NORFOLK DISTRICT
U.S. ARMY CORPS
OF ENGINEERS

FY22+ WORKLOAD FORECAST

Michael R. Darrow, P.E., PMP
Deputy District Engineer for
Programs Management
August/September 2022

Update dated: 26 Jul 2022
PROGRAM AT A GLANCE

PROGRAM SUMMARY:

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY21</th>
<th>FY22</th>
</tr>
</thead>
<tbody>
<tr>
<td>MILITARY:</td>
<td>$134M</td>
<td>$118M</td>
<td>$477M</td>
<td>$315M</td>
<td>$105M</td>
</tr>
<tr>
<td>IIES:</td>
<td>$16M</td>
<td>$33M</td>
<td>$28M</td>
<td>$145M</td>
<td>$85M</td>
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<tr>
<td>CIVIL &amp; OPS</td>
<td>$82M</td>
<td>$86M</td>
<td>$51M</td>
<td>$60M</td>
<td>$153M</td>
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<tr>
<td>ANC:</td>
<td>$24M</td>
<td>$45M</td>
<td>$30M</td>
<td>$20M</td>
<td>$10M</td>
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<tr>
<td>DoDEA:</td>
<td>$24M</td>
<td>$22M</td>
<td>$27M</td>
<td>$25M</td>
<td>$25M</td>
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<tr>
<td>IIJA</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$557M</td>
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</table>

IIJA $280M $304M $613M $565M $935M

*Further Small Business socio-economic set-aside may be determined pending results of market research

SMALL BUSINESS PERFORMANCE

<table>
<thead>
<tr>
<th>Type</th>
<th>NAO Goal %</th>
<th>Actual %</th>
<th>Actual $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>22%</td>
<td>15.47%</td>
<td>$67,090,570</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>9%</td>
<td>10.28%</td>
<td>$44,573,401</td>
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<tr>
<td>Women-owned Small Business</td>
<td>3%</td>
<td>1.86%</td>
<td>$8,048,806</td>
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<tr>
<td>HUB Zone</td>
<td>5%</td>
<td>1.87%</td>
<td>$8,090,683</td>
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<tr>
<td>Service-Disabled Veteran Owned</td>
<td>4%</td>
<td>2%</td>
<td>$8,684,712</td>
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</tbody>
</table>

*Does not include new or awards from existing AE IDIQs
NEW: Infrastructure Investment and Jobs Act  
_H.R.3684 (2021-2022)_

**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, VA** 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. *(NEW START)*  
  - + $150M in FY 22 Addendum = $399M Federal Share
- **NORFOLK HARBOR AND CHANNELS, VA (DEEPENING)** Continue construction in combination with the FY22 President’s Budget amount. *(NEW START)*  
  - + 72.3M in FY 22 Addendum = $141.6M

**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)*

**GENERAL INVESTIGATIONS**

- **VIRGINIA BEACH + VICINITY COASTAL STORM RISK MANAGEMENT** *(NEW START)*
TRENDS/HIGHLIGHTS

New Program (AE & Construction) at Radford & Holston Army Ammo Plants

- AE Contract to be solicited in 1QTR FY23 $240M - Will allow for use at all Ammunition GOCOs
- Advertise DB ANSol Thermal Treatment (Holston) – TBD
- Advertise DB ANSol Tank Farm (Holston) – FY23/24
- DB Explosives Decomposition (Holston) – Evaluation Phase - $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
- Developing replacement AE Contracts for FY23 Award

Arlington National Cemetery - $20-$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
- Amphitheater Interior Renovation
- Road Projects (Full depth, Mill & Pave)(MATOC)

CivilWorks Program

- Norfolk Harbor
  - $15M to $35M O+M/Year – Dredging and Craney Island work
  - Norfolk Harbor Deepening: $83.7M funding in Budget plus $141.7M approved from Infrastructure Bill
    - Award Pending
  - FY22 (August) solicitation of James River Dredging 5-year SATOC ($40M)
  - Norfolk Harbor O+M – ($20M) – Solicit August 22

