SAME Contract Opportunities Briefing

Peter Pupparo, PE, ACO
Resident Engineer Las Vegas Resident Office
Los Angeles District
12 May 2015
• **Region** - Centric Operations

• **Regional Business Center (RBC)**
  
  *The USACE business unit*

• Districts **execute**; RBCs **support**

• **Business Lines / Communities of Practice**

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**South Pacific Region**

**South Pacific Division (SPD)**

BG Dave Turner

- **Los Angeles (SPL)**
  COL Kimberly Colloton

- **Sacramento (SPK)**
  COL Michael Farrell

- **Albuquerque (SPA)**
  LTC Antoinette Gant

- **San Francisco (SPN)**
  LTC John Baker
Who We Serve

The Los Angeles District provides world class engineering solutions and project management services that respond to the needs of the nation, the environment, and the public.

226,000 square miles
Support to 8 million acres of military installations
80,000 acres of USACE project properties
420 miles of shore line / 14 harbors

ENVIRONMENTAL “EXTREMES” (in contiguous 48 states):
Hottest and Driest Locations (Death Valley)
Highest Elevation - Mount Whitney (14,494’ above sea level)
Lowest Elevation - Bad Water, Death Valley (282’ below sea level)

Critical Habitat / Biodiversity (385 Threatened / Endangered Species)
30 Million people (1 in 10 Americans)
Population growing by 300,000 annually
3 of 8 Most Populated US cities (Los Angeles / San Diego / Phoenix)

8 U.S. SEN / 44 U.S. REP / 4 GOV

World’s 8th largest economy (> Canada / Spain)
CA ports = 31% US trade
Ports of LA / Long Beach = US No. 1 and 2
LA Customs = US No. 1 ($360 BIL annually)
LA Metro = US No. 1 manufacturer (employment)
Our Business Lines

Military

Interagency & International Support

Civil Works
Design Districts Supporting Los Angeles District

- Sacramento District – Military Design for all Army Installations and Air Force Installations in California and Nevada
- Albuquerque District – Military Design for Air Force Installations in Arizona
- Los Angeles District – Civil Works Design in Los Angeles District
- Each Design District has Architectural / Engineering Contracts to support their mission.
Account Managers & Centers of Expertise

- Customs and Border Protection (CBP) and Immigration and Customs Enforcement (ICE)
- Southwestern Division (SWD) – Engineering and Construction Support Organization (ECSO)
- Major Energy and Medical/Hospital projects
  - Huntsville Center
- Account Manager for AF Hospital Maintenance work
  - Little Rock District
- Account Manager for Army Reserves
  - Louisville District
- Account Manager for Runways and Fuel Systems
  - Omaha District

There are other Account Managers and Centers of Expertise. They may put contracts out to support their mission. These contracts may have Task Orders that include work in Los Angeles Districts Area of Responsibility.
CIVIL WORKS PROGRAM

Beach Erosion
San Clemente, CA

Navigation, Ports & Harbors:
POLA & POLB

Ecosystem Restoration
Tres Rios & Los Angeles River
MILITARY PROGRAM

NEVADA
- Fort Irwin
- Davis-Monthan AFB
- Luke AFB
- Nellis AFB
- Creech AFB

ARIZONA
- Fort Huachuca
- Yuma Proving Grounds
- Los Alamitos JFTB
- March ARB

CALIFORNIA
- Edwards AFB
- Vandenberg AFB
- March ARB
- Fort Irwin Hospital

F35 Beddown

Fort Irwin Water Treatment Facility Site Map

BUILDING STRONG®
MILCON TREND
SUSTAINABLE BUILDING PRINCIPLES

• Employ Integrated Design Principles
• Optimize Energy Performance
• Protect and Conserve Water
• Enhance Indoor Environmental Quality
• Reduce Environmental Impact of Materials

LEED Silver is standard for Army and Air Force

Fort Irwin Child Development Center
LEED “Gold” Certified
## SPL Military SRM/O&M

