



NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS

FY25+ WORKLOAD FORECAST

SEPTEMBER 2025



U.S. ARMY



US Army Corps
of Engineers®



Changes Since Last Update

- AE IDIQs and SATOC Solicitations Updated
 - Awarded Ammo AE IDIQ
 - ANC and MIL Program Solicitation Dates Revised
 - ANC Southern Expansion Proposal Date
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- Additional Updates in the following slides are annotated in **Blue**



Trends/Highlights

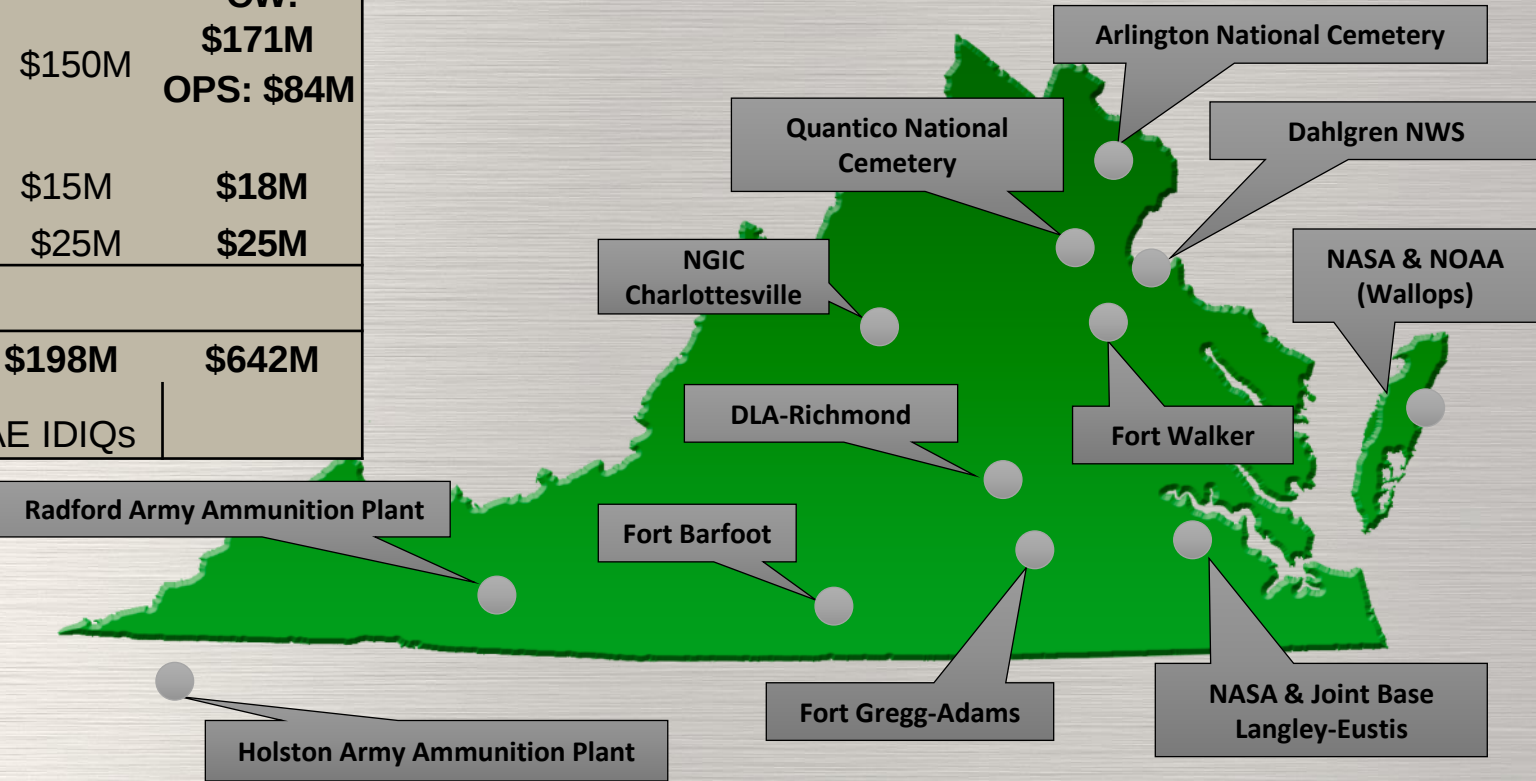
Radford & Holston Army Ammo Plants	Civil Works Program
▪ AE Contract: Awarded ▪ ANSol Thermal Treatment (Holston) – Removed ▪ New Water Intake Facility (Holston) – 1QFY26 Solicitation ▪ Laundry Facility – Under Evaluation	Norfolk Harbor • Norfolk Harbor, Thimble Shoal Channel O+M – \$8.8M, Awarded 23-MAY-2025 • Norfolk Harbor, Southern Branch O+M – \$3M, Awarded 7-AUG-2025 • Lynnhaven River Basin – Ph 2 Wetland; 12-acre wetland FY26 Solicitation Norfolk Coastal Storm Risk Mgmt.—Approx. \$2.6B total cost, planned to be awarded in phases. • \$399.3M approved for construction funding from Bipartisan Infrastructure Law • DB Pump Station – Harbor Park – Solicit: 2QTR FY26 • Construction SATOC for Phase (1A) – Solicit 3QTR FY26 Additional CSRM in Hampton Roads Area early in planning FY24 IJJA Spend Plan has \$22M for renourishment of Sandbridge Beach, VA – 1st QTR FY26 Craney Island Eastern Expansion – Main Dike - Awarded 27 March 2025
Arlington National Cemetery- \$10-\$15M SRM/YR	Military Program
▪ Southern Expansion – Phase III Cemetery Expansion • Bids due 09 September 2025 ▪ Entry Corridor Development / ADP1 Design (A-E SATOC) planned solicitation 3QFY26 ▪ Additional A-E tasks planned under current MATOC include roads and building renovations	▪ JBLE Program • FY26 Langley, Dorm, (\$100M - \$125M) – Design Complete; Solicit 1Q FY26 • FY26 Langley, Fuel System Maint. Dock, (\$25M - \$50M) - Design Complete; Solicit 1Q FY26 • FY27 Langley, ACP Large Vehicle Insp. Fac, (\$75M - \$100M) - In Planning • FY28 Ft. Eustis, Air Traffic Control Tower, (\$20M - \$40M) - In Design ▪ UMMC • FY25 Quantico, DODEA Maintenance Fac (\$5M - \$10M) – Solicited; Negotiating. • FY26 Ft. Eustis, Active Vehicle Barriers, Back-Gate (\$1M - \$5M) - In planning – Solicit: 2Q FY26 • FY26 Ft. Gregg-Adams, Obstacle Course (\$1M - \$5M) - In planning – Solicit: 2Q FY27



