International Business Opportunities: USEUCOM

Sponsored by SAME International Committee

Moderator:
- Robert Mentell, Director of European Business Development, AECOM

Speakers:
- Capt. David R. Bustamante, USN, Command Engineer/Chief, Engineer Division, Logistics Directorate, USEUCOM
- Bernard Deneke, P.E., Chief Engineer, Capital Improvements Business Line, NAVFAC Europe, Africa, Southwest Asia
- Lalit Wadhwa, Chief, Programs Branch, Programs and Project Management Division, US Army Engineer District, Europe
US European Command
Infrastructure Update

SAME Webinar – April 2014

The overall classification of this briefing is UNCLASSIFIED
By the Numbers:
- 51 Countries
- 24M Sq Miles (~1/5 of planet)
- 17 Time Zones
- Nearly 1B people
CDR’s Guidance -- Theater Priorities

1. Ensure ready forces and strategic access to execute EUCOM’s high priority contingency plans and to support other combatant commands

2. Preserve our strategic partnerships by
   a. Sustaining relationships with high-end Allies
   b. Preserving recently developed partner capacity, capability and interoperability
   c. Maintaining regional stability and security

3. Fully support and enable the NATO Alliance and its operations to include an emphasis on integration and leader development

4. Counter transnational threats by working with and through Allies, partners, interagency, other combatant commands, and public-private partnerships

5. Focus on key relationships
   a. Prepare forward, in and for the Levant and Mediterranean
   b. Strengthen ties with emerging Alliance leaders
   c. Incrementally improve our relationship with Russia
MILCON
Infrastructure Focus Areas

• **Support Posture Initiatives**
  • Missile Defense – European Phased Adaptive Approach
  • Weapon System Beddowns (CV-22)

• **Recapitalization Key Infrastructure**
  • Medical Center Replacement (Landstuhl)—Remains a Top Priority
  • DoDEA MILCON Program for DoDDS-E
  • Preservation of Mission Capabilities at Enduring Locations

• **Consolidation at Enduring Locations**
  • Projects with Strong Business Cases
  • Joint Opportunities
FY15 Theater MILCON Request is $451.7M
75% is for DHA, OSD and DODEA ($339.2M)
**FY 14 MILCON Outcome**

Requested: $811.3 M; Final: $573.8M

### Operational Requirements

<table>
<thead>
<tr>
<th>Request ($M)</th>
<th>Request ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>USAFE - $34.0M</strong></td>
<td><strong>USAFE - $34.0M</strong></td>
</tr>
<tr>
<td>Main Gate Project, RAF Croughton, UK</td>
<td>$12.0</td>
</tr>
<tr>
<td>Guardian Angel Operations Facility, RAF Lakenheath, UK</td>
<td>$22.0</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>OTHER - $432.7M</strong></th>
<th><strong>OTHER - $432.7M</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>SOF Airfield Pavements, RAF Mildenhall, UK</td>
<td>$24.1</td>
</tr>
<tr>
<td>SOF CV-22 Hangar/Aircraft Maintenance Unit, RAF Mildenhall, UK</td>
<td>$24.4</td>
</tr>
<tr>
<td>SOF MRSP and Parts Storage Facility, RAF Mildenhall, UK</td>
<td>$6.8</td>
</tr>
<tr>
<td>SOF Squadron Operations Facility, RAF Mildenhall, UK</td>
<td>$11.7</td>
</tr>
<tr>
<td>AFSPC Thule Consolidation, Phase 2, Thule AB, GL</td>
<td>$43.9</td>
</tr>
<tr>
<td>DHA Medical Center Replacement, Rhine Ordnance Barracks Incr III, GE</td>
<td>$151.5 $66.5**</td>
</tr>
<tr>
<td>MDA Aegis Ashore Missile Defense System Complex Incr II, RO</td>
<td>$85.0 $50.0</td>
</tr>
<tr>
<td>NATO HQ Facility, US Contribution, Brussels, BE</td>
<td>$38.5</td>
</tr>
<tr>
<td>NATO HQ Fit-Out, US Contribution, Brussels, BE</td>
<td>$29.1</td>
</tr>
<tr>
<td>DLA Replace Fuel Storage, RAF Mildenhall, UK</td>
<td>$17.7**</td>
</tr>
</tbody>
</table>

