Welcome to the USACE Mississippi Valley and Great Lakes & Ohio River Divisions Business Opportunity Briefings

Moderator: Col. Timothy L. Sanford, P.E., F.SAME, USA (Ret.), Senior Vice President, Weston Solutions Inc.

Speakers:
Brig. Gen. Peter “Duke” DeLuca, USA, Commander, USACE Mississippi Valley Division
Brig. Gen. Margaret W. Burcham, USA, Commander, USACE Great Lakes & Ohio River Division
Brigadier General Peter A. DeLuca
Commander, Mississippi Valley Division
President-Designee, Mississippi River Commission
U.S. Army Corps of Engineers
20 November 2013

With PARC Atlanta – Beverly Thomas
Key Command Contacts

Division Commander

BG Peter A. DeLuca – Mississippi Valley Division

Deputy Division Commander

COL John C. Dvoracek – Mississippi Valley Division

District Commanders

COL Daniel C. Koprowski – St. Paul
COL Christopher G. Hall – St. Louis
COL John W. Cross – Vicksburg

COL Mark J. Deschenes – Rock Island
COL Jeffery A. Anderson – Memphis
COL Richard L. Hansen – New Orleans
Key Small Business Contacts

Division Leader, Small Business Program
Victoria Prevost
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(601) 634-5912

District Small Business Specialists

Gwendolyn Davis – St. Paul
(651) 290-5723

Glenn Chatman – St. Louis
(314) 331-8513

Demetric Erwin – Vicksburg
(601) 631-5951

Doug Davis – Rock Island
(309) 794-5205

Karen Brady – Memphis
(901) 544-4146

Ned Foley – New Orleans
(504) 862-2885
Key Contracting Contacts

Principal Assistant Responsible for Contracting (PARC)
Beverly Thomas

Regional Chief of Contracting
Wendell Norman

Chiefs of Contracting
Kevin Henricks – St. Paul
Brenda Wynne-George – St. Louis
Lynniese Cosey-Mayfield – Vicksburg (Acting)

Sally Duncan – Rock Island
Priscilla Sweeney – Memphis
Timothy Black – New Orleans

Deputy District Engineers for Program and Project Management
Judy DesHarnais – St. Paul
Lou Dell’Orco – St. Louis (Acting)
Patricia Hemphill – Vicksburg (Acting)

Gary Meden – Rock Island
James Bodron – Memphis
Tom Holden – New Orleans
# Types of Work

<table>
<thead>
<tr>
<th>CONSTRUCTION</th>
<th>ENGINEERING SERVICES</th>
<th>OTHER SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dredging</td>
<td>Surveying</td>
<td>Heavy equip rentals</td>
</tr>
<tr>
<td>Stone dikes</td>
<td>Mapping</td>
<td>Lease of towboats</td>
</tr>
<tr>
<td>Bridges</td>
<td>Construction inspection</td>
<td>Campground rehabilitation</td>
</tr>
<tr>
<td>Levee resurfacing</td>
<td>Engineering studies</td>
<td>Rock / stone supply</td>
</tr>
<tr>
<td>Channel enlargement</td>
<td>Engineering design</td>
<td>Soil boring</td>
</tr>
<tr>
<td>Relief wells</td>
<td></td>
<td>Archaeological investigation</td>
</tr>
<tr>
<td>Pumping stations</td>
<td></td>
<td>Drilling services</td>
</tr>
<tr>
<td>Revetment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dike repair</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Levee construction</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## FY13 Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>SB Dollars Obligated</th>
<th>% Obligated w/ SBs</th>
<th>SB Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$583+M</td>
<td>50.90%</td>
<td>41.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$177+M</td>
<td>15.50%</td>
<td>19.0%</td>
</tr>
<tr>
<td>Women Owned Small Business</td>
<td>$109+M</td>
<td>9.55%</td>
<td>7.0%</td>
</tr>
<tr>
<td>Service Disabled Veteran Owned</td>
<td>$104+M</td>
<td>9.14%</td>
<td>4.5%</td>
</tr>
<tr>
<td>Veteran Owned Small Business</td>
<td>$128+M</td>
<td>11.24%</td>
<td>N/A</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$213+M</td>
<td>18.61%</td>
<td>11.0%</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>$175+K</td>
<td>24.59%</td>
<td>5.0%</td>
</tr>
</tbody>
</table>
FY 13 Emergency Response Type Contracts