Program At A Glance

PROGRAM SUMMARY:

	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>	<u>FY23</u>	<u>FY24</u>	<u>FY25</u>
MILITARY	\$477M	\$315M	\$105M	\$85M	\$ 3M	\$154M
IIES	\$28M	\$145M	\$15M	\$170M	\$5M	\$190M
CIVIL & OPS	\$51M	\$60M	\$153M	\$150M	\$150M	CW: \$171M OPS: \$84M
ANC	\$30M	\$20M	\$10M	\$153M	\$15M	\$18M
DoDEA	\$27M	\$25M	\$25M	\$25M	\$25M	\$25M
IIJA	\$557M					
	\$613M	\$565M	\$865M	\$583M	\$198M	\$642M
*Does not include new or awards from existing AE IDIQs						





Norfolk District Small Business Program September 2025

OUTREACH EVENTS

WEDA 2025 Eastern Chapter

Fall Conference

14-16 October 2025
South Portland, ME

B2B Event –NOVA

9 October 2025
National Museum of the US Army , Ft. Belvoir

Association of the United States Army (AUSA)

13-17 October 2025
Washington, DC

SAME 2025 SmallBusiness Conference

17-21 November 2025
Phoenix, AZ

Capability Briefings

Capability Briefings will resume in
October/November 2025

- POC is Cherie Kunze
- Send email request with 1-2 page
cap statement to:
- cherie.a.Kunze@usace.army.mil
- (757) 675-4428

