US Army Corps of Engineers Opportunities
Kansas City District 2011

Mr. Steven Iverson
DPM, Kansas City District
Kansas City District Program Brief
SAME – Omaha, NE
04 MAY 2011
NWK District Missions

Kansas and Missouri River Watersheds... Northern Kansas, and portions of Missouri, Iowa, Nebraska, and Colorado ... 1000 personnel

Civil Works – 11 projects under Construction; 19 Operational Projects operated and maintained

Military – 5 Army and 2 Air Force major installations

Environmental Restoration (HTRW) – Hazardous Waste Cleanup in 6 States

Full Service District supporting Corps Missions:
- War fighting
- Homeland Security
- Infrastructure
- Environmental
- Water Resources
NWK Potpourri

- 165,000 square miles
- 15M visitors annually
- 1030 miles of levees
- 18 Lake Projects
- 2 hydropower plants
- 500 mi of River Navigation
- 191 Recreation Areas
- 2,691 miles of Shoreline
- 2,300 Regulatory Permit Applications
- 4 Federally-recognized Tribal Nations
- Protected Cultural Sites
- 568 Stimulus Projects

- Regulatory Program in 5 states
- Real Estate Services in 4 states

FY11 Mission ($809.16 M)

CIVIL WORKS ($117.16 M)
Flood Protection, Navigation, Hydropower, Recreation, Regulatory, Ecosystem Restoration, Flood Control and Coastal Emergencies (FCCE)

Environmental ($203M)
Work in NWD and EPA Region 2

MILCON ($489 M)
3 Army Installations
2 Air Force Bases
*113.3M award at COS

Civil Works boundary
Military boundary
NWK Responsibility

Military Works Boundary
- US Army Installations
- US Air Force Bases

Civil Works Boundary
- Operations Projects
- Regulatory Offices

Missouri River Area Office

Map showing regions of responsibility in Colorado, Iowa, Missouri, and Nebraska with specific installations and boundaries indicated.
FY11 Challenges

- Expanded workloads
  - Local Support for Afghanistan Construction projects
  - Change in business process - move to Centers of Standardization (CoSs) and Adapt-Build
  - Environmental restoration of the Missouri River
  - Civil Works infrastructure maintenance/improvements

- Continuing Resolution Funding Issues

- Teaming and partnerships
  - Array of capable prime and subcontractors
  - Experienced Small Business A/E firms
  - Veteran-owned, service-disabled veteran-owned
  - Historically Underutilized Business Zone (HUB Zone)
  - Experienced Woman-Owned Small Business
FY 12 Budget & Challenges

- Decreasing Budget
  - Earmarks highly scrutinized
  - Civil Works program significantly impacted
  - Military and Environmental Programs expect no growth
  - FY12 Workload being closely analyzed at all levels within USACE
### NWK District Trend Assessment

**Last Update: 02 MAY 2011**

<table>
<thead>
<tr>
<th></th>
<th>FY06</th>
<th>FY07</th>
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<th>FY11</th>
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<td><strong>CIVIL STIMULUS</strong></td>
<td>$-</td>
<td>$-</td>
<td>$-</td>
<td>$64.49</td>
<td>$92.40</td>
<td>$5.30</td>
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<td><strong>CIVIL</strong></td>
<td>$113.65</td>
<td>$127.47</td>
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<td><strong>HTRW STIMULUS</strong></td>
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<td>$790.37</td>
<td>$1,231.19</td>
<td>$1,296.86</td>
<td>$732.76</td>
<td>$803.86</td>
<td>$474.83</td>
<td>$671.53</td>
<td>$786.23</td>
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<td><strong>TOTALS w/Stimulus</strong></td>
<td>$629.25</td>
<td>$790.37</td>
<td>$1,231.19</td>
<td>$1,489.08</td>
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<td>$809.16</td>
<td>$474.83</td>
<td>$671.53</td>
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FY11 Small Business Program Projections w/ SB recommendations

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<thead>
<tr>
<th></th>
<th>USACE Goals</th>
<th>Targets</th>
<th>Projected</th>
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<td>Small Dis. Bus.</td>
<td>18%</td>
<td>13.57%</td>
<td>$95.0M</td>
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<tr>
<td>Women-Owned</td>
<td>5.0%</td>
<td>5.71%</td>
<td>$40.0M</td>
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<tr>
<td>HubZone</td>
<td>10%</td>
<td>10.71%</td>
<td>$75.0M</td>
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<tr>
<td>SDVOSB</td>
<td>3%</td>
<td>1.71%</td>
<td>$12.0M</td>
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<tr>
<td>Small Business</td>
<td>35%</td>
<td>45.71%</td>
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<td>Large Bus.</td>
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<td>Total Contract Dollars</td>
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<tr>
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<td>HUBZ</td>
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<td>SDV</td>
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<td>SB (35%)</td>
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<tr>
<td>WOSB (5.0%)</td>
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<td>SDB (18%)</td>
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<td>HBCU (5%)</td>
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<td>HUBZ (10%)</td>
<td>3.29%</td>
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<td>SDV (3%)</td>
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<td>2.35%</td>
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<td>OTS</td>
<td><strong>64%</strong></td>
<td><strong>65%</strong></td>
<td><strong>75%</strong></td>
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**Legend**

