

FEDERAL GOVERNMENT LUNCH N' LEAD SOCIETY OF MARKETING PROFESSIONAL SERVICES

BALTIMORE DISTRICT: OVERVIEW AND BUSINESS WITH US

Maria Orosz, P.G.

13 November 2019

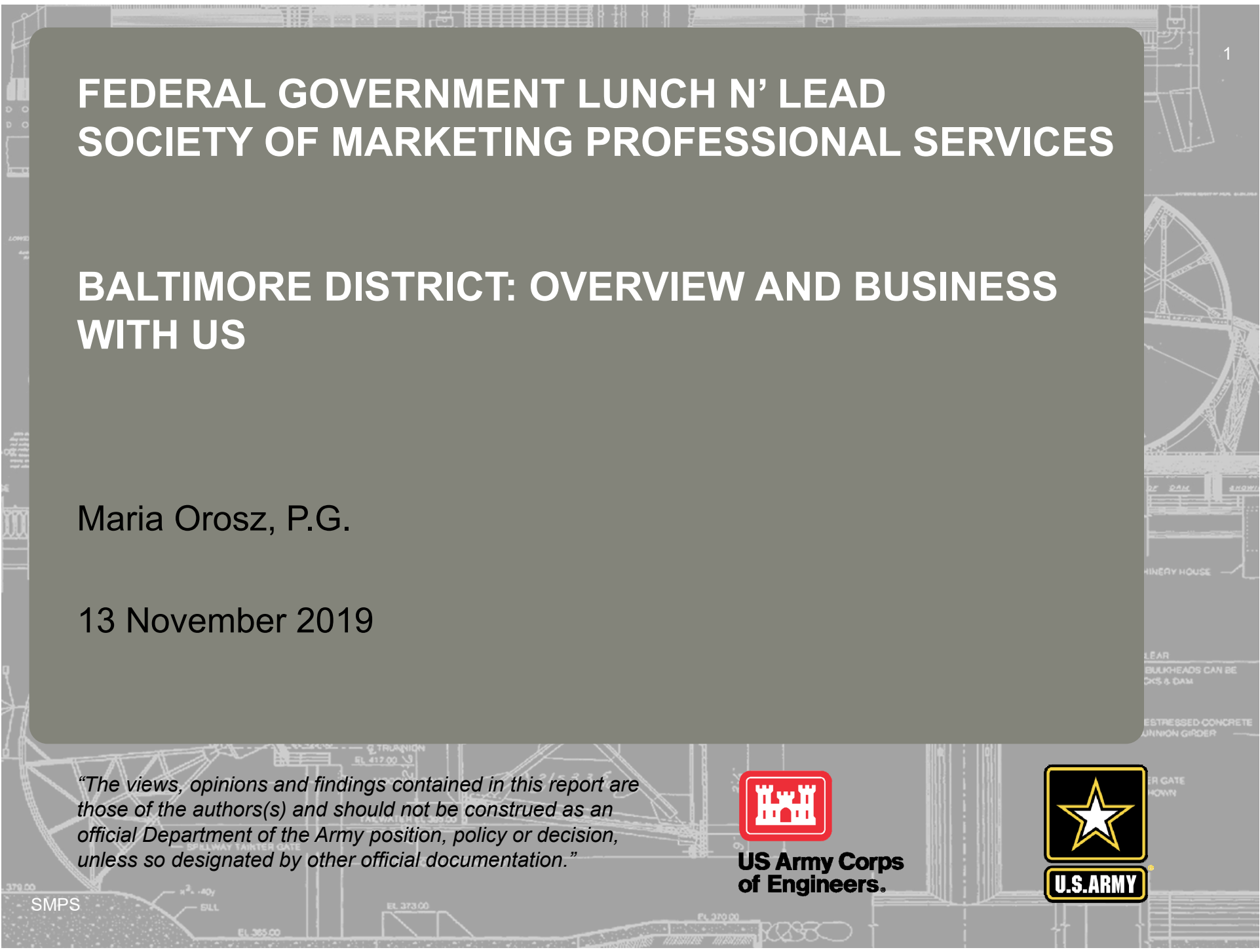
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**US Army Corps
of Engineers.**



