Aberdeen Proving Ground Industry Day

LTC Mike Ruppert, PMP
Deputy District Commander
19 November 2014
USACE Workforce

Leverage Personnel Resources through partnering/contracting with Private Sector

~300,000 Construction Contractors on a given day

Unlimited Capability Perform 100% of Civil Works & Military Construction

~23,000 Gov’t Employees

~290 Uniformed Military

A-E Firms (5,000 employees) & Design Perform over 65% of Planning & Design
**Baltimore District:**
What are we known for?

- One of the largest and most visible military missions in the country (National Capital Region)
- Support to the Intelligence Community (NSA, DIA and others)
- Support to the Port of Baltimore and regional economy
- The Washington Aqueduct – drinking water for Washington DC
- Protection and restoration of the Chesapeake Bay
- Regional HTRW Design Center/National Military Munitions Design Center
- Regulatory oversight for natural gas industry pipelines in PA’s Marcellus Shale Formation
Mission Areas

- Flood Wall in Wyoming Valley Levee System
- Defense Logistics Agency Solar Wall
- U.S. Central Command, Afghanistan
- Fort Detrick Navy Bio-Lab
U.S. Department of Defense
Mission Support

Defense Distribution Susquehanna

Ft. Belvoir Northern Regional Medical Command

Walter Reed Military Advance Training Center

Utah Data Center
U.S. Army Mission Support

Ft. Detrick Emergency Services Center

U.S. Army Automotive Technology Evaluation Facility

U.S. Army Medical Research Institute of Infectious Diseases
WHERE WE ARE — U.S. ARMY CORPS OF ENGINEERS

LEGEND:
- Engineer Commands
- Divisions
- District HQ location
- District HQ Location
- District and Division Co-located
- Division Boundary
- District Boundary
- State Boundary

North Atlantic Division
Great Lakes & Ohio River Division
Transatlantic Division
South Atlantic Division
Northwestern Division
Southwestern Division
South Pacific Division
Pacific Ocean Division

Other Organizations:
- Engineer Research and Development Center (7 Labs)
- Engineering and Support Center, Huntsville
- Army Geospatial Center
- USACE Finance Center
- USACE Logistics Activity
- Marine Design Center
- Institute for Water Resources
- 269th Engineer Battalion (Prime Power)
- 435th Theater Engineer Command
- 421st Engineer Command
Baltimore District Missions

Real Estate

Military Support

Environmental Services

Civil Works

Emergency Management

Interagency Services

Regulatory
Military Construction

- Replace Defense Distribution Center Headquarters
- Ft. Detrick Hazardous Material Storage Building
- Ft. Belvoir Sensitive Compartmented Information Facility
- Replace U.S. Army Public Health Command Laboratory at Aberdeen Proving Ground
Military Emerging Trend: Workload Centers in FY16-19

Defense Distribution Center Susquehanna Headquarters Facility
FY15 Continental United States

- **Single Award Task Order Contract (SATOC)**
  - Project Magnitude: $103M
  - Procurement: Single Award Task Order Contract
  - Advertisement: 2\textsuperscript{nd} Quarter
  - Proposed Acquisition Strategy: Unrestricted
  - Task Order Values: $0-$10M

- **Multiple Award Task Order Contract (MATOC)**
  - Project Magnitude: $499M
  - Procurement: Multiple Award Task Order Contract
  - Advertisement: 3\textsuperscript{rd} Quarter
  - Proposed Acquisition Strategy: Unrestricted & Small Business
  - Task Order Values: $10M+
Civil Works

Borough of Plymouth Brown Creek Pump Station

Dredging the Harbor Channels

Potomac Park Levee, Washington, D.C.

Ocean City, M.D. Inlet, Isle of Wight Bay
FY15 Baltimore Harbor and Channels, MD.

Maintenance Dredging

- Project Magnitude: $10M
- Advertisement: 1st Quarter
- Proposed Acquisition Strategy: Unrestricted
FY15 Wicomico River, MD.

