

Doing Business with U. S. Army Corps of Engineers, Baltimore District

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Deputy for Small Business
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US Army Corps of Engineers
BUILDING STRONG



Baltimore District Webpage

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.

Current Baltimore District Contracting Opportunities

Forecasted FY17 Contracting Opportunities

Task Order Contracts

Contacts

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Links

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

Today's presentation is available for download
<http://www.nab.usace.army.mil/BusinessWithUs.aspx>



An Overview: Baltimore District

Overview

- A full service District serving 6 states in the mid-Atlantic and National Capital regions
- Provides primary support to 12 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

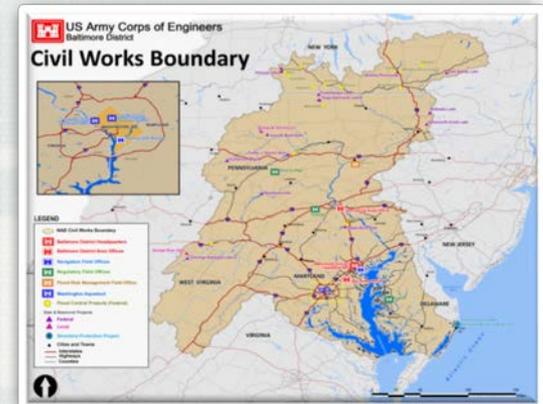
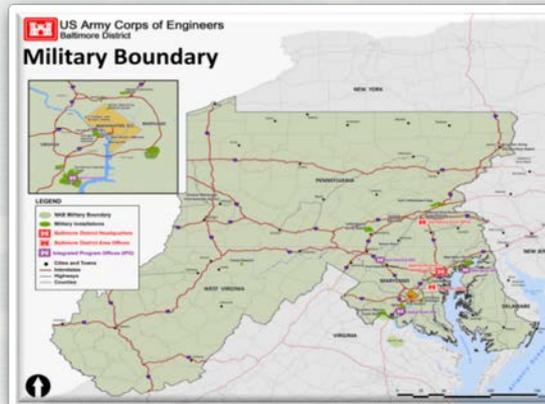
- Engineering, Design, and Construction
- Environmental Services
- Dredging Federal Channels
- Dam/Levee Operations & Maintenance
- Disaster Response & Recovery
- Real Estate Services
- Value Engineering
- Hurricane Modeling
- Military Munitions Response
- Radiological Center of Expertise

