

Contracting Opportunities with the US Army Corps of Engineers

Presented by:

Rhonda Wall, P.E.

**Project Manager
Military Programs
Mobile District**



US Army Corps of Engineers
BUILDING STRONG®



M/V Lawson heads up Mobile River enroute to commissioning in Tuscaloosa

Area of Operations

Mobile District Military Area of Operations

- 252,200 CONUS sq miles
- 1,770,015 OCONUS sq miles
- 3,800 miles North-South
- 10 Army Installations
- 10 Air Force Installations

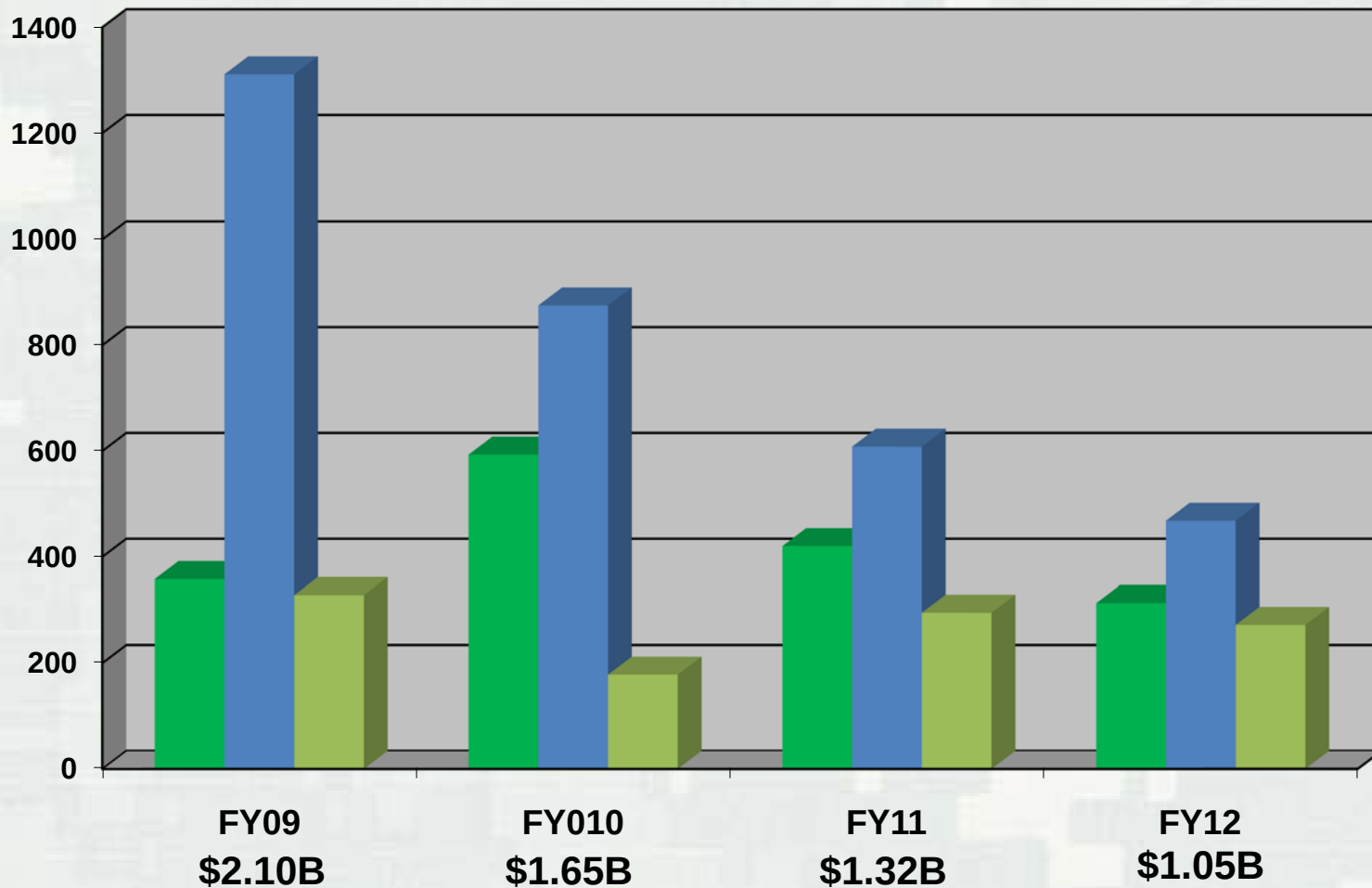


Mobile District Civil Works/SFO

- 96,000 sq miles

Mobile District

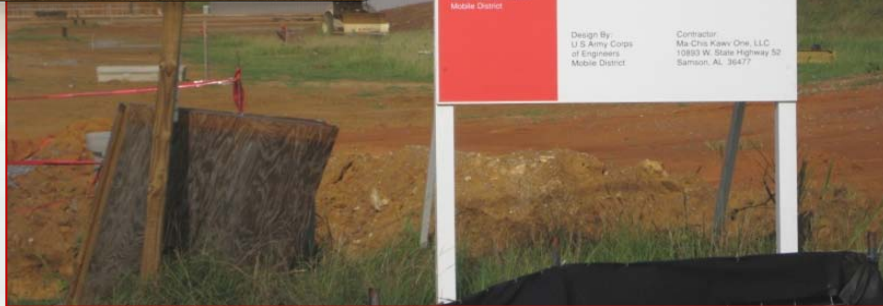
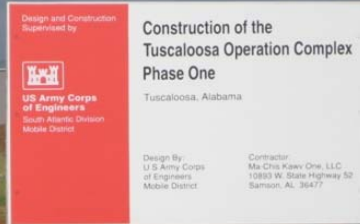
■ CW ■ Military ■ SFO



