South Florida SAME Industry Day
22 July 2015

COL Jon J. Chytka
Commander
Mobile District, USACE
Mobile District Area of Operations

District Mission:
To provide quality engineering and environmental products and services to our military, civil works, and support for others customers, partners, and stakeholders.

CONUS Boundaries:
• Military boundary includes TN, MS, AL & FL
• Civil boundary outlined in blue

OCONUS Boundaries:
• Central & South American countries
• US SOUTHCOM AOR (minus Caribbean)
Team & Program

District Team consists of...

- 19 Officers + NCOs
- 1108 Civilians
- 251 Engineers
- 182 Environmental and Scientific Professionals
- 14 PhDs or Doctorates
- 425 Minorities, including Women
- 351 Women

8 SAM employees currently deployed
- 6 in Afghanistan Engineer District
- 2 in Japan District

.... Executing $1B annually

- Civil Works
- Military
- Support for Others (IIS)
- Real Estate
- Environmental
- Regulatory
Mobile District Program

- CW
- Military
- IIS

<table>
<thead>
<tr>
<th>FY10</th>
<th>FY11</th>
<th>FY12</th>
<th>FY13</th>
<th>FY14</th>
<th>FY15</th>
<th>FY16</th>
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<tbody>
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<td>$1.90B</td>
<td>$1.65B</td>
<td>$1.44B</td>
<td>$1.24B</td>
<td>$1.19B</td>
<td>$1.00B</td>
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</table>
CONUS Military Program

- 7th SFG – Eglin AFB, FL
- Stennis Space Center
- Camp Shelby
- Columbus AFB
- Redstone Arsenal
- Fort McClellan
- Anniston Army Depot
- Marshall Space Flight Center
- Arnold AFB
- Gunter AFB
- Maxwell AFB
- Fort Rucker
- Tyndall AFB
- Eglin AFB
- Hurlburt Field
- Pensacola NAS
- MacDill AFB
- Cape Canaveral AFS
- JFK Space Center
- Patrick AFB
- Southern Command

7 Army Installations
10 Air Force Installations
3 NASA Space Centers
Civil Works Program FY 08-16

Bay St. Louis Seawall Reconstruction

Comprehensive Barrier Island Restoration, MS

Bankhead Lock and Dam, AL

Mobile Harbor Dredging

* Projected
IIS (CONUS) Program FY 08-16

- **AF Technical Applications Center–Patrick AFB, FL**
  - FY 11: $157 M
  - PH II FY 08: $9.8 M
  - FY 09: $117 M

- **Joint Intel Facility**
  - FY 06: $67 M
  - PH III FY 08: $222 M
  - PH IV FY 12: $59 M

- **FBI TEDAC Interim Lab, Redstone, AL**
  - FY 13: $47M

- **NASA Bldg 4220, Marshall Space Center**
  - FY 12: $40M

- **MCC Roads Project, Philippines**
  - FY 10-14: $181M

- **ATF Building, Redstone Arsenal**
  - FY 10-14: $29M

- **VA Building Renovations**
  - FY 10-14: $119 M

**Millions**

- FY08: $242
- FY09: $228
- FY10: $265
- FY11: $277
- FY12: $267
- FY13: $156
- FY14*: $159
- FY15*: $200
- FY16*: $200

*Projected
**AOR Dynamics**
- SAD/CONUS – 309K sq mi, 6 states
- SOUTHCOM – 7.1M sq mi, 20 countries

**SAD/SAM LATAM Customers**
- Cdr, US SOUTHCOM
  - Soto Cano (Army/Air Force)
  - Program Managers (Counter-Narcotics, Humanitarian Assistance, Global Peacekeeping Initiative)
- Ambassadors
  - U.S. Military Groups
  - Other U.S. Agencies (DEA, USAID)
- Others:
  - Counter Drug Programs (U.S. State Dept. – Narcotics Affairs Section (NAS))
  - Humanitarian Organizations
  - Brazil – 607 Agreement (Host nation agreement between a U.S. Federal agency and a foreign nation)
IIS OCONUS FY 08-14

- **New Pier – Puerto Pinas, Panama**
- **Taxiway & Parking Apron**
  - Liberia, Costa Rica
- **Disaster Relief Warehouse & Emergency Ops Center**
  - Chiclayo, Peru
- **Forward Operating Station**
  - Caratasca, Honduras
Mobile District Execution

- Reimbursable customers (MEDCOM, BCE/DPWs, LATAM, IIS CONUS) represent 50+% of total program...requirements frequently undefined and unfunded until late in FY
- FY14 – Mobile obligated $874M, $497M obligated in Sept
- Heavy reliance on standing contracts and 8a
  - AE IDIQs
  - CONUS Construction MATOCs
  - LATAM Construction MATOCs
  - 8(a) Construction SATOCs
- Strong competition within MATOCs (many as SB) pools
- Extensive regional sharing of contract capacity (w/in SAD & w/HNC)
- SAM historically exhausts capacity of its contracts
Observations