U.S. ARMY



USACE: STAYING WORLD CLASS NOW AND INTO THE FUTURE



US Army Corps of Engineers®

ACHIEVE OUR VISION

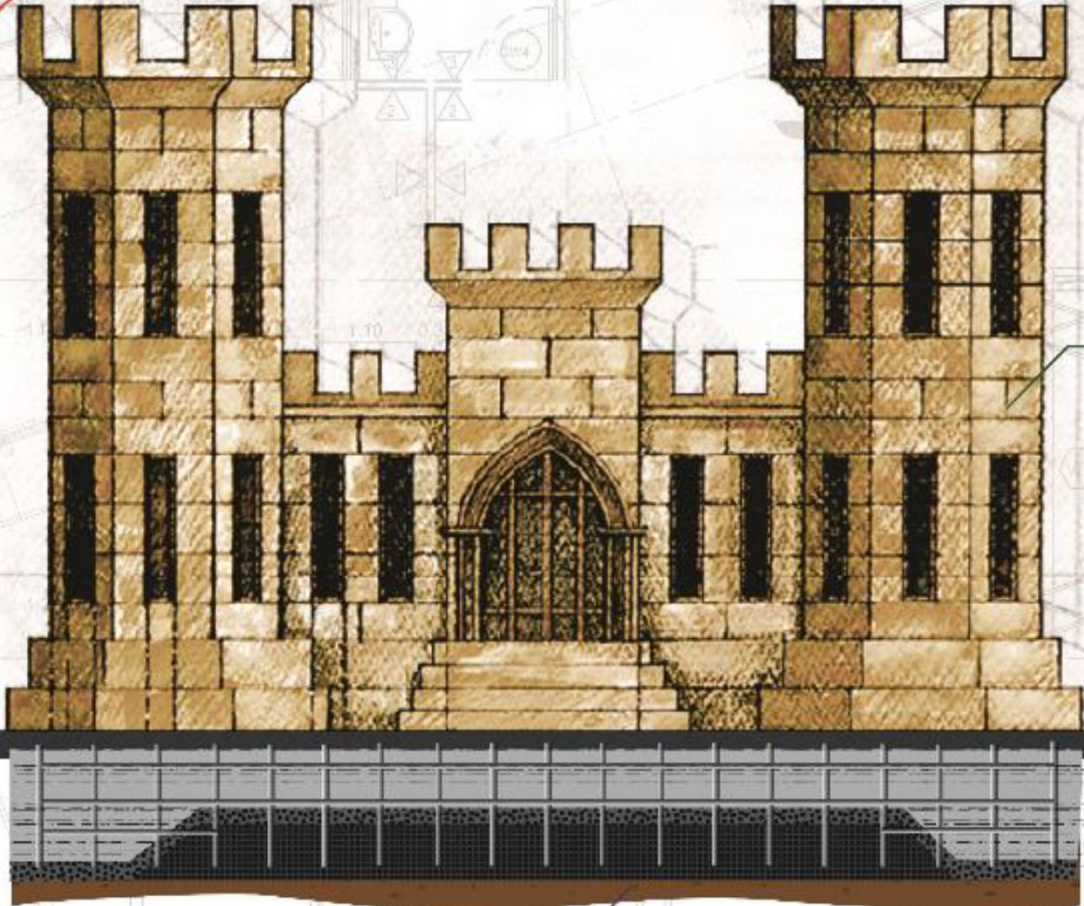
Anticipate future conditions; take actions today to always be ready come what may.

USACE VISION

Engineering Solutions for the Nation's Toughest Challenges

DELIVER THE PROGRAM

Our credibility is based on our ability to achieve desired results on time and on budget.



USACE MISSION

Deliver vital engineering solutions, in collaboration with our partners, to secure our Nation, energize our economy, and reduce risk from disaster.

STRENGTHEN THE FOUNDATION

Doing routine tasks to a high standard enables everything else. A strong foundation empowers leaders to think strategically.

MISSION AREAS

- Military Programs
- Civil Works
- Geospatial Support
- Contingency Operations
- Research and Development

USACE BALTIMORE DISTRICT

- Employs 1,100 civilians
- Expends \$1.5 billion annually
- Maintains 290 miles of federal channels
- Oversees ~150 miles of federally constructed levees
- Manages 16 flood risk management reservoir projects
- Has prevented \$16 billion in flood damages
- Operates and maintains 11 recreation projects with 15+ million visitor hours annually