The Numbers

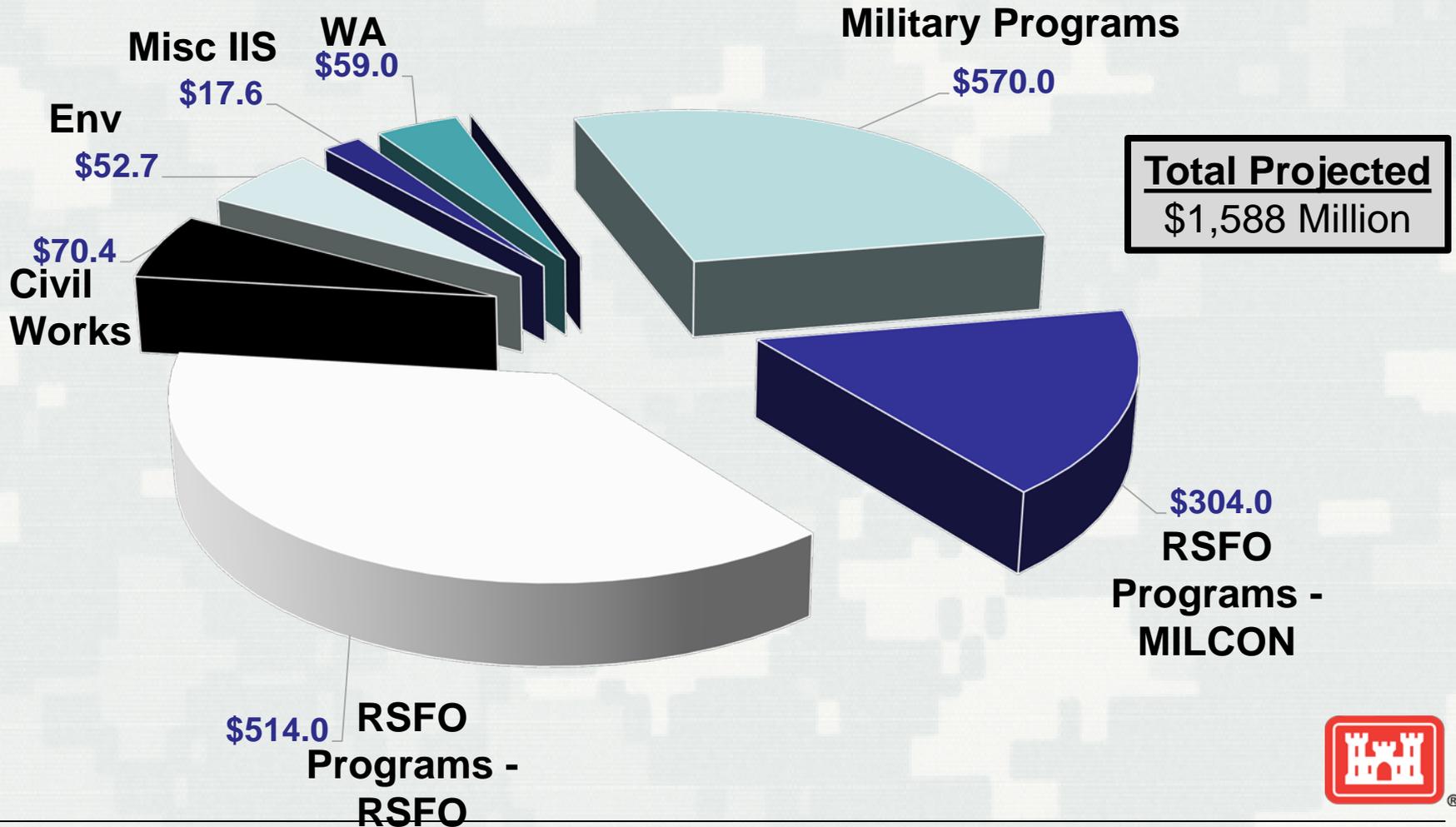
- 1,100 civilian employees
- \$1.7B expenditures per year
- 290 miles of federal channels
- 15 reservoir projects
- 11 recreation projects
- 15 million+ visitor hours per year
- 600 acres of oyster habitat created
- \$16B in flood damages prevented to date



COL Ed Chamberlayne



Baltimore District FY17 Budgeted Expenditures



MILITARY SUPPORT / CONSTRUCTION MISSION

We support the warfighter ...

...through a very large military program in support of 12 military installations in the states of:

- ✓ Maryland
- ✓ Pennsylvania
- ✓ West Virginia
- ✓ District of Columbia
- ✓ Northern Virginia

• Projects include design and construction of:

- ✓ Administrative spaces
- ✓ Medical and laboratory facilities
- ✓ Training facilities
- ✓ Childcare centers
- ✓ Barracks

• \$1.9 billion program from FY 2013-17

• We made major contributions to the success of BRAC '05 (\$4.2 billion)



U.S. Army Public Health Center
Aberdeen Proving Ground, MD



Defense Logistics Agency
Fort Belvoir, VA



Defense Information School
Fort Meade, MD



Defense Distribution Center
New Cumberland, PA



Hale Hall Renovation
Fort Meade, MD



U.S. Army Medical Research Institute for Chemical Defense
Aberdeen Proving Ground, MD



BUILDING STRONG®

REAL PROPERTY SERVICES FIELD OFFICE (RSFO)

We support the Intelligence Community...