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

- Norfolk Coastal Storm Risk Mgmt - $1.8B total cost, $8M E&D underway for Ph 1
  - $399M approved for construction funding from American Jobs Plan/Infrastructure Bill
  - Plan on putting in place a Construction MATOC to support (<$250M) Industry Day being planned Z+ sources sought

- Deep Creek Bridge Replacement ($25M – 50M) – Solicitation out – closes 24 August
- Awaiting new starts for Coastal Storm Risk Studies – Peninsula, Eastern Shore, and Tangier. Virginia Beach CSRM funded in IIJA.

Military Program

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

- F-22 program (FY22) – 4 Projects – PA: $186M (D-B-B)
  - Consolidated Ops/Maintenance Hangar – Awarded Jul 22.
  - Low Observable Component Repair Facility – Awarded Jun 22.
  - Training Support Squadron Facility – Solicit: 2QTR FY23 - Redesign effort underway

- Other MILCON: (D-B-B)
  - F-22 Fuel Systems Maintenance Dock ($10-25M) - Solicit: 3QFY23
  - JBLE – Eustis ACP – Solicit: FY23
  - HQ Bldgs, BN Complex PH IV, Ft Eustis - $10-25M – Solicit: TBD FY23
  - FY 24 JBLE Dorms – PA – TBD
OVERALL NORFOLK CSRM PROJECT SCOPE

City's Priorities for Construction Sequence:

1. Area 1 Ghent-Downtown-Harbor Park
2. Area 2 Pretty Lake
3. Area 3 Lafayette
4. Area 4 Broad Creek
5. Area 5 Campostella-Berkley

LEGEND

Structural Flood Risk Management Measures:
- Ghent-Downtown-Harbor Park
- Pretty Lake Surge Barrier
- Lafayette Outer Surge Barrier
- Broad Creek Surge Barrier

Structural Measures Risk Management Area:
- Hatched Area Indicates Non-Structural Measures
TOWN POINT PARK LEVEE
This rendering is conceptual in nature and is provided for informational purposes only. It is a depiction of a design in progress and does not necessarily represent the final version of the project.
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### Small Business

<table>
<thead>
<tr>
<th>Type</th>
<th>NAO Goals</th>
<th>Current %</th>
<th>Current $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>20%</td>
<td>20%</td>
<td>$21,345,124</td>
</tr>
<tr>
<td>SDB</td>
<td>6%</td>
<td>8%</td>
<td>$9,001,182</td>
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<tr>
<td>SDVOSB</td>
<td>3%</td>
<td>1%</td>
<td>$2,023,477</td>
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<tr>
<td>WOSB</td>
<td>3%</td>
<td>3%</td>
<td>$2,968,278</td>
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<tr>
<td>HUBZone</td>
<td>3%</td>
<td>1%</td>
<td>$746,913</td>
</tr>
</tbody>
</table>

**First Time Awards FY 22**

**Ship Loading and Unloading Mockup (UNMC) Ft Lee**
- Contract Number/Task Order Number: W91236-22-C-2040
- Contractor: TDSC
- Contract Completion Date: 365 days after NTP
- Amount: $2,700,000

**DLA Renovate Bldg 54 HVAC**
- Contract Number/Task Order Number: W9123622C2041
- Contractor: R2Build-Procon JV LLC
- Contract Completion Date: 3/3/2023
- Amount: $1,700,000

**Gathright Janitorial Services**
- Contract Number(s)/Task Order Number(s): W9123622P5009
- Period of Performance: Base + 4 Option Years
- Contractor: Fortazo Corp.

