



U.S. General Services Administration

A large, stylized American flag with red and white stripes and blue stars, serving as a background for the title.

General Services Administration

Presented By: GSA Region 4

April 19, 2011

- Quick Look at GSA
- Southeast Sunbelt Region
- Typical Projects in Southeast
- American Reinvestment and Recovery Act
- Procurement Methods
- Opportunities
- Helpful Hints
- Standards and Websites

- GSA delivers products, services and policies to its federal customers through the:
 - Public Buildings Service
 - Federal Acquisition Service
- \$500 Billion of federal assets managed by GSA.
 - 8,600 owned or leased buildings.
 - 481 historic properties
- GSA's Southeast Sunbelt Region, headquartered in Atlanta, serves Florida, Georgia, North Carolina, South Carolina, Kentucky, Tennessee, Alabama and Mississippi.

General Services Administration

- Southeast Sunbelt Region
 - Approximately \$1.0 Billion in Revenues
 - 42 million rentable square feet
 - 140 Federally Owned Facilities
 - 1,300 Leased Facilities
 - 67 Historical Buildings
 - 444 works in the Fine Arts Collection
 - 78 works in the Art in Architecture program
 - \$1.7 Billion in Capital Projects
 - \$20-30 Million annually in Repair and Alteration projects
 - 12 Service Centers

Design & Construction Division

- Regional Chief Architect
- Capital Project Management Branch
- Small Project Management Branch
- Architectural Branch
- Engineering Branch
- Lease Construct Support
 - Scope development
 - Cost estimating
 - Project management
 - Design review
 - Construction management



Typical Projects in Southeast

- Federal Courthouses
- Federal Office Buildings
- Buildings Repair and Alteration
- Lease and Lease Construct Facilities

Federal Courthouses

- Highly specialized, sensitive projects, with demanding tenants
- Designed by premier architects
- Located in Central Business Districts



Federal Office Buildings

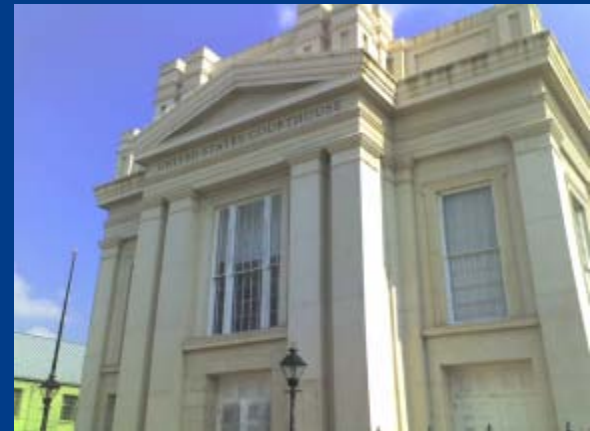
- Multiple tenant agencies (Homeland Security, Social Security, Immigration & Naturalization, HUD, Interior, etc.)





Building Repairs and Alterations

- Renovation of existing office buildings
- HVAC, security & other systems improvements
- Tenant relocation is always an issue