- **Maintenance Dredging**
  - Project Magnitude: $1M - $3M
  - Advertisement: 3rd Quarter
  - Proposed Acquisition Strategy: Small Business
Environmental Services

Former Frankford Arsenal Remediation
Spring Valley Formerly Used Defense Site
W.R. Grace Building 23 Remediation
Sturgis Decommissioning
We Support Small Business

Small Businesses play key roles in the Baltimore District
  • Planting Oyster Bars
  • Construction of Flood Risk Reduction Projects
  • Environmental Restoration Projects
  • Military and Civil Construction

The mission and vision of the Small Business Office is to strive to be stewards of the taxpayers dollars by balancing mission accomplishments and the Government’s responsibility of socio-economic development by maximizing opportunities for small businesses.

Baltimore District looks to benefit from expertise and talents from all businesses.

To view NAB’s FY 15 Forecast of Contracting Opportunities (FCO) access:
<table>
<thead>
<tr>
<th>Category</th>
<th>Dollars</th>
<th>Actual % / Statutory Goal / NAB Goal</th>
<th>USACE NAD Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$271,314,715</td>
<td>24.54% / 23% / 23%</td>
<td>41.5%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$151,869,641</td>
<td>13.73% / 5% / 10%</td>
<td>18%</td>
</tr>
<tr>
<td>8(a)</td>
<td>$31,594,701</td>
<td>No specific goal for 8(a) - 8(a) included in SDB accomplishments</td>
<td></td>
</tr>
<tr>
<td>Women-Owned</td>
<td>$59,374,617</td>
<td>5.37% / 5% / 6%</td>
<td>7%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$22,698,290</td>
<td>2.05% / 3% / 3%</td>
<td>4%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$22,874,680</td>
<td>2.07% / 3% / 3%</td>
<td>11%</td>
</tr>
</tbody>
</table>

**Total Dollars Obligated (to include SB awards):** $1,105,736,828
# FY 15 Small Business Goals

## NAB Prime Contract Awards:

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>25%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>10%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>6%</td>
</tr>
<tr>
<td>Historically Underutilized Business Zone Small Business</td>
<td>3%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>3%</td>
</tr>
<tr>
<td>Historically Black Colleges &amp; Universities/Minority Institutions*</td>
<td>2.5%</td>
</tr>
</tbody>
</table>

## USACE Subcontract Awards:

<table>
<thead>
<tr>
<th>Category</th>
<th>Goal (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>50%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>17%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>18%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>10%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>8.5%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned Small Business</td>
<td>4%</td>
</tr>
</tbody>
</table>

*Aspirational Goal*
Contracting 101

- How to do business with us
  - Register in System for Award Management database at [www.sam.gov](http://www.sam.gov)
  - Resolve any Federal Income Tax delinquencies
  - Find our projects (pre-solicitation and award notices) on Fed Biz Opps at [www.fbo.gov](http://www.fbo.gov)
  - Respond to the solicitation
  - Team with experienced firms to gain knowledge: Prime/Sub, Joint Venture
  - Understand and comply with bonding requirements for construction contracts
  - Grow your capabilities
  - Write a strong proposal
  - Request a debriefing
Determining factors in a business being selected during the bid process

- Relevancy and recency in relation to the contact requirements
- Size standards are driven by NAICS codes, which identifies a firm's small or large business status
- Firms must be registered in the System for Award Management (formerly referred to as the CCR)
- Ultimately, based on market research efforts
For More Information:

- FY 2014 Forecast of Contracting Opportunities
- Awarded IDIQ Contracts
- Federal Business Opportunities
  http://www.fbo.gov
- Federal Procurement Data System (Record of Awarded Contracts)
  http://www.fpds.gov
- Baltimore District Project Fact Sheets
  http://www.nab.usace.army.mil/About/ProjectFactSheets.aspx
For More Information:

Contracting Opportunities on Social Media

- Facebook
  http://www.facebook.com/USACEBaltimore

- Twitter
  http://www.twitter.com/USACEBaltimore

- LinkedIn
  http://www.linkedin.com/company/u-s-army-corps-of-engineers-baltimore
Overview

Contracting Mission and Opportunities

The Baltimore District Contracting Office mission is to provide comprehensive acquisition services to ensure timely execution of requirements while upholding best value, quality, ethics, and compliance.