### Quality of Life Requirements

<table>
<thead>
<tr>
<th>Request ($M)</th>
<th>Request ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>USAREUR - $16.6M</strong></td>
<td><strong>USAREUR - $16.6M</strong></td>
</tr>
<tr>
<td>Family Housing New Construction, South Camp Vilseck, GE</td>
<td>$16.6</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>OTHER - $328.0M</strong></th>
<th><strong>OTHER - $328.0M</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>DoDDS-E Replace Kaiserslautern ES, Kaiserslautern, GE</td>
<td>$49.9**</td>
</tr>
<tr>
<td>DoDDS-E Replace Ramstein HS, Ramstein AB, GE</td>
<td>$98.8**</td>
</tr>
<tr>
<td>DoDDS-E Replace Hainerberg ES, USAG Wiesbaden, GE</td>
<td>$58.9**</td>
</tr>
<tr>
<td>DoDDS-E Replace Wiesbaden MS, USAG Wiesbaden, GE</td>
<td>$50.8**</td>
</tr>
<tr>
<td>DoDDS-E Replace Lakenheath HS, RAF Lakenheath, UK</td>
<td>$69.6**</td>
</tr>
</tbody>
</table>

**Total Request**

$811.3/ $573.8

**$412.2M of $573.8M on hold pending outcome of the European Infrastructure Consolidation study**
# FY 15 MILCON REQUEST

Total Request $451.7 M

## Operational Requirements

<table>
<thead>
<tr>
<th>Request ($M)</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$92.2</td>
<td>USAFE - Joint Intelligence Analysis Center Consolidation, Phase 1, RAF Croughton, UK</td>
</tr>
<tr>
<td>$20.2</td>
<td>CNE - Ship Berthing Power Upgrades, Rota, SP</td>
</tr>
<tr>
<td>$259.7</td>
<td>OTHER - DHA Medical Center Replacement Incr IV (ROBMCR), Rhine Ordnance Barracks, GE</td>
</tr>
<tr>
<td>$37.9</td>
<td>OTHER - NATO HQ Facility, US Contribution, Brussels, BE</td>
</tr>
</tbody>
</table>

## Quality of Life Requirements

<table>
<thead>
<tr>
<th>Request ($M)</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>$41.6</td>
<td>OTHER - DoDDS-E Replace Brussels Elementary/ High School, BE</td>
</tr>
</tbody>
</table>

Total Request $451.7
Infrastructure Summary

• Europe Provides Critical Strategic Access and Infrastructure
  • Crossroads of Crisis – Europe, Eurasia, Africa, Middle East
  • Global Ops for NATO, 6 GCCs/FCCs, 51 US Embassies

• Difficult Fiscal Environment for Overseas MILCON
  • Focused Investments; Mission Requirements
  • Strong Business Cases

• Continue to Eliminate Excess Infrastructure
  • 75% installation reduction since end of Cold War
  • European Infrastructure Consolidation – results anticipated this spring
  • Reduce Long-term Expenses – Footprint Consolidation
The overall classification of this briefing is UNCLASSIFIED.

Questions?
Naval Facilities Engineering Command
Europe Africa Southwest Asia
(NAVFAC EURAFSWA)

Society of American Military Engineers
International Business Opportunities Webinar Series

April 2014
Overview / Agenda

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Agenda:
• NAVFAC Europe Africa Southwest Asia - Products and Services
• Area of Responsibility
• Asset Management Business Line
• Capital Improvements Business Line
  – Engineering and Design Procurements
  – Construction Procurements
  – MILCON Workload: Carryover FY13 and prior and FY13
• Contingency Engineering Business Line
• Environmental Business Line
• Public Works Business Line
• Products and Services
  – Asset Management
    • Planning
    • Real Estate
  – Capital Improvements
    • Engineering, Design
    • Construction
  – Contingency Engineering
    • Humanitarian Assistance
    • Contingency Engineering
  – Environmental
    • Environmental Compliance
  – Public Works
    • Utilities
    • Transportation
    • Energy Management
    • Facility Services
    • Base Operating Support (BOS)

• Forward Presence
  – NAVFAC EURAFSWA with Reach back support provided by NAVFAC Atlantic
Primary Offices/Locations
- NAVFAC EURAFSWA – Naples, Italy
- PWD Bahrain – Kingdom of Bahrain
- PWD Souda Bay – Souda Bay, Greece (Crete)
- PWD Naples – Naples, Italy
- PWD Sigonella – Sigonella, Italy
- PWD Rota – Rota, Spain
- PWD Djibouti – Djibouti
- ROICC Northern Italy – Vicenza, Italy
- NSF Romania – Deveselu, Romania
- NSF Poland – Sluspk, Poland

3 Continents
- Europe
- Africa
- Southwest Asia

5 Combatant Commanders
- EUCOM
- AFRICOM
- CENTCOM
- SOCOM
- TRANSCOM

- Navy Bases/Contracts Office
- Project Sites
- Future Naval Support Facility
Asset Management – Planning and Real Estate

• Planning
  – Master Plan Updates Ongoing
    • Camp Lemonnier Djibouti
    • Naval Support Activity Bahrain – Client/CENTCOM Master Plan
      – Electrical Distribution Study
  – European Installation Development Plans Ongoing
    • Naval Station Rota
    • Naval Station Sigonella
    • Naval Station Souda Bay
  – Potential Future Installation Planning Studies at All Sites

