International Business Opportunities: USSOUTHCOM

Sponsored by SAME International Committee

Moderator:
- Marcelo Salles, Liaison Officer to USSOUTHCOM, Detailed as Deputy Director for Interagency & International Services Division, USACE

Speakers:
- Marcelo Salles, Liaison Officer to USSOUTHCOM, Detailed as Deputy Director for Interagency & International Services Division, USACE
- Rochelle Lipsitz, Senior Director for Industry and Analysis, International Trade Administration, US Department of Commerce
- Richard Sinclair, Interagency and International Services & Installation Support Team Leader, South Atlantic Division, USACE
- Will Logan, Deputy Director, International Center for Integrated Water Resources Management (ICIWaRM) USACE – Institute for Water Resources (IWR)
Opportunities for Engineering & Construction
Work at USSOUTHCOM Region

Prepared for:
2014 SAME International Webinar Series - USSOUTHCOM

Marcelo Salles, Rochelle Lipsitz, Rick Sinclair & Will Logan
USACE HQs; Department of Commerce; USACE South Atlantic Division (SAD); and USACE Institute for Water Resources (IWR)
April 2014
AGENDA

1. USSOUTHCOM Overview
2. Opportunities in Americas & Caribbean
3. Opportunities in Haiti and Brazil
4. USACE work in the Region
5. USACE - Mobile District Work
A Diverse Region

- Area of Responsibility (AOR)
  - 1/6th of earth’s surface (7.2M mi² of land)
  - 31 countries
  - 15 Dependencies & Areas of Special Sovereignty

- Demographics
  - 486 million people
  - 200+ million Portuguese speakers
  - 45+ million indigenous peoples

- Economics
  - 9 of 19 U.S. FTAs include AOR nations
  - ~ 10% of U.S. trade
  - ~ 30% of U.S. energy imports
  - > $38 billion in remittances

- Cultural Ties
  - U.S. has the 2nd largest Spanish-speaking population in the world
  - Estimated U.S. will be 30% Hispanic by 2050

Latin America, the Caribbean, and the U.S. share common interests and security concerns.
Our Vision, Mission, and Objectives

**Vision:** We are a joint military command supporting US national security objectives, and with our partners, seek to promote security, stability & prosperity in the Americas.

**Mission:** We are ready to conduct joint & combined full-spectrum military operations and support whole-of-government efforts to enhance regional security cooperation.

**USSOUTHCOM Priorities**

Detainee Operations  Contingency Response  Countering Transnational Organized Crime  Building Partner Capacity

Ensuring the forward defense of the United States
A Decade of Progress

Optimistic Trends

A decade of progress...

• 3.5% average GDP growth
• Growing Foreign Direct Investment
  • 72% increase of U.S. exports to region
  • 114% increase of U.S. imports from region
• 57% increase in per capita income
• 12% lifted from poverty
• Increased social developments
  • Lower infant mortality rate & longer life expectancy
  • Improved access to medical care, potable water & sanitation services
• With the exception of Cuba, all countries have a form of democratic government
Opportunities - Americas & Caribbean Region

I. Engineering Opportunity Areas:
   1. Sea Ports – Deepening to accommodate Post-Panamax Ships
   2. Airports – Tourism, Investments and Host to Large International Events
   3. Infrastructure Development – Growing Middle Class
   4. Food and Water Security – Plenty of both in the Americas

II. Countries to Observe in South America for Opportunities:
    Brazil, Colombia, Chile, Peru and Argentina

III. Strategies to Enter Markets:
    1. Partnering with mid to large companies
    2. Purchasing smaller to mid-size engineering company
    3. Bidding on Projects that allow international competition
Multi-Lateral Donor Agencies such as the World Bank and Inter-American Development Bank have work that is open to International Contractors.
Searching for Partners and Work

Work and Opportunities:

1. Search on USAID, United Nations, World Bank and other Databases

2. Subscribe to Websites and Magazines such as:


Searching for Partners:

1. Go to http://export.gov

2. Scroll down to “Locations” and click on “Domestic Offices”

3. Click on City closest to you and contact US Commercial Service Agent

4. Services provided:
   a) Be a part of a Trade Mission to your Country of Interest
   b) Have International Trade Specialist help you in selection of Partner in Country
   c) Have International trade Specialist set meetings for you in Country
   d) Fees: Small Company $700/1st day of meeting; Large Company $2,300/1st day of meeting
   e) Time to set Meeting: 6 to 8 weeks
Opportunities in Haiti


USAID
AMERICAN EMBASSY
Boulevard 15 Octobre
Tabarre 41
Tabarre, HAITI
Phone: (509) 2229-8000
E-Mail: Papecon@state.gov

