Welcome to the USACE North Atlantic and South Atlantic Divisions Business Opportunity Briefings

Moderator: Anthony F. “Tony” Leketa, P.E., F.SAME, Executive Vice President, Parsons

Speakers:
Brig. Gen. Kent Savre, USA, Commander, USACE North Atlantic Division
Brig. Gen. Donald “Ed” Jackson Jr., P.E., USA, Commander, USACE South Atlantic Division
2013 SAME Small Business Conference
North Atlantic Division

BG Kent D. Savre
Commanding General

20 November 2013
AN OVERVIEW: North Atlantic Division

Overview
- 1 of 9 regional business centers, consisting of six districts that plan, design, build, operate and maintain military and civil works projects and facilities within the region, Europe and Africa
- Projects address the environmental, infrastructure, and water-resource challenges within the region
- Support the military, protect America’s water resources, and restore and enhance the environment

Division Capabilities
- Master Planning, Sustainability
- Construction Management
- Engineering, Design, Inspection
- Dredging
- Operations and Maintenance
- Disaster Response & Recovery
- Environmental Services
- Real Estate Services
- Estimating, Value Engineering
- Coastal Storm Damage Reduction
- Modeling
- Independent Technical Review
- Reach-back capability

The Numbers
- 23% of U.S. population (72 M)
- 20% of U.S. commercial cargo
- 3,400 employees
- 50 Army, 13 USAF installations
- 2685 mi. of navigation channels
- 63+ miles of levees/channels
- 5 major ports; 3 hurricane barriers
- 8 high-rise bridges
- 54 dams; 5 canals; 4 locks

Support to Nation
By watersheds

COCOM Support
EUCOM, AFRICOM

Philosophy: Mission First, People Always, Team of Teams
North Atlantic Division Leadership Team

Commander
BG Kent Savre

Deputy
COL Don Degidio

Programs Director
Mr. Dave Leach

Business Director
Mr. Vince Grewatz

District Commanders

New England
COL Chuck Samaris

New York
COL Paul Owen

Baltimore
COL Trey Jordan

Norfolk
COL Paul Olsen

Philadelphia
LTC Chris Becking

Europe
COL Pete Helmlinger

Cohesive Team: Experienced Commanders, Able Directors, Coordinated Regional Business Center
Civil Works
Managing, protecting and developing America’s water resources

Flood Damage Reduction
- 53 Dams (Avg age: 52 years)
- 63 miles of levees and channels (Avg age: 53 years)
- Provides water supply

Navigation
- 1 Sea-going Hopper Dredge
- 12 Survey Boats, 7 Patrol Boats
- 5 Tugs, 6 Drift Collection Vessels
- 120+ Other Floating Plant

Recreation
- 11 million visitors annually
- 179 Recreation Areas, 46 projects
- $ visitors spent w/in 30 miles: $353M
- 508 miles of shoreline, 72 boat ramps

Hurricane & Storm Damage Risk Reduction
- Home to National Coastal Storm Damage Reduction (Planning) CX
- 22 storm & hurricane barriers
- Projects reduce upland damage

Environmental Stewardship
- 132,173 acres of land
- 25,042 acres of water/wetlands
- 140 special status species
- 5 sites listed on the Nat’l Register

Regulatory
- Supports commerce, environment
- Permits allow project construction
- 200 regulators in NAD
- More than 13,000 actions/year

Missions support 23% of U.S. population, 20% of U.S. commercial cargo, and Sandy recovery efforts
## NAD Opportunities in Civil Works

### Set-Asides

<table>
<thead>
<tr>
<th>Description</th>
<th>NAICS</th>
<th>Location</th>
<th>Value</th>
<th>Set-Aside Type</th>
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<tr>
<td>Craney Island NW Shoreline</td>
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<td>Norfolk, VA</td>
<td>$5-10M</td>
<td>SB</td>
<td>TBD</td>
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<td>Craney Island North Revetment III</td>
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<td>$5-10M</td>
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<td>Heavy Deck Barge CESAM - Supply</td>
<td>336611</td>
<td>TBD</td>
<td>$500K-1M</td>
<td>SB</td>
<td>TBD</td>
<td>NAP</td>
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<tr>
<td>Lease of Equipment - Site Prep</td>
<td>237990</td>
<td>Wilmington, DE</td>
<td>$500K-1M</td>
<td>8(a)</td>
<td>Q3 FY14</td>
<td>NAP</td>
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<tr>
<td>Construction MATOC</td>
<td>236220</td>
<td>NAB-wide</td>
<td>$20M - $40M</td>
<td>SDVOSB, HUBZone &amp; 8(a)</td>
<td>Q3 FY14</td>
<td>NAB</td>
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### UnRestricted/Subcontracting Availability

