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
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
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
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)
Public Building Service

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%)
Expanding Opportunities for Small Businesses

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 14 Goal</th>
<th>FY 14 Goal Achievement</th>
<th>FY 14 Obligations</th>
<th>FY 15 Goal</th>
<th>FY 15 Goal Achievement</th>
<th>FY 15 Obligations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Obligations</td>
<td></td>
<td></td>
<td>$78,032,052</td>
<td></td>
<td></td>
<td>$69,310,517</td>
</tr>
<tr>
<td>Small Business</td>
<td>40.52%**</td>
<td>52.17%</td>
<td>$40,711,594</td>
<td>57.56%</td>
<td>81%</td>
<td>$55,506,328</td>
</tr>
<tr>
<td>Small Disadvantaged</td>
<td>5%</td>
<td>24.10%</td>
<td>$18,806,279</td>
<td>5%</td>
<td>35.89%</td>
<td>$24,552,414</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>5%</td>
<td>6.38%</td>
<td>$4,981,527</td>
<td>5%</td>
<td>11.31%</td>
<td>$7,737,362</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>3%</td>
<td>4%</td>
<td>$3,137,960</td>
<td>3%</td>
<td>12.82%</td>
<td>$8,771,328</td>
</tr>
<tr>
<td>HubZone</td>
<td>3%</td>
<td>8.65%</td>
<td>$6,745,881</td>
<td>3%</td>
<td>11%</td>
<td>$7,531,674</td>
</tr>
</tbody>
</table>

* The FY15 awards are not official until SBA releases results in 2016.
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
ESPC ENABLE is a new funding program:

- 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 $3-4M in ECMs per year
- Implementation Focus Areas
  - Seattle Area – FY16
    - Portland Area / Western WA Land Port of Entries – FY17
    - Eastern WA / Eastern WA Land Port of Entries – FY18/19
    - Alaska – FY18/19
The Green Proving Ground aims to leverage innovative technologies to accelerate GSA’s sustainability goals.

Program Focus: Identify, test and evaluate innovative technologies to:

• Drive innovation in environmental performance in federal buildings

• Help lead market transformation through deployment of new technologies.

• Reduce GSA operational costs
How Does It Work?
Green Proving Ground

Evaluate effectiveness of technologies and practices in a building operations environment

• Metering
• Occupant satisfaction
• Building operations
• Economic return
• Broader application potential
• RFI release 3rd Quarter of FY16

• Technologies submitted in response to this RFI are evaluated based on the following criteria:
  
  o Innovation
  o Performance
  o Deployment potential
  o Cost savings
  o Project value
  o Technical risk
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
Capital Construction Program
Project Range $500K to $15M

- Port Angeles Federal Building – Fire Alarm Replacement
- ALCAN Land Port of Entry - Fire Alarm Replacement
- Richland Federal Building - Fire Alarm Replacement
- Anchorage Federal Building - Fire Alarm Replacement
- Portland 911 Building - Elevator Modernization
- Seattle Federal Office - Building Exterior Renovation
- Portland 911 Building - Seismic Upgrade/NOAA Relocation
- Pacific Highway Land Port of Entry - Exterior Enclosure Retrofit
- Seattle Federal Office Building - National Parks Service Consolidation
- Seattle Courthouse - Exterior Cleaning, Sealing and Repointing
- Eugene Federal Building - Replace Roof
- Richland Federal Building - Elevator and Lobby Renovation
Auburn Federal Complex Exchange
What is an Exchange?

Authorities Allow GSA to Exchange “like for like”

• Several Options Apply

  o Equally valued real estate is swapped – off site
    ▪ Existing office building
    ▪ Newly constructed office building

  o Equally valued construction services – on site
    ▪ Construction to renovate current offices
    ▪ New Construction, on-site

  o All or only a portion of Auburn Federal Complex is exchanged
    ▪ Multiple options
Auburn Federal Complex Exchange

- Existing Auburn Site
  - 129 acres
  - Approximately 300K SF of occupied buildings

- Schedule (pending stakeholder approval)
  - RFP Issued - Summer 2016
  - Award - Late 2016
  - 3 year execution timeline

- Delineated Area
  - Considers South Puget Sound area
<table>
<thead>
<tr>
<th>IDAHO/EASTERN WASHINGTON</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Cherokee General Corporation, Federal Way, WA</td>
<td></td>
<td>Thru 2018</td>
</tr>
<tr>
<td>Lorache / Coburn JV (Joint Venture), Seattle, WA</td>
<td></td>
<td>Thru 2018</td>
</tr>
<tr>
<td>Maniilaq Services LLC, Seattle, WA</td>
<td></td>
<td>Thru 2018</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>OREGON</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Pacific Tech Construction, Kelso, WA</td>
<td></td>
<td>Thru 2019</td>
</tr>
<tr>
<td>Cherokee General Corporation, Federal Way, WA</td>
<td></td>
<td>Thru 2019</td>
</tr>
<tr>
<td>Cherokee Construction Services, Vancouver, WA</td>
<td></td>
<td>Thru 2019</td>
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</table>
## MATOC for Small Project Construction

### ALASKA

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Location</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orion Construction, Inc., Wasilla, AK</td>
<td></td>
<td>Thru 2017</td>
</tr>
<tr>
<td>JKM General Contractors LLC, Anchorage, AK</td>
<td></td>
<td>Thru 2017</td>
</tr>
<tr>
<td>Bering P7L JV, Anchorage, AK</td>
<td></td>
<td>Thru 2017</td>
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</tbody>
</table>

### WESTERN WASHINGTON

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Location</th>
<th>Duration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Burton Construction, Inc. Spokane, WA</td>
<td></td>
<td>Thru 2019</td>
</tr>
<tr>
<td>Macnak Construction LLC, Lakewood, WA</td>
<td></td>
<td>Thru 2019</td>
</tr>
<tr>
<td>VetFed-Pac Tech JV, Kennewick, WA</td>
<td></td>
<td>Thru 2019</td>
</tr>
<tr>
<td>Ronsons-P7L JV, Oak Harbor, WA</td>
<td></td>
<td>Thru 2019</td>
</tr>
</tbody>
</table>
### Line Item IDIQ

Repair and alteration projects less than $50K

<table>
<thead>
<tr>
<th>Company</th>
<th>Expiration</th>
<th>Geographic Locations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tikigaq Construction, LLC</td>
<td>06/01/2017</td>
<td>Anchorage, AK</td>
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</table>

### Line Item IDIQ RFPs

<table>
<thead>
<tr>
<th>Facilities</th>
<th>RFP</th>
<th>Geographic Locations</th>
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<tbody>
<tr>
<td>Federal Buildings</td>
<td>On-going</td>
<td>Seattle, WA</td>
</tr>
<tr>
<td>Land Port of Entry Facilities</td>
<td>Fall 2016</td>
<td>WA</td>
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</tbody>
</table>
## 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>
Questions?

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Thank You