TYPE	NAO Goal %	Current %	Current \$
Small Business	20%	20.22%	\$86M
SDB	6%	14.93%	\$63M
SDVOSB	3%	1.38%	\$6M
WOSB	3%	11.18%	\$48M
HUB Zone	3%	.02%	\$82K

Three First Time Awards 2025 (53 New Contractors since 2019)

ECC Constructors, LLC

Waterway Debris Removal, Claytor Lake
First T.O. \$33,963 (mob only)
Second T.O. \$54,550,000
Third T.O. \$9,900,000

NISOU ENTERPRISES

ACP Main Gate, Ft. Eustis
\$21,449,190

GIRFFIN HVAC SERVICES, LLC

Waterfield Building HVAC Repair
Amount of Task Order: \$250,000.00



Overview—Norfolk CSRM 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 and City wide/nonstructural

LEGEND

Structural Flood Risk Management Measures

- Ghent-Downtown-Harbor Park
- Pretty Lake Surge Barrier
- Lafayette Outer Surge Barrier
- Broad Creek Surge Barrier

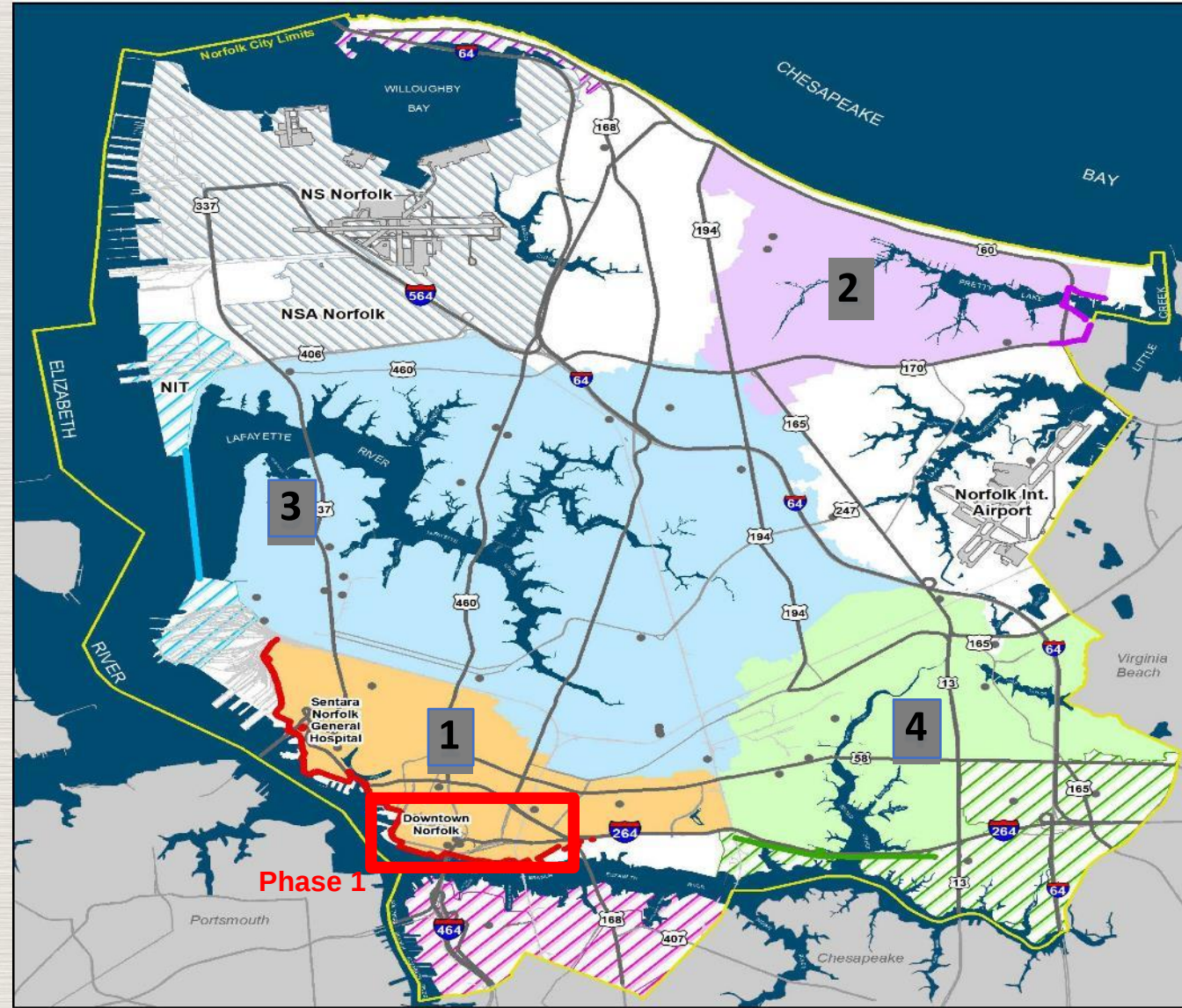
Structural Measures Risk Management Area

