NORFOLK DISTRICT
U.S. ARMY CORPS OF ENGINEERS
FY22 WORKLOAD FORECAST

FEBRUARY/MARCH 2022

As of: 09 Feb 2022
<table>
<thead>
<tr>
<th>Type</th>
<th>NAO Goals</th>
<th>Current %</th>
<th>Current $</th>
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<tr>
<td>Small Business</td>
<td>20%</td>
<td>88%</td>
<td>$8,590,264</td>
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<tr>
<td>Small Disadvantaged Business</td>
<td>6%</td>
<td>59%</td>
<td>$5,765,590</td>
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<td>Service Disabled Veteran-owned SB</td>
<td>3%</td>
<td>30%</td>
<td>$2,911,404</td>
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<td>Women Owned SB</td>
<td>3%</td>
<td>14%</td>
<td>$1,421,705</td>
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<td>HUBZone</td>
<td>3%</td>
<td>20%</td>
<td>$2,023,189</td>
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**NORFOLK DISTRICT PROGRAMS & STAKEHOLDERS**

**PROGRAM SUMMARY:**

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
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<tr>
<td>MILITARY:</td>
<td>$134M</td>
<td>$118M</td>
<td>$477M</td>
<td>$315M</td>
<td>$159M</td>
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<td>IIES:</td>
<td>$16M</td>
<td>$33M</td>
<td>$28M</td>
<td>$145M</td>
<td>$85M</td>
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<td>CIVIL &amp; OPS:</td>
<td>$82M</td>
<td>$86M</td>
<td>$51M</td>
<td>$60M</td>
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<td>ANC:</td>
<td>$24M</td>
<td>$45M</td>
<td>$30M</td>
<td>$20M</td>
<td>$10M</td>
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<td>DoDEA:</td>
<td>$24M</td>
<td>$22M</td>
<td>$27M</td>
<td>$25M</td>
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<tr>
<td></td>
<td>$280M</td>
<td>$304M</td>
<td>$613M</td>
<td>$565M</td>
<td>$432M</td>
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</table>

*Does not include new or awards from existing AE IDIQs

*Further Small Business socio-economic set-aside may be determined pending results of market research.
FY22 FIRST TIME AWARDS

Ship Loading and Unloading Mockup (UNMC) Ft. Lee
Contract Number/Task Order Number: W9123622C2040
Contractor: TDSC
Contract Completion Date: 365 days after NTP
Amount: $2,700,000

FY21 FIRST TIME AWARDS—WE EXCEEDED OUR GOAL WITH 13!

NEW: INFRASTRUCTURE INVESTMENT AND JOBS ACT

OPERATION AND MAINTENANCE
(Price ranges are IAW FAR 36.204)
- Gathright Dam and Lake Moomaw, VA Repair—Gathright Dam Intake Tower (Range $1M-$5M)
- Lynnhaven Inlet—Dredging and Surveys (Range $1M-$5M)
- Milford Haven, VA—Jetty maintenance (including surveys, plans and specs), dredging (including surveys, plans and specs) (Range $5M-$10M)

CONSTRUCTION
- City of Norfolk, VA—complete plans and specs for the project and initiate construction of the project (Range $1M-$5M) (NEW START)
- Norfolk Harbor and Channels, VA (deepening) - Continue construction in combination with the FY22 President’s Budget amount (Range $5M-$10M)

CONTINUING AUTHORITIES PROGRAM WORK PLAN
($420,000 TOTAL)
- Hampton Roads Beneficial Use, VA (Sec. 204) Continuing the feasibility study (Range $250K-$500K)
- Indian Run, VA (CAP Section 14) Completing PED/Initiating construction (Range $100K-$250K)
UPCOMING 2022 EVENTS

▪ **Spring/Summer 2022:**
  Radford/Holston Industry Day
  *Client to provide more fidelity on program—in planning stages*

▪ **February 24, 2022:**
  NoVa & DC SAME Small Business Event—Tysons, VA

▪ **March 1-2, 2022:**
  SAME + Small Business Outreach—Virginia Beach Convention Center