**JBLE – PFAS**
- Contract Number W91236-22-D-5003
- Contractor: SRS Batelle JV, LLC
- POP: 10 Jun -22 - 9 Jun 25
- $3,145,383.56 (Base + All Options)

### UPCOMING EVENTS

**HQUSACE Dredging Industry Day**
- August 30 – 1 September 2022
- Washington, DC

**Army Small Business Program Briefing – AUSA**
- October 11-12, 2022
- Washington, DC

### Upcoming Capability Briefings

August/September – Briefings only scheduled for year end /critical projects to allow focus on Year End Execution.

Capability Briefings will resume mid October.

- Please send email to cherie.a.kunze@usace.army.mil to request capability briefing.
# FY22 NON-PROJECT SPECIFIC A/E IDIQ CONTRACTS

<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>
</tr>
</thead>
<tbody>
<tr>
<td>AE GENERAL</td>
<td>VA/Regional</td>
<td>Sarah Taylor</td>
<td>± $200M</td>
<td>UR</td>
<td>Awarded</td>
</tr>
<tr>
<td>ARMY AMMO PLANTS</td>
<td>Radford/ Holston</td>
<td>Tom Booth</td>
<td>&gt; $200M</td>
<td>UR</td>
<td>1Q FY23</td>
</tr>
<tr>
<td>SB AE SATOC</td>
<td>VA/Regional</td>
<td>Tom Booth</td>
<td>$10-25M</td>
<td>SB</td>
<td>4Q FY22</td>
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<tr>
<td>GEO-TECHNICAL</td>
<td>VA/Regional</td>
<td>Sarah Taylor</td>
<td>$1M - $5M</td>
<td>SB</td>
<td>TBD/FY23</td>
</tr>
<tr>
<td>APPRAISAL-SURVEY-TITLE SERVICES</td>
<td>VA/Regional</td>
<td>Brett Zank</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD/FY23</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>
</tr>
</tbody>
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EXISTING IDIQS  (month/year)

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

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

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

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

Architect/Engineering General (Awarded)
- Prime AE Group, Inc
- Woolpert-RS&H, LLC
- Benham-Stanley, LLC
- Burns and McDonnell Engineering Company, Inc.
- AECOM Technical Services, Inc
- Clark Nexsen-CH2M Hill JV
EXISTING CONSTRUCTION MATOCS/IDIQS

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

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

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

Construction SATOCS ($4M) (NEW)
- New Dominion (NoVA/Richmond)
- SDC(Hampton Roads)
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.
- FY 22: Goal is 10 new contractors

Currently no pool of MATOCS to support SRM like work
- 2 - D-B SRM Construction Contracts put in place – Northern VA (Quantico, FT A.P. Hill, Dahlgren, DSCR) and Hampton Roads
  – looking to add a stand alone for DSCR

Developing Construction MATOC to support Norfolk Coastal Storm Risk Management
- DB capability? Capacity (<$250)?
- Will be seeking feedback over the next couple of months for industry as we shape the requirements

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”

FY22 – 10+ SSEB – BVTO Acquisitions and New AE Selections
### ANC FY22

<table>
<thead>
<tr>
<th>Type of Work</th>
<th>Project Name</th>
<th>Acquisition Strategy - Stand Alone Contract or Basic IDIQ</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><strong>Southern Expansion (Ph I) South Parcel OPS/Admin</strong></td>
<td>Stand Alone</td>
<td>UR</td>
<td>$25M - $100M</td>
<td>1QTR/FY23</td>
</tr>
<tr>
<td></td>
<td><strong>Southern Expansion (Ph II) Cemetery</strong></td>
<td>Stand Alone</td>
<td>UR</td>
<td>$100M - $250M</td>
<td>FY24</td>
</tr>
</tbody>
</table>

Much of the other SRM work is Road Upgrades via our MATOC
### MILITARY FY21 - DEFENSE SUPPLY CENTER RICHMOND (DSCR)