Hatched Area Indicates Non-Structural Measures

- Ghent-Downtown-Harbor Park
- Pretty Lake Surge Barrier
- Lafayette Outer Surge Barrier
- Broad Creek Surge Barrier
- Campostella-Berkley Non-Structural Measures Area

\$372M of IIJA funding planned NCSRM Phase 1 Construction

- 1A Floodwall: \$130M
- 1A Pump Stations: \$39M
- 1B Floodwall and Pump Stations: \$110.5M
- 1 C/D: \$92.95M





NCSRM Task Orders And Contracts

Project Element	Scheduled Award Date	Cost Estimate	Acquisition Strategy	Additional Notes
Phase 3 Design	Oct 2025	~\$10M	AE MATOC	Design to 35%
Phase 1A Newton's Creek Pump Station and Tide Gate – Design	Nov 2025	TBD	AE MATOC	Design-Bid-Build, Design to 100%
Phase 1A Harbor Park Pump Station Construction	2026	\$30-50M	City-led acquisition	Design-Build
Phase 1A Floodwall - Construction	2026/2027	\$30-75M	SATOC	Construction SATOC w/Seed Project Task Order #1 - PH 1A- Water Street , Ferry Dock , and Casino /Harbor Park
Phase 2 Design ; Phase 4 Design	2027	TBD	AE MATOC/TBD	Design to 20%

**Estimated based on timeline for utility relocations and real estate certification*



IDIQ and SATOC Solicitations

Type	Location	Lead POC	Amount	Small Business or Unrestricted	Solicitation Qtr / FY
Army Ammo Plants	Radford/ Holston	Sarah Taylor	\$240M	UR	Awarded
SB AE MATOC	VA/Regional	Sarah Taylor	\$40M	SB	Under evaluation
CM Services – Norfolk CSRM	Hampton Roads	Tom Booth	\$4M	SB	FY26
DoDEA SRM x6	Various	Alex Gusev	\$4.5M each	SB	3Q FY25
General AE (MILCON, IIES, Cemetery, SRM)	Various	Sarah Taylor	\$249M	TBD	3Q FY26 (T)
Civil Works AE (CSRM Support)	TBD	Sarah Taylor	\$249M	TBD	2Q FY27 (T)
ANC Entry Corridor Design – SATOC	ANC	Sarah Taylor	\$50M	TBD	3Q FY26 (T)
Hydro/Land Survey	VA/Regional	Miguel Lopez-Rivera	\$6M	SB	4Q FY26 (T)

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



Existing IDIQS (A/E General)

Prime AE Group, Inc

Ed Chamberlayne, PhD, PE, F.SAME
ed.chamberlayne@primeeng.com
410-862-0911

Woolpert-RS&H, LLC

Doug Brown, PE, PMP, LEED AP BD+C JV
Doug.Brown@woolpert.com
618-632-2825

Benham-Stanley, LLC

Terry Karras, AIA, LEED AP
terry.karras@benham.com
314-315-8510

Burns and McDonnell Engineering Company, Inc.

