

NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS

FY20+ PROGRAM REVIEW

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Management
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**US Army Corps
of Engineers®**





PROGRAM AT A GLANCE

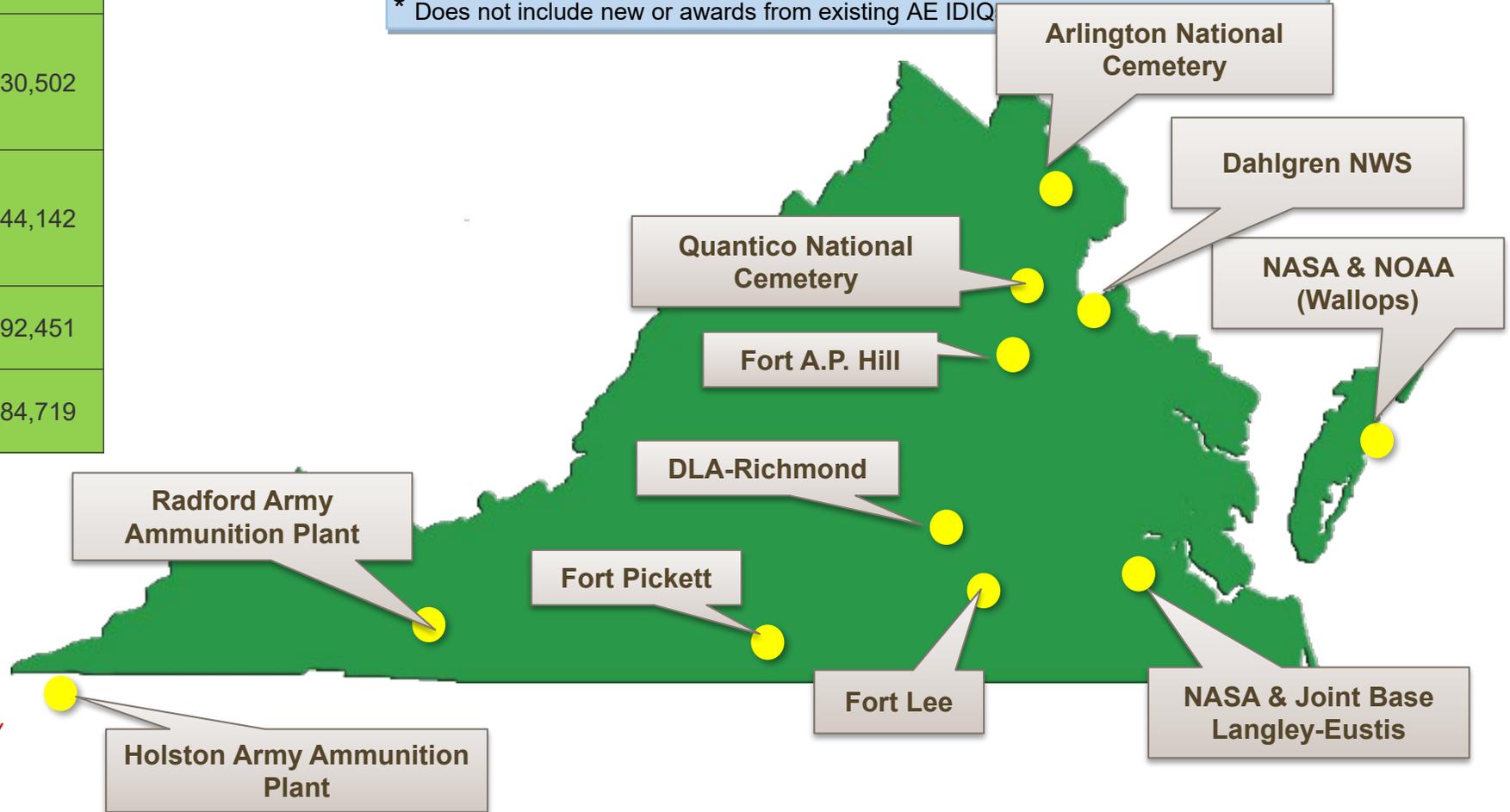


Type	NAO FY19 Goal %	Actual %	Total \$ Awarded
Small Business	33%	41.3%	\$105,284,797
Small Disadvantaged Business	19%	32.0%	\$84,330,502
Service Disabled Veteran owned SB	4%	6.5%	\$15,944,142
Women Owned SB	5%	15.3%	\$34,092,451
HUBZone	3%	10.6%	\$24,684,719

