

NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS FY19 PROGRAM REVIEW

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NORFOLK DISTRICT PROGRAM AND CUSTOMERS

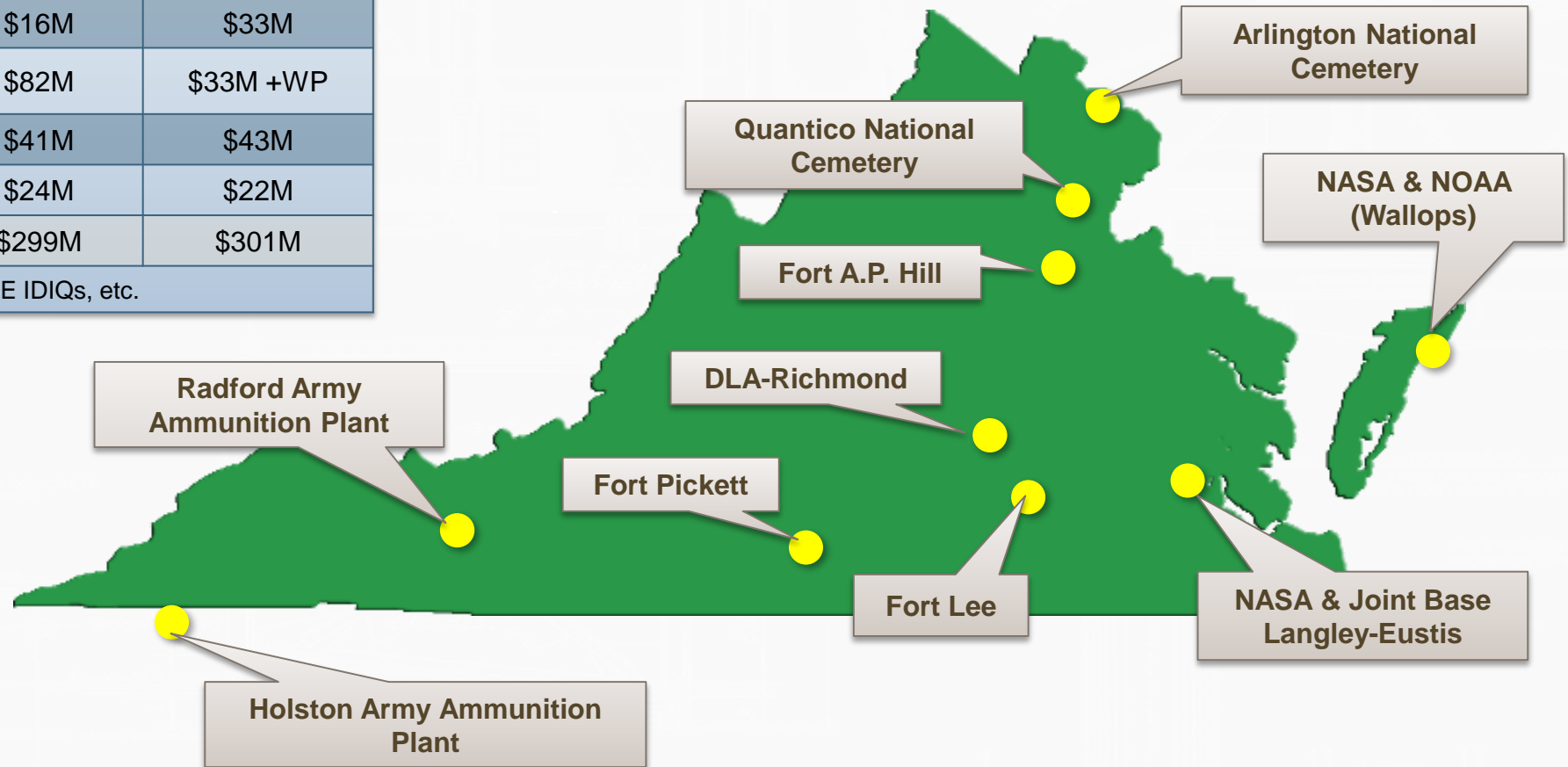


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PROGRAM SUMMARY

	FY17	FY18	FY19
MILITARY	\$150M	\$134M	\$170M
IIES	\$20M	\$16M	\$33M
CIVIL	\$56M	\$82M	\$33M +WP
ANC	\$30M	\$41M	\$43M
DoDEA	\$24M	\$24M	\$22M
	\$280M	\$299M	\$301M

*Does not include AE IDIQs, etc.





