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**BALTIMORE DISTRICT**

**US Army Corps of Engineers**

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### Business With Us

The Baltimore District partners with private industry, including large, medium and small firms to accomplish a diverse mission around the world. Our contracting office supports civil works, military and environmental projects.

The Army Corps of Engineers fully supports the government policy of placing a fair proportion of the Corps contracts for supplies, design engineering, construction and support services with qualified Small, Small Disadvantaged, Women-Owned, HUBZone, Service-Disabled Veteran-Owned and Veteran-Owned business. In addition, such concerns are to be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large business.

### Contacts

Name	Email	
Col. Edward Chamberlayne	edward.p.chamberlayne@usace.army.mil	Baltimore District Commander
Tamika Gray	tamika.gray@usace.army.mil	Deputy for Small Business
Mike Rogers	michael.j.rogers@usace.army.mil	Environmental & Munitions Design Center
Shelley Spayde	shelley.a.spayde@usace.army.mil	Military Programs
Chris Nolta	christopher.m.nolta@usace.army.mil	Civil Programs
Patrick Findlay	patrick.g.findlay@usace.army.mil	Real Property Services Field Office
Scott Drumheller	scott.drumheller@usace.army.mil	APG/Ft. Detrick IPO Program Manager
Bill Tully	william.j.tully@usace.army.mil	Capital Area Program Office (CAPO) Manager

### Links

- SAME Baltimore 2015
- 2015 Small Business Conference
- Industry Day 2015
- SAME - Chesapeake Post
- Industry Day 2013
- Small Business

<http://www.nab.usace.army.mil/BusinessWithUs.aspx>



# U.S. Army Corps of Engineers Baltimore District

Society of American Military Engineers – Baltimore Chapter

COL EDWARD P. CHAMBERLAYNE, P.E.  
COMMANDER AND DISTRICT ENGINEER

16 DECEMBER 2015



# We are the U.S. Army



**"The Corps' military missions support the Army as a central component to our nation's defense – prevent, shape, and win."**

LTG Thomas P. Bostick  
Commander & Chief of Engineers

- **Support the Warfighter**  
*...with cutting-edge technology, research and development.*
- **Prepare for Tomorrow**  
*...supporting the Army and the Nation in achieving our energy security and sustainability goals – reducing energy dependence, increasing energy efficiency, and adopting renewable and alternative energy sources.*
- **Transform Civil Works**  
*...as good stewards of our resources, we're providing the Nation's water resources needs through prudent investment, modernization and transformation.*
- **Manage Disaster Risks**  
*...enhancing interagency disaster response and recovery capability.*



®

# WHERE WE ARE — U.S. ARMY CORPS OF ENGINEERS



®



# AN OVERVIEW: Baltimore District

## Overview

- A full service district serving 6 states in the mid-Atlantic and National Capital regions
- Provides primary support to 14 military installations
- Manages water resources in the Susquehanna and Potomac watersheds and upper Chesapeake Bay
- Provides all drinking water to our Nation's capital
- Executes regional and national programs for USACE

## District Capabilities

- Engineering, Design, and Construction
- Environmental Services
- Dredging Federal Channels
- Dam/Levee Operations & Maintenance
- Disaster Response & Recovery
- Real Estate Services
- Value Engineering
- Hurricane Modeling
- Military Munitions Response
- Radiological Center of Expertise

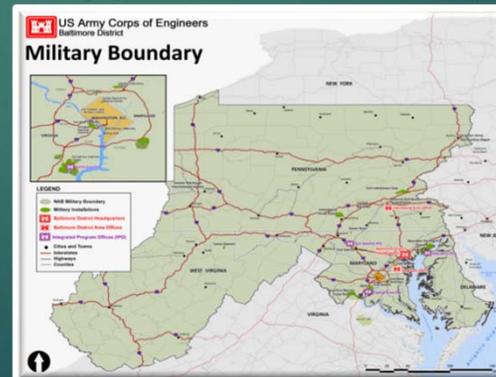
## The Numbers

- 1,100 civilian employees
- \$1.7B expenditures per year
- 290 miles of federal channels
- 15 reservoir projects
- 11 recreational projects
- 15 million+ visitor hours per year
- 600 acres of oyster habitat created
- \$16 B in flood damages prevented to date