- Approx $3.3M awarded to small businesses - Rock Island - Marseilles Dam


- In FY 14 Rock Island – Several Response Type Contracts - IDIQ for sandbags; IDIQ for flood fight/gabion baskets
MVD FY 14 Total Program

- $2.5B total estimated MVD program
- Declining program in outyears as flood and hurricane repairs complete
- $1.4B Projected Contract Obligations
- Historically, 40% of MVD’s contract total obligations were awarded to Small Businesses
# FY 14 Contract Opportunities

## ST. PAUL

- Embankment Reinforcement
  - 3rd Qtr
  - SBSA
  - $500K - $1M
  - LD 10

## ROCK ISLAND

- 10 PL84-99 Repair Projects
  - 2nd Qtr
  - SBSA
  - $250K - $1M

- CAP Section 206 Blackhawk Bottoms Project
  - 4th Qtr
  - SBSA
  - $1M - $5M

*A more detailed list is provided at the MVD booth # 911*
# FY 14 Contract Opportunities

## ST. LOUIS
- **Facilities Maintenance, Lake Shelbyville**
  - 3rd Qtr
  - SBSA
  - $100K - $250K

- **Roller Gate Bulkhead Supply, Melvin Price Lock and Dam**
  - 2nd Qtr
  - SBSA
  - $1M - $5M

## MEMPHIS
- **Temporary Service for ULA Warehouses**
  - 4th Qtr
  - SBSA
  - $5M - $10M

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*A more detailed list is provided at the MVD booth # 911*
## FY 14 Contract Opportunities

### VICKSBURG
- **Stone Bank Paving**: 3rd Qtr, HUBZone, $1M - $5M
- **Security Guard Services**: 3rd Qtr, 8a, $1M - $5M

### NEW ORLEANS
- **WBV-ARM-XX Armoring of Levee**: 3rd Qtr, SBSA, NTE $200M
- **NOV -07a Empire to Fort Jackson Levee**: 3rd Qtr, SDV, $10 M - $20M
- **Several Large Contracts for various projects (SELA; Levee work)**: 1st - 4th Qtr, Sub-contracting

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*A more detailed list is provided at the MVD booth # 911*
Top 5 Tips Doing Business with MVD

• Know our mission and tell us how you can help us complete that mission

• Stick to what you do best – develop a core set of skills, build a reputation for delivering those skills and bid only on those solicitations that match those skills

• Utilize our websites [Army Single Face to Industry (ASFI) and Federal Business Opportunities (FBO)] to see the latest information regarding our projects

• Market to our prime contractors in order to help them meet the small business requirements of their contracts

• Network with MVD personnel by attending public meetings and responding to sources sought
MVD Future Outreach Events
Contact District SB Specialist for More Details

- **St. Paul**: Small Business Procurement Fair at the Earle Browne Centre in Brooklyn Center, MN. April 30, 2014

- **Rock Island**: Midwest Small Business Government Contracting Symposium in Moline, IL. May 2014
MVD Future Outreach Events
Contact District SB Specialist for More Details

- St. Louis: Small Business Week of Eastern Missouri, Various Locations in St. Louis. May 2014

MVD Future Outreach Events
Contact District SB Specialist for More Details

- Vicksburg: Mississippi SBA Procurement Conference, Jackson, MS. February 2014

- New Orleans: Connecting Small Business with Business at Southern University, Baton Rouge, LA. April 2014
Come Visit our Booth!

- **Booth # 911** Many of our key stakeholders will be waiting to talk with you at our booth.

- We have more detailed information about our opportunities at the booth.

