

CONTRACTING WITH THE BALTIMORE DISTRICT

5TH ANNUAL B2G CONFERENCE & EXPO

COL Ed Chamberlayne
Commander and District Engineer
Baltimore District
U.S. Army Corps of Engineers
20 September 2017

"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."



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BALTIMORE DISTRICT WEBPAGE



BALTIMORE DISTRICT

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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

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Engagement Opportunities

Engagement	Date	Location	Details
2017 Society Of American Military Engineers (SAME) Small Business Conference For The Architecture	November 15-17, 2017	Pittsburgh, PA	Website

Current Baltimore District Contracting Opportunities

Forecasted FY17 Contracting Opportunities

Task Order Contracts

Links

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

Presentations

- B2G Conference and Expo, Sept. 20, 2017 ...

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

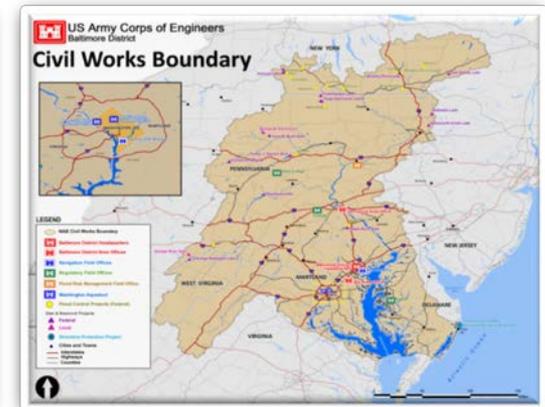
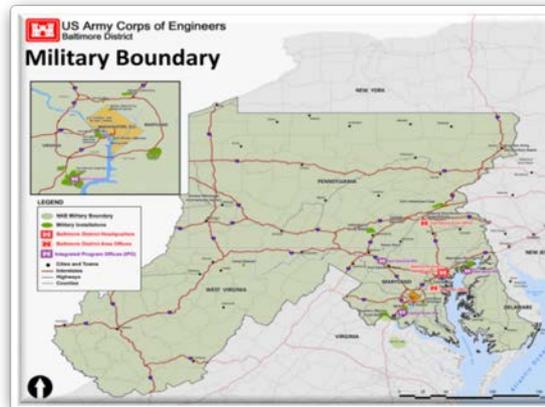
- Engineering, Design, and Construction
- Environmental Services
- Dredging Federal Channels
- Dam/Levee Operations & Maintenance
- Disaster Response & Recovery
- Real Estate Services
- Value Engineering
- Hurricane Modeling
- Military Munitions Response
- Radiological Center of Expertise

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



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HOW WE GENERATE OPPORTUNITIES

- USACE receives direct appropriations, e.g. Civil Works
- USACE is the Design Construction Agent for the DOD, e.g. MILCON, Formerly Used Defense Sites (FUDS) cleanup
- USACE provides support on a reimbursable basis, e.g. Economy Act Orders
- In Baltimore District, two-thirds of our work is indirectly funded by customers (DOD, as well as other Gov't agencies)
 - ✓ More difficult to plan for in-house staffing requirements and task order contract capacity
 - ✓ Need responsive tools in order to meet stakeholder's schedule requirements