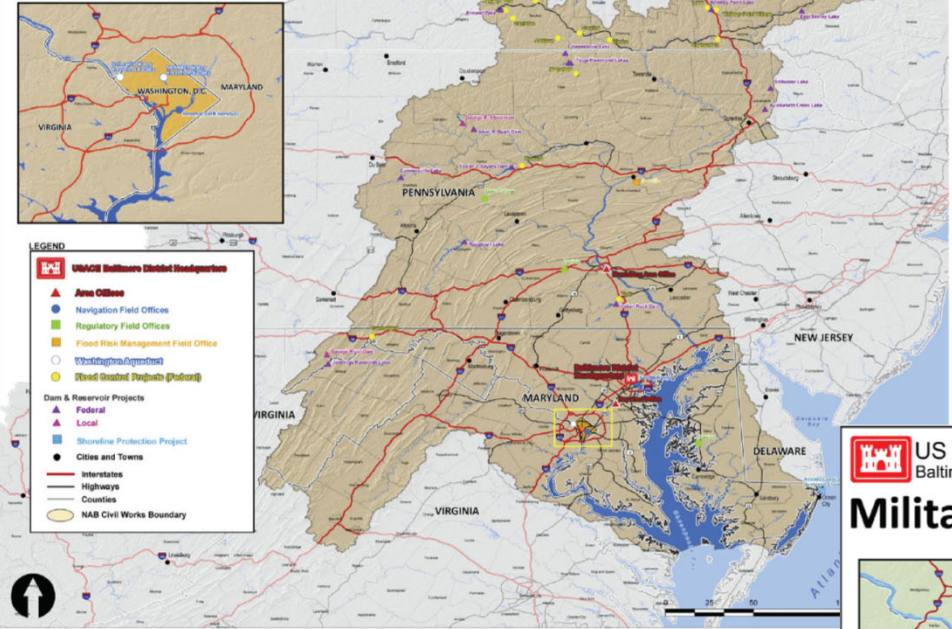
SMPS



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Civil Works Boundary



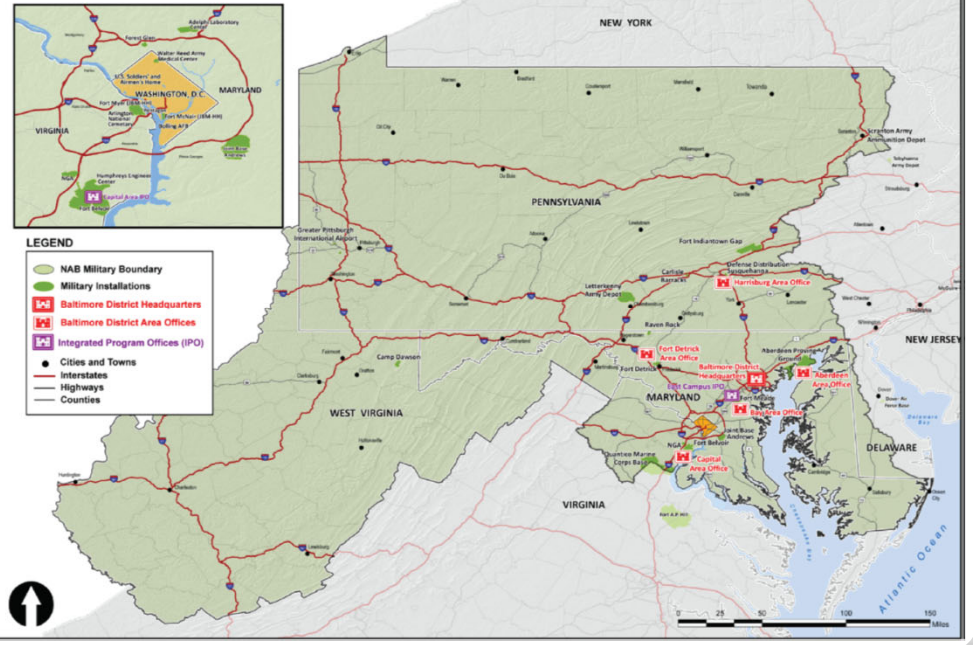
Management within Susquehanna and Potomac watersheds and upper Chesapeake Bay:

- 64,000 square miles
- \$250 M annual expenditures

Largest and most visible military missions in the country:

- Support to 14 military installations
- \$1.15 M annual expenditures
- Includes National Capital Region

Military Boundary





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OUR CURRENT MISSION SET

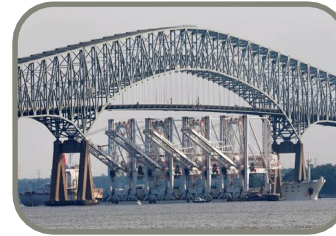
DA



The Engineer Regiment
249th at FT Belvoir



**DA MILCON and
Installation Support**
Largest MILCON District in
USACE - >\$500M exp/yr



Civil Works
Port of Baltimore
Chesapeake Bay
Potomac & Susquehanna



Washington Aqueduct

DoD



COCOM Support
CONUS/OCONUS SOCOM
leasing and MILCON



National Security Agency
East Campus \$7B program



USAF / USN / DHA / DLA / WHS
Large number of DoD stakeholders in
the National Capital Area

