2017 SAME Charleston Post Industry Day
Charleston, SC

US Army Corps of Engineers
CHARLESTON DISTRICT

Rose M. Stokes-Smalls
Deputy for Small Business Programs
Charleston District
11 August 2017
Agenda

- Introduction
- District Mission & Overview
- Charleston District FY 17 Contract Types
- Charleston District Obligation History
- Small Business Achievements Overview
- FY 17/18 Workload Projection
District Leadership

Lt. Col. Jeffrey S. Palazinni
Commander and District Engineer

Major Jason A. Legro
Deputy Commander

Lisa Metheney
Deputy District Engineer
for Programs and Project Management
Charleston District Serves the Nation

Mission
Strengthen the Nation by delivering innovative solutions on time and on budget through outstanding customer service, collaboration and commitment to quality.

Vision
BE an Innovative, Can-do customer-focused District

1) Support National Security
2) Transform Civil Works
3) Reduce Disaster Risks

Chief Says...
“Deliver the Mission”
USACE Campaign
Plan Objectives

“Foundation (Basics)”
Execute
Core, Supporting, & Integrating Tasks

“Deliver the Mission”
Build
Sustained Innovative Growth and Improvement

Supporting & Integrating Tasks
4) Prepare for Tomorrow
SAC 2020
Execution - Critical Authorization - Workload - Professional Development - Knowledge Management

Critical Components of Success - People - Innovation - Relationships
Military, Civil Works and IIS Projects in South Carolina

SC Congressional Delegation
Senator Lindsey Graham (R)
Senator Tim Scott (R)
Mark Sanford (R)
Joe Wilson (R)
Jeff Duncan (R)
Trey Gowdy (R)
Mick Mulvaney (R)
James Clyburn (D)
Tom Rice (R)

Legend
- Deep Draft Navigation
- Shallow Draft Navigation
- Flood & Storm Damage Reduction
- Water Supply / Environmental Infrastructure
- Formerly Used Defense Sites (FUDS - Managed by Savannah District)
- Continuing Authorities - Environmental

International, Interagency Support to other Government Agencies
Military
Multipurpose with Power (Managed by Savannah District)
Planning Assistance to States

DATE: October 2015
FY17 Contract Types

- Construction (New and SRM)
- Dredging, Ditching/Diking
- Facilities Maintenance
- System Inspections, Testing & Certs
- Cathodic Protection
- Fire Protection/Suppression Systems
- Hydropower Plant Systems/Eqpt Mtc
- Facilities Systems Inventories
- Architect and Engineering Services
- Material Sampling, Studies and Assessments
- Municipal Services (Janitorial, grounds, etc.)
- Environmental Consulting Services

- Funding types include Planning & Design, Construction, CAP, O&M
## Charleston District’s Obligation History

**FY12 - FY16**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Dollars Obligated</th>
<th>Number of Actions</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>$272M</td>
<td>656</td>
</tr>
<tr>
<td>2013</td>
<td>$164M</td>
<td>576</td>
</tr>
<tr>
<td>2014</td>
<td>$217.2 M</td>
<td>704</td>
</tr>
<tr>
<td>2015</td>
<td>$161.3M</td>
<td>684</td>
</tr>
<tr>
<td>2016</td>
<td>$215.6M</td>
<td>754</td>
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</table>
Charleston District is BIG on Small Business