USAID Mission Director: John Groarke


[Link: https://www.fbo.gov/ - FedBiz Opps.gov (Federal Business Opportunities)]
Opportunities in Brazil

President Obama visits Brazil
18 – 22 March 2011

Areas Discussed:
1. Green Energy
2. Access to Brazil’s Petroleum Reserves
3. Braking down Trade Barriers

Fact Bullets on Brazil:
1. Brazil Hosting the Rio+20 Conference in June 2012
2. 6th Largest Economy in World
3. World Cup in 2014 and Olympics in 2016
4. Vice President Biden’s Visit to Brazil, May 2013: http://www.whitehouse.gov/the-press-office/2013/05/29/remarks-vice-president-us-brazil-relations-rio-de-janeiro-brazil

President Rousseff visits United States
9 April 2012

Areas Discussed:
1. Science Without Borders
2. Energy Cooperation
3. Sustainable Development

USACE Engagements With Brazil
1. LTG Van Antwerp (Chief of Engineers) signed in Dec 2010 with Brazilian Army Engineers & ANTAQ a collaboration agreement in waterways navigation.
2. MG Semonite (SAD Commander) signed in Dec 2011 agreement on riverbank stabilization with CODEVASF
3. USACE working with Brazilian Civil Defense on disaster mitigation, response and recovery.
4. Military Personnel Exchange Program with Brazil.

Fact Bullets on Brazil:
1. Brazil Hosting the Rio+20 Conference in June 2012
2. 6th Largest Economy in World
3. World Cup in 2014 and Olympics in 2016
4. Vice President Biden’s Visit to Brazil, May 2013: http://www.whitehouse.gov/the-press-office/2013/05/29/remarks-vice-president-us-brazil-relations-rio-de-janeiro-brazil
Opportunities in Brazil

Points of Contact in Brazil with the U.S. Dept. of Commerce’s Intl. Trade Administration; US Commercial Service (2013 Info):
Wash DC: Danny Devito; Danny.Devito@trade.gov; 202-482-5402; Brasilia: Brian Brisson; Brian.Brisson@trade.gov; 55-61-5186-7191; Sao Paulo: Steve Knode; Steve.Knode@trade.gov; 55-11-3312-7249

http://export.gov/brazil/index.asp

Following Slide on Development in Brazil
Was Provided by Construtora Norberto Odebrecht
The largest Brazilian Engineering and Construction Firm

Miami Office – 201 Alhambra Cir # 1400
Coral Gables, FL 33134-5121
Tel: (305) 704-5800

Statistics on Odebrecht from ENR 2012:

1. 24th Largest Global Contractor (Total Firm Contracting Revenue)
2. 13th Largest International Contractor (Projects Outside Home Country)
3. Largest International Contactor by Region – Latin America & Caribbean
4. Worked for the US Army Corps of Engineers in Iraq, California, New Orleans & Florida

Large Engr & Constr. Companies in Brazil: Camargo Corrêa, Andrade Gutierres, Queiroz Galvão and Votorantim Group
• Growth Acceleration Program (PAC)
• World Cup 2014
• Rio de Janeiro Olympic Games 2016
• Pre-Salt Development
RECENT ENGINEER AGREEMENTS:

1. April 2007: US-Brazil Army Staff Talks in Brasilia – Established the Annual Exchange Visits between the Army Chief of Engineers. In 2012 both Chief of Engineers will visit each other late in the year.

2. December 2010: USACE signed an MOU with the Brazilian Army Engineers and the Brazilian Agency for Waterways Navigation (ANTAQ) on technical collaboration in waterways navigation.

3. December 2011: USACE signed a 3 year agreement with the Brazilian Agency for the Development of the São Francisco and Parnaíba Valleys (CODEVASF) to provide 2 engineers as consultants in the area of Waterways Navigation with focus on riverbank erosion.

4. November 2013: USACE signed a 3 year agreement with the Brazilian Water Agency (ANA) focused on capacity building in the area of flood management.

FUTURE POTENTIAL AGREEMENTS:

- World Bank Dam Safety/ ANA Partnership (Brasilia) - The World Bank has requested one person 3 month TDY with continuing reach-back support for up to 2 years to support the ANA Dam Safety.

- Navigation Agency (ANTAQ) Assistance (Brasilia) – USACE team visited ANTAQ to develop scope and cost for a possible partnership (Sep 2012).