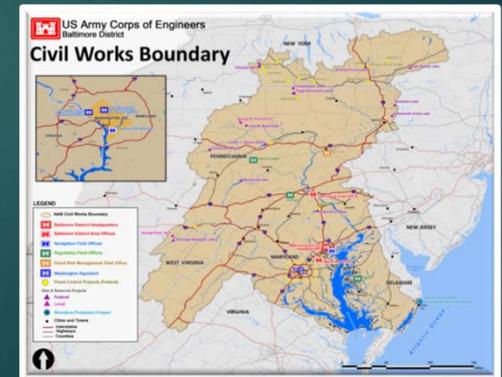


COL Chamberlayne

## Support to our Military



## Support to the Public



# Baltimore District: What are we known for?

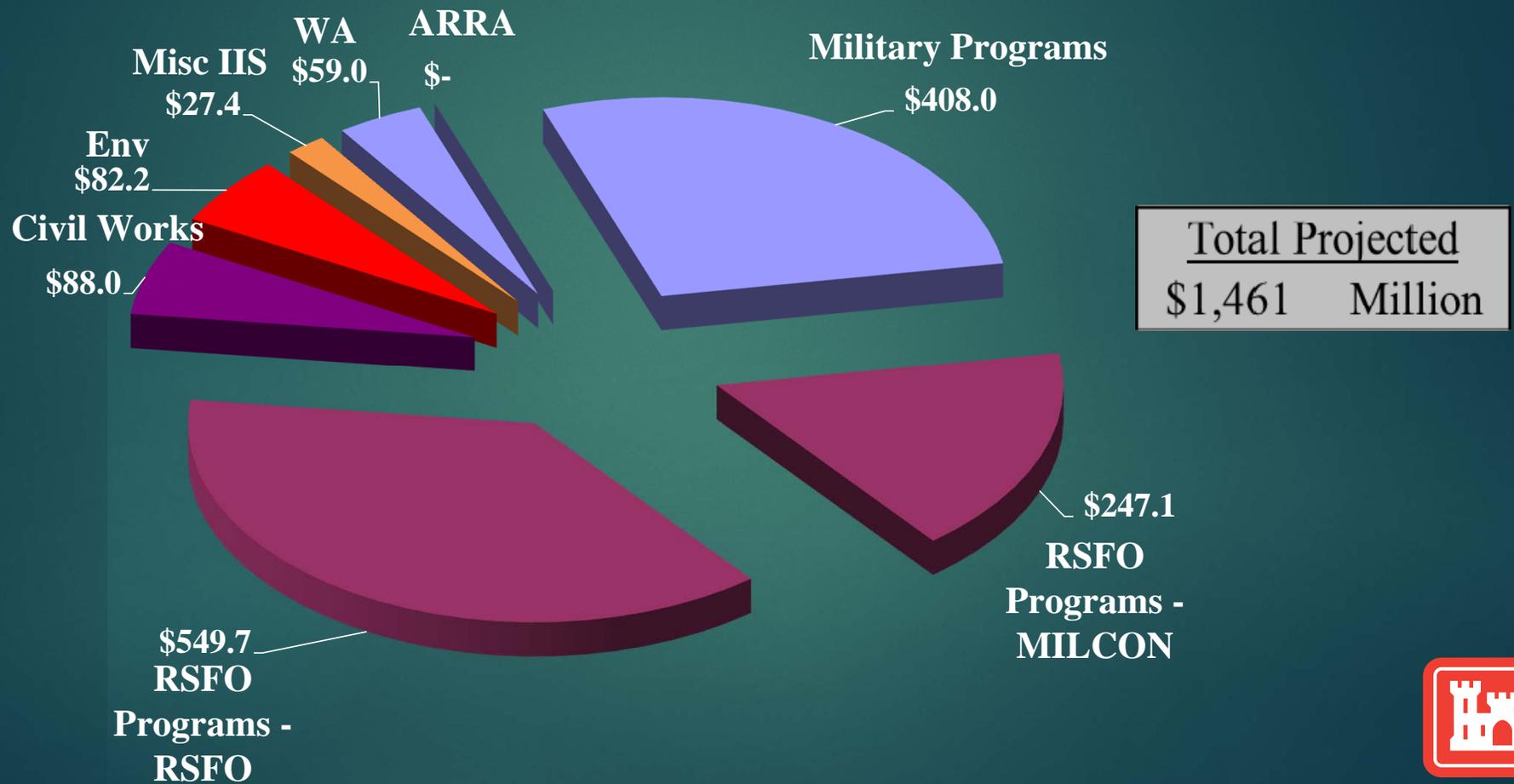


- One of the largest and most visible military missions in the country (National Capital Region)
- Support to the Intelligence Community (NSA, DIA and others)
- Support to the Port of Baltimore and regional economy
- The Washington Aqueduct – drinking water for Washington DC
- Protection and restoration 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



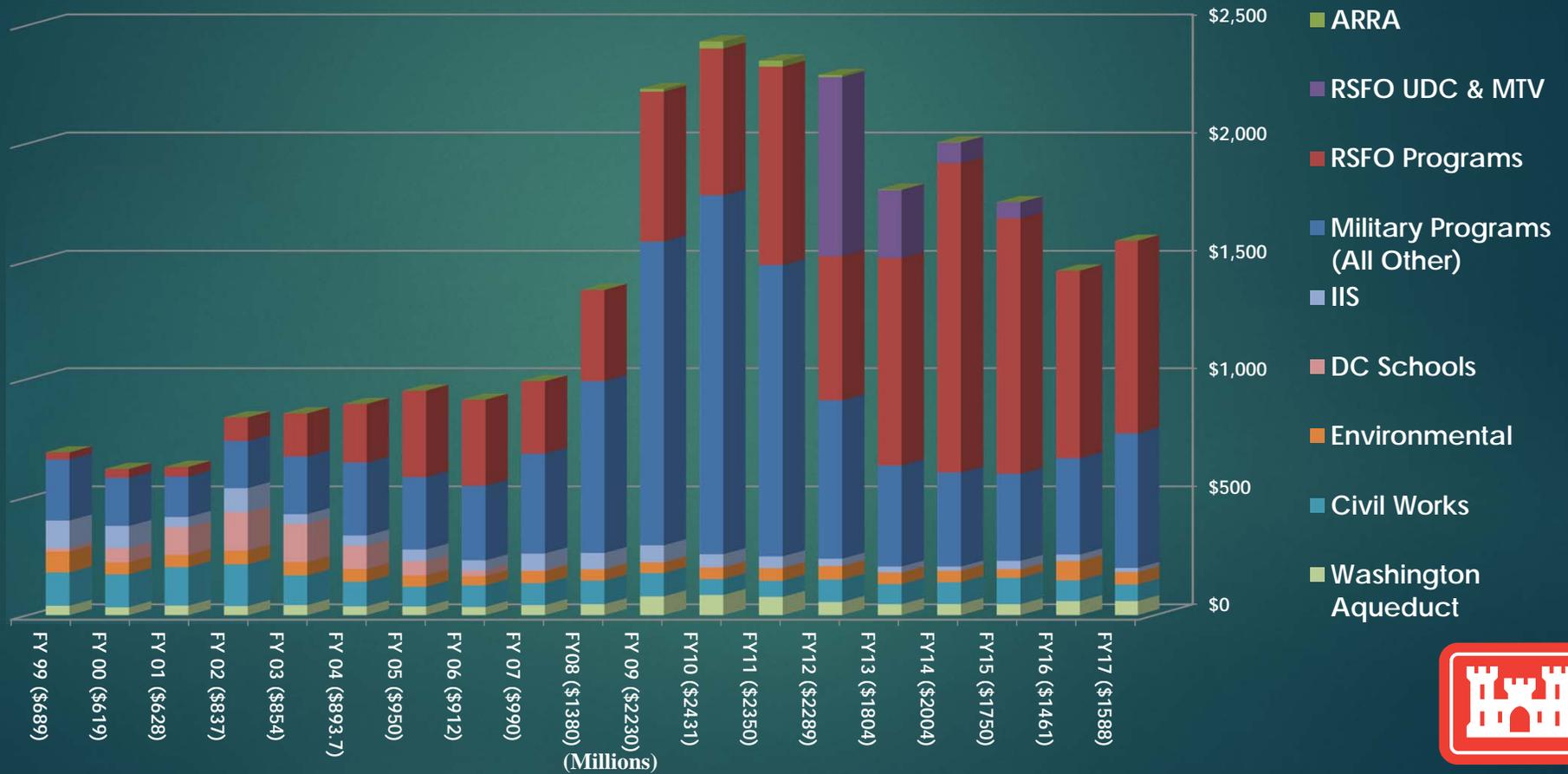
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# Financial Management Review (FMR) Baltimore District FY16 Budgeted Expenditures



# Financial Management Review (FMR)

## Workload and Workforce - FY16 Program Trends



# Webpage

**BALTIMORE DISTRICT**

**US Army Corps of Engineers**

ABOUT BUSINESS WITH US MISSIONS LOCATIONS CAREERS MEDIA CONTACT

**Kick Off of Restoration Project of Largest Remaining Freshwater Wetlands in the Washington Metropolitan Area**

Baltimore District and National Park Service team up to restore up to 100 acres of marsh within the 485-acre Dyke Marsh in Virginia.

[Press Release](#) [Project Page](#)  
[Pictures](#)

**Spring Valley**

**Regulatory & Permitting**

**Contracting Opportunities**

<http://www.nab.usace.army.mil/>



# Baltimore District Business with Us

**BALTIMORE DISTRICT**

**US Army Corps of Engineers**

Search Baltimore District

ABOUT BUSINESS WITH US MISSIONS LOCATIONS CAREERS MEDIA CONTACT

BOME > BUSINESS WITH US

### Business With Us

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Chris Nolta	christopher.m.nolta@usace.army.mil	Civil Programs
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Scott Drumheller	scott.drumheller@usace.army.mil	APG/Ft. Detrick IPO Program Manager
Bill Tully	william.j.tully@usace.army.mil	Capital Area Program Office (CAPO) Manager

### Current Baltimore District Contracting Opportunities

### Forecasted FY16 Contracting Opportunities

### Awarded Prime Contracts

### Links

- 2015 Small Business Conference
- Industry Day 2015
- SAME Baltimore
- SAME - Chesapeake Post
- Industry Day 2013
- Small Business