Civil Works Program



USACE Tuscaloosa



Deer Island Restoration



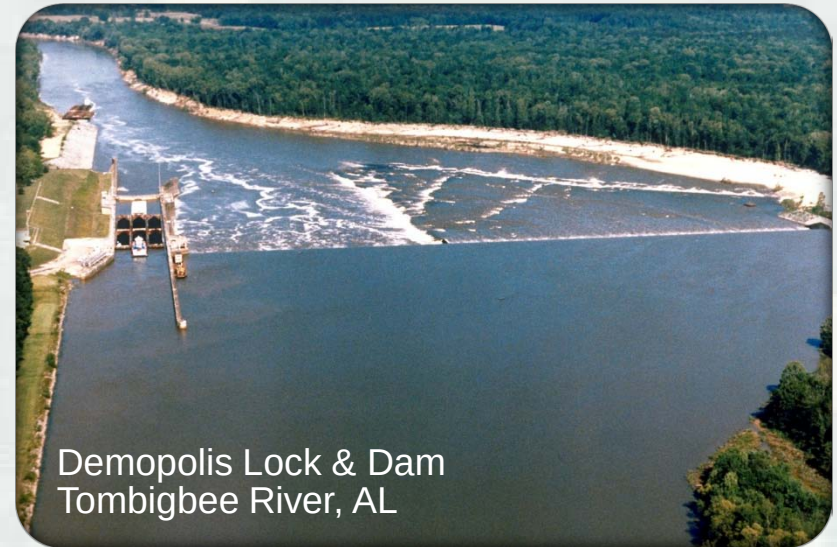
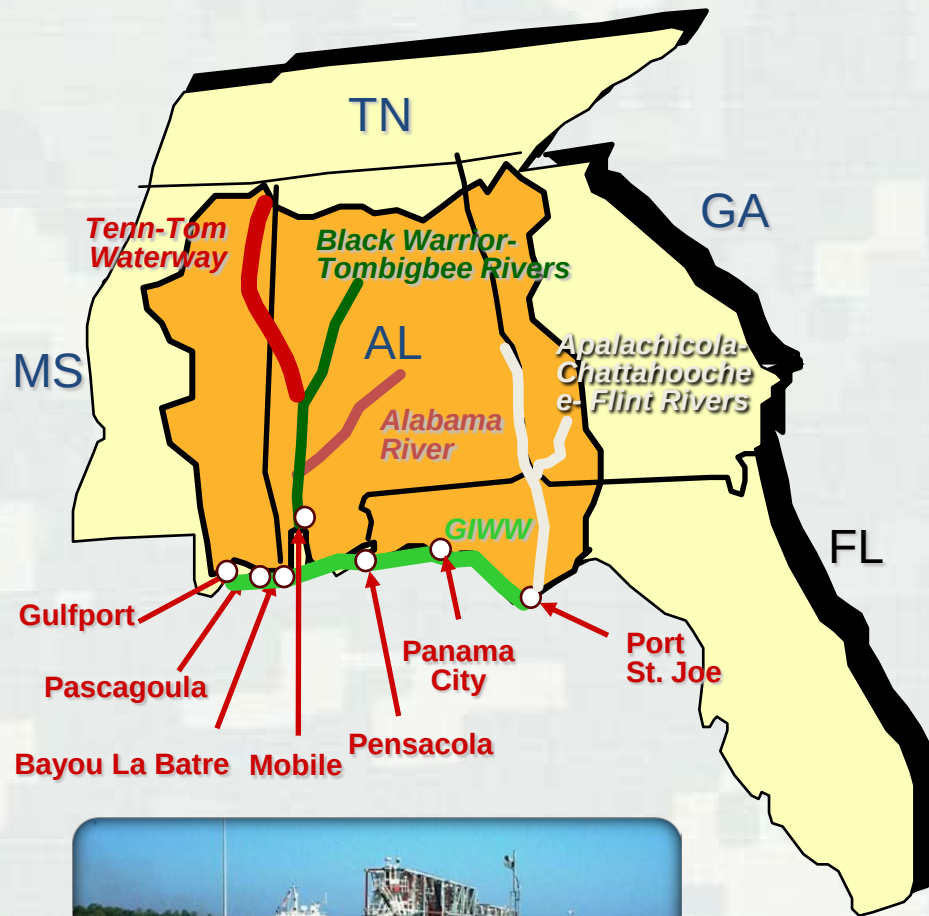
Port of Mobile



Gulfport Harbor



Civil Works - Area of Operations



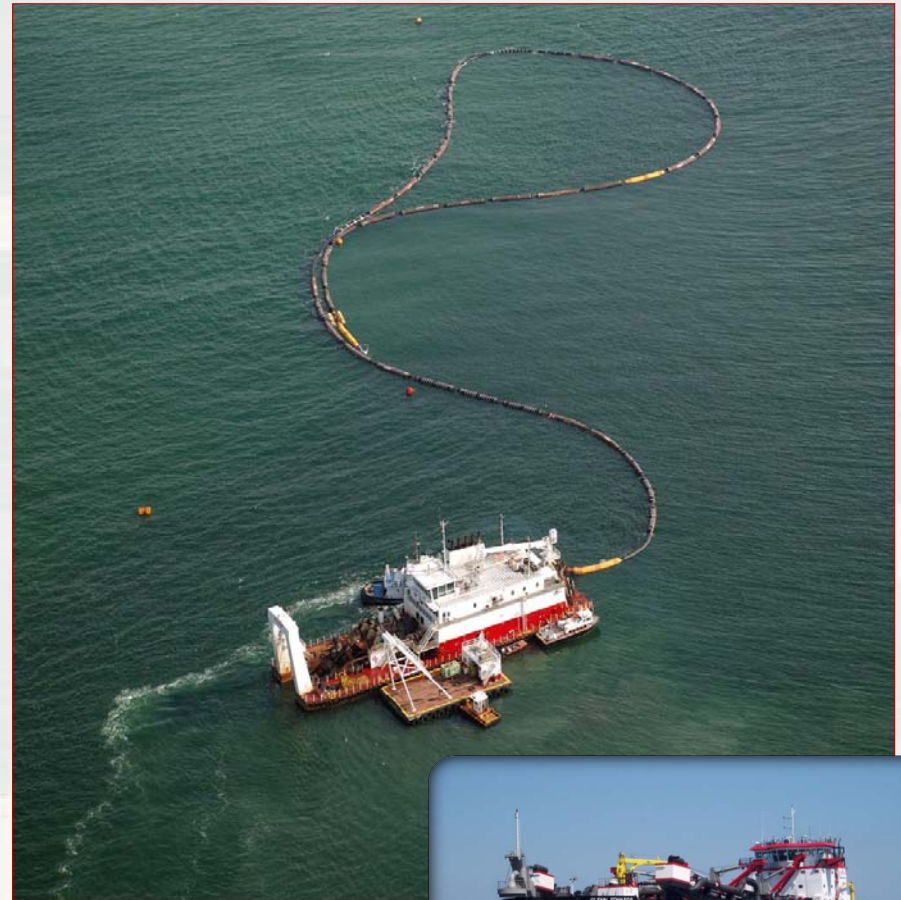
CIVIL WORKS

- 96,000 square miles
- 5 Major Waterways
- 2200 Miles of Inland Waterways
- 7 Deep Water Harbors
- 21 Shallow Ports



