor Deepening (WRRDA 2014)
7. Charleston Harbor Deepening (CWRB May 15)



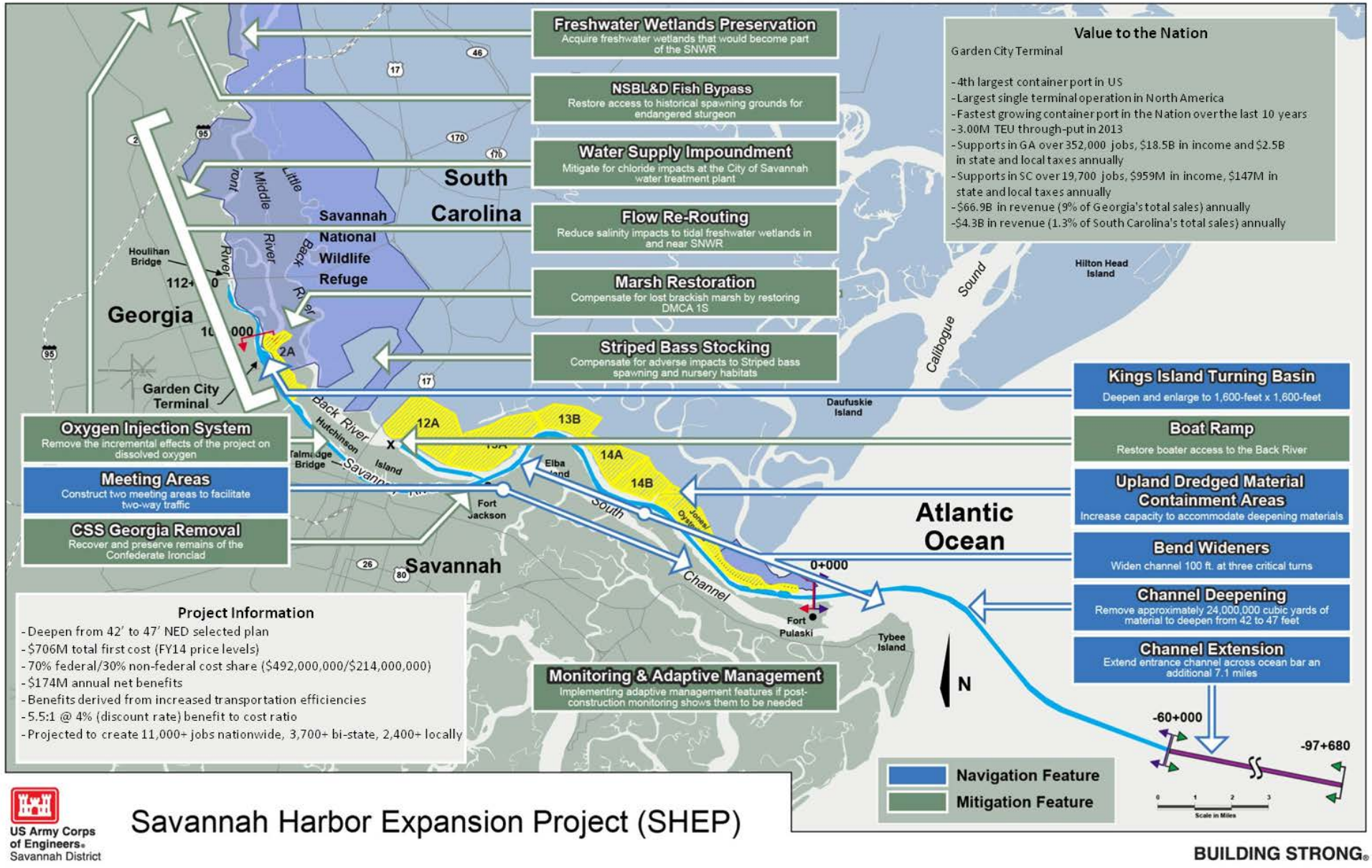
PORTUGUESE DAM
Ponce, PR



MIAMI HARBOR DEEPENING
Miami, FL

$680M for award in Civil Programs FY14

Savannah Harbor



US Army Corps of Engineers
Savannah District

Savannah Harbor Expansion Project (SHEP)

BUILDING STRONG

Charleston Harbor

Project Scope

-Reconnaissance Phase: Identified Navigation Improvements
-Feasibility Phase: Basis for determining whether a Federal project can solve the identified water resource problem
-Navigation Concerns for Charleston Harbor include three main problems; insufficient Federal channel depths, difficult currents and restrictive channel widths and turning basins.
-Improvements under investigation include (1) deepening channel(s) to a variety of depths, including 50 feet MLLW, (2) widening channel(s), (3) adjusting existing channel alignments/bend easing and (4) widening and/or lengthening turning basins.
- Feasibility study reduced the Federal Study cost by approximately $4 million

Total Cost

Obligations	Expenditures
Federal - 4,229,739.79	Federal - 4,010,685.87
Sponsor - 3,232,158.11	Sponsor - 3,193,760.65
Total - 7,461,897.90	Total - 7,204,446.52

Status

Tentatively Selected Plan	JUN-2014
Draft Report	AUG-2014
Agency Decision	NOV-2014
Final Report	MAR-2015
Civil Works Review Board	APR-2015
Chief's Report	SEP-2015



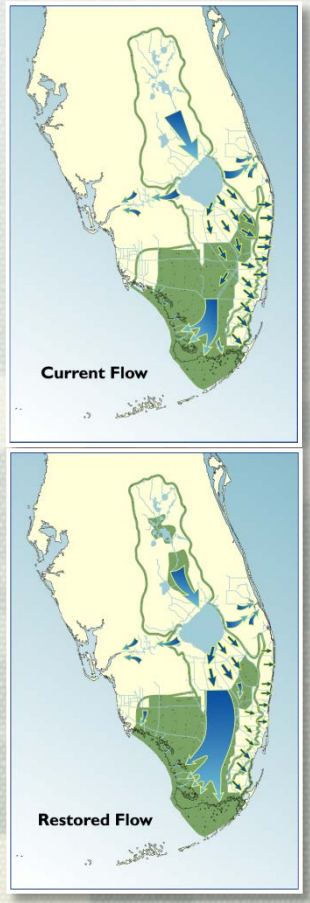
Restoration Progress

FOUNDATION PROJECTS

1ST GENERATION CERP

2ND GENERATION CERP (awaiting authorization)

CEPP: Central Everglades Planning Project



Current versus Restored Flows

KISSIMMEE RIVER RESTORATION

IRL-S C-44 RESERVOIR/STA

C-51/STA-1E

C-43 RESERVOIR

SITE 1 IMPOUNDMENT

SEMINOLE BIG CYPRESS

BROWARD COUNTY WATER PRESERVE AREAS

PICAYUNE STRAND

MODIFIED WATER DELIVERIES

BISCAYNE BAY COASTAL WETLANDS PHASE 1

C-111 SPREADER CANAL

C-111 SOUTH DADE

MELALEUCA ERADICATION

Lake Okeechobee

CEPP

WCA 1

WCA 2

WCA 3

ENP

Herbert Hoover Dike

Project Scope

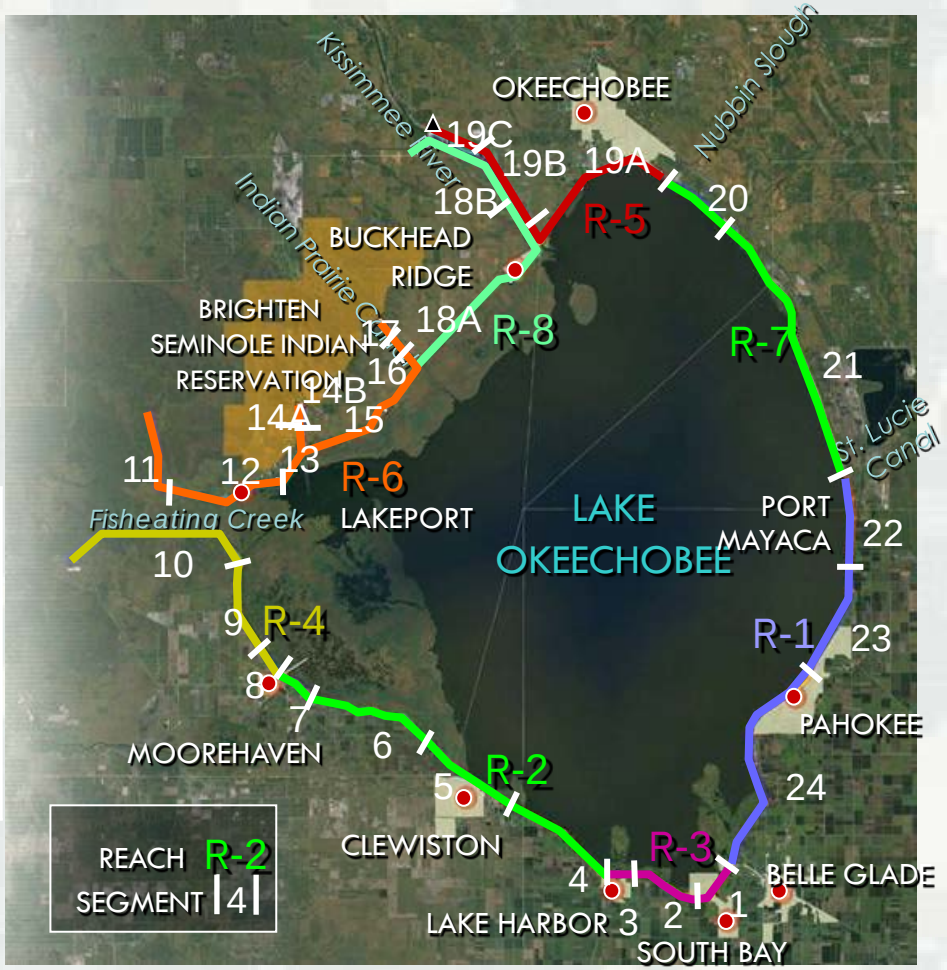
- The current project consists of 143 miles of earthen embankment and structures surrounding Lake Okeechobee. Ongoing work includes replacement/removal of 32 water control structures (culverts) to reduce the risk of failure to the HHD system. In addition, a Dam Safety Modification Study (DSMS) is addressing the entire dike as a system and includes a risk reduction approach to implementing features based on priority and reducing risk as quickly as possible. The DSMS is to seek the most economical solutions with features that can be implemented incrementally to address the highest risk areas of HHD first.

Total Cost

Estimated Total Cost	$2,109,838,000
Estimated Federal Cost	$2,077,252,000
Allocation for FY14	$86,000,000
President's Budget FY15	$75,000,000

DSMS Status

Plan Comparison Complete	August 2014
Tentatively Selected Plan approval	October 2014
USACE Dam Safety Officer approval	June 2015



Regional Environmental Acquisition Tool (REAT)

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method	Notes
SAJ	Environmental Remediation Services 562910	South Atlantic Division	Mar 2015	Prof Services	Up to $188 million	SBSA	RFP	IDIQ MATOC Max Pool -5
SAJ	Environmental Remediation Services 562910	South Atlantic Division	Mar 2015	Prof Services	Up to $50 million	HUB Zone	RFP	IDIQ MATOC Max Pool -4
SAM	A-E Services 541330	South Atlantic Division	July 2014 (done)	Prof Services	Up to 99 million	SBSA	RFP	IDIQ Contract Pool – Max Pool 6
SAM	A-E Services 541330	South Atlantic Division	Nov 2014	Prof Services	Up to 249 million	Unrestricted	RFP	IDIQ Contract Pool– Max Pool 9
SAC	Environmental Consulting Services 541620	South Atlantic Division	Mar 2015	Prof Services	Up to 30M	SDVOSB	RFP	IDIQ MATOC - – Max Pool 4
SAS	Environmental Remediation Services 562910	South Atlantic Division	Nov 2014	Prof Services	Up to $230 million	8(a)	RFP	IDIQ MATOC– Max Pool 6
SAS	Environmental Consulting Services 541620	South Atlantic Division	Jan 2015	Prof Services	Up to $50 million	8(a)	RFP	IDIQ MATOC– Max Pool 4
SAS	Military Munitions Response Program	South Atlantic Division	Feb 2015	Prof Services	Up to $48 million	8(a)	RFP	IDIQ MATOC– Max Pool 4

SAW –Professional Services Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAW	**Environmental Testing - Provide Dredged Material Evaluations for upland and ocean disposal areas**	NC and SAD	Nov-14	Services	$1-5M	SBSA	RFP

SAW –A/E Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method	Notes
SAW	**Topographic/ Hydrographic Surveying**	NC	**Oct-14**	AE Svcs IDIQ	$1-5M	SBSA	Brooks Act	RFP
SAW	**Topographic/ Hydrographic Surveying**	NC	**Oct-14**	AE Svcs IDIQ	$1-5M	SBSA	Brooks Act	RFP
SAW	**Planning, Engineering, & Design**	NC	**Nov-14**	AE Svcs IDIQ	$1-5M	SBSA	Brooks Act	RFP
SAW	**Planning, Engineering, & Design**	NC	**Dec-14**	AE Svcs IDIQ	$1-5M	SBSA	Brooks Act	RFP

SAC –Professional Services Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAC	**REAT – Environmental Consulting Services (ECS)**	Multiple	TBD	Services	$30M	SDVOSB	RFP

SAC –A/E Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method	Notes
SAC	SB AE Engineering Support	Multiple	TBD	AE Svcs IDIQ	$4M MAX	SDVOSB Small Business	Brooks Act	

SAC –Construction Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAC	**Construction MATOC MARFORRES, DLA East**	Multiple East CONUS Locations	**TBD**	Construction	NTE $49M	**SB**	MATOC
SAC	**Construction MATOC MARFORRES, DLA West**	Multiple West CONUS Locations	**TBD**	Construction	NTE $49M	**SB**	MATOC
SAC	**DLA Fire Protection DDOO Fire Alarm System**	Oklahoma City, OK	**Nov-14**	Construction	$2-3M	**SB**	MATOC
SAC	**Lake Marion - Holly Hill to Harleyville Reach**	Orangeburg, SC	Aug-14	Construction	$5-10M	SDVOSB	RFP
SAC	**NHCC Water Infiltration Repair**	Charleston, SC	Aug-14	Construction	$2-3M	SDVOSB	MATOC
SAC	**DLA DDRT Texas Fire Protection Repairs**	**Red River, TX**	**Nov-14**	Construction	**$8-12M**	**SB**	MATOC
SAC	**Charleston Harbor Daniel Island Dredging (Emergency)**	Charleston, SC	TBD	Construction	$1-2M	SDVOSB	MATOC

SAC –Construction Opportunities (cont)

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAC	**Red River, TX (DDRT) Total Repair Various DDRT Facilities**	Red River, TX	TBD	Construction	<$2M	TBD	TBD
SAC	**Red River, TX (DDRT) Total Repair Various DDRT Pavements**	Red River, TX	TBD	Construction	$15-20M	TBD	TBD
SAC	**Richmond, VA (DDRV) Total Repair Various DDRV Facilities**	Richmond VA	TBD	Construction	<$2M	TBD	TBD
SAC	**Tobyhanna, PA (DDTP) Total Repair Various DDTP Facilities**	Tobyhanna, PA	TBD	Construction	<$2M	TBD	TBD
SAC	**Norfolk, VA (DDNV) Total Repair Various DDNV Pavements**	Norfolk, VA	TBD	Construction	<$2M	TBD	TBD
SAC	**Richmond, VA (DDRV) Total Repair Various DDRV Pavements**	Richmond VA	TBD	Construction	<$2M	TBD	TBD
SAC	**Tobyhanna, PA (DDTP) Total Repair Various DDTP Pavements**	Tobyhanna, PA	TBD	Construction	<$100k	TBD	TBD
SAC	**Anniston, AL (DDAA) Total Repair Various DDAA Pavements**	Anniston, AL	TBD	Construction	<$2M	TBD	TBD

SAC –Construction Opportunities (cont)

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAC	**Jacksonville, FL (DDJF) Total Repair Various DDJF Facilities**	Jacksonville, FL	TBD	Construction	<$2M	TBD	TBD
SAC	**Norfolk, VA (DDNV) Total Repair Various DDNV Facilities**	Norfolk, VA	TBD	Construction	<$2M	TBD	TBD
SAC	**Ceiba, PR - Mini Power Plant Construction**	Puerto Rico	TBD	Construction	<$10M	TBD	TBD
SAC	**Window Replacement**	Columbia, SC	TBD	Construction	$1-2M	TBD	DB TBD
SAC	**LRC Slab project at ASP**	Columbia, SC	TBD	Construction	<$1M	TBD	TBD
SAC	**LRC Canopy project at ASP**	Columbia, SC	TBD	Construction	<$1M	TBD	TBD
SAC	**DDRV Bldg 8 – Install In-Rack Sprinklers**	**Richmond, VA**	**TBD**	**Construction**	**$2M**	**SB**	**MATOC**
SAC	**DDAA Various Bldgs – Repair & Upgrade Fire Protection**	**Anniston, AL**	**Nov-14 AWARD**	**Construction**	**$10M - $15M**	**SB**	**MATOC**

SAS –Professional Services Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAS	**Regional Environmental IDIQ**	SAD	1st Qtr FY15	Environmental Remediation Services	$230M	SB 8(a)	RFP
SAS	**Regional Environmental IDIQ**	SAD	2nd Qtr FY15	Environmental Consulting Services	$50M	SB 8(a)	RFP
SAS	**Regional Environmental IDIQ**	SAD	2nd Qtr FY15	Military Munitions Response Services	$48M	SB 8(a)	RFP

SAS –A/E Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award	Set-Aside Category	Procurement Method	Notes
SAS	**Construction Management Services**	SAS	2nd Qtr FY15	AE Svcs IDIQ	$14M	Unrestricted	Brooks Act	TBD
SAS	**Construction Management Services**	SAS	2nd Qtr FY15	AE Svcs IDIQ	$14M	SB Category TBD	Brooks Act	TBD
SAS	**Civil Works AE Design**	SAS	2nd Qtr FY15	AE Svcs IDIQ	$14M	Unrestricted	Brooks Act	TBD
SAS	**Full Service AE Design**	SAS	TBD	AE Svcs IDIQ	$14M	SB Category TBD	Brooks Act	TBD

SAS –Construction Opportunities

SAS	**SHEP Outer Harbor New Work Dredging Contract**	Savannah River, GA	1st Qtr FY15	Dredging	Awaiting Proposals	Unrestricted	RFP
SAS	**SHEP Dissolved Oxygen Injection System Contract**	Savannah River, GA	1st Qtr FY15	Construction	Awaiting Proposals	Unrestricted	RFP
SAS	**SHEP Water Storage Impoundment Contract**	Savannah River, GA	3rd Qtr FY15	Construction	$30M	Unrestricted	RFP
SAS	**Savannah/Brunswick Inner Harbor Dredging**	Savannah& Brunswick Rivers, GA	4th Qtr FY14	Dredging	$12M	Unrestricted	IFB
SAS	**Savannah/Brunswick Entrance Channel Dredging**	Savannah& Brunswick Rivers, GA	4th Qtr FY14	Dredging	$5M	Unrestricted	IFB
SAS	**SHEP NSBL&D Fish Passage**	Augusta, GA	4th Qtr FY15	Construction	$30M	Unrestricted	RFP
SAS	**SHEP 14A Dike Raising**	Savannah River, GA	3rd Qtr FY15	Construction	$5M	Hubzone	RFP
SAS	**SHEP Sediment Basin Area Work**	Savannah River, GA	1st Qtr FY16	Construction	$55M	TBD	RFP
SAS	**SHEP McCoys Cut Area Work**	Savannah River, GA	2nd Qtr FY16	Construction	$20M	TBD	RFP
SAS	**Replace Hydrant Fuel System**	Robin AFB, GA	Dec-14	Construction	$20M	Unrestricted	DBB, "C" Type
SAS	**Replace Hydrant Fuel System West Ramp**	Seymour Johnson AFB, NC	Dec-14	Construction	$8.5M	Unrestricted	DBB, "C" Type

Both O&M Contracts Pending Award

SAS –Construction Opportunities (cont)

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement
SAS	**Lakes & Dams SATOC**	SAD	1st Qtr FY15	Construction	$45M	SDVOSB	Design Build SATOC
SAS	**Bragg SATOC**	SAD	1st Qtr FY15	Construction	$95M	HubZone	Design Build SATOC
SAS	**Bragg MATOC**	SAD	1st Qtr FY15	Construction	$45M	8(a)	Design Build MATOC
SAS	**Bragg Air Field Maintenance MATOC**	SAD	1st Qtr FY15	Construction	$45M	SB	Design Build MATOC
SAS	**TBUP MATOC**	SAD	1st Qtr FY5	Construction	$350M	TBD	Design Build MATOC
SAS	**Maneuver SATOC**	SAD	1st Qtr FY16	Construction	$95M	8a	Design Build SATOC
SAS	**Stewart SATOC**	SAD	1st Qtr FY16	Construction	$45M	SB	Design Build SATOC

SAJ – Professional Services Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method
SAJ	Environmental SVCS to perform Marine protection, Research, and Sanctuaries Act (MPRSA) Section 103 Sampling, Testing, and Analysis	SAJ AOR	1st Qtr FY15	Services	$10M	SBSA	IDIQ SATOC RFP
SAJ	Environmental Remediation Services 562910 - REAT	SAD	2nd Qtr FY15	Professional Services	$188M	SBSA	IDIQ MATOC RFP
SAJ	Environmental Remediation Services 562910 - REAT	SAD	2nd Qtr FY15	Professional Services	$50M	SB 8(a)	IDIQ MATOC RFP

SAJ – A/E Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method
SAJ	Topographic/Hydrographic Surveying	FL	4th Qtr FY15	A/E Services	$2.25 M	SDVOSB Small Business	Brooks Act
SAJ	Remote Sensing	FL	4th Qtr FY15	A/E Services	TBD	TBD Based on Market Research	Brooks Act

SAJ – Construction Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award	Set-Aside Category	Procurement Method
SAJ	MacArthur Ditch Backfill – Contract 10B	Kissimmee River FL	Nov 2014	Construction	$5-10M	SDVOSB	IFB
SAJ	Water Control Structure Culvert 10a Placement	Herbert Hoover Dike Area FL	May 2015	Construction	$25-$100M	UNR	RFP
SAJ	Water Control Structure Culvert 6 Placement	Herbert Hoover Dike Area FL	Jun 2015	Construction	$25-$100M	UNR	RFP
SAJ	Construction of reservoir Indian River Lagoon South, C44 Contract 2	Martin County, FL	3rd Quarter	Construction	$100-$250M	UNR	RFP
SAJ	Mile Point -Navigational Training Wall Removal & Replacement	Duval County, FL	Dec 2014	Construction	$25-$100M	UNR	RFP

SAJ – Construction Opportunities (cont)

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method
SAJ	Complete HVAC Replacement, Bldg 101U West Fleet Readiness	NAS Jacksonville, FL	Nov 2014	Construction	$5-$10M	8(a) Competitive Bona fide Offices in SBA North Florida District	RFP
SAJ	Design Build General Construction 236220	FL	2nd Quarter	Construction	$45M SATOC	8(a) Competitive	RFP

SAM –A/E Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	NAICS
SAM	**AE Planning Services**	US	**1st Qtr FY 15**	AE Svcs IDIQ	$50M	4 SBSA $2.5M 8 UR $5M	541330
SAM	**AE Military Design**	SAD	**W91278-14-R-0036 Closes 15 Oct 14**	AE Svcs IDIQ	$45M	$22.5M SBSA $22.5M UR	541330
SAM	**AE Air Force Community Partnerships**	SAD	**1st Qtr FY 15**	AE Svcs IDIQ	$10M	UR	541330
SAM	**AE Planning & Design for MEDCOM**	US	**1st Qtr FY 15**	AE Svcs IDIQ	$40M	3 UR $10M 1 SBSA $10M	541330

SAM –A/E and Professional Services Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	NAICS
SAM	**AE Surveying and Mapping**	SAD	**1st Qtr FY 15**	AE Svcs IDIQ	$10	1 SBSA $1M 2 UR $4.5M	541370
Procurement Method: Brooks Act							
SAM	**Cultural Resources**	SAD	**Closes 29 Oct 2014**	Prof. Svc	$25M	Women-Owned SB	541990
Procurement Method: RFP							

SAM – Construction Contracts

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method	NAICS
SAM	**MEDCOM O&M**	US	**Closed**	Construction Army Med Fac.	$248M	UR	RFP-MATOC	236220
SAM	**MEDCOM SRM**	US	**2nd Qtr FY15**	Construction Army Med Fac.	$248M	UR	RFP-MATOC	236220
SAM	**MEDCOM Design/Build**	US	**1st Qtr FY 15**	DB Construction	$248M	UR	RFP-MATOC	236220
SAM	**Central/South America Design/Build**	LATAM	**2nd Qtr FY 15**	Construction	$125M (2) Pools	UR	RFP-MATOC	236220

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Willmington District:
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Chief of Contracting
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Mobile District:
Jeffery Burgess
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Jacksonville District:
Carlos Clarke
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Questions?