TRENDS



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- Increased work (AE & Construction) at Radford AAP + Holston AAP
- Arlington National Cemetery - \$20-30M in SRM like work - continues through 2025+
- Consistent MILCON program- 3-5/year - \$100-\$150M
- Steady Civil Works Program – Seeds for growth – Huge increase in funding last 2 years
 - Norfolk Harbor - \$15M to \$35M O+M/Year – Dredging and Craney Island work – Dike raising, spillways, etc.
 - Studies
 - Southern Branch Eliz. River and Norfolk Harbor - **Reports Done** - Starting Design - \$250M + in deepening work
 - Norfolk Coastal Storm Risk Management – \$1.4B in project for the City – Chiefs Report in December 2018
 - Commonwealth looking at 2+ other areas for new studies
- Civil Works key upcoming ---
 - Deep Creek Bridge - advertise June 19 - \$35M+ (funded)
 - Craney Island Eastern Expansion – FY19 - \$30M, FY20 - \$50M
 - Lynnhaven River Ecosystem Restoration - advertise Jan 19 - \$10M (funded)



**Our Civil Works Program - Leading the Country on SLR and Resiliency
Focus on National Economy – National Security – National Heritage**



ACQUISITION STRATEGIES



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- Most work is **competed** - limited Sole Source awards
 - Use sole source in many cases to get new contractors doing work for the Norfolk District
 - **6** Brand new contractors added to the pool in FY18... FY 19: Goal is **10**
- Currently no pool of MATOCS to support SRM like work
 - FY19/20 efforts to build more tools
- IFB most used - stand alone C-Contracts
- 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”
 - Use the RFI process with all questions on either Pre-Solicitation or Solicitation
 - Ask for clarity on the DRC if it is ambiguous
 - Respond that you can do the work - determines acquisition strategy and informs set aside decisions



SMALL BUSINESS – FY18



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Small Business Category	2018 Proposed Goals	As of 30 Sep 18	Number of Actions	Total Dollars
Small Business (SB)	33%	36.58%	362	\$85,507,754
Small Disadvantaged Business (SDB)	19%	24.76%	189	\$57,868,319
Women Owned Small Business (WOSB)	5%	3.03%	94	\$7,098,937
Service Disabled Veteran Owned Small Business (SDVOSB)	4%	12.46%	92	\$29,140,823
Historically Underutilized Business Zone (Hub Zone)	3%	9.57%	32	\$22,372,466

Reasons for Success

- Detailed Market Research
– Sources Sought – PDT Meetings
- Thoroughly Vetted Set Aside Decisions
- Met with over 100 Contractors in FY 2018
- We are accessible to hear capabilities
- Participated in Outreach Events
– averaged about 1 a month
- Conducted Several Industry Days
- Including at the District HQ

**We Want to Be Accessible to All
Overall Program High Dollar Projects Drives the Small Business Percentages**



FY19 PROPOSED OPPORTUNITIES



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DoDEA					
Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Architect/ Engineer					
Services	Facility Asset Management (5 yr. SATOC)	Basic IDIQ	Small Business (SB)	\$25M	4Q FY19
Construction	SRM IDIQ for North Carolina	Basic IDIQ	Small Business (SB)	\$1M - \$5M	2Q FY19
	SRM IDIQ for Kentucky	Basic IDIQ	Small Business (SB)	\$1M - \$5M	2Q FY19
	SRM IDIQ for SC - Stewart	Basic IDIQ	Small Business (SB)	\$1M - \$5M	2Q FY19
	SRM IDIQ for GA - AL	Basic IDIQ	Small Business (SB)	\$1M - \$5M	2Q FY19
	SRM IDIQ for Puerto Rico	Basic IDIQ	Small Business (SB)	\$1M - \$5M	2Q FY19



FY19 PROPOSED OPPORTUNITIES



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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 Quarter/Fiscal Year
Architect/ Engineer (Using Existing AE Contracts)	Boundary Wall Design A-E	Basic IDIQ	Unrestricted	\$250K - \$500K	3Q FY19
	Humphrey's Drive (AE Survey and Design)	Basic IDIQ	Unrestricted	\$250K - \$500K	2Q FY19
	VE Study Workshop Southern Expansion	Basic IDIQ	Unrestricted	\$25K - \$100K	1Q FY19
	Utility System Modeling	Basic IDIQ	Unrestricted	\$250K - \$500K	1Q FY19
	Amphitheater Exterior Cleaning Repointing	Basic IDIQ	Unrestricted	\$500K - \$1M	1Q FY19
Services					
Construction	Ord & Weitzel Gate Relocation	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	3Q FY19
	Sanitary Sewer Repairs/Relocation	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	1Q FY19
	Amphitheater Exterior Cleaning Repointing	Stand Alone Contract	Small Business (SB)	\$5M - \$10M	4Q FY19