▪ **March 21-25, 2022:**
  Capital Week—Rockville, MD

▪ **April 6-7, 2022:**
  FEDCON: The Summit—Wilmington, NC

▪ **May 10-12, 2022:**
  SAME JETC Conference—Aurora, CO

**Virtual CAPABILITY BRIEFINGS have resumed**

*To schedule, please contact: Cherie.A.Kunze@usace.army.mil*
<table>
<thead>
<tr>
<th>Type</th>
<th>Location</th>
<th>Lead POC</th>
<th>Range</th>
<th>Small Business or Unrestricted</th>
<th>Solicitation Qtr./FY</th>
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</thead>
<tbody>
<tr>
<td>AE GENERAL</td>
<td>VA/Regional</td>
<td>Sarah Taylor</td>
<td>+ $200M</td>
<td>UR</td>
<td>Evaluation</td>
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<tr>
<td>ARMY AMMO PLANTS</td>
<td>Radford/Holston</td>
<td>Tom Booth</td>
<td>&gt;$200M</td>
<td>UR</td>
<td>2Q FY22</td>
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<td>SB AE SATOOC</td>
<td>VA/Regional</td>
<td>Tom Booth</td>
<td>$10M-$25M</td>
<td>SB</td>
<td>2Q FY22</td>
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<td>GEO-TECHNICAL</td>
<td>VA/Regional</td>
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<td>$1M-$5M</td>
<td>SB</td>
<td>2Q FY22</td>
</tr>
<tr>
<td>VALUE ENGINEERING</td>
<td>VA/Regional</td>
<td>Sarah Taylor</td>
<td>$5M-$10M</td>
<td>SB</td>
<td>TBD/FY23</td>
</tr>
<tr>
<td>CIVIL</td>
<td>VA/Regional</td>
<td>Sarah Taylor</td>
<td>$1M-$5M</td>
<td>SB</td>
<td>TBD/FY23</td>
</tr>
<tr>
<td>COMMISSIONING</td>
<td>VA/Regional</td>
<td>Sarah Taylor</td>
<td>$1M-$5M</td>
<td>SB</td>
<td>TBD/FY23</td>
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</tbody>
</table>
EXISTING IDIQS (MONTH/YEAR)

Hydrographic Survey
- Geodynamics (exp. 6/23)
- Gahagan and Bryant Assoc. (exp. 6/23)
- Waterways (exp. 9/25)

Architect/Engineering General (exp. 1/22)
- Parsons Brinkerhoff
- Waller, Todd and Sadler Architect
- Santec
- Woolpert-RS+H

Vessel Repair (exp. 8/26)
- Colonna Shipyard
- Fairlead Boatworks
- Lyon Shipyard
- Severn Yachting Center

DoDEA Architect/Engineering (exp. 8/23)
- KZF Design
- GWWO
- Schenkel Schultz
- Jacobs Government Services
- Woolpert
- Zyscovich

ANC Southern Expansion Des. (stand alone award) (7/24)
- HNTB

JOC—DSCR (exp. 9/22)
- Ashford Leebcorp

James River Dredging IDIQ (exp. 3/22)
- Cottrell Contracting

DoDEA SRM (exp. 9/23)
- Driven Contractors
- Southeast Industrial Construction
- Prabhakar Moro
EXISTING CONSTRUCTION MATOCS/IDIQS

DoDEA PM/DM (exp. 9/22)
- BryMak and Associates, Inc.—West Point, NY

DoDEA PM/DM (exp. 3/23)
- Universal Services Provider—Quantico/Dahlgren, VA

DoDEA Facility Assessments (exp. 9/24)
- Alpha Facilities Solutions

TRENDS/HIGHLIGHTS

New Program (AE & Construction) at Radford & Holston Army Ammo Plants
- AE Contract to be solicited in 2Q FY22 $240M
  - Will allow for use at all ammunition GOCOs
- Advertise DB ANSol Thermal Treatment (Holston) - TBD
- Advertise DB ANSol Tank Farm (Holston) - FY23
- Advertise DB Explosives Decomposition (Holston) - Open
- $1B+ Program—over 5+ years

DoDEA
- Main focus is on SRM—utilizing existing IDIQs
- Less new construction—updating existing “Legacy” schools to 21st century schools

Arlington National Cemetery - $20M-$25M in SRM work-through FY25+
- Southern Expansion - Project is to be split into two phases:
  - Phase I—South Parcel OPS/Admin Complex
  - Phase II—Cemetery expansion
## Civil Works Program