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1989-2014

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SAME Jacksonville Post Small Business Industry Day
November 6, 2014
University of North Florida, Jacksonville, FL

COL Jon J. Chytka
District Engineer
Mobile District





US Army Corps of Engineers
BUILDING STRONG®

Mobile District Area of Operations

District Mission:

To provide quality engineering and environmental products and services to our military, civil works, and support for others customers, partners, and stakeholders.



CONUS Boundaries:

- **Military boundary includes** TN, MS, AL & FL
- **Civil boundary outlined in blue**

OCONUS Boundaries:

- **Central & South American countries**
- **US SOUTHCOM AOR** (minus Caribbean)



Team & Program

District Team consists of…

13 Officers + NCOs
1130 Civilians

289 Engineers
131 Environmental and Scientific Professionals
8 PhDs
533 Minorities, including Women
383 Women



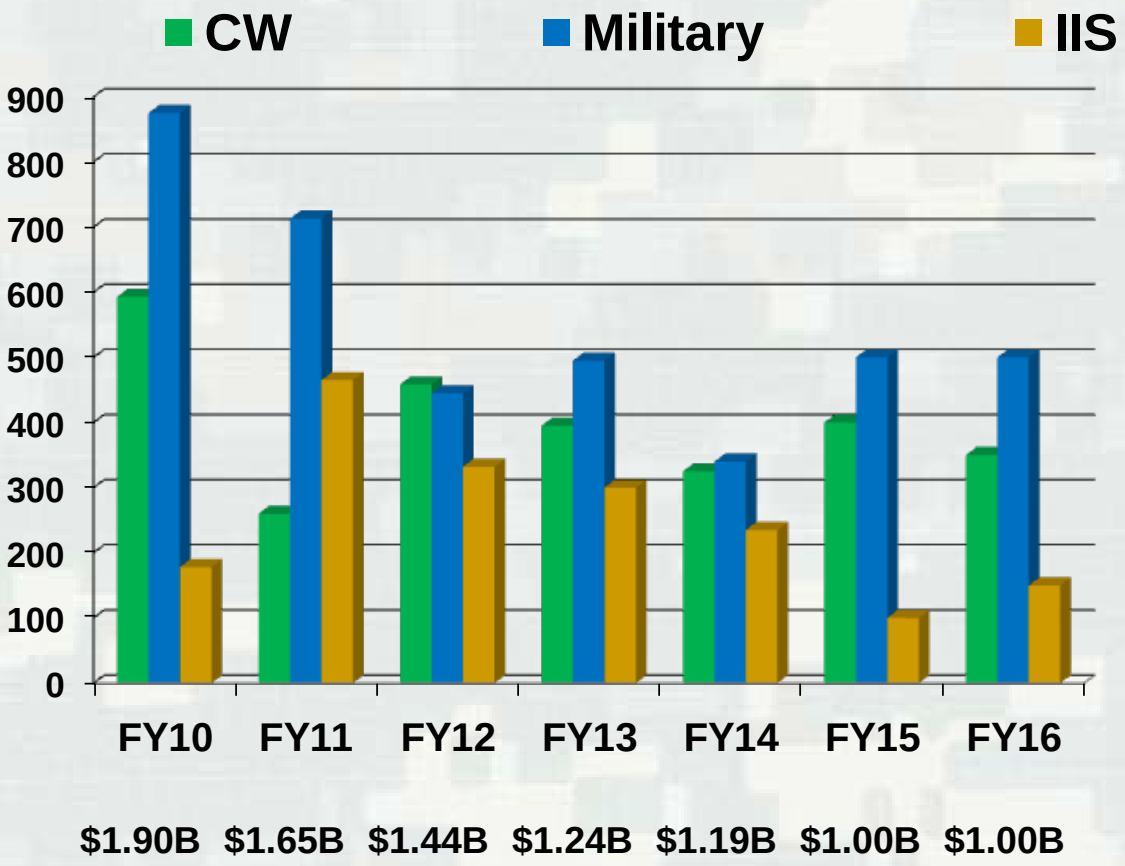
11 SAM employees currently deployed
-6 in Afghanistan Engineer District
-5 FEST (Jordan, Afghanistan)



…. Executing $1B annually

- Civil Works
- Military
- Support for Others (IIS)
- Real Estate
- Environmental
- Regulatory

Mobile District Program



CONUS Military Program



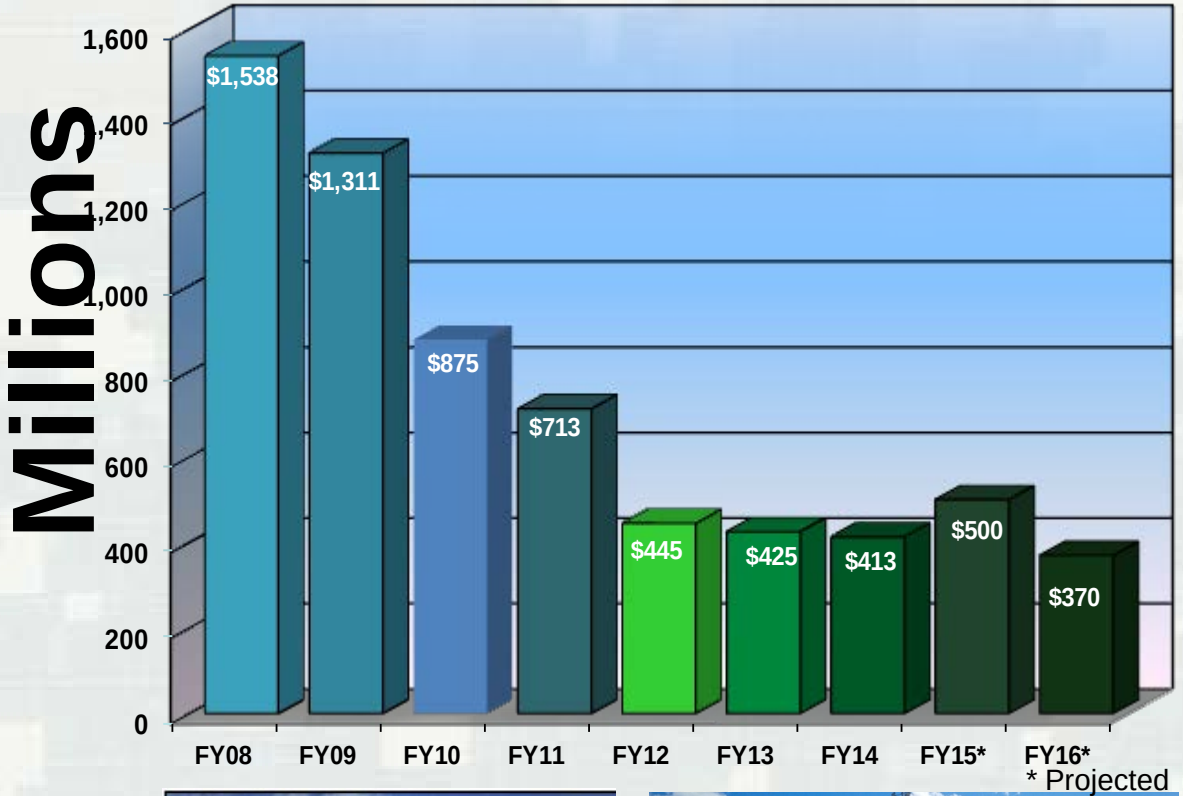
Arnold AFB
Marshall Space Flight Center
Redstone Arsenal
Fort McClellan
Anniston Army Depot
Columbus AFB
Gunter AFB
Maxwell AFB
Fort Rucker
Camp Shelby
Stennis Space Center
Tyndall AFB
Eglin AFB
Hurlburt Field
Pensacola NAS
Cape Canaveral AFS
JFK Space Center
Patrick AFB
Southern Command
Homestead AFB
MacDill AFB
Cudjoe Key AFS

7 Army Installations
10 Air Force Installations
3 NASA Space Centers



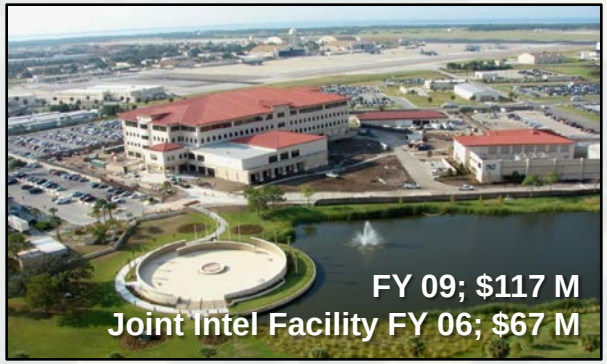
7th SFG – Eglin AFB, FL

Military Program FY 08-16





Ambulance Bldg, Ft Rucker – SDVOSB



CENTCOM -- MacDill AFB, Tampa, FL

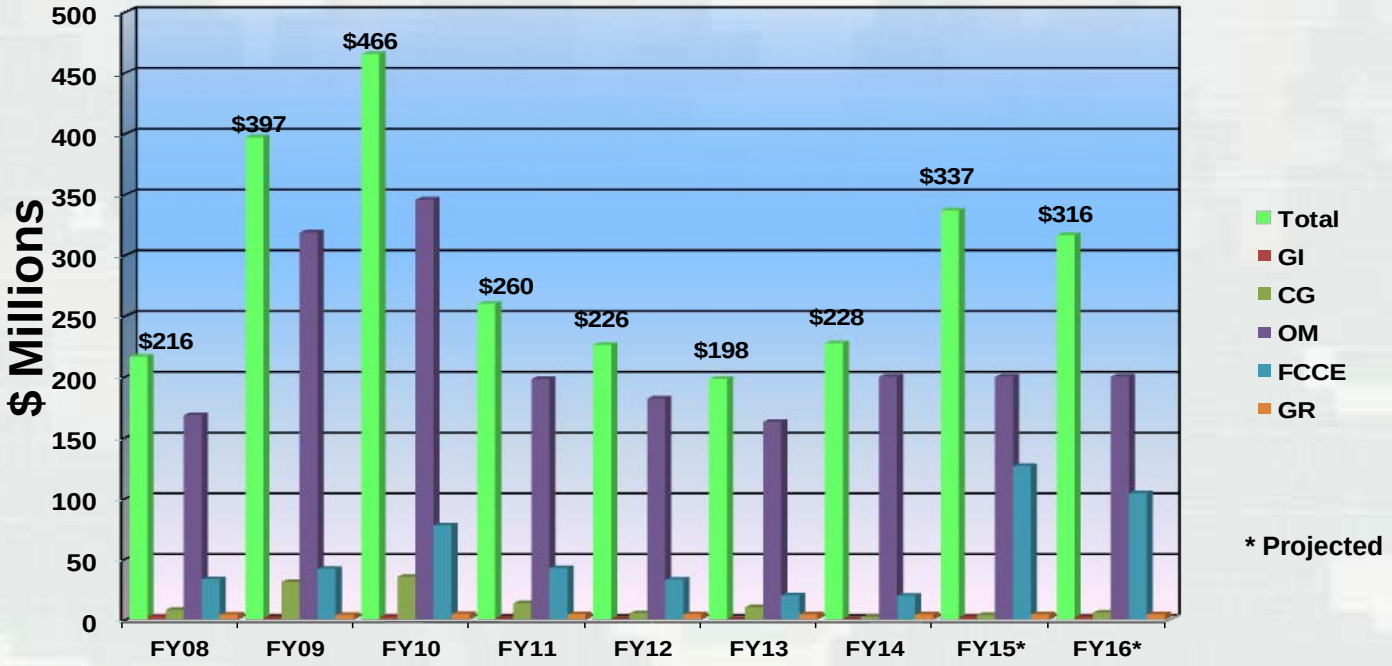




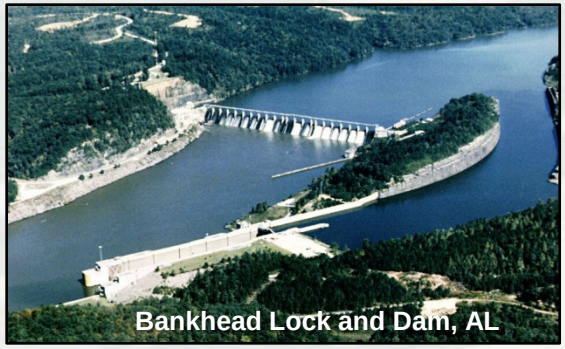


Civil Works Program FY 08-16



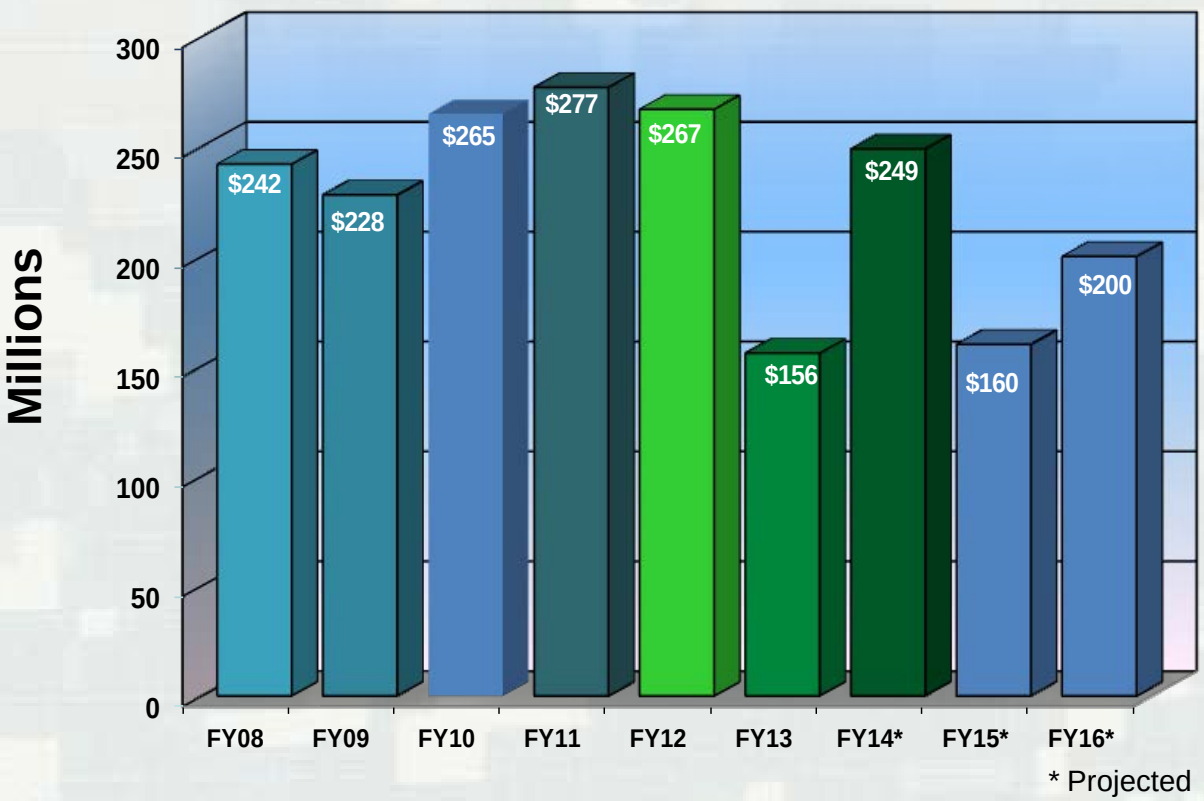








IIS (CONUS) Program FY 08-16













OCONUS Program

AOR Dynamics
- SAD/CONUS – 309K sq mi, 6 states
- SOUTHCOM – 7.1M sq mi, 20 countries

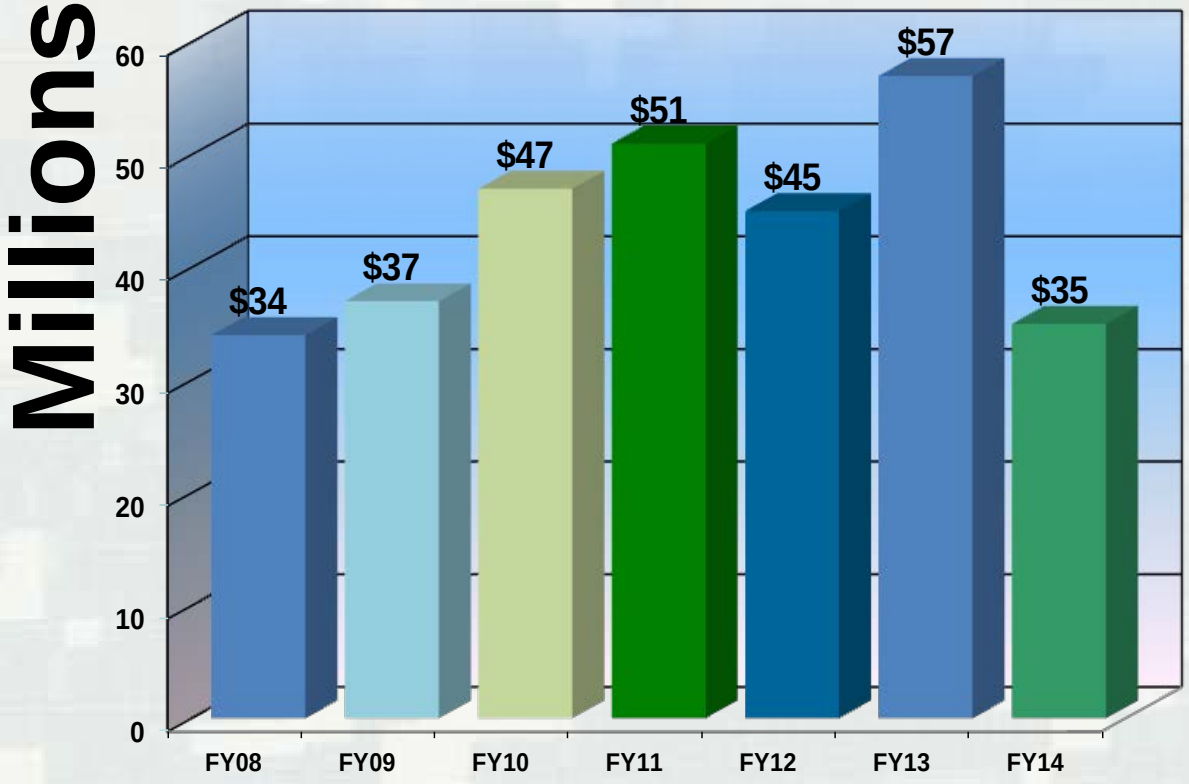
SAD/SAM LATAM Customers
- Cdr, US SOUTHCOM
  - Soto Cano (Army/Air Force)
  - Program Managers (Counter-Narcotics, Humanitarian Assistance, Global Peacekeeping Initiative)
- Ambassadors
  - U.S. Military Groups
  - Other U.S. Agencies (DEA, USAID)
- Others:
  - Counter Drug Programs (U.S. State Dept. – Narcotics Affairs Section (NAS))
  - Humanitarian Organizations
  - Brazil – 607 Agreement (Host nation agreement between a U.S. Federal agency and a foreign nation)



SAD/CONUS
309,600 sq miles

Field Office Location

IIS OCONUS FY 08-14







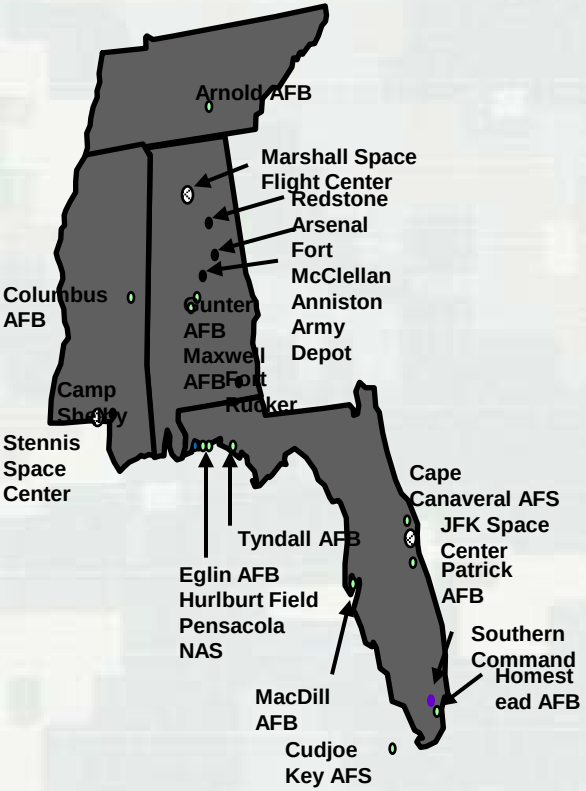




U.S.ARMY

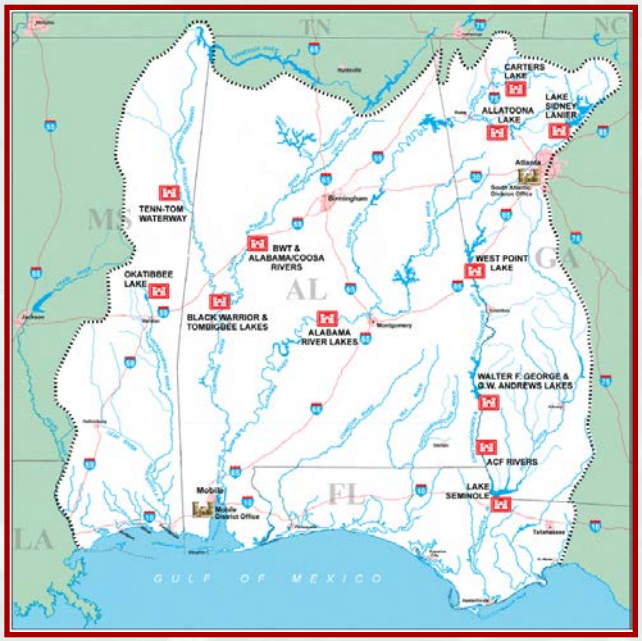
Customers & Contracting Vehicles

Military



- "C" Contracts
- AE IDIQs
- Construction
- MATOC/SATOC

Civil Works



- "C" Contracts
- AE IDIQs
- Task Order Dredging (rental)
- O&M Service Contracts

LATAM



- "C" Contracts
- AE IDIQ
- Construction MATOC IDIQs

MATOC = Multiple Award Task Order Contract
SATOC = Single Award Task Order Contract