<http://www.nab.usace.army.mil/BusinessWithUs.aspx>



# FY 2016 Forecast of Contracting Opportunities



## U.S. Army Corps of Engineers Baltimore District's FY 2016 Forecast of Contracting Opportunities



#	Type of Action	Description of Project	Projected QTR to Advertise	Estimated Award Amount	NAICS Code	Acquisition Strategy	Location
1	CIVIL	Maintenance Dredging, Twitch Cove/Big Thorofare	1 <sup>st</sup>	\$1,000,000 - \$5,000,000	237990	SBSA <small>(as a result of market research)</small>	Smith Island— Somerset County, MD
2	CIVIL	Poplar Island Sand Stockpiling for Dike Raisings	2 <sup>nd</sup>	\$10,000,000 - \$25,000,000	237990	TBD	Talbot County, MD
3	CIVIL	Poplar Island – Spillway #1 Modification	2 <sup>nd</sup>	\$500,000 - \$1,000,000	237990	SBSA	Talbot County, MD
4	CIVIL	Oyster Substrate – Tributary	3 <sup>rd</sup>	\$1,000,000 - \$5,000,000	237990	SBSA	Middle Eastern Shore, MD
5	CIVIL	Knapps Narrows Maintenance Dredging	1 <sup>st</sup>	\$1,000,000 - \$5,000,000	237990	SBSA	Tilghman Island— Talbot County, MD
6	CIVIL	Baltimore Harbor & Channels – Maintenance Dredging	4 <sup>th</sup>	\$10,000,000 - \$25,000,000	237990	TBD	Chesapeake Bay, MD
7	CIVIL/O&M	Janitorial Services	1 <sup>st</sup>	\$500,000 - \$1,000,000	561720	SBSA <small>(as a result of market research)</small>	Raystown Lake, PA
8	CIVIL/Simplified	Vessel Repair & Maintenance	1 <sup>st</sup>	<\$150,000	336611	SBSA <small>(as a result of market research)</small>	NAB-wide
9	CIVIL/WA	Dredging & Disposal of Water Treatment Residuals	2 <sup>nd</sup>	\$1,000,000 - \$5,000,000	237990	8(a)	Dalecarlia Forebay & McMillan Reservoir Cove Area
10	CIVIL/WA	AE IDIQ	2 <sup>nd</sup>	\$5,000,000 - \$10,000,000	541330 <small>I&amp;W Brooks Act</small>	UNR/SBSA <small>Up to 4 awards - 1 SB Reserve IAW Sec. 1331 of the 108 Jobs Act of 2010, P.L. 111-240</small>	Washington, DC
11	CIVIL/WA	Clearwell & Reservoir Cleaning	3 <sup>rd</sup>	\$10,000,000 - \$25,000,000	221310	SBSA	Washington, DC
12	CIVIL/WA	McMillan Transformer/Switchgear Building Renovation	2 <sup>nd</sup>	\$1,000,000 - \$5,000,000	238210	SBSA	Washington, DC
13	CIVIL/WA	Electrical DB SATOC	2 <sup>nd</sup>	\$1,000,000 - \$5,000,000	238210	SBSA	Washington, DC
14	CIVIL/WA	Fire Protection System Improvements	1 <sup>st</sup>	\$1,000,000 - \$5,000,000	236220	SBSA <small>(as a result of market research)</small>	Washington, DC
15	CIVIL/WA	East Shaft Pumping Station Rehabilitation	1 <sup>st</sup>	\$5,000,000 - \$10,000,000	237110	UNR <small>(as a result of market research)</small>	Washington, DC



# U.S. Army Corps of Engineers Baltimore District

## Military Program Overview

SHELLEY SPAYDE, PMP  
CHIEF, MILITARY PROGRAMS

16 DECEMBER 2015



# 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 SUPPORT

## Installations\* & Key Tenants & Clients\*\*

### \*Aberdeen Proving Ground, MD

Director of Public Works  
Automotive Technology Evaluation  
Command  
Environmental, Chemical & Biological  
Command  
20th Support Signal Command  
US Army Research Institute for Chemical  
Defense

### \*Adelphi Laboratory Center, MD

Director of Public Works  
Army Research Laboratory

### \*Carlisle Barracks, PA

Director of Public Works  
U. S. Army War College  
Army Heritage Education Center

### \*Defense Distribution Susquehanna, PA

Defense Logistics Agency

### \*Fort Belvoir, VA

Director of Public Works  
Missile Defense Agency

### \*Fort Detrick, MD

Director of Public Works  
US Army Research Institute for Infectious  
Diseases  
National Interagency Bio-Defense Campus  
Space & Missile Defense Command  
National Center for Medical Intelligence  
National Museum of Health & Medicine

### \*Fort Indiantown Gap, PA

National Guard Training Center

### \*Fort McNair, Washington, DC

Director of Public Works  
National Defense University

### \*Fort Meade, MD

Director of Public Works  
Defense Activities Adjudication  
Defense Information School  
Asymmetric Warfare Group  
Defense Logistics Agency

### \*Joint Base Myer – Henderson Hall, VA

Director of Public Works

### \*Joint Base Andrews-Naval Facilities

### \*Letterkenny Army Depot, PA

Director of Public Works

### \*\*National Geospatial Agency

### \*\*Space & Missile Defense Command

### \*\*Military District of Washington

### \*\*Washington Headquarters Services

### \*\* Pentagon



# FY16 New Cumberland, PA

- Upgrade Public Safety Facility Bldg 911 in the Defense Logistics Agency Distribution Center
  - ✓ Award Amount: \$5M-\$10M
  - ✓ Mechanism: Design-Bid-Build
  - ✓ Advertisement: 3rd Quarter
  - ✓ Set Aside: Small Business



# FY16 New Cumberland, PA

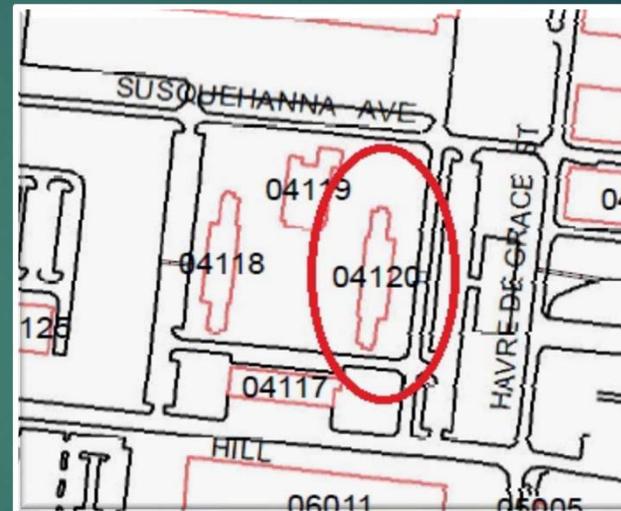
- **Install Transpired Solar Wall Panels Bldgs 82, 83, 84, 85**
  - ✓ Award Amount: \$1M-\$5M
  - ✓ Project Delivery: Design-Bid-Build
  - ✓ Advertisement: 2<sup>nd</sup> Quarter
  - ✓ Set Aside: Small Business





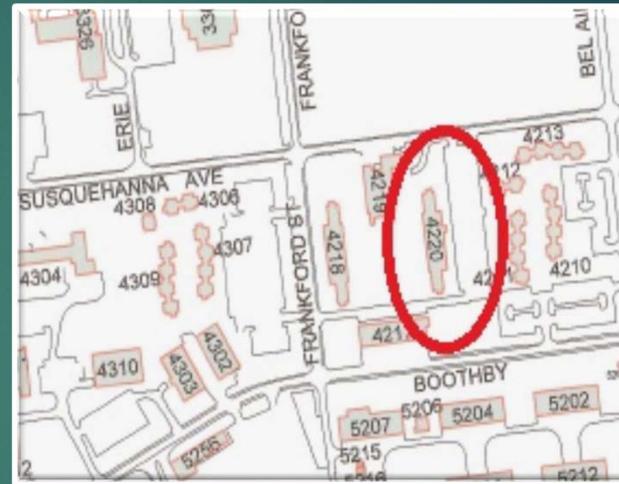
# FY16 APG, MD

- **Building 4120**
  - ✓ Estimated Award Amount: \$10M-25M
  - ✓ Mechanism: Design-Build
  - ✓ Advertisement: 3<sup>rd</sup> Quarter
  - ✓ Small Business set aside



# FY16 APG, MD

- **Building 4220**
  - ✓ Estimated Award Amount: \$10M-25M
  - ✓ Mechanism: Design-Build
  - ✓ Advertisement: 3<sup>rd</sup> Quarter
  - ✓ Small business set aside



