States: Alaska, Idaho, Oregon, and Washington

Geography: 12 million citizens across 817,000 square miles

Employees: 430 GSA employees

Federal Employees Served: More than 100,000

Federally Recognized Tribes: Region 10 is home to 250 federally-recognized tribes, which include both American Indian and Alaska Natives. This constitutes 45% of all federally recognized tribes.
GSA Customers
Organizational Structure of GSA

- Landlord of the Federal Government
- Design & Construction
- Owned & Leased Buildings
- Regional Program
- Appropriated by Congress
- Contracting/Purchasing Expert of the Federal Government
- Multiple Award Schedules Program
- Fleet Program
- National Program
- Funded by Vendor Sales
Federal Acquisition Service
Category Management

Buy Smarter Through Single Enterprise Focus

Identify core areas of spend
Collectively develop heightened levels of expertise
Leverage shared best practices
Provide acquisition, supply and demand management solutions

Increasing Efficiency, Effectiveness, Lessening Costs, Reducing Redundancies
Federal Acquisition Service
17 FAS Categories

- Administrative Support
- Workplace Environment
- Facilities and Tools
- Security, Scientific, Hospitality, Prefab Buildings and Building Materials
- Professional Services
- Motor Vehicles
- Card Services
- Travel
- Employee Relocation
- Freight
- Package Delivery
- Telecommunications
- IT Software
- IT Hardware
- IT Consulting
- IT Outsourcing
- IT Security
Professional Services Schedule (PSS)

Total contract solutions using one contract vehicle

~$10 Billion in Professional Services Spend Annually

- Consolidated seven Schedules into one Professional Services Schedule.

- Eliminated significant contract duplication and workload previously associated with negotiating, administering, and auditing multiple contracts.

- Eliminated 700 contracts resulting in a five year savings of $3.95 million.
Federal Acquisition Service
Vehicles

Nationally -

● GSA Fleet is about 205,000 vehicles

Region 10 -

● Vehicles: 17,000 vehicles (54 percent are alternative fuel vehicles)
Managing the owned and leased federal real estate portfolio, providing superior workplaces for federal customer agencies at superior value to the American taxpayer.

Design and Construction
Environmental Programs
Facilities Management
Properties
Historic Preservation
Real Estate Services
WorkPlace Innovation
PBS Portfolio

- Real Estate Portfolio: 534 properties, 15.3 million sf
  - Owned: 104 properties, 8.1 million sf
  - Leased: 430 properties, 7.2 million sf
    - $192 million annual rental payments to building owners
- Land Ports of Entry: 16 border stations in Washington, Idaho and Alaska
- Top Customers: Judiciary (13.6%); Dept of Justice (11.8%); Dept of Homeland Security (10.49%); Dept of the Interior (10.47%); Dept of Energy (7.1%)
Areas of focus when doing business with GSA:

- Delivering the best value to the government and the American taxpayers
- Economic Catalyst
- Small Business Utilization
- Total WorkPlace
- Sustainability
Identifying Opportunities

GSA Forecast of Opportunities
https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities

Open Market opportunities over $25,000
www.fbo.gov

GSA Schedule Readiness Assessment Tool*
vsc.gsa.gov

Getting on GSA Schedule*
www.gsa.gov/gettingonschedule

* For companies interested in getting on GSA Schedule for janitorial services, grounds maintenance, O&M services, facilities maintenance & management, furniture, construction management or engineering services in support of PBS projects.
# R10 PBS 2017 Forecast of Opportunities by location, GSA projects

<table>
<thead>
<tr>
<th>State</th>
<th>Full and Open Competition</th>
<th>Small Business Set-Aside</th>
<th>Task / Delivery Order</th>
<th>8a, SDVOSB, HubZone Set-Aside</th>
<th>Grand Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>AK</td>
<td>6</td>
<td>9</td>
<td>5</td>
<td>1</td>
<td>21</td>
</tr>
<tr>
<td>ID</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>1</td>
<td>3</td>
</tr>
<tr>
<td>OR</td>
<td>3</td>
<td>8</td>
<td>10</td>
<td>1</td>
<td>22</td>
</tr>
<tr>
<td>WA</td>
<td>7</td>
<td>7</td>
<td>11</td>
<td>1</td>
<td>26</td>
</tr>
<tr>
<td>Multiple Sites</td>
<td>1</td>
<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>17</td>
<td>25</td>
<td>27</td>
<td>4</td>
<td><strong>73</strong></td>
</tr>
</tbody>
</table>
Capital Construction Program

Program Execution Considerations
- Design- Build
- Best Value Source Selection
- Design - Bid - Build

Supporting Program Contracts
- A/E
- Construction Management
- Commissioning

Design Build Advantage
Standardized and streamlined process to quickly award projects and realize savings using GSA Schedule 84, SIN 246-53

Targets straight-forward ECMs including lighting, water fixtures, basic HVAC controls, HVAC equipment replacement and solar PV

Prescribes basic levels of measurement and verification (M&V) for each ECM

Anticipate $4-6M in ECMs per year

Implementation Focus Areas

Seattle Area – FY17 - Source Selection Ongoing
Alaska Metropolitan Areas - FY18
Oregon Area – FY19
Eastern WA / Idaho – FY19
Eastern WA, Idaho and Alaska Land Port of Entry Sites - FY20
Capital Construction Program
Project Range $500K to $15M