FY19 PROPOSED OPPORTUNITIES



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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 Quarter/ Fiscal Year
Services	AIWW 2019-2024 Service Contract (5 Yrs.)	Basic IDIQ	Unrestricted	> \$10M	1Q FY19
	Norfolk Harbor Environmental Services (5yr IDIQ)	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	2Q FY19
	South Mills Bridge Painting and Structural Repairs	Stand Alone Contract	Small Business (SB)	\$100K - \$250K	2Q FY19
Construction	Sandbridge Beach Renourishment (Construction)	Stand Alone Contract	Unrestricted	> \$10M	1Q FY19
	Craney Spillbox #2 Replacement	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	1Q FY19
	Lynnhaven Ecosystem Restoration Project - Wetlands and Reef Habitat	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	1Q FY19
	Survey Field Office Upgrades	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	Virginia Beach Hurricane Protection Project	Stand Alone Contract	Unrestricted	> \$10M	1Q FY19
Dredging	Lynnhaven Inlet Maintenance Dredging	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	1Q FY19
	Maintenance Dredging Thimble Shoal Channel	Stand Alone Contract	Unrestricted	> \$10M	1Q FY19
	Norfolk Harbor Maintenance Dredging - FY-19	Stand Alone Contract	TBD	\$1M - \$5M	3Q FY19
	Rudee Inlet Maintenance Dredging	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	Oyster Channel Maintenance Dredging	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19



FY19 PROPOSED OPPORTUNITIES



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Military					
Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	DSCR - Repair WH4 Docks & Slabs	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	DSCR - Renovate Child Development Center	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	4Q FY19
	DSCR - Repair Roofs on Building 31, Bays F-M	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	4Q FY19
	DSCR - Repair Parking at Lotts Center	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	DSCR - Replace Roof, Building 54	Stand Alone Contract	Small Business (SB)	\$5M - \$10M	4Q FY19
	DSCR - Construct North Gate ACP	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	4Q FY19
	DSCR - Truck Canopy at DLA	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	DSCR - Truck Scale	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	DSCR - Scrap Yard	Stand Alone Contract	Small Business (SB)	\$250- \$500K	4Q FY19
	DSCR - Repair WH 4 Sprinklers	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	DSCR - Renovate Building WH 11	Stand Alone Contract	Small Business (SB)	> \$10M	2Q FY19
	DSCR - Renovate Building 40	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	3Q FY19
	DSCR - Improve H Road	Stand Alone Contract	Unrestricted	\$500K - \$1M	1Q FY19
	DSCR - Helipad	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	3Q FY19
	DSCR -Building 37 Repairs	Stand Alone Contract	Small Business (SB)	\$100K - \$250K	4Q FY19



FY19 PROPOSED OPPORTUNITIES



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Military					
Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	Eustis - DLA - Rpl Ground Vehicle Fuel Facility	Stand Alone Contract	Small Business (SB)	\$5M - \$10M	4Q FY19
	Eustis - DLA - Rpl Flight Line Aviation POL Yard	Stand Alone Contract	Small Business (SB)	\$5M - \$10M	4Q FY19
	DSCR - Base wide Storm Sewer Repairs IFB	Stand Alone Contract	Unrestricted	> \$10M	2Q FY19
	DSCR - Renovate Building 42 Bellwood	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	DSCR - Renovate Building 70	Stand Alone Contract	Small Business (SB)	\$25K - \$100K	2Q FY19
	DSCR - Remove Excess Water & Sewer Lines	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	2Q FY19
	DSCR - Renovate Building 201	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	2Q FY19
	DSCR - Relocate Car Wash	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	4Q FY19
	LAFB AF Targeting Center Facility	Stand Alone Contract	Unrestricted	> \$10M	1Q FY19
	LAFB Aviation Complex, C-Type for Ph 2	Stand Alone Contract	Unrestricted	> \$10M	4Q FY19
	LAFB - Fuel Systems Maintenance Dock	Stand Alone Contract	Unrestricted	> \$10M	2Q FY19
	FT AP Hill- LAMS Structure Foundation	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	1Q FY19
	Ft AP Hill - ROCA Facilities on Ranges 10,14,15, & 21	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	2Q FY19
Ft AP Hill - RPL Failing Culvert 1492	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	2Q FY19	



FY19 PROPOSED OPPORTUNITIES



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Interagency & Environmental					
Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Architect/ Engineer	Radford & Holsten Army Ammo Plant –(Design Services)	Basic IDIQ	Unrestricted	> \$10M	4Q FY19
	Radford & Holsten Army Ammo Plant (CM Svcs)	Basic IDIQ	TBD	>10M	4Q FY19
Services	Raleigh MEPS Furniture Procurement	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	4Q FY19
	Miami MEPS Furniture Procurement	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	4Q FY19
	Minnesota MEPS Furniture Procurement	Stand Alone Contract	Small Business (SB)	\$500K- \$1 M	4Q FY19
	Montgomery MEPS Furniture Procurement	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	San Antonio Meps Graphics	Stand Alone Contract	Small Business (SB)	\$250-\$500K	4Q FY19