• Real Estate
  – 150-200 leases a year across the Area of Operation
    • Port Space
    • Warehousing
    • Airfields
    • Housing
    • Etc…..
• Engineering and Design

  – NAVFAC EURAFSWA Architectural Engineering Indefinite Delivery Indefinite Quantity (AE IDIQ)
    • PWD Rota - Spain AE IDIQ (Rota, Maroon, etc.)
      – Recently awarded – 5 year contract (Base Year + 4 option years)
    • PWD Souda Bay – AE IDIQ
      – Recently awarded – 5 year contract (Base Year + 4 option years)
    • Europe AE IDIQ
      – Currently in 4th Option Year (Base year + 4 option years)
      – Evaluating re-solicitation options
        » May shift to an Italy AE IDIQ (Sigonella, Naples, Northern Italy)
    • Africa/Southwest Asia AE IDIQ – Base Year + 4 Option Years
      – Currently in 1st option year (2nd year of contract)
  • NAVFAC EURAFSWA AOR Wide AE IDIQ
    – Evaluating need for AOR wide AE IDIQ
    – Small to large task orders
      » Task orders may exceed $500K
    – Limited to US or Joint Ventured/US firms
      » As required by the FAR

  – NAVFAC Atlantic Architectural Engineering Multiple Award Contract (AE MAC)
    • Europe Africa Southwest Asia (EURAFSWA) AE MAC – Base +4 Option Years
      – Currently in 3rd option year
      – Will exercise 4th (FY15) option year
      – Evaluating re-solicitation options
        » AE IDIQ or MAC AE IDIQ
## Capital Improvements – Construction Procurements

### Construction

- **Multiple Award Construction Contracts (MACC)**
  - Design-Build MACC Contract Capability
  - 3 to 5 Construction Contractors
  - Typically 5 year MACC contracts (Base year + 4 option years)

<table>
<thead>
<tr>
<th>MACC Type</th>
<th>Project Site</th>
<th>Award Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>MACC – FY14 Re-solicitation (Phase I complete)</td>
<td>PWD Bahrain</td>
<td>FY14 Awarded</td>
</tr>
<tr>
<td>MACC – FY13 Awarded</td>
<td>PWD Djibouti</td>
<td>FY12 Awarded</td>
</tr>
<tr>
<td>MACC – FY13 Awarded</td>
<td>PWD Sigonella</td>
<td>FY12 Awarded</td>
</tr>
<tr>
<td>MACC - FY10 Awarded</td>
<td>PWD Rota</td>
<td>FY10 Awarded</td>
</tr>
<tr>
<td>MACC – FY13 Awarded</td>
<td>PWD Naples</td>
<td>FY13 Awarded</td>
</tr>
<tr>
<td>MACC - FY12 Awarded</td>
<td>PWD Bahrain (Island Wide)</td>
<td>FY13 Awarded</td>
</tr>
<tr>
<td>MACC – FY12 Awarded</td>
<td>PWD Djibouti</td>
<td>FY12 Awarded</td>
</tr>
<tr>
<td>MACC – FY14 Re-solicitation</td>
<td>PWD Sigonella</td>
<td>FY13 Awarded</td>
</tr>
<tr>
<td>MACC – FY12 Awarded</td>
<td>PWD Rota</td>
<td>FY12 Awarded</td>
</tr>
<tr>
<td>MACC – FY12 Awarded</td>
<td>PWD Naples</td>
<td>FY12 Awarded</td>
</tr>
</tbody>
</table>

- **Job Order Contract (JOC)**
  - Design-Build JOC Contract Capability
  - 1 - Single Construction Contractor
  - Typically 3 year JOC contracts (Base year + 2 option years)

<table>
<thead>
<tr>
<th>JOC Type</th>
<th>Project Site</th>
<th>Award Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>JOC – FY13 Awarded</td>
<td>PWD Bahrain (Island Wide)</td>
<td>FY13 Awarded</td>
</tr>
<tr>
<td>JOC – FY12 Awarded</td>
<td>PWD Djibouti</td>
<td>FY12 Awarded</td>
</tr>
<tr>
<td>JOC – FY14 Re-solicitation</td>
<td>PWD Sigonella</td>
<td>FY13 Awarded</td>
</tr>
<tr>
<td>JOC – FY12 Awarded</td>
<td>PWD Rota</td>
<td>FY12 Awarded</td>
</tr>
<tr>
<td>JOC – FY12 Awarded</td>
<td>PWD Naples</td>
<td>FY12 Awarded</td>
</tr>
</tbody>
</table>

- **Stand Alone Procurements**
  - Low Price Technically Acceptable (LPTA)
  - Best Value Source Selection (BVSS)
Capital Improvements – Construction Procurements

• Low-Price/ Technically Acceptable (LPTA)
  – Determine Lowest Priced of Technically Acceptable Offerors