<table>
<thead>
<tr>
<th>Type of Work</th>
<th>Project Name</th>
<th>Acquisition Strategy Stand Alone Contract or Basic IDIQ</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 St. and G Road Intersection</td>
<td>Stand Alone</td>
<td>SB</td>
<td>$500K - $1M</td>
<td>TBD</td>
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# MILITARY – MILCON MISC INSTALLATIONS

<table>
<thead>
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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 Qtr./FY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>Renovate ACP Main Gate, Ft. Eustis</td>
<td>Stand Alone</td>
<td>SB</td>
<td>$10M - $25M</td>
<td>2Q FY23</td>
</tr>
<tr>
<td></td>
<td>F-22 Training Support Squadron Facility, Langley</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$25M - $50M</td>
<td>2Q FY23</td>
</tr>
<tr>
<td></td>
<td>Fuel System Maint. Dock, Langley</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$10M - $25M</td>
<td>3Q FY23</td>
</tr>
</tbody>
</table>

* Further Small Business socio-economic set-aside may be determined pending results of market research*
**Type of Work** | **Project Name** | **Acquisition Strategy** | **Stand Alone** | **Basic IDIQ** | **Small Business or Unrestricted** | **Estimated Price Range** | **Anticipated Solicitation Quarter/Fiscal Year**
--- | --- | --- | --- | --- | --- | --- | ---
Design | Radford AAP/EWI/CWP Design Build | Stand Alone | UR |  | > $100M | **Awarded**
Design | Holston EDC Design Build | Stand Alone | UR |  | $50-100M | 1QFY22 - Evaluating
Design | Holston ANSol Tank Farm Design Build | Stand Alone | UR |  | $50-100M | FY23
Design | Holston ANSol Thermal Destruction Design Build | Stand Alone | UR |  | $50-100M | TBD

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<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 Quarter/ Fiscal Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>Norfolk District Pier Renovation and Repair</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$1M - $5M</td>
<td>1Q FY23</td>
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<tr>
<td></td>
<td>Deep Creek Bridge Replacement</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$25M-$50M</td>
<td>4Q FY22</td>
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<tr>
<td></td>
<td>Chesapeake Bay Oyster, Piankatank Reef Phase 2</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>$1M - $5M</td>
<td>4Q 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>2Q FY23</td>
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<td></td>
<td>Craney Island Project Office Expansion</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>$1M - $5M</td>
<td>1Q FY23</td>
</tr>
<tr>
<td></td>
<td>Dismal Swamp Canal Superintendent House Repairs</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>$100k - $500k</td>
<td>4Q FY22</td>
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<tr>
<td></td>
<td>Great Bridge Field Office Construction</td>
<td>Stand Alone</td>
<td>TBD</td>
<td>$1M - $5M</td>
<td>3Q FY23</td>
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<tr>
<td></td>
<td>Craney Island Security Fence</td>
<td>Stand Alone</td>
<td>SB</td>
<td>$500K - $1M</td>
<td>1Q FY23</td>
</tr>
</tbody>
</table>

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## FY22 CIVIL WORKS & OPERATIONS DREDGING

<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 Quarter/ Fiscal Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dredging</td>
<td>James River Maintenance Dredging</td>
<td>5-year IDIQ SATOC</td>
<td>TBD</td>
<td>$25M - $50M</td>
<td>4Q FY22</td>
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<td></td>
<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></td>
<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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<tr>
<td></td>
<td>Atlantic Ocean Channel</td>
<td>Stand Alone</td>
<td>UR</td>
<td>$25M - $50M</td>
<td>1Q FY23</td>
</tr>
</tbody>
</table>

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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 beta.SAM.gov.
- Visit our website www.nao.usace.army.mil for periodic updates to our program.

Key Resources

- Small Business Administration
  http://www.sba.gov
- Size Standards
  http://www.sba.gov/size
- System Award Management (SAM)
  http://www.sam.gov

Updated about every 6 weeks

www.nao.usace.army.mil

Periodic updates to our program.
CONTACT INFORMATION

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