*Relied upon to
deliver a large
portfolio of
programs,
projects, and
support for
others.*

IIS



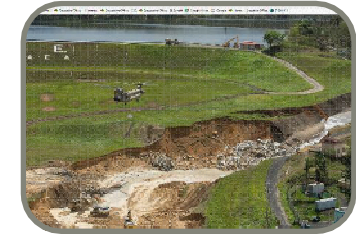
Bureau of Engraving & Printing
Advise, design and construct new
printing facility in Beltsville, MD



Assessments & Planning
BUILDER, BIM, Facility Planning
For VA, NOAA, NIST



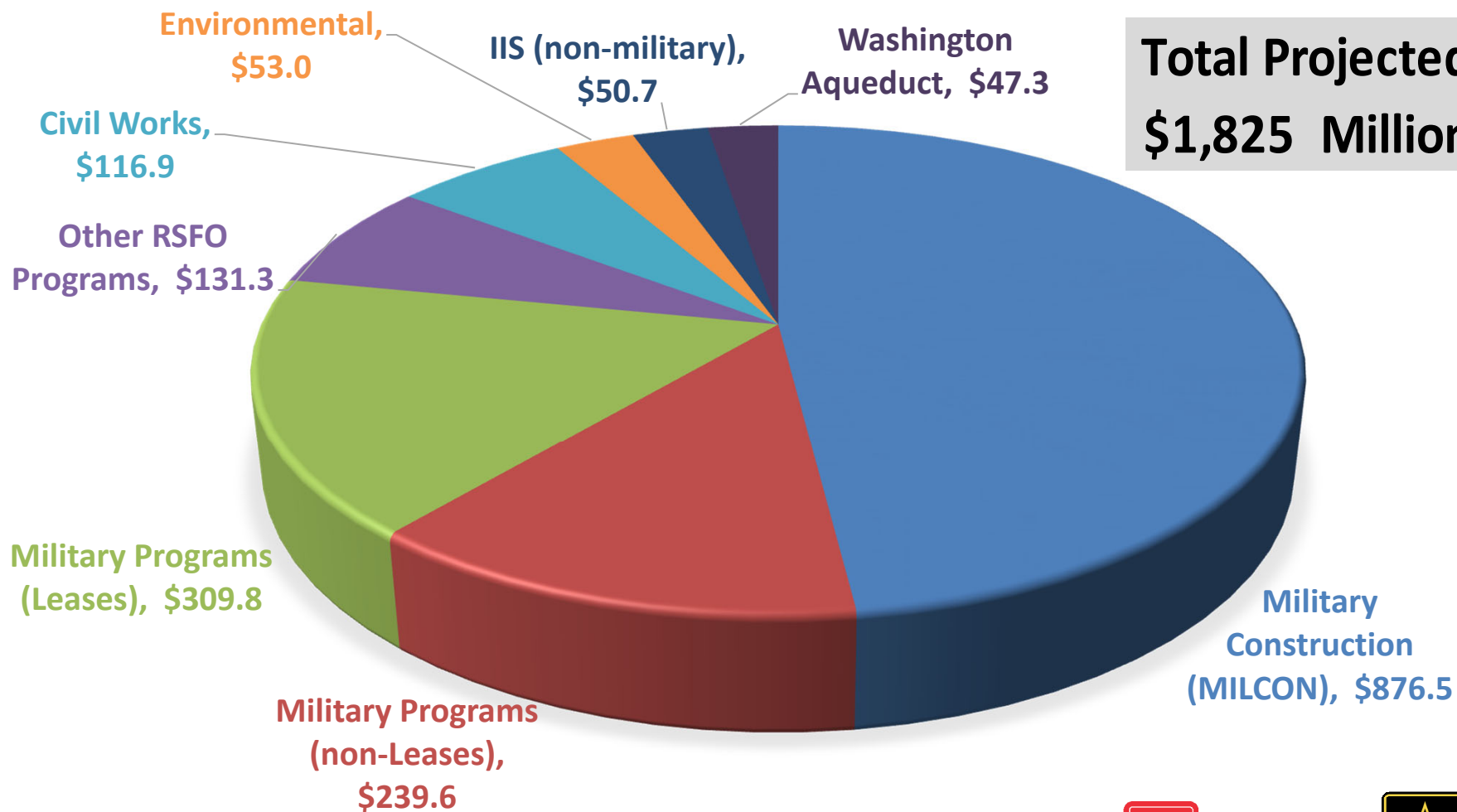
Design & Construction
Growing number of agencies –
Secret Service, GAO, AOC, NPS