# FY16 Fort Detrick, MD

- **SRM Program**
  - ✓ Award Amount: \$2M-5M
  - ✓ Mechanism: Design-Build
  - ✓ Advertisement: 2nd and 3<sup>rd</sup> Quarters
  - ✓ Various



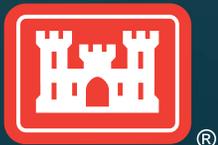
# FY16 Fort Meade, MD

- Directorate of Public Works Facility
  - ✓ Award Amount: \$5M-\$10M
  - ✓ Mechanism: Design-Bid-Build
  - ✓ Advertisement: 3rd Quarter
  - ✓ Set Aside: Small Business



# FY16 Fort Meade, MD

- **Building 8607**
  - ✓ Award Amount: \$10M-\$25M
  - ✓ Mechanism: Design-Build
  - ✓ Advertisement: 3rd Quarter
  - ✓ Unrestricted



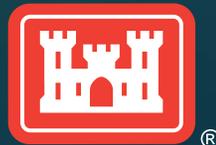
# FY16 Fort Meade, MD

- **Mapes Road Access Control Point**
  - ✓ Award Amount: \$10M-\$25M
  - ✓ Mechanism: Design-Build
  - ✓ Advertisement: 4<sup>th</sup> Quarter
  - ✓ Unrestricted



# FY16 Fort Meade, MD

- **Reece Road Access Control Point**
  - ✓ Award Amount: \$10M-\$25M
  - ✓ Mechanism: Design-Build
  - ✓ Advertisement: 4<sup>th</sup> Quarter
  - ✓ Unrestricted



# FY16 JBA, MD

- **Taxiway Whiskey**

- ✓ Estimated Award Amount: \$35M-\$55M
- ✓ Mechanism: Design-Bid-Build
- ✓ Advertisement: Fourth Quarter



# FY16 JBA Air Force Reserve Command, MD

- **SRM Projects**

- ✓ Renovate Building 3755 (459 AW HQ)
  - Design in 16 Construct in 17 (\$10M-\$25M)
- ✓ Install Prefabricated Building for Alert Crew (DB)
- ✓ Renovate Building 3613 Second Floor
- ✓ Replace Hangar Doors
- ✓ Renovate Building 3623
- ✓ Renovate Building B3744
- ✓ Add HVAC to Building 3759



# FY16 Washington HQ Services

- **Pentagon Boundary Channel Drive Access Control Point**
  - ✓ Award Amount: \$5M-\$10M
  - ✓ Project Delivery: Design-Build
  - ✓ Advertisement: 1st Quarter
  - ✓ Responses due 17 Dec



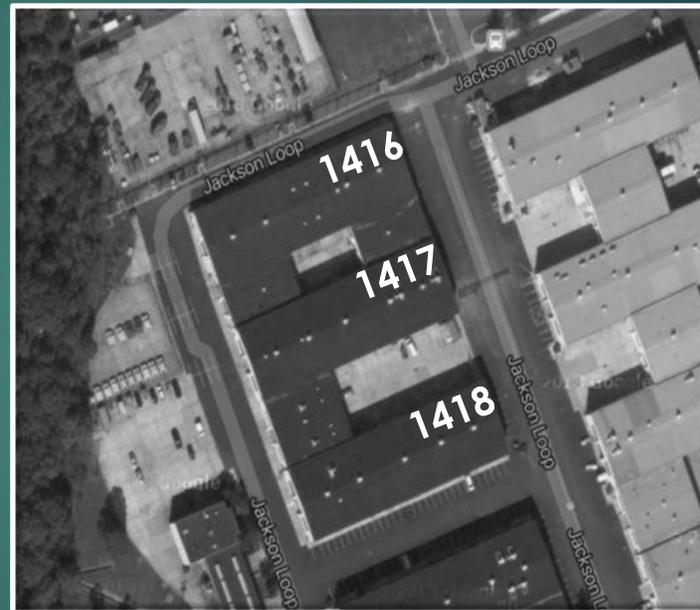
# FY16 Ft Belvoir, VA

- **Secure Operational and Administrative Facility**
  - ✓ Project Delivery: Design-Bid-Build
  - ✓ Advertisement: under source selection
  - ✓ Unrestricted



# FY16 Ft Belvoir, VA

- **249 Engineer Battalion Facility Renovation**
  - ✓ Award Amount: \$5M-\$10M
  - ✓ Project Delivery: Design-Bid-Build
  - ✓ Advertisement: 4th Quarter
  - ✓ Set Aside: Small Business



# FY16 Ft Belvoir, VA

- National Museum of the US Army Infrastructure
  - ✓ Award Amount: \$10M-\$25M
  - ✓ Project Delivery: Design-Bid-Build
  - ✓ Advertisement: 3rd Quarter
  - ✓ Unrestricted



# FY16 Ft Belvoir, VA

## Defense Logistics Agency HQ Building 2462

### Visitor Control Point (\$5M-\$10M)

- ✓ Project Delivery: Design-Bid-Build
- ✓ Advertisement: 4th Quarter
- ✓ Set Aside: Small Business

### Ground Fuel Facility (\$5M-\$10M)

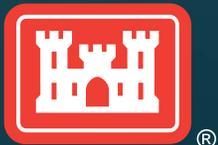
- ✓ Project Delivery: Design-Bid-Build
- ✓ Advertisement: 4th Quarter
- ✓ Set Aside: Small Business

### Parking Lot and Road repaving (\$5M-\$10M)

- ✓ Project Delivery: Design-Bid-Build
- ✓ Advertisement: 4th Quarter
- ✓ Set Aside: Small Business

### Boiler and HVAC (\$5M-\$10M)

- ✓ Project Delivery: Design-Bid-Build
- ✓ Advertisement: 4th Quarter
- ✓ Set Aside: Small Business



# FY15 Ft McNair, VA

- HVAC Upgrade, Bldg 35
  - ✓ Award Amount: \$1M-\$5M
  - ✓ Project Delivery: Design-Bid-Build
  - ✓ Advertisement: 4th Quarter
  - ✓ Set Aside: Small Business



# FY16 Ft Myer, VA

- **Upgrade Barracks Bldg 246**
  - ✓ Award Amount: \$25-\$100M
  - ✓ Project Delivery: Design-Build
  - ✓ Advertisement: 4th Quarter
  - ✓ Set Aside: TBD



# QUESTIONS?



# U.S. Army Corps of Engineers Baltimore District

## Military Program Overview

JIM SIMMS  
DEPUTY CHIEF, RSFO  
MISSION CRITICAL FACILITIES

16 DECEMBER 2015





# FY16 Fort Meade, MD

- **East Campus Vehicle Control Point 'M' (VCP M)**
  - ✓ Project Magnitude: \$10M-\$25M
  - ✓ Procurement: Design-Bid-Build
  - ✓ Advertisement: 2<sup>nd</sup> Quarter
  - ✓ Proposed Acquisition Strategy: Small Business



# FY16 Fort Meade, MD

- **ECB2**
  - ✓ Project Magnitude: \$250M-\$500M
  - ✓ Procurement: Design-Build
  - ✓ Under Source Selection
  - ✓ Proposed Acquisition Strategy: Unrestricted



# FY16 Fort Meade, MD

- U.S. Army Intelligence and Security Command (INSCOM)
  - ✓ Project Magnitude: \$25M-\$100M
  - ✓ Procurement: Design-Bid-Build
  - ✓ Advertisement: 3<sup>rd</sup> Quarter
  - ✓ Proposed Acquisition Strategy: To be determined



# U.S. Army Corps of Engineers Baltimore District

## Civil Works Program Overview

CHRIS NOLTA  
CHIEF, CIVIL PROJECTS MANAGEMENT BRANCH

16 DECEMBER 2015



# Civil Works Mission



Jennings Randolph Lake



Ecosystem Restoration



Flood Risk Management

We provide water resource planning, engineering design, and construction support.....focused on navigation, flood control and environmental restoration.