FY19 PROPOSED OPPORTUNITIES



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Interagency & Environmental

Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Services	DSCR - Storm Water Dev Plan	Stand Alone Contract	Small Business (SB)	\$1M - \$5M	4Q FY19
	Environmental Services (all programs throughout Virginia)	Basic IDIQ	Small Business (SB)	\$1M --\$5M	4Q FY19
	Jackson MEPS Misc. Furniture	Stand Alone Contract	Small Business (SB)	< \$25K	4Q FY19
	Indianapolis MEPS Graphics	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	Milwaukee MEPS Graphics	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	Amarillo MEPS Furniture	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	Little Rock MEPS Furniture	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	Nashville MEPS Furniture	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	4Q FY19
	Jackson MEPS Misc. Furniture	Stand Alone Contract	Small Business (SB)	\$25K - \$100K	4Q FY19
	Buffalo MEPS Furniture	Stand Alone Contract	Small Business (SB)	\$500K - \$1M	4Q FY19
	Quantico Nat. Cemetery Expansion	Stand Alone Contract	Small Business (SB)	\$5M - \$10M	4Q FY19
	NOAA Wallops - Alternative Chiller Make-up Water Source	Stand Alone Contract	8(a)	\$250K - \$500K	1Q FY19
	NOAA Wallops - Road Repairs	Stand Alone Contract	Small Business (SB)	\$250K - \$500K	1Q FY19



U.S. ARMY

FY20 PROPOSED OPPORTUNITIES



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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 Quarter/ Fiscal Year
Construction	Parking Garage Phase 3	Stand Alone	Small Business (SB)	\$1M-\$5M	2Q FY20
	Security Upgrades	Stand Alone	Small Business (SB)	\$1M-\$5M	2Q FY20
	Tram Plaza Renovations	Stand Alone	Small Business (SB)	\$1M-5M	2Q FY20
	Welcome Center Renovations - Phase II	Stand Alone	Small Business (SB)	\$1M-\$5M	2Q FY20
	Amphitheater Ramp/Elevator and Interior Renovations	Stand Alone	Small Business (SB)	\$5M-\$10M	2Q FY22
	Amphitheatre Exterior Cleaning Repointing ADA Construction	Stand Alone	Small Business (SB)	\$5M-\$10M	4Q FY20
	ANC McPherson Area Road Repair Project	Stand Alone	Small Business (SB)	> \$10M	2Q FY20
	ANC Boundary Wall SATOC	Stand Alone	Small Business (SB)	\$1M-\$5M	2Q FY20
	ANC Multi-Road Repair Projects Potential MATOC FY19-FY20)	MATOC	Unrestricted	> \$10M	2Q FY20
	ANC Southern Expansion	Stand Alone	Unrestricted	>\$100M	2Q FY22



HELPFUL HINTS



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



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



CURRENT DETAILED PROGRAM BRIEF: WWW.NAO.USACE.ARMY.MIL



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ATLANTIC INTRACOASTAL WATERWAY

GATHRIGHT DAM & LAKE MOOMAW

SCIENCE, TECHNOLOGY, ENGINEERING & MATH

FLOOD PLAIN MANAGEMENT

WORKLOAD FORECAST

VISIT FORT NORFOLK

HYDROGRAPHIC SURVEYS

Latest News

Virginia Beach, Corps to host open house for Lynnhaven Ecosystem Restoration Project

The U.S. Army Corps of Engineers (USACE) and the City of Virginia Beach are hosting an

Public Notices

Menherrin River, pump station and water treatment plan

Project Nova Permit Application

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Updated
about every
other month



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Deputy District Engineer
757-201-7112

Contracting Chief
757-201-7026

Chief, Military Branch
757-201-7328

Chief, Civil Works Branch
757-201-7243

Chief, Env/IIS Branch
757-201-7682

Chief, Operations Branch
757-201-7004

Arlington National Cemetery Program Manager
757-201-7016

Deputy for Small Business Programs
757-201-7077

General Information
757-201-7606



OTHER IMPORTANT RESOURCES



US Army Corps
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Dept. of Army Office of Small Business Program

<http://www.sellingtoarmy.com>

Small Business Administration (SBA)

<http://www.sba.gov>

Subcontracting Opportunities (SBA)

http://web.sba.gov/subnet/search/dsp_searchoption.cfm

Procurement Technical Assistance Centers (PTACs) – procurement assistance

<http://www.aptac-us.org/new/index.php>