- **Meets Statutory Goal**
- **Meets USACE Goal**
- **Goal Unmet**
- **Flagged: Issue**
“Top Priorities” for Small Business

• Execute various upcoming procurements totaling an estimated $320M to ensure that small businesses are afforded maximum contracting opportunities for fiscal year 2011.

• Increase Service Disabled Veteran Owned contract awards

• Increase Women Owned Small Business contract awards
### NWK CW Program Trend Assessment

*Last Updated: 02 MAY 2011*

<table>
<thead>
<tr>
<th></th>
<th>FY06</th>
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<tr>
<td><strong>Stimulus</strong></td>
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<td>$64.49</td>
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<td><strong>FCCE</strong></td>
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<td><strong>O&amp;M</strong></td>
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<td>$44.00</td>
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<td>$45.00</td>
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<td><strong>TOTALS w/Stim</strong></td>
<td>$113.65</td>
<td>$127.47</td>
<td>$105.79</td>
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<td>$201.36</td>
<td>$117.16</td>
<td>$89.33</td>
<td>$90.73</td>
<td>$90.73</td>
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"Top Priorities" for Civil Works

- Two Potential Shallow Water Habitat Construction Contracts - Missouri River Recovery & Missouri River Ecosystem Restoration Plan
- PL 84-99 Levee Rehabs
- New Independent External Peer Review A/E Service Contracts
- Other Priority Civil Projects - Turkey Creek, Blue River Channel, Bed Degradation, Kansas City Levees
CIVIL WORKS PROGRAM CONTRACT ACTIONS

- Represents approximate number of remaining FY11 contract actions.
- Actions vary from IFB’s and RFPs for new projects to more simplified modifications on existing task-orders.

<table>
<thead>
<tr>
<th></th>
<th>AE</th>
<th>Construction</th>
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<tbody>
<tr>
<td>Total Number of Actions</td>
<td>11</td>
<td>13</td>
</tr>
<tr>
<td>Total Value of Actions</td>
<td>$6.2 M</td>
<td>$11 M</td>
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### NWK MILCON Program Trend Assessment
Last Updated: 25 Apr 2011

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<tbody>
<tr>
<td><strong>Stimulus</strong></td>
<td></td>
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<td>12.1</td>
<td>16.0</td>
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<td><strong>Army (incl. BRAC)</strong></td>
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<td>220.3</td>
<td>144.2</td>
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<td>485.6</td>
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<td>489.0</td>
<td>231.3</td>
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<td>543.8</td>
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<td>489.0</td>
<td>231.3</td>
<td>424.8</td>
<td>543.8</td>
</tr>
</tbody>
</table>

**NOTES:**
- Army Program Based on FY10 PB & Program Objective Memorandum (POM) -FYDP FY10 -FY15
- Air Force Program Based on FYDP

**BUILDING STRONG®**
“Top Priorities” for MILCON

• Procurement of 3 New Small Business MATOC’s (Share $49M each, up to 5 contractors, up to 5 years)
  
  - MATOC pools to be acquired:
    - 8(a) – Phase 1 selection complete
      Issue Phase 2 RFP May 11
    - Small Business – Advertised on 4 Apr 11
      Proposals due 5 May 11
    - SDVOB – Advertise in Apr 11

• Ft Leonard Wood SDVOB SATOC, $45 M, 3 yr, Apr 11

• Afghan Projects → NWK Award Transfer to AED
  - 6 RFP Construction Projects (Total PA $164.5M)
    - 3 Projects Awarded
    - 1 Proposal Received
    - 2 RFPs Advertise in May
MILITARY PROGRAM CONTRACT ACTIONS

• Represents approximate number of remaining FY11 contract actions.