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>41.50%</td>
<td>54.11%</td>
<td>$116M</td>
<td>41.50%</td>
<td>81.07%</td>
<td>$129M</td>
<td>63.24%</td>
<td>67.81%</td>
<td>$144,360,555.81</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>19.00%</td>
<td>30.40%</td>
<td>$65M</td>
<td>19.00%</td>
<td>51.88%</td>
<td>$82M</td>
<td>35.80%</td>
<td>21.67%</td>
<td>$46,141,540.06</td>
</tr>
<tr>
<td>Women Owned Small Business</td>
<td>7.00%</td>
<td>15.33%</td>
<td>$33M</td>
<td>7.00%</td>
<td>29.73%</td>
<td>$47M</td>
<td>20.49%</td>
<td>11.66%</td>
<td>$24,833,237.77</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>4.00%</td>
<td>4.37%</td>
<td>$9M</td>
<td>3.00%</td>
<td>5.02%</td>
<td>$8M</td>
<td>3.72%</td>
<td>12.03%</td>
<td>$25,609,211.03</td>
</tr>
<tr>
<td>HUBZone</td>
<td>11.00%</td>
<td>11.22%</td>
<td>$24M</td>
<td>11.00%</td>
<td>18.83%</td>
<td>$30M</td>
<td>15.99%</td>
<td>17.44%</td>
<td>$37,118,086.37</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>
## FY 17 Small Business Achievement Report to Date

<table>
<thead>
<tr>
<th>Program</th>
<th>Actions</th>
<th>% Actions</th>
<th>Dollars</th>
<th>% Dollars</th>
<th>Goal</th>
<th>Variance</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB Eligible</td>
<td>505</td>
<td>83.17%</td>
<td>$95,989,803</td>
<td>65.00%</td>
<td>39.34%</td>
<td>25.66%</td>
</tr>
<tr>
<td>Small Business</td>
<td>420</td>
<td>83.17%</td>
<td>$62,397,226</td>
<td>65.00%</td>
<td>39.34%</td>
<td>25.66%</td>
</tr>
<tr>
<td>SDB</td>
<td>199</td>
<td>39.41%</td>
<td>$40,626,954</td>
<td>42.32%</td>
<td>21.28%</td>
<td>21.04%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>71</td>
<td>14.06%</td>
<td>$9,737,663</td>
<td>10.14%</td>
<td>6.30%</td>
<td>3.84%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>91</td>
<td>18.02%</td>
<td>$15,195,941</td>
<td>15.83%</td>
<td>8.34%</td>
<td>7.49%</td>
</tr>
<tr>
<td>HubZone</td>
<td>39</td>
<td>7.72%</td>
<td>$6,122,739</td>
<td>6.38%</td>
<td>9.43%</td>
<td>-3.05%</td>
</tr>
</tbody>
</table>

- Aspirational Goal for HBCU/MI of 2.5%.
- Percentage of each categories derived by dividing cumulative total actual obligated dollars by total available dollars awarded to both Large and Small Business after exclusions.
- Does not include Foreign Military, NAF, NIB, Fuels or Non-Profit.
Non Facility Investment
FY 17 Advertisements

- 2 Construction MATOCs ($49M ea) - DLA/MARFORRES - Advertise Sept 2017, Award by 31 Dec 2017
- Ft. Jackson Bldg 1877 Repair - Advertise 15 June 2016
- AIWW Breach Inlet Dike Raising - Advertised 15 July 2017
- JBC Ditching - Advertise December 2017
- Myrtle Beach Reach 2 Renourishment - Advertise 1Q FY18
- Lower Charleston Harbor Dredging - Advertise July 2017
- Charleston Harbor Upper Harbor - Advertise September 2017
- Folly River Dredging/Folly Beach Rehab - Advertise September 2017
- AIWW Dredging - Advertise 15 July 2017, April 2018
- Naval Health Clinic Charleston Water Intrusions Repairs - Adv NOW
- Lake Marion Regional Water Line Dorchester Reach - Adv 4Q FY17
# District Strategy FY18

