Welcome to the USACE Southwestern Division Business Opportunity Briefings

Moderator: Jennifer P. Fogg, CPF, F.SAME, CEO, ASSET Group Inc.

Speaker: Col. Richard J. Muraski, Jr., USA, Deputy Commander, USACE Southwestern Division
Southwestern Division
“Pacesetters”

2013 SAME Small Business Conference

COL Richard J. Muraski, Jr.
Deputy Commander

November 21, 2013
Southwestern Division Leadership Team

Brigadier General Thomas W. Kula
SWD Commander

Colonel Richard J. Muraski
SWD Deputy Commander

Mr. Robert E. Slockbower, SES
Director of Programs

Mr. Pete Perez, SES
Director, Regional Business

Colonel Charles H. Klinge
Fort Worth District Commander

Colonel Richard P. Pannell
Galveston District Commander

Colonel Courtney W. Paul
Little Rock District Commander

Colonel Richard A. Pratt
Tulsa District Commander
Southwestern Division
Major Mission Areas

Civil Works

Military Programs

International & Interagency Service
Civil Works Mission Areas

Water Supply
- Water storage enough to provide water to 4.5 million people or
- More than 70% of the Corps water supply

Inland Navigation (MKARNS & GIWW)
- MKARNS: 18 locks & dams
- 423 miles of GIWW

Hydroelectric Power
- 18 power plants in 6 states produce 6.7 billion kw hours
- 87% of regional capacity, second in the Corps
- Generates power to 8 million customers in six states

Flood Damage Reduction
- 74 flood damage reduction lakes/reservoirs
- 33.22M acre-feet of flood storage
- 760 miles of local flood protection projects
- $85 B in cumulative flood damage prevention

Recreation
- 20 percent of the Corps' total recreation projects located within the regional boundary
- 75 million visitors at 90 operating projects located in five states

Navigation (Ports and Channels)
- 3 of the Nation’s "Top Ten" ports
- 32 channels (15 deep draft, 17 shallow draft)
- More than 500 M tons of commerce annually

Regulatory (work in waters & wetlands)
- Regulators examine soils on a wetland delineation field visit.
Military Missions

- Engineering
- Construction
- Installation Support
- Environmental engineering/services
- Interagency & International Services

Five States
9 major Army Posts
9 major Air Force Bases

Support to Department of Homeland Security
BRAC Program - Fort Bliss
San Antonio Military Medical Center
Medical Education & Training Complex (METC)
Dorm #1
Lackland AFB

Air Defense Artillery School
Fort Sill
Little Rock AFB
Security Forces Operations Facility
Future Fort Hood Hospital
San Antonio Military Medical Center
Dorm #1
Lackland AFB
International & Interagency Services

- Nogales, Ariz., Border Fence Replacement
- Eagle Pass, Texas, Border Fence Construction
- Ajo, Ariz., Border Patrol Station Construction
- Pittsburg, N.H. Land Point of Entry
# Types of Work

<table>
<thead>
<tr>
<th>CONSTRUCTION</th>
<th>ENGINEERING SERVICES</th>
<th>ENVIRONMENTAL SERVICES</th>
</tr>
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<tbody>
<tr>
<td>• Design/Build</td>
<td>• Design</td>
<td>• Remediation</td>
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<tr>
<td>• Dredging</td>
<td>• Survey and Mapping</td>
<td>• Studies</td>
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<tr>
<td>• Navigation</td>
<td>• Construction Inspections</td>
<td>• Refuse</td>
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<td>• Levee Repair</td>
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<td>• Investigations</td>
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<td>• Hangars</td>
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<td>• Medical Facilities</td>
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<td>• Barracks</td>
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• MILCON workload will dip below pre-’surge’ levels
• Majority of the program will be reimbursable
## Civil Works

**Total SWD Appropriations (FY04-FY12) / Program (FY13-FY15)**

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1. Unmanned Aerial Vehicle Training Site
   - 2nd Qtr - $10M - $25M

2. Air Traffic Control Tower Fort Bliss
   - 1st Qtr - $5M - $10M

3. Aircraft Arresting System, Fort Bliss
   - 4th Qtr - $1M - $5M

4. Parking Lot B, Fort Bliss Hospital
   - 2nd Qtr - $1M - $5M

5. Hyperbaric Chamber, Joint Base San Antonio
   - 2nd Qtr - $10M - $25M
Ecosystem Restoration Project, Lewisville/Frisco - 2nd Qtr - $1M-$5M