Jerry Q. Jorge, PMP
jjorge@burnsmcd.com
757-317-2538

AECOM Technical Services, Inc

W. Lee Hopson Jr., PE, PMP, LEED AP
lee.hopson@aecom.com
757-306-6770

Clark Nexsen-CH2M Hill JV

Danny E. Walker, AIA, DBIA
dwalker@clarknexsen.com
757-376-2829

Note: Expires 6/27



Existing Specific IDIQs

Operations and Navigation Support

Hydrographic Survey

Waterways (exp. 9/25)

James River Dredging

Cottrell (exp. 10/25)

Craney Island Earthwork

Three Oaks (exp. 8/27)

Norfolk Harbor Environmental Sampling

EA Engineering (exp. 9/26)

Vessel Repair (exp. 8/26)

Colonna Shipyard

Fairlead Boatworks

Lyon Shipyard

Severn Yachting Center

ANC Southern Expansion Design (stand-alone, exp. 12/29)

HNTB

Gregg Schwieterman
gschwieterman@hntb.com
(804) 895-3780

Army Ammunition Plants A/E IDIQ (exp. 8/30)

Benham-WSP Joint Venture

NAME

EMAIL

Phone

Black & Veatch-Zapata JV

NAME

EMAIL

Phone

Burns and McDonnell Engineering Company, Inc.

NAME

EMAIL

Phone

Tetra Tech/Mason & Hangar Joint Venture

NAME

EMAIL

Phone



Existing Construction MATOCS/IDIQS

- **DoDEA GA & AL PM/DM (exp. 3/29)**
 - Ahntech Inc.
- **DoDEA KY PM/DM (exp. 10/29)**
 - TIYA Support Services
- **DoDEA GA & SC PM/DM (exp. 3/30)**
 - Dynamic – HHS JV, LLC.
- **DoDEA NC PM/DM (exp. 6/26)**
 - ASI-Brymak
- **DoDEA West Point PM/DM (exp. 9/27)**
 - Ahntech Inc.
- **DoDEA VA PM/DM (exp. 9/28)**
 - Ahntech Inc.
- **DoDEA AE IDIQ (\$ 80M) (exp. 9/29)**
 - Ewing Cole and SMMA (POC: John Capelli)
 - KZF Design (POC: Doug Marsh)
 - Schenkel & Shultz (POC: David Torbert)
 - Woolpert (POC: Doug Brown)
 - Zyscovich (POC: Michael McGuinn)
- **ANC ROADS MATOC IDIQ (exp. 6/26)**
 - Metro Paving Corp.
 - Miami Wiipica, LLC.



Acquisition Strategies

Use sole source in most cases to get contractors doing specialized or work at unique locations – very limited use

Always trying to expand the pool of contractors working with us:

- 13 new contractors added to in FY21
- 7 new contractors added to in FY22
- 3 new contractors in FY23
- 8 new contractors in FY 24

Currently no pool of MATOCS to support SRM work

- One D-B SRM Construction Contract put in place – Northern VA (Quantico, Ft. Walker (Ft. A.P. Hill), Dahlgren, DSCR)
- Looking to add a stand-alone for DSCR and/or minor JOC – self performing majority of trades
- Small Business Construction MATOC

Developing Construction Acquisition Plans to support Norfolk Coastal Storm Risk Management Program

- Phase 1A – SATOC - DBB
- Phase 1B – Stand Alone DBB

DoDEA

- SRM Construction SATOCs
 - Typically, sole source 8(a)
 - Next action potentially for Virginia Area in FY26
- North Carolina PM/DM
 - Competitive procurements
 - Typically, SB Set Aside
 - Next Action in FY26



Military Installations - MILCON

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Construction	Renovate ACP Main Gate, Ft. Eustis	Stand Alone	SB	\$10M - \$25M	Awarded
	SOF Multi-Purpose Range, Ft. Barfoot	Stand Alone	SB	\$5M - \$10M	Awarded
	West Apron Fire Pump, Langley	Stand Alone	SB (MATOC)	\$1M - \$5M	Busted Bids
	F-22 Dormitory, Langley	Stand Alone	UR	\$25M - \$100M	1Q FY26
	Active Vehicle Barriers, Back-Gate, Ft. Eustis	Stand Alone	SB	\$1M - \$5M	2Q FY26 (T)
	ACP/ Large Vehicle Inspection Fac, Langley	Stand Alone	UR	\$25M - \$100M	4Q FY26
	Air Traffic Control Tower, Ft. Eustis	Stand Alone	UR	\$20M - \$40M	2Q FY28

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



Defense Supply Center Richmond (DSCR)