• Best Value Source Selection the Tradeoff Process
  – Most common format for Source Selection
    • Considers price and technical evaluation factors
      – Contractors evaluated against pre-determined sources selection plan
        » Source selection plan = What the government deems acceptable responses
        » PRE-DETERMINED CRITERIA!
  • Allows Government to consider VALUE in relation to PRICE
  • Federal Acquisition Regulation (FAR)
    – FAR Part 15 – Contracting by Negotiation
    – FAR Part 36 – Construction and A/E Contracts

• May award with or without discussions
### MILCON Workload – Carryover FY13 and Prior

<table>
<thead>
<tr>
<th>Project Location</th>
<th>P Number - Project Title</th>
<th>Budget Range ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bahrain</td>
<td>P958 – NAVCENT Ammunition Magazines</td>
<td>$75.9 - $93.8</td>
</tr>
<tr>
<td>Sigonella (Niscemi), Italy</td>
<td>P3204 – UAS SATCOM Relay Pads and Facility</td>
<td>$12.8 - $15.8</td>
</tr>
<tr>
<td>Vicenza, Italy</td>
<td>P054 - Replace Vicenza High School</td>
<td>$35.6 - $44.0</td>
</tr>
<tr>
<td>Rota, Spain</td>
<td>P1201 - Whole House Revitalization Phase 3</td>
<td>$10.7 - $13.2</td>
</tr>
<tr>
<td>Aviano, Italy</td>
<td>P3001 - F-16 Mission Training Center</td>
<td>$8.0 - $9.9</td>
</tr>
<tr>
<td>Souda Bay, Crete</td>
<td>P908 - Intermodal Access Road</td>
<td>$3.9 - $4.8</td>
</tr>
<tr>
<td>Souda Bay, Crete</td>
<td>P907 - Aircraft Parking Apron Expansion</td>
<td>$17.4 - $21.5</td>
</tr>
<tr>
<td>Vicenza, Italy</td>
<td>P4079 – Simulations Center</td>
<td>$27.2 - $33.6</td>
</tr>
<tr>
<td>Vicenza, Italy</td>
<td>P911 - Barracks</td>
<td>$30.6 - $37.8</td>
</tr>
<tr>
<td>Romania</td>
<td>P400 - Aegis Ashore Missile Defense Complex</td>
<td>$38.4 - $47.5</td>
</tr>
<tr>
<td>United Arab Emirates</td>
<td>P960 - BAMS Operational Facilities</td>
<td>$28.9 - $35.7</td>
</tr>
<tr>
<td>Azores</td>
<td>P33003 – Sanitary Sewer Lift/Pump Station</td>
<td>$1.7 - $2.1</td>
</tr>
</tbody>
</table>
### FY14

<table>
<thead>
<tr>
<th>Project Location</th>
<th>P Number - Project Title</th>
<th>Budget Range ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Djibouti</td>
<td>P921 - Deployed Billeting Phase II</td>
<td>$20.5 - $23.7</td>
</tr>
<tr>
<td></td>
<td>P227 - Armory</td>
<td>$5.8 - $6.7</td>
</tr>
</tbody>
</table>

### FY15

<table>
<thead>
<tr>
<th>Project Location</th>
<th>P Number - Project Title</th>
<th>Budget Range ($M)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Djibouti</td>
<td>P330 – Entry Control Point</td>
<td>$9.0 - $10.4</td>
</tr>
<tr>
<td>Rota</td>
<td>P712 – Power Systems Upgrade</td>
<td>$18.4 - $21.3</td>
</tr>
<tr>
<td>Bahrain</td>
<td>P955 – P8A Hangar &amp; Support Facilities</td>
<td>$25.3 - $29.2</td>
</tr>
</tbody>
</table>
• Currently executing 72 projects valued at $17.483M in 27 countries

EUCOM - $4.871M:
– Currently executing 21 construction projects in 6 countries
  • Schools, Medical, Sanitation, Fire Stations
– Bulgaria, Macedonia, Moldova, Montenegro, Romania, Ukraine
– 1 Funding Program:
  • 21 Humanitarian Assistance $4,871K
– Projected FY14 Program constitutes 26 Humanitarian Assistance and 1 Global Peace Operations Initiative project valued at $6.9M

AFRICOM - $12.612M:
– Currently executing 51 construction projects in 21 countries
  • Schools, Medical, Water, Community
– Benin, Burundi, Djibouti, DROC, Ethiopia, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Kenya, Liberia, Nigeria, Rwanda, Sao Tome and Principe, Senegal, Sierra Leone, Tanzania, Togo, Mauritania, Seychelles
– 4 Funding Programs:
  • 44 Humanitarian Assistance $11,045K
  • 1 Counter Narcotics and Terrorism $938K
  • 4 Minimum Cost Humanitarian Assistance $36K
  • 2 Naval Health Research Center $593K
– Projected FY14 Program constitutes 16 Humanitarian Assistance and 2 Counter Narcotics and Terrorism projects valued at $5.2M