<table>
<thead>
<tr>
<th>Description</th>
<th>Work</th>
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<th>Location</th>
<th>Value</th>
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<tr>
<td>Baltimore Harbor Dredging FY14-15</td>
<td>Dredging</td>
<td>237990</td>
<td>Baltimore Harbor/Chesapeake Bay</td>
<td>$10M - $25M</td>
<td>Q4 FY14</td>
<td>NAB</td>
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<tr>
<td>Quadcities Barge</td>
<td>Supply</td>
<td>336611</td>
<td>TBD</td>
<td>$34M</td>
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<tr>
<td>Landfill Cap Construction</td>
<td>Construction</td>
<td>237990</td>
<td>Pleasantville, NJ</td>
<td>$15M</td>
<td>Q3 FY14</td>
<td>NAP/NWK</td>
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</table>
Military Missions

Improving the readiness of the U.S. Army and U.S. Air Force

Northeastern United States

- New York
  - USMA
  - Fort Drum, NY
  - Fort Hamilton, NY
  - Fort Totten, NY
  - Picatinny Arsenal, NJ
  - Watervliet Arsenal, NY
  - Stewart AFB, NY
  - Niagara Falls ARS, NY
  - JB McGuire-Dix-Lakehurst, NJ

- New England
  - Soldier Systems Ctr, MA
  - Mass Military Res, MA
  - Fort Devens, MA
  - Cold Region Lab, NH
  - Hanscom AFB, MA
  - Westover AFB, MA

- Philadelphia
  - Dover AFB, DE
  - Tobyhanna Army Depot, PA

- Baltimore
  - APG, MD
  - Army Research Lab, MD
  - Carlisle Barracks, PA
  - Fort Belvoir, VA
  - Fort Detrick, MD
  - Fort Meade, MD
  - Letterkenny Depot, PA
  - Andrews AFB, VA
  - JB Myer-Henderson Hall
  - Susquehanna DDC
  - Scranton AAP, PA

- Norfolk
  - Fort A.P. Hill, VA
  - Joint Base Langley-Eustis, VA
  - Fort Lee, VA
  - Rivanna Station, VA
  - Radford Ammo Plant, VA
  - DLA Supply Ctr Richmond

Europe and Africa

- Belgium & The Netherlands
  - 3 Army Garrisons
- Germany
  - 13 Army Garrisons
  - 2 Air Force bases
- Italy
  - 2 Army Garrisons
  - Aviano AB
- Romania
- Bulgaria
- Caucasus Region
- Israel
- Turkey

Other Missions

- Greenland
- Baltic States (EUCOM)
- Balkan States (EUCOM)
- Kosovo (NATO/KFOR)
- Many African nations (AFRICOM)

FY13 By Customer:
- Total: 51 Projects $2.06B
- Army: 26 projects $969M
- DLA: 8 projects $84M
- AF: 1 projects $25M
- DoD: 3 projects $148M
- DODM: 4 projects $56M
- NSA: 4 projects $472M
- Other: 5 projects $307M

FY13 By District:
- NAB: 22 projects $840M
- NAE: 4 projects $84M
- NAN: 10 projects $435M
- NAP: 1 projects $4M
- NAO: 2 projects $92M
- NAU: 12 projects $605M

