

NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS

FY20+ WORKLOAD FORECAST

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US Army Corps
of Engineers®





PROGRAM AT A GLANCE

Type	NAO FY 19 Goal %	Actual %	Total \$ Awarded	NAO FY20 Goal %	Actual %	Total \$ Awarded
Small Business	33%	41.3%	\$105,284,797	33%	43.41%	\$41,736,094
Small Disadvantaged Business	19%	32.0%	\$84,330,502	19%	26.63%	\$25,603,608
Service Disabled Veteran Owned SB	4%	6.5%	\$15,944,142	4%	3.24%	\$3,118,118
Women Owned SB	5%	15.3%	\$34,092,451	5%	7.16%	\$6,879,504
HUBZone	3%	10.6%	\$24,684,719	3%	12.10%	\$11,629,745

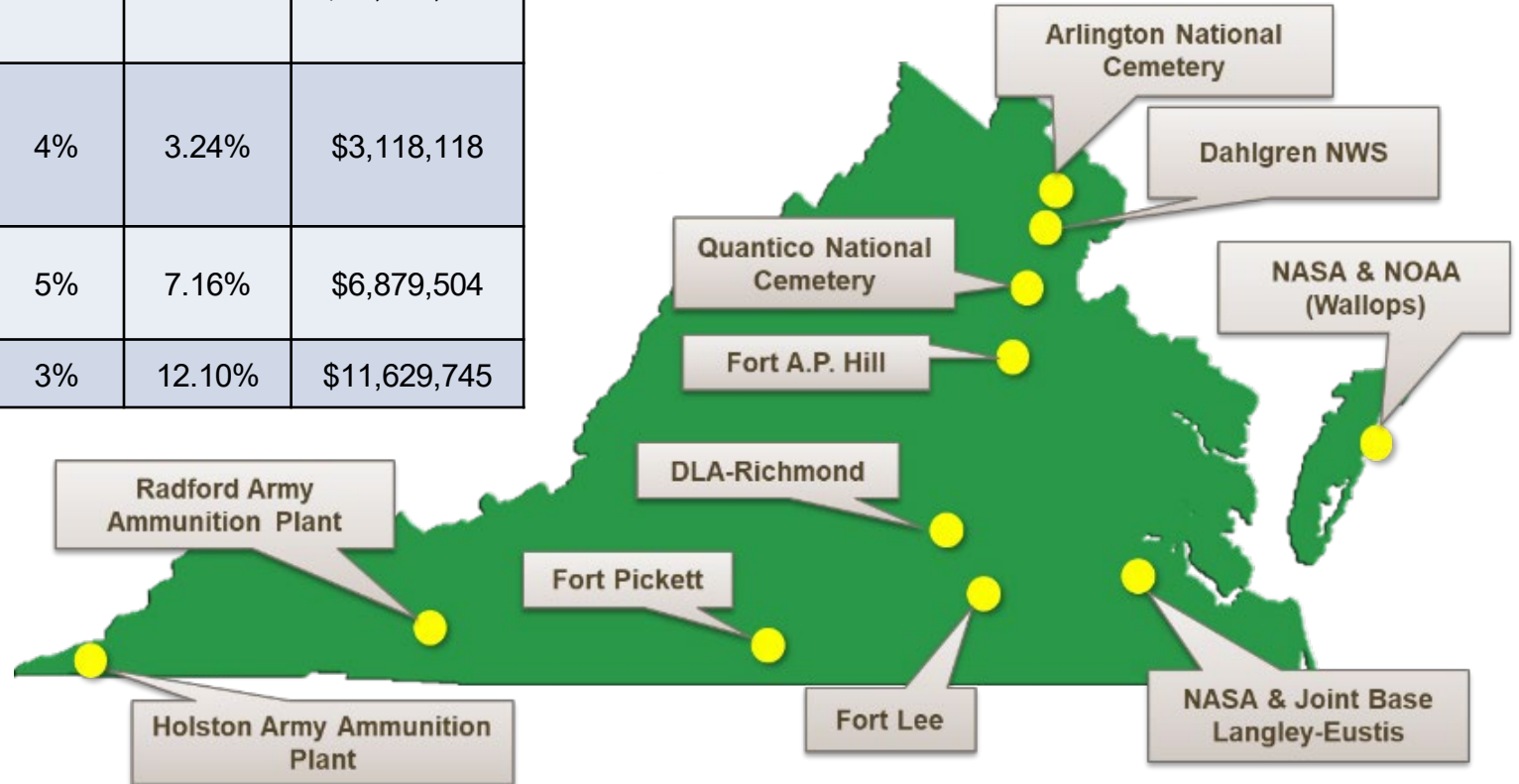
**Further Small Business socio-economic set-aside may be determined pending results of market research*