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Construction	Electrification Study	Stand Alone	SB	\$.5M - \$1M	Awarded
	Overhead to Underground Powerlines	Stand Alone	SB	\$1M - \$5M	Solicited
	WH 4 Truss Repair	Stand Alone	SB	\$1M - \$5M	Awarded
	Renovate Open Shed 5	Stand Alone	SB (MATOC)	\$1M - \$5M	Busted Bid/ Cancelled
	Renovate Warehouse 66, C Office	Stand Alone	SB (MATOC)	\$1M - \$5M	Busted Bid/ Cancelled
	Replace Roof Bldg. 32	Stand Alone	SB	\$5M - \$10M	Solicited

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DSCR (FY26)

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Construction	Renovate Bldg. 45	Stand Alone	SB	\$1M - \$5M	3Q FY26
	Redesign & Repave Parking Lot 7	Stand Alone	SB	\$1M - \$5M	3Q FY26
	Install Bldg. 46 Switchgear	Stand Alone	SB	\$5M - \$10M	3Q FY26
	Redesign & Repave Parking Lot 4	Stand Alone	SB	\$1M - \$5M	4Q FY26
	Building 31, Renovation	Stand Alone	SB	\$1M - \$5M	4Q FY26
	Renovate WH 32	Stand Alone	SB	\$5M - \$10M	4Q FY26
	Replace Roof Bldg. 31	Stand Alone	SB	\$5M - \$10M	4Q FY26
	Renovate Bldg. 37	Stand Alone	SB	\$5M - \$10M	4Q FY26

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Arlington National Cemetery

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Construction	Southern Expansion (Ph III) Cemetery Expansion	Stand Alone	UR	\$100M - \$250M	Solicited
	Millenium Efflorescence Repairs	Stand Alone	SB	\$500K - \$5M	2QFY26
	Crook Walk Bridge & Sec. 37 Channel Repairs	Roads MATOC	SB	\$1M-\$1.5M	2Q FY26
	Amphitheater Repairs/ Tomb Guard Quarters	Stand Alone	SB	\$8M-\$12M	FY27
	Grant & McClellan Drive Full Depth Reconstruction	Stand Alone	SB	\$5M-\$10M	FY27
	Military Women's Memorial (MWM) Roof Repair	Stand Alone	SB	\$2M-\$10M	FY27



Interagency & Environmental Services (IIES)

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Construction	Norfolk District Emergency Ops Ctr Upgrade	TBD	SB	\$1M - \$5M	3Q FY25
	Holston Laundry Facility (DB)	Stand Alone	UR	\$10M - \$25M	Evaluating
	NASA Wallops Shoreline Protection (Beach/Breakwaters)	Stand Alone	TBD	\$25M - \$50M	2QFY26
	Holston New Water Intake Facility	Stand Alone	UR	\$25M - \$100M	1QFY26
	NSWC Carderock V-82 Renovation	Stand Alone	TBD	\$5M - \$10M	FY26
	Holston Outfall 40 and Reservoir Repair	Stand Alone	TBD	\$10M - \$25M	FY26

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FY25 Civil Works & Operations

Navigation Dredging

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Dredging	Thimble Shoal Channel, VA	Stand Alone	UR	\$25M - \$100M	Awarded
	James River Task Order 5	TO	SB	\$5M - \$10M	Awarded
	James River Task Order 6	TO	SB	\$5M - \$10M	1Q FY26
	James River FY-26 IDIQ/TASK ORDER 1	IDIQ	TBD	\$25M - \$50M	2Q FY26
	Milford Haven Jetty Repair and Dredging, VA	Stand Alone	TBD	\$5M - \$10M	4Q FY28
	Southern Branch of the Elizabeth River, VA	Stand Alone	TBD	\$1M - \$5M	Awarded
	Quinby Creek	Stand Alone	TBD	\$1M - \$5M	3Q FY26
	Little Machipongo Upland Placement Site	Stand Alone	TBD	\$1M - \$5M	4Q FY26
	Winter Harbor	Stand Alone	TBD	\$1M - \$5M	4Q FY26
	Craney Island Rehandling Basin	Stand Alone	TBD	\$5M - \$10M	3Q FY26



