

# NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS FY20+ WORKLOAD FORECAST

DECEMBER 2019/JANUARY 2020



US Army Corps  
of Engineers®



*Craney Island Dredged Material Management Area*



# SMALL BUSINESS – FY19

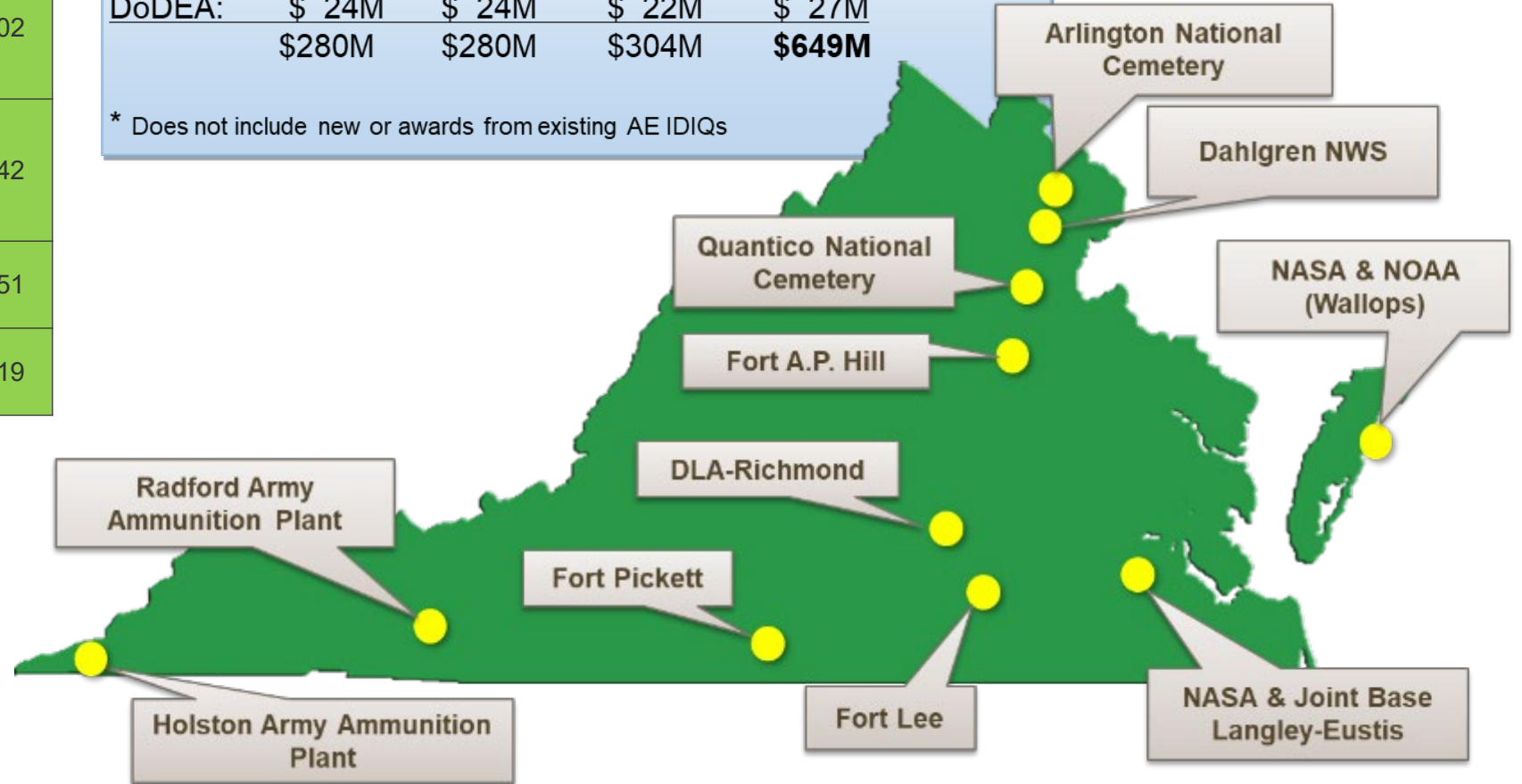


Type	NAO FY19 Goal %	Actual %	Total \$ Awarded
Small Business	33%	41.3%	\$105,284,797
Small Disadvantaged Business	19%	32.0%	\$84,330,502
Service Disabled Veteran owned SB	4%	6.5%	\$15,944,142
Women Owned SB	5%	15.3%	\$34,092,451
HUBZone	3%	10.6%	\$24,684,719

### Program Summary :

	FY17	FY18	FY19	FY20
MILITARY:	\$150M	\$134M	\$118M	\$477M
IIES:	\$ 20M	\$ 16M	\$ 33M	\$ 85M
CIVIL:	\$ 56M	\$ 82M	\$ 86M	\$ 30M + Workplan
ANC:	\$ 30M	\$ 24M	\$ 45M	\$ 30M
DoDEA:	\$ 24M	\$ 24M	\$ 22M	\$ 27M
	<b>\$280M</b>	<b>\$280M</b>	<b>\$304M</b>	<b>\$649M</b>

\* 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*



# TRENDS/HIGHLIGHTS



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

- AE and CMS Contracts to be awarded in FY20 = \$200M
- Construction MATOC – FY21
- Construct Energetic Waste Incinerator (Radford) – FY20/21
- \$1B+ Program - over 5+ years

## DoDEA

- No new acquisition tools this year – AE Design; Preventive Maintenance/Demand Maintenance; SRM
- Planning 40-80 SRM Task orders against existing SRM IDIQs

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

- Southern Expansion - \$350M – June 2022 award
- FY20: SRM SATOC
- FY21: Roads MATOC; Boundary Wall SATOC

## Solid Civil Works Program

- Norfolk Harbor - \$15M to \$35M O+M/Year – Dredging and Craney Island work – Dike Raising, Spillways
- Studies
  - \* Norfolk Harbor - Report Done - Starting \$250M + in deepening work – Nov 2019