PROGRAM SUMMARY:

	FY17	FY18	FY19	FY20
MILITARY:	\$150M	\$134M	\$118M	\$477M
IIES:	\$20M	\$16M	\$33M	\$28M
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 IDIQs*





TRENDS/HIGHLIGHTS



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

- **AE and CMS Contracts to be awarded in FY21 = \$240M**
 - Will allow for use at all Ammunition GOCOs
- **Construction MATOC – TBD**
- **Construct Energetic Waste Incinerator (Radford) – 4Q FY21**
- **\$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**

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

- **Southern Expansion - \$360M total PA – June 2022 award**
 - Initial market research conducted May 2020;
 - Industry Day planned for October 2020
- **FY21 – Roads MATOC**
- **FY21 – Boundary Wall Repairs**
- **FY 21 – Columbarium Court Repairs**

Civil Works Program

Norfolk Harbor

- \$15M to \$35M O+M/Year – Dredging and Craney Island work
- Craney Island Sand Reclamation (\$1M - \$5M)
- Craney Island Dike Raising SATOC (\$10M-\$25M) –FY21
- Spillway #1 – (\$1M - \$5M) – FY21
- Deepening underway – PH I + II – VPA contracts

Lynnhaven River Basin – Ph I Wetland Restoration – Solicit 4Q FY21

Norfolk Coastal Storm Risk Management - \$1.4B construction cost, \$8M preconstruction engineering and design for initial construction

Awaiting new starts for other Coastal Storm Risk Studies – Peninsula, Virginia Beach, Eastern Shore, Tangier

MILCON

- **Typical – 3-5 projects per year (\$100M-\$150M)**
- **F-22 Adds (FY19/20) – 4 Projects – PA: \$186M (D-B-B)**
 - Consolidate Ops/Maintenance Hangar, F-22 Training Support Squadron Facility, F-22 Low Observable Component Repair Fac.; Dormitory (Advertise 2nd QTR FY21)
- **FY20 – 5 Projects - \$463M**
 - AIT PH IV – Eustis (proposals due 10 Aug)
 - Bn Complex PH II/III (evaluation phase)
 - NGIC SCIF Addition (evaluation phase)
 - DLA DSCR Ops Center PH II (evaluation phase)
- **FY21 - Resolications AF Targeting Facility; F-22 Fuel Maintenance Dock; AFNG Cyber Operations Facility**



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 – Road Repair MATOC 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 – 10 SSEB – BVTO Acquisitions and New AE Selections



EXISTING IDIQS (month/year)



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 Architect
- 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

Value Engineering (exp. 6/22)

- Strategic Value Solutions

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 – Quantico/Dahlgren, VA
- 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	3Q FY20
ARMY AMMO PLANTS	Radford/Holston	Sarah Taylor	> \$100M	UR	4Q FY21
ENVIRONMENTAL	VA Regional	Craig Jones	\$5M - \$10M	SB	3Q FY20
ARMY AMMO PLANTS CM SERVICES	Radford/Holston	Sarah Taylor	\$5M - \$10M	TBD	TBD
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