Program Summary :

	FY17	FY18	FY19	FY20
MILITARY:	\$150M	\$134M	\$118M	\$477M
IIES:	\$ 20M	\$ 16M	\$ 33M	\$ 85M
CIVIL:	\$ 56M	\$ 82M	\$ 86M	\$ 51M
ANC:	\$ 30M	\$ 24M	\$ 45M	\$ 30M
DoDEA:	\$ 24M	\$ 24M	\$ 22M	\$ 27M
	\$280M	\$280M	\$304M	\$670M

* Does not include new or awards from existing AE IDIQ



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



TRENDS/HIGHLIGHTS

New Program (AE & Construction) at Radford AAP + Holston AAP

- AE Contracts to be awarded in FY20 = \$249M
 - Will allow for use at all Ammunition GOCOs
- CM Services and Construction MATOC – FY21
- Construct Energetic Waste Incinerator (Radford) – FY20/21
- \$1B+ Program - over 5+ years

DoDEA

- Main focus is on SRM - utilizing existing IDIQs
- Less new construction – more conversion of existing schools

Arlington National Cemetery - \$20-30M In SRM like work - continues through 2025+

- Southern Expansion - \$350M total PA – June 2022 award
 - Market research beginning
- FY21 - Minor Works Projects SATOC
- FY21 - Roads MATOC
- FY21 - Boundary Wall Repairs SATOC

Civil Works Program

- Norfolk Harbor
 - \$15M to \$35M O+M/Year
 - Dredging and Craney Island work
 - Craney Island Dike Raising SATOC (\$10-25M)
 - Spillway #1 – (\$1-5M)
 - Deepening under way – PH I + II – VPA Contracts
- Tangier Jetty – Solicitation posted -6 March
- Studies
 - Norfolk Coastal Storm Risk Management – \$1.4B
 - Initial design (Geotech Utilities) of 1st Segment - Harbor Park to Downtown Floodwall
 - Awaiting new starts for other Coastal Storm Risk Studies
 - Peninsula, Virginia Beach, Eastern Shore, Tangier

MILCON

- Typical – 3-5 projects per year (\$100-150M)
- F-22 Adds (FY19/20) – 4 Projects – PA: \$186M (D-B-B)
 - Consolidate Ops/Maintenance Hanger, F22 Training Support Squadron Facility, F22 Low Observable Component Repair Fac.; Dormitory
- FY20 – 7 Projects - \$463M
 - In acquisition - AF Targeting Facility; F-22 Fuel Maintenance Dock
 - AIT PH IV - Langley Eustis
 - Bn Complex PH II/III (solicitation out)
 - NGIC SCIF Addition(solicitation out)
 - DLA DSCR Ops Center PH II





ACQUISITION STRATEGIES



- Most work is **competed** - limited Sole Source awards
 - Use sole source in many cases to get new contractors doing work for the Norfolk District
 - **10** Brand new contractors added to the pool in FY19... FY 20: Goal is **10**
- Currently no pool of MATOCS to support SRM like work
 - FY20 efforts to build more tools - SATOC for ANC
 - JOC in place to support Defense Supply Center Richmond - \$25M
- 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”
- This year - 13 SSEB – BVTO Acquisitions and New AE Selections



EXISTING AE IDIQS



Hydrographic Survey (exp. 6/23)

- Geodynamics
- Gahagan and Bryant Associates

Civil/Survey (exp. 9/22)

- Miller and Stephenson and Associates

Value Engineering (exp. 6/22)

- Strategic Value Solutions

Architect/Engineering General (exp. 3/21)

- Parsons Brinkerhoff
- Waller, Todd and Sadler Architects
- Stantec
- Woolpert-RS+H

DoDEA Architect/Engineering (exp. 8/23)