  - \* Norfolk Coastal Storm Risk Management – \$1.4B project for the City – Chiefs Report Done – Feb 19
    - Design Agreement signed - starting design of 1st Segment - Harbor Park to Downtown Floodwall
  - \* Several other areas for new Coastal Storm Risk Studies
    - Peninsula, Virginia Beach, Eastern Shore, Tangier

## Typical MILCON program - 3-5/year - \$100 - \$150M

- 2020 – 5 Projects + 2 Above Threshold Reprogramming (ATR) - \$414M Programmed Amount
- 2021\* – 1 Project - \$19M Programmed Amount
- 2022 – 1 Project - \$46M
  - \* Plus 4 new MILCONs at Langley AFB - F-22 Related - \$220M



# 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 or specialized skills
- 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
- FY21—construction MATOC—likely SB
- 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 BVT0 – 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





# INDUSTRY FEEDBACK



## We continue to proactively engage Industry

- **23 July 19** - AE Industry Day at District HQ
- **29 July 19** - Cost Roundtable at District HQ
- **9 October 19** - “How to Do Business with the Corps”
- **16-18 October 19** - WEDA Conference
- **23-24 October** - FEDCON/The Summit, Wilmington, NC
- **7 November 19** - ProcureCon SAME (Northern VA Chapter)
- **19-22 November 19** - Small Business Conference/SAME
- **5 December 19** - “Sea Level Rising” Forum
- **12 February 20** - SAME (Hampton Roads) Monthly Luncheon and Industry Workshop (USACE, NAVFAC, USCG)
- **19-20 March 20** - SAME Small Business Outreach and Industry Day
- **29-30 June 20** - Navy Contracting Summit
- **FY20** - will continue the internal sessions