The Baltimore District provides many business opportunities for individuals and firms, such as HubZone, Veteran Owned, Small Disadvantaged Business and Small Women-Owned businesses, in the civilian community through our engineering and construction management work.

We perform construction of new buildings, renovations, alterations and repairs, large and small, and work in partnership with architect/engineer groups from the private sector on these projects. Our work on the Military Munitions Design Center, Baltimore Harbor & Channels projects, Smith Island Environmental Restoration and Protection Projects, Chesapeake and Ohio Canal Rewatering Project, and the Middle Potomac River Watershed Assessment are just a few examples of our projects. The Corps of Engineers, Baltimore District, is rich in engineering and scientific talent, and will continue to provide partnering opportunities now and in the future.
Stay in Touch!

USACE Baltimore
U.S. Army Corps of Engineers

Headquartered adjacent to Baltimore’s Inner Harbor, the Baltimore District provides design, engineering, construction, environmental and real estate expertise to a variety of important projects and customers.

Baltimore
Contact Info

USACE Baltimore Facebook
USACE Baltimore Twitter
USACE Baltimore LinkedIn
USACE Baltimore YouTube
USACE Baltimore Flickr
USACE Baltimore Google+
USACE Baltimore Website

about.me/usace.baltimore
Points of Contact for Outreach to your Organization

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Military Program Manager
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  • Telephone: 410-962-6785

Civil Works Program Manager
► Chris Nolta
  • E-mail: Christopher.M.Nolta@usace.army.mil
  • Telephone: 410-962-3385

Environmental Program Manager
► Michael Rogers
  • E-mail: Michael. J. Rogers@usace.army.mil
  • Telephone: 410-962-2207
Integrated Program Office (IPO) POCs

APG/Ft. Detrick IPO Program Manager
► Scott Drumheller
  • E-mail: Scott.Drumheller@usace.army.mil
  • Telephone: 301-619-1925 (Ft. Detrick)
  • Telephone: 410-436-8716 (APG)

Capital Area Program Office (CAPO) Manager
► Bill Tully
  • E-mail: William.J.Tully@usace.army.mil
  • Telephone: 703-806-3015
## Rollup of Military Programs 2015