- Solicitation Website: [www.FBO.gov](http://www.FBO.gov)

- Division Website: [http://www.mvd.usace.army.mil/](http://www.mvd.usace.army.mil/)
Questions
2014 SAME Small Business Conference
LRD Division Brief

BG Margaret Burcham
Commander
Great Lakes and Ohio River Division
20 November 2013

With PARC Atlanta – Beverly Thomas
Key Command Contacts

Division Commanders
BG Margaret Burcham – Great Lakes and Ohio River Division

Deputy Division Commander
COL Robert D. Peterson

District Commanders
Buffalo; LTC Owen Beaudoin
Detroit; LTC Robert Ells
Louisville; COL Luke Leonard
Pittsburgh; COL Bernard Lindstrom
Chicago; COL Frederic Drummond
Huntington; COL Leon Parrott
Nashville; LTC John Hudson
Key Small Business Contacts

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Lenneia.R.Jennings@usace.army.mil
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**District Small Business Specialists**
Huntington; Deborah Czewski (304) 399-5632
Nashville; Roy Rossignol (615) 736-7569
Buffalo/Pittsburgh; Sherrie Plonski (412) 395-7127
Louisville; Jacque Gee (502) 315-6111
Chicago/Detroit; Priscilla Abeyta-Perez (312) 846-5565
Key Contracting Contacts

Principal Assistant Responsible for Contracting (PARC)
Ms. Beverly Thomas

Regional Chief of Contracting
Vincent Marsh

Chiefs of Contracting

Buffalo; Jeffery Ernest
Chicago; Regina Blair
Detroit; Sandra Kenzie
(Acting)Huntington; Cheryl Fitzwater
Louisville; Denise Bush*
Nashville; Valerie Carlton
Pittsburgh; Cynthia Smith*

Deputy District Engineers for Program and Project Management

Buffalo; Lisa Fiedler
Chicago; Linda Sorn
Detroit; Scott Thieme
Huntington; Coy Miller
Louisville; Steve Durrett
Nashville; Mike Wilson
Pittsburgh; Lenna Hawkins
# Types of Work

## Civil Works
- Navigation
- Flood Risk Management
- FUSRAP (Formerly Utilized Sites Remedial Action Program)
- Environmental & Ecosystem Restoration
- Hydropower
- Recreation
- Water Supply
- Regulatory Permits
- Dredging
- Dam Safety
- Shoreline Protection
- Emergency Response

## Military Programs
- Engineering
- Design and Construction Management for the Army, Air Force and Other DoD Agencies
- Real Estate Support
- FUDS (Formerly Used Defense Sites)
- Surveying
- Drilling
- Mapping
## FY13 Small Business Achievements

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<th>SB Goals</th>
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</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$517M</td>
<td>43.64%</td>
<td>41.5%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>$274M</td>
<td>23.09%</td>
<td>19.0%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>$99M</td>
<td>8.33%</td>
<td>7.0%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned</td>
<td>$94M</td>
<td>7.96%</td>
<td>4.5%</td>
</tr>
<tr>
<td>Veteran-Owned Small Business</td>
<td>$105M</td>
<td>8.84%</td>
<td>N/A</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$121M</td>
<td>10.23%</td>
<td>11.0%</td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>-$0-</td>
<td>0.00%</td>
<td>5.0%</td>
</tr>
</tbody>
</table>
Buffalo District

Mount Morris Dam
Livingston County, NY
Chicago District

Eugene Field, Chicago, IL

Red Mill Pond, Westville, IN

Ecosystem Restoration Projects
Detroit District

Battle Creek VA Medical Center, Mental Health Facility
Huntington District

Rafting and Kayaking
Gauley River Summersville Dam, West Virginia

Bluestone Dam, West Virginia

Recreation and Rehabilitation
Louisville District

ARC Trenton, OH

ARC A.P. Hill, VA

ARC Belton, MO

ARC Joliet, IL

Army Reserve Centers (ARC)
Pittsburgh District

Emsworth Locks & Dams
Ohio River
## FY14 Opportunities

### Buffalo
- **Luckey, OH, Remediation Services**
  - Value: $100-$250M
  - Solicitation: 3rd Qtr
  - Set-Aside: SBSA
- **Shallow Landfill Disposal Area**
  - Value: $250-$500M
  - Solicitation: 4th Qtr
  - Set-Aside: Unrestricted
- **Oswego Breakwater Repair**
  - Value: $10-$25M
  - Solicitation: 4th Qtr
  - Set-Aside: TBD