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HOW WE BUY

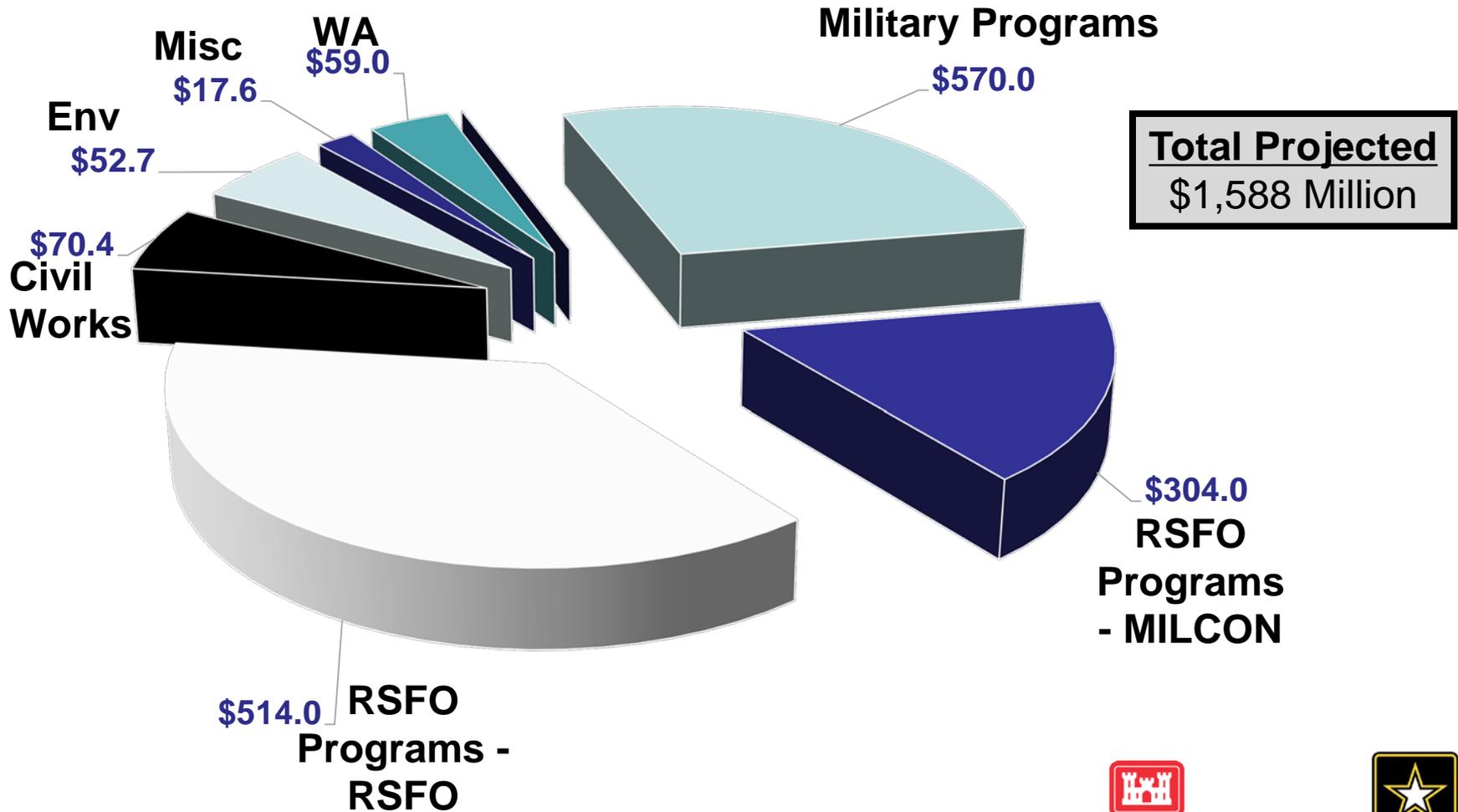
- Full & Open Competition
- Full & Open Competition After the Exclusion of Sources
- Other than Full & Open Competition
- Pre-positioned competitive contracts, i.e. General Service Administration (GSA) Federal Supply Schedules (FSS)
- Simplified Acquisition Procedures
- Indefinite Delivery/Indefinite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



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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

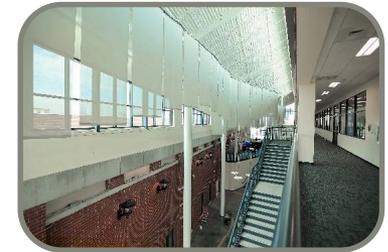
• We made major contributions to the success of BRAC '05 (\$4.2 billion)



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



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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



Mountainview
Buckley Air Force Base



Utah Data Center



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EAST CAMPUS PROGRAM



Joint Operations Center



East Campus South Parking Structure



East Campus Building Marine Corps



East Campus Bldg 2



High Performance Computing Center



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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



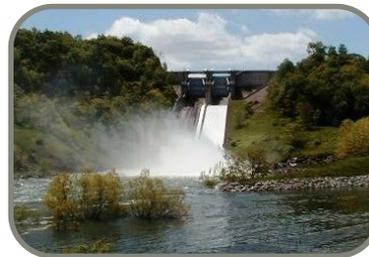
Chesapeake Bay



Ecosystem Restoration



Baltimore Harbor



Flood Risk Management



Navigation



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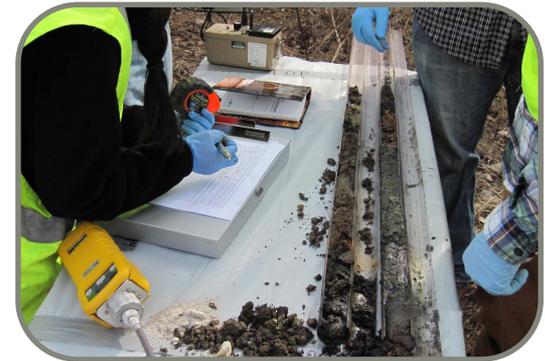
ENVIRONMENTAL SERVICES

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



Frankfurt Arsenal



Ordnance Removal
Fort Wainwright, Alaska



STURGIS
Decommissioning



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INTERAGENCY & INTERNATIONAL SERVICES (IIS)

We support our government family...

