Doing Business with PBS R6
U.S. General Services Administration

Skyler Danks
The Public Buildings Service provides workplace solutions for the Federal Government.

Owned/Leased Buildings Nationwide: 8,600+ Assets

Rentable Square Feet: 370+ Million
11 Regional Portfolios

RENTABLE SQUARE FOOTAGE BY REGION
In millions (see Regional Fact Sheets)

10 northwest/arctic (16.0)
9 pacific rim (35.5)
8 rocky mountain (18.5)
7 greater southwest (34.6)
6 heartland (22.4)
5 great lakes (35.6)
4 southeast sunbelt (44.4)
3 mid-atlantic (35.8)
2 northeast & caribbean (22.9)
1 new england (11.2)
11 national capital (98.7)

Nationwide (375.7)
## FY18 R6 PBS Small Business Goals

<table>
<thead>
<tr>
<th>SB Category</th>
<th>Actual Dollars</th>
<th>Goal %</th>
<th>Actual %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$40.15 Million</td>
<td>25.45%</td>
<td>38.66%</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>$26.27 Million</td>
<td>12.13%</td>
<td>25.29%</td>
</tr>
<tr>
<td>Service Disabled Veteran</td>
<td>$5.71 Million</td>
<td>1.76%</td>
<td>5.49%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>$10.18 Million</td>
<td>3.58%</td>
<td>9.80%</td>
</tr>
<tr>
<td>Certified HUBZone</td>
<td>$5.43 Million</td>
<td>1.66%</td>
<td>5.28%</td>
</tr>
</tbody>
</table>

* FY18 Data
How to Pursue Opportunities

SAM

FBO.gov
Register with FedBizOpps to be notified of federal government business opportunities of interest to you.

Small Business Forecast:
https://www.gsa.gov/smbusbusforecast
## PBS R6 Contract Opportunities - SB Forecast via the Acquisition Gateway

### Forecast of Contracting Opportunities

**Small Business**
- Set-aside - Total Small Business
- Set-aside - Woman-Owned Small Business
- Sole Source 8(a)
- Program (Part of Small Disadvantaged Business)
- Set-aside - Competitive 8(a) Pre-Existing Contract Vehicle (Ex: IDIQ, MAS, GWAC)
- 236220
- Firm Fixed Price

**Agency**
- Department of the Interior
- General Services Administration

**Place of Performance**

**Acquisition Strategy**

**NAICS Code**

**Projected Solicitation Quarter**

**Contract Type**

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### OSHA Safety Repairs @ Limbaugh Courthouse

**Listing ID:** 10802  
**Organization:** PBS-Public Buildings Service  
**Place of Performance:** Cape Girardeau, MO  
**Minimum Value:** $25,000,000  
**Contract Type:** Firm Fixed Price  
**Acquisition Strategy:** Set-aside - Total Small Business

**Agency:** General Services Administration  
**Award Status:** Acquisition Planning  
**Type of Awardee:** Total Small Business  
**Maximum Value:** $100,000,000  
**NAICS Code:** 236220  
**Estimated Award Date (FY-QTR):** 2018-3rd

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**Building Exhaust Stack Closets, Safety Area for Antennas on Roof, and Provide Exhaust ventilation for the Gas Meters**

See Attached

**Listing ID:** 10611  
**Organization:** PBS-Public Buildings Service  
**Place of Performance:** Des Moines, IA  
**Minimum Value:** $10,000,000  
**Contract Type:** Firm Fixed Price  
**Acquisition Strategy:** Sole Source 8(a) Program (Part of Small Disadvantaged Business)

**Agency:** General Services Administration  
**Award Status:** Awarded  
**Type of Awardee:** 8(a) (Part of Small Disadvantaged Business)  
**Maximum Value:** $25,000,000  
**NAICS Code:** 236220  
**Estimated Award Date (FY-QTR):** 2017-1st

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**Replace Drinking Fountains @ RAY**

**Listing ID:** 10611  
**Organization:** PBS-Public Buildings Service  
**Place of Performance:** Des Moines, IA  
**Minimum Value:** $10,000,000  
**Contract Type:** Firm Fixed Price  
**Acquisition Strategy:** Sole Source 8(a) Program (Part of Small Disadvantaged Business)

**Agency:** General Services Administration  
**Award Status:** Awarded  
**Type of Awardee:** 8(a) (Part of Small Disadvantaged Business)  
**Maximum Value:** $25,000,000  
**NAICS Code:** 236220  
**Estimated Award Date (FY-QTR):** 2017-1st

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Section titled "Find 36 results of 3717" and "1 of 1" with "See Attached" for more details.
Procurement Methods & Types

Methods:
- Full & Open
- Set-Aside for SB
- 8a program
- IDIQ Contracts

Types
- Design & Construction
- Building Services
- Custodial
- O&M
- Other
Magnitude of Construction Projects

Advance notices and solicitations shall state the magnitude of the requirement...

(a) Less than $25,000.
(b) Between $25,000 and $100,000.
(c) Between $100,000 and $250,000.
(d) Between $250,000 and $500,000.
(e) Between $500,000 and $1,000,000...