- National Program Manager for NSA/Intelligence Community.
 - Provide real estate, design and construction services
- Baltimore District is a key player in emerging priorities, such as cybersecurity.
- Customers in addition to NSA include both DoD and non-DoD agencies with secure needs.
- Provides full service support to the Office of the Director of National Intelligence.
- Total program FY16-20: \$5.5 billion.



Intelligence Community Center - Bethesda



Joint Operations Center



Mountainview
Buckley Air Force Base



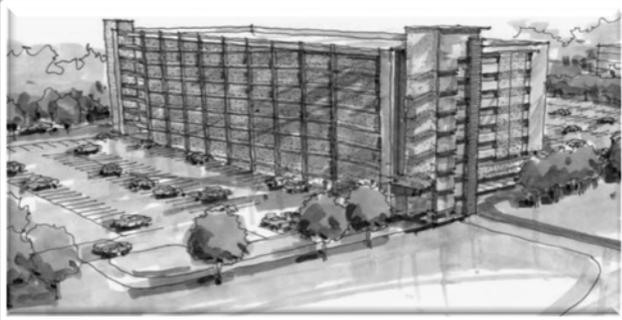
Utah Data Center



EAST CAMPUS PROGRAM



Joint Operations Center



East Campus South Parking Structure



East Campus Building Marine Corps



East Campus Bldg 2



High Performance Computing Center



CIVIL WORKS MISSIONS

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 mi² 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



Chesapeake Bay



Ecosystem Restoration



Baltimore Harbor



Flood Risk Management



Navigation



ENVIRONMENTAL SERVICES

We support our environment by...

- Cleaning up sites contaminated with hazardous, toxic or radioactive waste or ordnance through the Formerly Used Defense Sites program
- Cleaning up low-level radioactive waste from the nation's early atomic weapons program through the Formerly Utilized Sites Remedial Action Program
- Supporting the U.S. Environmental Protection Agency by cleaning up Superfund sites and working with its Brownfields and Urban Waters programs
- Supporting the Army with the Base Realignment and Closure Act program
- Ensuring that facilities comply with federal, state and local environmental laws



Spring Valley Formerly Used Defense Site



Ordnance Removal
Fort Wainwright, Alaska



Massachusetts Military Reservation Cleanup



STURGIS
Decommissioning



INTERAGENCY & INTERNATIONAL SERVICES (IIS)

We support our government family...

- also referred to as “Support for Others,” involves providing reimbursable technical assistance to other Federal agencies, state, and local governments, private U.S. firms, international organizations, and foreign governments
- Customers have included:
 - Library of Congress
 - National Park Service
 - Office of the Director of National Intelligence
 - U.S. Secret Service
 - National Institute of Standards and Technology
 - Environmental Protection Agency



National Institute of
Standards &
Technology



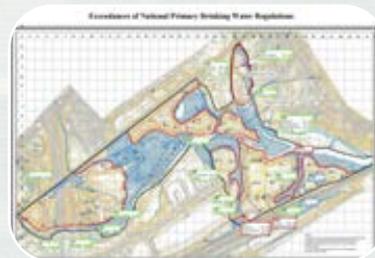
Dyke Marsh
Restoration



Government
Accountability Office



U.S. Customs & Border
Protection's Advance
Training Center



68th Street Cleanup
Baltimore, MD (EPA)



J.J. Rowley Training
Center Upgrades



WASHINGTON AQUEDUCT

We operate a **public water utility**...

...serving the **District of Columbia, Arlington County, the City of Falls Church, and portions of Fairfax County, Va.**

- We produce an average of 180 million gallons per day.
- Our operations are regulated by EPA Region III.
- All costs borne by our three wholesale customers operating under the auspices of a Wholesale Customer Board.
- Our motto:
“Safe – Reliable – Cost Effective”



Residuals Management Project



Georgetown Reservoir



Dalecarlia Water Treatment Plant



Water Quality Testing





Baltimore Small Business Mission & Vision

Baltimore District will strive to be stewards of the taxpayers dollars by balancing mission accomplishment and the Government's responsibility of socio-economic development by maximizing opportunities for small businesses.