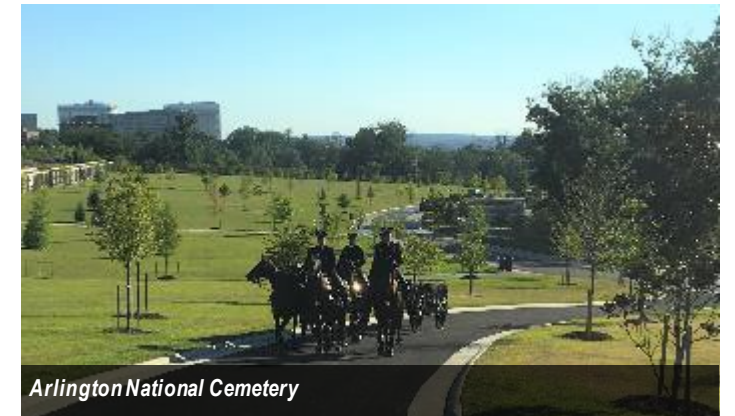
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ANC FY21 & FY22



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	Boundary Wall Rehabilitation	Stand Alone	SB	\$5M-\$10M	2Q FY21
	Multi-Road Repair Projects	MATOC	SB	\$10M-\$50M	1Q FY21
	Columbarium Court 9 Repairs	Stand Alone	SB	\$5M-\$10M	2Q FY21
	Southern Expansion	Stand Alone	UR	\$100M-\$250M	4Q FY21



Arlington National Cemetery

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



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	4Q 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	4Q FY20
	MARSOC Assessment and Selection Facility, Ft. AP Hill	Stand Alone	SB	\$1M - \$5M	1Q FY21
	AIT Barracks Complex Phase IV, Ft. Eustis	Stand Alone	UR	\$25M - \$50M	Solicited
	DSCR OPS Center, PH2, Richmond	Stand Alone	UR	\$50M - \$100M	Solicited
	Seaport Embarkation Trng. Fac., Ft. Lee	Stand Alone	SB	\$1M - \$5M	3Q FY21

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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	2Q FY21
	Quantico Cemetery Expansion	Stand Alone	SB	\$10M - \$25M	4Q FY20
	Radford AAP EW/CWP Design Build	Stand Alone	UR	> \$100M	4Q FY21
Architect/Engineer	Radford & Holston Army Ammo Plant –(Design)	Basic IDIQ	UR	> \$100M	4Q FY20
	Radford & Holston Army Ammo Plant (CM Svcs.)	Basic IDIQ	TBD	\$10M - \$25M	TBD
Service	Environmental Services (throughout Virginia)	Basic IDIQ	SB	\$10M	1Q FY21
	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	Norfolk District Pier Renovation and Repair	Stand Alone	UR	\$1M - \$5M	2Q FY21
	Craney Island Renewable	Stand Alone	UR	\$500K-\$1M	1Q FY21
	Craney Island Spillbox #1 Replacement	Stand Alone	SB	\$1M-\$5M	1Q FY21
	Lynnhaven River (Reef Restoration)	Stand Alone	SB	\$1M-\$5M	Solicited
	Craney Island Dike Raising and Earthwork SATOC	IDIQ	SB	\$10M-\$25M	2Q FY21
	Ship Repair IDIQ	IDIQ	UR	\$1M-\$5M	2Q FY21
	Lynnhaven River (Wetland Restoration)	Stand Alone	UR	\$5M-\$10M	4Q FY20
	Deep Creek Bridge Replacement	Stand Alone	UR	\$25M-\$50M	4Q 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	Norfolk Harbor Maintenance Dredging	Stand Alone	UR	\$5M - \$10M	2Q FY21
	Oyster Channel Maintenance Dredging	Stand Alone	SB	\$0.5M - \$1M	4Q FY20
	Craney Island Sand Reclamation	Stand Alone	UR	\$1M-\$5M	4Q FY20
	Craney Island Rehandling Basin	Stand Alone	SB	\$1M-\$5M	1Q FY21
	Dredging Norfolk Inner Harbor & Channels Deepening	Stand Alone	UR	\$50M - \$100M	2Q FY21
Environmental Services	Norfolk Harbor Environmental Services	IDIQ	SB	\$1M-\$5M	1Q FY21