## 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



# INDUSTRY FEEDBACK



## 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 charrettes
- 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 on cost
- 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 winners 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

## 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](http://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*



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



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

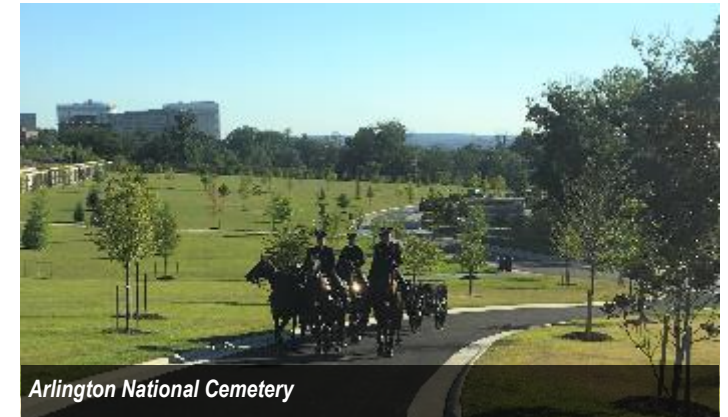
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# ANC FY20



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	Amphitheater Exterior Cleaning Repointing	Stand Alone	SB	\$1M - \$5M	1Q FY20
	McPherson Area Road Repair Project	Stand Alone	SB	\$10M - \$25M	3Q FY20
	Minor Work Projects (Maintenance)	SATOC	TBD	\$10M - \$25M	4Q FY20



Arlington National Cemetery

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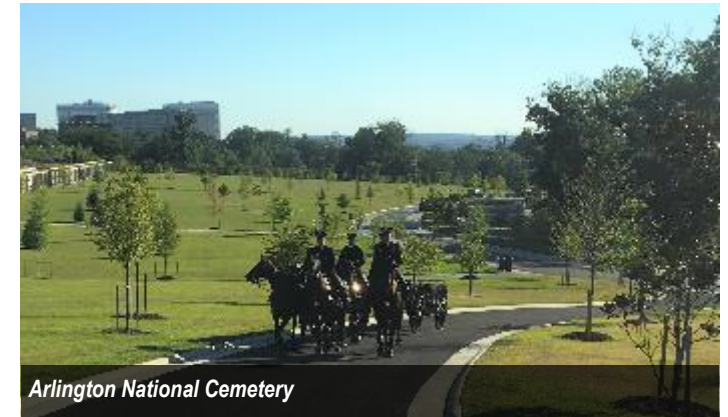




# ANC FY21 & FY22



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	Multi-Road Repair Projects	MATOC	UR	\$10M - \$50M	1Q FY21
	Boundary Wall Rehabilitation	SATOC	SB	\$5M - \$10M	1Q FY21
	Parking Garage Phase 3	Stand Alone	SB	\$1M - \$5M	2Q FY21
	Security Upgrades	Stand Alone	SB	\$1M - \$5M	2Q FY21
	Tram Plaza Renovations	Stand Alone	SB	\$1M - \$5M	2Q FY21
	Welcome Center Renovations - Phase II	Stand Alone	SB	\$1M - \$5M	2Q FY21
	Amphitheater Ramp/Elevator and Interior Renovations	Stand Alone	SB	\$5M - \$10M	2Q FY22
	Southern Expansion	Stand Alone	UR	>\$100M	2Q FY22



