

# **SAME Virginia Peninsula Post Industry Day 23 October 2015**

## **Norfolk District Program Review**

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US Army Corps of Engineers  
**BUILDING STRONG®**



# USACE Vision

Engineering solutions for our Nation's Toughest Challenges.

# USACE Mission

Deliver vital engineering solutions, in collaboration with our partners, to secure our Nation, energize our economy, and reduce risk from disaster.



# USACE PRIORITIES

- **Support the War fighter**
  - Deliver innovative, resilient, and sustainable solutions to DoD and the Nation.
- **Transform Civil Works**
  - Deliver enduring and essential water resource solutions, utilizing effective transformation strategies.
- **Reduce Disaster Risks**
  - Deliver support that responds to, recovers from, and mitigates disaster impacts to the Nation while ensuring sustainable operations.
- **Prepare for Tomorrow**
  - Build resilient People, Teams, Systems and Processes to sustain a diverse culture of collaboration, innovation and participation to shape and deliver strategic solutions.



# WHERE WE ARE — U.S. ARMY CORPS OF ENGINEERS



Map

www.nao.usace.army.mil

NORFOLK DISTRICT



US Army Corps of Engineers

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General Directory  
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### Important Numbers

#### Hazards to Navigation Hotline

757-672-1835

#### General Information

757-201-7500

#### Freedom of Information Act Officer

757-201-7271

#### Human Resources

757-201-7210

#### Security Gate

757-201-7015

#### Security Reception Desk

757-201-7014

#### Public Affairs

757-201-7606

#### Wetlands/Permitting

757-201-7652

### About Us



No other federal agency besides the U.S. Army Corps of Engineers has played such a sweeping role in the development and growth of the nation in peace and in war.

For more than 200 years, the U.S. Army Corps of Engineers has supported the nation's river-based commerce, protected established population centers, provided disaster response and constructed military facilities to protect our shores.

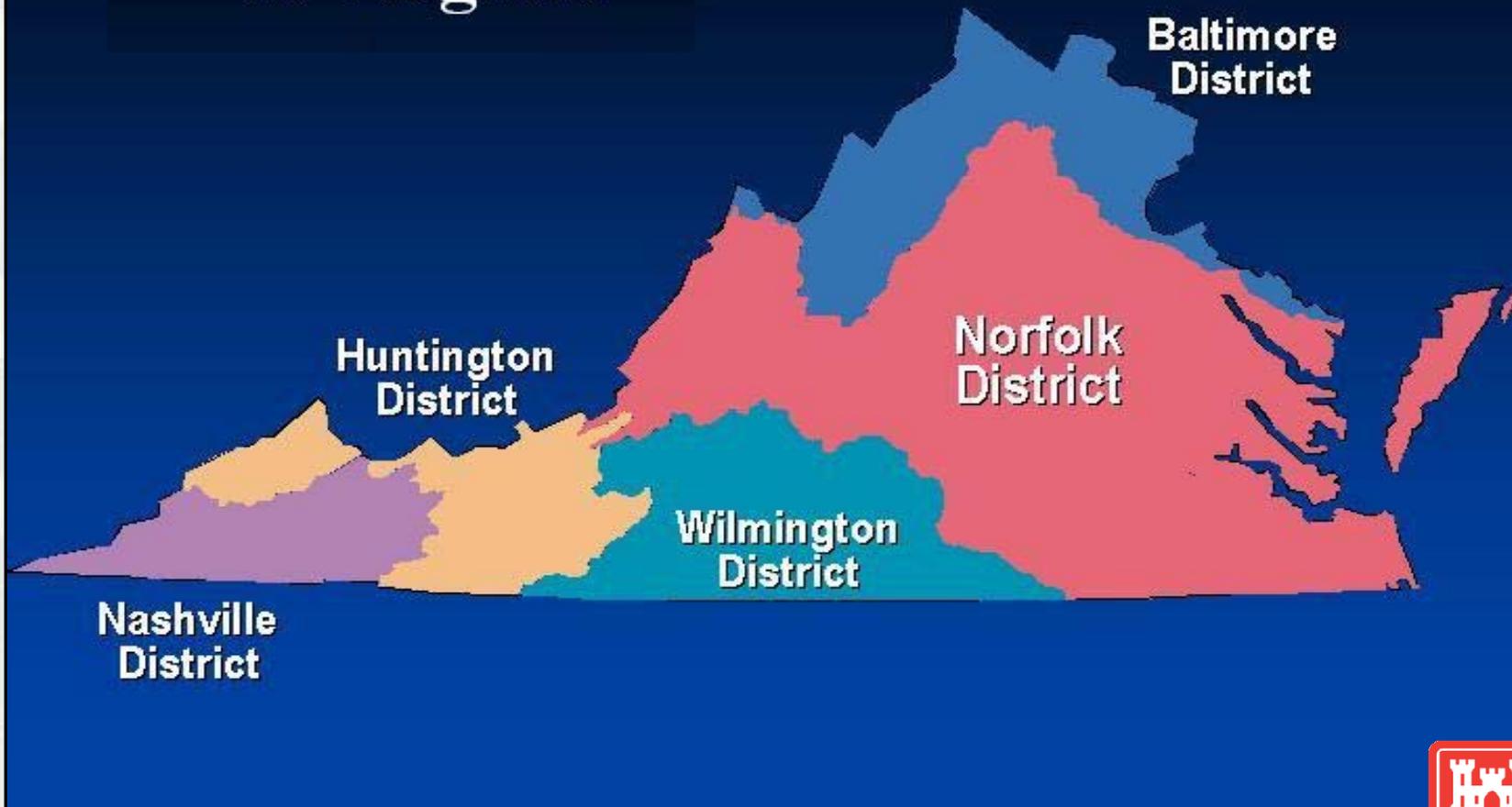
Today, the 400-plus civilians and U.S. Army officers of the Norfolk District continue to serve the Commonwealth of Virginia and the nation as

