SAME CAPE FEAR POST
SMALL BUSINESS
WORKSHOP

Rosalind Shoemaker
Chief, Civil Works Contracting
USACE, Wilmington District
27 June 2019
THE WILMINGTON DISTRICT AOR

- Military Construction and O&M for Special Ops at Ft. Bragg
- Military Construction, O&M and Services for Military Ocean Terminal Sunny Point (MOTSU)
- Dredging along the NC Coast to include State Ports of Morehead City and Wilmington
- Operation and Maintenance Dredging in Georgia, South Carolina, and North Carolina
- Operation of two Hydropower Plants in Virginia (Philpott and John H Kerr)
- Operation of five lakes and dam recreational areas; 3 in NC, 2 in VA. All built for flood control
- Operation of three locks and dams along the Cape Fear River
- Shallow Draft Dredge fleet that works from Maine to Texas
- Regulatory Authority for the entire State of North Carolina
THE SAW MILITARY PROGRAM
SUPPORT TO THE MILITARY:
PROJECT & CONSTRUCTION MANAGEMENT

Military support to Fort Bragg-Special Operations Command

- Projects under construction - $275M
- Projects under design - $290M
- Future planned projects - $530M
- Annual Facility Sustainment/Restoration/Modernization Projects - $20M

Military support to Military Ocean Terminal Sunny Point

- Annual Facility Sustainment/Restoration/Modernization Projects - $21M
# Military Program Awards in FY19-20

<table>
<thead>
<tr>
<th>Project #</th>
<th>Location</th>
<th>Project Title</th>
<th>Value</th>
<th>ACQ Strategy</th>
<th>ADV</th>
</tr>
</thead>
<tbody>
<tr>
<td>80774</td>
<td>Ft. Bragg</td>
<td>Sere Resistance Training Lab Complex</td>
<td>$10M-$25M</td>
<td>RFP/UR</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>82254</td>
<td>Ft. Bragg</td>
<td>SOF, Dining Facility</td>
<td>$5M-$10M</td>
<td>RFP/UR</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>SC-00026-18C</td>
<td>Ft. Bragg</td>
<td>Admin Facility</td>
<td>$1M-$5M</td>
<td>IFB/SB</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>SF-0012-17</td>
<td>Ft. Bragg</td>
<td>PT Area, Ft. Bragg</td>
<td>$1M-$5M</td>
<td>IFB/SB</td>
<td>Jul 2019</td>
</tr>
</tbody>
</table>
## Military Program Awards in FY19-20

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<th>ADV</th>
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</thead>
<tbody>
<tr>
<td>SF-0004-18C</td>
<td>Ft. Bragg</td>
<td>Range 19C</td>
<td>$500K-$1M</td>
<td>IFB/SB</td>
<td>Aug 2019</td>
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<tr>
<td>SF-00015-18</td>
<td>Ft. Bragg</td>
<td>SOTF Dugs Trainer</td>
<td>$1M-$5M</td>
<td>IFB/SB</td>
<td>Aug 2019</td>
</tr>
<tr>
<td>MOTSU</td>
<td></td>
<td>SATER, IDIQ</td>
<td>$≥10M</td>
<td>8A Competitive</td>
<td>3rd/4th QTR FY 19</td>
</tr>
<tr>
<td>MOTSU</td>
<td></td>
<td>Portable Water Line Improvement</td>
<td>$1M-$5M</td>
<td>TBD/SB</td>
<td>Aug 2019</td>
</tr>
<tr>
<td>MOTSU</td>
<td></td>
<td>Fire Fighting Water Pressure Improvement</td>
<td>$1M-$5M</td>
<td>TBD/SB</td>
<td>Aug 2019</td>
</tr>
<tr>
<td>89057</td>
<td>Ft. Bragg</td>
<td>SOTF, Dining Facility</td>
<td>$10M-$25M</td>
<td>RFP/TBD</td>
<td>Aug 2019</td>
</tr>
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Military Program Awards in FY19-20

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<th>ADV</th>
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</thead>
<tbody>
<tr>
<td>87539</td>
<td>Ft. Bragg</td>
<td>SOF, Operations Facility</td>
<td>$5M-$10M</td>
<td>RFP/SB</td>
<td>Oct 2019</td>
</tr>
<tr>
<td>86021</td>
<td>Ft. Bragg</td>
<td>Assessment and Selection Training Facility</td>
<td>$10M-$25M</td>
<td>RFP/UR</td>
<td>Dec 2019</td>
</tr>
<tr>
<td>81165</td>
<td>Ft. Bragg</td>
<td>Human Performance Forge</td>
<td>&gt;$10M</td>
<td>RFP/UR</td>
<td>Mar 2020</td>
</tr>
</tbody>
</table>
The SAW Civil Works Program
The Wilmington District executes the Planning, Design, the Construction and the Operations & Maintenance of various Water Resources throughout NC and VA...