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# MILITARY FY20-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	Stand Alone	SB	\$5M - \$10M	1Q FY20
	Replace Roof, WH 44	Stand Alone	SB	\$1M - \$5M	1Q FY20
	Improve H Road, DLA	Stand Alone	SB	\$500K - \$1M	1Q FY20
	Parking Lot for Lotts Center at DLA	Stand Alone	SB	\$1M - \$5M	1Q FY20
	Decommission Electrical Lines	Stand Alone	SB	\$1M - \$5M	1Q FY20
	Repair WH 4 Sprinkler System	Stand Alone	SB	\$1M - \$5M	1Q FY20
	Bldg. 42 Bellwood Renovation, DLA	Stand Alone	SB	\$1M - \$5M	1Q FY20
	Replace Roof, Bldg. 54	Stand Alone	SB	\$10M - \$25M	2Q FY20
	Renovate Bldg. 11	Stand Alone	SB	\$10M - \$25M	2Q FY20
	Repair Roof on Bldg. 31, Bays F-M, Lotts Center	Stand Alone	SB	\$1M - \$5M	2Q FY20
	Renovate Bldg. 32 Bay M Secure Area	Stand Alone	SB	\$500K - \$1M	2Q FY20
	Remove Excess Water & Sewer Lines, DLA	Stand Alone	SB	\$1M - \$5M	4Q FY20

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# 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	1Q FY20
	NGIC Rivanna Station Secure Admin Ops	Stand Alone	UR	\$25M - \$50M	2Q FY20
	Add 2 <sup>nd</sup> Floor, Bldg. 1470, Dahlgren	Stand Alone	SB	\$1M - \$5M	2Q FY20
	Renov Bldg. 1724, Pickett	Stand Alone	SB	\$1M - \$5M	2Q FY20
	Demo Bldg. 243, Dahlgren	Stand Alone	SB	\$250K - \$500K	2Q FY20
	Remove Roof Tower, Bldg. 1101, Dahlgren	Stand Alone	SB	\$100K - \$250K	2Q FY20
	Seaport Embarkation Trng. Fac., Ft. Lee	Stand Alone	SB	\$1M - \$5M	2Q FY20
	MARSOC Assessment and Selection Facility, Ft. AP Hill	Stand Alone	SB	\$1M - \$5M	3Q FY20
	DSCR OPS Center, PH2, Richmond	Stand Alone	UR	\$50M - \$100M	4Q FY20
	AIT Barracks Complex Phase IV, Ft. Eustis	Stand Alone	UR	\$25M - \$50M	4Q FY20
ANG Cyber Ops Facility, Langley	Stand Alone	UR	\$10M - \$25M	TBD	

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# INTERAGENCY & ENVIRONMENTAL SERVICES (IIES) FY20 & FY21



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	NASA Wallops Island Beach Renourishment	Stand Alone	UR	\$10M - \$25M	1Q FY20
	NPS York River Shoreline Stabilization	Stand Alone	UR	\$10M - \$25M	3Q FY20
	Radford & Holston Army Ammo Plant (Infrastructure)	MATOC	UR	> \$100M	1Q FY21
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	3Q FY20
	Furniture for various MEPS Facilities	Stand Alone	SB	TBD	4Q FY20

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# FY20 CIVIL WORKS & OPERATIONS