• Global Peacekeeping Operations Initiative (GPOI)
– New program in FY14
– $1.3M firing range renovation project in Moldova – EUCOM (funded)

• Partnership for Regional East Africa Counterterrorism (PREACT)
– New program in FY15
– $2.7M pier construction in Kenya – AFRICOM (under case development)
Environmental

• Environmental Contracts
  – Environmental Used Oil Recycling – Camp Lemonnier, Djibouti
    • Awarded SEP 2013
    • Contract duration 5 years
  – Environmental Lab Services – Italy
    • Awarded MAR 2014
    • Contract duration 5 years
  – Environmental Final Governing Standards (FGS) Services
    • JAN - MAR 2014 Award (FY14 Quarter 2 award)
    • Contract duration 5 years
  – Oil & Hazardous Substance Incident Response & Training Services – Bahrain & UAE
    • APR – JUN 2014 Award (FY14 Quarter 3 award)
    • Contract duration 5 years
Public Works

• Energy Management and Utilities:
  – Major Maintenance (MMRP) valued at approx $7M (annually)
  – eSRM projects valued at approximately $6M-15M (annually)
  – ECIP projects valued at approximately $18M (FY15 - 17)

• Facility Support Contracts (FSC) / Base Operating Support (BOS) Contracts
  – Contracts to be solicited by NAVFAC Atlantic
    • Deveselu, Romania BOS – RFP released 2/25/14 (GCS MAC awardees only)
    • Jebel Ali, United Arab Emeritus BOS – FY14 Q4
    • Cairo BOS – FY14 Q2
  – Contracts to be solicited by NAVFAC EURAFSWA
    • Rota BOS – FY14 Q3
    • Poland Site Activation Man Camp Support – FY14 Q4
  – Where to find Opportunities
    • https://www.neco.navy.mil/ or https://www.fbo.gov/
Public Works – Utilities & Energy Management Focus Areas

- ESPC (Energy Savings Performance Contracts)
  - 3rd Party investment with guarantee from ESCO on energy savings
  - No capital investment from Navy except for planning and PM/CM cost
  - Typically demand savings projects such as lighting, HVAC, and solar-thermal
  - Current legislation allows contracts for up to 25 years
Issues / Items for consideration

• We CANNOT do it without you!
  – Industry partners to execute the work.

• Working for EURAFSWA
  – Must comply with U.S. and Host Nation Laws
    • Unified Facility Criteria – Design to US Standards
      – Host Nation Laws may require additional analysis/design requirements
    • Bahrain, Greece, Italy, Spain, Djibouti, etc.
    • May or may not require Host Nation consultant (Host Nation AE oversight)
    • Utilize locally available materials meeting appropriate standards and norms
  – EURAFSWA site for posting solicitations - http://euro.neco.navy.mil
    • Proposals must be in English
  – Technical Evaluation Factors (LPTA or BVSS)
    • Read requirements carefully – answer the question & address the requirements!
    • Safety Factor – “Different requirements than projects with the United States”
      – Safety Narrative
      – May or may not ask for safety data
        » Lost Work Day Incident Rate (LWDIR), Recordable Incident Rate (RIR), Number of fatalities, etc.
SUMMARY

- Surges in work across the EURAFSWA Area of Operation continue!
  - EUCOM AOR
    - Recapitalization efforts in Europe have been ongoing since the late 1980s
      - Italy
        » NSA Naples, NSA Sigonella – Recapitalized
        » Del Din/Dal Molin – New Base
      - Spain
        » Rota - Forward Deployed Naval Forces (FDNF) – Continued surge to support requirements!
  - New Footprint
    - Romania – Aegis Ashore Deveselu, Romania (Naval Support Facility)
    - Poland – Aegis Ashore Sluspk, Poland (Naval Support Facility)
  - CENTCOM AOR
    - Bahrain
      - Naval Support Activity Bahrain
        » NSA I Main Base - Recapitalized
        » NSA II Waterfront Area – New Facilities, additional leasing actions
      - Outlying locations?
    - Egypt
      - NAMRU (Current efforts on hold)
  - AFRICOM AOR
    - Camp Lemonnier, Djibouti
      - Tremendous MILCON program FY11, FY12, FY13
      - Slow down in FY14, FY15

- Budgets and Funding – Smaller and Limited!
  - Opportunities for major construction are closely linked to new mission
Questions

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The Society of American Military Engineers

Lalit Wadhwa
Europe District

2 April 2014
Mission:
Provide premier engineering, construction, stability operations, and environmental management products and services to the Army, Air Force, other US Government Agencies, and foreign governments throughout the US European Command and US Africa Command areas of operation.