<table>
<thead>
<tr>
<th>Project *</th>
<th>Strategy</th>
<th>Program Est</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fort Jackson PN 76149 Reception Station Phase I - MILCON</td>
<td>Unrestricted RFP</td>
<td>$94M</td>
</tr>
<tr>
<td>Fort Jackson Barracks 1889 Renovation</td>
<td>SAS MATOC</td>
<td></td>
</tr>
<tr>
<td>Fort Jackson Hartsville Guard Road -OMA</td>
<td>Unknown - Capacity needed</td>
<td></td>
</tr>
<tr>
<td>JBC Street, Parking &amp; Apron Lighting Repairs</td>
<td>DB SATOC TO</td>
<td>$5.3M</td>
</tr>
<tr>
<td>NHCC (JBC) HVAC Ctrl Sys Bldg 2419</td>
<td></td>
<td>$5.3M</td>
</tr>
<tr>
<td>Post 45 Entrance Channel Deeping Contract 1</td>
<td>Unrestricted IFB</td>
<td>$355M</td>
</tr>
<tr>
<td>Post 45 Entrance Channel Deeping Contract 2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Post 45 Daniel Island Clearing &amp; Ditching</td>
<td>RFP (LPTA)</td>
<td>$3M</td>
</tr>
<tr>
<td>Post 45 Daniel Island Upland Site Improvements</td>
<td></td>
<td></td>
</tr>
<tr>
<td>JBC Visiting Quarters (NAF)</td>
<td>Unknown</td>
<td>$57M</td>
</tr>
<tr>
<td>81st RSC Facility Investment Services Contract 1 - OMAR</td>
<td></td>
<td></td>
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<tr>
<td>81st RSC Facility Investment Services Contract 2 - OMAR</td>
<td>Small Business Competitive RFP</td>
<td>$36M</td>
</tr>
<tr>
<td>81st RSC Municipal Services Contract 1 - OMAR</td>
<td></td>
<td></td>
</tr>
<tr>
<td>81st RSC Municipal Services Contract 2 - OMAR</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Next FY Fort Jackson SRM projects not generally known at this point
## District Strategy FY18

<table>
<thead>
<tr>
<th>Project</th>
<th>Strategy</th>
<th>Program Est</th>
</tr>
</thead>
<tbody>
<tr>
<td>VAMC Columbia (SC) Medical Clinic</td>
<td>SDVOSB Set-Aside &quot;C&quot; Contract or</td>
<td>$39M</td>
</tr>
<tr>
<td>VAMC Columbia (SC) Behavioral Health Center of Excellence</td>
<td>SAM GC MATOC (SDVOSB Pool)</td>
<td></td>
</tr>
<tr>
<td>VAMC Columbia (SC) Center for Rehabilitative Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VAMC Columbia (SC) Prosthetics and Sensory Aid Center</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VA-NCA Fort Jackson National Cemetery Phase 2 Design</td>
<td>AE IDIQ</td>
<td></td>
</tr>
<tr>
<td>VA-NCA Fort Jackson National Cemetery Phase 2 Construction</td>
<td>SDVOSB Set-Aside &quot;C&quot; Contract</td>
<td></td>
</tr>
<tr>
<td>MCRC Brooklyn Renovations Phase 4</td>
<td>Competitive RFP</td>
<td>$15.5M</td>
</tr>
<tr>
<td>MCRC Brooklyn FF&amp;E Phase 2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MFR Fort Lewis WCR Phase 1</td>
<td>8(a) Sole Source</td>
<td></td>
</tr>
<tr>
<td>DLA DDRT SMART Meters</td>
<td>8(a) Sole Source or Mini MATOC</td>
<td></td>
</tr>
<tr>
<td>DLA DDRT Lot 14</td>
<td></td>
<td>$22M</td>
</tr>
<tr>
<td>DLA DDRV Fire Protection Upgrades and Repairs, 11 Warehouses</td>
<td>Fire Protection MATOC (Unrestricted)</td>
<td></td>
</tr>
<tr>
<td>DLA DDTP Bldg 8 Renovations</td>
<td>GC MATOC (Unrestricted)</td>
<td></td>
</tr>
</tbody>
</table>
Charleston District Contacts

- **Mailing address:**
  Department of the Army
  Charleston District, Corps of Engineers
  Contracting Office
  69A Hagood Avenue
  Charleston SC  29403-5107

- **Contracting Chief**
  - Michael Dixon, Chief, 843-329-8061

- **Small Business Specialist:** Rose M. Stokes-Smalls, 843-329-8084

- Sources Sought, RFP & award notices on Twitter and Facebook
Key Small Business Points of Contact
South Atlantic Division

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404-562-5059

District Small Business Specialists

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QUESTIONS?
Thank You!

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