part of the U.S. Army Corps of Engineers, the world's largest public engineering, design and construction management agency.

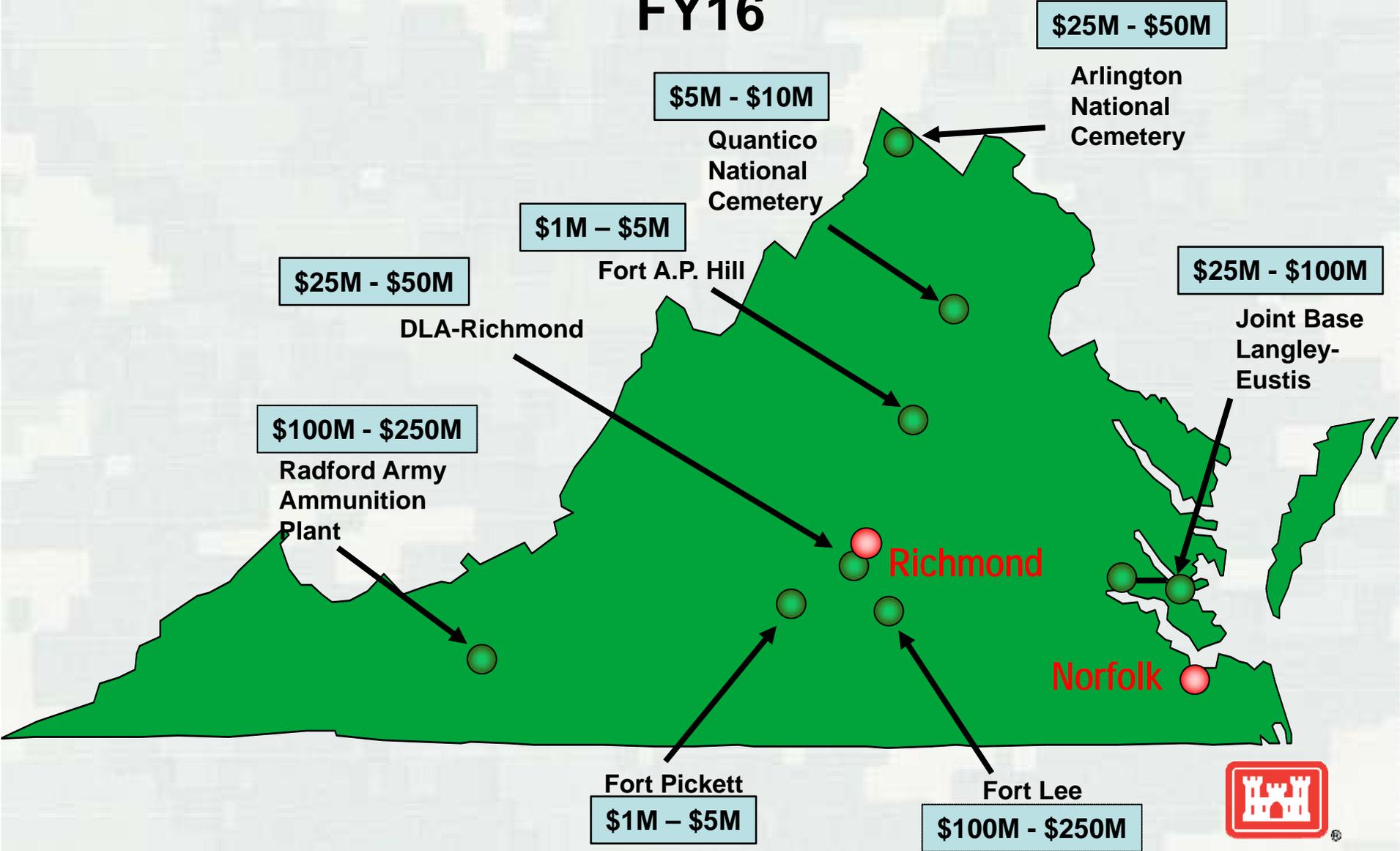
Watch Our Mission Video



# The Corps in Virginia



# Military/IS Programs FY16



# Small Business Awards FY15

	NAO FY15 GOAL	STATUTORY FY15 GOAL	NAO FY15 ACHIEVED GOAL	
<b>Achieved</b>			<b>\$286M</b>	
<b>SB</b>	<b>30%</b>	<b>23%</b>	<b>\$125M</b>	<b>44%</b>
<b>SDB</b>	<b>10%</b>	<b>5%</b>	<b>\$63M</b>	<b>22%</b>
<b>WOSB</b>	<b>5%</b>	<b>5%</b>	<b>\$18M</b>	<b>6%</b>
<b>HUBZONE</b>	<b>3%</b>	<b>3%</b>	<b>\$12M</b>	<b>4%</b>
<b>SDVOSB</b>	<b>7%</b>	<b>3%</b>	<b>\$46M</b>	<b>16%</b>



# Small Business Target Awards FY16

	NAO FY16 GOAL	STATUTORY FY16 GOAL	NAO FY16 FORECAST GOAL 15 Oct 2015	
Forecast			\$435M	
SB	30%	23%	\$130M	30%
SDB	10%	5%	\$45M	10%
WOSB	5%	5%	\$20M	5%
HUBZONE	3%	3%	\$12M	3%
SDVOSB	7%	3%	\$31M	7%