- KZF Design
- GWWO
- Schenkel Schultz
- Jacobs Government Services
- Woolpert
- Zyscovich

ANC Southern Expansion Des. (stand alone award)

- HNTB



EXISTING CONSTRUCTION MATOCS/IDIQS



JOC – DSCR (exp. 9/22)

- Ashford Leebcorp

James River Dredging IDIQ (exp. 2/21)

- Cottrell Contracting

DoDEA SRM (exp. 9/23)

- Driven Contractors
- Southeast Industrial Construction
- Prabhakar Moro

DoDEA PM/DM (exp. 9/23)

- Ahntech -SC
- Brymark Eagle Pro - KY
- Universal Services Provider – GA +AL
- Professional Engineering Concepts - PR
- Universal Services Provider - Quantico
- Brymark and Associates –West Point
- Brymark and Associates - NC

DoDEA Facility Assessments (exp. 9/23)

- Alpha Facilities Solutions



FY20 & FY21 NON-PROJECT SPECIFIC A/E IDIQ CONTRACTS



Type	Location	Lead POC	Range	Small Business or Unrestricted	Solicitation Qtr./FY
AE GENERAL	VA/ Regional	Sarah Taylor	> \$100M	UR	2Q FY20
ARMY AMMO PLANTS	Radford/ Holston	Craig Jones	> \$100M	UR	3Q FY20
ENVIRONMENTAL	VA/ Regional	Craig Jones	\$1M - \$5M	SB	3Q FY20
ARMY AMMO PLANTS CM SERVICES	Radford/ Holston	Sarah Taylor	\$5M - \$10M	TBD	4Q FY20
COMMISSIONING	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	4Q FY20
GEO-TECHNICAL	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	1Q FY21
VALUE ENGINEERING	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	3Q FY21
CIVIL	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	4Q FY21
CEMETERY CX	Worldwide	Craig Jones	\$5M - \$10M	TBD	TBD

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ANC FY20 & FY21



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	McPherson Area Road Repair Project	Stand Alone	SB	\$10M - \$25M	Open Now
	Ord and Wetzel Gate Relocation	Stand Alone	SB	\$1M - \$5M	3Q FY20
	Multi-Road Repair Projects	MATOC	UR	\$10M - \$50M	1Q FY21
	Sheridan Area Roads Repair Project	Stand Alone	SB	\$10M - \$25M	2Q FY21



Arlington National Cemetery

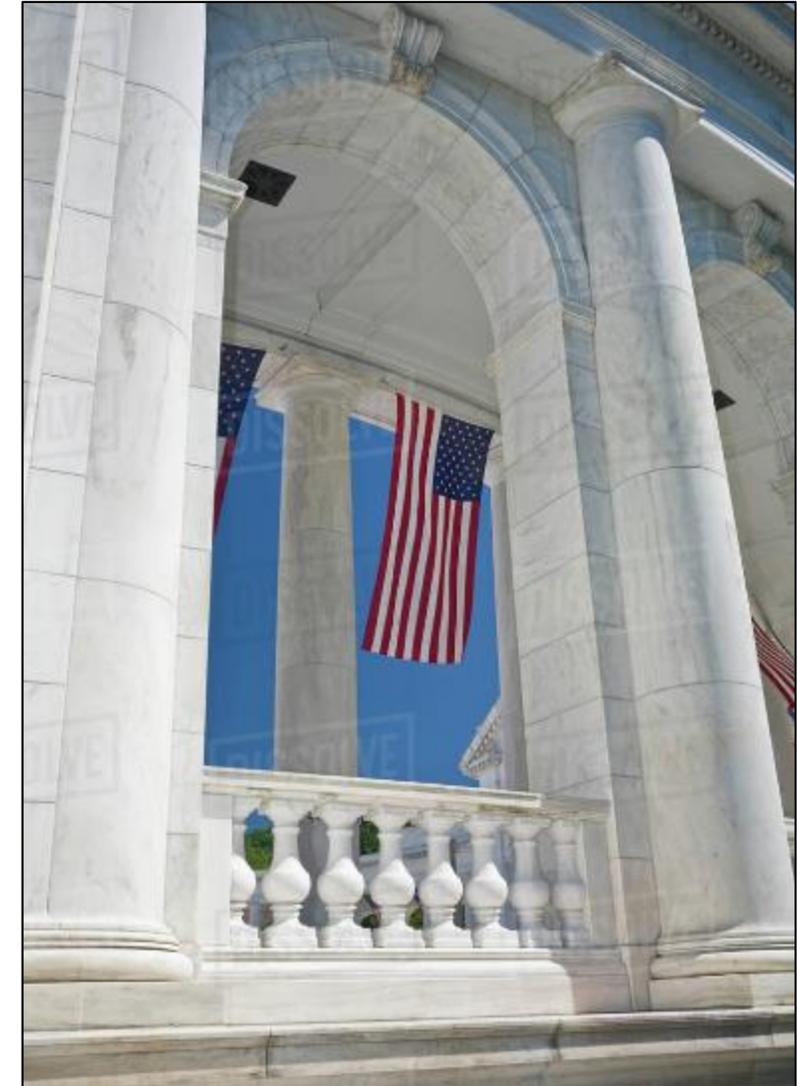
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ANC FY21 & FY22