Major Mission Lines:
- Major Construction (MILCON)
- Installation Support (O&M)
- International and Interagency Support
- Environmental
Our Customers

- **Armed Forces**
  - U.S. European Command
  - U.S. Africa Command
  - U.S. Army, Europe
    - Installation Management Command - Europe
  - U.S. Air Force, Europe
  - U.S. Army, Africa
  - Special Operations Command, Europe
  - Special Operations Command, Africa
  - U.S. Navy Region, EURAFSWA

- **Department of Defense Agencies**
  - Missile Defense Agency
  - Department of Defense Medical
  - Department of Defense Dependent Schools
  - Defense Commissary Agency
  - Defense Logistics Agency
  - Army and Air Force Exchange Service

- **Other Governmental Agencies**
  - U.S. Department of State
  - U.S. Agency for International Development
  - U.S. Department of Homeland Security
  - Government of Israel (Ministry of Defense – MOD)
Major Programs

- **MILCON**
  - Department of Defense – Medical (DoDM)
    - Hospital Replacement – FY12-22
  - Department of Defense Dependent Schools (DoDDS)
    - 21st Century Schools Across the EUCOM AOR – FY12-19
  - Missile Defense Agency (MDA)

- **Foreign Military Sales (FMS) – Israel**

- **Operations and Maintenance**
  - Operations and Maintenance Army (OMA)
  - Environmental

- **Other Programs**
  - EUCOM / AFRICOM
    - Exercise Related Construction, Humanitarian Assistance, and Counter-Narco Terrorism
Acquisition Methodology

- Direct Contracting (IAW FAR, DFARS, AFARS, etc.)
  - Construction
    - Multiple Award Task Order Contracts (MATOC)
    - Design Build / Design-Bid-Build
    - Job Order Contracts (JOC)
    - Indefinite Delivery Indefinite Quantity (IDIQ)

- Architect-Engineer (A-E) Services
  - Master Planning
  - Design
  - Environmental
  - Title II Services (Quality Assurance QA)

- Services
  - Total Maintenance Contract (TMC)

- Indirect Contracting (IAW ABG75 Agreement/Implementing Instructions)
  - Must work through local ‘Bauamts’ (regional construction agents)
  - Award to Host Nation (German Gov’t – Bauamt)
Total Program FY10 – FY15
(MILCON, OMA, SFO, and FMS)

<table>
<thead>
<tr>
<th>Year</th>
<th>MILCON</th>
<th>OMA</th>
<th>SFO</th>
<th>FMS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>$440M</td>
<td>$125M</td>
<td>$50M</td>
<td>$120M</td>
</tr>
<tr>
<td>2011</td>
<td>$549M</td>
<td>$135M</td>
<td>$19M</td>
<td>$54M</td>
</tr>
<tr>
<td>2012</td>
<td>$564M</td>
<td>$163M</td>
<td>$37M</td>
<td>$59M</td>
</tr>
<tr>
<td>2013</td>
<td>$366M</td>
<td>$90M</td>
<td>$70M</td>
<td>$80M</td>
</tr>
<tr>
<td>2014</td>
<td>$434M</td>
<td>$90M</td>
<td>$15M</td>
<td>$90M</td>
</tr>
<tr>
<td>2015</td>
<td>$433M</td>
<td>$90M</td>
<td>$15M</td>
<td>$90M</td>
</tr>
</tbody>
</table>

- MILCON – Military Construction
- OMA – Operations & Maintenance, Army
- SFO – Support For Others
- FMS – Foreign Military Sales
Future Direct Contracting

- **Military Construction & O&M**
  - MDA Support Facilities & Infrastructure $100-250M Poland 16
  - Navy Support Facilities $ 25-100M Poland 16
  - 6 EUCOM Humanitarian Assistance Projects $ 1-5M Baltic/Balkan/Caucasus 14
  - 3 AFRICOM Humanitarian Assistance Projects $ 1-5M Tunisia, Togo 14

- **Foreign Military Sales – Israel & SHAPE, Belgium**
  - Shivta Artillery Base $ 25-100M Israel 14
  - Site 13317 & 13318 $ 25-100M Israel 14
  - Automatic Warehouse $ 25-100M Israel 14
  - Fuel Stations Upgrade $ 25-1000M Israel 14
  - International School $ 25-100M Mons, Belgium 14
  - Upgrade 5 Border Posts $ 1-5M Djibouti 14
## Future Direct Contracting

### Base Contracts
- **Israel MATOC** $200+M Israel 15
- **Germany East MATOC** $50+M Germany 14
- **Germany West MATOC** $50+M Germany 14
- **Africa East MATOC** $20+M Africa 14
- **Italy JOC** $50+M Italy 14
- **Germany West JOC** $50+M Germany 14