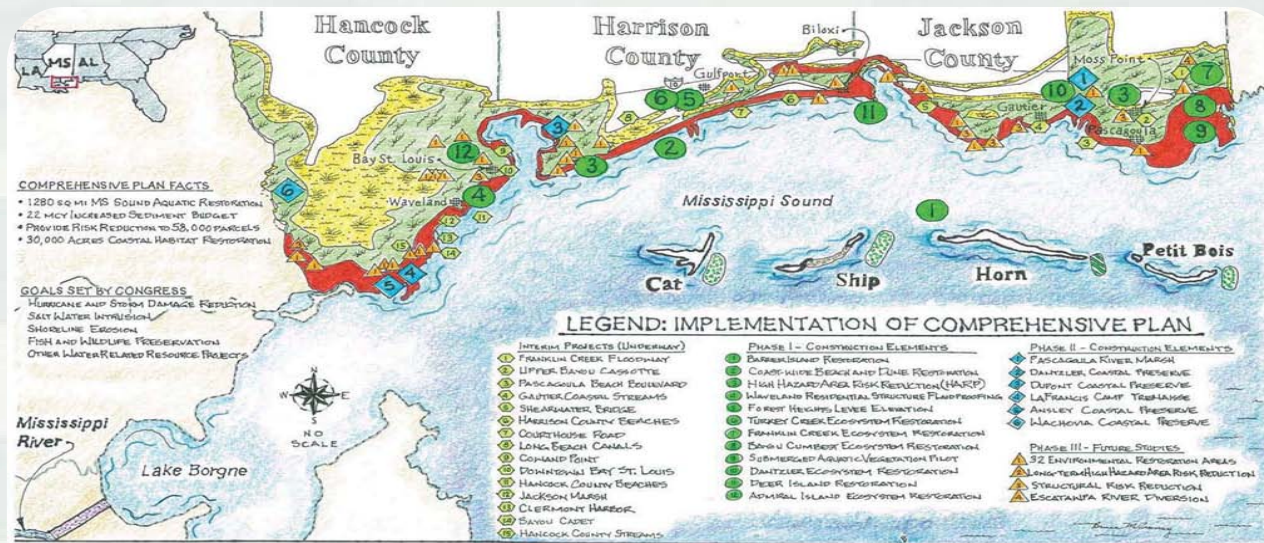
FY11 O&M Dredging Contracts

Project Name	Amount (\$M)
Mobile Harbor O&M	\$ 31.0
Pascagoula Harbor	\$ 15.0
Gulfport Harbor	\$ 5.0
Panama City Harbor	\$ 1.5
Pensacoula Harbor	\$ 4.0
Biloxi Harbor	\$ 1.5
BWT Rivers	\$ 3.0
Tenn Tom	\$ 3.0
GIWW	\$ 2.5
Total	\$ 66.5



FY12 Potential Civil Works Projects

Project Name	ST	Amount (\$K)	Status
MSCIP Comprehensive Report Projects	MS	800	Start Oct 12
Walton Co. PED	FL	1,600	Start Jan 12
TOTAL		2,400	