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	Columbarium Court 9 Repairs	Stand Alone	SB	\$5M - \$10M	2Q FY21
	Boundary Wall Rehabilitation	TBD	SB	\$5M - \$10M	2Q FY21
	Southern Expansion	Stand Alone	UR	>\$100M	4Q FY21
	Amphitheater Interior Renovations	Stand Alone	SB	\$5M - \$10M	2Q FY22



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MILITARY FY20-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	Fitness Center	StandAlone	SB	\$5M - \$10M	2Q FY20
	Replace Roof, WH 44	StandAlone	SB	\$1M - \$5M	4Q FY20
	Decommission Electrical Lines	StandAlone	SB	\$1M - \$5M	2Q FY20
	Replace Roof, Bldg. 54	StandAlone	SB	\$10M - \$25M	2Q FY20
	Renovate Bldg. 11	StandAlone	SB	\$10M - \$25M	3Q FY20
	Renovate Bldg. 32 Bay M Secure Area	StandAlone	SB	\$500K - \$1M	3Q FY20
	Repair Roof on Bldg. 31, Bays F-M	StandAlone	SB	\$1M - \$5M	2Q FY21
	Remove Excess Water & Sewer Lines, DLA	StandAlone	SB	\$1M - \$5M	4Q FY21



MILITARY FY20-MISC INSTALLATIONS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Architect/Engineer	Cnstr NSWG Roof Canopy, Range 39 Breaching Fac., Ft. AP Hill	Stand Alone	SB	\$1M - \$5M	3Q FY20
Construction	Battalion Complex, Ph. 2 & 3	Stand Alone	UR	>\$100M	Solicited
	NGIC Rivanna Station Secure Admin Ops	Stand Alone	UR	\$25M - \$50M	Solicited
	Renov Bldg. 1724, Pickett	Stand Alone	SB	\$1M - \$5M	2Q FY20
	MARSOC Assessment and Selection Facility, Ft. AP Hill	Stand Alone	SB	\$1M - \$5M	3Q FY20
	AIT Barracks Complex Phase IV, Ft. Eustis	Stand Alone	UR	\$25M - \$50M	3Q FY20
	DSCR OPS Center, PH2, Richmond	Stand Alone	UR	\$50M - \$100M	3Q FY20
	Seaport Embarkation Trng. Fac., Ft. Lee	Stand Alone	SB	\$1M - \$5M	4Q FY20

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INTERAGENCY & ENVIRONMENTAL SERVICES (IIES) FY20, FY21 & FY22



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	NPS York River Shoreline Stabilization	Stand Alone	UR	\$10M - \$25M	3Q FY20
	Quantico Cemetery Expansion	Stand Alone	SB	\$10M - \$25M	3Q FY20
	Radford & Holston Army Ammo Plant (Infrastructure)	MATOC	UR	> \$100M	1Q FY22
Architect/Engineer	Radford & Holston Army Ammo Plant –(Design)	Basic IDIQ	UR	> \$100M	2Q FY20
	Radford & Holston Army Ammo Plant (CM Svcs.)	Basic IDIQ	TBD	\$10M - \$25M	2Q FY21
Service	Environmental Services (throughout Virginia)	Basic IDIQ	SB	\$1M - \$5M	2Q FY20
	Furniture for various MEPS Facilities	Stand Alone	SB	TBD	4Q FY20