## Susquehanna and Potomac River Basins

64,000 mi<sup>2</sup> area with 7,000 miles of coastline

- **Operate and maintain:**
  - ✓ 290 miles of federal navigation channels
  - ✓ 148 miles of federal flood protection levees
  - ✓ 15 federal flood risk management dams and reservoirs
  - ✓ Over 15 million visitor hours to our recreation areas
- **Key contributions:**
  - ✓ Over \$16B in Flood Damage Prevented
  - ✓ Constructed ~600 acres of new Maryland oyster bars through 2015
  - ✓ 1,140 acres of remote islands being restored



Navigation



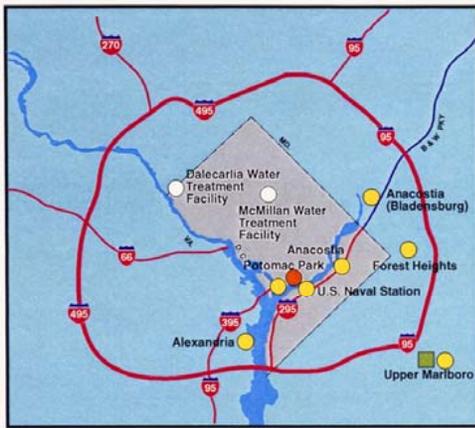
Chesapeake Bay



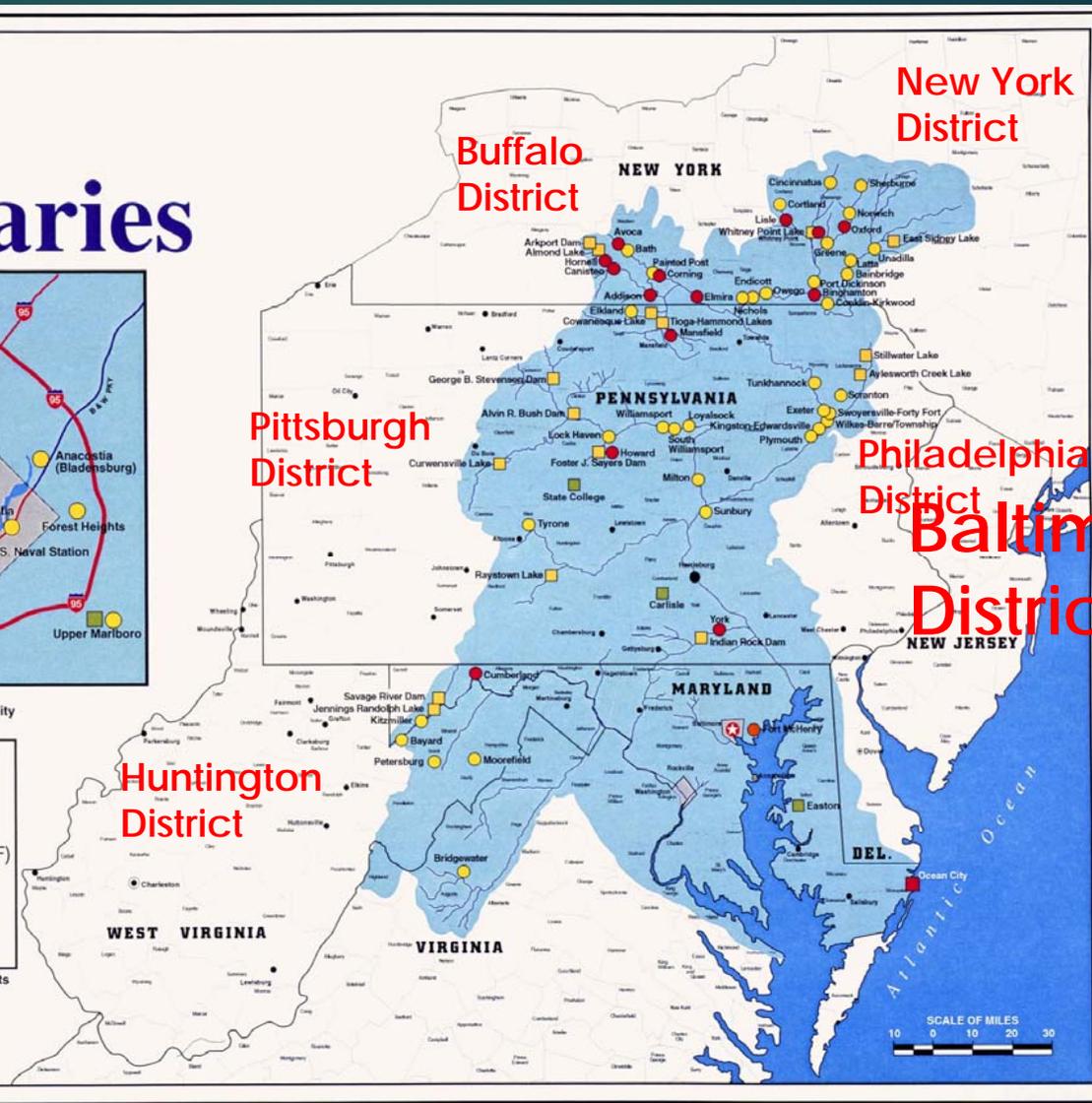
Baltimore Harbor



# Civil Boundaries



- Civil Works Boundaries
  - District Headquarters
  - Washington Aqueduct
  - Dams and Lakes
  - Local Flood Protection Projects (F)
  - Local Flood Protection Projects
  - Regulatory Field Offices
  - Navigation Field Office
  - Shoreline Protection Project
- (F) = Federally-Maintained Flood Protection Projects



# Civil Works Contract Opportunities

Description	Sub-PgM	Projected for Small Business	Estimated Contract \$ Range	Fiscal Year (FY)	Projected Qtr to Advertise
Sand Stockpiling Poplar Island, Talbot County, MD	CG	TBD	5,000,000 – 10,000,000	16	2
Spillway #1 Modification Poplar Island	CG	SB	500,000 - 1,000,000	16	2
Phase 1A Poplar Island Expansion*	CG	TBD	10,000,000 – 25,000,000	16	3
Phase 1B Poplar Island Expansion*	CG	TBD	10,000,000 – 25,000,000	16	3
Oysters Substrate-30 acres, Tred Avon River	CG	SB	1,000,000 - 5,000,000	16	3
Twitch Cove /Big Thorofare Dredging	O&M	SB	1,000,000 – 5,000,000	16	1
Knapps Narrows Dredging	O&M	SB	500,000 - 1,000,000	16	1
Baltimore Harbor & Channels MD&VA Dredging	O&M	TBD	10,000,000 – 25,000,000	16	4
East Shaft PS Rehabilitation	WAD	TBD	5,000,000 – 10,000,000	16	1
Fire Protection System Improvements	WAD	SB	1,000,000 – 5,000,000	16	1
WA Dredging Contract	WAD	SB	1,000,000 – 5,000,000	16	2
Chemical Building Roadway Improvements	WAD	SB	1,000,000 – 5,000,000	16	2
McMillan Transformer/Switchgear Bldg Renovation	WAD	TBD	1,000,000 – 5,000,000	16	2
WA A-E MATOCC	WAD	TBD	5,000,000 - 10,000,000	16	2
Georgetown Reservoir Building Improvements	WAD	TBD	1,000,000 – 5,000,000	16	2
WA Electrical DB SATOC	WAD	SB	1,000,000 – 5,000,000	16	2
Forebay Dredge System Modifications	WAD	TBD	500,000 - 1,000,000	16	3
Dalecarlia Chemical Building Electrical Upgrades	WAD	TBD	5,000,000 – 10,000,000	16	3
Clearwell & Reservoir Cleaning Contract	WAD	SB	10,000,000 – 25,000,000	16	3
North Clearwell Maintenance and Improvements	WAD	TBD	1,000,000 – 5,000,000	16	4
Rhodes Point Jetty and Breakwater, Smith Island, MD	CAP	SB	5,000,000 – 10,000,000	17	2