BUILDING STRONG®

Mobile District Execution

- Reimbursable customers (MEDCOM, BCE/DPWs, LATAM, IIS CONUS) represent 50+% of total program…requirements frequently undefined and unfunded until late in FY
- FY14 – Mobile obligated $874M, $497M obligated in Sept
- Heavy reliance on standing contracts and 8a
  - AE IDIQs
  - CONUS Construction MATOCs
  - LATAM Construction MATOCs
  - 8(a) Construction SATOCs
- Strong competition within MATOCs (many as SB) pools
- Extensive regional sharing of contract capacity (w/in SAD & w/HNC)
- SAM historically exhausts capacity of its contracts

Regional Environmental Acquisition Tool (REAT)

Project Title	Project Location	Projected Advertise Date	Type Work	Est. Award Value	Set-Aside Category	Procure. Method	Notes
A-E Services 541330	South Atlantic Division	Closed and under evaluation	Prof Svcs	Up to $99M	SBSA	RFP	IDIQ Contract Pool – Max Pool 6
A-E Services 541330	South Atlantic Division	Jan 2015	Prof Svcs	Up to $249M	Unrestrict.	RFP	IDIQ Contract Pool– Max Pool 9

- Division shares capacity
- Mobile District portion is AE environmental services (shown above)
- NAICS – 541330 for all AE (there are additional, non-REAT solicitations on subsequent slides)
- $15M size standard including surveying and mapping

SAM –A/E Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	NAICS
SAM	**AE Planning Services**	US	**1st Qtr FY 15**	AE Svcs IDIQ	$50M	4 SBSA $2.5M 8 UR $5M	541330
SAM	**AE Military Design**	SAD	**W91278-14-R-0036 Closed 15 Oct 14**	AE Svcs IDIQ	$45M	$22.5M SBSA $22.5 MUR	541330
SAM	**AE Air Force Community Partnerships**	SAD	**1st Qtr FY 15**	AE Svcs IDIQ	$10M	UR	541330
SAM	**AE Planning & Design for MEDCOM**	US	**1st Qtr FY 15**	AE Svcs IDIQ	$40M	3 UR $10M 1 SBSA $10M	541330

SAM –A/E and Professional Services Opportunities

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	NAICS
SAM	**AE Surveying and Mapping**	SAD	**1st Qtr FY 15**	AE Svcs IDIQ	$10M	1 SBSA $1M 2 UR $4.5M	541370
Procurement Method: Brooks Act							
SAM	**Cultural Resources**	SAD	**Closed 29 Oct 2014**	Prof. Svc	$25M	Women-Owned SB	541990
Procurement Method: RFP							

SAM – Construction Contracts

District	Project Title	Project Location	Projected Advertise Date	Type Work	Estimated Award Value	Set-Aside Category	Procurement Method	NAICS
SAM	**MEDCOM O&M**	US	**Closed**	Construction Army Med Fac.	$248M	UR	RFP-MATOC	236220
SAM	**MEDCOM SRM**	US	**2nd Qtr FY15**	Construction Army Med Fac.	$248M	UR	RFP-MATOC	236220
SAM	**MEDCOM Design/Build**	US	**1st Qtr FY 15**	DB Construction	$248M	UR	RFP-MATOC	236220
SAM	**Central/South America Design/Build**	LATAM	**2nd Qtr FY 15**	Construction	$125M (2) Pools	UR	RFP-MATOC	236220
SAM	**Central/South America Design/Build**	LATAM	**1st Qtr FY 15**	Construction	$35M	UR	RFP-MATOC	236220

Small Business Achievement FY 2014

Small Business Program	Actions Awarded	Amount Awarded	% FY 14 Goals	% Awarded	% Variance
SB	1550	$331,539,270.19	*41.50%*	39.31%	-2.19%
SDB	833	$189,930,625.03	*18.00%*	22.52%	4.52%
8(a) Minus SDB	552	$125,579,622.81	*No Goal*	14.89%	14.89%
VOSB	318	$89,290,424.03	*No Goal*	10.59%	10.59%
SDVOSB	262	$87,480,943.12	*5.00%*	10.37%	5.37%
WOSB	458	$83,349,121.94	*10.00%*	9.88%	-0.12%
Hubzone	381	$82,859,404.01	*13.00%*	9.82%	-3.18%
Total Actions & Amont Awarded	3,109	$843,373,609.72	Last Update On:		20-Oct-14

Total Award amount does not include Latin American Awards.

For More Information

Linda Spadaro

Deputy, Office of Small Business Programs, Mobile District

251-690-3597

Linda.l.spadaro@usace.army.mil

www.sam.usace.army.mil

Air Force Technical Applications Center
Patrick Air Force Base, FL

Project Scope

-Design and construct four facility
- -Primary Facility: Multi-story command and control facility (C2)
- -Radio chemistry laboratory, which includes a Class 10,000 clean room
- -Central utility plant including an uninterrupted power system
- -Stand-alone multistory parking garage

Total Costs

$157,692,000

Status

Ribbon cutting was Mar 14.

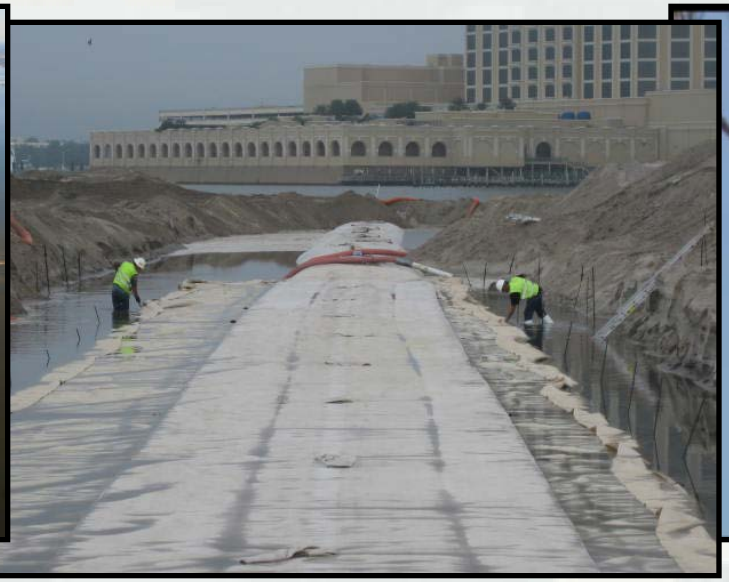


Actual Contract Award: 06/03/2011
Actual Notice to Proceed: 07/06/2011
Original Required Completion: 12/02/2015
Current Required Completion: 12/02/2015
Scheduled Construction Completion: 12/02/2015
Original Scheduled BOD: 01/31/2015
Scheduled BOD: 02/22/2014

Deer Island Ecosystem Restoration









U.S.ARMY

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Bay St. Louis Seawall Reconstruction









Society of SAME American Military Engineers

FY 15 Industry Forum
UNF University Center

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Industry Day Presentation

Presented at

Jacksonville Post SAME

6 November 2014

By COL Thomas J. Tickner

Commander and District Engineer

Savannah District , U.S. Army Corps of Engineers



Savannah DISTRICT





US Army Corps of Engineers
BUILDING STRONG®

Savannah District Mission





Building Strong for America!

- Provides facilities for Soldiers, Airmen and families
- Enables free-flow of commerce
- Conserves and protects the region’s water and natural resources
- Enhances family recreation

Organization

Our Greatest Asset: Our People

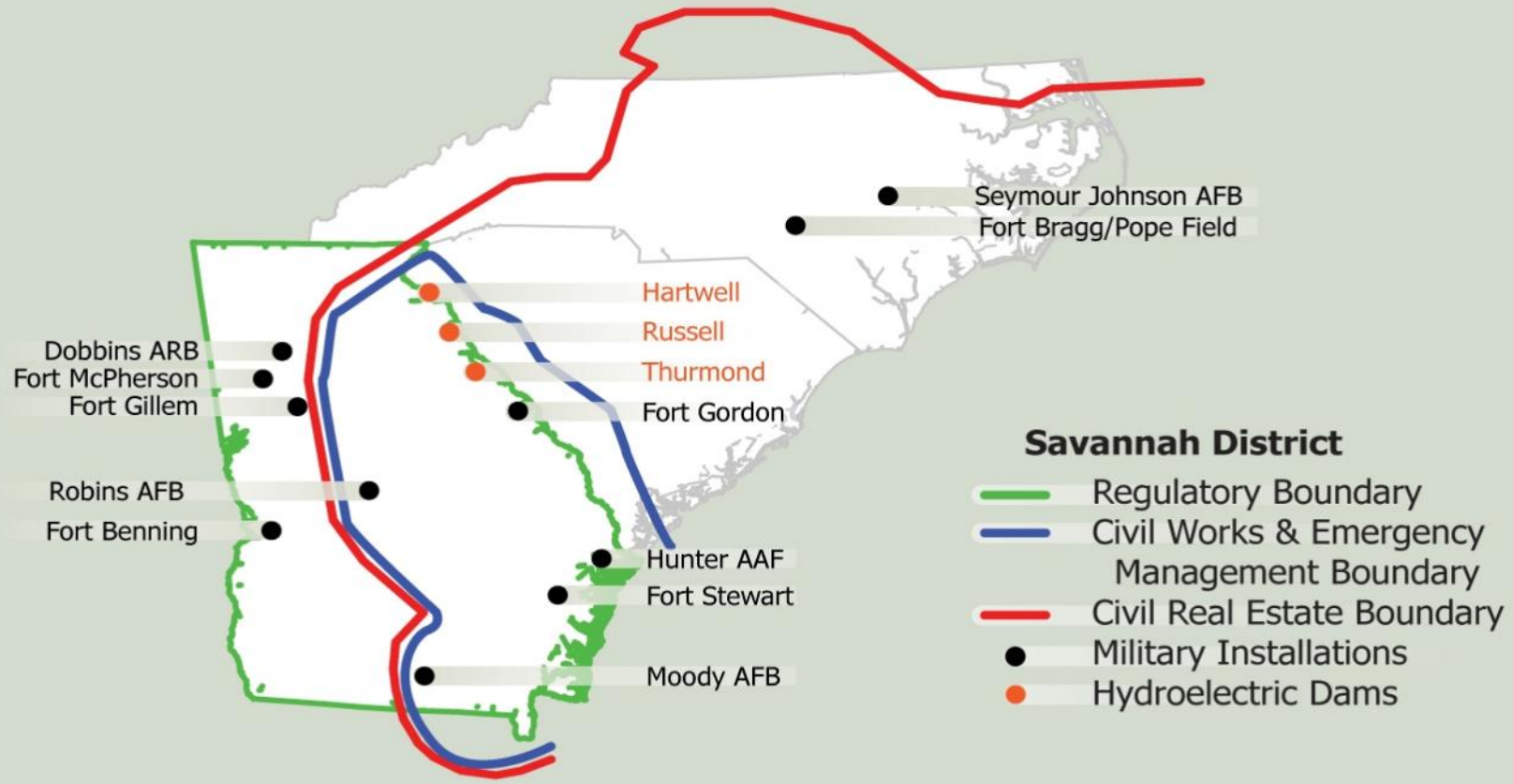
- Diverse
- Approximately 730
- Multi-disciplined
  - *Engineers, architects, project managers, park rangers, hydrologists, and many other specialists*
- Customer focused



At a Quick Glance— the Savannah District

- Has served the nation since 1829
- Supports 7 Army and 4 Air Force installations in 2 states
- 187 military projects at $943 million under contract
- Deployed 200+ personnel for combat support since 2001
- Maintains two deep water ports
- Operates 3 major dams for hydropower, flood risk management, recreation, water quality/supply, downstream navigation, and fish and wildlife protection
- Hosts 15+ million annual visitors to 3 major reservoirs
- Regulates and protects aquatic resources in Georgia
- Executes the Homeowners Assistance Program for DoD

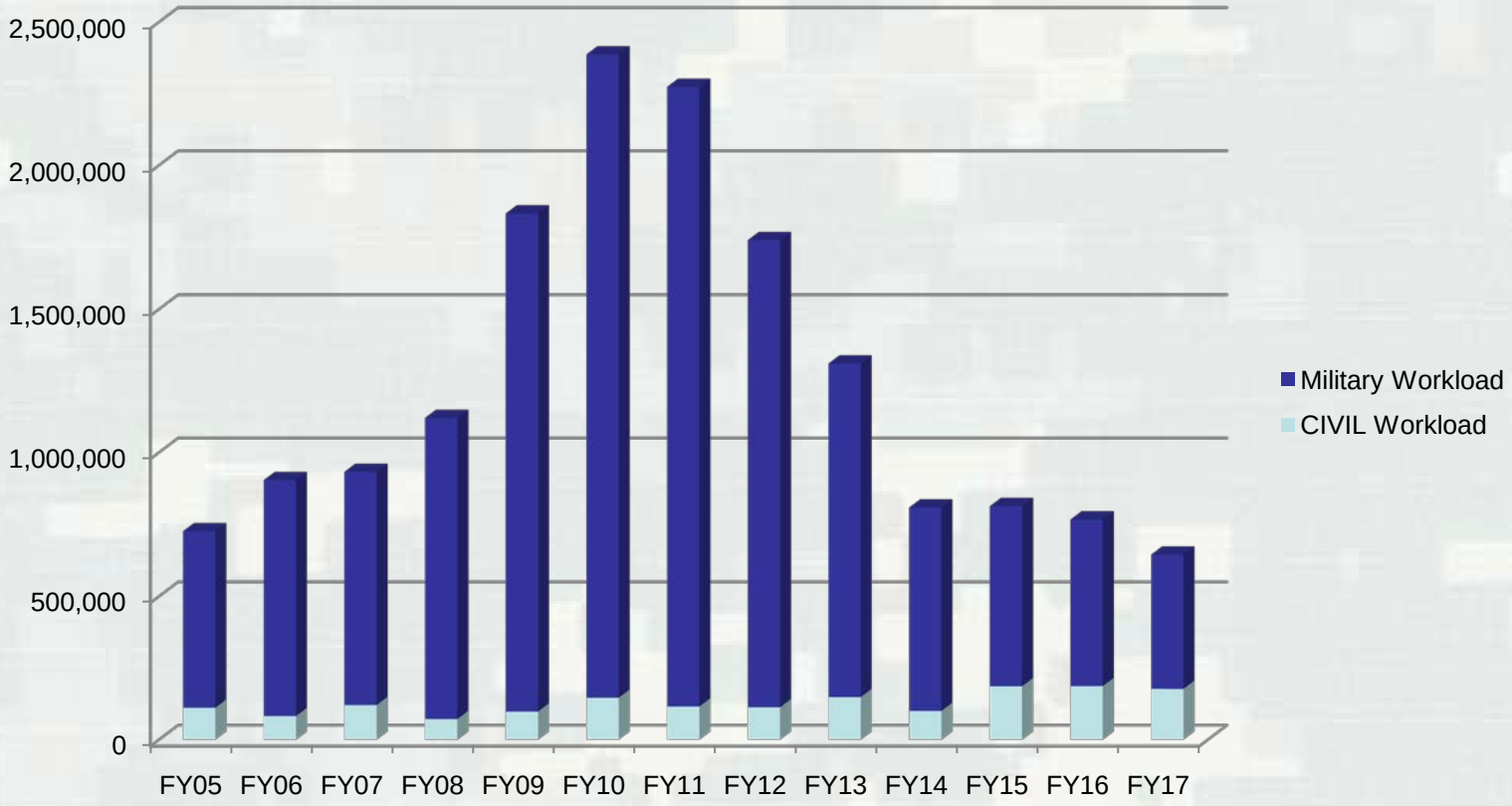
Savannah District Boundaries



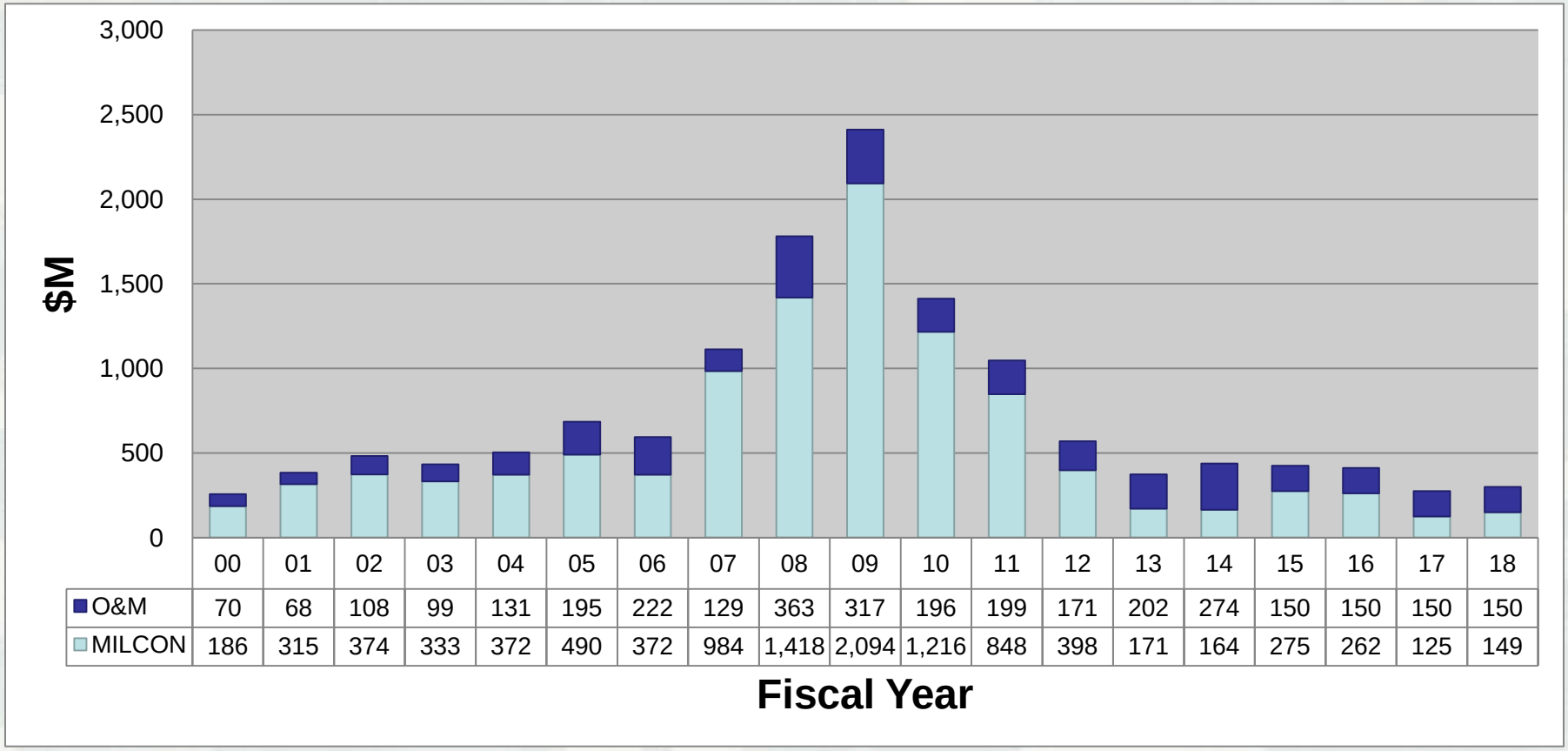
Notes:
- HAP boundary includes Eastern US, Europe, Panama, Puerto Rico and the Azores
- Real Estate boundary includes Army Central Command Area of Responsibility
- HTRW & Environmental boundary includes AL, GA, MS, TN, NC, SC

SAS Workload Trends

Dollars in 000

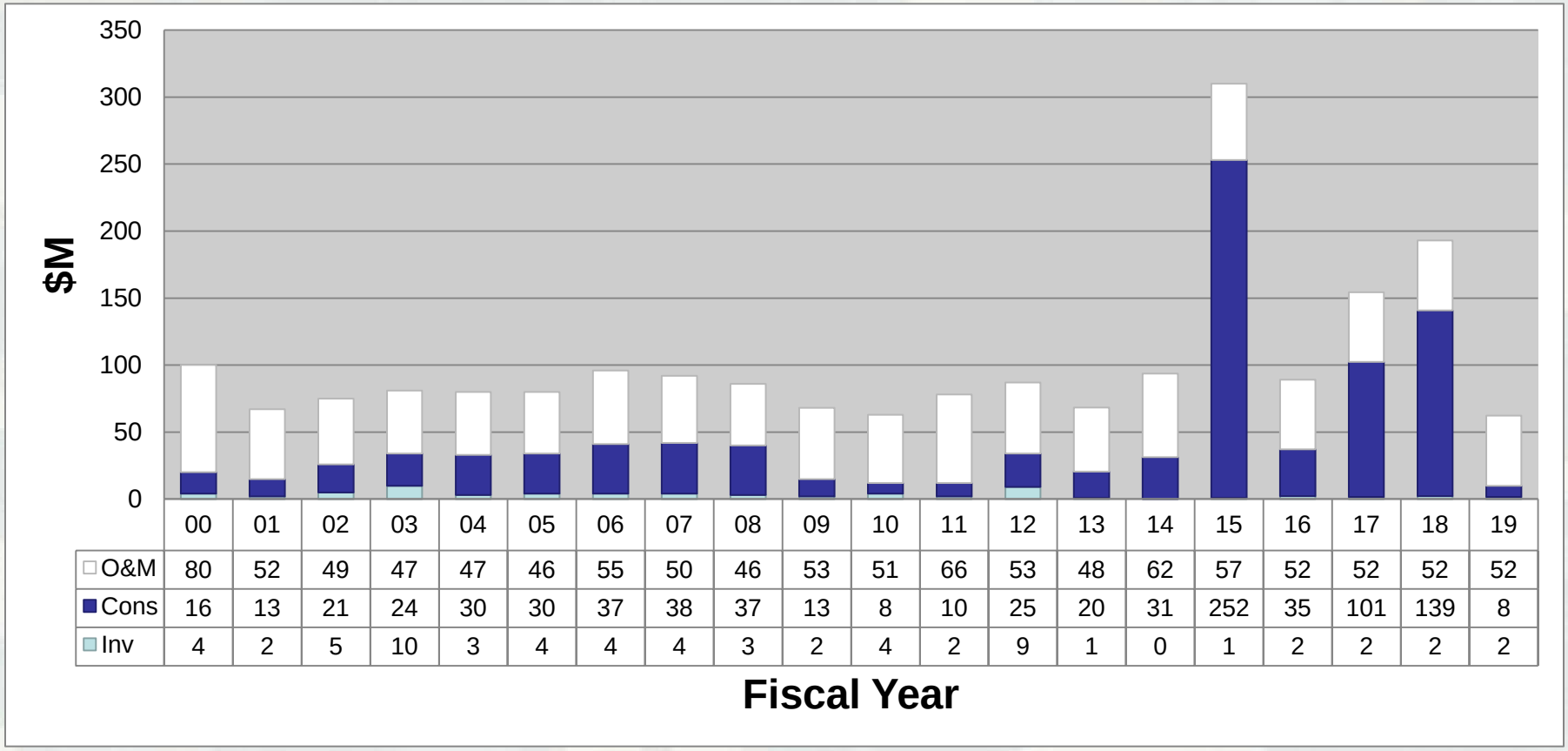


SAS Military Program Trends



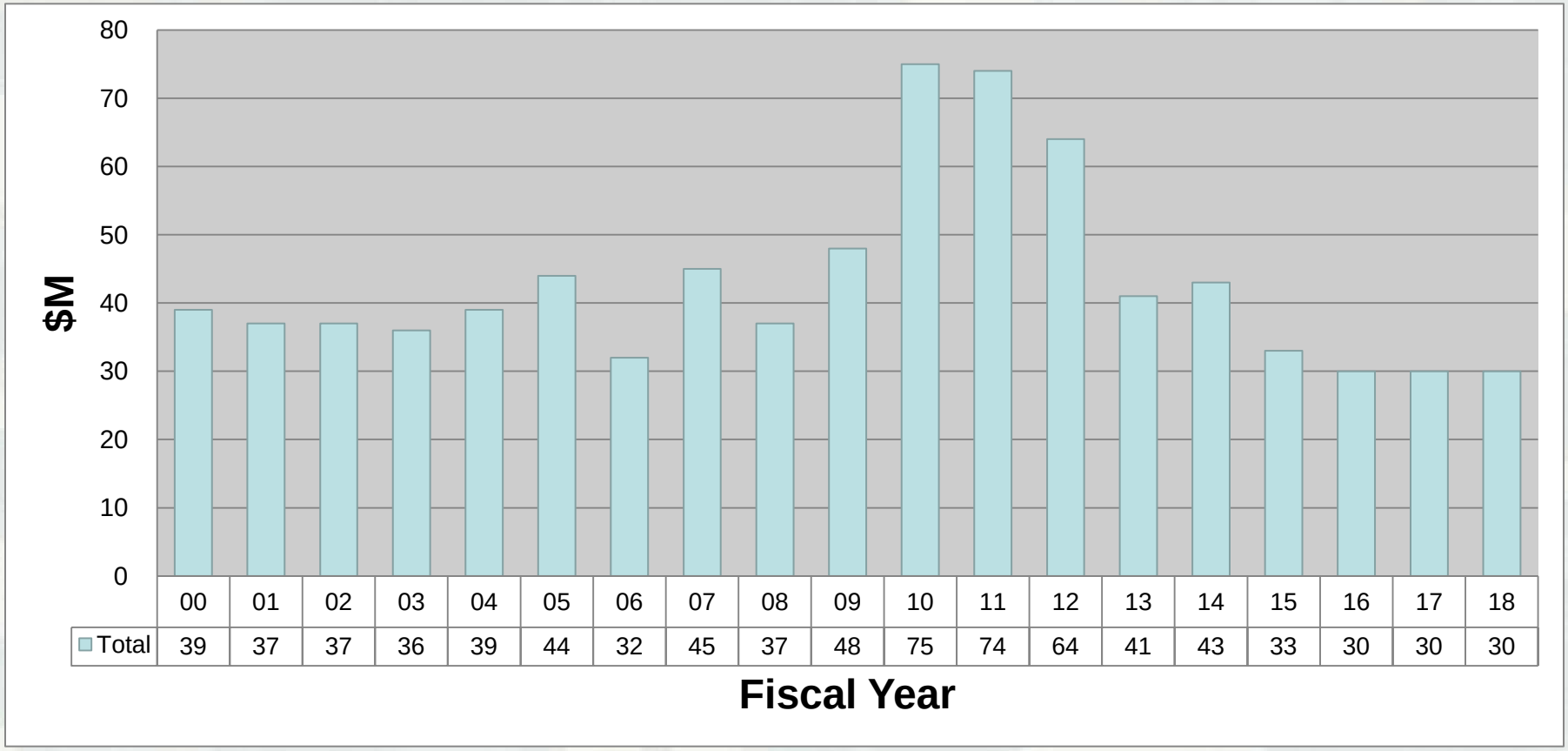
	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18
O&M	70	68	108	99	131	195	222	129	363	317	196	199	171	202	274	150	150	150	150
MILCON	186	315	374	333	372	490	372	984	1,418	2,094	1,216	848	398	171	164	275	262	125	149