- **Norfolk Harbor**
  - $15M to $35M O&M/Year—Dredging and Craney Island work
  - Norfolk Harbor Deepening: $83.7M funding in Budget plus $69.3M approved from Infrastructure Bill
  - FY22 $50M-$100M contract: 2.4 MCY Chan to Newport News followed by 6.8 MCY Inner Harbor
  - FY22 solicitation of James River Dredging 5-year SATOC ($40M)

**Lynnhaven River Basin**—Ph 2 Restoration: 30-acre reef FY23 award; 10-acre wetland FY24

- **Norfolk Coastal Storm Risk Management**—$1.6B total cost, $8M E&D underway for PH I
  - $249M approved for construction funding from American Jobs Plan/Infrastructure Bill

- **Deep Creek Bridge Replacement ($25M-$50M)** - 2Q solicitation, 3Q planned award

- **Awaiting new stars for other Coastal Storm Risk Studies**—Peninsula, Virginia Beach, Eastern Shore, Tangier plus possible regional work from IDA Supplemental

## MILCON

- **Typical**—3-5 projects per year ($100M-$150M)

- **F-22 Program (FY22)**—4 projects—PA: $186M (D-B-B)
  - Consolidated Ops/Maintenance Hangar: Solicited
  - Low Observable Component Repair Fac.: Solicited
  - Training Support Squadron Facility – Solicit: FY23—Redesign effort underway

- **Other MILCON: (D-B-B)**
  - F-22 Fuel Systems Maintenance Dock ($10M—$25M) - Solicit: 4Q FY22
  - JBLE—Eustis ACP—Solicit: 2Q FY22
Most work is competed - limited Sole Source awards

- Use sole source in most cases to get contractors doing specialized work for the Norfolk District
- **13 new contractors** added to in FY21
- FY22: Goal is **10 new contractors**

Currently no pool of MATOCS to support SRM like work

- FY21 efforts to build more tools—Road Repair MATOC for ANC—Awarded
- JOC in place to support Defense Supply Center Richmond—$25M
- 2—Sole Source D-B SRM Construction Contracts put in place—Northern VA (Quantico, Ft. A.P. Hill, Dahlgren, DSCR) and Hampton Roads-looking for a stand alone for DSCR

IFB most used - stand alone C-Contracts will use more BVTO for small business work at Arlington National Cemetery

Increased use of IFB with Definitive Responsibility Criteria – DRC

- Bridge between IFB and BVTO – quicker, provides assurance we are awarding to capable firms
- Contractors asked to provide evidence that they can do the work – after bid opening
  - Generally asking for specific relevant past experience; narrative that explains they understand the project and key technical challenges, etc.
  - “…the Contracting Officer will also examine whether the low bidder can meet the requirements of the solicitation by demonstrating that the prime contractor or subcontractor responsible for dredging has dredged by mechanical means or hopper a minimum of 80,000 cubic yards in a consecutive 30-day period in a cold-weather month (October through January) with disposal/placement onto a beach. This will be considered a definitive responsibility criterion”

FY21—10+ SSEB—BVTO Acquisitions and New AE Selections
## FY22 Military—Defense Supply Center Richmond (DSCR)

<table>
<thead>
<tr>
<th>Type of Work</th>
<th>Project Name</th>
<th>Acquisition Strategy</th>
<th>Small Business or Unrestricted</th>
<th>Estimated Price Range</th>
<th>Anticipated Solicitation Qtr./FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>N. 4th Street and G Road Intersection</td>
<td>Stand Alone</td>
<td>SB</td>
<td>$50M-$100M</td>
<td>1Q FY22—Open</td>
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*Further Small Business socio-economic set-aside may be determined pending results of market research.*
## FY21 & FY22 Interagency & Environmental Services (IIES)