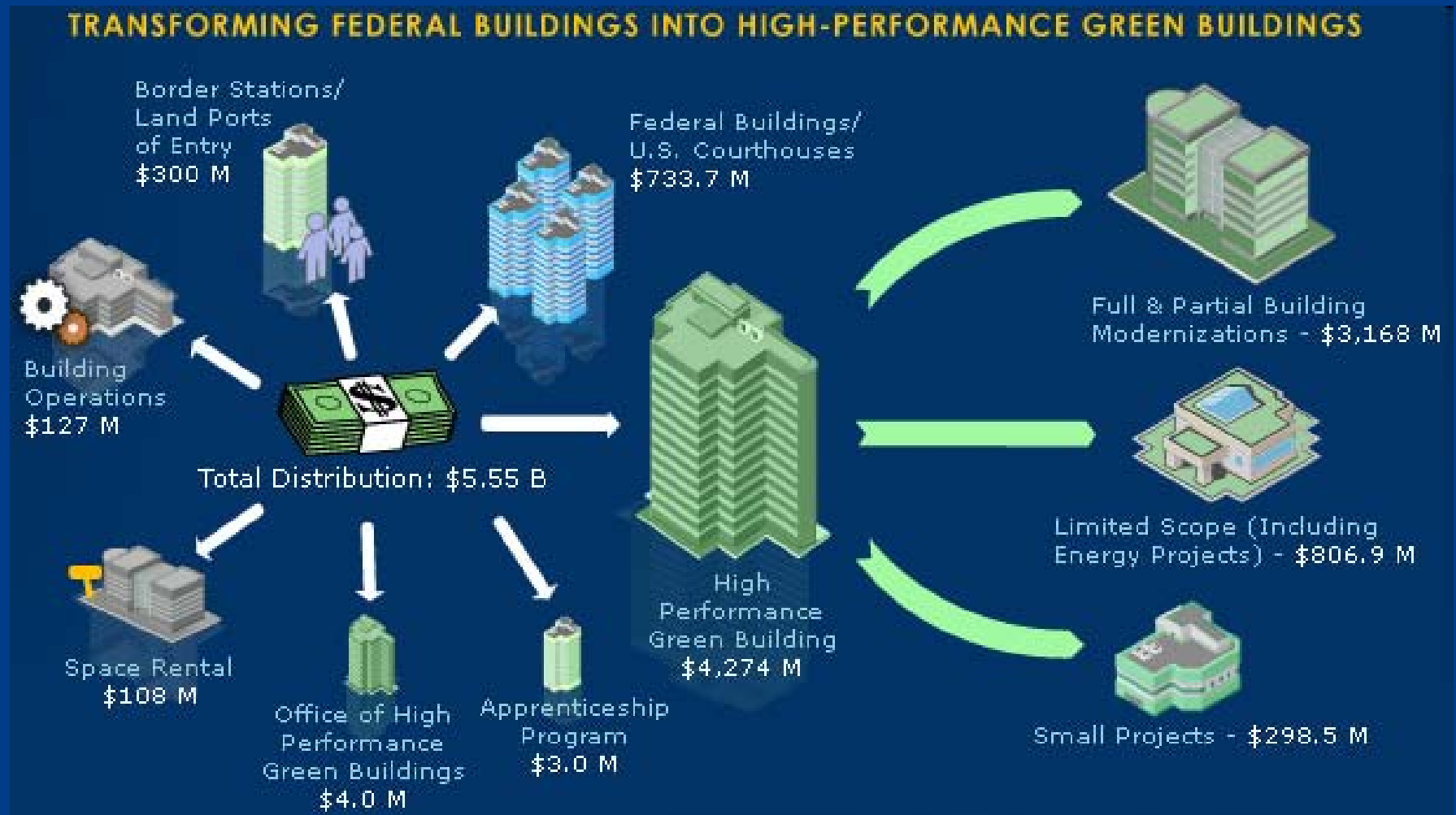




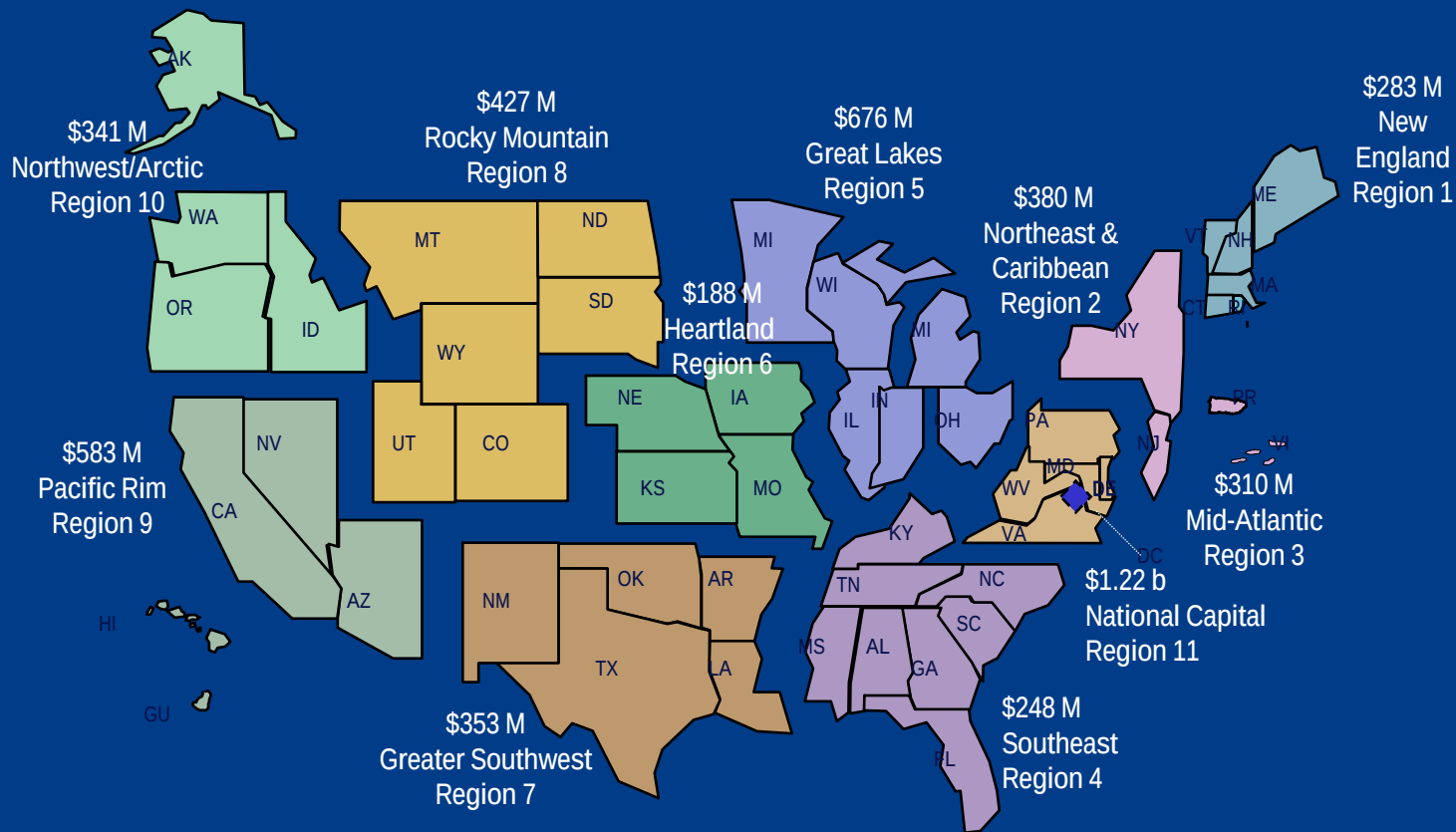
Lease Construct

- Delivering space to meet Government Agency needs
- Private-sector owned
- GSA pays rent





Funding Allocated by Region



Southeast Sunbelt Region ARRA

- Allocated Funds: \$248 Million
- Major Modernizations: \$179 Million
 - 3 Projects
- Limited Scope Energy: \$69 Million
 - 25 Re-Commissioning
 - 15 Lighting
 - 1 Other Photovoltaic
 - 2 Photovoltaic Roofs
 - 12 Roofs
 - 3 Systems
 - 1 Other

Procurement Methods

- Design
 - Brooks Act
 - IDIQ
 - New procurement activities currently in progress expect to see RPF in Mid May.
- Construction
 - Design – Bid – Build (Traditional)
 - CM as Constructor (Construction Manager at Risk)
 - Design – Build
 - Bridging
 - IDIQ
 - New procurement activities currently in progress expect to see RPF by mid May.
 - SBA 8A program

Procurement Methods

- Consulting (CMa, CMx, Studies)
 - IDIQ
 - GSA Schedule
 - Full and Open
- Leasing
- FFE
 - GSA Schedule
 - Full and Open

Active Opportunities

- Completed Designs
 - New Courthouse, Mobile, AL (2000)
 - New Courthouse, Savannah, GA (1994)
 - New Courthouse, Nashville, TN (2003)
- Funded for Design:
 - New Courthouse Charlotte, NC (2004)
 - Summit Building R&A, Atlanta, GA (2004)
 - New Courthouse, Greenville, SC (2004)
 - New Courthouse Anniston, AL (2004)
- Design Build (2011)
 - ~~New Construction, Federal Office Building, South Florida~~
- Annual 20 - \$30 million in Small Project (< \$2.6 mil each)

- FY 2012
 - Mobile, AL (Construction)
 - Savannah, GA (Construction)
 - Nashville, TN (Construction)
 - San Jose, CA (Site)
- FY 2013:
 - San Antonio, TX (Construction)
 - Charlotte, NC (Construction)
 - Greenville, SC (Construction)
 - Harrisburg, PA (Construction)
 - San Jose, CA (Design)
- FY 2014
 - Norfolk, VA (Construction)