SAS Civil Works Program Trends



	00	01	02	03	04	05	06	07	08	09	10	11	12	13	14	15	16	17	18	19
O&M	80	52	49	47	47	46	55	50	46	53	51	66	53	48	62	57	52	52	52	52
Cons	16	13	21	24	30	30	37	38	37	13	8	10	25	20	31	252	35	101	139	8
Inv	4	2	5	10	3	4	4	4	3	2	4	2	9	1	0	1	2	2	2	2

SAS Environmental & IIS Program Trends



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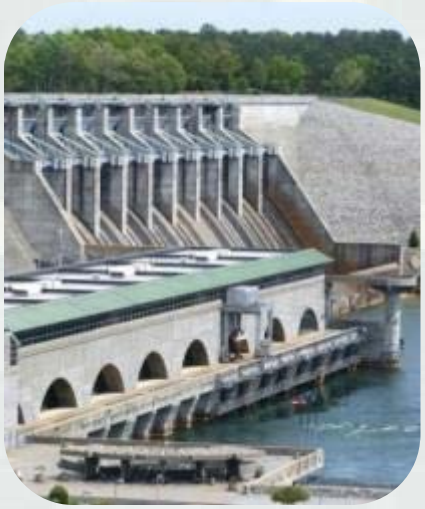
FY15 Savannah District Programs Workload



Military $528M



Real Estate $70M



Civil Works $180M



Environmental $29.4M



Regulatory
$5.4M

Total: $812.8 million

Military Construction

- Supports Army and Air Force installations in GA and NC
- Provides support to more than one-fifth of the Army
- 187 military projects at $943 million under contract
- Builds state-of-the-art facilities to support Soldiers, Airmen, and their families
  - Barracks
  - Dining Facilities
  - Training Areas and Ranges
  - Command and Control Buildings
  - Administrative Buildings
  - Operational Facilities
  - Community Service Facilities
  - Medical Treatment Facilities
  - Roads and Bridges

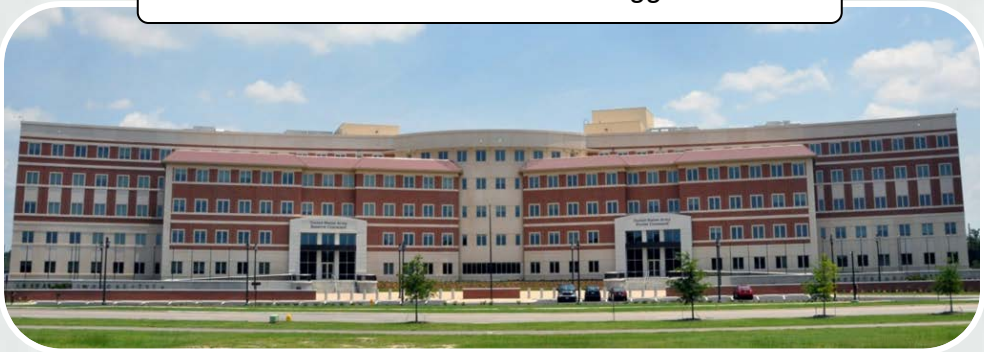




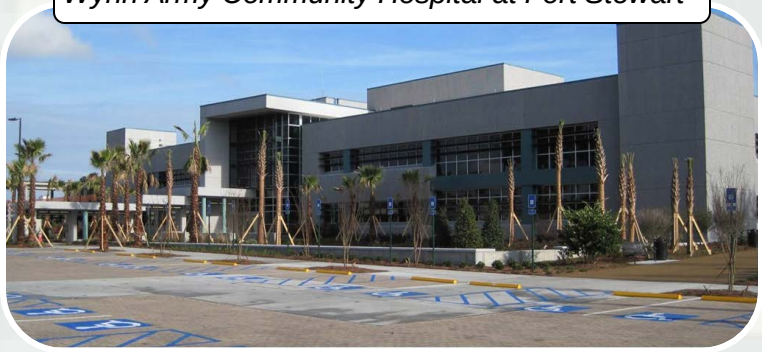


Military Construction

Marshall Hall at Fort Bragg



Wynn Army Community Hospital at Fort Stewart



AIT Barracks at Fort Benning



New Hospital Complex at Fort Benning



Ft. Gordon Road to Growth

TBUP Barracks at Fort Gordon



TBUP COF at Fort Gordon



TBUP BN HQ at Fort Gordon



TBUP DFAC at Fort Gordon



Fort Gordon Noteworthy Projects

FY 2015

- o AIT Barracks-Ground Source Heat Transfer System
- o Barracks Renovations
- o P-Extra Renovation (office space)
- o Multiple Renovations to TRADOC Classrooms & operational facilities.

FY 2016/17

- o ARCYBER Headquarters

BEYOND

- o Access Control Point (ACP)
- o Chapel
- o Physical Fitness Center
- o Child Development Center

Dollar Value Per Year

FY15: $73M

FY16: $90M

FY17: $57M

NOTE: Fort Gordon is expected to increase by 4,000 military and dependents over the next five years

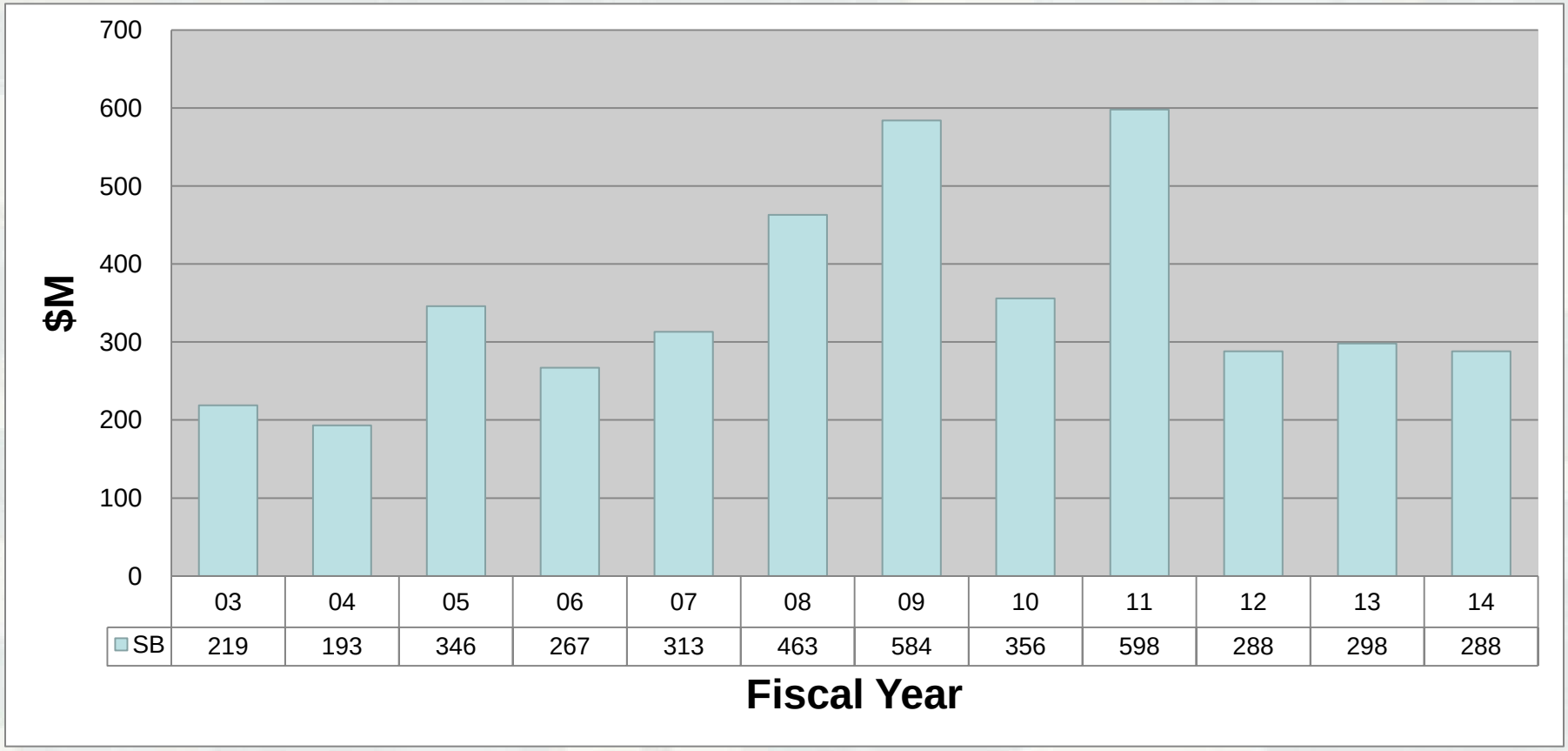
Savannah Harbor Expansion Project

NAVIGATION FEATURES
Entrance Channel Dredging
Inner Harbor Dredging
Kings Island Turning Basin
Disposal Area 14A Dike Raising
After Dredging Dike Raising
USCG Navigation Aids

SHEP: $700M Value

MITIGATION FEATURES
Environmental Monitoring
Dissolved Oxygen Injection System
CSS Georgia Recovery
Raw Water Storage Impoundment
Striped Bass Stocking Payment
Fish Passage
1S Marsh Restoration
McCoy's Cut Area Work
Sediment Basin Area Work

Small Business Trends



SAS Regional Environmental Acquisition Tool (REAT)

- **Scope: Environmental Remediation Services (ERS)**
- **Acquisition Strategy: 8(a) Program set-aside**
- **Contract Capacity is $230M over 5 years, Multiple Award Task Order Contract (MATOC) with 6 contractors**
- **Advertisement: Anticipated November 2014**
- **Award: Expected 2nd Quarter 2015**

Military Installation Support

Formerly Used Defense Sites (FUDS)

New/Existing Interagency Customers

SAS Regional Environmental Acquisition Tool (REAT)

- **Scope: Military Munitions Response Program**
- **Acquisition Strategy: 8(a) Program set-aside**
- **Contract Capacity is $48M over 5 years, Multiple Award Task Order Contract (MATOC) with 4 contractors**
- **Advertisement: Anticipated February 2015**
- **Award: Expected 4th Quarter 2015**

Military Installation Support

Formerly Used Defense Sites (FUDS)

New/Existing Interagency Customers

Contract Opportunities: Military Program

REIMBURSABLE MILITARY PROGRAM				
PROJECT	**CAPACITY ($)**	**BUSINESS STANDARD**	**ACQ STRATEGY**	**ADVERTISE**
Fort Bragg SATOC	95M	Hubzone	Two Phase Selection Procedures	1st Qtr FY15
Fort Stewart SATOC	50M	SB	Two Phase Selection Procedures	3rd Qtr FY15
Lakes & Dams SATOC	45M	SDVOSB	Two Phase Selection Procedures	1st Qtr FY15
Fort Bragg MATOC	45M	8(a)	Two Phase Selection Procedures	1st Qtr FY15
Bragg Air Field Maintenance MATOC	45M	SB	Two Phase Selection Procedures	1st Qtr FY15
Maneuver Center SATOC	95M	8(a)	Two Phase Selection Procedures	1st Qtr FY16

Contract Opportunities: Civil Works

CIVIL WORKS PROGRAM				
PROJECT	**ANTICIPATED AWARD AMOUNT**	**BUSINESS STANDARD**	**ACQUISITION STRATEGY**	**ADVERTISE**
Hartwell CPAF	15M	Small Business	RFP	4th Qtr FY14
Savannah/Brunswick Inner Harbor Dredging	12M	Unrestricted	IFB	4th Qtr FY14
Savannah/Brunswick Entrance Channel Dredging	5M	Unrestricted	IFB	4th Qtr FY14
SHEP Dissolved Oxygen System	75M	Unrestricted	RFP	4th Qtr FY14
SHEP Entrance Channel Dredging	95M	Unrestricted	RFP	4th Qtr FY14
SHEP Raw Water Storage Impoundment	30M	Unrestricted	RFP	3rd Qtr FY15
SHEP Fish Passage	32M	Unrestricted	RFP	FY16

Contract Opportunities
Architect-Engineering

A/E CONTRACTS				
PROJECT	**CAPACITY ($)**	**BUSINESS STANDARD**	**ACQ STRATEGY**	**ADVERTISE**
Construction Management Services	28M Total (14M each)	1 Unrestricted & 1 Restricted	Brooks Act	2nd Qtr FY15
Civil Works AE Design	14M	Unrestricted	Brooks Act	2nd Qtr FY15
General Design IDIQ	14M	Restricted	Brooks Act	TBD

Savannah District Contact Information

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Juana Torres-Perez, Chief, Environmental and IIS Management Branch
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Mackie McIntosh, Chief, Civil Works Programs & Project Management Branch
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Tim Corley, Chief, Military Programs & Project Management Branch
timothy.f.corley@usace.army.mil (912) 652-5420

Savannah District on the Web

WEB: www.sas.usace.army.mil



http://twitter.com/SavannahCorps



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Lieutenant Colonel Kendall Bergmann

Deputy Commander

U.S. Army Engineering and Support Center, Huntsville

U.S. Army Corps of Engineers

6 November 2014

US Army Corps of Engineers
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Overall USACE Small Business Success

Business Type	FY14 Goal	# of SB Contract Awards	SB Dollars	FY14 USACE Achievements	FY14 USACE Goal Vs. Achievements
Small Business	41.50%	35,544	$6.97B	46.04%	**110.94%**
SDB	19.00%	14,406	$3.83B	25.27%	**133%**
SDVOSB	4.50%	3,708	$805.77M	5.32%	**118.22%**
WOSB	7.00%	8,406	$1.09B	7.23%	**103.29%**
HUBZone	11.00%	4,946	$1.28B	8.51%	**77.36%**

Huntsville Center's Small Business Programs FY 14 Achievements

USACE Goals

SB – 41.5%
SDB – 19%
WOSB - 7%
HZ – 11%
SDVOSB – 4.5%
HBCU/MI – 5%

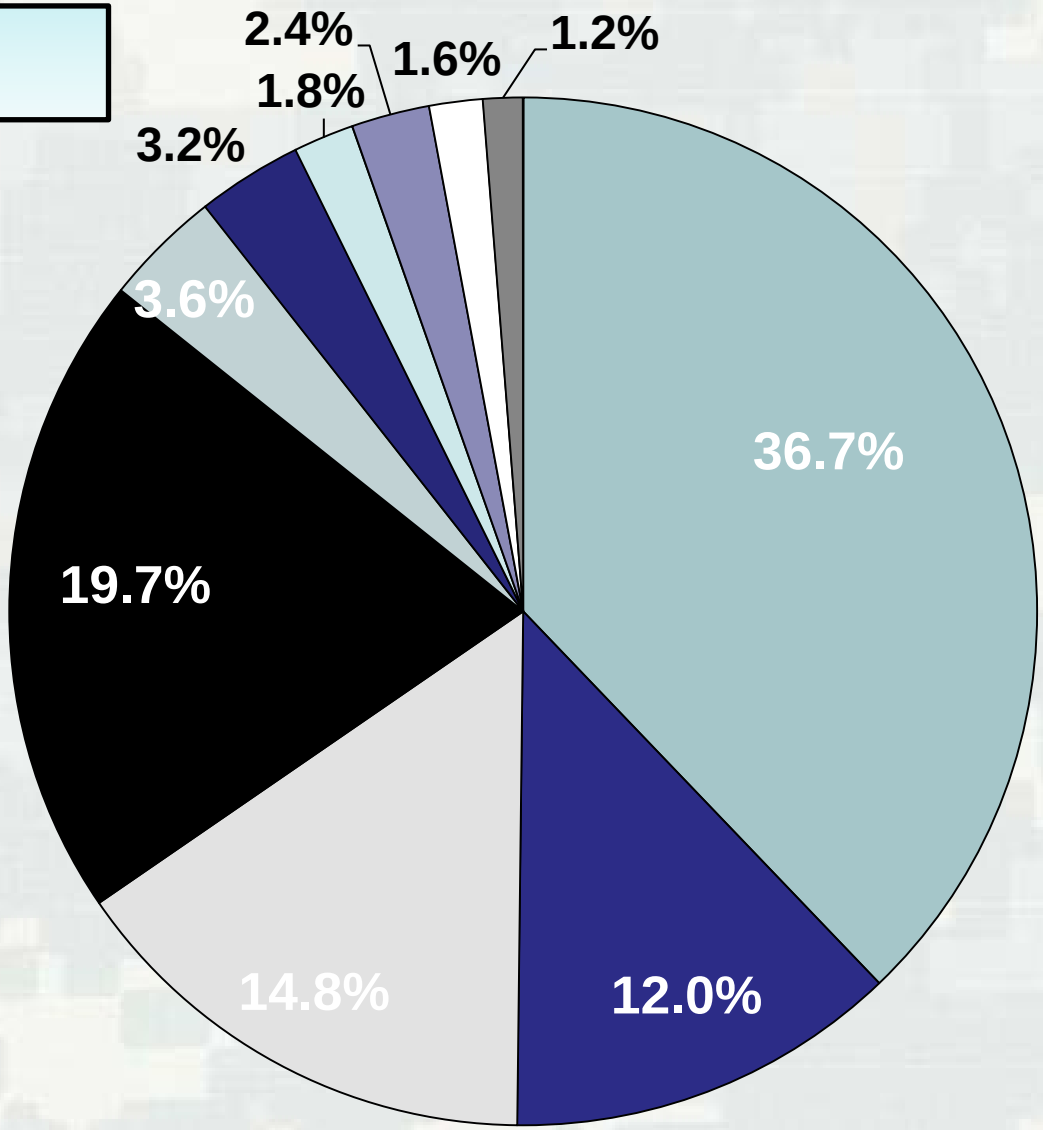
CATAGORIES	$ OBLIGATIONS	% OBLIGATIONS		# ACTIONS	% ACTIONS
	$1,812,435,891	GOALS	100%	4,909	
SB	**$782,042,066**	36%	**43.15%**	2,519	**51.31%**
SDB	**$388,056,362**	13%	**21.41%**	855	**17.47%**
WOSB	**$67,005,959**	5%	**3.70%**	388	**7.93%**
HUBZone	**$48,229,128**	4%	**2.66%**	175	**3.58%**
SDVOSB	**$54,890,851**	2.5%	**3.03%**	229	**4.68%**
VOSB	**$99,788,369**		**5.51%**	506	**10.34%**
LG BUSINESS	$1,024,542,015		56.85%	2,390	48.72%
HBCU/MI	$112,000	***2.5%**	**85%**		
EDUCATIONAL (NON-HBCU/MI)	$20,190				

*Aspirational Goal

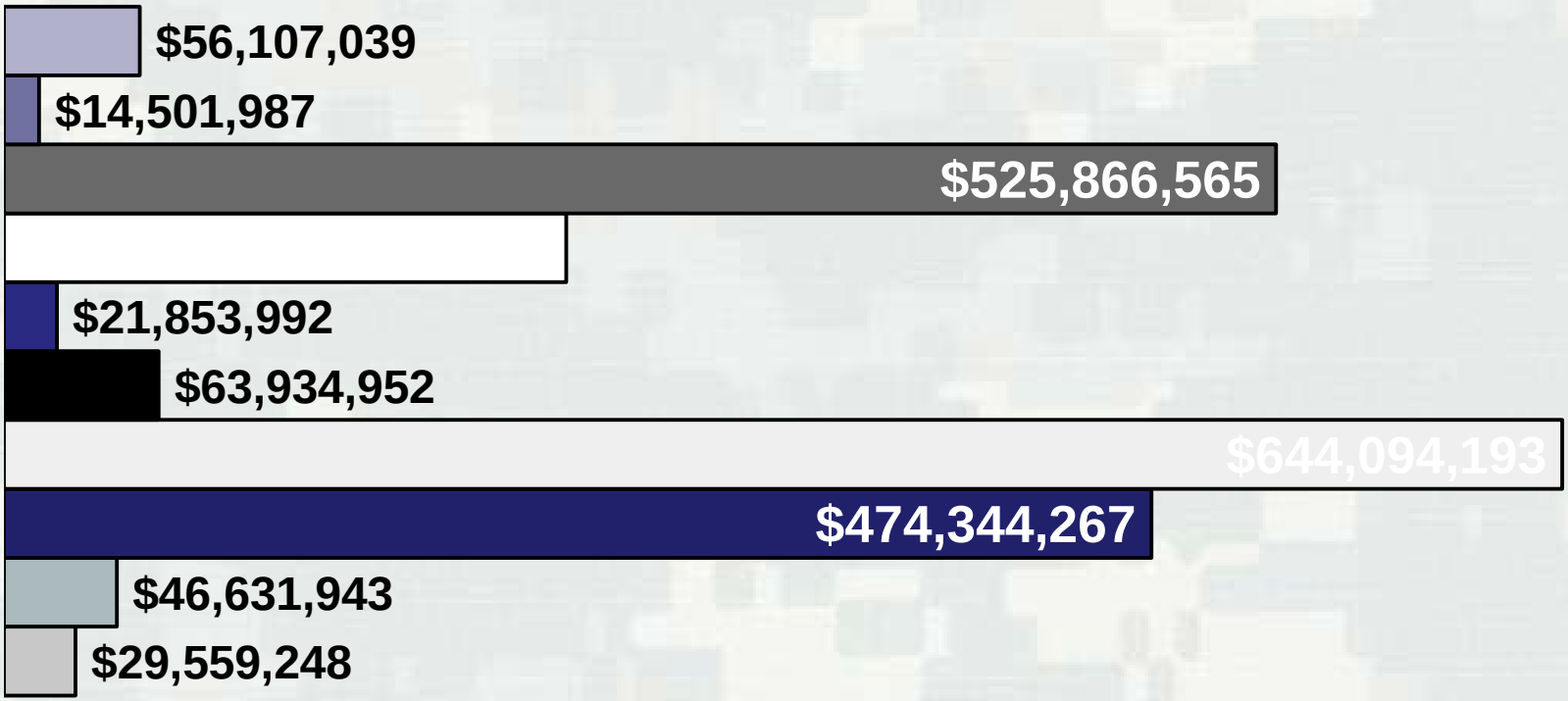
As of: 30 Sep 14
Source: FPDS

PERCENTAGE OF AWARDS BY

- 54 PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES
- 23 CONSTRUCTION
- 56 ADMIN SUPT WASTE MGMT REMEDIATION SVCS
- 33 MANUFACTURING COMPUTERS, ELECTRONICS, FURNITURE
- 51 INFORMATION
- 81 OTHER SERVICES
- NO NAICS CATEGORY SPECIFIED
- 42 WHOLESALE
- 22 UTILITIES
- 31 MANUFACTURING