\* subject to appropriations

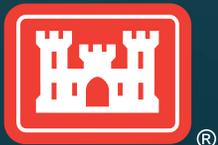


# U.S. Army Corps of Engineers Baltimore District

## Environmental Program Overview

SESH P. LAL, P.E., PMP  
CHIEF, CIVIL PROJECT MANAGEMENT  
ENVIRONMENTAL & MUNITIONS DESIGN CENTER

16 DECEMBER 2015



# Environmental Services



Former Frankford Arsenal Remediation



W.R. Grace Building 23 Remediation



Spring Valley Formerly Used Defense Site



Sturgis Decommissioning



# EMDC Organizational Roles

- **Baltimore District Environmental Program Management**
  - ✓ Program and Project Managers
  - ✓ Full Spectrum Service: Planning, Design, Construction
- **Regional HTRW Design Center**
  - ✓ One of two in North Atlantic Division (NAE/NAB)
- **National Military Munitions Design Center**
  - ✓ One of four conventional MM DC's (HNC,NWO,SPD,NAB)
- **Regional Health Physics Center of Expertise**
  - ✓ Only one in USACE, national focus



# Regional Environmental Support

Baltimore District is one of two HTRW Design Centers in NAD

★ - Baltimore, MD

★ - Boston, MA



# National Military Munitions Support

Baltimore District is one of five Military Munitions Design Centers

- Four conventional
  - ★ Huntsville, AL
  - ★ Baltimore, MD
  - ★ Omaha, NE
  - ★ South Pacific Div.
- One chemical
  - ★ Huntsville, AL



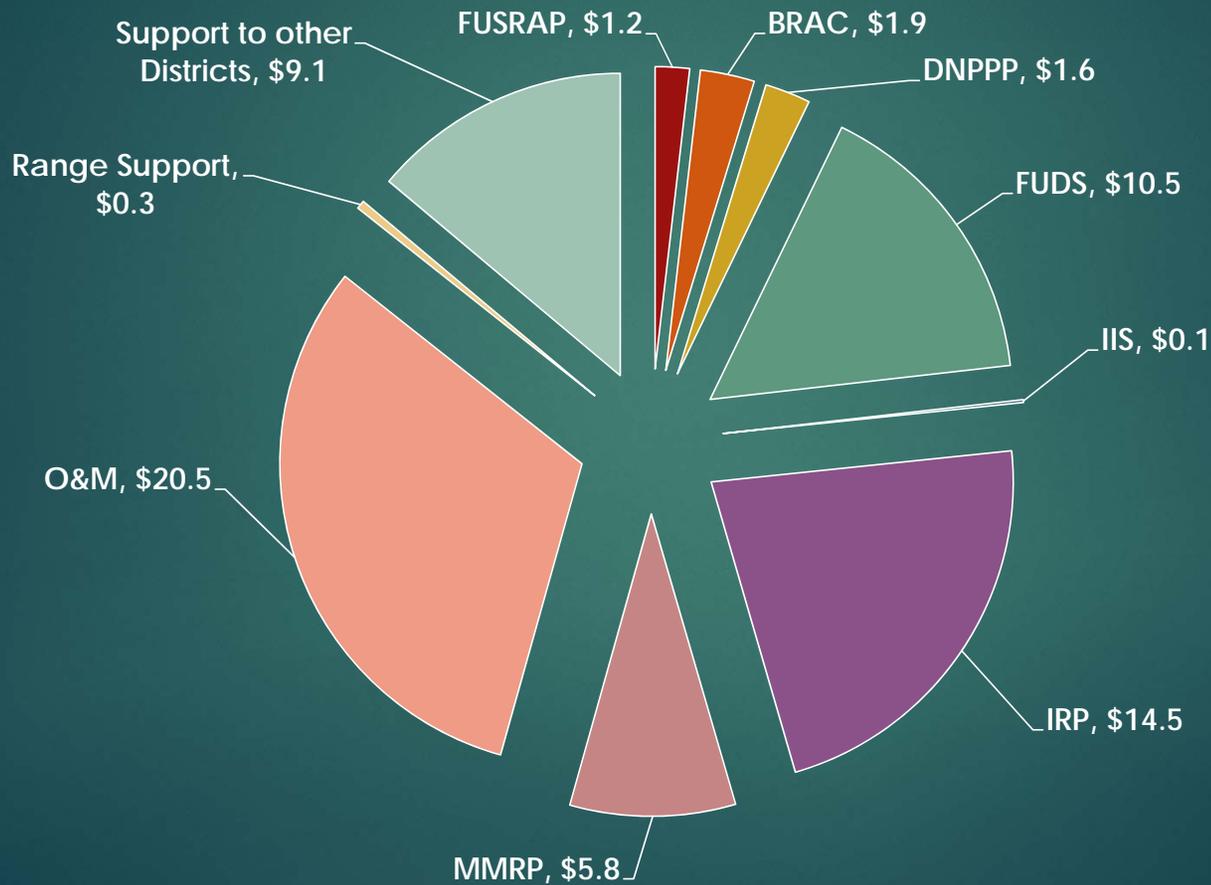
# FY15 EMDC Execution

- 173 Active Projects
- \$65 M in new obligations
- \$80 M in expenditures
- 189 contract actions – mostly AE and Environmental Service Task Orders



# FY15 NAB Environmental Execution

*\$ obligated, millions*



Total FY15  
Obligations: \$65 M



# 2015 Highlights – Environmental

- **Fort Wainwright (Alaska) Time-Critical Removal Action**
  - ✓ Support to AEC to carry out a large-scale removal action
  - ✓ Identified and destroyed 100 MEC items
  - ✓ Certified and shipped roughly 320,000 pounds of scrap metal