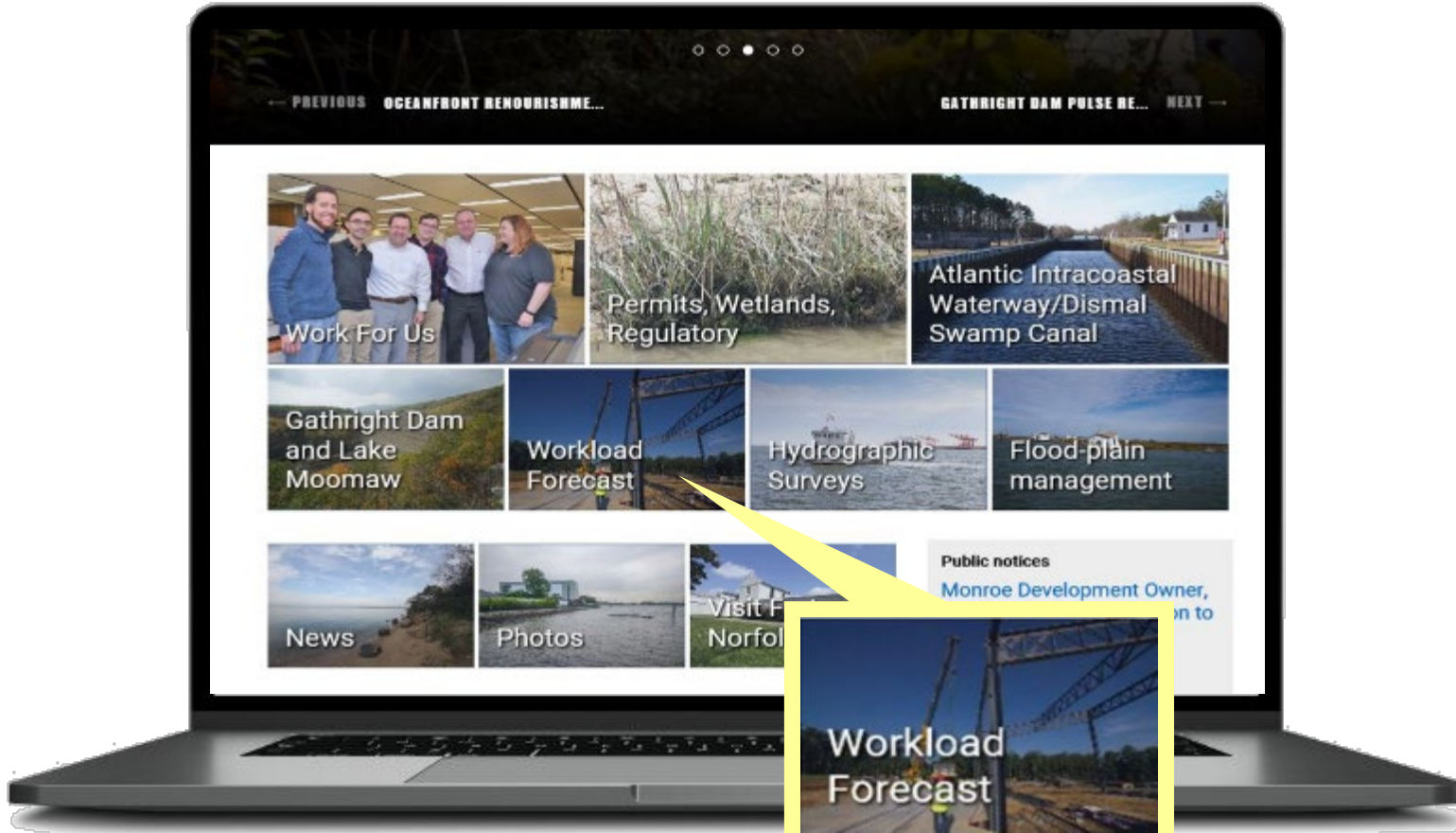


Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	North Landing Bridge Electrical Modification	Stand Alone	UR	\$250K-\$500K	1Q FY20
	Ship Repair IDIQ	IDIQ	UR	\$1M-\$5M	1Q FY20
	Craney Island Renewable	Stand Alone	UR	\$500K-\$1M	2Q FY20
	Craney Island Spillbox #1 Replacement	Stand Alone	SB	\$1M-\$5M	3Q FY20
	Craney Island Dike Raising and Earthwork SATOC	IDIQ	SB	\$10M-\$25M	3Q FY20
Dredging	Rudee Inlet	Stand Alone	UR	\$1M-\$5M	1Q FY20
	Waterway on the Coast of VA	Stand Alone	SB	\$1M-\$5M	1Q FY20
	Oyster Channel Maintenance Dredging	Stand Alone	SB	\$1M-\$5M	2Q FY20
	Craney Island Sand	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	2Q FY20

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# CURRENT DETAILED PROGRAM BRIEF



Updated about every 6 weeks

## HELPFUL HINTS

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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>

**WWW.NAO.USACE.ARMY.MIL**



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