AWARD DOLLARS IN MILLIONS BY NAICS FY13



USACE Office of Small Business Programs

Service Disabled Veteran Owned Small Business Program

Contracted SDVOSB Dollars

Rank	$M	District
1	$ 89.31	LOS ANGELES
2	$ 87.48	MOBILE
3	$ 54.89	HUNTSVILLE ENG SPT CTR
4	$ 51.50	FT WORTH
5	$ 51.03	SAVANNAH
6	$ 48.96	NEW ORLEANS
7	$ 41.31	OMAHA
8	$ 39.67	SACRAMENTO
9	$ 38.84	LOUISVILLE
10	$ 35.34	SEATTLE

Number of SDVOSB Contract Actions

Rank	#	District
1	285	LOUISVILLE
2	262	MOBILE
3	230	HUNTSVILLE ENG SPT CTR
4	223	KANSAS CITY
5	192	SEATTLE
6	165	LOS ANGELES
7	162	OMAHA
8	142	SAVANNAH
9	139	VICKSBURG
10	138	FT WORTH

% of Contracted Dollars

Rank	%	District
1	37.2%	ENGR R&D CTR
2	19.9%	LOS ANGELES
3	13.9%	NORFOLK
4	10.4%	MOBILE
5	10.2%	ALBUQUERQUE
6	9.7%	SEATTLE
7	9.3%	ROCK ISLAND
8	8.9%	SAVANNAH
9	7.2%	FT WORTH
10	7.1%	SACRAMENTO

% of Contract Actions

Rank	%	District
1	17.3%	VICKSBURG
2	16.1%	NORFOLK
3	13.7%	LOS ANGELES
4	13.7%	KANSAS CITY
5	12.8%	PITTSBURGH
6	12.7%	NASHVILLE
7	12.6%	COLD REG ENG LAB
8	11.7%	SEATTLE
9	11.2%	ROCK ISLAND
10	10.7%	CHARLESTON

Huntsville Center Mission

The U.S. Army Engineering and Support Center serves the U.S. Forces, their Families and the nation by providing specialized technical expertise, global engineering solutions, and cutting edge innovations through centrally managed programs in support of national interests.

Huntsville Center Vision

A world class workforce with an expeditionary mindset providing effective, innovative, global engineering solutions to unique, complex, and high-risk missions in strengthened partnership with our strategic allies, in support of the Warfighter, their Families, and the nation.

Our Charter

ER 10-1-22

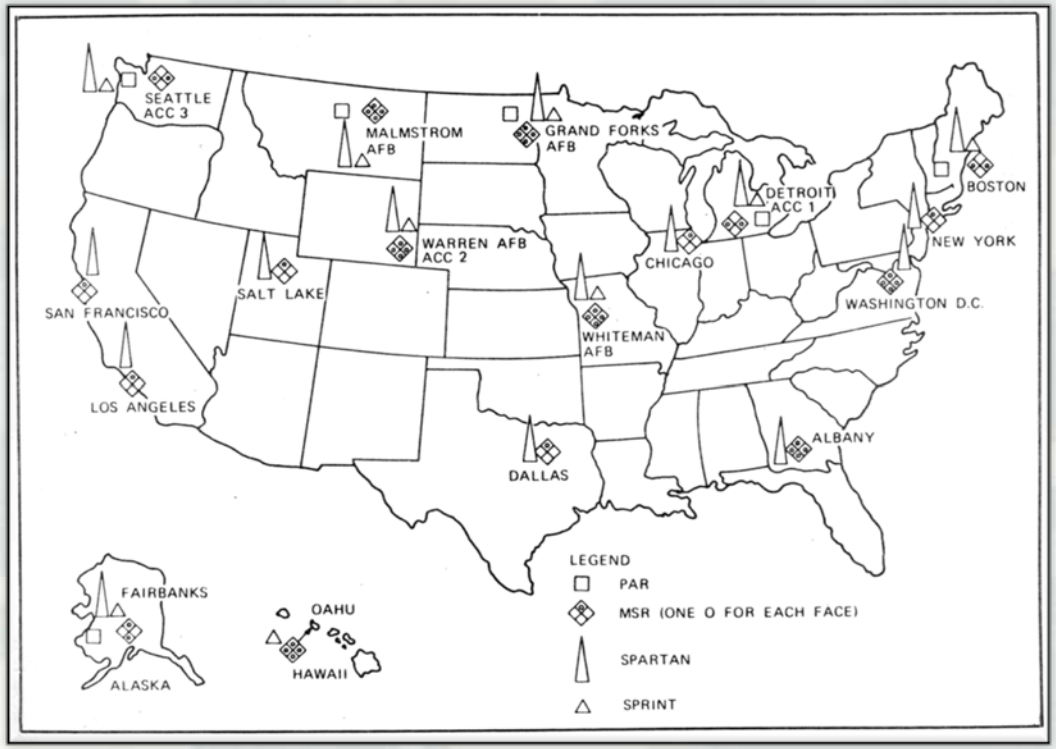
Huntsville Center has programmatic and functional boundaries in lieu of geographical boundaries. We execute programs and projects that:

- Are national or broad in scope
- Require integrated facilities or systems that cross geographical division boundaries
- Require commonality, standardization, multiple site adaption, or technology transfer
- Require a centralized management structure for effective control of program development, coordination and execution
- Require functions to be performed that are not normally accomplished by a HQUSACE organizational element

Historical Overview

- Huntsville Division was founded in 1967 to manage the design and construction of facilities needed for the nation's Sentinel/Safeguard Ballistic Missile Defense System.





Historical Overview





- 1970s: Huntsville Division transitioned to a diverse set of programs characterized by a need for centralized management, large scale procurement, and the development and application of sophisticated engineering criteria.
- 1980s: Huntsville Division changed from a design and construction organization to a diversified center of expertise for engineering, design and procurement with 20 new programs assigned.
- 1990s: Huntsville Division became the U.S. Army Engineering and Support Center and now has 40 programs and 10 centers of expertise assigned to support the Army and the nation.

Huntsville Center Footprint

Annual Obligations ~ $2.8 B

- Installation Support $2,050M
- Engineering $50M

(includes Medical CX of $15M)

- Chemical Demil $166M
- Ordnance Explosives $390M
- Environmental and Munitions CX $109M
- Miscellaneous $29

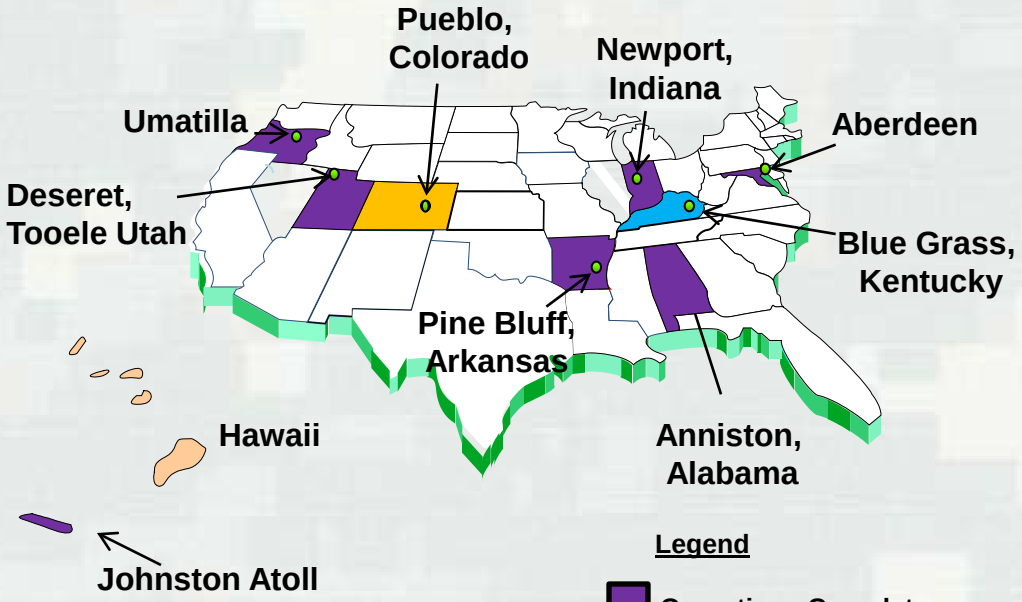
Personnel: 885

775 – Huntsville, AL
23 – Alexandria, VA
50 – Omaha, NE
10 – Richmond, KY
18 – Afghanistan
9 – Various PMs forward and liaisons

Customers: Very diverse customer base which includes DOD and many Federal government agencies.

Chemical Demilitarization Program

- $8.5 billion program assigned in 1981 to destroy chemical weapons stockpile.
- Design and construction of 9 sites using incineration and chemical neutralization technology.
- U.S. stockpile = 31,501 tons of chemical agent, 90 percent destroyed as of Jan 2012
- Oversaw construction of Russian chemical demilitarization site.





Blue Grass, Ky.

Ordnance and Explosives Programs

- Military Munitions Design Center and Remedial Action Team
  - Ordnance investigations, remedial designs, and clearances of FUDS, range support actions and construction sites.
- Chemical Warfare Design Center
  - Support to DA, DOD, State Department, and DTRA worldwide
  - Investigation and remediation of chemical munitions
- International Operations
  - Afghanistan - Landmine and range clearance, environmental support, Task Force Power
  - Poland – MDA support
  - Korea – Landmine clearance, Story Training Area



Spring Valley Formerly Used Defense Site (FUDS) near Washington D.C.



Mine clearance in Afghanistan

- $2 billion Worldwide Remediation Services Contract

Environmental and Munitions Programs

- Environmental and Munitions Center of Expertise (EM CX) provides:
  - Expert technical consultation for environmental, radioactive and military munitions cleanups nationwide
  - Independent technical review
  - Quality assurance reviews
  - Technology transfer/lessons learned
  - Guidance document development
  - Participation on panels and advisory committees
  - Training development
  - Environmental compliance support
  - Green sustainability remediation support
  - USACE Civil Works sustainability reporting



A specially equipped helicopter searches for anomalies at Martha's Vineyard, Mass.



Workers preparing railcar for offsite shipments of radium contaminated soils and debris for the Shattuck Superfund Site, Denver, CO

USACE Centers of Expertise

Mandatory Centers of Expertise

- Medical Facilities
- Army Ranges and Training Lands
- Electronic Security Systems
- Environmental and Munitions
- Utility Monitoring and Control Systems



Fort Belvoir Community Hospital, VA

Technical Centers of Expertise

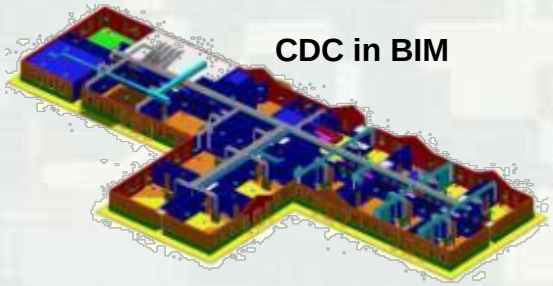
- Energy Savings and Performance Contracting
- Heating, Ventilation and Air Conditioning
- DD Forms 1391/3086 Preparation/Validation
- Installation Support
  - Facilities Reduction
  - Facilities Repair and Renewal
  - Centralized Furnishings

Engineering Programs: Centers of Standardization

- Child and Family Services
  - Child Development Centers (Infants- 5 years)
  - Child Development Centers (School Age 6-10)
  - Youth Activity Centers
  - Army Community Service Centers
  - Soldier Family Support Centers
- Sports and Fitness Facilities
  - Physical Fitness Facilities
  - Outdoor Sports Facilities
- Medical Facilities



Fort Benning, Ga. Fitness Center



CDC in BIM

- Emergency Facilities
  - Fire Stations
  - Consolidated Fire, Safety and Security Facilities
- Training Ranges
  - Automated Record Fire Ranges
  - Combat Pistol/MP Qualification Courses
  - Modified Record Fire Ranges
  - Urban Assault Courses
  - Live Fire Shoothouses
  - Battle Command Training Centers
  - Training Support Centers

Medical Programs

- **Medical Facilities CX** is responsible for design acquisition strategy, design development and technical oversight during design and construction medical aspects projects.



Design concept of Weed ACH, Fort Irwin, Calif.

- **Medical Support Team** provides Army MEDCOM support
  - **Medical Repair and Renewal (MRR) Program**: Design, repair, replacement, renovation, sustainment, restoration and modernization
  - **Integrated Medical Furniture (IMF):** Provides systems furniture worldwide for Army MEDCOM
  - **Operations and Maintenance Engineering Enhancement (OMEE):** Contract services to operate facility infrastructure and maintain building systems
  - **Initial Outfitting and Transition (IO&T):** Takes facility from construction complete to functional Soldier ready

Installation Support Programs – Facilities Division

USACE Installation Support CX: Huntsville Center executes assigned ACSIM and IMCOM programs in partnership with Districts, DPWs and IMCOM.

- **Facilities Reduction Program:** Eliminates excess facilities.
- **Facilities Repair and Renewal**: Fast track, efficient method for design/build renovations for all federal agencies.



An excavator demolishes the former U.S. Army Reserve Center in Tuscaloosa, Ala. The center and surrounding buildings were hit by a tornado.

Installation Support Programs – Facilities Division

- **Access Control Points:** Upgrade installation gates security equipment and facilities to meet new standards and assure consistency Army-wide.
- **Information Technology Services:** Provides project management and acquisition support to the Army and other federal agencies in the procurement of Information Technology Technical Services, hardware and software commodities.



IB barrier being tested at Aberdeen Proving Ground, Md.

Installation Support Programs – Electronic Technology Division

- **Electronic Security Systems (ESS) CX:** Responsible for reviewing all design and test submittals for Army ESS. Also provides technical, engineering, acquisition, and fielding support to all federal agencies.



Security upgrades at the Kennedy Center

- **Utility Monitoring and Control Systems (UMCS) CX:** Reviews all design and procurement packages; provides technical assistance, criteria, guidance and training; and executes projects for DOD and other federal agencies.

- **Army Metering:** Installing 13,000 meters and global meter data management system to track, record and report energy consumption.

Installation Support Programs – Military Integration Division

- **Army Centralized Furnishings Program:** Provides program management for ACSIM/IMCOM MILCON, and SRM administrative and barracks furniture.



- **Range and Training Land Programs (RTLP) CX:** Responsible for reviewing designs, conducting construction inspections and ensuring Army standards are met. Provides planning, MILCON programming and development of standard designs for Army automated ranges, and DD1391 preparation and validation.



Fort Bliss Digital Multi-purpose Range Complex

Installation Support Programs – Energy Division

- **Energy Engineering Analysis Program (EEAP):** Analyzes energy use at installations and provides options for savings.

- **Resource Efficiency Manager (REM):** Increases assigned installation's energy programs by identifying cost-effective programs and practices to reduce energy and water costs.

- **Energy Conservation Investment Program (ECIP):** designed to complete a thorough project DD Form 1391 review and verification process



The Brigade Combat Team Dining Facility at Fort Bliss, Texas, is powered by solar panels.

Installation Support Programs – Energy Division

- **Energy Savings Performance Contracting (ESPC):** Contractor provides capital and expertise to make infrastructure energy improvements to significantly reduce energy utilization and cost.
- **Commercial Utility Program (CUP):** CUP helps the Army purchase reliable utility services at the best rates and helps garrisons resell their utilities to tenant activities.
- **Power Procurement Agreements (PPA):** Supports EITF tools to execute third party financing investment in renewable energy source power generation.
- **Utility Energy Services Contracting (UESC):** Similar to ESPC, but works with the utility provider rather than the energy services company.

Questions?

www.hnc.usace.army.mil

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FY 15 Industry Forum
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NAVFAC Atlantic

SAME Industry Day



- **Opportunities**
- **Programmatic Changes**
- **Renewable Energy**
- **Small Business**

6 November 2014

Opportunities

- MILCON Program:
  - FY13 $1,463M
  - FY14 $1,305M (programmed)
  - FY15 $1,278M
  - Strategic targets for new platforms and requirements

- CNIC Special Projects and USMC M2R2
  - FY13 $1,036M
  - FY14 $945M
  - FY15 $891M
  - 4 year program similar to MILCON

Programmatic Changes

- Pushing for more DB capabilities
  - Looking for more teaming on design
  - Less sub-contractor relationships

- CPARS changes
  - Single format for Construction, Design and Service contract evaluations
  - NAVFAC pressure to keep back log down
  - Manage your timelines
  - It matters to us, it should matter to you

Small Business

- FY13 NAVFAC exceeded goal
  - $6.1B eligible
  - 38% Target
  - 49.1% Actual
- FY14 NAVFAC on pace to exceed
  - $7.1B eligible
  - 46% Target
  - 50.57% Anticipated
- FY15 TBD
  - Expect similar goals

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Naval Facilities Engineering Command
NAVFAC SE
Outlook FY15

CAPT Steve Hamer, PE, CEC, USN
Commanding Officer, NAVFAC SE

6 November 2014

The NAVFAC Mission/Vision

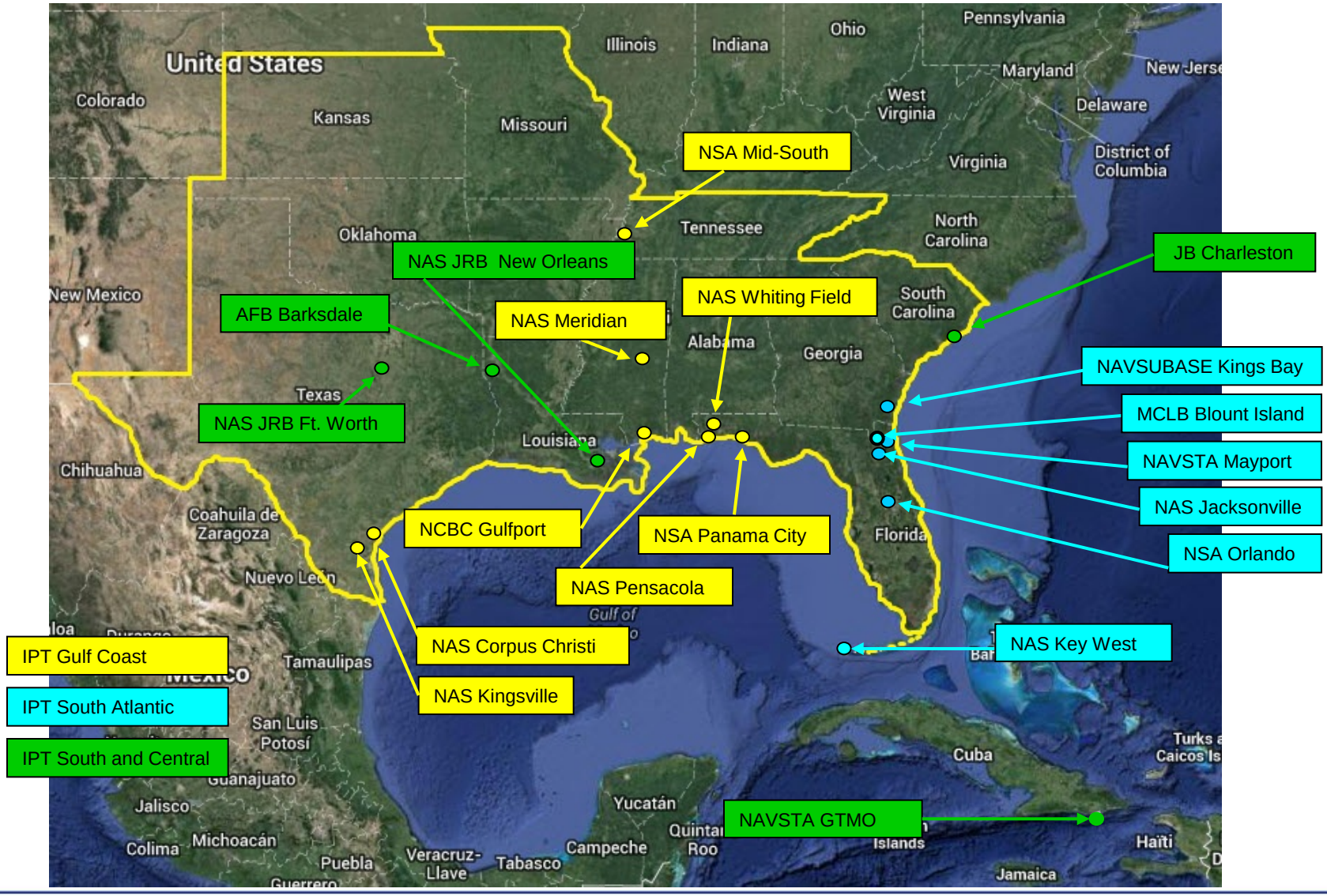
Our Mission

NAVFAC is the Systems Command that builds and maintains sustainable facilities, delivers utilities and services, and provides Navy expeditionary combat force capabilities.