<table>
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<td>Total Number of Projects</td>
<td>20 - 30</td>
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<td>Total Value of Projects</td>
<td>$5M to $10M</td>
<td>$450M</td>
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“Top Priorities” for Environmental

- Procurement of Regional AE ID/IQ Contract
  NWD and EPA Region 2 Boundaries

  - Unrestricted & Restricted (SB, 8(a), SDVOB, HubZone)

  - Potential $200 M

  - Advertise 3\textsuperscript{rd} Qtr FY11
    
    NOTE: Previously scheduled for 1\textsuperscript{st} Qtr FY12

  - Authorized under MEGA
“Top Priorities” for Environmental

- Support the Omaha District on the Multiple Environmental Government Acquisition (MEGA).

  - 7 + Billion-dollar value
  - 61% SB set-aside
  - To be utilized by NWD, SPD and SWD
  - 95 MATOC pools with avg 5 contractors per pool
  - Deputy Assistant Secretary of Army (DASA(P)) and Defense Procurement Acquisition Policy Office recently approved Acquisition Strategy
  - One of the first RFPs will be issued in 2011 by the Kansas City District
“Top Priorities” for Environmental

- Procurement of Long-Term-Response-Action Contracts
  - Restricted (SB, 8(a), SDVOB, HubZone)
  - Shared $150 M
  - Advertise 4th Qtr FY11
  - Supported by MEGA - Environmental Restoration Services regional contract pool

- Procurement of Site-Specific Contract
  Maywood, N.J. FUSRAP site
  - Restricted Small Business
  - Potential $400 M +
  - Advertise 2nd Qtr FY12
  - Not under MEGA authority
Kansas City District Support

EPA Region 2 and FUSRAP

Project Locations
New Jersey Superfund & FUSRAP Projects

- Metaltec Superfund Site
- Picatinny Arsenal Resident Office
- Dover Wellfield Superfund Site
- Middlesex FUSRAP
- Higgins Farm Superfund Site
- Rocky Hill/Montgomery Superfund Site
- Evor Phillips Superfund Site
- Roebling Steel Superfund Site
- Puchack Superfund Site
- Welsbach Superfund Site
- Emmells Septic Landfill Superfund Site
- Price Landfill Superfund Site
- Bog Creek Superfund Site
- Monitor Devices Superfund Site
- Cornel-Dubilier Superfund Site
- Raritan Bay Slag Superfund Site
- New Jersey Area/Environmental Resident Office
- CPS-Madison Superfund Site
- Scientific Chemical Processing Superfund Site
- White Chemical Superfund Site
- Ventrone-Velsicol Superfund Site
- Maywood FUSRAP
- Ventron-Velsicol Superfund Site
- Raritan Bay Slag Superfund Site
- Zschieger Superfund Site
- Monitor Devices Superfund Site
- Bog Creek Superfund Site
- McGuire AFB (Resident Office)
- Maywood FUSRAP
- Wayne FUSRAP
- Camden FUSRAP

As of 12 October 2007
New York Superfund & FUSRAP Projects
ENVIRONMENTAL PROGRAM CONTRACT ACTIONS

• Represents approximate number of remaining contract actions for FY11.

• Actions vary from complex RFPs for new projects to more simplified modifications on existing task-orders.

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<td>$112 M</td>
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NWK FY11 ID/IQ’s and Current COS ID/IQ’s
COL Anthony J. Hofmann
District Engineer
816-389-3201

Steve Iverson
Deputy for Project Management
816-389-3210

Arthur Saulsberry
Deputy for Small Business
816-389-3927

www.nwk.usace.army.mil
### Helpful websites

1. **Northwestern Division Corps of Engineers**
   - [www.nwd.usace.army.mil](http://www.nwd.usace.army.mil)

2. **Kansas City District, Corps of Engineers**
   - [www.nwk.usace.army.mil](http://www.nwk.usace.army.mil)

3. **Is your business “small?”**
   - [www.naics.com](http://www.naics.com)

4. **Market research to locate opportunities:**

5. **Procurement Technical Assistance Centers:**
   - [http://www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)

6. **Market research and registration:**
   - [www.ccr.gov](http://www.ccr.gov)

7. **Opportunities as a subcontractor:**

8. **Army resources:**
   - [www.sellingtoarmy.info](http://www.sellingtoarmy.info)

9. **52.204-11 – Reporting Requirements ARRA:**
    - [http://farsite.hill.af.mil/vffara.htm](http://farsite.hill.af.mil/vffara.htm)

10. **Procurement Technical Assistance Centers:**
    - [www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm)

11. **A Guide to Winning Federal Contracts:**
    - [www.sba.gov/training](http://www.sba.gov/training)

12. **Opening Doors to Federal Contracting Opportunities:**
    - [www.sba.gov/openingdoors](http://www.sba.gov/openingdoors)

13. **Assistance is obtaining federal contracts:**
Questions