AFTER

Jackson Marsh



BEFORE

Comprehensive Plan Elements

Mississippi Coastal Improvements Program

Mississippi Coastal Improvements Program

Comprehensive Plan Elements



BUILDING STRONG®

MILITARY PROGRAM

MILCON

O&M

Redstone Arsenal, AL



Von Braun Complex



AMC HQ



Indoor Baffle Range



Ft Rucker, AL

Eglin AFB, FL



7th SFG

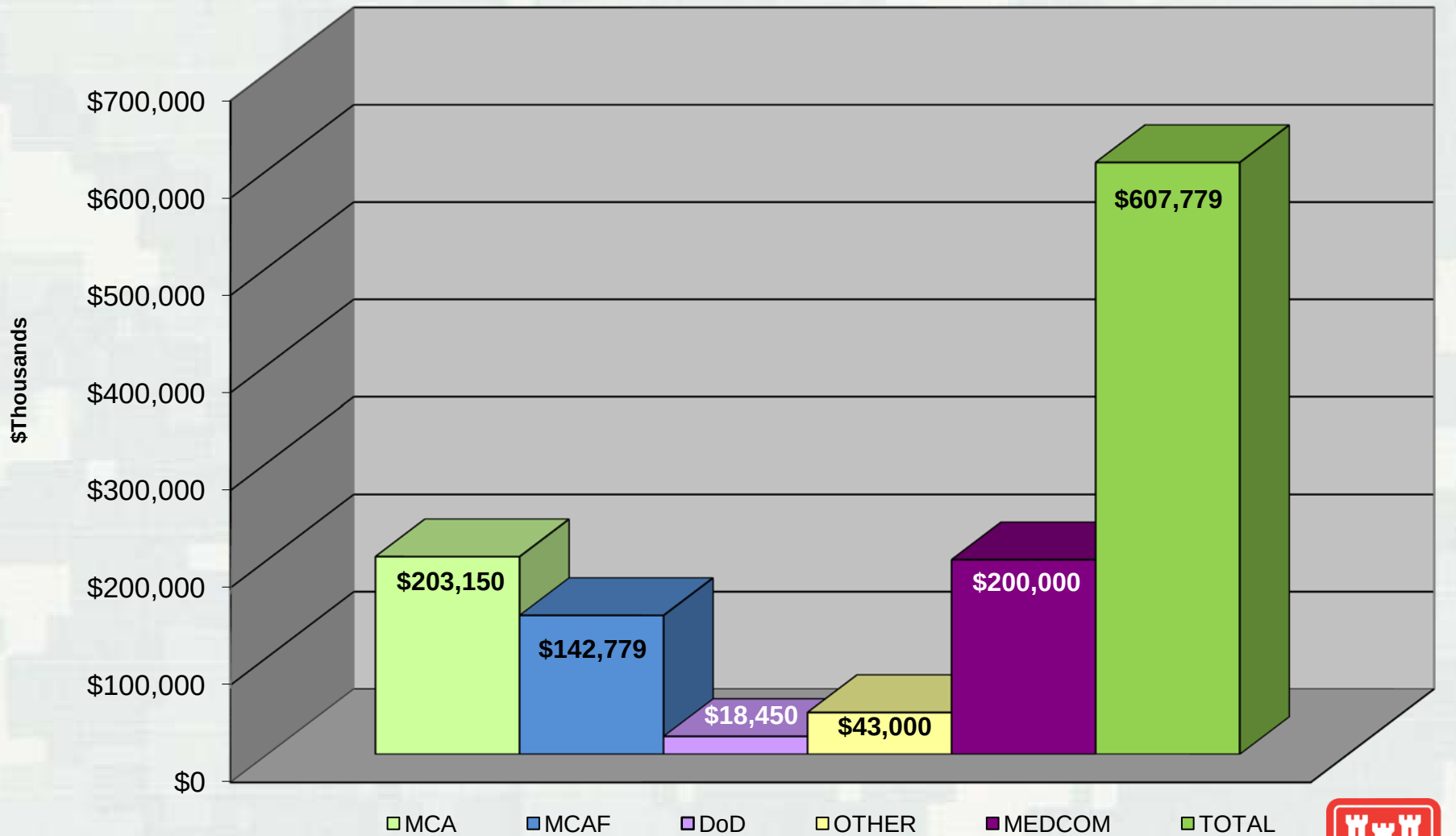


MacDill AFB, FL



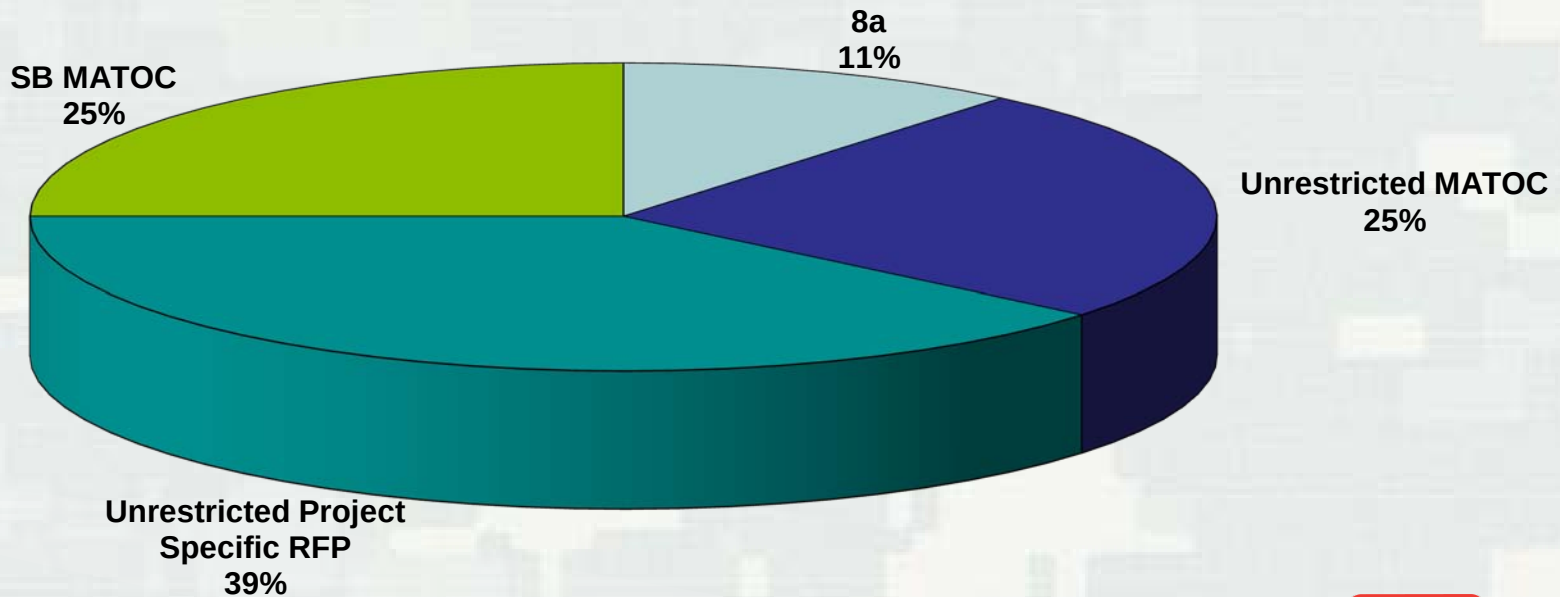
AF Tactical Operation Center

FY11 Military Program



FY11 Construction Contract Strategy

**\$608 Million
Of Military Projects**



FY11 PB MILCON and O&M Projects

Location	Project Description	Prog Amt (\$K)
Anniston	Various O&M Anniston	\$ 5,000
Anniston - FY09	Lake Yard Railroad Interchange	\$ 3,000
Anniston	Security Fencing	\$ 1,400
Anniston	Demolition of IWTP	\$ 1,200
Ft. Rucker	Various O&M Ft Rucker	\$ 10,000
Homestead	Various O&M Homestead	\$ 25,000
Homestead	SOCSSO HQ	\$ 41,000
MacDill	JOC Renovation	\$ 1,500
Redstone	EOE Facility	\$ 12,000
Soto Cano	Barracks	\$ 20,400
Eglin	F-35 3-Bay Fuel Cell MX Hangar	\$ 11,400
Eglin	7th SFG Chapel	\$ 6,900
Eglin	SOF Ground Support Btn Detach.	\$ 6,000
Ft Rucker	Aviation Maintenance Facility	\$ 36,000
Ft Rucker	Aviation Component Maintenance Shop	\$ 29,000
Ft Rucker	Training Aids Center	\$ 4,650
Hurlburt Field	Add to VOQ (24 Rm)	\$ 4,500
Hurlburt Field	ADAL AF Special Ops School	\$ 6,170
Hurlburt Field	Base Logistics	\$ 24,100
Hurlburt Field	SOF SQD OPS Annex Fac	\$ 1,800
MacDill - FY09	SOF Add/Alter 501B	\$ 10,500
MacDill	Various O&M	\$ 450
Eglin	BRAC School Age Fire Alarm	\$ 400
MSAAP - FY09	Major Caliber Loading Plant	\$ 49,000
Maxwell	ADAL Air University Library	\$ 13,400
Patrick	AFTAC HQ Increment 1	\$ 79,009
Redstone	Aircraft & flight Bldg UMMC	\$ 4,000