- The Wilmington District executes Coastal Storm Risk Management, for high value coastal communities.

- The Wilmington District executes Operation and Maintenance dredging contracts that ensure NC Deep Draft Harbors in Wilmington & Morehead City remain accessible to commercial traffic.

- The Wilmington District executes contracts for our Multi-Purpose Lake Projects which includes Flood Risk Management, Hydropower, Water Supply, and Recreation.
Over 1500 miles of Navigable Channels

- 2 Deep Draft ports
  - Wilmington Harbor
  - Morehead City Harbor
- 300 miles Atlantic Intracoastal Waterway
- 7 Shallow Draft inlets
  - Oregon Inlet
  - Bogue Inlet
  - New River Inlet
  - New Topsail Inlet
  - Masonboro Inlet
  - Carolina Beach Inlet
  - Lockwoods Folly Inlet

Channels supporting NC DOT Ferry operations serving the Subsistence Harbor of Ocracoke Island.
# FY 19 Civil Works Projects

<table>
<thead>
<tr>
<th>Location</th>
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<th>ACQ Strategy</th>
<th>ADV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Concord, NC</td>
<td>Concord Stream Restoration</td>
<td>$1M-$5M</td>
<td>IFB/SB</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>Bassett, VA</td>
<td>Philpott Lake O&amp;M</td>
<td>$1M-$5M</td>
<td>RFP/8A Competitive</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>Patrick County, VA</td>
<td>South Mayo Creek Flood Reduction Project Rehabilitation</td>
<td>$500K-$1M</td>
<td>IFB/SB</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>NC</td>
<td>AIWW Maintenance Dredging</td>
<td>$5M-$10M</td>
<td>IFB/SB</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>Wilmington, NC</td>
<td>Wilmington Harbor Mid River/MOTSU</td>
<td>$10M-$25M</td>
<td>IFB/UR</td>
<td>Jun 2019</td>
</tr>
<tr>
<td>Wilmington, NC</td>
<td>Eagle Island Improvements Cell 2, Toe Berm-Spillway Repair</td>
<td>$1M-$5M</td>
<td>IFB/SB</td>
<td>Jun 2019</td>
</tr>
</tbody>
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## FY 19 Civil Works Projects

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<tr>
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<th>ADV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boydton, VA</td>
<td>J. H. Kerr Floating Bulkhead</td>
<td>$1M-$5M</td>
<td>RFQ/SB</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>Wilkesboro, NC</td>
<td>W. K. Scott O &amp; M</td>
<td>$1M-$5M</td>
<td>RFQ/8A Competitive</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>Wilmington, NC</td>
<td>Eagle Island Earthen Dike Embankments Mowing</td>
<td>$500K-$1M</td>
<td>TBD/SB</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>Wilmington, NC</td>
<td>Machine Trade Services, Engineer Yard</td>
<td>$500K-$1M</td>
<td>TBD/SB</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>Savannah, GA</td>
<td>Regional Hopper Dredging</td>
<td>&gt;$10M</td>
<td>IFB/UR</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>Wilmington, NC</td>
<td>Wilmington Harbor Anchorage Basin Dredging</td>
<td>$1M-$5M</td>
<td>IFB/UR</td>
<td>Jul 2019</td>
</tr>
<tr>
<td>NC</td>
<td>Hurricane Matthew Inland Repairs</td>
<td>$1M-$5M</td>
<td>TBD/SB</td>
<td>4th QTR FY 19</td>
</tr>
</tbody>
</table>
Multi-Purpose Lake Projects

- Flood Risk Management
  - including Dam Safety
- Hydropower
- Water Supply
- Water Quality
- Recreation
- Environmental Stewardship

Legend
- SAW Civil Works Boundary
- SAW Regulatory Boundary
## FY 20 Anticipated Architecture and Engineering Awards

<table>
<thead>
<tr>
<th>Location</th>
<th>Project Title</th>
<th>Value</th>
<th>ACQ Strategy</th>
<th>ADV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wilmington District AOR</td>
<td>Vertical A&amp;E Contract</td>
<td>$10M-$25M</td>
<td>RFP/SB</td>
<td>1st QTR FY 20</td>
</tr>
<tr>
<td>Wilmington District AOR</td>
<td>Environmental Services IDIQ</td>
<td>$1M-5M</td>
<td>8A Competitive</td>
<td>1Qtr FY 20</td>
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</tbody>
</table>
Acquisition Trends in Wilmington

• Continue use of Best Value Procurements

• Increased use of Stand Alone Acquisitions
  ✓ Invitation for Bid, Lowest Cost Technically Acceptable and Best Value Procurements

• Use of both Design-Build and Design-Bid-Build
  ✓ Customer or Program Dependent

• Increased competition.