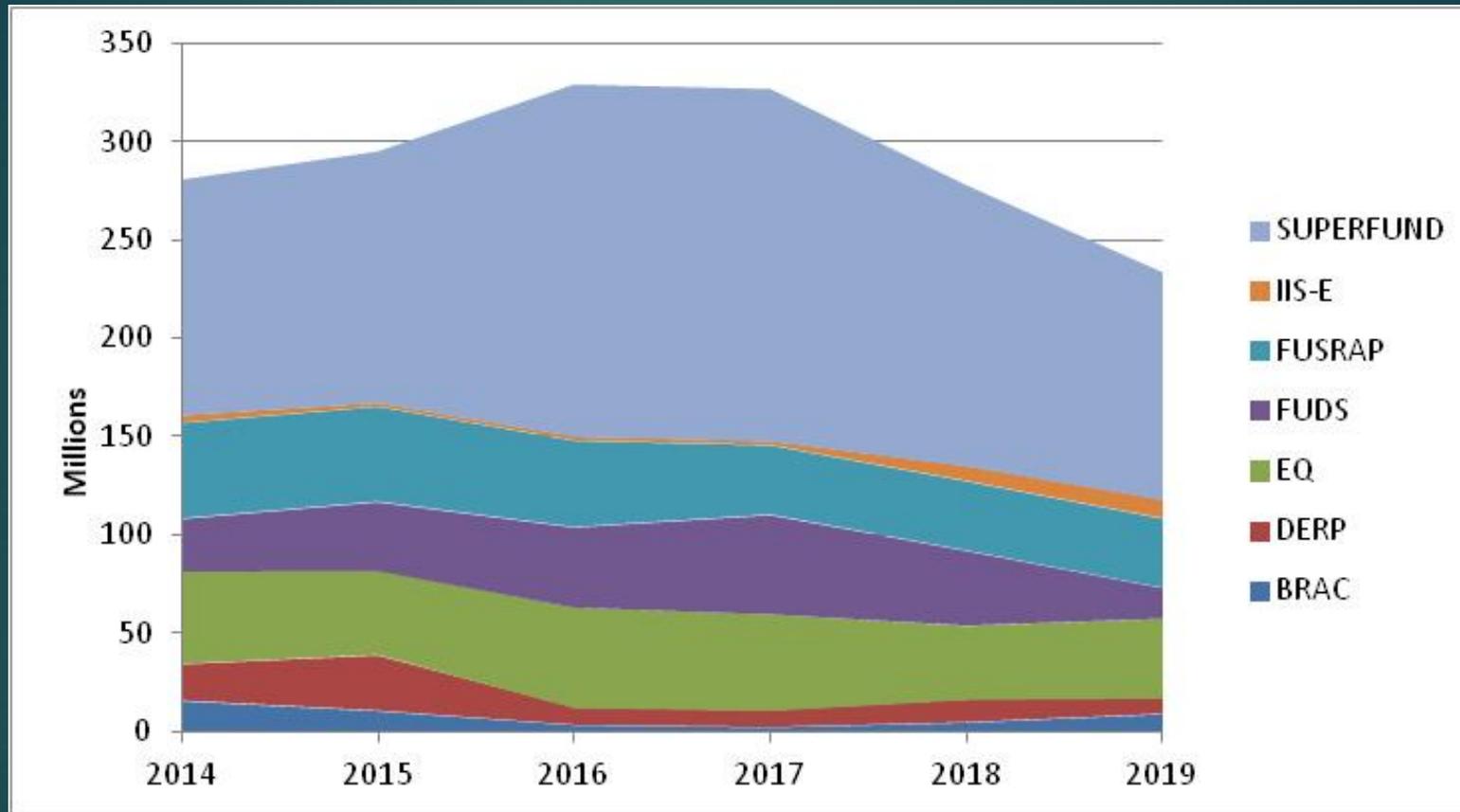
# 2015 Highlights - Environmental

- **STURGIS**

- ✓ STURGIS was towed 1,750 miles from Joint Base Langley-Eustis, Virginia to Galveston, Texas
- ✓ In October, crews in Galveston packaged and shipped the first low level radiological waste off site for disposal

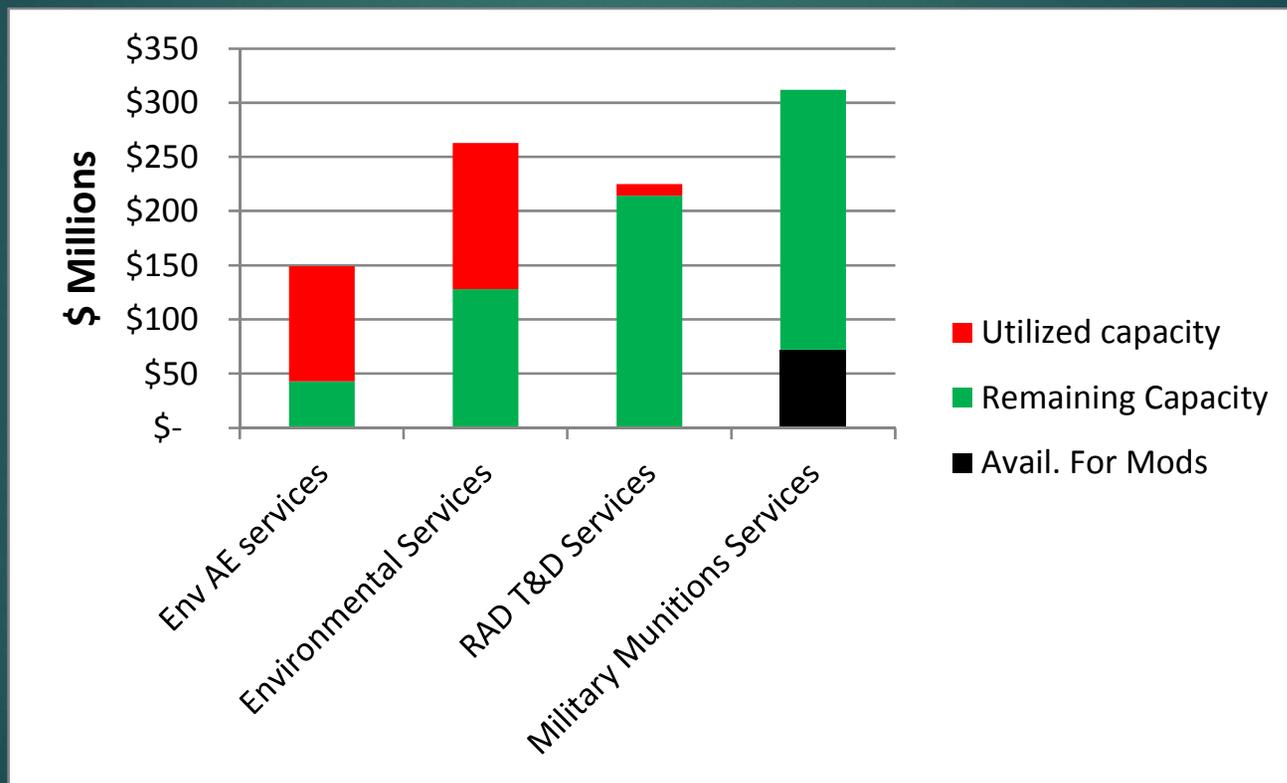


# NAD Environmental Workload Trends



# Environmental Contracts

## *Current Capacity Status*



# Upcoming Acquisitions

FY 17 Multiple Award Environmental Services (MAES)	
Contract Vehicle	MATOC
Capacity	\$240 M Shared between all awardees
Set Aside	Up to 6 SB reserves; up to 10 total awards
Type of Contract	Environmental Service
# of Awards	Up to 10
Contract Performance Period	5 year ordering period
How will contract be competed	RFP Best Value
Procurement Schedule	Sources Sought June 2015
	RFP Spring 2016
	Award - Feb 2017
Geographic Area	NAD mission areas with CONUS access
Type of Work	General Environmental Services
Task order limitations	TBD
Competition after award	Fair Opportunity



# Upcoming Acquisitions

FY 18 Environmental A/E (HTRW and MM)	
Contract Vehicle	MATOC
Capacity	TBD
Set Aside	TBD
Type of Contract	Architect/Engineer
# of Awards	TBD
Contract Performance Period	5 year ordering period*
How will contract be competed	RFP Best Value
Procurement Schedule	Sources sought Summer 2016
	RFP Q2 FY2017
	Q2 FY2018
Geographic Area	NAD mission areas with CONUS access
Type of Work	HTRW and Military Munitions AE services
Task order limitations	TBD
Competition after award	Fair Opportunity



# FY16 Contract Projections

New AE Task Orders	\$12 M (14 task orders)
New Env. Service Task Orders	\$45 M (25 task orders)
Exercise Options/Mods	<u>\$ 6 M</u>
	\$ 63 M



# U.S. Army Corps of Engineers Baltimore District

## Small Business Programs

TAMIKA GRAY  
DEPUTY FOR SMALL BUSINESS

16 DECEMBER 2015



# FY 15 Small Business Accomplishments



(As of 13 October 2015)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$212,268,487	19.6% / 23% / 25%	41.5%
Small Disadvantaged	\$150,658,003	13.9% / 5% / 10%	19%
8(a)	\$61,835,456	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$85,846,590	7.9% / 5% / 6%	7%
Service-Disabled Veteran-Owned	\$22,177,960	2% / 3% / 3%	4.5%
HUBZone	\$5,985,918	.6% / 3% / 3%	9%