# Military Programs FY16 Contract Forecast

Name	Location	Program Amount Range	Acquisition Method	Projected Award Date
FY15 Hospital Addition/CUP (MILCON)	JBLE	\$25M – 100M	USACE Medical MATOC Adv Jan 2016	3 <sup>rd</sup> Qtr FY16
FY15 SOF Urban Sprawl SOUC	Fort Pickett, VA	\$1M – \$5M	D-B RFP SB Adv Mar 2016	2 <sup>nd</sup> Qtr FY16
Power Plant (PAA)	Radford Army Ammunition Plant	\$100M - \$250M	D-B RFP Adv Phase 1 Feb 2015	2 <sup>nd</sup> Qtr FY16
FY16 Langley AFB Replace Fuels Pier	Joint Base Langley-Eustis	\$25M - \$100M	D-B-B LB Adv Apr 2016	3 <sup>rd</sup> Qtr FY16
FY15 Adv Individual Training Barracks Cplx, Ph3	Fort Lee	\$100M - \$250M	D-B-B LB Adv Mar 2016	4 <sup>th</sup> Qtr FY16
FY16 Training Support Facility	Fort Lee	\$25M - \$100M	D-B-B LB Adv May 2016	4 <sup>th</sup> Qtr FY16
Misc Repairs for Various Bldgs, Roofs, Sprinklers and Roads at DSCR Richmond (DWCF)	DSCR	\$10M - \$25M	SB 1st Qtr FY16	Varies FY16