### Chicago
- **McCook Distribution Tunnels**
  - Value: $5-$10M
  - Solicitation: 2nd Qtr
  - Set-Aside: SBSA
- **McCook Soil Stabilization**
  - Value: $5-$10M
  - Solicitation: 2nd Qtr
  - Set-Aside: SBSA
- **Cal Harbor Equipment Rental IL/IN**
  - Value: <$1M
  - Solicitation: 2nd Qtr
  - Set-Aside: WOSB
- **Nippersink Creek, IL**
  - Value: $1-$5M
  - Solicitation: 3rd Qtr
  - Set-Aside: SBSA
- **Fish Barrier Permanent Bldg**
  - Value: >$10M
  - Solicitation: 3rd Qtr
  - Set-Aside: Unrestricted

### Detroit
- **Frankenmuth Dam Construction**
  - Value: $1-$5M
  - Solicitation: 3rd Qtr
  - Set-Aside: TBD
- **VA Marion, Clinic Expansion**
  - Value: $1-$5M
  - Solicitation: 3rd Qtr
  - Set-Aside: TBD
- **FY14 Sebewaing Maint. Dredging**
  - Value: $1-$5M
  - Solicitation: 2nd Qtr
  - Set-Aside: TBD

A more detailed list is provided at the LRD booth #538
## FY14 Opportunities

<table>
<thead>
<tr>
<th>Huntington</th>
<th>Value</th>
<th>Solicitation</th>
<th>Set-Aside</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dam Safety Design IDIQs (2+)</td>
<td>NTE $10M ea</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr - Dec</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>AE Design IDIQ</td>
<td>NTE $1.5M</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr - Dec</td>
<td>SBSA</td>
</tr>
<tr>
<td>Cost Eng. IDIQ</td>
<td>NTE $10M</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr - Dec</td>
<td>TBD</td>
</tr>
<tr>
<td>Geotech - Soils Testing</td>
<td>NTE $750K</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr - Dec</td>
<td>TBD</td>
</tr>
<tr>
<td>Drilling/Limited Geotech (2)</td>
<td>NTE $4.5M ea</td>
<td>4&lt;sup&gt;th&lt;/sup&gt; Qtr +</td>
<td>TBD</td>
</tr>
<tr>
<td>Planning Services IDIQ</td>
<td>NTE $3M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>SBSA</td>
</tr>
<tr>
<td>Planning/Nav Econ IDIQ</td>
<td>NTE $3M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>SBSA</td>
</tr>
<tr>
<td>Archeology/Cultural Res.</td>
<td>NTE $1M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>SBSA</td>
</tr>
<tr>
<td>Construction IDIQs (2)</td>
<td>NTE $15M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>SBSA</td>
</tr>
<tr>
<td>(River/Stream Clearing &amp; Snagging, etc.)</td>
<td>NTE $15M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>Construction IDIQ</td>
<td>NTE $15M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>(River Work Using Cranes, Barges, etc.)</td>
<td>NTE $15M</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
<td>Unrestricted</td>
</tr>
</tbody>
</table>