Natural Disaster Response
We are a supporting District to
federal response to disasters
in CA, TX, FL, PR, USVI

Baltimore District FY20 Projected Expenditures (Millions)

**Total Projected
\$1,825 Million**



USACE BALTIMORE – BUSINESS WITH US



Business With Us

Business With Us



The U.S. Army Corps of Engineers has played a key role in the development and growth of the nation in peace and in war. For more than 200 years, the Corps has supported the nation's river-based commerce, protected established population centers, provided disaster response and constructed military facilities to protect our nation.

The Baltimore District (NAB) is a full service District that executes regional and national programs for USACE. Headquartered adjacent to Baltimore's Inner Harbor, the District provides engineering, construction, environmental and real estate expertise to a variety of important projects and customers. The 1,100 employees of the Baltimore District continue to serve the Mid-Atlantic States and the Nation.

Civil Works support encompasses the Susquehanna, Potomac, and upper Chesapeake Bay watersheds, and it spans across six states and the District of Columbia. NAB is responsible for 15 reservoirs with 11 recreation projects, 290 miles of federal navigation channels, 148 miles of federally-constructed levees, and has restored hundreds of acres of wildlife habitat in the Chesapeake Bay.

Military programs are primarily in Maryland, Pennsylvania, District of Columbia, northern Virginia, Delaware, and West Virginia. In addition to supporting service members at more than a dozen major military installations in the District's primary area of responsibility, NAB provides real estate, environmental, and specialized support to military and other Federal clients across the nation and the globe.

NAB fully supports the government policy of placing a fair proportion of its contracts for architect and engineering, environmental, construction and support services with qualified small, small disadvantaged, women-owned, HUBZone and service-disabled veteran-owned small businesses. In addition, such concerns are to also be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large businesses.

Contacts

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Helpful Links

- [Military Construction Boundary Map](#)
- [Civil Works Boundary Map](#)
- [Small Business](#)
- [U.S. Small Business Administration System for Award Management \(Formerly CCR\)](#)
- [Real Estate Contracting](#)

FY20 Presentations

- [OCT 2019 - Southeast Region Federal Construction, Infrastructure & Environmental 2019 Summit](#)



USACE BALTIMORE – CURRENT CONTRACTING OPPORTUNITIES

www.nab.usace.army.mil/Business-With-Us

FEDBIZOPPS.GOV Federal Business Opportunities

Home | Getting Started | General Info | Opportunities | Agencies | Privacy

ATTENTION: [Hide this message](#)
 The transition of FBO.gov to beta.SAM.gov is underway. Account login and data entry are unavailable until FBO.gov transitions to beta.SAM.gov on November 12th. Public search in FBO.gov is available until the user redirect to beta.SAM.gov.
 Vendors should read the [Contractor Quick Start Guide](#) to ensure continued functionality and performance. Federal users can now migrate FBO.gov roles to beta.SAM.gov. For more information, please read the [Federal User Transition Quick Start Guide](#).
 Visit the beta.SAM.gov [Learning Center](#) for more info.

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US Army Corps of Engineers - USACE District, Baltimore: Opportunities

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Keyword / Solicitation #: [TIPS](#) Posted Date:

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Opportunity	Agency/Office/Location	Type / Set-aside	Posted On
Fire Sprinkler Maintenance W912DR20Q0004 J – Maintenance, repair & rebuilding of equipment	Department of the Army US Army Corps of Engineers USACE District, Baltimore	Combined Synopsis/Solicitation / Total Small Business	Nov 07, 2019
Real Estate Title Services W912DR20Q0006 R – Professional, administrative, and management support services	Department of the Army US Army Corps of Engineers USACE District, Baltimore	Sources Sought	Nov 07, 2019
Joint Base Andrews Optimized Remediation Contract W912DR19R0025 F – Natural resources & conservation services	Department of the Army US Army Corps of Engineers USACE District, Baltimore	Combined Synopsis/Solicitation (Modified) / Total Small Business	Nov 07, 2019
Real Estate Title Services W912DR20Q0005 R – Professional, administrative, and management support services	Department of the Army US Army Corps of Engineers USACE District, Baltimore	Special Notice	Nov 07, 2019