## **New A-E IDIQs**

- **Multi Discipline IDIQ - Select up to 4 firms, \$10 million each - Anticipate FBO announcement November 2015, with Contract awards in May 2016**
- **Value Engineering IDIQ - Select 1 firm, \$5 million - Anticipate FBO announcement November 2015, with Contract award April 2016**
- **Civil Engineering IDIQ - Select 1 firm, \$5 million - Anticipate FBO announcement November 2015, with contract award April 2016**



# Department of Defense Education Activity (DoDEA)

- **194 schools worldwide, replacing or renovating over 127 in the next 6 years**
- **Multiple cultures and diversity in construction practices require DoDEA to be flexible and adapt to best practices in multiple locations**
- **Collaborative effort to incorporate concepts for innovation in education curriculum and facilities, the use of future technology, and the growing expectations for sustainability**

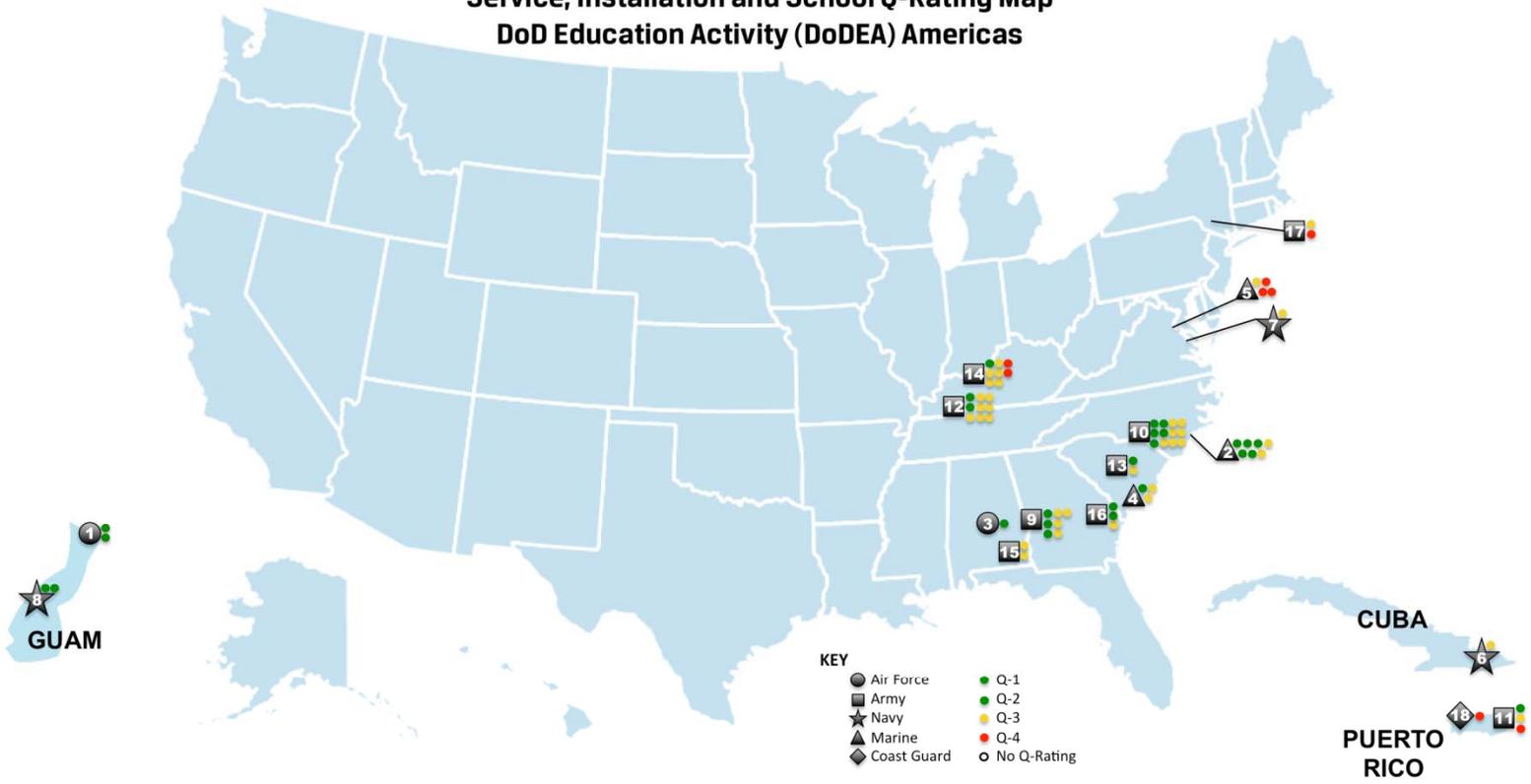


# DoDEA Design and Construction Program

- **Architect-Engineering Firms**
  - DoDEA Design Center currently has a pool of IDIQ A-E consultants under contract to support the DoDEA Program.
- **DoDEA Construction Program**
  - The Geographic Districts are responsible for the Acquisition Strategy, solicitation, award and overall Construction Management. This will not change.
- **DoDEA (Americas) Maintenance and Repair Program**
  - Annual program executed out of Norfolk District in support of stateside schools. Projected total amount to Small Business in FY16: \$16M



**DoD-Owned Schools**  
**Service, Installation and School Q-Rating Map**  
**DoD Education Activity (DoDEA) Americas**



1- Anderson AB  
 2- Camp Lejeune  
 3- Maxwell AFB  
 4- MCAS Beaufort

5- MCB Quantico  
 6- NAVSTA Guantanamo Bay  