- Transportation Ministry (DNIT) Assistance (Brasilia) – DNIT has expressed interest in working with USACE to develop a 2D and 3D Model Lab specifically focused on the Madeira River. USACE team developed scope and cost

- Civil Defense Project Office (Brasilia) – USACE team visited Civil Defense to develop scope and cost for a possible partnership (Oct 2012) – Disaster Response with focus on flood management.
Nicaragua

(Dominican Republic) IWR incorporating Climate Change and future development pressures into Water Resource Management

St. Lucia

Structural Assessments of damaged Bois d’Orange Bridge and John Compton Dam

Panama -- Panama Canal Authority

USACE is in process of renewing its 5 Year technical support agreement with the Panama Canal Authority – estimated to be signed by 2014. Original agreement expired in 2005.

Brazil

(World Bank) USACE providing consultation support to World Bank on Dam Safety program in Brazil. World Bank is working the program for the Brazilian Water Agency (ANA).

Peru

(World Bank) IWR incorporating Climate Change and future development pressures into Water Resource Management

• Navy Medical Research Unit (NAMRU) (1) @ $919K; (1) scheduled to be awarded week of 22 - 26 Oct 12
Marcelo Salles
W: (202) 761-8880
BB: (202) 615-6367
E-mail: Marcelo.Z.Salles@usace.army.mil

Questions ????
Latin America and the Caribbean

Interagency & International / Support for Others Program

Nicaragua

Honduras

Colombia

Ecuador
Areas of Responsibility       Project Managers      Construction
– Colombia/Ecuador       Lucy Ortiz      Manny Urquilla
– Peru, Bolivia, Chile       Lucy Ortiz      Jorge Velasco
– Paraguay, Uruguay, Argentina       Ruben Rosales      Jorge Velasco
– Belize, Nicaragua, Panama       Ruben Rosales      Carlos Selva
– Costa Rica, El Salvador       Ruben Rosales      Carlos Selva
– Guatemala, Honduras       Ruben Rosales      Carlos Selva
– ACP, Cormagdalena, Brazil       Lucy Ortiz
– El Salvador Port Authority, MCC       Lucy Ortiz
– CENTAM HAP & GPOI       Lucy Ortiz      Selva, Urquilla, Pinos
United States Land Mass
3.5M Square Miles
50 States

SAM CDR’s OCONUS AOR
7.1M Square Miles
20 Countries
99% of SOUTHCOM CDR’s AOR
1 – JTF
1 – CSL

SAD/CONUS
309,600 sq miles
INTERNATIONAL PROGRAMS
Area of Operations

Belize City, Belize
San Jose, Guatemala
Caaguazú, Paraguay
Montevideo, Uruguay

3528 miles
4056 miles

LATAM

EN OIC Offices
Trends and Anticipated Contracting Actions

- Downward program trends ... competitive environment
- Reliance on:
  - MATOCs & DB methodologies
  - AE IDIQs
  - Construction Management Contracts
- Current contracts
  - Central America North MATOC
  - Central America South MATOC
  - South America MATOC
Who We Support with What …

Who…

- US Department of Defense…
  - US Southern Command (+)
    - Service Component Commands
    - Cooperative Security Locations (CSLs)
    - Special Operations Command South
    - Joint Task Forces (JTFs)
    - Security Cooperation Offices (MILGPs)

- US Department of State…
  - US Int’l Narcotics Law Enforcement (INL)
  - US Agency for Int’l Development (AID)

- Direct Foreign Assistance
  - Panama Canal Authority (Pending)
  - Port Authorities (El Salvador)
  - Colombia

What …

- US Department of Defense Programs
  - Military Construction (MILCON, O&M)
  - Counter Narcotics & Terrorism (CNT)*
  - Humanitarian Assistance Program (HAP)*
  - Exercise Related Construction (ERC)*
  - Real Estate Services (Leasing)*

- US Department of State Programs
  - Global Peacekeeping Ops Initiative (GPOI)*
  - Foreign Military Sales (FM"C"S)*
  - Disaster Response / Reconstruction*
  - Public Infrastructure*
  - Economic Development*
  - HN Law Enforcement Infrastructure*

Note: *Foreign Assistance
Mobile District CENTAM Operational Perspective
SOUTHAM Southern Cone Operational Perspective
**OCONUS INTERAGENCY PROGRAM**

**FY07 – FY14**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>$Million</th>
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</thead>
<tbody>
<tr>
<td>FY 07</td>
<td>$29</td>
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<tr>
<td>FY 08</td>
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<td>FY 09</td>
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<td>FY 10</td>
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<td>FY 11</td>
<td>$51</td>
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<tr>
<td>FY 12</td>
<td>$45</td>
</tr>
<tr>
<td>FY 13</td>
<td>$57</td>
</tr>
<tr>
<td>FY 14</td>
<td>$33 *</td>
</tr>
</tbody>
</table>