USACE’s largest, most diverse military program

50 Army and 13 Air Force Installations
**NAD Opportunities in Military Missions**

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<td>Replace Communications Building</td>
<td>236220</td>
<td>Susquehanna, PA</td>
<td>$5M - $10M</td>
<td>SB</td>
<td>Q1 FY14</td>
<td>NAB</td>
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<tr>
<td>DLA Bldg 42 Renovation</td>
<td>236220</td>
<td>Ft Lee (Rich, VA)</td>
<td>$1M - $5M</td>
<td>SB</td>
<td>TBD</td>
<td>NAO</td>
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<tr>
<td>North Area NGA IPO Complex Deconstruction</td>
<td>236220</td>
<td>Ft. Belvoir, VA</td>
<td>$1M - $5M</td>
<td>SB</td>
<td>Q3 FY14</td>
<td>NAB</td>
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<tr>
<td>Downer Hall Renovations</td>
<td>236220</td>
<td>Aberdeen Proving Ground, MD</td>
<td>$10M -$25M</td>
<td>SB</td>
<td>Q1 FY14</td>
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<tbody>
<tr>
<td>DLA Ops Center</td>
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<td></td>
<td>$25M - $100M</td>
<td>TBD</td>
<td>NAO</td>
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<tr>
<td>Barracks</td>
<td>Construction</td>
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<td>Ft. Eustis</td>
<td>$25M - $100M</td>
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<td>NAO</td>
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<tr>
<td>Public Health Command Lab Replacement</td>
<td>Construction - DBB</td>
<td>236220</td>
<td>Aberdeen Proving Ground, MD</td>
<td>$25M - $100M</td>
<td>Q1 FY14</td>
<td>NAB</td>
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<tr>
<td>East Campus Building - Marine Corps CyberCom HQ</td>
<td>Construction - DBB</td>
<td>236220</td>
<td>Ft. Meade, MD</td>
<td>$25M - $100M</td>
<td>Q1 FY14</td>
<td>NAB</td>
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International, Interagency, Environmental Services

Providing engineering and environmental support to others

**Interagency**

(Arlington National Cemetery)

**Mission:** Provide reimbursable technical assistance to federal agencies and state and local governments. All NAD districts support interagency customers within their civil works AOR.

**Program Amount:**
- Interagency FY11: $87.3 M
- Interagency FY12: $272.3 M
- Interagency FY13: $186.3 M

**Major Customers:**
- EPA
- Veterans Affairs
- NYC Dept of Transportation
- DHS – Customs, Border Patrol
- Arlington National Cemetery
- National Security Agency

**International**

(MOUT Site, Israel)

**Mission:** Provide reimbursable technical assistance to U.S. international organizations, and foreign governments. Europe District is the NAD-Forward program manager.

**Program Amount:**
- International FY11: $581.6 M
- International FY12: $525.1 M
- International FY13: $742.3 M

**Major Customer:**
- COCOMS
- Missile Defense Agency
- Foreign Military Sales – Israel
- Department of Defense Dependent Schools (DoDSS)
- Millennium Challenge Corp

**Environmental**

(Lipari Landfill)

**Mission:** Plan, design and execute projects to remediate hazardous, toxic, munitions, and radiological waste sites in support of military, civil, international and interagency customers.

**Program Amount:**
- Environmental FY11: $447.3 M
- Environmental FY12: $336.3 M
- Environmental FY13: $302.5 M

**Major Customers/Programs:**
- Superfund (EPA)
- Formerly Used Defense Sites
- Formerly Utilized Sites Remedial Action Program
- Military Munitions Response
- Environmental Quality

USACE’s most diverse IIES program
# NAD Opportunities in International, Interagency, Environmental Services

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<tr>
<td>Master Planning - MATOC</td>
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<td>$10M - $25M</td>
<td>SB</td>
<td>Q2 FY14</td>
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<tr>
<td>Lease of Equipment - Site Prep</td>
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<td>New Jersey</td>
<td>$500K-1M</td>
<td>8(a)</td>
<td>Q3 FY14</td>
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<td>Three Survey Vessels - Supply</td>
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<td>TBD</td>
<td>$5M - $10M</td>
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<td>Q3 FY14</td>
<td>NAP</td>
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<tr>
<td>Mission Launch Control D/B</td>
<td>236220</td>
<td>Wallops Island</td>
<td>$5M - $10M</td>
<td>SB</td>
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<tr>
<td>Multiple Award Radiological Services (MARS) II - IDIQ</td>
<td>Radiological Services</td>
<td>562910</td>
<td>CONUS</td>
<td>$25M - $100M</td>
<td>Q2 FY14</td>
<td>NAB</td>
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<td>Multiple Award Military Munitions (MAMMS) II - IDIQ</td>
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<td>562910</td>
<td>CONUS</td>
<td>$100M - $250M</td>
<td>Q2 FY14</td>
<td>NAB</td>
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<tr>
<td>Navy Annex</td>
<td>Construction</td>
<td>237990</td>
<td>Arlington Cemetery</td>
<td>$50M - $100M</td>
<td>Q1 FY14</td>
<td>NAO</td>
</tr>
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</table>
**Readiness and Contingency Operations**