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FY20 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
Construction	North Landing Bridge Electrical Modification	Stand Alone	UR	\$250K-\$500K	3Q FY20
	Craney Island Renewable	Stand Alone	UR	\$500K-\$1M	3Q FY20
	Craney Island Spillbox #1 Replacement	Stand Alone	SB	\$1M-\$5M	3Q FY20
	Lynnhaven River (Reef Restoration)	Stand Alone	SB	\$1M-\$5M	3QFY20
	Craney Island Dike Raising and Earthwork SATOC	IDIQ	SB	\$10M-\$25M	3Q FY20
	Ship Repair IDIQ	IDIQ	UR	\$1M-\$5M	4Q FY20
	Lynnhaven River (Wetland Restoration)	Stand Alone	SB	\$5M-\$10M	4QFY20
	Deep Creek Bridge Replacement	Stand Alone	UR	\$25M-\$50M	1Q FY21

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FY20 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
Dredging	Rudee Inlet	Stand Alone	UR	\$1M-\$5M	2Q FY20
	Oyster Channel Maintenance Dredging	Stand Alone	SB	\$1M-\$5M	3Q FY20
	Craney Island Sand Reclamation	Stand Alone	UR	\$1M-\$5M	3Q FY20
	Craney Island Rehandling Basin	Stand Alone	SB	\$1M-\$5M	4Q FY20
Environmental Services	Norfolk Harbor Environmental Services	IDIQ	SB	\$1M-\$5M	4Q FY20

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CURRENT DETAILED PROGRAM BRIEF



Key Resources

PTAC

Ms. Monique McWhite
Procurement Technical Assistance Center
Director mmcwhite@odu.edu (757) 683-5542

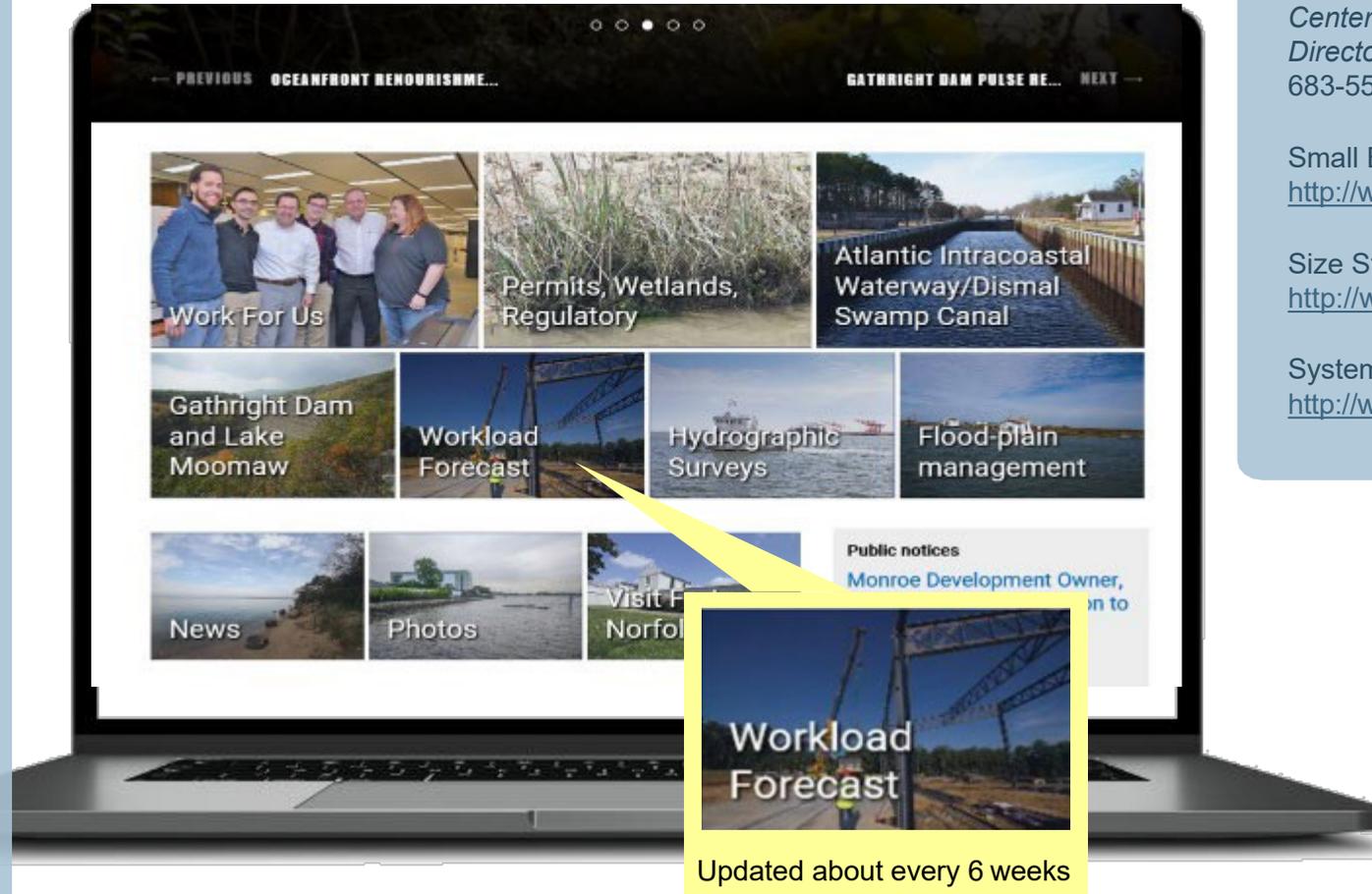
Small Business Administration
<http://www.sba.gov>