### A/E / Service Contracts
- **Planning** $20+M Germany 14
- **Grafenwoehr** $10+M Grafenwoehr 14
- **Belgium** $5+M Belgium 14
- **Germany, Poland, Czech** $20+M Germany, Poland Czech 14
- **Romania, Bulgaria** $5+M Romania Bulgaria 14
- **Croatia, Albania, Kosovo, Serbia, Macedonia, Bosnia** $5+M Balkan States 14
- **Georgia, Armenia, Azerbaijan** $3+M Caucasus 14
- **Turkey** $5+M Turkey 14
- **DLA-E Fuel Systems Maintenance** $5+M Germany 14
- **Environmental Regional Contracts** $20+M 3 Regions 14

(Region 1 – Germany Poland Czech)
(Region 2 – Belgium Netherlands UK)
(Region 3 – Italy, Albania, Croatia Kosovo)
# Future Indirect Contracting

## Army Military Construction
- **Barracks Complex**: $25-100M, Kaiserslautern, 2014
- **Access Control Point**: $5-10M, Stuttgart, 2014
- **Dog Kennel**: $1-2M, Wiesbaden, 2014
- **Replace Street Lighting**: $1-2M, Stuttgart, 2014
- **Ring Road & Loading Bays**: $1-2M, Germersheim, 2016

## Army Family Housing Townhouses
- **Baumholder**: $10-25M, Germany, 2014
- **Baumholder Ph2**: $25-100M, Germany, 2014

## U.S. Air Force Europe
- **Dormitory (112 PN)**: $10-25M, Ramstein, 2014
- **Dormitory (192 PN)**: $25-100M, Ramstein, 2014
- **Temporary Lodging Facility**: $10-50M, Ramstein, 2016
Future Indirect Contracting

- **Department of Defense Schools**
  - Netzaberg MS Addition $5-10M Grafenwoehr 14
  - High School $25-100M Wiesbaden 14
  - S Replacement $25-100M Kaiserslautern 15
  - Vogelweh Elementary School $25-100M Kaiserslautern 15
  - Elementary School $25-100M Spangdahlem 15
  - Middle / High Schools $25-100M Spangdahlem 16
  - Elementary School $25-100M Kaiserslautern 16
  - Ramstein High School $25-100M Ramstein 16
  - Wiesbaden Middle School $25-100M Wiesbaden 16
  - Hainerberg Elementary School $25-100M Wiesbaden 17

- **TRICARE – Medical**
  - Spangdahlem Dental Clinic $25-100M Spangdahlem 16
  - Hospital Replacement over $900M Rhine Ordnance Bks 12-19
Challenges

- Continued Uncertainty of MILCON Appropriations
  - Budget Impacts

- Unique Business Requirements
  - Host Nation Relationships
    - Germany, Italy, Belgium, Turkey, Romania, Bulgaria, and Israel

- Cost of Doing Business Overseas
  - Exchange Rate Impact
District Commander: COL D. Peter Helmlinger -x2700
Deputy District Engineer: Mr. Mark A. Roncoli - x2702
Chief Programs Branch: Mr. Lalit Wadhwa - x2500
Chief Contracting: Ms Rachael Raposa -x2600

For more information about Europe District, visit our web site: http://www.nau.usace.army.mil
SAME International Committee
EUCOM Webinar Series
Business Opportunities

OVERALL BRIEFING CLASSIFICATION: UNCLASSIFIED

Col Andra Clapsaddle
HQ USAFE-AFAFRICA/A7N
Agenda

- Mission
- Contract Opportunities
  - Transformation Initiatives
  - MILCON Program
  - SRM
  - Environmental Compliance
- Contractor Involvement
  - Expectations
Mission

VISION
A premier forward-based air force delivering operational excellence--highly respected, always ready--a fully engaged Joint and Combined partner.

MISSION
USAFE-AFAFRICA executes the Air Force, EUCOM, and AFRICOM missions with forward-based Airpower and infrastructure to conduct and enable theater and global operations.
Transformation Initiatives

- Standardization – product and process
  - Standard Designs – BIM Prototypes, RFPs, Facility/Type UFCs
    - Build to the standard… no more, no less
  - Standard Business Processes

- Risk = Probability of Failure vs Consequence of Failure
  - Objective asset condition data & mission impacts – foundations of investment planning

- European Infrastructure Consolidation (EIC)
  - Location and impact unknown… but changes will drive projects!
## Current MILCON