• Increase in Small Business set-a-sides.
<table>
<thead>
<tr>
<th></th>
<th>SAW FY18 GOAL</th>
<th>FY18 SAW GOALS Achieved</th>
<th>SAW FY18 Support of Small Business</th>
</tr>
</thead>
<tbody>
<tr>
<td>Estimated Obligations</td>
<td></td>
<td></td>
<td>$335.1</td>
</tr>
<tr>
<td>Small Business</td>
<td>38.50%</td>
<td>52.28%</td>
<td>$175.2M</td>
</tr>
<tr>
<td>Small Disadvantage</td>
<td>20.00%</td>
<td>17.07%</td>
<td>$57.2M</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>3.5%</td>
<td>7.57%</td>
<td>$25.3M</td>
</tr>
<tr>
<td>SB</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Women Owned Small Business</td>
<td>8.50%</td>
<td>8.88%</td>
<td>$39.7M</td>
</tr>
<tr>
<td>HUBZONE</td>
<td>9.40%</td>
<td>3.49%</td>
<td>$11.7M</td>
</tr>
</tbody>
</table>
CONTRACTORS THAT HAVE RECENTLY WORKED WITH THE WILMINGTON DISTRICT

ACC Construction Company
AECOM
AMES 1, LLC
Attaway Construction & Associates, LLC
Bristol Environmental Remediation Services
C&C Contractors, LLC
Clark Nexsen, Inc.
Caddell Construction Company
CECOS Group, LLC
Cottrell Contracting Corporation
DCR-Service & Construction, Inc.
Eagle Eye Electric
G.L.H.C. Services Company
G.M. Hill Engineering
Great Lakes Dredge & Dock Company, LLC
Group III Management, Inc.
Lambert Engineering
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Leebcor Services, LLC
Lifecycle Construction Services, LLC
Manson Construction
Marnie Construction Services
Norfolk Dredging Company
Outside the Box, LLC
RQ Construction, Inc.
Sauer Southeast Construction
Southern Dredging, Co., Inc.
Trend Construction
Turner Strategic Technologies
The Walsh Group
Weeks Marine, Inc.
Whitman, Reqardt & Associates, LLP
Burns & McDonnell
CEMS Engineering
Cromwell Architects & Engineers
Stantec Consulting Services
Zapata, Inc.

*Due to slide size, this list is not all-inclusive.*
TOP TEN NAICS CODES NEEDED IN WILMINGTON

236220 Commercial and Institutional Building Construction
237990 Other Heavy and Civil Engineering Construction
238990 All Other Specialty Trade Contractors (crane services)
333 Machinery Manufacturing (Dredge & Power Plant Parts)
541330 Engineering Services
541360 Geophysical Surveying and Mapping Services
541370 Surveying and Mapping Services
561210 Facility Support Services
561990 All Other Support Services
721211 RV (Recreational Vehicle) Parks and Campgrounds
What Can You Do?

Check Fed Biz Opps (FBO) and eBuy websites frequently.
✓ FBO has option to get email alerts for identified NAICS.

• Respond to Sources Sought
  ✓ You could be the response needed to show ample competition.

• Keep information current in System for Award Management (SAM) and in the SBA’s Dynamic Small Business Search
  ✓ We can’t award to you if you are not in the system.

• Follow Instructions in solicitations documents.
  ✓ If solicitation has 10 page limit, stay under 10 pages!

• Ask to be Debriefed…
  ✓ even if you are the awardee.
CONTACT INFORMATION

• System For Award Management - SAM
  – www.sam.gov
  – Must be registered before getting contract award
  – SAM Handbook@ www.sam.gov

• Federal Business Opportunities
  – www.fbo.gov (fedbizops)
  – Advertises Federal Government Procurement opportunities over $25,000

• Wilmington District Contracting link
  – www.saw.usace.army.mil
  – Link “Contracting Opportunities” (SAW)

• Donna Walton, Deputy for Small Business
  (910)251-4452, e-mail: donna.h.walton@usace.army.mil
QUESTIONS?