- Declining and changing program...impacts to in-house staffing and contracting community
- Interagency Work – NASA, FBI, NRC
- Acquisition process changes
- Dynamic LATAM program
  - Roles and funding
  - More requests for water resources expertise
- Medical -- Defense Health Agency/MEDCOM & Veterans Affairs
- AF Focus – new mission reqts...KC-46A, UAV, etc.
- Growth areas – energy, asset management/facility condition assessments, environmental, govt-private sector partnerships
- Wildcards – Gulf Coast Restoration (Restore, MSCIP), disaster response
# SAM – A/E Opportunities

<table>
<thead>
<tr>
<th>District</th>
<th>Project Title</th>
<th>Project Location</th>
<th>Projected Advertise Date</th>
<th>Type Work</th>
<th>Estimated Award Value</th>
<th>Set-Aside Category</th>
<th>NAICS</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAM</td>
<td>AE Planning Services</td>
<td>US</td>
<td>3rd Qtr FY 15</td>
<td>AE Svcs IDIQ</td>
<td>$10M</td>
<td>$1M SBSA 2.25 UR (4)</td>
<td>541330</td>
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<tr>
<td>SAM</td>
<td>AE Civil Design Services</td>
<td>US</td>
<td>1st Qtr FY 16</td>
<td>AE Svcs IDIQ</td>
<td>$30M</td>
<td>$30M UR $10M SBSA shared capacity</td>
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<tr>
<td>SAM</td>
<td>AE Planning &amp; Design MEDCOM Healthcare Facilities</td>
<td>Worldwide</td>
<td>4th Qtr FY 15</td>
<td>AE Svcs IDIQ</td>
<td>$40M</td>
<td>$30M UR $10 SBSA (2)</td>
<td>541330</td>
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## SAM – Construction Contracts

<table>
<thead>
<tr>
<th>District</th>
<th>Project Title</th>
<th>Project Location</th>
<th>Projected Advertise Date</th>
<th>Type Work</th>
<th>Estimated Award Value</th>
<th>Set-Aside Category</th>
<th>Procurement Method</th>
<th>NAICS</th>
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<tbody>
<tr>
<td>SAM</td>
<td>MEDCOM Design/Build</td>
<td>US</td>
<td>FY 16</td>
<td>Construction</td>
<td>$249M</td>
<td>UR</td>
<td>RFP-MATOC</td>
<td>236220</td>
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<tr>
<td>SAM</td>
<td>Central/South America Design/Build</td>
<td>LATAM</td>
<td>FY 16</td>
<td>Construction</td>
<td>$125M (2) Pools</td>
<td>UR</td>
<td>RFP-MATOC</td>
<td>236220</td>
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## Small Business Awarded During FY 2015

<table>
<thead>
<tr>
<th>Small Business Program</th>
<th>Actions</th>
<th>Small Business Dollars</th>
<th>% FY 15 Goals</th>
<th>Small Business %</th>
<th>% Variance</th>
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</thead>
<tbody>
<tr>
<td>SB</td>
<td>730</td>
<td>$115,759,653</td>
<td>40.00%</td>
<td>28.66%</td>
<td>-11.34%</td>
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<tr>
<td>SDB</td>
<td>363</td>
<td>$62,557,489</td>
<td>18.00%</td>
<td>15.49%</td>
<td>-2.51%</td>
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<tr>
<td>8(a) Procedure Actions</td>
<td>199</td>
<td>$30,275,950</td>
<td>No Goal</td>
<td>7.50%</td>
<td>7.50%</td>
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<tr>
<td>VOSB</td>
<td>181</td>
<td>$13,954,454</td>
<td>No Goal</td>
<td>3.46%</td>
<td>3.46%</td>
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<tr>
<td>SDVOSB</td>
<td>142</td>
<td>$13,341,283</td>
<td>5.00%</td>
<td>3.30%</td>
<td>-1.70%</td>
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<td>WOSB</td>
<td>174</td>
<td>$36,760,700</td>
<td>10.00%</td>
<td>9.10%</td>
<td>-0.90%</td>
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<td>HUBZone</td>
<td>127</td>
<td>$40,079,407</td>
<td>13.00%</td>
<td>9.92%</td>
<td>-3.08%</td>
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<tr>
<td><strong>Total Eligible Actions &amp; Amont Awarded</strong></td>
<td><strong>1,425</strong></td>
<td><strong>$403,929,143.91</strong></td>
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<td>Last Update On:</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>10-Jul-15</td>
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For More Information

Linda Spadaro
Deputy, Office of Small Business Programs, Mobile District
251-690-3597
Linda.l.spadaro@usace.army.mil
www.sam.usace.army.mil