Ecosystem Restoration Project, Walnut Branch, Seguin, 2nd Qtr - $1M-$5M

Convert Evaporation Ponds to Conventional Disposal Methods, Georgetown – 2nd Qtr – Less than $150K

Replace Whitney Power House Roof – 2nd Qtr – Less than $150K
Galveston District FY 14 Opportunities

1. Jadwin Building Re-Commission - 1st Qtr
   - SB - $100K - $250K

2. Port Isabel Detention Center Security Upgrade – 3rd Qtr – SB - $1M - $5M

3. Freer Border Patrol Station Backup Generators – 4th Qtr – SB - $100K - $250K

Galveston District Office
**Little Rock District FY 14 Opportunities**

1. Low Speed Gear & Pinions Final Machining, Ozark Powerhouse (Between $1M-$5M) 1\(^{st}\) Qtr, SB
2. Replace Draft Tube Crane, Norfork Powerhouse (Between $500K-$1M) 3\(^{rd}\) Qtr, SB
3. IDIQ Mowing Services, Greers Ferry Lake (Between $500K-$1M) 1\(^{st}\) Qtr, SB
4. Park Cleanup Services, Bull Shoals Lake (Between $100-250K) 2\(^{nd}\) Qtr, SB
5. Park Mowing/Tree Maintenance, Table Rock Lake (Between $500K-$1M) 3\(^{rd}\) Qtr, SB
6. IDIQ Mowing Services, Beaver Lake (Between $250-$500K) TBD
7. Job Order Contract, Little Rock District (Between $40-$50M), TBD

**Initial Outfitting Requirements**

8. Annapolis Naval Academy Health Clinic (Between $1M-$5M) 3\(^{rd}\) Qtr, SB
9. Navy Drug Testing Lab, Great Lakes (Between $1M-$5M) 1\(^{st}\) Qtr, SB
10. Army Health Clinic, Katterbach Germany (Between $1M-$5M) 3\(^{rd}\) Qtr, SB
1) Broken Bow Replace Bulkhead – 3rd Qtr - Less than $5M
2) Broken Bow Repair Penstock and Paint – 3rd Qtr - Less than $1M

3) Hugo Lake Bulkhead Mooring - 3rd Qtr – Less than $5M

4) 1) Texoma Lake Replace 2 Gates- 3rd Qtr – Less than $5M
2) Texoma Lake Replace Battery Chargers - 3rd Qtr – Less than $1M

5) Robert S. Kerr Replace Governors- 3rd Qtr – Less than $5M

6) 1) Tenkiller Lake Repair 10 Tainter Gates - 3rd Qtr – Less than $5M
2) Tenkiller Lake Replace Unit Governors Gates - 3rd Qtr – Less than $1M

7) 1) Wister Lake Rehab Gantry Crane- 4th Qtr – Less than $1M
2) Wister Lake Wire Rope; Em Generator 4th Qtr – Less than $1M

8) 1) Altus AFB KC-46 Fuselage Trainer/Simulator – 2nd Qtr – Less than $25M (unrestricted)
2) Altus AFB KC-46 Hanger Dock Extension – 2nd Qtr – Less than $5M

9) 1) Oologah Lake Replace Channel RipRap (SDVOSB Set Aside) – 3rd Qtr – Less than $500k
## FY 14 Contract Opportunities (Cont)

### ENGINEERING SERVICES:

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<tr>
<th>Location</th>
<th>Value</th>
<th>Set-Aside Decision</th>
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<td>$105M*</td>
<td>Small Business</td>
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<td>SWF District AE SVCS</td>
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<td>SWF District AE SVCS</td>
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<td>SWF District AE SVCS</td>
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<td>8A</td>
<td>TBD</td>
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<td>SWF District AE SVCS</td>
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<td>HUBZone</td>
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<td>SWF ECSO PM SVCS</td>
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<td>Small Business</td>
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<td>Service Disabled VO</td>
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*Capacity
## FY 14 Contract Opportunities (Cont)

### ENVIRONMENTAL SERVICES:

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<td>ED Women Owned &amp; Service-Disabled VO</td>
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### CONSTRUCTION:

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<td>8a</td>
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<td>HubZone</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr</td>
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*Capacity
Solicitation Site Visit for EIR MATOC

- Little Rock District CT Office
- Two Phase Selection Process: Proposals due 12 Nov 2013
- Site Visit Location: David Grant USAF Medical Center, Travis AFB, CA
- $200M 8a Set-Aside Pool Nationwide Medical EIR Design-Bid MATOC (Air Force)
- Solicitation Number – W9127S-13-R-6003

o/a 6-10 Jan 2014

Medical Instructional Facilities Construction

Battlefield Health and Trauma Research Facilities Construction

SAMMC North, Brooke Army Medical Center Addition
<table>
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<tr>
<th>Category</th>
<th>SB Dollars Obligated</th>
<th>% Obligated w/ SBs</th>
<th>SB Goals</th>
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<td>$810,930,270</td>
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<td>Woman Owned</td>
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<td>Service Disabled Veteran Owned</td>
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<td>*Veteran Owned Small Business</td>
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*No specific goal for Veteran Owned Small Business

**Aspiration goal. Rothe vs. DoD precludes us from setting aside educational dollars to HBCU/MI
FY 13 Small Business Success Stories

**Ft. Worth District**
Job Order Contracts, Fort Hood, San Antonio, Fort Polk, La., Corpus Christi Army Depot

**Galveston District**
• Jadwin Building Repairs and Maintenance, Galveston TX

**Little Rock District**
• IDIQ Station Dredging, McClellan-Kerr Arkansas River Navigation System, Oklahoma & Mississippi

**Tulsa District**
• Geothermal Heating and Cooling, Fort Sill, OK
Top 5 Tips
Doing Business with SWD

1. Respond to sources sought and requests for information.

2. Attend all events concerning the proposal to make sure you know exactly what's expected - site visit, pre-proposal conference, etc., and read all amendments.

3. Ensure your SAM information is up to date. Visit with a Procurement Technical Assistance Center (PTAC) for SAM and proposal process assistance. Consider multiple small business certifications. Market yourself to the Districts as a SB concern with multiple-certifications and be sure your business cards and capabilities statements prominently reflect your status.

4. Form teaming agreements or subcontracting arrangements with other contractors. Subcontracting work is great for experience and understanding of Corps projects.

5. Take advantage of feedback via a de-brief with contracting officers following unsuccessful proposals.
FY 14 Items of Interest

- Monthly Houston Minority Business Council Breakfast – Houston Community College
  Date: Last Tuesday of the Month
  http://affiliate.nmsdc.org/hmsdc/

- Meet the Corps Day – Tulsa District – Tulsa, Ok
  Date: Feb 12, 2014
  POC: Gene Snyman – gene.snyman@usace.army.mil

- Small Business Open House and Networking Forum – Ft. Worth, Tx
  Date: Feb 14, 2014
  POC: Carol Staten - ceswfdds@usace.army.mil

- Arkansas Procurement Small Business Conference – Little Rock, Ar
  Date: April 2014
  POC: Soila Reando – soila.t.reando@usace.army.mil
Key Small Business Contacts

Division Leader, Office of Small Business Programs
Melea Crouse
Melea.crouse@usace.army.mil

District Small Business Specialists

Carol Staten – Ft. Worth
Ceswfddsa@usace.army.mil
(817) 886-1382

Soila Reando – Little Rock
Soila.t.reando@usace.army.mil
(501) 324-7194

Ken Adams - Galveston
Kenneth.w.adams@usace.army.mil
(409) 766-3006

Gene Snyman – Tulsa
Gene.snyman@usace.army.mil
(918) 669-7010
Key Contracting Contacts

Principal Assistant Responsible for Contracting (PARC)
Denver Heath

Regional Chief of Contracting
David Curry

Chiefs of Contracting

Kathrine Freeman – Ft. Worth  Curtis Cole - Galveston
Sandra Easter – Little Rock  Brian Brobson - Tulsa

Deputy District Engineers for Program and Project Management

Peggy Grubbs – Ft. Worth  Pete Perez - Galveston
Randy Hathaway – Little Rock  John Roberts - Tulsa
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

Division Website: www.swd.usace.army.mil

Taking us from Good to Great!

Great Partners!

Great People!

Questions for the Commander, PARC, or SWD leaders?