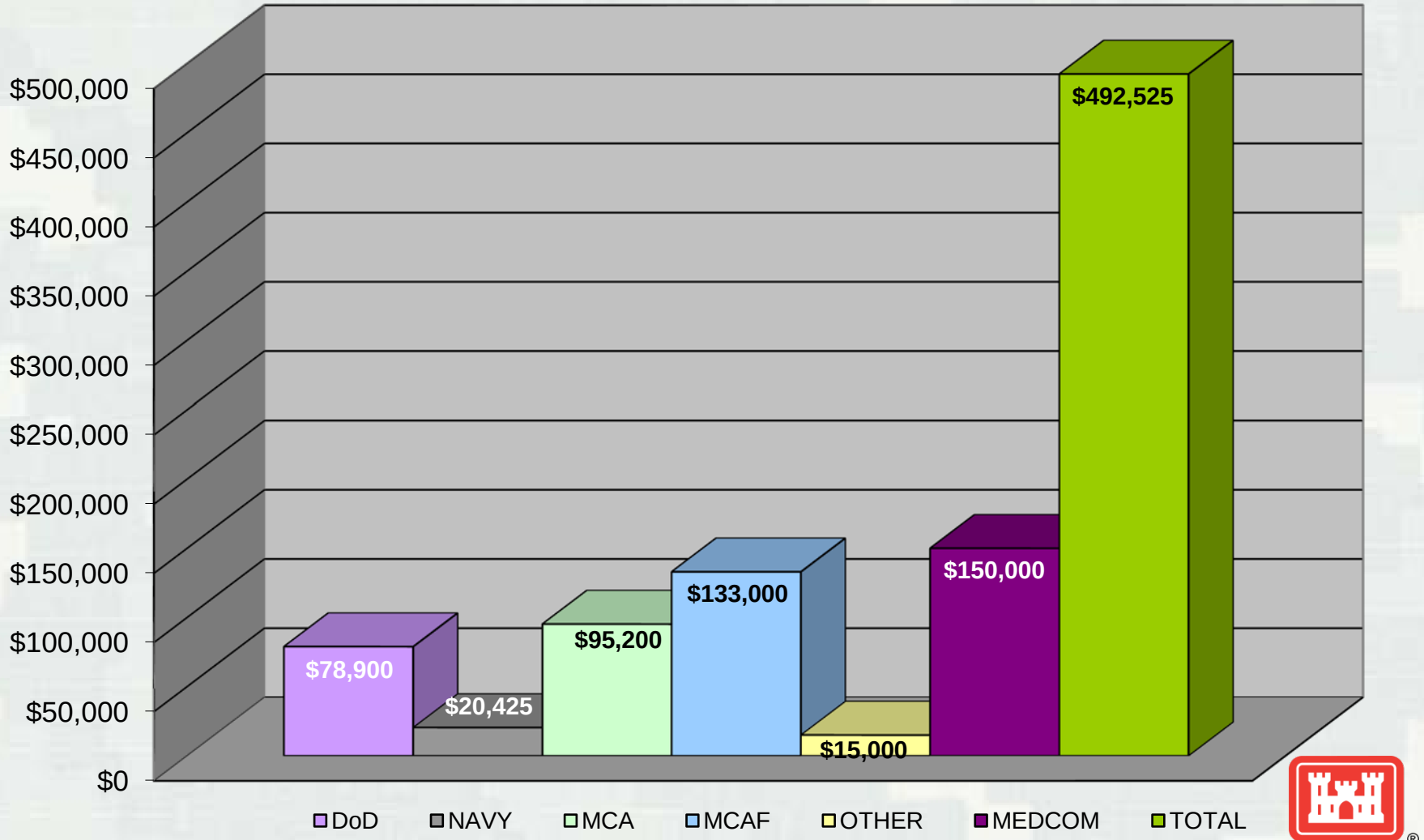
Military Construction

Powertrain Maintenance Facility Anniston Army Depot, AL



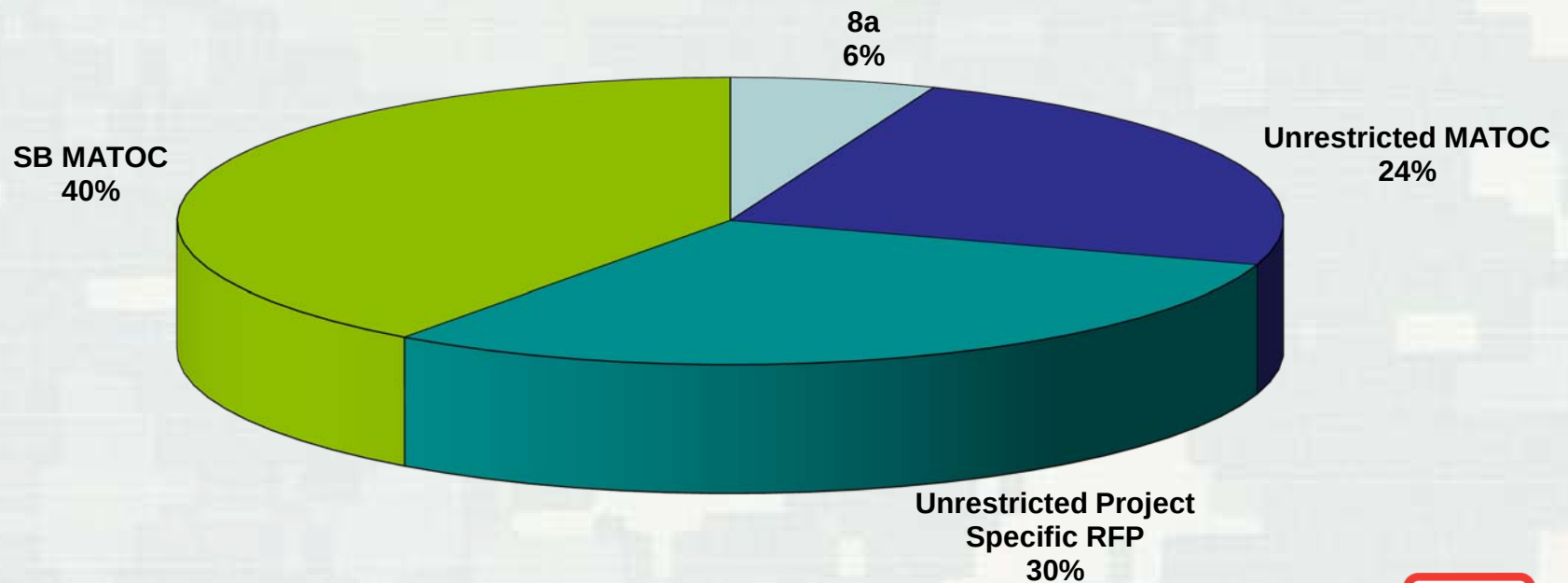
FY12 Military Program

\$Thousands



FY12 Construction Contract Strategy

**\$493 Million
Of Military Projects**



FY12 President's Budget MILCON & O&M Projects

FORECAST AWARDS - FY12		
Location	Project Description	Prog Amt (\$K)
Hurlburt	Enclosed Engine Noise Suppressor	\$ 3,200
Hurlburt	SOF AvFID Simulator Facility	\$ 6,300
Eglin	SOF Group Special Troops Battalion	\$ 19,000
Eglin	SOF Expand Group Support Battalion	\$ 21,000
Eglin	Troop Medical Clinic	\$ 11,600
Eglin	Applied Instruction Facility, EOD Course	\$ 20,425
MacDill	SOF Acquisition Center, Phase II (Parking)	\$ 15,200
MacDill	Visiting Quarters, Phase 1	\$ 54,000
Ft. Rucker	Combat Readiness Center	\$ 11,400
Redstone	Von Braun Complex Phase IV	\$ 58,800
Patrick	AFTAC Increment 2	\$ 79,000
Soto Cano	Barracks	\$ 25,000
Columbus	Replace Refueler Parking Facility	\$ 2,600
Anniston	Various Anniston	\$ 5,000
Ft. Rucker	Various Ft Rucker	\$ 10,000
	MEDCOM	\$ 150,000



FY13 MILCON and O&M Projects

FORECAST AWARDS - FY13		
Location	Project Description	Prog Amt (\$K)