 - Anniston, AL (Construction)
 - Toledo, OH (Construction)
 - Greenbelt, MD (Construction)
- FY 2015:
 - San Jose, CA (Construction)
- FY 2016
 - Chattanooga, TN (Design)
 - Des Moines, IA (Design)

Region 4 Formative Projects Beyond 2015

• New Construction

- Federal Building, Greenville, MS
- Courthouse, Macon, GA
- Courthouse, Greensboro, NC
- Courthouse, Chattanooga, TN
- Courthouse, Ft Lauderdale, FL
- Courthouse, Lexington, KY

• Renovations and Alterations

- Dyer FB R&A, Miami, FL
- Mobile CH R&A, Mobile, AL
- Savannah CH R&A, Savannah, GA
- Kefauver FB, Nashville, TN
- Nashville FBCH Annex R&A, Nashville, NC
- Haynesworth FBCH, Greenville, SC
- Tuttle CH, Atlanta, GA
- Columbia FB CH Complex, Columbia, SC
- Rome FB/PO/CH, Rome, GA
- Preyer CH, Greensboro, NC
- Solomon CH, Chattanooga, TN
- Lexington PO CH, Lexington, KY
- Macon FBCH, Macon, GA

Top 10 Helpful Hints

1. Have a neutral person read your proposal
2. Follow Directions (page limits, layout, content)
3. Make it easy for the evaluator
4. Use similar projects or experience
5. No Bait & Switch of Key Personnel
6. Check and Call your References
7. Past performance – how you've done on previous work
8. Provide only what is required, No extra "Boilerplate"
9. Don't assume
10. "Pretty" doesn't get you points. Content is the key

Standards & Websites

- Standards (Available at www.gsa.gov)
 - P-100 Facilities Standards
 - P-120 Project Estimating Requirements
 - 3D-4D Building Information Modeling
 - CAD Standard
- Websites
 - Whole Building Design Guide
 - www.wbdg.org
 - PBS Industry Relations Division
 - www.gsa.gov/portal/content/104010
 - FedBizOps- Federal Business Opportunities
 - www.fedbizopps.gov
 - CCR – Central Contractor Registration
 - www.ccr.gov
 - ORCA – Online Representations and Certifications Applications
 - <https://orca.bpn.gov>