Size Standards
<http://www.sba.gov/size>

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

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.



WWW.NAO.USACE.ARMY.MIL



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QUESTIONS?



INDUSTRY FEEDBACK



WE WILL CONTINUE TO PROACTIVELY ENGAGE INDUSTRY

- 23 July 19 - AE Industry Day at District HQ
- 29 July 19 - Cost Roundtable at District HQ
- FY20 - will continue the internal sessions + ODU CEEVC; SAME SBC; Hampton Roads Post SAME SBC,

AE INDUSTRY DAY FEEDBACK

- Innovation – often first thing to go in VE Study – Need to do better at programming this in the 1391 – VE doesn't gain value – it just cuts costs up front
- Compressed design schedules - not desired, but if needed - eliminate the 65%
- On-Board Reviews - effective if done right - need to get everyone in the room
- Cyber Criteria is a concern- not well defined - we are **all** learning
- Pre-proposal meetings are extremely helpful - we will continue to do them
- BIM Models – not always shared with the construction contractor - we **will share** moving forward

COST ROUNDTABLE FEEDBACK

- Use Draft RFPs – helps contractors in bid proposals – an area where we continue to focus – **more coming**
- Share the bid data with the AEs – they need feedback on their estimates – we weren't sharing
- Government needs to better developing PA's and 1391's – everyone needs to be involved up front in the charrette's
 - current market conditions are resulting in lots of **Above the Threshold Reprograming – (lower of \$2M or 25% of PA)**
- AEs would like 2 weeks after design submittal to provide the cost estimate – will get a better number
- Why do we require CD's on BID Day? Hard to produce at last minute – computers don't have CD's – **eliminating this requirement**
- Need to do better in award process - shouldn't take months to award after BIDs are in –results in increased costs from subs
- Government needs to better communicate ATRs and timelines – **Can we inform all of apparent winner at start of ATR** Process? Frees up others to pursue other work, helps winner keep subs on board – looking into a path forward to meet the intent
- Schedule isn't a good factor for evaluation in a BVTO procurement
- Options costs are inflated to account for risk – award in 120 days or do a post award mod
- Procurement strategy is a key component in a contractors go/no go decision to bid on a project