Patrick	Consolidated Network Ops Control Cntr	
Patrick	Civil Engineering Admin	\$ 21,054
Patrick	Vehicle Maintenance Facility	\$ 5,000
Cape Canaveral	Range Communication Facility	\$ 21,000
Patrick	Fire Crash Rescue Station	\$ 10,400
Tyndall	ACS Ops and Classroom Facilities	\$ 8,700
Tyndall	Replace U. G. Fuel Piping between & in 400/6000 Area	\$ 2,188
Tyndall	3 F22 Beddown Projects	\$ 34,000
Hurlburt Field	Vehicle Operations Administration Facility	\$ 4,800
Homestead	SOCSSO Maint Facility	\$ 19,000
MacDill	JSOU	\$ 37,000
Arnold	Exh. Duct & Recirc. Surge	\$ 68,500
Eglin JSF	Fitness Training Facility	\$ 1,300
Eglin JSF	Dorm II 144 Room	\$ 21,000
Eglin JSF	Flightline Dining Facility	\$ 7,900
Eglin JSF	Consolidated HQ Facility	\$ 2,000
Eglin JSF	AME Mx Storage	\$ 12,600
Eglin JSF	Consolidated Mx Facility	\$ 12,800
Eglin JSF	Addition to Dining Facility	\$ 8,600
Eglin/Duke	SOF AvFID Airfield Pavements	\$ 4,000
Eglin/Duke	SOF AvFID Squadron	\$ 13,200
Eglin/Duke	SOF AvFID Hangar/AMU	\$ 23,130
Hurlburt Field	Professional Development & Education Center	\$ 8,700
Hurlburt Field	Operational Jet Fuel Storage/Fill Stand (JP-8)	\$ 14,800
Miscellaneous	MEDCOM	\$ 150,000