*Note: FY 14 Projected value of $33 M*
FY 14 Dollars Projected
Total $33.7 M

Legend
Country
$ value in thousands
Percentage of overall

South America
$10.3 M
31%

Central America
$23.3 M
69%

Projects by Americas

South America
12 projects
24%

Central America
39 projects
76%

Southcom Engineer Priority Countries:
CENTAM- All but Costa Rica
SOUTHAM: Colombia, Peru, Brazil

$ Thousands

Dollars by Americas

Peru
$3,723.00
11%

Belize
$3,764.00
11%

Panama
$3,141.00
9%

Nicaragua
$2,000.00
6%

Colombia
$3,495.00
10%

El Salvador
$4,271.00
12%

Guatemala
$2,080.00
6%

Honduras
$11,985.00
35%

$ Thousands

SOUTHCOM Engineer Priority Countries:
CENTAM- All but Costa Rica
SOUTHAM: Colombia, Peru, Brazil
## Multiple Award Task Order Contracts (MATOC)  
### Central America - Awarded 27 July 2011

### AWARD RESULT

<table>
<thead>
<tr>
<th>Description</th>
<th>Solicitation No.: W91278-11-R-0004</th>
</tr>
</thead>
<tbody>
<tr>
<td>Central America (CENTAM) South Pool (Honduras, Nicaragua, Costa Rica and Panama) Multiple Award Task Order Contract (MATOC)</td>
<td>Awarded</td>
</tr>
</tbody>
</table>

| Contract No. | J&J Maintenance, Inc  
3755 Capital of Texas Hwy S, Suite 355  
Austin, TX 78704  
(512) 444-7271  
Fax (512) 440-0818 |
|---------------|----------------------------------|
| Contract No. | CCE, LLC  
2900 Information Lane, Suite 403  
Easton, MD 21601  
(410) 263-6422  
Fax (410) 263-1931 |

| Contract No. | Bonatti Ingenieros Y Arquitectos  
18 Calle 8-48, Zona 14  
Guatemala City, Guatemala  
(502) 2383-9800  
Fax (502) 2383-9803 |
|---------------|----------------------------------|
| Contract No. | Bonatti Ingenieros Y Arquitectos  
18 Calle 8-48, Zona 14  
Guatemala City, Guatemala  
(502) 2383-9800  
Fax (502) 2383-9803 |

| Contract No. | Eternia, S.A.  
Km. 1 Carretera a Occidente  
San Pedro Sula Cortes  
Honduras, Central America  
(504) 565-8064  
Fax (504) 565-8072 |
|---------------|----------------------------------|
| Contract No. | Bonatti Ingenieros Y Arquitectos  
18 Calle 8-48, Zona 14  
Guatemala City, Guatemala  
(502) 2383-9800  
Fax (502) 2383-9803 |

| Contract No. | EfEII SA  
Carrera 48 No. 98-57  
Bogota, D.C., 111211  
Colombia – S.A.  
571-236-2121  
Fax: 571-533-1204 |
|---------------|----------------------------------|
| Contract No. | INMSA ARGO International S.A. de C.V.  
Apartado Postal 2576  
San Pedro Sula, Honduras, C.A.  
504-2556-8364  
Fax:504-2556-6538 |

### AWARD RESULT

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<th>Description</th>
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</tr>
</thead>
<tbody>
<tr>
<td>Central America (CENTAM) North Pool (Belize, Guatemala, and El Salvador) Multiple Award Task Order Contract (MATOC)</td>
<td>Awarded</td>
</tr>
</tbody>
</table>

| Contract No. | J&J Maintenance, Inc  
3755 Capital of Texas Hwy S, Suite 355  
Austin, TX 78704  
(512) 444-7271  
Fax (512) 440-0818 |
|---------------|----------------------------------|
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| Contract No. | EfEII SA  
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|---------------|----------------------------------|
| Contract No. | INMSA ARGO International S.A. de C.V.  
Apartado Postal 2576  
San Pedro Sula, Honduras, C.A.  
504-2556-8364  
Fax:504-2556-6538 |

| Date: 27 July 2011 | Amount: NTE $50,000,000.00  
Base Bid plus 4 options years |
## Multiple Award Task Order Contracts (MATOC)
### South America - Awarded 15 March 2013