Planning, training for, and responding to emergencies and military and civil support requests

**Support to States**

*Mission:* Use Civil Works authorities and PL84-99 to provide emergency technical and direct assistance in response to flood and coastal storms (upon request by and to supplement States), primarily by District offices.

**Capabilities:**
- Advance Planning Measures
- Disaster Preparation
- Emergency Operations
- Rehabilitation
- Water Assistance
- Hazard Mitigation

**Operations Supported:**
- 2011: Hurricane Irene/Lee
- 2012: Hurricane Sandy

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**Support to DHS/FEMA**

*Mission:* Through the National Response Framework, provide support to other federal agencies through Emergency Support Function #3 (Public Works and Engineering). Managed at NAD, executed by Districts.

**Capabilities:**
- Hurricanes
- Floods
- Earthquakes
- Tornados
- Terrorist Attacks - 9/11
- Special National Security Events

**Operations Supported:**
- 2001: Sept. 11th
- 2011: Hurricanes Irene/Lee
- 2012: Hurricane Sandy

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**Support to the Warfighter**

*Mission:* Provide Field Force Engineering, technical, and contract construction support to COCOMs and federal agencies worldwide during contingencies, exercises and peacetime engagements.

**Capabilities:**
- Reachback to CONUS-based technical engineering centers
- Rapidly design, construct Army facilities and installations
- Provides engineer planning, assistance for force projection

**Operations Supported:**
- JFHQ-NCR
- SOUTHCOM and AFRICOM
- Military Installations in NAD AOR

---

Experienced team, excellent relationships with the best emergency responders in the nation
Hurricane Sandy Response and Recovery

Event preparation:
- Lowered pool elevations behind dams to prevent flooding
- Closed hurricane barriers along New England Coast
- Moved Corps vessels to safe havens
- Issued 218,000 Sandbags in NJ & PA
- Secured Corps Construction Projects and Facilities
- Staffed and Activated EOCs, deployed liaisons to state EOCs
- Deployed personnel and pre-positioned equipment

Response:
- **Temporary Power Mission:** At critical facilities in support of states, performed 512 assessments, installed 210 generators, generated 55mW of power, enough power for 50,000 families
- **Unwatering Mission:** Removed 474.5 million gallons of salt water in 11 days from strategic NYC-metro area infrastructure to restore subway, commuter rail, and automotive lines.
- **Pump Mission:** Removed 400 tons of trash/debris and pumped 10 million gallons in order to enable Prime Power to conduct assessments.
- **Debris Mission:** Cleared emergency routes in coordination with power companies.
- **Water Mission:** Provided 9.2 million liters of water

Recovery:
- **Debris Mission:** Contracted for debris removal in NY
- **Infrastructure Assessment:** Augmented local public works to provide, manage structural assessment, technical assistance
- **Temporary Housing:** Refitted buildings at Fort Monmouth, NJ, for citizens made homeless by Sandy
- **Coastal Restoration:** Inspect, assess projects, develop damage assessments, provide expedient measures to prevent further damage to projects, utilize FEMA Mission Assignments and congressional appropriations as authorized.
Total Program FY14-FY17 (Projected) $ In Millions

Includes $3.7B for Sandy in FY13-17
Building Strong ... Bridging the Atlantic

• NAD has the Largest Program in USACE (by a BILLION Dollars).

• NAD Dollars in excess of $1Billion ended up with Small Business last year – almost $700M as prime awards.