OCONUS

International Interagency Support for Others Program



Nicaragua



Colombia



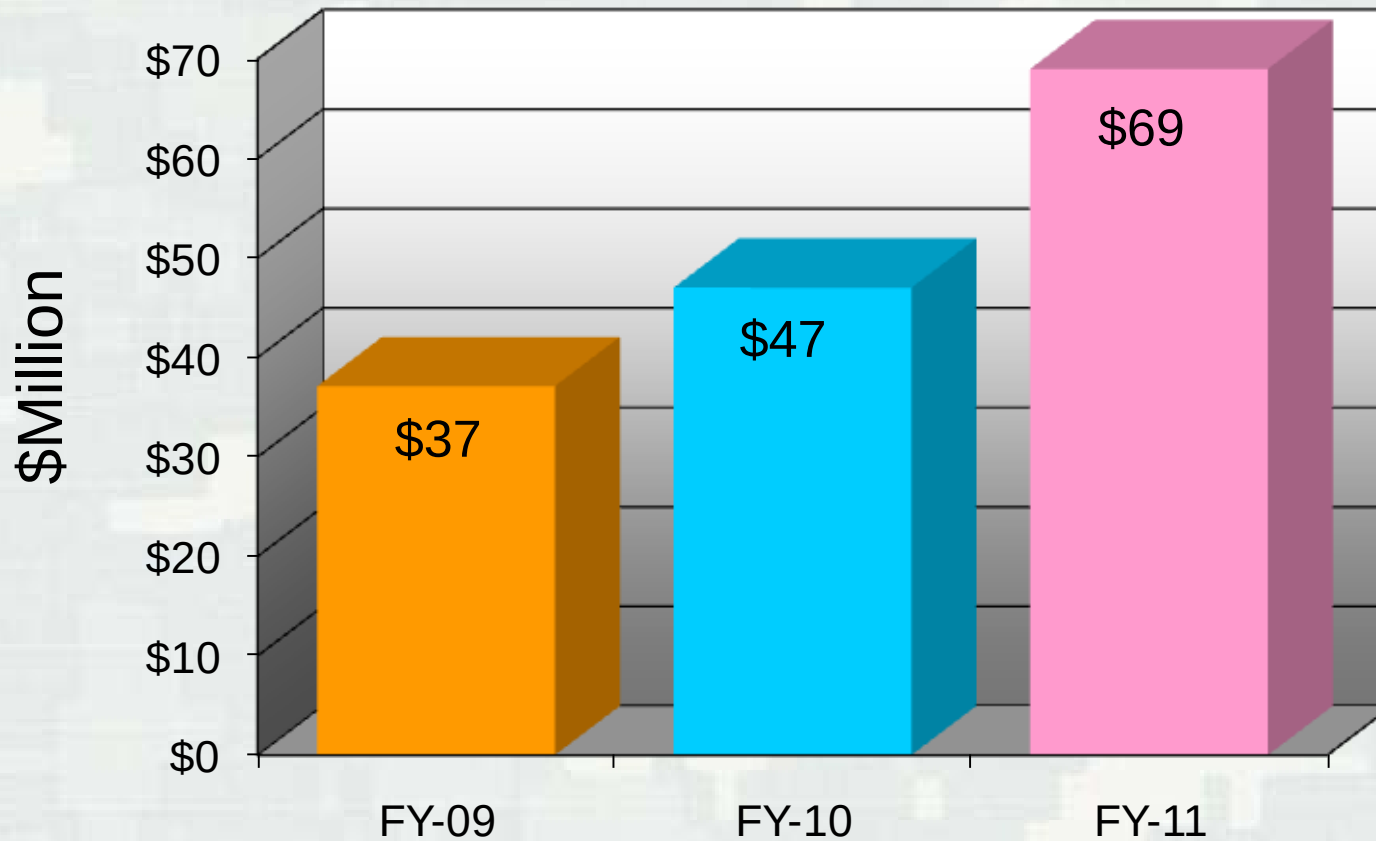
Colombia



Ecuador

OCONUS Interagency Program

FY09 – FY11



BUILDING STRONG®



CONUS

International Interagency/ Support for Others Program

ATF



NASA Space Administration



FBI



VA



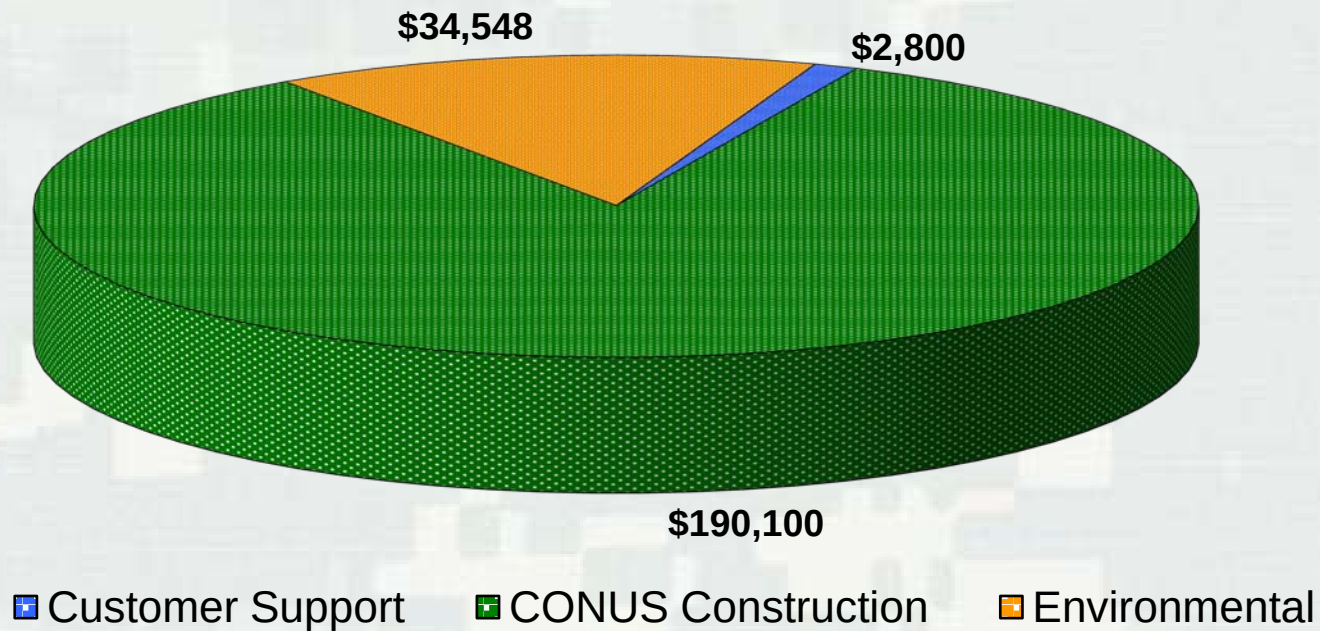
New waiting room east view

FBI



FY11 CONUS Program

Total \$227.44M



BUILDING STRONG®

FY-11 Proposed Construction

Customer/ Program	Location	Project Description	CWE (\$K)
FBI	Redstone	TEDAC -Electrical Substation #23	5,000
VA VISN 8	SAM	Various - VISN 8	3,000
FEMA	Anniston	Removal Collective Protection Systems	3,000
VA VISN 8	SAM	Various - VISN 8	8,000
VA VISN 7	SAM	Various - VISN 7	3,000
EPA	Picayune, MS	Wood Treatment Facility Superfund Site	30,000
EPA	Louisville, MS	American Creosote Works	18,000
DESC/DLA	Eglin AFB	Dredging	4,200
FBI	Redstone	TEDAC - Facility	36,000
NASA	Redstone	Building 4220	40,000
VA VISN 8	SAM	Various - VISN 8	15,000
VA VISN 7	SAM	Various - VISN 7	18,000
VA VISN 7	Ft. Rucker	Lyster Army Hosp. 3rd Flr Renovaton	900
FEMA	Anniston	Removal Collective Protection Systems	6,000