Seattle Federal House - Tenant Space Alterations
Richland Federal Building - Fire Alarm Replacement
Richland Federal Building - Tenant Space Alterations
Portland BPA Building - Exterior Restoration
Boise Federal Building - Tenant Space Alterations
Anchorage Federal Building - Fire Alarm Replacement
Anchorage Federal Building - NARA Building Conversion to Parking
Fairbanks Federal Building - Refresh Interior Common Spaces
Seattle Federal Office - Building Exterior Renovation
Portland 911 Building - Seismic Upgrade/NOAA Relocation
Pacific Highway Land Port of Entry - Exterior Enclosure Retrofit
ALCAN Land Port of Entry – Interium Facility Redevelopment
Auburn Federal Complex Disposal

Existing Auburn Site
129 acres
Approximately 300K SF of occupied buildings
Occupancy consolidated to north 54 acres
South 75 acres identified for disposal

Schedule
RFP For Sale Issued - Summer 2017
Award - Late 2017
Final Transfer Of Title - Late 2018
MATOC for Small Project Construction

IDAHO/EASTERN WASHINGTON

<table>
<thead>
<tr>
<th>Company Name</th>
<th>Location</th>
<th>Period of Performance</th>
<th>Total Contract Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imperial Construction, Wapato WA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Native American Construction (NNAC),</td>
<td>Coeur d’Alene ID</td>
<td>Period of Performance:</td>
<td></td>
</tr>
<tr>
<td>Ojeda Business Ventures (OBV), Richland WA</td>
<td></td>
<td>2016 - 2021</td>
<td></td>
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<tr>
<td>Pacific Source Construction (PSC), Kuna ID</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>RJS Construction, Yakima WA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M J Takisaki Inc, Spokane WA</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Total Contract Value: $40M
## MATOC for Small Project Construction

### OREGON

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>POP* - To 2019 Contract Value:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacific Tech Construction, Kelso, WA</td>
<td></td>
<td>$15M</td>
</tr>
<tr>
<td>Cherokee General Corporation, Federal Way, WA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cherokee Construction Services, Vancouver, WA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Period of Performance*
# MATOC for Small Project Construction

## ALASKA

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>POP Period</th>
<th>Contract Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orion Construction, Inc.</td>
<td>Wasilla, AK</td>
<td>POP - To 2017</td>
<td>$15M</td>
</tr>
<tr>
<td>JKM General Contractors LLC</td>
<td>Anchorage, AK</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bering P7L JV</td>
<td>Anchorage, AK</td>
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<td></td>
</tr>
</tbody>
</table>

## WESTERN WASHINGTON

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>POP Period</th>
<th>Contract Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burton Construction, Inc.</td>
<td>Spokane, WA</td>
<td>POP - To 2019</td>
<td>$20M</td>
</tr>
<tr>
<td>Macnak Construction LLC</td>
<td>Lakewood, WA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VetFed-Pac Tech JV</td>
<td>Kennewick, WA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ronsons-P7L JV</td>
<td>Oak Harbor, WA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Line Item IDIQ

**Small Projects IDIQ**

Repair and alteration projects less than $50K

<table>
<thead>
<tr>
<th>Company</th>
<th>Type</th>
<th>Expiration Yr</th>
<th>Geographic Coverage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tikigaq Construction, LLC</td>
<td>Line Item*</td>
<td>2017</td>
<td>Anchorage, AK</td>
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<tr>
<td>Sustainable-Takisaki JV2</td>
<td>Line Item</td>
<td>2020</td>
<td>Seattle, WA</td>
</tr>
<tr>
<td>Lummi Nation</td>
<td>SATOC**</td>
<td>2019</td>
<td>Western WA LPOE’s</td>
</tr>
<tr>
<td>National Native American Construction (NNAC)</td>
<td>SATOC</td>
<td>2019</td>
<td>Eastern WA LPOE’s</td>
</tr>
<tr>
<td>Valdez Construction</td>
<td>SATOC</td>
<td>2019</td>
<td>FDA Facility Only</td>
</tr>
</tbody>
</table>

*Line Item IDIQ is based on pre-priced units of work using specifications.*

** SATOC ‘Single Award Task Order Contract’ relies on negotiating pricing for each task order contract. Total contract value for each ranges from $2M to $3M over the total period of performance.*
## A/E IDIQ Contracts

<table>
<thead>
<tr>
<th>Company</th>
<th>Expiration</th>
<th>Geographic Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>OH Planning + Design, Architecture</td>
<td>Thru 09/2019</td>
<td>WA, OR, ID</td>
</tr>
<tr>
<td>Bratslavsky Consulting Engineers, Inc. (BCE)</td>
<td>Thru 09/2019</td>
<td>WA, OR, ID, AK</td>
</tr>
<tr>
<td>Hennebery Eddy Architects, Inc.</td>
<td>Thru 09/2019</td>
<td>WA, OR, ID</td>
</tr>
<tr>
<td>ECH Architecture PS</td>
<td>Thru 09/2019</td>
<td>WA, OR, ID, AK</td>
</tr>
<tr>
<td>Hummel</td>
<td>Thru 09/2019</td>
<td>WA, OR, ID</td>
</tr>
</tbody>
</table>
Office of Small Business Utilization

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U.S. General Services Administration (GSA)
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Thank You