<table>
<thead>
<tr>
<th>AF Installation</th>
<th>Country</th>
<th>Project Title</th>
<th>Program Amt ($000)</th>
<th>Appropriation Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY12 Sigonella</td>
<td>Italy</td>
<td>SATCOM Relay Pads and Facility – NAVFAC</td>
<td>$15,000</td>
<td>Funded</td>
</tr>
<tr>
<td>FY12 Ramstein</td>
<td>Germany</td>
<td>192 Person Dorm – LBB</td>
<td>$33,000</td>
<td>Funded</td>
</tr>
<tr>
<td>FY12 Spangdahlem</td>
<td>Germany</td>
<td>Bitburg Elementary School – DoDDS</td>
<td>$41,600</td>
<td>Funded</td>
</tr>
<tr>
<td>FY12 Spangdahlem</td>
<td>Germany</td>
<td>Bitburg Middle/High School – DoDDS</td>
<td>$86,700</td>
<td>Funded</td>
</tr>
<tr>
<td>FY13 Mildenhall</td>
<td>UK</td>
<td>SOF CV-22 Training Simulator</td>
<td>$6,490</td>
<td>Funded</td>
</tr>
<tr>
<td>FY14 Kaiserslautern</td>
<td>Germany</td>
<td>Elementary School – DoDDS</td>
<td>$49,900</td>
<td>Funded</td>
</tr>
<tr>
<td>FY14 Ramstein</td>
<td>Germany</td>
<td>High School – DoDDS</td>
<td>$98,700</td>
<td>Funded</td>
</tr>
<tr>
<td>FY14 Lakenheath</td>
<td>UK</td>
<td>High School – DoDDS</td>
<td>$69,600</td>
<td>Funded</td>
</tr>
</tbody>
</table>
## Current MILCON (cont.)

<table>
<thead>
<tr>
<th>AF Install</th>
<th>Country</th>
<th>Project Title</th>
<th>Program Amt ($000)</th>
<th>Appropriation Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY14</td>
<td>Lakenheath UK</td>
<td>Guardian Angel Training Complex</td>
<td>$22,047</td>
<td>Unfunded</td>
</tr>
<tr>
<td>FY14</td>
<td>Mildenhall UK</td>
<td>SOF CV-22 Aircraft Parking</td>
<td>$24,100</td>
<td>Unfunded</td>
</tr>
<tr>
<td>FY14</td>
<td>Mildenhall UK</td>
<td>SOF CV-22 Hanger/AMU</td>
<td>$24,400</td>
<td>Unfunded</td>
</tr>
<tr>
<td>FY14</td>
<td>Mildenhall UK</td>
<td>SOF CV-22 Squad Ops Facility</td>
<td>$11,700</td>
<td>Unfunded</td>
</tr>
<tr>
<td>FY14</td>
<td>Mildenhall UK</td>
<td>SOF CV-22 MRSP/Parts Store</td>
<td>$6,800</td>
<td>Unfunded</td>
</tr>
</tbody>
</table>
SRMD Centralization

- AF-wide centrally prioritized/funded Sustainment, Restoration, Modernization, and Demolition (SRMD) continues in FY14
  - Restoration & Modernization – $450M
  - Large (> $5M) Sustainment projects – $300M

- Two-year horizon for investment planning
  - Utilizing asset condition data (i.e. BUILDER/PAVER) to manage risk across AF inventory
  - Early design and development acquisition planning
  - Inform programming, budget development, and strategic acquisition

- Strategic acquisition optimizes combination of installation, USACE, AFCEC, and host-nation agents
  - Almost all FY14 USAFE projects executed via DIO (UK), LBB (Germany), or AFCEC
  - FY15/16 Integrated Priority List currently under development
USAFAE FY14 SRMD Program

- Zero flexibility at the MAJCOM for centralized $
- Accurate current working estimate (CWE) is critical
- Comprehensive Asset Mgmt Plan (CAMP) schedule drives advanced planning
- Aggressive timelines enforced for solicitation
- Risk of project cancellation for late bids
- Way forward for FY15+:
  - BUILDER / PAVER data will be critical
## EUCOM FY15 Environmental Opportunities

<table>
<thead>
<tr>
<th>AF Installation</th>
<th>Project Title</th>
<th>Program Amt ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>HQ USAFE &amp; Ramstein AB</td>
<td>Remedial Actions, Long Term Monitoring, Risk Assessments</td>
<td>$2,200</td>
</tr>
<tr>
<td>Lajes Field, Azores Portugal</td>
<td>Long Term Monitoring</td>
<td>$240</td>
</tr>
<tr>
<td>Moron &amp; Incirlik</td>
<td>Long Term Monitoring</td>
<td>$240</td>
</tr>
<tr>
<td>Aviano AB</td>
<td>Remedial Actions, Risk Assessments</td>
<td>$625</td>
</tr>
</tbody>
</table>
How Can Industry Help SRMD / MILCON Execution?

- **Job #1 – High-Performance Project Delivery:**
  - At fair cost....at the right quality...and on time
  - Concerns: (1) schedule growth; (2) project closeout; and (3) quality

- Share best practices – we want to leverage your expertise in technology, construction, maintenance and management to be more efficient

- Get “Back to Basics” while developing new strategies & capitalizing on new technologies that help us build sustainable facilities/infrastructure
  - Use less energy... facility, process, mission, and operational
  - Require less manpower... use asset mgt principles and risk based analysis
  - Lower life-cycle costs; More efficient... yet effective
  - Anticipate critical role of asset condition data (BUILDER / PAVER) in project deliverables

Help Us Find Efficient Ways to Build Sustainable Installations