• Even with the Large Projects we do, NAD exceeded the Statutory Goals, and two of the USACE goals in FY13 (SDVOSB & WOSB) – this year we’re doing more!

• We increased dollars spent in ALL of our Socio-Economic Categories.

• NAD increased SDVOSB prime Contract awards by 77% last year, and we’re planning on doing it again THIS year!

• We are on an UPWARD Trajectory, and we have the work to support it!
COMING VISIT US AT BOOTH # 826

Small Business Specialists

- NAD: Scott Beckstrand
- New England: Eva Marie D'Antuono
- New York: Greg Cuyget
- Philadelphia: Cheryl Chandler
- Baltimore: Tamika Gray
- Norfolk: Adam Ball

Tips

- Respond to Sources Sought
- Develop Teaming and Subcontracting Proficiencies
- Get Debriefings
- If something isn’t clear – ASK
- Respond to Sources Sought
2013 SAME Small Business Conference
South Atlantic Division

Brigadier General Ed Jackson
Commanding

20 November 2013
South Atlantic Division

Overview
• One of nine regional business centers in USACE consisting of five districts that plan, design, build, operate and maintain military and civil works projects and facilities within the region, Central and South America and the Caribbean.
• Projects address the environmental, infrastructure, and water-resource challenges within the region
• Support the military, protect America’s water resources, and restore and enhance the environment
• Primary Missions include:
  • Civil Works
  • Readiness and Contingency Operations
  • Environmental
  • Military
  • Sustainability

Division Capabilities
• Master Planning & Project Planning and Design
• Construction Management Services
• Engineering, Design, Management, and Inspection Services
• Dredging
• Operations and Maintenance (Levees; Locks; Dams; Canals; Bridges)
• Contingency & Disaster Response & Recovery
• Environmental Management & Services
• Real Estate Services
• Cost Engineering / Government Estimates
• Value Engineering
• Coastal Storm Damage Reduction
• Modeling
• Independent Technical Review
• Reach-back capability to 7 USACE Research Laboratories

The Numbers
• 13% of U.S. GDP ($1.9 T annually)
• 20% of congress - 9 governors
• 19% of U.S. population (61 M)
• 12% of U.S. commercial cargo
• 13% of U.S. highway miles
• 3,600 employees
• 24 Major Army and USAF installations (32% of the Army; 8% of Air Force)
• 6 Major Commands
• 5337 mi. of navigation channels
• 1268+ miles of levees/channels
• 32 Deep Draft Harbors
• 32 Locks
• 49 Dams and 14 Hydro Plants (25% of Nation’s Hydro Power)
• 31 Reservoirs (6 of 10 Most Visited)
SAD Military Construction

MOBILE DISTRICT
Alabama, Florida, Mississippi, Tennessee, South America, Central America
• Arnold AFB, TN
• Columbus AFB, MS
• Maxwell/Gunter AFB, AL
• Hurlburt Field, FL
• Eglin AFB, FL
• Tyndall AFB, FL
• MacDill AFB, FL
• Cape Canaveral AFS, FL
• Patrick AFB, FL
• Homestead ARB, FL
• Robins AFB, GA
• Moody AFB, GA

SAVANNAH DISTRICT
Georgia, North Carolina
• Fort Benning, GA
• Fort Stewart/Hunter AAF, GA
• Fort Gordon, GA
• Fort Bragg, NC
• Seymour Johnson AFB, NC
• Robins AFB, GA
• Moody AFB, GA

SAVANNAH DISTRICT
Georgia, North Carolina
• Fort Benning, GA
• Fort Stewart/Hunter AAF, GA
• Fort Gordon, GA
• Fort Bragg, NC
• Seymour Johnson AFB, NC
• Robins AFB, GA
• Moody AFB, GA

WILMINGTON DISTRICT
• MOTSU @ Fort Bragg
• USASOC @ Fort Bragg
• JSOC @ Fort Bragg

CHARLESTON DISTRICT
South Carolina
• Fort Jackson, SC

JACKSONVILLE DISTRICT
Caribbean, Puerto Rico, US Virgin Islands
• Ft. Buchannon, PR

11 Major Army Installations
13 Major Air Force Installations
Supporting 6 Major Commands
32% of the Army; 8% of Air Force