FY25 Civil Works & Operations Dredging

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Dredging	Craney Island Eastward Expansion Dredging Main Dike Footprint	Stand Alone	UR	\$50M - \$75M	Awarded
	Davis Creek Dredged Material Placement Site, VA	Stand Alone	TBD	\$1M - \$5M	1Q FY30
	Deep Creek, Accomack	Stand Alone	TBD	\$1M - \$5M	1Q FY27
	Parker Creek, VA	Stand Alone	TBD	\$1M - \$5M	2Q FY29
	Starlings Creek Dredged Material Placement Site, VA	Stand Alone	TBD	\$1M - \$5M	1Q FY26
	Tangier Channels, Tangier Island, VA	Stand Alone	TBD	\$1M - \$5M	1Q FY28
	Nansemond River	Stand Alone	TBD	\$1M - \$5M	3Q FY26
	Chincoteague Inlet Beneficial Use of Dredged Material	Stand Alone	TBD	\$1M - \$5M	1Q FY27
	WCV Lewis Creek	Stand Alone	TBD	\$1M- \$5M	1Q FY27

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FY25 Civil Works & Operations

Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Construction	Sandbridge Beach Nourishment	Stand Alone	UR	\$25M - \$50M	1QFY26
	Lynnhaven River Basin, Phase 2 Wetland	Stand Alone	TBD	\$12M - \$15M	FY26
	Great Bridge Field Office Construction	Stand Alone	SB	\$1M - \$5M	ON HOLD
	Norfolk District Pier Renovations	Stand Alone	SB	\$10M - \$25M	ON HOLD
	Craney Island Ground Improvements Design	Stand Alone	TBD	\$10M - \$25M	3Q FY26
	Great Wicomico Oyster Reef	Stand Alone	SB	\$1M - \$5M	Awarded

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Service Contracts FY25

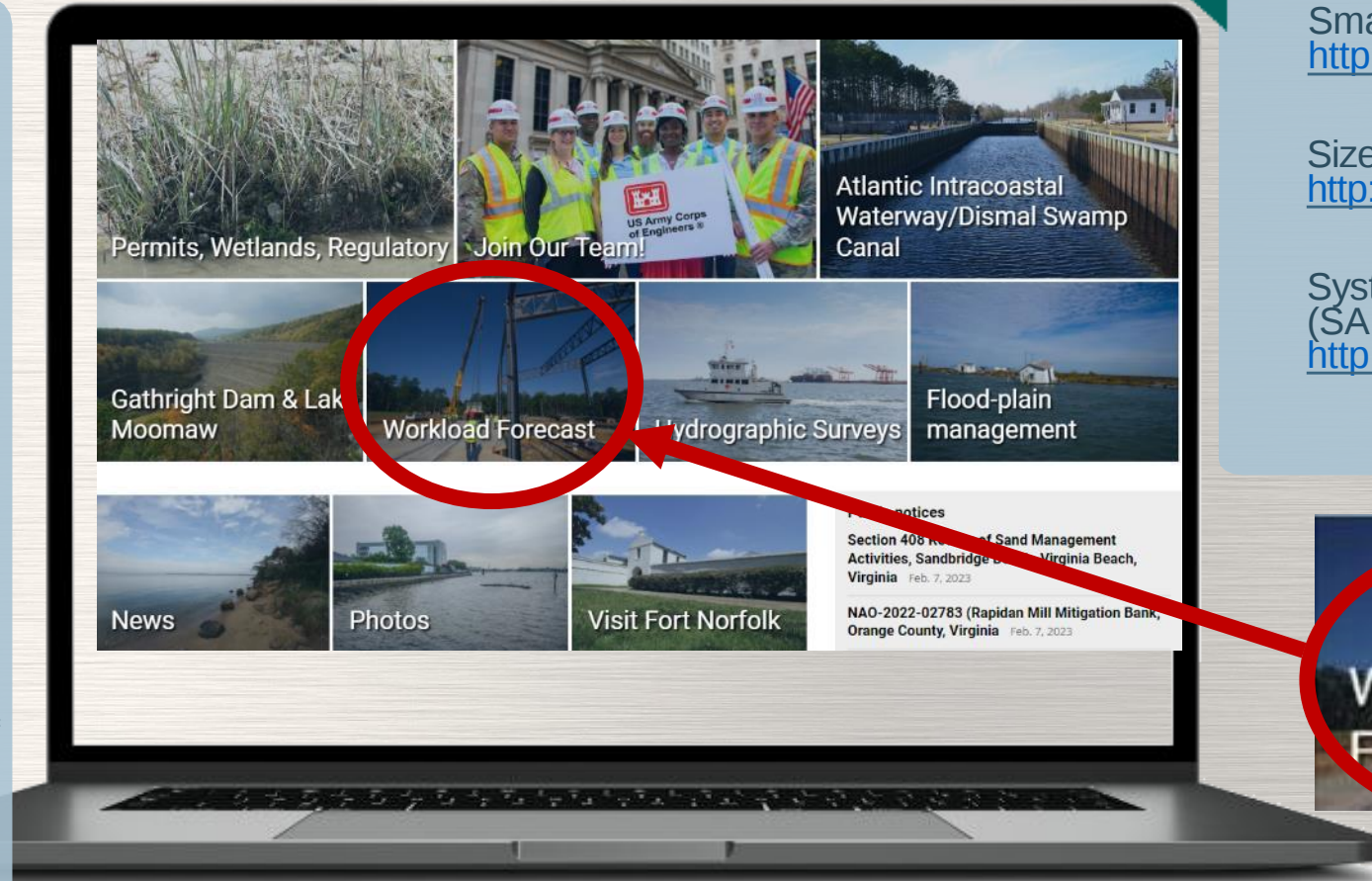
Type of Work	Project Name	Acquisition Strategy – Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr/FY
Services	Generator Maintenance – Waterfield Bldg	Stand Alone	SB	<\$1M	TBD
	HVAC Maintenance – Waterfield Bldg	Stand Alone	SB	<\$1M	FY26
	Waterfield Bldg Elevator Modernization	Stand Alone	SB	<\$1M	FY26
	Waterfield Bldg Guard Shack Roof	Stand Alone	SB	<\$1M	FY26
	Title/Closing Contract – Multiple Projects	Stand Alone	TBD	<\$1M	TBD
	Gathright Dam Water Sampling	Stand Alone	UR	<\$300k	Awarded



