DOING BUSINESS WITH COE CHARLESTON DISTRICT

SAME Charleston Post Meeting
January 19, 2017
1. Introductions
2. Purpose
3. T.Y. Lin International | Lindbergh Overview
4. USACE COE Charleston District Overview
5. A/E Process/workflow – What to expect
6. Examples of work under IDC
7. Questions?????
8. Adjourn
How do I position my firm to be successful in performing work for COE Charleston District and other federal organizations?

Three words to consider:
- Underdog
- Leadership
- Legacy
United States Operations

- T.Y. Lin International (TYLI) was established in 1954
- Lindbergh & Associates, a local Charleston firm, joined TYLI in 2015
- 34 years in North Charleston
- 2,500 professionals worldwide
- 830 professionals in the United States
- 225 local professionals in the region

YOUR LOCAL FIRM WITH NATIONAL AND INTERNATIONAL RESOURCES AND EXPERTISE.
Founded by Air Force Colonel Charles Lindbergh, PE, PhD, former Dean of Engineering at Citadel, as a structural engineering firm

Lindbergh becomes wholly-owned subsidiary of OBG following graduation from SBA designation

With record sales of $8.5M, Lindbergh becomes one of the largest E/A firm in Charleston, SC and largest service provider to Charleston District of USACE

Lindbergh enters 2015 with record backlog of $4.5M and Q1 sales funnel of $1.5M

Lindbergh celebrates its 30 year history as a full-service engineering/architecture firm

Organized as WBE and SDVSB following death of founder:

- OBG facilitates transition through established relationship with founder
- OBG provides financial support and leadership of Richard Garcia
- OBG diversifies business to include architecture, civil engineering, land planning and program management services

Lindbergh acquired by T.Y. Lin International in April 2015

Lindbergh enters 2015 with record backlog of $4.5M and Q1 sales funnel of $1.5M
2016 ENR Rankings

- #50 Top 500 Design Firms
- #26 Top 50 Designers in International Markets
- #31 The Top 100 'Pure' Designers
- #12 Transportation
- #12 Bridges
- #11 Mass Transit & Rail
- #17 Highways
Professional Capabilities

- Landscape Architecture / Planning
- Architecture / Interior Design
- Program / Construction Managers
- Construction Inspectors
Local Clients
Corporate Social Responsibility
<table>
<thead>
<tr>
<th></th>
<th># of Tasks</th>
<th>Smallest</th>
<th>Largest</th>
<th>Total Fees</th>
</tr>
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<tbody>
<tr>
<td><strong>Federal</strong></td>
<td>47</td>
<td>$6,898</td>
<td>$2,916,188</td>
<td>$10,428,115</td>
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<td>38</td>
<td>$2,500</td>
<td>$139,028</td>
<td>$1,189,914</td>
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<td><strong>State</strong></td>
<td>15</td>
<td>$1,200</td>
<td>$1,673,720</td>
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<td>9</td>
<td>$6,350</td>
<td>$200,950</td>
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<td><strong>Municipal</strong></td>
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<td>5</td>
<td>$4,200</td>
<td>$14,990</td>
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Lines of Business

Aviation

Bridge

Surface Transportation

Rail & Transit

Ports & Marines

Facilities

Federal

Mobility & Planning
Facilities

The Citadel

Trident Technical College

Steinberg Law Office

McDonald’s USA
Federal

- Ralph Johnson VAMC Mental Research Clinic
- St. Stephen Dam Fishlift and Powerhouse
- Fort Sumter National Monument
- IDC Charleston Air Force Base
USACE Charleston District

MISSIONS
- Civil Works
- Military Construction
- Interagency and International Support
- Navigation
- Regulatory
- Emergency Management
- Formerly used Defense Sites
- Water Safety

SUPPORTING
- Army (Ft. Jackson)
- JBC
- DLA
- Army Reserve
- Veterans Administration
- DOE/NNSA
- SPAWAR
- Marine Forces Reserve
- NPS
- NPTU
- ASLA
HISTORY

- 1775 USACOE established
- 1821 Corps presence in CHS
- 1826 Construction of Ft. Moultrie and Ft. Johnson
- 1829 Construction of Ft. Sumter
- 1871 COE Office Established
- 1882 Jetties
- 1917 Training camps across SC
- 1930s Intracoastal and Airfields in SC
- 2008 Take over mission at Ft. Jackson
- 2011 Begin studying post 45 project

LEADERSHIP

- Commander and District Engineer - Lt. Col. Matthew Luzzatto
- Deputy Commander - Maj. Jason Legro
- Deputy District Engineer - Lisa Metheney
- Senior chief of Engineering - Carole Works
- Senior Chief of Construction - David Dodds
Providing:
- Studies
- Planning (1391 and REQDOCs)
- DB RFPs
- Design
- Value Engineering
- Facility Assessments
- BOS Services
- Estimates
- Title II Services

How:
- DB MATOCs
- DB Stand Alone
- A/E IDCs (TYP 5 yrs.)