<table>
<thead>
<tr>
<th>Type of Work</th>
<th>Project Name</th>
<th>Acquisition Strategy</th>
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<th>Estimated Price Range</th>
<th>Anticipated Solicitation Qtr./FY</th>
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<tr>
<td>Design</td>
<td>Radford AAP</td>
<td>Stand Alone</td>
<td>UR</td>
<td>&gt;$100M</td>
<td>Awarded</td>
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<td>EWI/CWP</td>
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<td></td>
<td>Design Build</td>
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<tr>
<td></td>
<td>Holston EDC</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$50M-$100M</td>
<td>1Q FY22-Open</td>
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<td>Design Build</td>
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<td></td>
<td>Holston ANSol</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$50M-$100M</td>
<td>FY23</td>
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<td></td>
<td>Tank Farm</td>
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<td>Design Build</td>
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<tr>
<td></td>
<td>Holston ANSol</td>
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<td>UR</td>
<td>$50M-$100M</td>
<td>TBD</td>
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<td>Thermal</td>
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<td>Destruction</td>
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<td>Design Build</td>
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<th>Small Business or Unrestricted</th>
<th>Estimated Price Range</th>
<th>Anticipated Solicitation Qtr./FY</th>
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<tr>
<td>Construction</td>
<td>Norfolk District Pier Renovation and Repair</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$1M—$5M</td>
<td>2Q FY22</td>
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<td></td>
<td>Deep Creek Bridge Replacement</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$25M-$50M</td>
<td>2Q FY22</td>
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<td>Chesapeake Bay Oyster, Piankatank Reef Phase 2</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>$1M-$5M</td>
<td>2Q FY22</td>
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<td>Lynnhaven River Basin, Phase 2 Reefs</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>$5M-$10M</td>
<td>1Q FY23</td>
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<td>Craney Island Project Office Expansion</td>
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<td>TBD</td>
<td>$1M-$5M</td>
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<td>Dismal Swamp Canal Superintendent House Repairs</td>
<td>Stand Alone</td>
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<td>$100K-$500K</td>
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<td>Great Bridge Field Office Construction</td>
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<td>$1M-$5M</td>
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<td>Craney Island Security Fence</td>
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<td>$500K-$1M</td>
<td>4Q FY22</td>
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## FY22 CIVIL WORKS & OPERATIONS DREDGING

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<th>Estimated Price Range</th>
<th>Anticipated Solicitation Qtr./FY</th>
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<tr>
<td>Dredging</td>
<td>James River Maintenance Dredging</td>
<td>5-year IDIQ SATOC</td>
<td>TBD</td>
<td>$25M-$50M</td>
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<td>Norfolk Harbor Maintenance Dredging</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$10M-$25M</td>
<td>4Q FY22</td>
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<td>Dredging Norfolk Inner Harbor &amp; Channels Deepening</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$50M-$100M</td>
<td>3Q FY22</td>
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<td>Atlantic Ocean Channel</td>
<td>Stand Alone</td>
<td>UR</td>
<td>TBD</td>
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## FY22 SERVICE CONTRACTS

<table>
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<th>Type of Work</th>
<th>Project Name</th>
<th>Acquisition Strategy</th>
<th>Small Business or Unrestricted</th>
<th>Estimated Price Range</th>
<th>Anticipated Solicitation Quarter/ Fiscal Year</th>
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<tr>
<td>Janitorial</td>
<td>Gathright Dam, Covington, VA</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>&lt;$100K</td>
<td>1Q FY22</td>
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<td>Sonar Eval</td>
<td>Sonar Testing, S/V Ewell, Norfolk, VA</td>
<td>Stand Alone</td>
<td>SB</td>
<td>&lt;$100K</td>
<td>1Q FY22</td>
</tr>
</tbody>
</table>
HELPFUL HINTS

- **Respond to Market Research Efforts/Sources Sought:** Let us know what you think are important evaluation criteria, technical considerations, high-risk concerns.
- **Stay Engaged!** Reach out to the Contract Specialist, Contracting Officer and/or Small Business Specialist with questions and concerns.
- **Share your best Practices and Insights:** We want to know how to be better business partners!
- **Ensure your proposals answer the information requested in the solicitation and are readable.** Information contained is in accordance with FAR 5.404. Magnitude, NAICS, and projected award dates are based on best information available at time of publication. Information is subject to change.
- **Requests for market research or solicitations** may be found at SAM.gov.
- **Visit our website** www.nao.usace.army.mil for periodic updates to our program.

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**Small Business Administration:**
http://www.sba.gov

**Size Standards:**
http://www.sba.gov/size

**System Award Management (SAM):**
http://www.sam.gov

**USACE Small Business:**

*Further Small Business socio-economic set-aside may be determined pending results of market research*
Updated about every 6 weeks

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