USACE BALTIMORE – FORECASTED FY20 CONTRACTING OPPORTUNITIES (30 SEP 19)

www.nab.usace.army.mil/Business-With-Us

Qtr	Service Type	Project	Est. Value	Contract Type	Location
1	AE	Bureau of Engraving & Printing AE IDIQ	100 M	Unrestricted/Full & Open Competition	Washington DC & Landover, MD
1	AE	Civil Works AE Services IDIQs	10 M each	Small Business Set Aside	NAB-wide/ Conus
1	Civil Const	Electrical Services SATOC	8 M	8 (a) competitive	Washington Aqueduct, Washington D.C.
1	Civil Const	3 rd High Reservoir Maintenance & Improvements IFB	1-5 M	TBD	Washington Aqueduct, Washington D.C.
1/2	Civil Const	2 nd High Reservoir Maintenance & Improvements IFB	1-5 M	TBD	Washington Aqueduct, Washington D.C.
2	Civil Const	Civil DB/DDB SATOC	8 M	8 (a) competitive	Washington Aqueduct, Washington D.C.



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USACE BALTIMORE – FORECASTED FY20 CONTRACTING OPPORTUNITIES (30 SEP 19)

www.nab.usace.army.mil/Business-With-Us

Qtr	Service Type	Project	Est. Value	Contract Type	Location
3	Civil Const	Mechanical DD/DDBB SATOC	8 M	8 (a) competitive	Washington Aqueduct, Washington D.C.
4	Civil Const	Baltimore Harbor & Channels Maintenance Dredging	10 M – 25 M	TBD	Federal Channels servicing Baltimore Harbor
1	Env	Joint Base Andrews Optimize Remediation Contract (ORC)	10 M – 25 M	Small Business Set Aside	Joint Base Andrews, MD
1	Env	Multiple Award Military Munitions Services (MAMMS) III	240 M	Unrestricted/Full & Open Competition/Small Business Set Aside	Primarily NAD-wide
1	Env	2 nd High Reservoir Maintenance & Improvements IFB	45 M	Small Business Set Aside	Ft. Belvoir, VA
1	Env	Decommissioning & Disposal for the SM-1 Reactor Facility	100 M-250M	Unrestricted/Full & Open	Ft. Belvoir, VA



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USACE BALTIMORE – FORECASTED FY20 CONTRACTING OPPORTUNITIES (30 SEP 19)

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Qtr	Service Type	Project	Est. Value	Contract Type	Location
1	MIL Const	Specialized Material Fabrication Building	5 M – 10 M	TBD	Fort Meade, MD
1/2	MIL Const	Recapitalization of Utilities Load Centers & UPS DBB Construction Services	10 M – 25 M	Unrestricted/Full & Open	Buckley Air Force Base, CO
3	MIL Const	Gaffney Fitness Center Renovation	10 M – 25 M	TBD	Fort Meade, MD
4	MIL Const	Upgrade Reece Road Access Control Point DBB	10 M – 25 M	TBD	Fort Meade, MD
4	MIL Const	Building 8605 DBB – Unaccompanied Enlisted Personnel Housing to Administrative	10 M – 25 M	TBD	Fort Meade, MD
TBD	MIL Const	499 M DB/DBB MATOC (Two Phase Best Value Trade Off)	499 M	TBD	CONUS



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USACE BALTIMORE – BUSINESS WITH US

- Business Opportunities
 - HUBZone, Veteran Owned, Small Disadvantaged Business, Small Women-Owned
- Actively search FedBizOps
- Obtain a DUNS number – mandatory business identifier
- Registration - System for Award Management (SAM)

- Feedback for new opportunities
 - Capabilities and expertise
 - Contract Performance Assessment Reporting System (CPARS) – past performance
 - Proposal Submissions – comprehensible and addressed all questions/requirements

USACE BALTIMORE – BUSINESS WITH US

- Engagement Opportunities
 - SMART PROC GOVCON – Nov 18th to 19th 2019 in Frederick, MD
 - 2019 Federal Small Business Conference for the A/E/C Industry – Nov 20th to 22nd 2019 in Dallas, TX

- Points of Contact
 - Paula Beck, Contracting Division Chief, 410-962-0874, paula.m.beck@usace.army.mil
 - Tamika Gray, Deputy for Small Business, 410-962-2587, tamika.gray@usace.army.mil