To:
- UNR Large Constr. Firms
- UNR Large Design Firms
- SB and Set aside SB Construction Firms
- SB and Set Aside SB Design Firms
<table>
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<th>Work over the last 5 years</th>
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<td><strong>W912hp11D0012</strong></td>
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<tr>
<td>- Charleston District</td>
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<tr>
<td>- $12M Ceiling; $11.97M Spent</td>
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<tr>
<td>- 47 Task orders</td>
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<td>- 5 years</td>
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<td>- Largest: $2.93M</td>
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<td>- Smallest: $6.8K</td>
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<td>- Work across US</td>
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<td><strong>W9127811D0058</strong></td>
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<tr>
<td>- Mobile District</td>
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<tr>
<td>- $5M Ceiling; $4.98M Spent</td>
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<tr>
<td>- 16 Task orders</td>
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<tr>
<td>- 5 years</td>
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<tr>
<td>- Largest: $2.87M</td>
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<tr>
<td>- Smallest: $7.4K</td>
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<td>- Work across US</td>
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First things First - Getting a Contract

- Track opportunities
- Evaluate solicitation
- Consider teaming opportunities
- Respond with sf 330
- Interview
- Selected!!!!!
- Develop SB plan

- Develop Quality Control Plan
- Develop rates, overhead, and profit structure
- Negotiate base and option year rates
- Award of IDC
Now the Fun Begins - Executing Task Orders

- Receive Task Order SOW and RFP
- Conduct pre-proposal evaluation
- Further define scope, schedule, and budget
- Submit task order proposal
- Negotiate
- Receive task order award
- Implement QAQC and subcontracting plan

- Execute various phases of work
- Invoice accordingly
- Respond to comments
- Issue final documents
- Support procurement
- Support construction
- Receive PCASS or ACASS rating
Lessons Learned?

What to Watch!!!!

- Be ready to whatever comes your way!!
- Who are the players and who is the boss (End user, agency, COE (contracts, PM, reviewers, VE), ROICC, permitting agencies, others?)
- Understand what they need (SOW, Assumptions, clarifications, and exclusions)
- Design and construction cost limitations
- Funding schedules drives the work
- Reviews, Dr. Checks
- Communicate, communicate, communicate
What does the COE expect and want from us?

- Experienced people/problem solvers
- Ability to tackle any and all type of projects
- Ability to staff big projects but also do small jobs
- Ability to respond to critical needs
- Follow procurement rules
- Partner
- Address issues during construction
- Manage our subs
- Not to have to do our job!
COE CHS District Experience
Repair of (94) relocatable Buildings

- Architectural, civil, structural, plumbing, and electrical engineering
- Identify deficiencies and develop plans and specs to renovate facilities
Federal Law Enforcement Training Center (Former Charleston Naval Base)

- Evaluation of Piers Q, V, W, and X
- Structural concrete inspection
- Evaluation of utilities, MEP, and fire protection
- Mooring analysis of Pier Q
Equipment Inventory, 63rd U.S. Army Reserve

- 6 regions, 113 Sites, 473 Buildings
- Information to be used to develop preventive maintenance contracts
- Convert data to general funds Business System (GFEBS)
RESETS I & II, 81st U.S. Army Reserve

- Work across the SE 71 locations
- Repair and replace mechanical, plumbing, electrical, and architecture elements of buildings
- Tight schedules
- Energy conservation and ADA were the drivers
US Army Reserve Center Repairs for Docks, Piers, and Staging

- Civil and structural, plumbing, and electrical engineering
- Repair docks, moorings, foundations, sheet pile seawalls, piers, and vehicle staging areas
Microgrid Emergency Power - PUERTO RICO

- Microgrid electrical systems
- Environmental Impact Assessment
- Utility distribution system
- Secondary power
- Support building structures
Fishlift – St Stephens

- Enhance reliability of fish passage
- Repairs to gates, stop logs
- Improve generator cooling systems
- Divert sturgeons from fishlift intake
- Update controls
- Construction support
Summary

- Understand COE District needs
- Be ready to handle work at a fast pace
- Very ready to do small to large projects
- Be flexible