<table>
<thead>
<tr>
<th>#</th>
<th>Location</th>
<th>Description of Project</th>
<th>Projected QTR to Advertise</th>
<th>Estimated Award Amount</th>
<th>NAICS Code</th>
<th>Acquisition Strategy</th>
<th>Type of Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>NAD-Wide</td>
<td>Master Planning A&amp;E IDIQs</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; or 2&lt;sup&gt;nd&lt;/sup&gt;</td>
<td>$30M</td>
<td>541330 (up to 3 awards)</td>
<td>SBSA</td>
<td>MILCON</td>
</tr>
<tr>
<td>2</td>
<td>Ft. Belvoir, VA</td>
<td>Trailers Removal &amp; Site Restoration- Belvoir North Area</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
<td>$1-5M</td>
<td>236220</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>3</td>
<td>Ft. Belvoir, VA</td>
<td>Defense Logistics Agency-HVAC Upgrades</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
<td>$5-10M</td>
<td>238220</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>4</td>
<td>Ft. Belvoir, VA</td>
<td>Defense Logistics Agency-Replace Boilers</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt;</td>
<td>$1-5M</td>
<td>238220</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>5</td>
<td>Ft. Belvoir, VA</td>
<td>Defense Logistics Agency-Repave Parking Lot</td>
<td>3&lt;sup&gt;rd&lt;/sup&gt;</td>
<td>$5-10M</td>
<td>237310</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>6</td>
<td>Ft. Belvoir, VA/ Arlington Co, VA</td>
<td>Pentagon Sentry Program-Boundary Channel Drive Access Control Point</td>
<td>3&lt;sup&gt;rd&lt;/sup&gt;</td>
<td>$1-5M</td>
<td>236220</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>7</td>
<td>Ft. Belvoir, VA</td>
<td>INSCOM SCIF Phase 2</td>
<td>4&lt;sup&gt;th&lt;/sup&gt;</td>
<td>$100-$250M</td>
<td>236220</td>
<td>TBD</td>
<td>MILCON</td>
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<th>Acquisition Strategy</th>
<th>Type of Action</th>
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</thead>
<tbody>
<tr>
<td>8</td>
<td>Fort Meade, MD</td>
<td>Renovation of Building 4554</td>
<td>4th</td>
<td>$10-25M</td>
<td>236220</td>
<td>SBSA</td>
<td>MILCON</td>
</tr>
<tr>
<td>9</td>
<td>Ft. Belvoir, VA</td>
<td>Nolan Building Phase 2 &amp; 3</td>
<td>2nd or 3rd</td>
<td>$100-250</td>
<td>236220</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>10</td>
<td>NAD Wide/CONUS Hawaii</td>
<td>$400M MATOC</td>
<td>2nd</td>
<td>$499M</td>
<td>236220</td>
<td>UNR/SBSA</td>
<td>MILCON</td>
</tr>
<tr>
<td>#</td>
<td>Location</td>
<td>Description of Project</td>
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</tr>
<tr>
<td>1</td>
<td>APG North, MD</td>
<td>Chemical Biological Radiological Nuclear &amp; Environmental</td>
<td>2\textsuperscript{nd} or 3\textsuperscript{rd}</td>
<td>$30-50M</td>
<td>236220</td>
<td>TBD</td>
<td>MILCON</td>
</tr>
<tr>
<td>2</td>
<td>APG North, MD</td>
<td>Renovation of Bldg 4118</td>
<td>3\textsuperscript{rd}</td>
<td>$7-15M</td>
<td>236220</td>
<td>TBD</td>
<td>OMA</td>
</tr>
<tr>
<td>3</td>
<td>APG North, MD</td>
<td>Renovation of Bldg 4120</td>
<td>3\textsuperscript{rd}</td>
<td>$7-15M</td>
<td>236220</td>
<td>TBD</td>
<td>OMA</td>
</tr>
<tr>
<td>4</td>
<td>APG North, MD</td>
<td>Renovation of Bldg 4220</td>
<td>3\textsuperscript{rd}</td>
<td>$7-15M</td>
<td>236220</td>
<td>TBD</td>
<td>OMA</td>
</tr>
</tbody>
</table>
FY15 APG, Md.

- Public Health Command
  - Estimated Award Amount: $200M-250M
  - Mechanism: Design-Bid-Build
  - Advertisement: Now in source selection
  - Sub-contractor interest
FY15 APG, Md.

- 20th CBRNE; Renovation of Existing Buildings
  - Award Amount: $30M-50M
  - Mechanism: Design-Bid-Build
  - Advertisement: 2nd Quarter
  - Unrestricted
FY15 APG, Md.

- Renovation of Building 4120
  - Estimated Award Amount: $7M-15M
  - Mechanism: Design-Build
  - Advertisement: 3rd Quarter
  - Small business set aside
FY15 APG, Md.

- Renovation of Building 4220
  - Estimated Award Amount: $7M-15M
  - Mechanism: Design-Build
  - Advertisement: 3rd Quarter
  - Small business set aside
FY15 APG, Md.

- Renovation of Building 4118
  - Award Amount: $7M-15M
  - Mechanism: Design-Build
  - Advertisement: 3rd Quarter
  - Small business set aside
Looking Ahead: FY16 APG, Md.

- Renovation of Building 4504
  - Feasibility study underway
  - Estimated Award Amount: $5M-8M
  - Mechanism: Design-Build
  - Advertisement: FY16
  - Small business set aside
Looking Ahead: FY16 APG, Md.

- Renovation of Building 4508
  - Feasibility study underway
  - Estimated Award Amount: $5M-8M
  - Mechanism: Design-Build
  - Advertisement: FY16
  - Small business set aside
Questions?