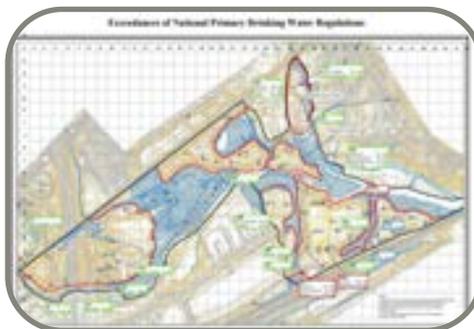
- also referred to as “Support for Others,” involves providing reimbursable technical assistance to other Federal agencies, state, and local governments, private U.S. firms, international organizations, and foreign governments
- Customers have included:
 - ✓ Library of Congress
 - ✓ National Park Service
 - ✓ Department of Energy
 - ✓ Department of State
 - ✓ NOAA
 - ✓ VA
 - ✓ National Institute of Standards and Technology
 - ✓ Government Accountability Office
 - ✓ U.S. Customs & Border Protection



National Institute of
Standards &
Technology



Dyke Marsh
Restoration



68th Street Cleanup
Baltimore, MD (EPA)



U.S. Secret Service



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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



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FY17 SMALL BUSINESS ACCOMPLISHMENTS

(As of 18 September 2017)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$97,672,553	18.33% / 23% / 29.65%	32.50%
Small Disadvantaged	\$49,587,880	9.31% / 5% / 20.10%	18.74%
8(a)	\$26,230,094	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$15,911,776	2.98% / 5% / 9.50%	6.23%
Service-Disabled Veteran-Owned	\$10,816,674	2.03% / 3% / 3%	3.81%
HUBZone	\$4,524,219	.85% / 3% / 3%	4.05%

Total Dollars Obligated (to include SB awards): \$532,596,062

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	



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FY18 BUSINESS OPPORTUNITIES

- **CIVIL SATOC in Support of Washington Aqueduct** – 8(a) competitive, NAICS code 236220, construction magnitude (\$5M - \$10M), 1st QTR FY18
- **Mechanical SATOC in Support of Washington Aqueduct** – 8(a) competitive, NAICS code 237110, construction magnitude (\$5M - \$10M), 1st QTR FY18
- **\$49.9M HUBZone & SDVOSB MATOC** – DB/DBB with up to 5 awards, NAICS code 236220, 1st or 2nd QTR FY18
- **\$49M SATOC** – SBSA, DB/DBB in support of ICC, NAICS code 236220, 1st or 2nd QTR FY18
- **Access Control Facility Visitor Center** – Acquisition Strategy TBD, NAICS code 236220, construction magnitude (\$10M - \$25M), 1st or 2nd QTR FY18
- **Airfield and Road Repairs SATOC** – \$25M UNR, NAICS code 237310, 4th QTR FY18
- **Reece Road ACP** – Acquisition Strategy TBD, NAICS code 236220, construction magnitude (\$10M - \$25M), 4th QTR FY18



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REMAINING OPEN MARKET BUSINESS OPPORTUNITIES ON WWW.FBO.GOV

- **West Filter Building Valve Replacements** – SBSA RFP #W912DR-17-B-0019, NAICS code 237110, construction magnitude (\$5M - \$10M), responses due 25 Sep 17
- **8(a) IDIQs for AE Construction Management Services** – 8(a) competitive solicitation #W912DR-17-R-CMS1, \$49.9M with up to 5 awards, NAICS code 541330, responses due 3 October 17
- **Canine Training Facility, James J. Rowley Training Center** – UNR Two-Step IFB Combined Synopsis/Solicitation #W912DR-17-B-0014, NAICS code 236220, construction magnitude (\$10M - \$25M), responses due 12 October 17
- **Multi-Discipline AE Services IDIQ in Support of INSCOM** – \$40M UNR synopsis #W912DR-17-R-0017, NAICS code 541330, responses due 16 Oct 17
- **Knapps Narrows Maintenance Dredging** – Sources Sought Notice #W912DR-N-0017, NAICS code 237990, construction magnitude (\$1M - \$5M), responses due 16 Oct 17



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HOW TO IMPROVE YOUR CHANCES

- Do your homework—review our website, familiarize yourselves with what and how we buy
- Stay current with regulations, mandates, laws/Acts, etc.,
- Possess a niche and/or be an expert within your industry
- Build relationships, e.g., attend outreach events, 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 (large or small) that compliments your firm's capabilities
- Respond to CPARS ratings ensuring to explain any mitigating issues



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HOW TO IMPROVE YOUR CHANCES CONT'D

- Accept and/or request debriefings
- Have all financial documents (bonding capacity) in order
- Keep your firm's information current e.g. website, business cards, certifications, etc.,
- Adequately respond to Sources Sought Notices/Request for Information/Request for Proposals
- Sharpen your pencils, convene internal Quality Control boards
- Provide cost savings, value added, the necessary experience, etc.,



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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://go.usa.gov/xRuaa>

NAB FY18 FCO will be publicly available by 1 October 2017



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QUESTIONS?



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