<table>
<thead>
<tr>
<th>Installation</th>
<th>FY13 Obligation Amount ($000s)</th>
<th>Estimated FY14 Obligation Amount ($000s)</th>
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</thead>
<tbody>
<tr>
<td>Edwards AFB</td>
<td>38,443</td>
<td>35,000</td>
</tr>
<tr>
<td>Plant 42</td>
<td>4,276</td>
<td>16,000</td>
</tr>
<tr>
<td>Vandenberg AFB</td>
<td>12,944</td>
<td>13,400</td>
</tr>
<tr>
<td>Luke AFB</td>
<td>3,473</td>
<td>4,000</td>
</tr>
<tr>
<td>March AFB</td>
<td>2,065</td>
<td>0</td>
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<tr>
<td>Ft Irwin</td>
<td>47,368</td>
<td>15,000</td>
</tr>
<tr>
<td>Ft Huachuca</td>
<td>5,964</td>
<td>6,000</td>
</tr>
<tr>
<td>National Guard/Army Reserve</td>
<td>8,020</td>
<td>8,000</td>
</tr>
<tr>
<td>Navy/DLA</td>
<td>6,036</td>
<td>6,000</td>
</tr>
<tr>
<td>Cp Pendleton</td>
<td>16,940</td>
<td>16,000</td>
</tr>
<tr>
<td>Other Various Locations</td>
<td>5,946</td>
<td>6,000</td>
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<tr>
<td>Subtotal SRM</td>
<td>151,475</td>
<td>125,400</td>
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<tr>
<td>Environmental and FUDS</td>
<td>12,518</td>
<td>12,000</td>
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<tr>
<td>Total SRM and Environmental</td>
<td>163,993</td>
<td>137,400</td>
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</table>
BUILDING STRONG®

INTERAGENCY & INTERNATIONAL SUPPORT

Border Patrol / Customs and Border Protection
Bureau of Indian Affairs
Bureau of Land Management
Bureau of Prisons
Department of Agriculture
Drug Enforcement Agency
Environmental Protection Agency
Federal Emergency Management Agency
Department of Homeland Security
Food and Drug Administration
International Boundary and Water Commission
Veterans Affairs
Department of Transportation
Los Angeles District II&S Program Projections

<table>
<thead>
<tr>
<th></th>
<th>FY 10</th>
<th>FY 11</th>
<th>FY 12</th>
<th>FY 13</th>
<th>FY 14</th>
<th>FY 15</th>
<th>FY 16</th>
<th>FY 17</th>
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</thead>
<tbody>
<tr>
<td>CBP</td>
<td>$152</td>
<td>$71</td>
<td>$55</td>
<td>$15</td>
<td>$10</td>
<td>$10</td>
<td>$40</td>
<td>$60</td>
</tr>
<tr>
<td>VA</td>
<td>$65</td>
<td>$77</td>
<td>$63</td>
<td>$47</td>
<td>$40</td>
<td>$28</td>
<td>$20</td>
<td>$25</td>
</tr>
<tr>
<td>ENV</td>
<td>$2</td>
<td>$6</td>
<td>$14</td>
<td>$10</td>
<td>$5</td>
<td>$5</td>
<td>$5</td>
<td>$5</td>
</tr>
</tbody>
</table>

Dollars ($Millions)
<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
<th>Acquisition Strategy</th>
<th>PA Amount</th>
<th>Anticipated Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>San Diego, CA</td>
<td>I-8 Checkpoint</td>
<td>8 (a)DBB RFP</td>
<td>$1-5M</td>
<td>4th Qtr FY15</td>
</tr>
<tr>
<td>Ajo and Casa Grande, AZ</td>
<td>Site Improvement for IFT (Integrated Fixed Tower)</td>
<td>DBB RFP or IFB</td>
<td>$20-30M</td>
<td>FY 16</td>
</tr>
<tr>
<td>San Pedro CA</td>
<td>Renovation of existing ICE Facility</td>
<td>TBD</td>
<td>$20-30M</td>
<td>FY17</td>
</tr>
<tr>
<td>Brownfield, CA</td>
<td>Border Patrol Station</td>
<td>TBD</td>
<td>$40-60M</td>
<td>FY 17</td>
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</table>
## FY15-16 Environmental & Natural Resource Program Contracting Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
<th>Acquisition Strategy</th>
<th>PA Amount</th>
<th>Anticipated Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Henderson, NV</td>
<td>Road Construction</td>
<td>TDB</td>
<td>$600,000</td>
<td>2(^{rd}) Qtr FY16</td>
</tr>
<tr>
<td>Las Vegas, NV</td>
<td>Boardwalk Construction</td>
<td>TBD</td>
<td>$700,000</td>
<td>2(^{rd}) Qtr FY16</td>
</tr>
<tr>
<td>Las Vegas, NV</td>
<td>Water production well install</td>
<td>TBD</td>
<td>$200,000</td>
<td>2(^{rd}) Qtr FY16</td>
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</tbody>
</table>
## FY15-16 VA Contracting Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
<th>Acquisition Strategy</th>
<th>PA Amount</th>
<th>Anticipated Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>Los Angeles District</td>
<td>VA MATOC</td>
<td>DB/DBB</td>
<td>$40-45M</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr FY16</td>
</tr>
<tr>
<td>Los Angeles District</td>
<td>Multi-Discipline IDIQ</td>
<td>DBB</td>
<td>$30-45M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr FY16</td>
</tr>
<tr>
<td>San Diego, CA</td>
<td>Inpatient Psychiatry Building</td>
<td>SDVBE/DBB</td>
<td>$5-10M</td>
<td>3&lt;sup&gt;rd&lt;/sup&gt; Qtr FY15</td>
</tr>
<tr>
<td>Phoenix, AZ</td>
<td>VA National Cemetery Gravesite Expansion</td>
<td>SDVBE/Design SDVBE/DBB</td>
<td>$5–10M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr FY16</td>
</tr>
</tbody>
</table>
# Small Business Programs – FY 13

