GSA Background

- 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
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
GSA Customers
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
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

Vehicles

Nationally -

- GSA Fleet is about 205,000 vehicles

Region 10 -

- Vehicles: 17,000 vehicles (54 percent are alternative fuel vehicles)
Federal Acquisition Service
Schedules Consolidation

**Professional Services Schedule** (PSS)

~$10 Billion in Professional Services Spend Annually

- Indefinite delivery/indefinite quantity (IDIQ) multiple award schedule, providing direct access to professional services including:
  - Advertising and marketing solutions;
  - Business consulting solutions;
  - Environmental solutions;
  - Financial and business solutions;
  - Language services;
  - Logistics solutions; and
  - Professional engineering solutions.
Public Building Service

Managing the owned and leased federal real estate portfolio, providing superior workplaces for federal 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: 102 properties, 8 million sf
  - Leased: 400 properties, 7 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.
Program Execution Considerations
- Design-Build
- Best Value Source Selection
- Design-Bid-Build

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

Design Build Advantage
# R10 2018 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>35</td>
<td>7</td>
<td>0</td>
<td>6</td>
<td>48</td>
</tr>
<tr>
<td>ID</td>
<td>13</td>
<td>3</td>
<td>1</td>
<td>1</td>
<td>18</td>
</tr>
<tr>
<td>OR</td>
<td>30</td>
<td>4</td>
<td>1</td>
<td>3</td>
<td>38</td>
</tr>
<tr>
<td>WA</td>
<td>40</td>
<td>14</td>
<td>6</td>
<td>2</td>
<td>62</td>
</tr>
<tr>
<td>Total</td>
<td>118</td>
<td>28</td>
<td>8</td>
<td>12</td>
<td>166</td>
</tr>
</tbody>
</table>
Construction Program
Project Range $500K to +$30M

- Portland BPA Building - Exterior Restoration
- Boise Federal Building - Tenant Space Alterations
- Seattle Federal Office Building - Exterior Renovation
- Seattle Federal Buildings - Tenant Space Alterations
- Portland 911 Building - Seismic Upgrade/NOAA Relocation/Electrical
- Pacific Highway Land Port of Entry - Exterior Enclosure Retrofit
- Portland Courthouse - Elevator Modernization
- Eastern LPOEs - Upgrade Electrical Distribution Systems
- PAC Highway LPOE - Lobby Remodel
- Eugene Courthouse - Tenant Space Alterations
- Alaska LPOE - Fire Alarm Replacement
Auburn Federal Complex Disposal

- Existing Auburn Site
  - 129 acre site identified for disposal.
  - Located at 400 15th St. SW, Auburn, WA.
  - Approximately 300K SF of occupied buildings.
  - Property transfer schedule to be developed.
  - This disposal is part of a larger strategy to evaluate underutilized assets and shrink the federal footprint.
  - City of Auburn has zoned the area C3 Heavy Commercial to include multi-use.
<table>
<thead>
<tr>
<th>Contractor Name</th>
<th>Location</th>
<th>Period of Performance: 2016 - 2021</th>
</tr>
</thead>
<tbody>
<tr>
<td>Imperial Construction, Wapato WA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>National Native American Construction (NNAC), Coeur d’Alene ID</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ojeda Business Ventures (OBV), Richland WA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pacific Source Construction (PSC), Kuna ID</td>
<td></td>
<td></td>
</tr>
<tr>
<td>RJS Construction, Yakima WA</td>
<td></td>
<td></td>
</tr>
<tr>
<td>MJ Takisaki Inc, Spokane WA</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Total Contract Value:** $40M
<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>POP* - To 2018 Contract Value:</th>
<th>$16M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacific Tech Construction, Kelso, WA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cherokee Construction Services, Vancouver, WA</td>
<td></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 - To 2018</th>
<th>Contract Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orion Construction, Inc.</td>
<td>Wasilla, AK</td>
<td>POP - To 2018</td>
<td></td>
</tr>
<tr>
<td>JKM General Contractors LLC</td>
<td>Anchorage, AK</td>
<td>Contract Value: $15 M</td>
<td></td>
</tr>
<tr>
<td>Bering P7L JV, Anchorage, AK</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### WESTERN WASHINGTON

<table>
<thead>
<tr>
<th>Company</th>
<th>Location</th>
<th>POP - To 2018</th>
<th>Contract Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Macnak Construction LLC</td>
<td>Lakewood, WA</td>
<td>POP - To 2018</td>
<td></td>
</tr>
<tr>
<td>VetFed-Pac Tech JV, Kennewick</td>
<td></td>
<td>Contract Value: $20 M</td>
<td></td>
</tr>
<tr>
<td>Ronsons-P7L JV, Oak Harbor</td>
<td></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>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.*
<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>
# R10 FY18 IDIQ Offerings

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Western MATOC IDIQ (Western Washington), CMV* $40M</td>
<td>Mar 2018</td>
</tr>
<tr>
<td>Southern MATOC IDIQ (Oregon), CMV $40M</td>
<td>Mar 2018</td>
</tr>
<tr>
<td>Northern General Construction Contract (GCC), CMV $7M</td>
<td>Apr 2018</td>
</tr>
<tr>
<td>Historic Preservation IDIQ, CMV $10M</td>
<td>May 2018</td>
</tr>
</tbody>
</table>

*CMV - Contract Maximum Value
**POP - Period of Performance

POP** - To 2023
Questions?

Thank You

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