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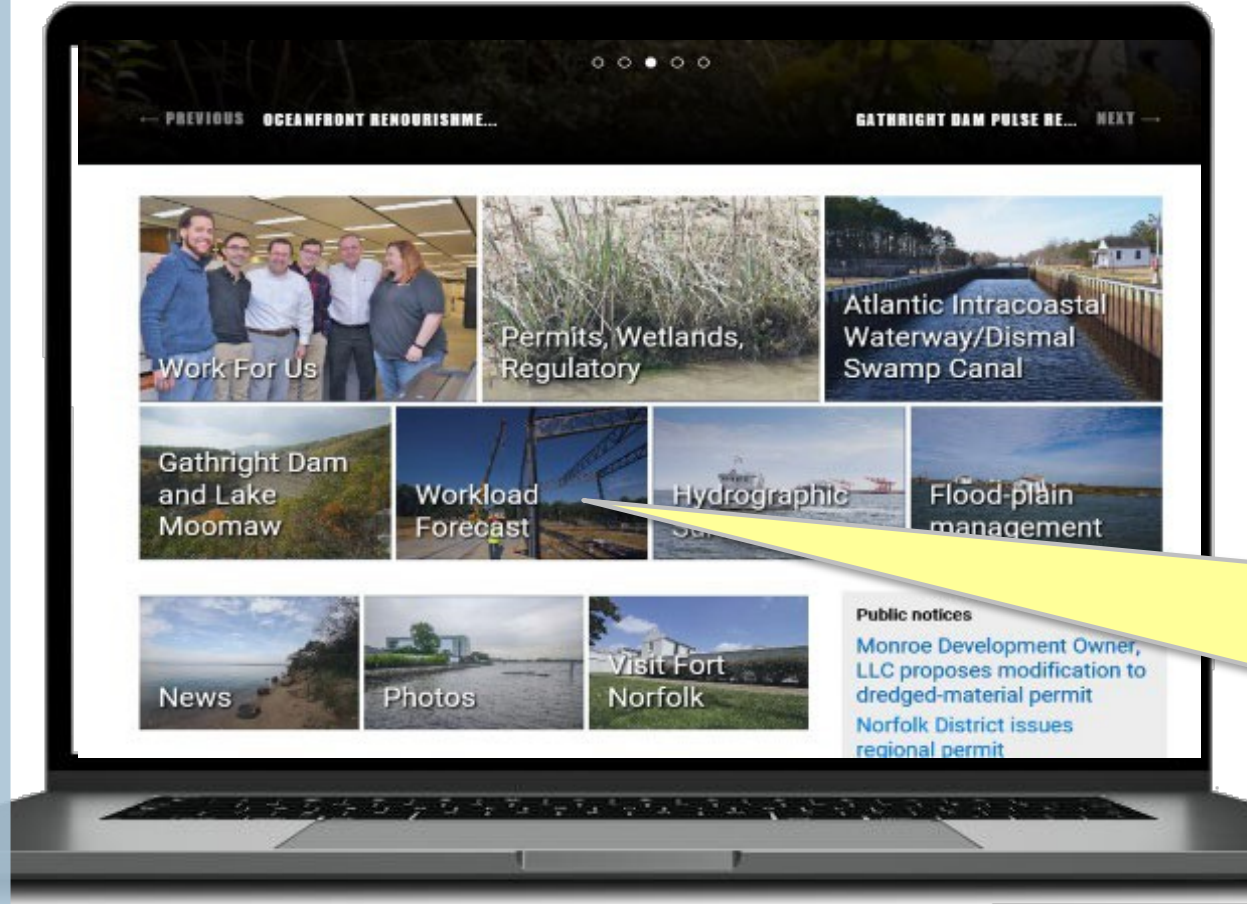


CURRENT DETAILED PROGRAM BRIEF



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.
- 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



QUESTIONS?



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INDUSTRY FEEDBACK



WE WILL CONTINUE TO PROACTIVELY ENGAGE INDUSTRY

Due to COVID-19, we are not currently scheduling any in-person engagements with industry out of an abundance of caution.

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 develop PAs and 1391s – everyone needs to be involved up front in the charrettes
 - Current market conditions are resulting in lots of Above the Threshold Reprogramming – (lower of \$2M or 25% of PA)
- AEs would like two weeks after design submittal to provide the cost estimate – will get a better number
- Why do we require CDs on BID day? Hard to produce at last minute – many computers don't have CDs – 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 contractor's go/no decision to bid on a project