BUILDING STRONG®

Regional Military Construction Contracts

GC09-8 - \$499M
GC09-11 - \$499M

GC09-14 - \$499M

RP09-7 - \$100M

RP09-9 - \$50M

GC09-9 - \$499M
GC09-12 - \$499M

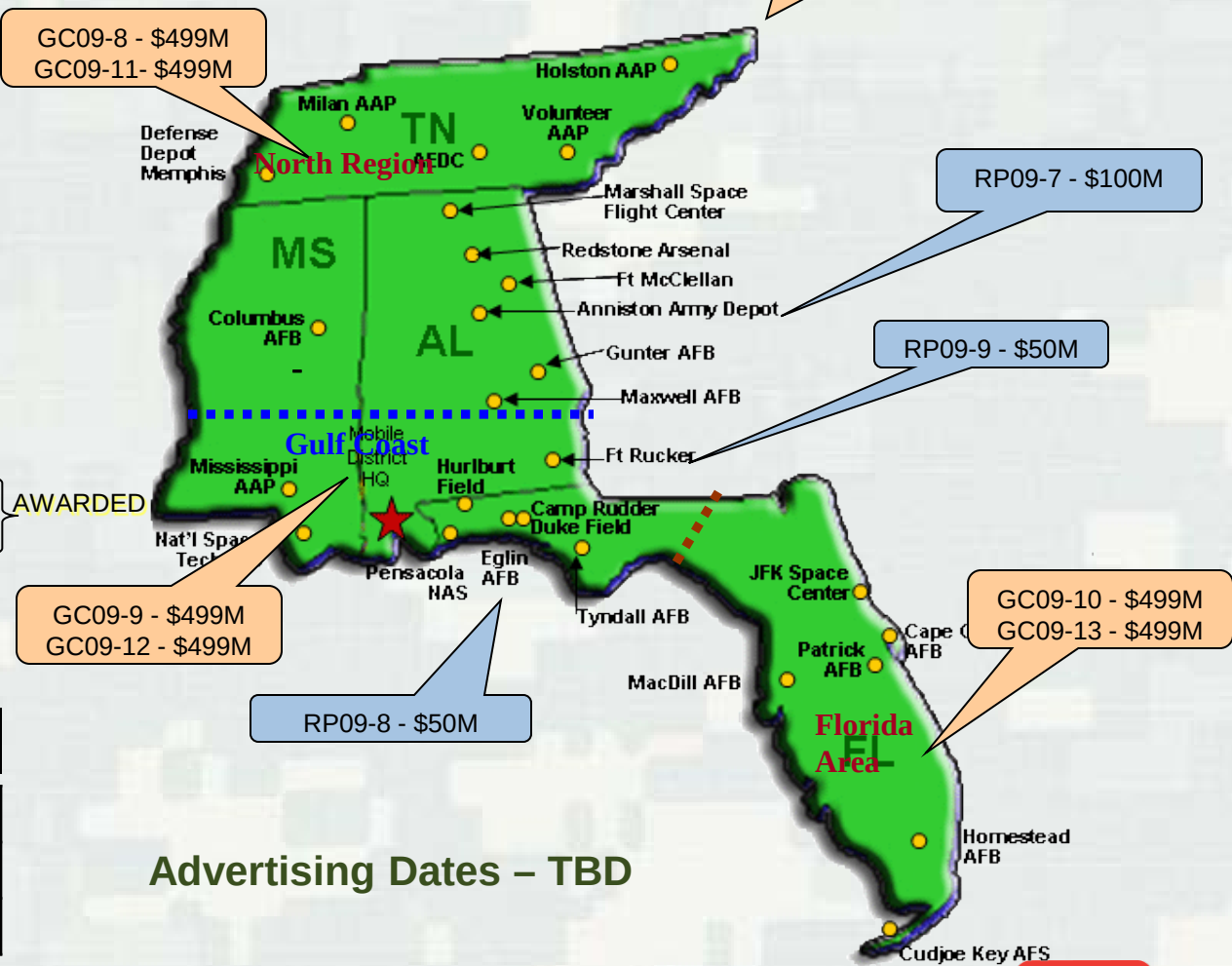
RP09-8 - \$50M

GC09-10 - \$499M
GC09-13 - \$499M

FUTURE			
GC09-8	MATOC	UR	\$499M
GC09-9	MATOC	UR	\$499M
GC09-10	MATOC	UR	\$499M
GC09-11	MATOC	SB	\$499M
GC09-12	MATOC	SB	\$499M
GC09-13	MATOC	SB	\$499M
GC09-14	MATOC	HUB	\$499M

FUTURE			
RP09-7	SATOC	8(a)	\$100M
RP09-8	SATOC	8(a)	\$ 50M
RP09-9	SATOC	8(a)	\$ 50M

Total Capacity \$ 3,793 Million



Advertising Dates – TBD



Pitfalls with Proposals

This portion of the presentation was prepared by myself, Rhonda Wall, to indicate that any views expressed are mine exclusively and do not necessarily reflect the position of USACE.

Rhonda Wall
Military Project Engineer
USACE, Mobile District



General

- **Read requirements of synopsis/RFP carefully!**
 - Professional Qualifications**
 - Specialized Experience and Technical Competency**
 - Capacity to Accomplish Work**
 - Past Performance**
 - Small Business Participation**
 - Proposal format**



Professional Qualifications

- **Submit resume for each discipline/personnel required by the synopsis/RFP.**
- **Indicate specific “Role in this Project” on resume to correspond with requirements in synopsis/RFP.**
- **Resumes should include relevant job experience corresponding to requirements of synopsis/RFP.**
- **Resumes should include registration requirements of synopsis/RFP.**



Specialized Experience and Technical Competency

- **Should be demonstrated clearly on resumes, sample projects and in narrative.**
- **Describe how your firm can accomplish requirements in synopsis**
- **Provide clear, concise examples of past experience**
- **Describe firm's Quality Management Plan and/or organization to manage the design and construction**



Example Projects

- **Verify time frame in synopsis/RFP, i.e. within past 5 years.**
- **Verify maximum number of projects allowed.**
- **Projects should be relevant to demonstrate required experience included in synopsis/RFP.**
- **An IDIQ contract may not be submitted as a single project, include only individual task orders.**



Capacity to Accomplish Work

- Include details in narrative of how capacity requirements will be accomplished i.e. perform 3 task orders simultaneously, provide 3 construction inspectors simultaneously, etc.
- Include all performance Capability criteria listed in RFP



Past Performance

- Review criteria included in synopsis, RFP.
- Examples may include DOD experience, geographic location
- CCASS Ratings, customer recommendations or surveys



Small Business Participation

- **Identify efforts to comply with FAR Clause 52.219-8, Utilization of Small Business Concerns (Large Businesses)**
- **Extent of participation of small businesses, small disadvantaged businesses, women-owned business', etc. in proposed contract team measured as a % of total estimated effort**



Proposal Format

- **Maximum number of total pages allowed by synopsis/RFP**
- **Maximum/Minimum number of projects allowed by synopsis/RFP**
- **Verify address for submission**
- **Verify Time and Date for submission**



Information Sources

Federal Business Opportunities (FedBizOpps.Gov)

<http://www.fbo.gov>

US Army Corps of Engineers, South Atlantic Division

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

US Army Corps of Engineers, Mobile District

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

Mobile District Small Business

<http://www.sam.usace.army.mil/SBP/default.htm>