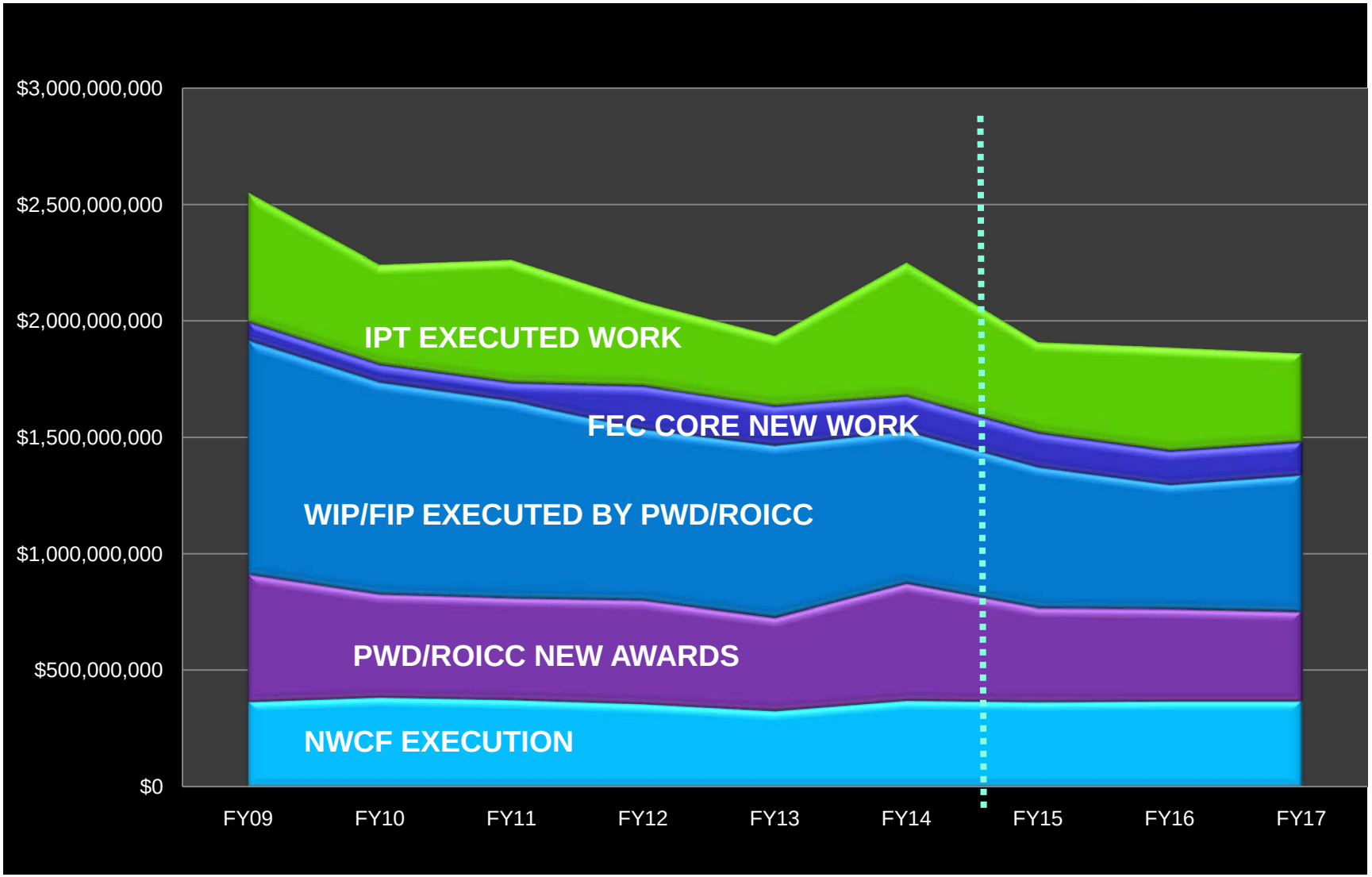
Our Vision

Our expertise enables mission success.

NAVFAC SE AOR



SE WORKLOAD UPDATE FY09-FY14
(w/ FY15 – FY17 Projections)



NAVFAC SE Business Volume

Workload - Operations	FY13	FY14	FY15
Capital Improvements			
• Work-In-Place (WIP)	$ 740 M	$ 618 M	$ 610 M
• Design (DIP = $576M FY13, DIP = $547M FY14)	$ 46.2 M	$43.9 M	$ 44.2 M
Contingency Engineering	$ 7.2 M	$ 5.8 M	$ 5.0 M
Public Works			
• Facilities-In-Place (FIP)	$ 219.0 M	$ 229.0 M	$247.2 M
• Facilities Sustainment & FSC Support	$ 53.0 M	$47.4M	$49.6M
• Utilities	$ 263.0 M	$281.0 M	$245.0 M
• BSVE	$ 28.3 M	$31.7 M	$33.7
• Energy	$ 48.5 M	$ 64.0 M	$ 32.2 M
Environmental			
• Environmental Services (In-House)	$ 2.7 M	$ 1.5 M	$1.5 M
•Quality(excludes salary $'s)	$ 13.5 M	$ 14.7 M	$11.0 M
• ERN	$ 19.6 M	$ 22.9 M	$19.9 M
• BRAC	$ 16.6 M	$ 17.2 M	$10.2 M
Asset Management – Planning/Real Estate-In-Place	$ 68.5 M	$ 86 M	$77.0M
TOTALS:	**$ 1.614 B**	**$ 1.463 B**	**$ 1.387 B**

FY15 Focus Areas

- Energy
  - Energy Security
  - Renewable Energy
  - Power Reliability
- Restocking Backlog of Projects
  - Focus on planning and design effort for FY15-FY17 program.
  - Develop a solid swing program for FY15
- Shift of Project types from MILCON to SRM
  - Reduction in number of MILCON's
  - Steady state SRM
- Cadastral program
  - Regional Survey and Mapping A/E IDIQ, 5 yr

Capital Improvements

Capital Improvement Business Line consists of 3 product lines

- **– *Design*- includes development of design and engineering documents (e.g., plans & specifications, design build RFPs, cost engineering, and project management.**
- **– *Construction*- includes repair and construction management (facilities, structures, & utilities), contracting services, and post construction award services (PCAS).**
- **– Specialized Technical Services- includes Surveys, Inspections, Consultations, and Studies.**

Metric	FY12	FY13	FY14
Design in Place	$643M	$576M	$547M
Work in Place	$783M	$740M	$618M
Tech Services	$13M	$13M	$10M

Design in Place is the value of construction under design.

FY15 MILCON Workload

FY	P No.	Project Name	Activity	Project Dollar Amount	Design Level	Acquisition Method	Acquisition Tool	Issue IFB/RFP	Planned Award Date
2012	654	P-8A HANGAR UPGRADES	NAS JACKSONVILLE FL	$6,085,000	Design Bid Build	RFP - LP	Stand Alone Construction Contract	11/14/14	4/30/15
2012	636	SOUTH LAND/WATER INTERFACE	NS KINGS BAY GA	$14,600,000	Design Bid Build	RFP - BVSS (One Step)	MACC	10/31/14	3/31/15
2014	659	P-8A TRAINING & PARKING APRON EXPANSION (Hgr Demo & Bldg 511 mods)	NAS JACKSONVILLE FL	$3,200,000	Design Build	Sole Source	Stand Alone Construction Contract	11/5/14	12/19/14
2014	Q9440	SOF BOAT Docks	NAS KEY WEST FL	$3,600,000	Design Build	RFP - BVSS (One Step)	MACC	12/15/15	3/13/15
2015	423	LCS OPERATIONAL TRAINING FACILITY	NAVSTA MAYPORT FL	$20,520,000	Design Build	RFP - BVSS (One Step)	MACC	1/9/15	6/30/15
2015	664	MH60 PARKING APRON	NAS JACKSONVILLE FL	$8,583,000	Design Bid Build	RFP - LP	Stand Alone Construction Contract	2/17/15	6/30/15
2015	Q170	SOF NAVSCIATTS APPLIED INSTRUCTION FACILITY	N62604 -- CBC GULFPORT MS	$10,323,000	Design Build	RFP - BVSS (One Step)	MAC - General	3/31/15	7/31/15

FY15 MILCON Workload, Con't

FY	P No.	Project Name	Activity	Project Dollar Amount	Design Level	Acquisition Method	Acquisition Tool	Issue IFB/RFP	Planned Award Date
2015	099	NUCLEAR POWER OPEATIONAL SUPPORT FACILITY	SUBASE KINGS BAY GA (JB Charleston)	$35,716,000	Design Bid Build	RFP - BVSS (One Step)	Stand Alone Construction Contract	2/24/13	2/27/15
2015	1606	REPLACE FUEL DISTRIBUTION FACILITIES	MCAS BEAUFORT SC	$40,600,000	Design Bid Build	RFP - BVSS (One Step)	Stand Alone Construction Contract	12/01/14	6/30/15
2015	008	EXPLOSIVE ORDNANCE DISPOSAL FACILITY	NAS JRB FT WORTH TX	$3,700,000	Design Bid Build	RFP - BVSS (One Step)	MAC – 8A	4/24/15	8/31/15
2015	1404	REPLACE FUEL TANKS	NS GUANTANAMO BAY	$11,100,000	Design Bid Build	RFP - BVSS (One Step)	Stand Alone Construction Contract	1/26/15	6/30/15
2015	1393	MEDICAL FACILITY COMPLEX	NS GUANTANAMO BAY	$11,800,000	Design Build	RFP - BVSS (One Step)	Stand Alone Construction Contract	1/15/15	9/24/15
2015	1635	DINING FACILITY	NS GUANTANAMO BAY	$12,000,000	Design Bid Build	RFP - BVSS (One Step)	Stand Alone Construction Contract	4/02/15	9/02/15
2014	05003	FIRE STATION NO. 2	BARKSDALE AFB, LA	$1,800,000	Design Bid Build	RFP - BVSS (One Step)	MAC – 8A	7/18/14	1/08/15
2014	0103	REPLACE BOLDEN ELEMENTARY-MIDDLE SCHOOL	MCAS BEAUFORT SC	$41,324,000	Design Bid Build	RFP - BVSS (One Step)	Stand Alone Construction Contract	7/25/14	11/26/14
2013	459	RECYCLING/HAZARDOUS WASTE FACILITY	MCAS BEAUFORT SC	$3,534,000	Design Build	RFP - BVSS (Two Step)	MAC – GENERAL	12/14/12	12/16/14
2013	470	VISITORS QUARTERS	NAS JRB NEW ORLEANS, LA	$7,187,000	Design Bid Build	RFP - BVSS (Two Step)	MAC – GENERAL	4/23/13	12/31/14

Caribbean (CE) Workload FY15

FY	COCOM Program	Project Name	Project Location	Project Dollar Amount	Design Level	Acquisition Method	Acquisition Tool	Issue IFB/RFP	Planned Award Date
2015	HA	Satellite DRW	Great Inagua, The Bahamas	$1,700,000	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q1/Q2	FY15, Q2/Q3
2015	ERC	Boat Ramp/Pier Extension	ST Kitts	$260,000	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3
2015	CN	Boat Ramps	ST Kitts	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4
2015	CN	Boat Ramps	ST Vincent	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4
2015	CN	Boat Ramps	Grenada	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4
2015	CN	Regional Trends & Analysis Center (RTAC)	Barbados	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4
2015	OMA	Hangar	San Isidro Air Base, Dominican Republic	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4
2015	OMA	Special Teams House	Barahona, Dominican Republic	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4
2015	OMA	Special Teams House	Guyana	TBD	Design Build	RFP or sole source	MAC or Stand-Alone Contract	FY15, Q2/Q3	FY15, Q3/Q4

Caribbean (CE) Workload FY15 (continued)

FY	COCOM Program	Project Name	Project Location	Project Dollar Amount	Design Level	Acquisition Method	Acquisition Tool	Issue IFB/RFP	Planned Award Date
2014	HA	Emergency Operations Center (EOC)	Arima, Trinidad & Tobago	$650,000	Design Build	RFP or sole source	MAC or Stand-Alone Construction Contract	FY13, Q1/Q2	FY13, Q2
2014	HA	Satellite Warehouses	Charlotteville, Trinidad & Tobago	$220,000	Design Bid Build	RFP or sole source	MAC or Stand-Alone Construction Contract	FY13, Q2/Q3	FY13, Q3/Q4
2014	HA	Satellite Warehouses	Caroni, Trinidad & Tobago	$205,000	Design Build	RFP or sole source	MAC or Stand-Alone Construction Contract	FY13, Q2/Q3	FY13, Q3/Q4
2014	HA	Satellite Warehouses	Diego Martin, Trinidad & Tobago	$220,000	Design Bid Build	RFP or sole source	MAC or Stand-Alone Construction Contract	FY13, Q2/Q3	FY13, Q3/Q4
2014	HA	Satellite Warehouses	Point Fortin, Trinidad & Tobago	$205,000	Design Build	RFP or sole source	MAC or Stand-Alone Construction Contract	FY13, Q2/Q3	FY13, Q3/Q4
2014	HA	Satellite Warehouses	Sangre Grande, Trinidad & Tobago	$205,000	Design Build	RFP or sole source	MAC or Stand-Alone Construction Contract	FY13, Q2/Q3	FY13, Q3/Q4

Public Works Outlook

- Public Works consists of 4 Product Lines
  - FM&S – Facilities Management & Sustainment (in-house forces)
  - FMFS – Facility Service Contracting
  - BSVE – Transportation and Weight Handling Services
  - UEM – Utilities and Energy Management

Program	FY13	FY14	FY15
Facilities Projects (NWCF)	$3.8 M	$2.6 M	$1.5M
FSC Contracts	$96.0 M	$205.6 M	$22.8M
Utilities Projects	$22.0 M	$25.0 M	$24.0 M
Energy Program	$58.0 M	$39.0 M	$32.2M
Total	$179.8 M	$272.2 M	

Facility Support Contracts FY15 - FY17

Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected RFP	Projected Award Date
FSC	LOCAL GUARDS CONTRACT	Jacksonville, FL	$6.4M/5 yrs.	HZ	FY14, Q2	FY15, Q1
FSC	MULTI-FUNCTION FACILITIES SUPPORT SERVICES	Albany, GA	$6.3M/5 yrs.	SB	FY14, Q3	FY15, Q2
FSC	CUSTODIAL CONTRACT FOR NAVAL HOSPITAL BEAUFORT	Beaufort, SC	$10.6M/5 yrs.	8(a)	FY15, Q1	FY15, Q2
FSC	INMATE LABOR COORDINATION CONTRACT	Pensacola, FL	$27.2M/5 yrs.	SB	FY15, Q1	FY15, Q4
FSC	REGIONAL REFUSE COLLECTION SERVICES	Corpus Christi and Kingsville, TX	$7.6M/5 yrs.	8(a)	FY15, Q1	FY15, Q4
BOS	BASE OPERATING SUPPORT FOR NAS CORPUS	Corpus Christi, TX	$9.9M/5 yrs.	8(a)	FY15, Q1	FY15, Q4
BOS	BASE OPERATING SUPPORT CONTRACT FOR NSA PANAMA CITY	Panama City, FL	$16.5M/5 yrs.	SDVOSB	FY15, Q1	FY15, Q4
FSC	GROUNDS MAINTENANCE FOR NAS CORPUS CHRISTI	Corpus Christi, TX	$9.0M/5 yrs.	AO	FY15, Q2	FY15, Q4
FSC	REGIONAL CUSTODIAL CONTRACT	Pensacola and Whiting Field, FL	$20.3M/5 yrs.	AO	FY15, Q2	FY15, Q4

Facility Support Contracts FY15 - FY17

Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected IFB/RFP	Projected Award Date
BOS	MAINTENANCE CENTER BASE OPERATING SUPPORT CONTRACT	Albany, GA	$17.2M/ 5 yrs.	SB	FY15, Q2	FY16, Q1
BOS	REGIONAL BASE OPERATING SUPPORT II CONTRACT (RBOS II)	Jacksonville and Mayport, FL	$54.5M/5 yrs.	HZ	FY15, Q3	FY16, Q3
BOS	NEW ORLEANS BASE OPERATING SUPPORT	New Orleans, LA	$28.1M/5 yrs.	SB	FY15, Q4	FY16, Q3
BOS	KINGS BAY BASE OPERATING SUPPORT I CONTRACT (KBOS I)	Kings Bay, GA	$280.2M/8 yrs.	LB	FY15, Q4	FY16, Q4
BOS	OLF GOLIAD BASE OPERATING SUPPORT CONTRAC	Corpus Christi, TX	$5.1M/5 yrs.	8(a)	FY16, Q1	FY16, Q4
BOS	REGIONAL BASE OPERATING SUPPORT I CONTRACT (RBOS I)	Jacksonville and Mayport, FL	$400.0M/8 yrs.	LB	FY16, Q2	FY17, Q2
BOS	PENSACOLA BASE OPERATING SUPPORT CONTRACT	Pensacola, FL	$233.8M/8 yrs.	LB	FY16, Q3	FY17, Q3
BOS	MID-SOUTH BASE OPERATING SUPPORT CONTRACT	Millington, TN	$53.5M/5 yrs.	8(a)	FY16, Q3	FY17, Q3
FSC	PANAMA CITY FACILITIES SERVICES CONTRACT	Panama City, FL	$8.3M/5 yrs.	SDVOSB	FY17, Q1	FY17, Q4
TOTAL			$1,194.5M			

Utilities Infrastructure Contracts FY15

Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected IFB/RFP	Projected Award Date
MACC	Substation Replacement	NAVSTA GTMO	$10 M	MACC	FY14, Q1	FY15, Q1
TBD	Replace potable water system	NAS JRB New Orleans	$18 M	TBD	FY15, Q2	TBD
TBD	Repair electrical distribution system	NAS Key West	$6 M	TBD	FY15, Q4	FY16, Q1
TOTAL			$24 M			

Types of Energy Projects



- **Energy Conservation Investment Program (ECIP)**
  - **Part of MILCON program, projects between $500K - $10M**
  - **May include renewable (solar, wind, geothermal, etc)**
- **Restoration and Modernization, Energy (RMe)**
  - **Part of the Special Projects program**
  - **Projects usually between $100K - $5M**
- **Financed Energy Projects** (Project investment paid from savings)
  - **Energy Savings Performance Contracts (ESPC)**
    - Contracts with Energy Service Companies (ESCOs)
  - **Utility Energy Services Contracts (UESC)**
    - Contracts with Utility Companies
- **Renewable Energy Program Office (REPO) Projects**
  - **SECNAV Goal of 1GW by 2015**
  - **Partnership between USN and Utilities and Developers that build, own, or operate renewable generation assets**

Energy Program Contracts FY15

Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected IFB/RFP	Projected Award Date
Small Business	LED Exterior Lighting	NAS CORPUS CHRISTI	$0.3M	RMe	FY15, Q1	FY15, Q2
MACC	Solar Thermal, HVAC and Lighting Improvements	NAVSTA GTMO	$2.3M	RMe	FY15, Q2	FY15, Q3
Small Business	Facility Energy Improvements	NAS PENSACOLA	$0.5M	RMe	FY15, Q2	FY15, Q2
Small Business	HVAC Upgrades and Direct Digital Controls	NAS KEY WEST	$3.1M	RMe	FY15, Q1	FY15, Q1
Small Business	LED Street Lights & Facility Energy Improvements	NSA MID-SOUTH / TACAMO	$1.1M	RMe	FY15, Q2	FY15, Q2
Small Business	HVAC Upgrades and RetroCommissioning	NAVSTA MAYPORT	$4.1M	RMe	FY15, Q2	FY15, Q2
UESC	Various Facility Energy Improvements	NAS JACKSONVILLE	$7.8M	Financed	FY15, Q4	FY15, Q4
UESC	Various Facility Energy Improvements	NAS PENSACOLA	$8.7M	Financed	FY15, Q4	FY15, Q4
UESC	Various Facility Energy Improvements	NAS WHITING FIELD	$2.3M	Financed	FY15, Q4	FY15, Q4
Small Business	Direct Digital Controls	NAS Corpus Christi	$2.0M	ECIP	FY15, Q1	FY15, Q1
TOTAL			$32.2M			

Environmental

Environmental Program consists of 2 product lines

- ***Environmental Quality*** **- includes Environmental Management System (EMS) , Compliance programs (such as Water, Air, Hazardous Waste, Petroleum, etc.), and Environmental Planning programs (such as NEPA, Natural/Cultural Resources).**
- ***Environmental Restoration*** **- includes the Environmental Restoration, Navy (ER,N) program and Munitions Response Program (MRP).**

Environmental Quality and Restoration FY13 – FY15 Projections

Program	FY13	FY14	FY 15
Env. Quality	$14 M	$15 M	$11 M
Restoration	$36 M	$40 M	$30 M
Total	$35 M	$55 M	$41 M

Environmental Contracts (FY15)

Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected IFB/RFP	Projected Award Date
Restoration Services	ETS- Restoration FL & TX	NAVFAC SE AOR	$4M/ 5yrs	Small Business 8(a)	N/A	FY15, Q2
Restoration Services	ETS- Restoration FL & TX	NAVFAC SE AOR	$4M/ 5yrs	Small Business 8(a)	N/A	FY15, Q2
Compliance A/E	Asbestos & HAZMAT Services	NAVFAC SE AOR	$5M/ 5 yrs	Small Business	FY15, Q1	FY15, Q3
Compliance Services	ETS- ORC	NAVFAC SE AOR	$4M/ 5yrs	Small Business 8(a)	N/A	FY15, Q3
Compliance A/E	Air/Radon Services	NAVFAC SE AOR	$5M/ 5 yrs	Small Business	FY15, Q2	FY15, Q4
Compliance Services	ETS- Biological Services	NAVFAC SE AOR	$4M/ 5yrs	Small Business 8(a)	N/A	FY15, Q4
Total for FY15			$26M			

Asset Management Outlook

- Asset Management consists of 5 Product Lines
  - Real Estate (Leases, Surveys, Land Purchases, etc.)
  - Planning (Master Plans, Studies, etc.)
  - Intergovernmental / Investment Programs (AICUZ/RAICUZ, EAPs, etc.)
  - Asset Utilization (GIS, BFRs, AEs, etc.)
  - Public Private Venture (Maintenance and Recapitalization)

Program	FY13	FY14	FY 15
Real Estate	$20M	$30M	$23M
Planning	$3.5M	$5M	$4M
Intergovernmental / Investment Programs	$1.5M	$1.5M	$1.5M
Asset Utilization	$3.5M	$4.0M	$4.5M
Public Private Venture	$45.5M	$45.5M	$44M
Total	$68.5M	$86M	$77M

Asset Management Contracts

Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected IFB/RFP	Projected Award Date
General Asset Management	Planning / GIS / Real Estate Support Service	NAVFAC SE AOR	$7.5m/3 yrs	Small Business 8(a)	N/A	Jan15
General Asset Management	Real Estate/Cadastral Support Service	NAVFAC AOR	$30M/ 5 yrs	IDIQ	Complete	FY14, Q2
General Asset Management	Real Estate/Cadastral Support Service	NAVFAC ML AOR	$10M	Small Business IDIQ	Complete	FY14, Q1
Total for all AM Contracts			$47.5M			

Safety Items of Interest

- **Safety is a stand alone factor in all solicitations. Specific safety factors include**
  - **Previous safety performances**
  - **Days Away / Restricted or Transferred (DART) rate**
  - **Ability to demonstrate a successful accident prevention plan, etc.**
- **Since October 2010, NAVFAC SE construction and service contracts have included provisions that all subcontractors must meet**
  - **Experience Modification Rate (EMR) not greater than 1.1**
    - EMR is an insurance term used as an adjustment of an annual premium based on previous loss experience.
  - **AND DART rate not greater than 3.0**
- **Contract safety requirements include full implementation of a safety management plan in accordance with the USACE EM-385-1-1.**
- **Contractors are required to submit a monthly safety evaluation checklist that clearly identifies a successful safety program.**
- **EM-385-1-1 courses are offered through local AGC chapters, colleges and universities, and local safety consulting companies.**

Workload Link

- **NAVFAC Public Portal**
  - **https://www.navfac.navy.mil**
- **MILCON Solicitations and Forecast**
  - **https://portal.navfac.navy.mil/portal/page/portal/navfac/navfac_forbusinesses_pp/smallbusiness/contract_listings/tab**
- **Small Business Office**
  - **Deputy Small Business, Nelson Smith @ 904-542-6624**

Workload Link

NAVFAC SE Public Portal Page



Workload Link

12 Month Future Workload Report
Includes both MILCON and Sustainment, Restoration and Modernization

NAVFAC SE
12 Month Future Workload
23-OCT-14

	Location	Program	Project Name	Project Cost	Design Level	ACQ Tool	Proposed RFP Issue Date	Proposed Award Date
1	J28300 -- CHARLESTON SC AFI	-	LAB REVITALIZATION PROJECT N141607	$1M - $5M	Design Bid Build	MAC - 8A	FY15, Qtr 3	FY15, Qtr 3
2	J67100 -- BARKSDALE AFB LA	-	Repair Buildings for COMM Squadron Consolidation	$5M - $10M	Design Bid Build	MAC - SB	FY15, Qtr 3	FY15, Qtr 4
3	M60169 -- MCAS BEAUFORT SC	DLA	REPLACE FUEL DISTRIBUTION FACILITIES	> $10M	Design Bid Build	Stand Alone Construction Contract	FY15, Qtr 1	FY15, Qtr 3
4		-	BE1608M Repair Airfield Aprons	< $1M	Design Bid Build	MAC - 8A	FY15, Qtr 2	FY15, Qtr 3
5		-	Repair Runway RW14-32	$1M - $5M	Design Bid Build	MAC - 8A	FY15, Qtr 2	FY15, Qtr 3
6		-	Renovation of Elliott ES	$1M - $5M	Design Bid Build	MAC - 8A	FY15, Qtr 3	FY15, Qtr 4
7	M67004 -- MCLB ALBANY GA	NWCF	MCA~Bldg 2200 HVAC side "A" renovation	$1M - $5M	Design Bid Build	MAC - 8A	FY15, Qtr 1	FY15, Qtr 2
8		NWCF	MCA~2235 HVAC Renovations	$1M - $5M	Design Bid Build	MAC - 8A	FY15, Qtr 1	FY15, Qtr 2
9		-	EXPAND BLDG 5305 KENNEL	< $1M	Design Bid Build	Stand Alone Construction Contract	FY15, Qtr 1	FY15, Qtr 2

NAVFAC Office of Small Business Webpage

- –Program Information
- –Regional SB Contacts
- –Achievement Records
- –Opportunity Information
  - MILCON Forecast List
  - Environmental Forecast List
  - Long Range Acquisition Forecast
- –Subcontracting Opportunity Information
- –SB Directories
  - SDVOSB
  - WOSB
- –Contract Guidelines
- –MUCH MORE!