A more detailed list is provided at the LRD booth #538
## FY14 Opportunities

<table>
<thead>
<tr>
<th>Louisville</th>
<th>Value</th>
<th>Solicitation</th>
<th>Set-Aside</th>
</tr>
</thead>
<tbody>
<tr>
<td>Battlefield Weather Facility, Ft Campbell, KY</td>
<td>$1-$5M</td>
<td>1st Qtr - Dec</td>
<td>SBSA</td>
</tr>
<tr>
<td>Construction MATOC</td>
<td>NTE $200M</td>
<td>1st Qtr - Dec</td>
<td>HUBZone</td>
</tr>
<tr>
<td>Construction MATOC</td>
<td>NTE $160M</td>
<td>1st Qtr - Dec</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>Construction MATOC</td>
<td>NTE $240M</td>
<td>1st Qtr - Dec</td>
<td>SBSA</td>
</tr>
<tr>
<td>National Roofing Initiative Const</td>
<td>NTE $200M</td>
<td>2nd Qtr</td>
<td>SBSA</td>
</tr>
<tr>
<td>Ambulatory Health Center, Ft Knox</td>
<td>$250-$500M</td>
<td>2nd Qtr</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>Levee Rehabilitation, Brevoort, IN</td>
<td>$5-$10M</td>
<td>2nd Qtr</td>
<td>TBD</td>
</tr>
<tr>
<td>Levee Rehabilitation, Wabash, IL</td>
<td>$5-$10M</td>
<td>3rd Qtr</td>
<td>TBD</td>
</tr>
<tr>
<td>Army Reserve Center, Tustin, CA</td>
<td>$25-$100M</td>
<td>3rd Qtr</td>
<td>TBD</td>
</tr>
<tr>
<td>Army Reserve Center, Ft Story, VA</td>
<td>$10-$25M</td>
<td>3rd Qtr</td>
<td>TBD</td>
</tr>
<tr>
<td>Automated Multi-Purpose Machine</td>
<td>$5-$10M</td>
<td>3rd Qtr</td>
<td>TBD</td>
</tr>
</tbody>
</table>

*Gun Range, Ft Dix, NJ*

A more detailed list is provided at the LRD booth #538
# FY14 Opportunities

## Nashville
- Wolf Creek (Lake Cumberland) Thrust Bearing Pressure Lift System
  - Value: $1-$5M
  - Solicitation: 2nd Qtr
  - Set-Aside: SBSA
- Geotechnical Investigations IDIQ-District-Wide
  - Value: $1-$5M
  - Solicitation: 3rd Qtr
  - Set-Aside: SBSA
- Wolf Creek Site Stabilization
  - Value: $1-$5M
  - Solicitation: 3rd Qtr
  - Set-Aside: SDVOSB
- Construction MATOC
  - Value: $1-$5M
  - Solicitation: 4th Qtr
  - Set-Aside: 8(a) Set-Aside

## Pittsburgh
- Shallow Land Disposal Area Security
  - Value: ---
  - Solicitation: 2nd Qtr
  - Set-Aside: SBSA
- Montgomery Gate Installation
  - Value: $1-$2M
  - Solicitation: 2nd Qtr
  - Set-Aside: Unrestricted

A more detailed list is provided at the LRD booth #538
Top 5 Tips Doing Business with LRD

- Read solicitation packages carefully and understand the requirements, terms and conditions
- Refer to the solicitation regarding the submission of questions and/or contact the POC listed
- Register with the System of Award Management
- Provide your best price/proposal the first time
- Be aware of the requirements of the USACE Safety Manual, EM 385-1-1 and be able to provide an acceptable accident prevention plan upon award
LRD Outreach Events
Contact District SB Specialist for More Details

- Kentuckiana SAME Small Business Workshop (Louisville, KY) – 28 Jan 2014
- Louisville District Open House (Louisville, KY) – 29 Jan 2014
- Dynamic Networking for Small Business – Huntington & Pittsburgh Districts with West Virginia SBA, sponsored by the I-79 Development Council (Fairmont, WV) – 2 Apr 2014
- SAME Annual Small Business Symposium (Livonia, MI) Detroit Post – 30 Apr 2014
- Dynamic Networking for Small Business – Pittsburgh & Buffalo Districts, sponsored by the Northwest PA Commission PTAC, Erie Bay Front Convention Center (Erie, PA) – early Summer 2014
- Huntington District “Corps of Engineer Day” sponsored by the Southern Ohio Procurement Outreach (South Point, OH) – Spring 2014
Come Visit our Booth!

- Booth # 538. Many of our key stakeholders will be waiting to talk with you at our booth.

- We have more detailed information about our opportunities at the booth.

- Important Websites:
  - System for Award Management: https://www.sam.gov
  - Solicitation Website: https://www.fbo.gov/
  - Division Website: http://www.lrd.usace.army.mil/