**Small Business Specialist**

Mary Spencer

Mary.E.Spencer@usace.army.mil

<table>
<thead>
<tr>
<th>Statutory Goals</th>
<th>SPL Goals</th>
<th>Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL AWARDS</td>
<td></td>
<td>$309,245,957</td>
</tr>
<tr>
<td>SB</td>
<td></td>
<td>$246,738,628</td>
</tr>
<tr>
<td>SDB</td>
<td></td>
<td>$218,639,709</td>
</tr>
<tr>
<td>WOSB</td>
<td></td>
<td>$78,754,707</td>
</tr>
<tr>
<td>HUBZone</td>
<td></td>
<td>$48,507,078</td>
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<tr>
<td>SDVOSB</td>
<td></td>
<td>$59,257,854</td>
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<tr>
<td><strong>HBCU/MI</strong></td>
<td></td>
<td>$0</td>
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<tr>
<td>EDUCATIONAL AWDS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>LG BUSINESS AWDS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>SB</td>
<td>*23%</td>
<td>46.00%</td>
</tr>
<tr>
<td>SDB</td>
<td>*5%</td>
<td>20.00%</td>
</tr>
<tr>
<td>WOSB</td>
<td>*5%</td>
<td>9.00%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>*3%</td>
<td>12.00%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>*3%</td>
<td>6.50%</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>**2.5%</td>
<td>0.00%</td>
</tr>
<tr>
<td>EDUCATIONAL AWDS</td>
<td></td>
<td>0.00%</td>
</tr>
<tr>
<td>LG BUSINESS AWDS</td>
<td></td>
<td>0.00%</td>
</tr>
</tbody>
</table>

**Legend**

- SB - Small Business
- SDB - Small, Disadvantaged Business
- WOSB - Women-Owned Small Business
- HUBZone - Historically Underutilized Business Zones
- SDVOSB - Service-Disabled, Veteran-Owned Small Business
- HBCU/MI - Historically Black Colleges / Universities and Minority Institutions

**Way Forward**

- 1st Point
- 2nd Point
- 3rd Point

**Notes:**

- Statutory Small Business Goals per the Small Business Act
- Aspirational Goal. Rothe vs. DoD precludes us from doing HBCU/MI set-asides – however, goal has not been suspended

**Met Goal**

<table>
<thead>
<tr>
<th>Metric</th>
<th>Met Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
</tbody>
</table>
Solicitation Type

- Invitation for Bids (IFB)
  - Sealed Bid
  - Award based on Lowest Price

- Request for Proposals (RFP)
  - Negotiated
  - Award based on Best Value
Contracting Strategy

- Trend has shifted primarily to RFP
- IFB equals lowest price, not necessarily best technical approach
- RFP allows for factors other than price to be considered
  - past performance/schedule
  - Experience/qualifications
  - Capability/understanding of the work
Contracting Strategy

RFP Best Value Continuum

Lowest Price
Technically Acceptable

COMPLEXITY

Tradeoff Process
Contracting Toolbox

**Purchase Orders**
(Simplified Acquisition Procedures)

**IDIQ**
Indefinite Delivery/Indefinite Quantity

**DB MATOC**
Multiple Award Task Order Contract

**POCA’s**
Performance Orientated Construction Activity

**Government Purchase Card**
GPC
Acquisition Lead Times

- **Simplified Acquisitions (<$150K)**: 1 – 20 Days
- **Sealed Bids (IFB)**: 60 – 90 Days
- **Negotiated 8(a)**: 60 – 75 Days
- **New POCA Contract (incl task order)**: 30 – 45 Days
- **POCA Task Order**: 15 – 30 Days
- **1-Step DB MILCON (Trade-off RFP)**: 120 – 140 Days
- **1-Step DB-MILCON (LPTA RFP)**: 90 – 120 Days
- **2-Step DB (Trade-off RFP)**: 170 – 195 Days
- **2-Step DB (LPTA)**: 140 – 170 Days
- **A-E Contract Award**: 120 – 150 Days
- **A-E Task Orders**: 30 – 45 Days
VIEW our solicitations at:

http://www.fbo.gov
Deciding Whether to Submit a Proposal

- Is this requirement suitable for my company?
- What is my company lacking to be the “best qualified” for the job?
- Should I joint venture to get the “missing element” into the proposal?
- What risks do I face if I win this job? Can I honestly say “I will not fail?”
- How much will it cost (time/money) to prepare a proposal?
- Balance risk and rewards – is it worth it? Do I have a reasonable chance of getting the contract award?
What is Important to the Government?

- Quality
- Cost
- Schedule

Pay attention to the proposal evaluation criteria and weights – it indicates what is important to the Government.
Read the Request For Proposal (RFP)

- Read the solicitation thoroughly and understand the solicitation requirements.

- How will the winning offeror(s) be selected?
  - Lowest Priced, Technically Acceptable
  - Best Value Trade Off

- Ask questions – never assume

- Attend Pre-proposal conference/site visit, if scheduled.
Address All Submission Requirements

- Create a matrix of Section 00100’s (Instructions, Conditions, and Notices to Offerors; Proposal Submission Requirements; and Evaluation Factors, etc.)
  - List the paragraph with each requirement to be used as a checklist to ensure your proposal is complete

- Follow the instructions/format specified in the solicitation (forms, page count, etc.)

- Do not qualify or include conditions in your proposal
Be Succinct

- Proposal should only include what is requested. Address each evaluation factor/subfactor completely.

- Put forth your best effort with your initial proposal. You will not receive an opportunity to revise your proposal if award is made without discussions.

- Write proposals that include information that is:
  - relevant
  - compelling
  - solutions based
  - supported with facts/details
Experience Should Relate to the Project

- In terms of scope, size, dollar, value, complexity, etc.

- Should be recent – within past 5 years or as required by the solicitation

- Be clear – is it the experience of the firm, its subcontractor, or its employees (current or planned)
Review Your Proposal

- Have an outside reviewer ensure that your proposal is complete (someone who was not involved in putting the proposal together)

- If you copy another proposal, make sure you refer only to the current requirement.

- Use spell check!
Be a Learning Organization

- Contact and set up a meeting with the Small Business Program Manager. Have a capabilities briefing prepared.

- Understand the District organization, its mission, area of responsibility, and its customers.

- As a participant in a particular solicitation, request a debriefing (in writing)

- Attend the debriefing to learn:
  - how your proposal was rated
  - what you did well
  - what areas you can improve
Don’t Be Late

- Proposals received after the exact time specified for receipt of offers are “late” and will not be considered for award.

- If the proposal is hand-delivered, allow sufficient time to get to the designated Government office for submission of the proposal.

- If you are using a carrier service, provide the complete address of the designated Government office and ensure the carrier is fully aware of the exact time and date that the proposal must be received by the Government.
Questions on A/E Firms/Contractors currently doing business within SPL and general acquisition process:

- Daniel Carrasco, Chief of Contracting, SPL
  ➢ Daniel.M.Carrasco@usace.army.mil

- MAJ Charles Seaberry, Deputy Chief of Contracting, SPL
  ➢ Charles.M.Seaberry@usace.army.mil

- Mary Spencer, Small Business Program Manager, SPL
  ➢ Mary.E.Spencer@usace.army.mil
DOING BUSINESS WITH THE CORPS

Southern California Area Office
Area Engineer
Harold Hartman, P.E.
(661) 265-7222 x224

San Andreas Resident Office
Stan Fujimoto, P.E.
(626) 401-4045

Santa Ana Dams Resident Office
Michael Siu, P.E.
(951) 898-6153

Edwards AFB Resident Office
John Stephens, PE
(661) 277-9927

Fort Irwin Resident Office
Ellie Encinas, P.E.
(760) 380-4795

San Diego Resident Office
Julie Martinez, P.E.
(858) 569-5238

Arizona Nevada Area Office
Area Engineer
Richard Fontanilla, P.E.
(602) 230-6851

Las Vegas Resident Office
Rob Caskie
(702) 879-3300

Road Runner Resident Office
Troy Olson, P.E.
(602) 230-6870

Tucson Resident Office
Shari Brandt, P.E.
(520) 584-1673