$1.069B Awarded in Military Programs FY13
SAD Civil Works Mission

5 We Can’t Wait Initiatives
Everglades Restoration, Port of Miami, Jacksonville Port, Savannah Harbor, & Charleston Harbor

WILMINGTON DISTRICT
CHARLESTON DISTRICT
SAVANNAH DISTRICT
MOBILE DISTRICT
JACKSONVILLE DISTRICT

Navigation
Flood Risk
Ecosystem Restoration
Hydropower
Regulatory
Water Supply
Recreation & Natural Resources Mtg

$750M Awarded in Civil Programs
FY13
International and Interagency Support Program

CONUS Customers
- Environmental Protection Agency
- Dept of Veterans Affairs
- Immigration and Customs enforcement
- FBI
- Government Printing Office
- NASA
- Alcohol, Tobacco, and Firearms
- Federal Aviation Administration
- Federal Emergency Management Agency
- Department of Energy, NNSA (PDCF)
- Federal Law Enforcement

OCONUS
International Programs Area of Operations

Central and South America
(Mobile District)
- SOUTHCOM
  - Soto Cano (Army/Air Force)
- Ambassadors
- U.S. Military Groups
- Other U.S. Agencies (USAID)
- Others:
  - Counter Drug Programs (U.S. State Dept.)
  - Humanitarian Organizations
- Brazil – 234 Agreement

FY13 Expenditures - $174.4M
**District Team**

**Commander & District Engineer:**

COL Steve Baker

**Deputy District Engineer for Project Management:**

Ms. Christine Brayman

**Deputy Commander:**

LTC Robert King

**Chief of Contracting:**

Mr. John Mayo

**Chief of Small Business:**

Ms. Donna Walton

910-251-4452

**Successes**

**Carolina Beach & Vicinity Coastal Storm Damage Reduction and Wilmington Harbor Navigation**

Who: Weeks Marine

Magnitude: $26M

Location: Carolina Beach, Kure Beach, Bald Head Island

**Morehead City Harbor**

Who: Marinex Construction

Magnitude: $4.4M

Location: Morehead City, North Carolina

**Opportunities**

**Name of Project:** Language & Cultural Center

When: 2nd Quarter

Magnitude: <$10M

Type: Design/Build using a MATOC

Location: USASOC, Ft. Bragg, North Carolina

**Name of Project:** NC Hwy 12 Protection Project

When: 1st Quarter

Magnitude: >$10M

Type: Dredging using a MATOC

Location: Dare County, North Carolina

**Name of Project:** Civil Affairs Battalion Complex

When: 3rd Quarter

Magnitude: >$10M

Type: Design/Build using a MATOC

Location: USASOC, Ft. Bragg, North Carolina
District Team

**Commander & District Engineer:**

COL Jon Chytka

**Deputy District Engineer for Project Management:**

Mr. Pete Taylor

**Deputy Commander:**

LTC Tom Nelson

**Chief of Contracting:**

Mr. Jeffrey Burgess

**Chief of Small Business:**

Ms. Linda Spadaro

(251) 690-3597

Mobile Commander

COL Jon Chytka

Small Business Chief

Linda Spadaro

THE DISTRICTS
MOBILE DISTRICT (SAM)

Successes

**National Ctr for Critical Information Processing (NCCIPS)**

Who: Bates Construction (Small Business)

Magnitude: $34M

Where: Stennis Space Center, Mississippi

**Air Force Technical Application Center (AFTAC)**

Who: Hensel-Phelps Construction

Magnitude: $158M

Where: Patrick Air Force Base, Florida

Opportunities

**Name of Project: Environmental Professional Services**

When: 2nd Qtr

Magnitude: $49M

Type: MATOC (8a)

Location: Nationwide

**Name of Project: MEDCOM – Operation, Maintenance & Minor Construction**

When: 2nd Qtr

Magnitude: $450M

Type: MATOC Unrestricted

Location: Nationwide

**Name of Project: A-E Design Contracts- Military**

When: 2nd Qtr

Magnitude: $45M shared capacity

Type: Design Unrestricted & Small District and Division AOR

SOUTH ATLANTIC DIVISION
## Successes

**Sensitive Compartmented Information Facility (SCIF)**
- **Who:** KaiserKane, Inc. 8(a) and WOSB
- **Magnitude:** $1.6M
- **Location:** Fort Gordon, Georgia