Current Detailed Program Brief

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](https://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](https://www.nao.usace.army.mil)



Contact Information

Mike Darrow

Deputy District Engineer

Michael.R.Darrow@usace.army.mil

757-201-7112

Katya Oxley

Chief, Contracting

Ekaterina.Oxley@usace.army.mil

757-201-7026

Cherie Kunze

Deputy for Small Business Programs

Cherie.A.Kunze@usace.army.mil

757-675-4428

John Flint

Chief, Military Branch

John.D.Flint@usace.army.mil

757-201-7328

Dave Fedroff

Chief, IIES Branch

David.A.Fedroff@usace.army.mil

757-201-7682

Matt Karlinchak

Chief, Arlington National Cemetery Branch

Matthew.S.Karlinchak@usace.army.mil

703-635-4000

Kimberly Joyner-Banty

Chief, Civil Works Branch

kimberly.g.joyner-banty@usace.army.mil

757-201-7243

Jeff Swallow

Chief, Operations Branch

jeffrey.a.swallow@usace.army.mil

757-201-7213

Scott Titus

Chief, Navigation Support Branch

scott.c.titus@usace.army.mil

757-790-3338

Michelle Hamor

Chief, Planning and Policy Branch

michelle.l.hamor@usace.army.mil

757-201-7491

Alex Gusev

Program Manager, DoDEA Design Center

Alexander.Gusev@usace.army.mil

757-201-7267

Tom Booth

Acting Chief, Engineering

thomas.c.booth@usace.army.mil

757-613-1499

Chris Adams

Acting Chief, Construction

christopher.g.adams@usace.army.mil

434-484-2887

Keith Lockwood

Chief, Water Resources Division

keith.b.lockwood@usace.army.mil

757-201-7004

Sarah Taylor

Chief, Technical Services Branch

Engineering

Sarah.M.Taylor@usace.army.mil

757-201-7478



QUESTIONS?