 7- NSF Dahlgren  
 8- US Naval Station - Guam

9- USAG Ft Benning  
 10- USAG Ft Bragg  
 11- USAG Ft Buchanan  
 12- USAG Ft Campbell

13- USAG Ft Jackson  
 14- USAG Ft Knox  
 15- USAG Ft Rucker  
 16- USAG Ft Stewart

17- USAG West Point  
 18- USCG Air Station Borinquen

# FY16 Civil Works Contract Forecast

Name	Type of Construction	Program Amount Range	Acquisition Method	Projected Solicitation Date
Cape Charles City Harbor, VA (SANDY)	Maintenance Dredging (Hydraulic pipeline)	\$1M - \$5M	Small Business IFB	Jan-16
Quinby Creek, VA	Maintenance Dredging	\$1M - \$5M	Small Business IFB	Jun-16
Willoughby Spit, Norfolk, VA (SANDY)	Dredging and sand placement	\$10M - \$25M	Unrestricted IFB	Oct-15
Norfolk Harbor Craney Island	Truck Haul (Earth Work)	\$1M - \$5M	Small Business IFB or RFP	Mar-16
USCG Wormley Creek, Yorktown, VA	Maintenance Dredging	\$1M - \$5M	Small Business IFB	May-16
Tyler's Beach, VA	Upland Placement Site	\$500K - \$1M	Small Business IFB	Jul-16



# FY16 Civil Works Contract Forecast (cont.)

Name	Type of Construction	Program Amount Range	Acquisition Method	Projected Solicitation Date
Norfolk Harbor Channel (Thimble Shoal)	Maintenance Dredging	\$1M - \$5M	Unrestricted IFB	Aug-16
Southern Branch of the Elizabeth River	Maintenance Dredging (Mechanical)	\$1M - \$5M	Unrestricted IFB	Aug-16
James River, Amherst Co., VA	Stream bank Protection	\$500K - \$1M	Small Business	3rd Q FY16
Piankatank River, VA	Oyster Reef Rehabilitation	\$1M - \$5M	Unrestricted IFB	4 <sup>th</sup> Q FY16
Norfolk Harbor Craney Island	Spillway Rehabilitation	\$250K - \$500K	Small Business IFB or RFP	Mar-16
Back River Maintenance and New Work Dredging	Maintenance and New Work Dredging (Mechanical and Hydraulic)	\$1M - \$5M	Unrestricted IFB	Aug-16