**Erosion and Sediment Controls**
- **Who:** Small Business Group (8(a)
- **Magnitude:** $265K
- **Location:** Fort Stewart, Georgia

## Opportunities

**Name of Project:** New Design Build Construction
- **When:** 1st Quarter
- **Magnitude:** $95M
- **Type:** New Design Build Hubzone SATOC.
- **Location:** Fort Benning, Georgia

**Name of Project:** New Design Build Construction
- **When:** 1st Quarter
- **Magnitude:** $95M
- **Type:** New Design Build Small Business SATOC
- **Location:** South Carolina

**Name of Project:** Environmental and Related Services
- **When:** 1st Quarter
- **Magnitude:** $150M
- **Type:** Environmental Restoration IDIQ 8(a) MATOC
- **Location:** Savannah District

## District Team

**Commander & District Engineer:** COL Tom Tickner

**Deputy District Engineer for Project Management:** Mr. Pete Oddi

**Chief of Contracting:** Mr. Louis Moore

**Chief of Small Business:** Ms. Leila Hollis

(912) 652-5340

**Savannah Commander:**

**Small Business Chief:**

**Leila Hollis**
THE DISTRICTS
JACKSONVILLE DISTRICT (SAJ)

District Team

Commander & District Engineer:
COL Al Dodd

Deputy District Engineer for Project Management:
Mr. Dave Hobbie

Deputy Commander:
MAJ (P) Mark Himes

Chief of Contracting:
Mr. Carlos Clarke

Chief of Small Business:
Ms. Elizabeth (Beth) Myers
(904) 232-1150

Successes

Trash Rake Replacement System – Pump Station S-362
Who: Murray Logan Construction, Inc (SB)
Magnitude: $4.3M
Location: Palm Beach County, Florida

Construction of Laser Firing Rooms for Multi Spectral Targeting System
Who: Foresight Construction Group (8a SB)
Magnitude: $3.96M
Location: NAS Jacksonville, Florida

Opportunities

Name of Project – AE IDIQ for Topographic, Hydrographic Surveying, and Mapping
When: 3rd Quarter
Magnitude: $2.3M
Type: SDVOSB/SB
Location: Florida

Name of Project – Herbert Hoover Dike Rehabilitation Structure Replacements 2/12a
When: 3rd Quarter
Magnitude: $25M - $100M
Type: Unrestricted RFP
Location: Glades/Palm Beach County, Florida

Name of Project – Herbert Hoover Dike Rehabilitation Structure Replacements HP2 and HP3
When: 3rd Quarter
Magnitude: $25M - $100M
Type: Unrestricted RFP
Location: Glades County, Florida
Successes

NCO Club Renovation
Magnitude: $4.6M
Location: Fort Jackson, South Carolina

AIT1 Phase 1 - BNHQ
Who: Lifecycle Construction Services
Magnitude: $2.7M
Location: Fort Jackson, South Carolina

Opportunities

Lake Marion – Harleyville Reach Water System
When: 3rd Quarter
Magnitude: $5M - $10M
Type: Construction
Location: Harleyville, South Carolina

Chicopee Wash Rack Site Work & Additional Paving
When: 3rd Quarter
Magnitude: $2M
Type: Construction
Location: Marine Corps Reserve Center, Chicopee, Maine

Total Repair Various DDRV Pavements
When: 4th Quarter
Magnitude: $4M - $6M
Type: Construction
Location: Richmond, Virginia

District Team

Commander & District Engineer:
LTC John Litz

Deputy District Engineer for Project Management:
Mr. William "Bill" Stein

Deputy Commander:
MAJ John O’Brien

Chief of Contracting:
Ms. Lauri Newkirk-Paggi

Chief of Small Business:
Ms. Rose M. Smalls
(843) 329-8084

Charleston Commander
LTC John Litz

Small Business Chief
Rose Smalls
## South Atlantic Division
### Small Business Achievements