Check it Out !

http://smallbusiness.navfac.navy.mil

Good Information for YOU

NAVFAC Office of Small Business

REGIONAL SMALL BUSINESS DEPUTIES

Command	Location	Phone Number
NAVFAC Atlantic	Norfolk, VA	757-322-4430
NAVFAC Pacific	Honolulu, HI	808-472-1045
NAVFAC Eng & Exp Center	PT Hueneme, CA	805-982-1254
NAVFAC MidLant	Norfolk, VA	757-341-0092
OICC MCI East	Camp Lejuene, NC	910-451-2582 ext 5289
NAVFAC Washington	Washington, DC	202-685-0088
NAVFAC Southeast	**Jacksonville, FL**	
• Deputy for Small Business	Nelson Smith	(904) 542-6624
• Assistant Deputy for SB	Dawn Brown	(904) 542-6629
NAVFAC Midwest	Great Lakes, IL	847-688-2600 ext 108
NAVFAC Northwest	Bangor, WA	360-396-0038
NAVFAC Southwest	San Diego, CA	619-532-2248
NAVFAC Hawaii	Honolulu, HI	808-474-4554
NAVFAC Marianas	Marianas, Guam	671-339-7090

Questions

Society of SAME American Military Engineers

FY 15 Industry Forum
UNF University Center

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North Florida District Office

Ken Hamilton
Assistant District Director
8(a) Business Development Division
North Florida District Office

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Policy Statement

- ***It is the policy of the United States, as stated in the Small Business Act, that "all" small businesses shall have the maximum practicable opportunity to participate in providing goods and services to the government.***



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SBA Role

To ensure Small Businesses get their fair share of federal opportunities, SBA:

- Negotiates annual procurement goals with each federal agency;
- Reviews each agency's results; and
- Is responsible for ensuring that the statutory government-wide goals are met.

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- SBA is responsible for ensuring that the government-wide goal for participation of small business concerns is established annually at the statutory levels and the reporting agencies' achievements are relative to the goals.

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CONTRACTING PROGRAMS FOR SMALL BUSINESS AND ACQUISITION STRATEGIES



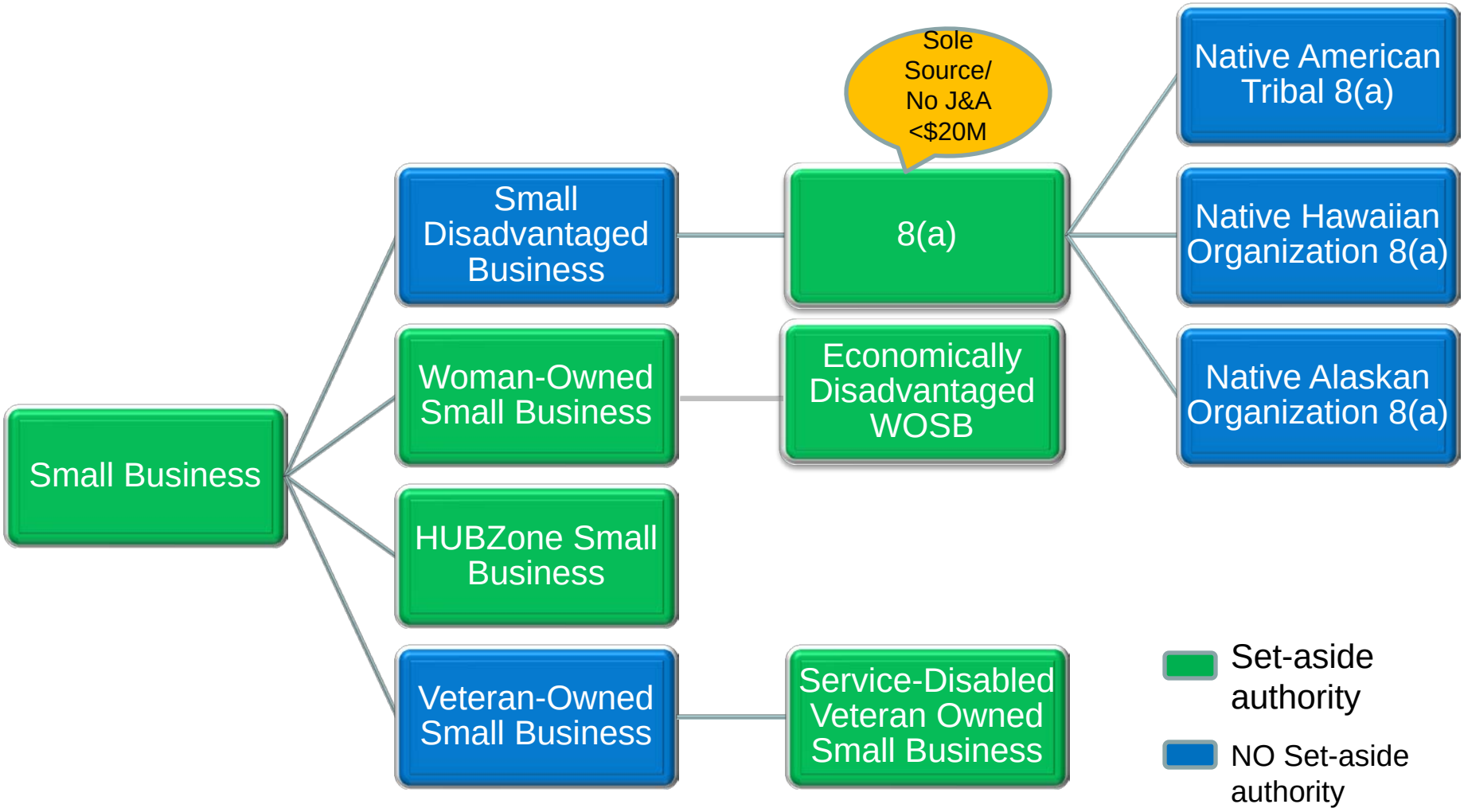


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SMALL BUSINESS CATEGORIES



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SBA Programs with Set-Aside Provisions

- **Small Business**
- **Section 8(a) Business Development (13 CFR 124)**
- **Service-Disabled Veteran-Owned (13 CFR 125)**
- **HUBZone (13 CFR 126)**
- **Woman-Owned/Economically Disadvantaged Woman-Owned (13 CFR 127)**

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Federal Statutory Goals

- **Small Business** – 23% of prime contracts
- **Small Disadvantaged Business (SDB)** – 5% of prime and sub contracts
- **Women Owned Small Business (WOSB)** - 5% of prime and sub contracts
- **Historically Underutilized Business Zone (HUBZone)** - 3% of prime and sub contracts
- **Service-Disabled Veteran-Owned Small Business (SDVOSB)** - 3% of prime and sub contracts

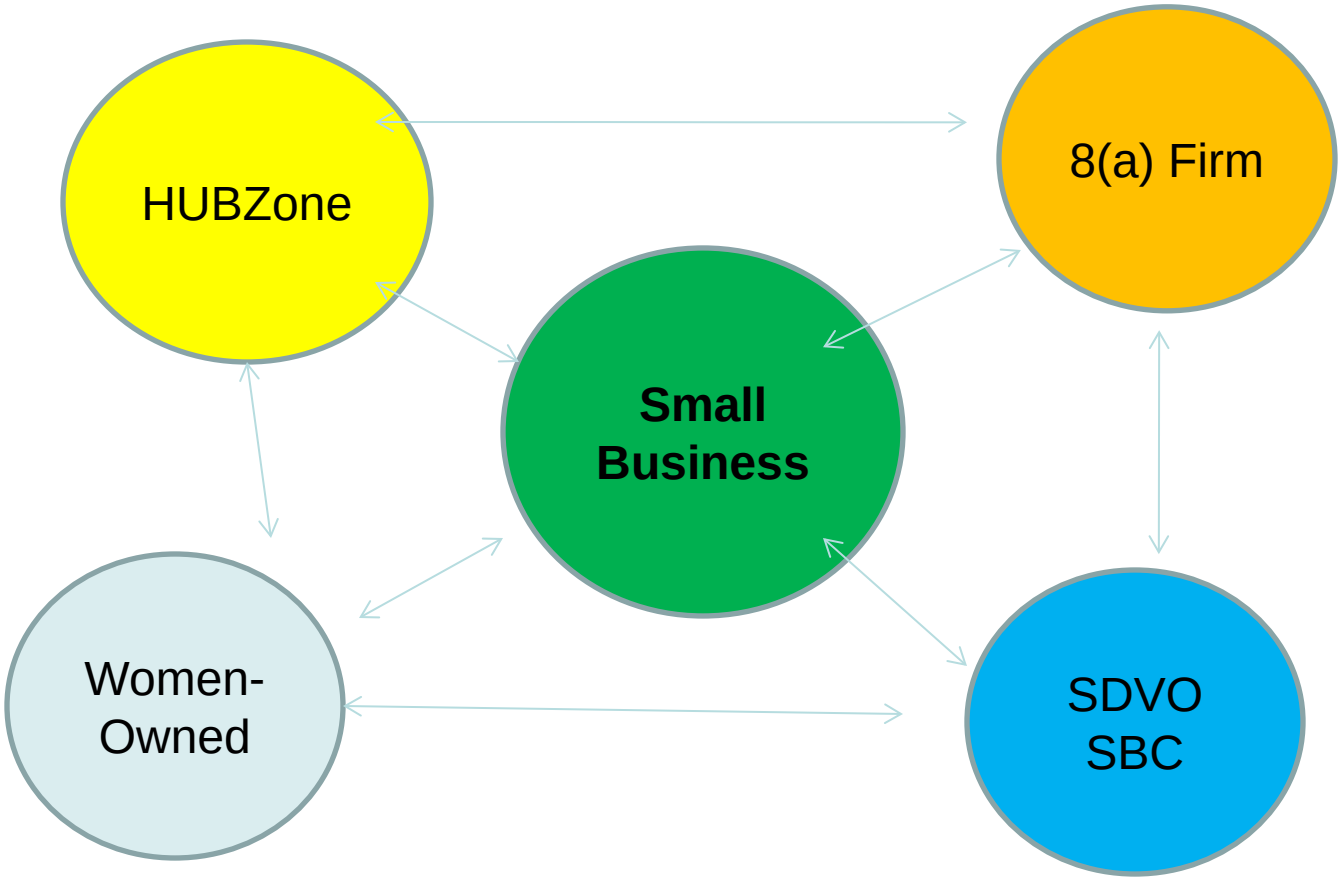


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Multi-Certified



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The 8(a) BD Program

8(a) SNAPSHOT

"THE MOST COVETED OF ALL GOVERNMENT CERTIFICATIONS

- Federal "Business Development" Program
- Named after Section 8(a) of the Small Business Act
- Targeted at small businesses that are unconditionally owned by:
  - Socially and Economically Disadvantaged Persons
  - US Citizens; Good Character
  - That demonstrate "Potential for Success"
- Less than 7,000 active participants
- More than $22.25B in contract actions in FY 2013 (as of 30 Sep 2013)

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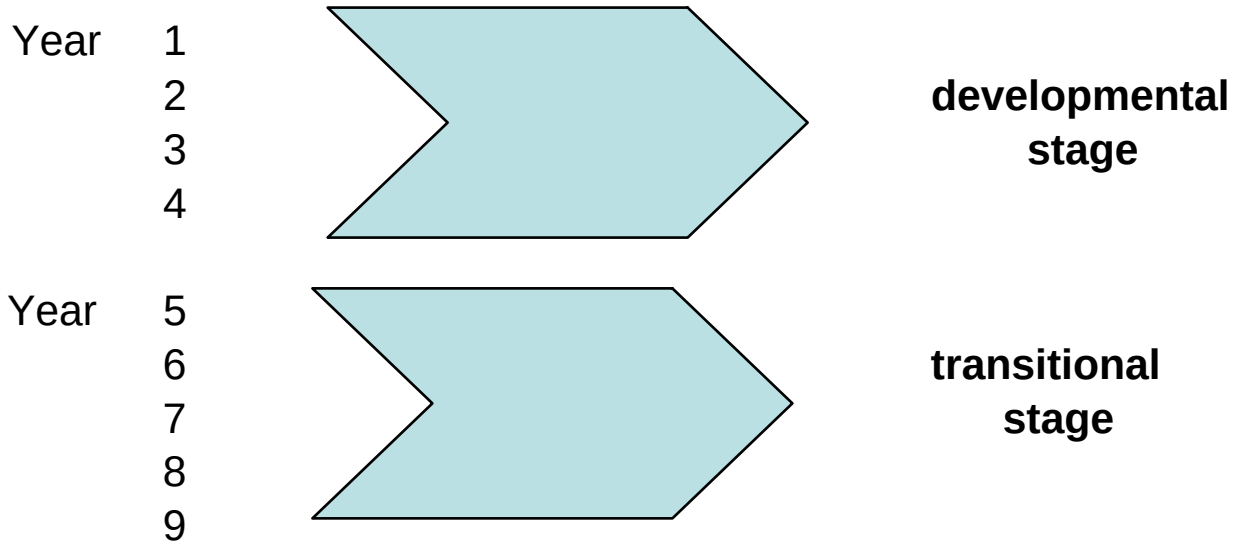
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Highlights

- Program promotes equal access for socially and economically disadvantaged American citizens to participate in the business sector and to become independently competitive in the national economy **(Sec. 204 of Public Law 100-656)**
- Benefits:
  - **Business Development**
  - **Government contract opportunities**
  - **Referrals to prime contractors**
  - **Counseling and Training opportunities**
  - **Able to participate in the Mentor/Protégé program under SBA and other agencies.**
- Nine-year tangible relationship with SBA; Years 1 thru 4= developmental stage, last 5 years = transitional stage
- SBA training provided to 8(a) participants via the 7(j) program

The 8(a) BD Program



- A Participant receives a onetime only program term of **nine years** from the date of SBA's approval letter certifying the concern's admission to the program.
- The Participant must maintain its program eligibility during its tenure in the program and must inform SBA of any changes that would adversely affect its program eligibility.
- The nine year program term may be shortened only by termination, early graduation or voluntary withdrawal.

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What Will SBA Do For 8(a) Participants?

- Provide 8(a) business development training and networking opportunities to assist in company growth.
- Provide access to all SBA programs and services to include access to capital, business counseling and training, disaster recovery, federal procurement, SBA ombudsman, etc.
- Annual top-down company eligibility re-verification to include complete Federal business plan review.
- Access to SBA 7(j) Management and Technical Training
- Timely process any changes affecting 8(a) eligibility, to include changes in business structure, ownership, etc.
- Assist with marketing to federal procurement officers.
- Access to SBA Mentor/Protégé to build capacity thru Joint Ventures, knowledge transfer and contract work pursuit

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What is Expected of 8(a) Participants?

- Self marketing to federal procurement agencies.
- Submission and annual update of business plan.
- Access to company records by SBA.
- Informing SBA of any changes affecting 8(a) eligibility, i.e. Changes in business structure, ownership, mailing address, etc.
- Submission of year end financial statements and annual tax returns.
- Participation in business development training opportunities and networking offered by SBA.
- Staying current in financial obligations to the federal government.

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BENEFITS

Certified Participants can obtain:

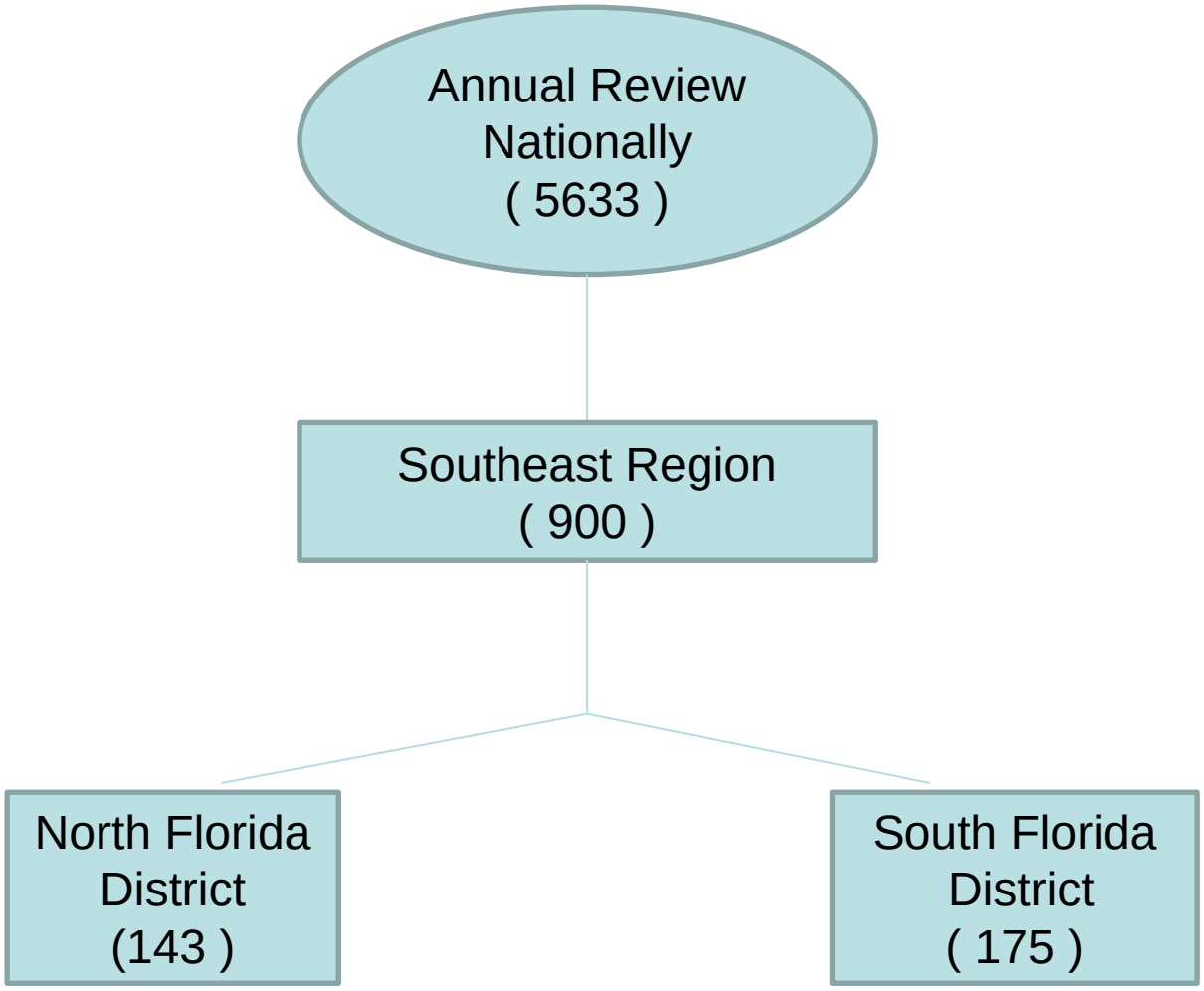
- Sole source/non-competitive contract awards:
  - $6.5M and under for manufacturing
  - $4M and under for all other services
- Competitive contract awards:
  - >$6.5 for manufacturing
  - >$4M for all other services
- Limited market competition; big guys can’t compete
- Easier for Federal buyers to acquire products and/or services from you; no protests
- Much faster award process

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8(a) Program - Annual Reviews



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SBA District Offices in Florida

North Florida	904-443-1900
South Florida	305-536-5521

8(a) Assistant District Directors

Ken Hamilton	904-443-1910
Jeffery Campbell	305-536-5521 ext 137

North Florida District (Jacksonville)
provides services to: Alachua, Baker, Bay, Bradford, Calhoun, Citrus, Clay, Columbia, Dixie, Duval, Escambia, Flagler, Franklin, Gadsden, Gilchrist, Gulf, Hamilton, Hernando, Holmes, Jackson, Jefferson, Lafayette, Lake, Leon, Levy, Liberty, Madison, Marion, Nassau, Okaloosa, Orange, Putnam, St. Johns, Santa Rosa, Seminole, Sumter, Suwannee, Taylor, Union, Volusia, Wakulla, Walton and Washington

43 Counties



24 Counties

South Florida District (Miami)
provides services to: Brevard, Broward, Charlotte, Collier, DeSoto, Glades, Hardee, Hendry, Highlands, Hillsborough, Indian River, Lee, Manatee, Martin, Miami-Dade, Monroe, Okeechobee, **Osceola**, Palm Beach, Pasco, Pinellas, Polk, St. Lucie, and Sarasota

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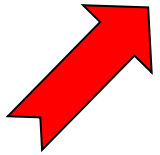
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8(a) Performance - Central and North Florida

Performance By Agency

		11		12		13		14
NAICS	#	$	#	$	#	$	#	$
U.S. Dept. of the Navy	137	$138,546,543	126	$196,485,460	112	$386,289,942	150	$299,788,797
U.S. Dept. of the Air Force	45	$63,452,037	54	$207,683,048	38	$80,903,126	34	$110,272,189
U.S. Dept. of the Army	40	$186,326,360	37	$83,356,420	31	$96,606,466	38	$111,553,088
U.S. Dept. of the Interior	20	$5,820,923	21	$9,296,217	15	$5,368,970	27	$8,367,361
U.S. General Service Administration	15	$4,793,527	16	$11,248,634	6	$5,751,470	15	$13,237,206
U.S. Dept. of Agriculture	10	$3,966,600	18	$6,779,215	8	$4,590,474	8	$6,822,398
All Other Agencies	11	$18,884,097	13	$18,572,776	13	$15,182,566	4	$1,469,856
U.S. Dept. of Defense	9	$4,434,493	12	$14,641,637	5	$9,801,241	11	$11,111,320
U.S. Dept. of Health & Human Services	3	$4,772,572	5	$2,710,452	15	$35,976,844	13	$39,479,379
U.S. Dept. of Homeland Security	11	$15,760,555	6	$17,100,000	5	$1,287,480	6	$7,259,077
Grand Total	**301**	**$446,757,707**	**308**	**$567,873,859**	**248**	**$641,758,579**	**306**	**$609,360,670**

Source: SBA North Florida District



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8(a) Performance - Central and North Florida