# FY16 ENV & IIS Contract Forecast

Name	Location	Program Amount Range	Acquis Method	Projected Award
Environmental : Environmental Support For Others (ESFO) , Environmental Quality (EQ), etc.	Various Locations	\$1M - \$5M	TBD	FY16 Various
IIS: Various	Various Locations	\$5M - \$10M	TBD	FY16 Various
NASA Langley Research Center, Bldg 1208 Replace Steam	LaRC	\$1M - \$5M	SB Adv Dec 2016	2 <sup>nd</sup> Qtr FY16
Quantico National Cemetery, Cemetery Expansion and Admin Bldg Reno	Quantico	\$5M - \$10M	SDV Adv Mar 2016	3 <sup>rd</sup> Qtr FY16
NASA Wallops Long Term Monitoring	NASA Wallops	\$250K - \$500K	Existing IDIQ	4 <sup>th</sup> Qtr FY16
AWI Environmental Dredging and Dredged Material Handling –Exercise Option	Portsmouth, VA	\$1M - \$5M	Existing Large Business	3 <sup>rd</sup> Qtr FY 16

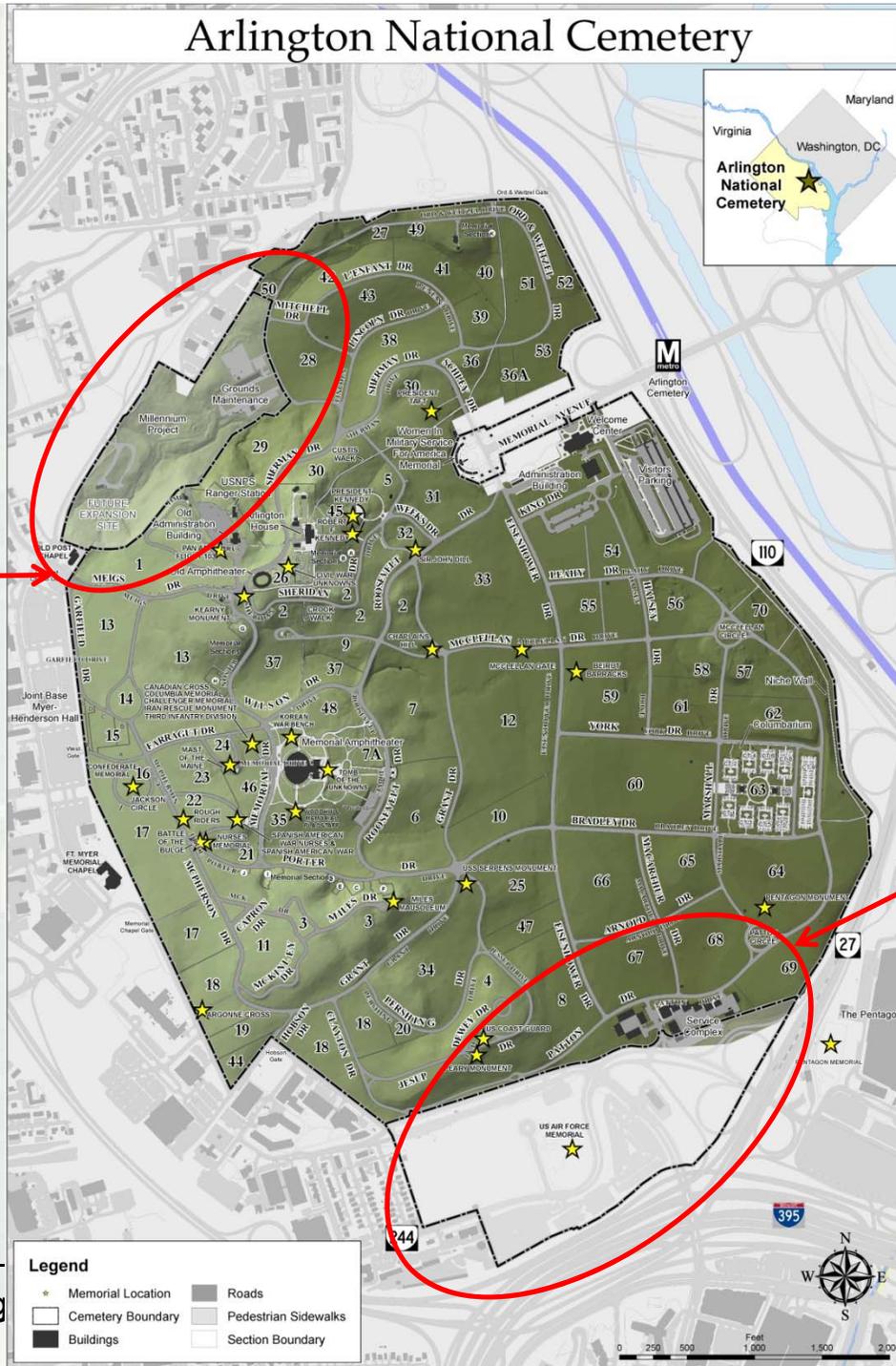


# FY16 Arlington National Cemetery Contract Forecast

Name	Location	Program Amount Range	Acquis Method	Projected Award
Tomb of Remembrance	Arlington, VA	\$500K - \$1M	LB Adv Nov 2016	4 <sup>th</sup> Qtr FY16
Misc Road Repairs	Arlington, VA	\$5M - \$10M	SB Adv Jan 2016	3 <sup>rd</sup> and 4 <sup>th</sup> Qtr FY16
Irrigation Upgrades	Arlington, VA	\$1M - \$5M	SB Adv Mar 2016	3 <sup>rd</sup> Qtr FY16
Columbarium Court 1-6 Preservation and Cleaning	Arlington, VA	\$1M - \$5M	SB Adv Mar 2016	2 <sup>nd</sup> and 4 <sup>th</sup> Qtr FY16
Replace Elevator in Amphitheatre	Arlington, VA	\$500K - \$1M	SB Adv Mar 2016	3 <sup>rd</sup> Qtr FY16
Repair Spoils Yard and Sediment Control	Arlington, VA	\$500K - \$1M	SB Adv Apr 2016	3 <sup>rd</sup> Qtr FY16
ADA Compliance Modifications Various locations	Arlington, VA	\$1M - \$2M	SB Adv Jul 2016	4 <sup>th</sup> Qtr FY16
Storm Drain Repairs, Phase 4 and 5	Arlington, VA	\$5M - \$10M	MATOC Adv Jan 2016	2 <sup>nd</sup> and 3 <sup>rd</sup> Qtr FY16



# Arlington National Cemetery



**Millennium Expansion  
FY13**



**Aug 2015**

**US Army Corps of Eng**

**Southern Expansion  
FY17-19**



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# Defining Success in Selection

## Key Point

## SF-330 or PROPOSAL CONSIDERATION

### Organization

- Arrange and Include Specialized Experience Following Announcement Listing
- Arrange Resume's in a Logical Manner, Either by Discipline or by Consultant
- Address Selection Criteria Clearly and Obviously