<table>
<thead>
<tr>
<th></th>
<th>FY13/14 SB Goals</th>
<th>FY13 % Obligated w/SBs</th>
<th>FY13 SB Dollars Obligated w/SBs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>41.5%</td>
<td>38.20%</td>
<td>$851M</td>
</tr>
<tr>
<td>Small Disadv Bus</td>
<td>19%</td>
<td>18.85%</td>
<td>$420M</td>
</tr>
<tr>
<td>Woman-Owned</td>
<td>7%</td>
<td>7.93%</td>
<td>$177M</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>4.5%</td>
<td>2.88%</td>
<td>$64M</td>
</tr>
<tr>
<td>HUBZone</td>
<td>11%</td>
<td>10.48%</td>
<td>$233M</td>
</tr>
<tr>
<td>8(a) Program</td>
<td>N/A*</td>
<td>11.62%</td>
<td>$259M</td>
</tr>
</tbody>
</table>

*No specific goal for 8(a) is required. 8(a) falls under SDB

| Total Actions                  | 7,704            |
| Small Business Actions         | 4,414            |

SAD is the largest obligating Division within USACE
SAD placed the highest number of dollars into the Small Business Community
57.29% of all of SAD’s contract actions went to Small Businesses
<table>
<thead>
<tr>
<th>Position</th>
<th>NAICS Code</th>
<th>Industry Description</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>236220</td>
<td>Commercial &amp; Institutional Building Construction</td>
<td>48.98%</td>
</tr>
<tr>
<td>2</td>
<td>237990</td>
<td>Other Heavy &amp; Civil Engineering Construction</td>
<td>30.19%</td>
</tr>
<tr>
<td>3</td>
<td>541330</td>
<td>Engineering Services</td>
<td>5.59%</td>
</tr>
<tr>
<td>4</td>
<td>562910</td>
<td>Remediation Services</td>
<td>3.98%</td>
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<tr>
<td>5</td>
<td>561210</td>
<td>Facilities Support Services</td>
<td>3.32%</td>
</tr>
<tr>
<td>6</td>
<td>237310</td>
<td>Highway, Street &amp; Bridge Construction</td>
<td>1.14%</td>
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<tr>
<td>7</td>
<td>541990</td>
<td>All Other Professional, Scientific &amp; Technical Services</td>
<td>.73%</td>
</tr>
<tr>
<td>8</td>
<td>237120</td>
<td>Oil and Gas Pipeline and Related Structures Construction</td>
<td>.68%</td>
</tr>
<tr>
<td>9</td>
<td>541310</td>
<td>Architectural Services</td>
<td>.64%</td>
</tr>
<tr>
<td>10</td>
<td>237110</td>
<td>Water &amp; Sewer Line &amp; Related Structures Construction</td>
<td>.52%</td>
</tr>
</tbody>
</table>
Maintenance Dredging of Wilmington Harbor
New Hanover & Brunswick Counties, NC (SB $2.3M)

Locomotive Wash Rack, Sunny Point, NC
(8(a) Woman Owned SB $610K)

Fish Passage at Lock and Dam No. 1
Cape Fear River, NC (SB $9.4M)

Advanced Individual Training HQ
Fort Jackson, SC (Veteran Owned SB $2.7M)
Hiring Wounded Warriors
Army Warrior Care and Transition Program

- 50,000 casualties in 10 years of war
- Trained leaders who answered the Nation’s call
- Looking for an opportunity to make a difference in YOUR organization
Summary

The South Atlantic Division has a large and complex mission which can only be accomplished with successful small business partnerships.

Doing Business with the South Atlantic Division

• Contact the SAD Small Business Chiefs

• Make sure your System for Award Management Information is up to date

• Do Your Homework - Know the Agency

• Respond to sources sought notices

• Respond to solicitations…completely and timely

COME VISIT US AT BOOTH 927!

SAD Assistant Associate Director of Small Business

Antwinette L. (LaShone) Goodman-Cooper

Contact numbers for SAD Small Business Chiefs:
Division Office:.............. 404-562-5059
Charleston District:.......843-329-8084
Jacksonville District:.... 904-232-1150
Mobile District:.......... 251-690-3597
Savannah District:....... 912-652-5240
Wilmington District:..... 910-251-4452