Regional Office Acq Team - Projects over $250,000
Field Office Acq Team - Projects $250,000 and under
Region 6 Opportunities
Design Build IDIQ Construction

- Place of Performance: MO, KS, NE, & IA
- CO: Maria Doedtman
- Estimated Award Time Frame: July 2020
- Procurement Method: Full & Open Competition, Multiple Awards
- Estimated Value: Task Orders with Varying Prices
A/E IDIQ

- Place of Performance: MO, KS, & NE
- CO: Charla Wells-Okoro
- Estimated Award Time Frame: April 2020
- Procurement Method: Set-Aside for Small Businesses, Multiple Awards
- Estimated Value: Task Orders with Varying Prices
Construction Projects (Over $250k)

- SSA ODAR VSR BACKFILL
- Place of Performance: Robert A. Young Federal Building, St. Louis, MO
- POC: Vickie Ford
- Estimated Award Time Frame: July 2019
- Procurement Method: IDIQ
- Estimated Value: $1,000,000 - $5,000,000
Construction Projects (Over $250k)

- West Dock Upgrade
- Place of Performance: 2306 Bannister Federal Building, Kansas City, MO
- POC: Charla Wells-Okoro
- Estimated Award Time Frame: May 2019
- Procurement Method: 8(a) Set Aside
- Estimated Value: $1,000,000 - $2,500,000
IDIQ MATOC Construction ($2K - $4 Million)

- Place of Performance: KC, St Louis, States of KS, NE, IA
- CO: Daniel Talbert
- Solicitation: Currently out on FBO, bids due May 8, 2019
- Estimated Award Time Frame: May/June
- Procurement Method: Total Small Business Set Aside, reserving a minimum of two awards for each of the following:
  - Hubzone
  - Small Disadvantaged Business
  - Service Disabled Veteran Owned SB
  - Women Owned SB

There will be a maximum of 12 awards for each geographic area.

- Estimated Value: $75,000,000.00 (5 years)
JOCC IDIQs

- Place of Performance: Kansas City South FO, Kansas City North FO, State of KS
- CO: Daniel Talbert
- Estimated Solicitation: May
- Estimated Award Time Frame: July
- Procurement Method: Total Small Business Set Aside
- Estimated Value: $2,000,000.00 (5 years)
# Field Office Director’s & Contracting Officer’s Contacts

<table>
<thead>
<tr>
<th>Field Office</th>
<th>Director’s Name / Contracting Officer</th>
<th>Director’s Email / CO’s Email</th>
<th>Director’s Phone Number / CO Phone Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Iowa</td>
<td>Diane Strawn Benjamin Smith</td>
<td><a href="mailto:diane.strawn@gsa.gov">diane.strawn@gsa.gov</a> <a href="mailto:benjamin.smith@gsa.gov">benjamin.smith@gsa.gov</a></td>
<td>515-284-4050 515-323-2172</td>
</tr>
<tr>
<td>Kansas</td>
<td>Bill McClain Anthony Dibbern</td>
<td><a href="mailto:bill.mcclain@gsa.gov">bill.mcclain@gsa.gov</a> <a href="mailto:anthony.dibbern@gsa.gov">anthony.dibbern@gsa.gov</a></td>
<td>785-295-2515 785-633-2652</td>
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<tr>
<td>Kansas City North</td>
<td>Josh Woods Tonya Emerson</td>
<td><a href="mailto:joshua.woods@gsa.gov">joshua.woods@gsa.gov</a> <a href="mailto:tonya.emerson@gsa.gov">tonya.emerson@gsa.gov</a></td>
<td>816-426-3963 816-268-2393</td>
</tr>
<tr>
<td>Kansas City South</td>
<td>Roger Haynes Christy Pearce</td>
<td><a href="mailto:roger.haynes@gsa.gov">roger.haynes@gsa.gov</a> <a href="mailto:christy.pearce@gsa.gov">christy.pearce@gsa.gov</a></td>
<td>816-823-2205 816-823-2243</td>
</tr>
<tr>
<td>Nebraska</td>
<td>Jeff Warinski Justin Panasiuk</td>
<td><a href="mailto:jeff.warinski@gsa.gov">jeff.warinski@gsa.gov</a> <a href="mailto:justin.panasiuk@gsa.gov">justin.panasiuk@gsa.gov</a></td>
<td>402-221-4724 402-221-4700</td>
</tr>
<tr>
<td>St. Louis East</td>
<td>Patty Pelikan Matthew Markovich</td>
<td><a href="mailto:patty.pelikan@gsa.gov">patty.pelikan@gsa.gov</a> <a href="mailto:matthew.markovich@gsa.gov">matthew.markovich@gsa.gov</a></td>
<td>314-539-6800 314-296-8955</td>
</tr>
<tr>
<td>St. Louis West</td>
<td>Larry O’Neill Skyler Danks</td>
<td><a href="mailto:larry.oneill@gsa.gov">larry.oneill@gsa.gov</a> <a href="mailto:skyler.danks@gsa.gov">skyler.danks@gsa.gov</a></td>
<td>314-263-3056 314-250-9144</td>
</tr>
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Questions?

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314-250-9144