Total Dollars Obligated (to include SB awards): **\$1,085,196,047**

Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	



# Keys to Submitting a Proposal

- Demonstrate compliance and structure
- Provide responsive content—answer the mail
- Demonstrate customer focus
- Identify challenges, issues with the specs, etc.,
- Be relevant
- Don't regurgitate the requirements of the RFP
- Don't use boiler plate company processes
- Avoid talking around requirements/capabilities
- Avoid clerical and mathematical errors
- Don't ignore page limitations



# Keys to Submitting a Proposal cont'd

- Incorporate lessons learned
- Partner with other firms that compliment the services that your firm provides
- Ensure that you understand the difference between a Small Business Participation Plan and a Subcontracting Plan
- Ask yourself:
  - ✓ Have we made it easy to follow?
  - ✓ Does it include visual communication?
  - ✓ Is it well written?
- Attempt to adjectivally rate it yourselves
- Don't be late



# Keys to Successful Oral Presentations

- Determine if your firm is a good fit for the agency/activity
- Prepare in advance
- Determine if your firm can deliver on what you have been asked and what you said you can do
- Ensure that the key players are in attendance from your firm
- Restate the requirement as you know it
- Reposition your presentation if necessary
- Provide pertinent information/capabilities specifically about your firm



# Keys to a Successful Debriefing

- Prepare in advance
- Ensure to ask for one
- Get there early
- Ensure that the key players are in attendance from your firm
- Ask specific questions
- Take notes
- Be receptive to both strengths and weaknesses
- Develop and incorporate lessons learned for future submissions
- Don't be combative



# How to Improve Your Chances

- Do your homework—review our website
- Respond to Sources Sought Notices/Request for Information and ultimately solicitations—rule of two must be demonstrated before NAB can set aside for SBCs
- Keep your firm's information current
- Market your firm/match up capabilities against USACE requirements
- Have all financial documents (bonding) in order
- Adhere to the requirements of the RFP/IFB
- Provide sufficient information when responding to solicitations



## How to Improve Your Chances cont'd

- Don't respond in generalities
- CPARS
- Don't make the presumption the Government will figure it out
- Understand the commitments/parameters within the business relationship up front
- Ask questions during the Q&A stage—if you don't agree with the SB participation goals set in the RFP
- Provide solutions, cost savings, value added, the necessary experience



# Baltimore District Internet Webpage

BALTIMORE DISTRICT

 **US Army Corps of Engineers**

ABOUT BUSINESS WITH US MISSIONS LOCATIONS CAREERS MEDIA LIBRARY CONTACT

**Baltimore Corps talks Civil Engineering at Morgan State University**

Civil engineers with the U.S. Army Corps of Engineers, Baltimore District, hosted a panel discussion that provided local college students with both professional and personal advice at Morgan State University on Nov. 6.

[Story](#)

**Spring Valley**

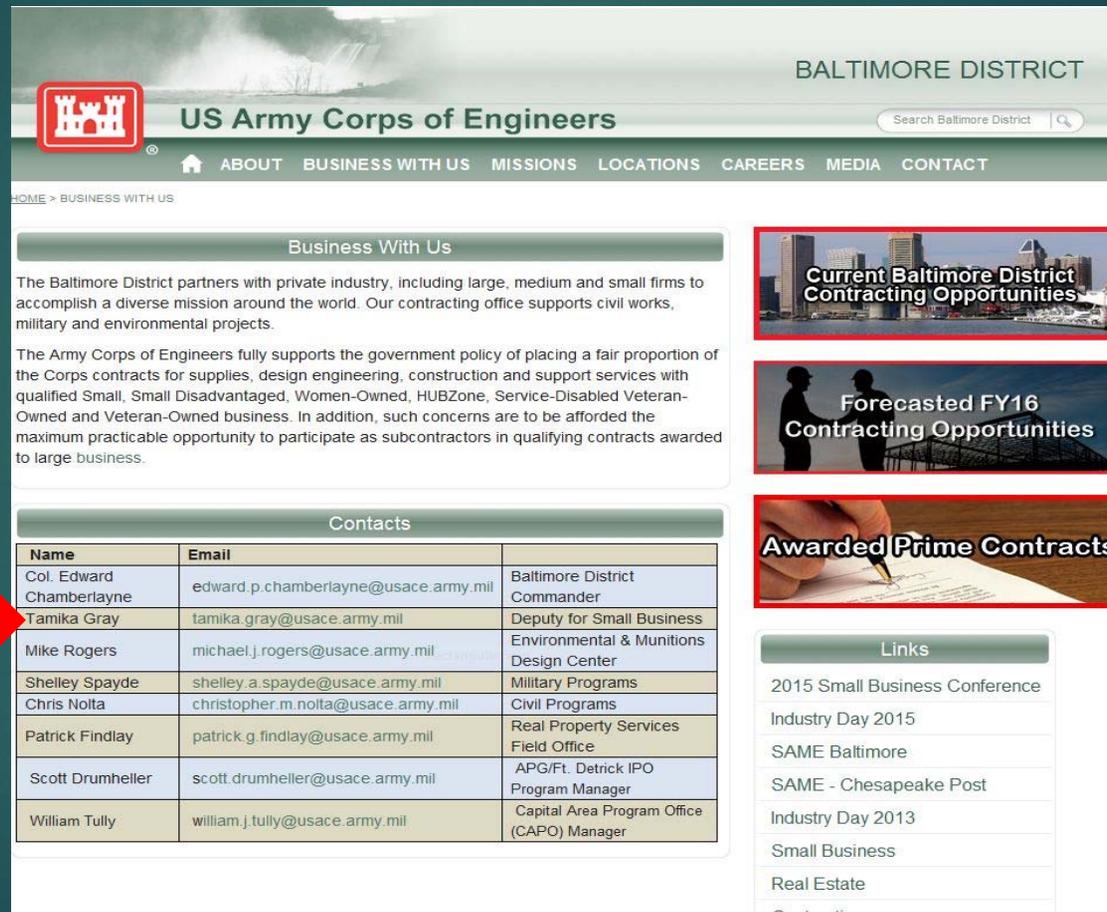
**Regulatory & Permitting**

**Contracting Opportunities**

<http://www.nab.usace.army.mil/>



# Baltimore District Business with Us: Point of Contact Information



**BALTIMORE DISTRICT**

**US Army Corps of Engineers**

Search Baltimore District

HOME > BUSINESS WITH US

### Business With Us

The Baltimore District partners with private industry, including large, medium and small firms to accomplish a diverse mission around the world. Our contracting office supports civil works, military and environmental projects.

The Army Corps of Engineers fully supports the government policy of placing a fair proportion of the Corps contracts for supplies, design engineering, construction and support services with qualified Small, Small Disadvantaged, Women-Owned, HUBZone, Service-Disabled Veteran-Owned and Veteran-Owned business. In addition, such concerns are to be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large business.

### Contacts

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### Current Baltimore District Contracting Opportunities

### Forecasted FY16 Contracting Opportunities

### Awarded Prime Contracts

### Links

- 2015 Small Business Conference
- Industry Day 2015
- SAME Baltimore
- SAME - Chesapeake Post
- Industry Day 2013
- Small Business
- Real Estate
- Contracting

<http://www.nab.usace.army.mil/BusinessWithUs.aspx>



# For More Information

Our District Website:

<http://www.nab.usace.army.mil>

Current Contracting Opportunities and  
recently awarded contracts:

[www.fbo.gov](http://www.fbo.gov)

NAB FY 16 Forecast of Contracting Opportunities (FCO):

[http://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY16\\_Contracting\\_Opps.pdf](http://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY16_Contracting_Opps.pdf)