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FY16 Small Business Accomplishments



Data Date: 9 November 2016

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$314,421,560	36.94% / 23% / 24.08%	32.50%
Small Disadvantaged	\$178,614,808	20.98% / 5% / 15.57%	18.74%
8(a)	\$77,290,751	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$83,458,272	9.80% / 5% / 8.02%	6.23%
Service-Disabled Veteran-Owned	\$63,336,917	7.44% / 3% / 2.18%	3.81%
HUBZone	\$9,939,445	1.17% / 3% / 1.20%	4.05%

Total Dollars Obligated (to include SB awards): \$851,216,229

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	





USACE Small Business Awards Ceremony



USACE Top Ten SDVOSB Dollars Award





FY17 Small Business Goals

Small Business	29.65%
Small Disadvantaged Business	20.10%
Women-Owned Small Business	9.50%
Historically Underutilized Business Zone Small Business	3.00%
Service-Disabled Veteran-Owned Small Business	3.00%



FY17 Small Business Accomplishments



(As of 9 June 2017)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$59,146,566	14.91% / 23% / 29.65%	32.50%
Small Disadvantaged	\$26,956,405	6.79% / 5% / 20.10%	18.74%
8(a)	\$14,755,560	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$9,744,061	2.45% / 5% / 9.50%	6.23%
Service-Disabled Veteran-Owned	\$7,074,629	1.78% / 3% / 3%	3.81%
HUBZone	\$4,687,845	1.18% / 3% / 3%	4.05%

Total Dollars Obligated (to include SB awards): \$396,554,712

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	



BUILDING STRONG®

What Makes Small Business Successful!!!



How We Buy

- Full & Open Competition
- Full & Open Competition After the Exclusion of Sources
- Other than Full & Open Competition
- Pre-positioned competitive contracts i.e. General Service Administration (GSA) Federal Supply Schedules (FSS)
- Simplified Acquisition Procedures
- BPAs, Indefinite Delivery Contracts, MATOCS, etc



How to Improve Your Chances

- Do your homework—review our website, familiarize yourselves with what and how we buy
- Review the Forecast of Contracting Opportunities (FCO) and Federal Business Opportunities (FedBizOpps)
- Stay current with regulations, mandates, laws/Acts, etc
- Know your business/industry
- Build relationships, e.g., join trade associations—National Veteran Owned Business Association, Society of American Military Engineers, etc.,
- Establish teaming agreements, partnerships, mentor protégés and joint ventures with other firms that compliments your firm's capabilities
- Keep your finger on the pulse—listen up with your industry



How to Improve Your Chances cont'd

- Market your firm/match up capabilities against USACE requirements
- Adequately respond to Sources Sought/Request for Information/Request for Proposals
- Sharpen your pencils, convene “Chop” boards—internal QC, be competitive
- Accept or request debriefings
- Have all financial documents (bonding capacity) in order
- Keep your firm’s information current e.g. website, business cards, certifications, etc.,
- Provide cost savings, value added, the necessary experience
- GET EXCITED TO DO BUSINESS WITH USACE!!



Contact Information

Deputy for Small Business

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For More Information

Our District Website:

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

**Current Contracting Opportunities
and recently awarded contracts:**

www.fbo.gov

**NAB FY 17 Forecast of
Contracting Opportunities (FCO):**

http://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY_2017_FCO_as_of_20_December_2016.pdf?ver=2016-12-20-161729-110



**"One Team: Relevant,
Ready, Responsive and
Reliable, proudly serving
the Armed Forces and
the Nation now and in
the future."**



Questions?