### Relevancy

- Clearly Demonstrate Your Team's Similar Experience
- Discuss How Your Team's Experience is Exceptionally Relevant to the Solicitation Tasks
- Keep a Focus on Quality, Cost, Schedule on Experience Discussions

### Presentation

- Professional, Complete, Easy to Read and Follow.
- Flashy not Required.



# Defining Success in Selection

## Key Point

## SF-330 or PROPOSAL CONSIDERATION

### Established Relationships

- Document Established Relationships With Team Members
- Define or Discuss Process or Practices in Place for Communication/Consultation
- If a New Team Member, Identify Them and Address How They Will be Integrated Into the Project Team
- A New Team Member Could be A Strength

### Focus on Quality Control

- Address Design/Engineering and/or Construction Quality Control
- Define/Discuss Existing Practices or Practices/Processes Anticipated to Used in This Contract
- Define Some Measures of Quality, and Discuss It's Implications on Performance
- Include Information from Past Clients



# Defining Success in Selection

## Key Point

## SF-330 or PROPOSAL CONSIDERATION

### On-Time On-Budget Performance

- Include Information on Past Performance Concerning Award Cost vs. Final Cost – Discuss Results
- Include Information on Project Completion – Meeting Commitments
- Include Methods and Considerations for Managing Scope and Contract Modifications



# FBO Advertisements – <http://www.nao.usace.army.mil>



### Business with Norfolk District

The Norfolk District leverages its resources through partnering/contracting with the private sector. With millions of dollars of work to accomplish our mission, there are many opportunities to do business with us.

To get more information on how to contract with the Norfolk District, please visit the Contracting page.

The Small Business Program was set up to ensure the involvement of small business concerns in our Civil Works and Military Construction projects. Please visit the Small Business Program page to learn more about the program and the opportunities available to the small business community.



### Business With Us

- Contracting
- Permits
- Small Business
- Flood Plain Management

# Norfolk District Points of Contact

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# Questions/Comments?



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