Performance by NAICS

		11		12		13		14
NAICS	#	$	#	$	#	$	#	$
23 - Construction	194	$220,658,135	153	$145,820,114	144	$207,964,110	188	$290,253,847
54 - Prof.,Sci & Technical Service	36	$79,098,555	56	$170,769,249	34	$48,688,806	59	$118,753,924
56 - Admin & Support & Waste Mgmt	20	$50,636,791	35	$89,950,214	26	$67,076,606	27	$62,640,002
61 - Educational Services	12	$20,443,588	12	$25,758,833	13	$36,220,640	5	$17,669,383
33 - Mfg - Metal, Machinery, Equip, Plastic & Furn	15	$57,221,605	12	$8,357,451	6	$226,633,114	9	$13,127,069
11 - Agri, Forestry, Fish & Hunt	10	$2,678,850	13	$2,863,370	8	$3,489,724	4	$4,563,838
51 - Information	5	$5,994,000	3	$818,000	5	$22,347,901	3	$4,393,585
48 - Trans & Warehousing			8	$95,295,482	1	$1,713,611	2	$90,000,000
62 - Health Care & Social Asst	1	$1,733,502	2	$4,339,829	3	$6,160,784	4	$4,020,671
81 - Other Service	2	$5,358,988	3	$2,065,000	3	$6,809,503	2	$1,189,432
42 - Wholesale Trade	5	$2,598,295	3	$4,755,144	1	$2,099,530		
53 - Real Estate & Rental & Leasing	1	$335,398	2	$3,418,402	1	$748,921	1	$748,921
49 - Trans & Warehousing - Couriers & Storage			2	$1,721,988	2	$7,105,329		
22 - Utilities			1	$185,200			2	$2,000,000
72 - Accom & Food Service			1	$9,200,553	1	$4,700,000		
71 - Arts, Ent & Rec			1	$2,000,000				
32 - Mfg - Wood, Paper, Print, Petrol, Chemical			1	$555,030				
Grand Total	**301**	**$446,757,707**	**308**	**$567,873,859**	**248**	**$641,758,579**	**306**	**$609,360,670**

Source: SBA North Florida District

U.S. Small Business Administration

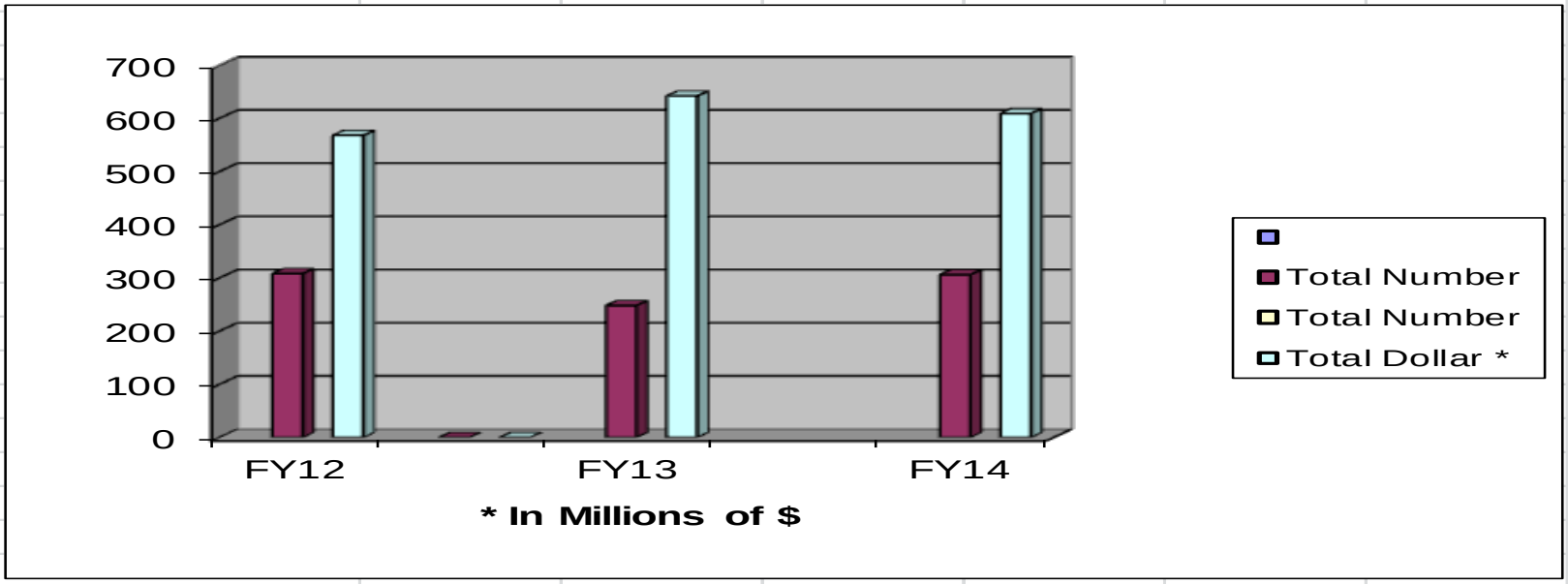
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Requirements Summary
FY14 vs. Previous Years

	FY12	FY13	FY14
Total Number	308	248	306
Total Dollar *	$568	$642	$609

* In millions of $

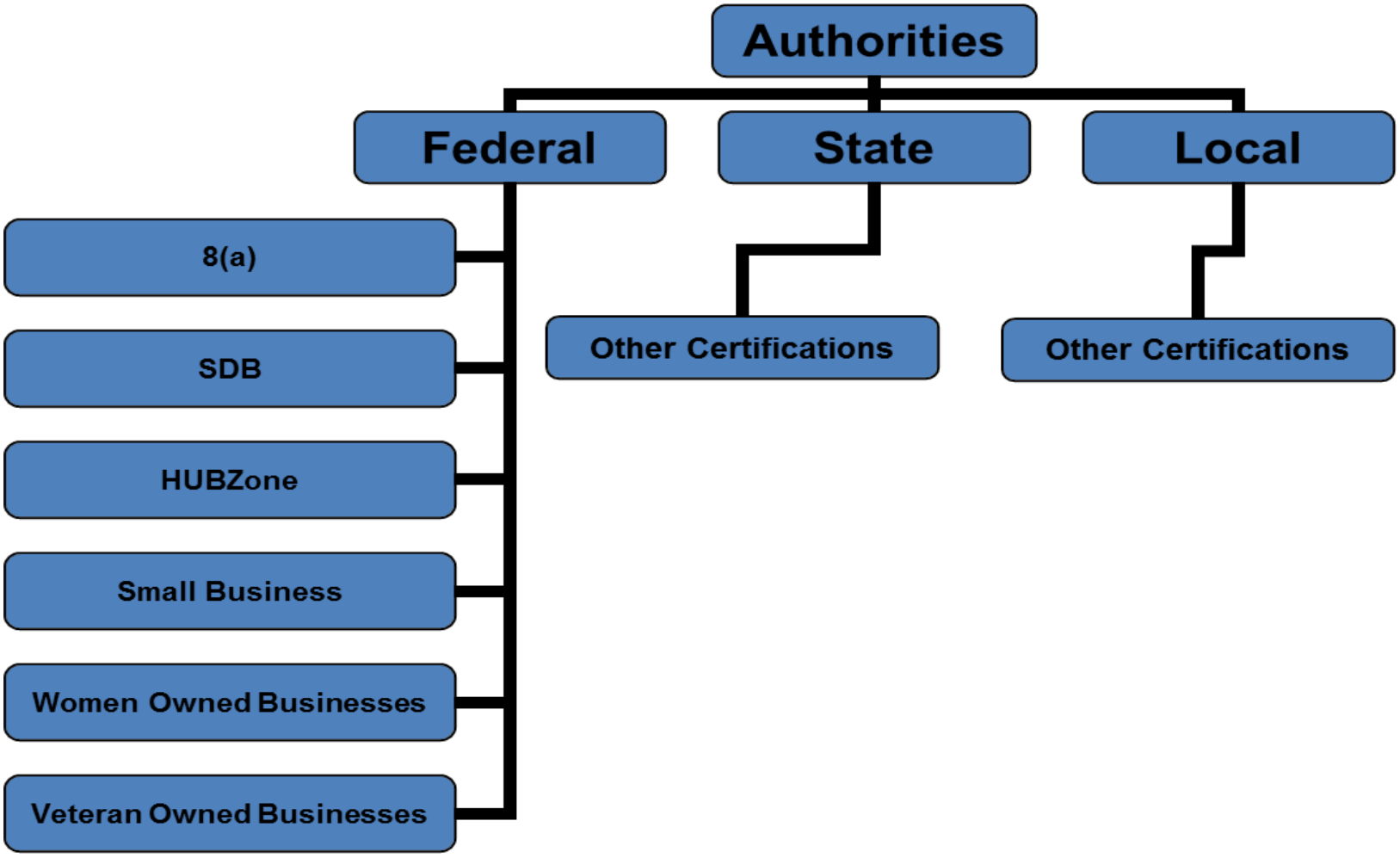


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Government Level/Certifications



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MENTOR - PROTÉGÉ PROGRAM - PURPOSE

The purpose of the Program is to enable successful firms – as mentors - to provide business development assistance to 8(a) Business Development Program Participants – as protégés to:

1. Enhance protégés' capabilities;
2. Assist protégés in meeting business plan goals; and,
3. Enable protégés to more successfully compete for contracts.

Mentors are particularly encouraged to provide assistance to protégés in performance of non-8(a) contracts, so that they may more fully develop their competitive capabilities.

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Teaming?

8(a) Prime/Subcontractor Teams

8(a) Joint Venture Teams



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Conclusion

- **Small businesses provide a good base of firms with outstanding capabilities—they are vital to our Nation's Defense**
- **Small Business Programs provide opportunities and diversity—reflects our nation and its people**
- **Small Business Programs can complement your acquisition strategy with innovative solutions**
- **Encouraging small firms is the best way to increase innovation, productivity, and jobs.**
- **Market Research is the Key**



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FY 15 Industry Forum
UNF University Center

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Industry DAY







US Army Corps of Engineers
Jacksonville District

"IN IT TO WIN IT"

feedback from the selection board room

NAVFAC Southeast

SAME Jacksonville Post FY15 Industry Forum

INTRODUCTIONS AND OVERVIEW

- Lisa Labs, P.E.

  AE Contract Administration, Chief, USACE SAJ

- Andrew Mann

  Acquisition Division Director, NAVFAC SE

- Market and Business Matters
- In It To Win It! Getting Started
- Solicitation through Selection
- Won it ! / Didn't Win it… now what?
- Helpful Resources

TODAY'S MARKET

- What's happening ?
  - USACE Market
  - NAVFAC Market

USACE Market

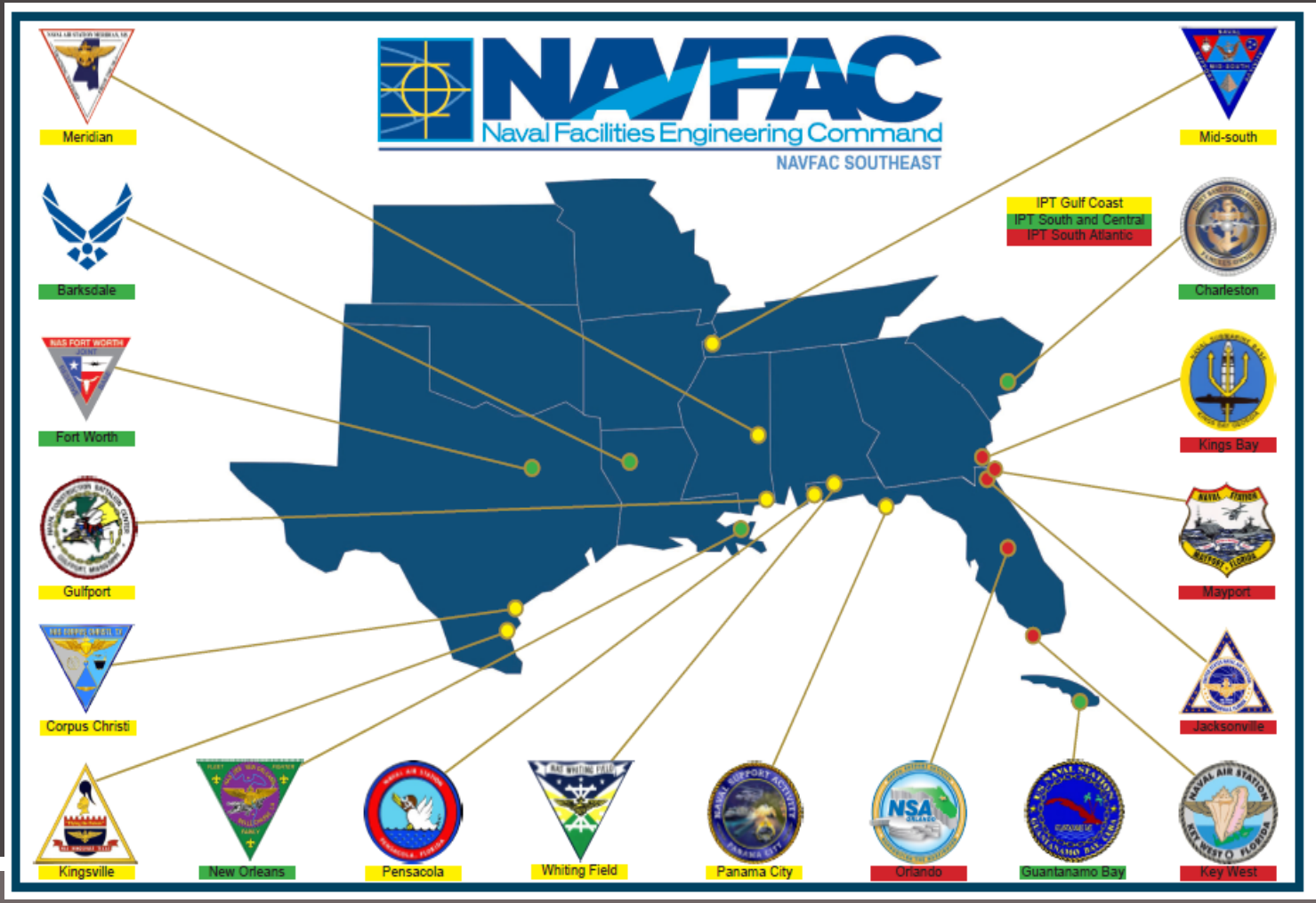
- Marketing to USACE
- Contract Tools
  - DBSB, SAM, FBO,
  - SAJ Forecasts and Reports
- SAJ's Current AE Contracts

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USACE Market

- Civil Works Design (7)
  - Stanley Consultants, Inc; Gestra-Stanley, Inc. JV; EAC Consulting; HDR Engineering ,Inc; Parsons Government Services, Inc; CMA Architects and Engineers; Tatro-Hinds Advanced Concrete
- Water Resources (2)
  - CDM Federal Programs Corp; Taylor Engineering
- Geotechnical Investigation and Testing (2)
  - AMEC Environmental & Infrastructure; Challenge Engineering
- Survey and Mapping (5)
  - Degrove Surveyors, Inc; Whidden Surveying & Mapping, Inc; Metro Engineering; The Atlantic Group; RLDA Surveying & Mapping

AOR


NAVFAC
Naval Facilities Engineering Command
NAVFAC SOUTHEAST
IPT Gulf Coast
IPT South and Central
IPT South Atlantic
Meridian
Barksdale
Fort Worth
Gulfport
Corpus Christi
Kingsville
New Orleans
Pensacola
Whiting Field
Panama City
Orlando
Guantanamo Bay
Key West
Jacksonville
Mayport
Kings Bay
Charleston
Mid-south

Who NAVFAC SE Supports

- Half the Navy's Anti-Submarine Air Platforms
- All Navy, USMC & USCG aviators in training
- One-third of the undersea nuclear deterrent force
- Half the Naval Construction Force



For the Navy: NAVFAC manages 24,000 facilities, 170,000 acres of property, and 7000 privatized housing units; with a replacement value of $29 billion and an additional $1.7 billion of utilities infrastructure.

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NAVFAC SE Acquisition Strategy

Today's Market:

- Military Construction workload continues the downward trend.
- O&M projects remain constant with continued emphasis on energy efficiency and security.

Product Delivery:

- Design-Build
- Design-Bid-Build
- In-House design

NAVFAC SE Capital Improvements

Capital Improvements Business Line consists of 3 product lines.

Design – Includes development of design and engineering documents (e.g., plans & specifications; design build RFPs; cost engineering; and project management.

Construction – Includes repair and construction management (facilities, structures & utilities); contracting services; and post construction and award services (PCAS).

Specialized Technical Services – Includes surveys; inspections; consultations; and studies.

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NAVFAC SE A-E Toolbox & Capacity

Capital Improvements -	$144.65M Capacity	16 Contracts
Environmental -	$24.3M Capacity	6 Contracts
Asset Management -	$4.2M Capacity	3 Contracts

Additional Resources –

Stand-Alone AE Project

Design-Build MACC

In-House Staff

Field office Simplified Acquisition Procedure AE

Other NAVFAC Facility Engineering Command Tools & Resources

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The Current and Recent Market Place Business Partners in NAVFAC SE's AE Program

Capital Improvements:

LS3P, Leo Daly, Pond-Transystems, Merrick-Rosser, CEMS Engineering, Johnson McAdams, Beaufort Engineering, STV-BRPH, Burns and Mcdonnell, Toland & Mizell, URS, Transystems, RSH, Gulf Coast Architecture, HDR, Liedos, SAIC, Stanley, Sustainable Engineering Group, Robert & Company

Environmental:

AH Env, MATEC, Multimac, Southeastern Archaeological Research, Aerostar SES, TriEco-Tetra Tech, 3E Consultants, Tetra-Tech, AECOM, CH2M-Hill

Asset Management:

Parson, HDR, RAM, Accura Engineering, Rochester and Assoc.

The current and recent Market Place Business Partners in NAVFAC SE's AE Program (cont'd)

Capital Improvements/Design Build MACC AE Firms:

Bullock-Tice, Cooke Douglas Farr Lemons, Michael baker, Wight, STOA, RW Armstrong, Guernsey, Tingle, Holden, Klee Odom Klee, GSE, Pond, Gulf Coast Architectural Group, Water resource Associates, Woolpert, Fugro, CMYA, Bath, Knight, Parson Brinkerhoff, Fentress, Frankfurt Short Bruza, Sowatsky, CSCA-Cass, BRPH, Rosser, Mckenny's, Toland & Mizell, Innovative Engineering, Clark Nexsen, PC Luckett & Farley, FSA, Goodwyn Mills Cawood, VOA, Jacobs, Einhorn Yafee and Prescott, Jody Miller, AMEC, LBYD, Landry & Lewis, Smoak and SEAS.

IN IT TO WIN IT! GETTING STARTED

- Know the Customer
- Know the Federal Acquisition Process
  - General Process
  - Agency Specific
- Know the Rules
  - BROOKS-ACT
  - FARs
  - COMMAND GUIDANCE

USACE

- Acts/Legislation
- Executive Orders
- United States Code/Code of Federal Regulations
- Federal Acquisition Regulations
- Defense Federal Acquisition Regulations
- USACE Acquisition Instruction (UAI)
- EP 715-1-7 AE Contract Administration

NAVFAC SE

- Acts/Legislation
- Executive Orders
- United States Code/Code of Federal Regulations
- Federal Acquisition Regulations
- Defense Federal Acquisition Regulations
- Navy Marine Corps Acquisition Regulations
- Naval Facilities Acquisition Supplement
- Business Management System

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SOLICITATION BREAKDOWN

- Top to bottom
  - General Information
  - Synopsis - Description
  - Selection/Evaluation Criteria
  - Instructions and Requirements
  - Additional Information

USACE AE Selection Criteria

Primary Criteria

- Specialized Experience & Technical Competence
- Professional Qualifications
-Past Performance
- Capacity
- Knowledge of Locality

Secondary Criteria

- SB & SDB Participation
- Equitable Distribution of DOD Contracts
- Geographic Proximity

USACE AE Selection Process

- Pre-selection Board
- Selection Board

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NAVFAC SE AE Selection Criteria

1. Professional Qualifications of Key Personnel
2. Specialized Project Experience
3. Past Performance
4. Capacity
5. Location
6. Quality Control Program
7. Safety
8. Volume of Work

Criteria 1,2 and 3 will be considered of equal importance while Criteria 4, 5, 6, 7 and 8 are listed in descending order of importance for evaluation purposes.

Evaluation narrative: Per Criteria: Met/Not Met –

- with associated strengths, weaknesses and deficiencies identified.

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NAVFAC SE AE Selection Organization

Selection Authority(SSA)

Slate Selection Board (SSB)

The Following Provide Support to All Levels:

Legal Advisor

Safety/Technical/Customer Advisors

Procuring Contracting Officers

Contract Specialists

YOUR PROPOSAL

- What REALLY matters?
- Common Proposal Mistakes

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What is Important – NAVFAC SE

Everything addressed in the A-E Synopsis, in each criteria – is important.

Common Mistakes – NAVFAC SE

Not following the instructions

Inconsistent proposal format

Not thoroughly reviewing proposal prior to submission

Not telling your story

Stretching the truth

Incomplete submission

Common Mistakes – NAVFAC SE (cont'd)

Examples:

- The SF330 did not provide the requested information demonstrating Cost Control and Compliance with Design Schedule for Projects #6 and #9. No demonstration of Compliance with Design Schedule for projects #2, #3, #5.
- The resume of XXXX indicates that he is to serve as the LEED AP Project Administrator and Energy Specialist, however he is not included in the organization chart and is not a registered engineer or architect.
- The Seismic Specialist submitted in the proposal design team did not demonstrate experience providing seismic evaluations of existing facilities per ASCE/SEI 31-03 or Seismic Rehabilitation per ASCE/SEI 41-06.
- XXX did not demonstrate adequate capacity to execute the anticipated design load for this contract. XXX submitted a total of six key personnel, all of whom have experience in the roofing field only.
- XXXXX did not demonstrate knowledge and working experience of probable site conditions, design issues and regulatory requirements specific to the primary geographic are for this contract.

Common Mistakes – NAVFAC SE (cont'd)

Examples:

- XXXXXX did not demonstrate specialized project experience in Sub-criteria 2b (100% plans & Specs using UFC/UFGS) and Sub-criteria 2c (RFP).
- XXXXXXX did not provide resumes for three design professionals in each of the primary disciplines. Did not include an architect, mechanical engineer, and electrical in their design team with demonstrated experience designing a LEED Silver Certified project. Did not provide resumes for the following design specialist: Fire Protection Engineer; LEED AP Project Administrator; Roofing Specialist; Seismic Specialist; or Energy Specialist.
- XXXXXXXX designated Seismic Specialist did not demonstrate experience in seismic analysis per ASCE 31 and seismic rehabilitation per ASCE 41.
- With respect to Evaluation Criteria 2e, example project #2 was the only project that indicated waterfront design scope, and it was for a commercial marina renovation which did not demonstrate waterfront design experience for the type of waterfront structures typically utilized by Navy ships.
- The Interior Designer submitted in the proposed design team did not indicate that they were a NCIDQ Licensed Interior Designer.

…NOW WHAT?

- You've WON it!!! …
- You DIDN'T win it…

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ACQUISITION RESOURCES

- FEDBIZOpps - www.fbo.gov
- Systems for Award Management - www.sam.go
- Dynamic Small Business Search - http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- USACE SAJ www.saj.usace.army.mil/BusinessWithUs
- USACE Publications: EP 715-1-4 "Competing for AE Contracts"
- USACE Office of Small Business Programs
  - **Deputy, Small Business, Beth Myers @ 904-232-1150**
- NAVFAC Small Business Office
  - **Deputy Small Business, Nelson Smith @ 904-542-6624**
- NAVFAC Public Portal – https://www.navfac.navy.mil
- MILCON Solicitation and Forecast- https://portal.navfac.navy.mil/portal/page/portal/navfac/navfac_forbusinesses_pp/smallbusiness/contracts_listings/tab

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