### Awards

<table>
<thead>
<tr>
<th>Description</th>
<th>South America Multiple Award Task Order Contract (MATOC)</th>
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<tbody>
<tr>
<td>Solicitation No:</td>
<td>W91278-13-R-0003</td>
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<tr>
<td>Award Date:</td>
<td>15 March 2013</td>
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<table>
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<tr>
<th>Contract No.</th>
<th>W91278-13-D-0009</th>
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<tr>
<td><strong>Seobra LTDA</strong></td>
<td></td>
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<tr>
<td>Carrera 16A No86A-15 Office 101</td>
<td></td>
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<tr>
<td>Bogota, Colombia</td>
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<tr>
<th>Contract No.</th>
<th>W91278-13-D-0010</th>
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<td><strong>EEII</strong></td>
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<tr>
<td>Carrera 48 # 98-57</td>
<td></td>
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<tr>
<td>Bogota, D.C. 111211, Colombia</td>
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<tr>
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<tr>
<td><strong>Partanon</strong></td>
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</tr>
<tr>
<td>Miguel Grau N 1380</td>
<td></td>
</tr>
<tr>
<td>Tarapoto, Peru</td>
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</table>

<table>
<thead>
<tr>
<th>Contract No.</th>
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<tbody>
<tr>
<td><strong>Proksol S.A.</strong></td>
<td></td>
</tr>
<tr>
<td>Calle 97 # 23-60 Office 201</td>
<td></td>
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<tr>
<td>Bogota, Colombia</td>
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<table>
<thead>
<tr>
<th>Contract No.</th>
<th>W91278-13-D-0011</th>
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<tbody>
<tr>
<td><strong>Palgag Building Technologies</strong></td>
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<tr>
<td>Kibutz Gash, Israel, 60951</td>
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<table>
<thead>
<tr>
<th>Contract No.</th>
<th>W91278-13-D-0014</th>
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<tbody>
<tr>
<td><strong>Serrano Proano</strong></td>
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</tr>
<tr>
<td>Tamayo 1025 y Lizardo Garcia</td>
<td></td>
</tr>
<tr>
<td>Quito, Ecuador</td>
<td></td>
</tr>
</tbody>
</table>

**Amount NTE:** $50,000,000  
**Base Bid plus four option years**

Summary

FY14 Projected Total $33 M ... 49 Projects ... 8 Countries
The Caribbean Basin is generally defined as the area running from Florida westward along the Gulf coast, then south along the Mexican coast through Central America and then eastward across the northern coast of South America. This region includes the islands of the archipelago of the West Indies. Bermuda is also included within the region even though it is in the west-central Atlantic, due to its common cultural history created by European colonization of the region.

<table>
<thead>
<tr>
<th>Caribbean Basin Nations</th>
<th>COCOM</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bahamas</td>
<td>N</td>
</tr>
<tr>
<td>Bermuda</td>
<td>N</td>
</tr>
<tr>
<td>Puerto Rico</td>
<td>N</td>
</tr>
<tr>
<td>U.S. Virgin Islands</td>
<td>N</td>
</tr>
<tr>
<td>Aruba</td>
<td>S</td>
</tr>
<tr>
<td>Antigua and Barbuda</td>
<td>S</td>
</tr>
<tr>
<td>Barbados</td>
<td>S</td>
</tr>
<tr>
<td>Cuba</td>
<td>S</td>
</tr>
<tr>
<td>Curacao</td>
<td>S</td>
</tr>
<tr>
<td>Dominica</td>
<td>S</td>
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<tr>
<td>Dominican Republic</td>
<td>S</td>
</tr>
<tr>
<td>Grenada</td>
<td>S</td>
</tr>
<tr>
<td>Haiti</td>
<td>S</td>
</tr>
<tr>
<td>Jamaica</td>
<td>S</td>
</tr>
<tr>
<td>Saint Kitts and Nevis</td>
<td>S</td>
</tr>
<tr>
<td>Saint Vincent &amp; the Grenadines</td>
<td>S</td>
</tr>
<tr>
<td>Saint Lucia</td>
<td>S</td>
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<tr>
<td>Trinidad and Tobago</td>
<td>S</td>
</tr>
</tbody>
</table>

NORTHCOM’s Caribbean AOR

Includes the Gulf of Mexico, the Straits of Florida, portions of the Caribbean region to include The Bahamas, Puerto Rico, and the U.S. Virgin Islands. The commander of USNORTHCOM is responsible for theater security cooperation with the Bahamas.

SOUTHCOM’s Caribbean AOR

Responsible for providing contingency planning, operations, and security cooperation for the Caribbean (except U.S. commonwealths, territories, and possessions) and oversees the force protection of U.S. military resources at these locations.
JACKSONVILLE DISTRICT
Fiscal Year 2011 - 2013 Program Budgets

FY-13 Total District Program = $472M

NAVIGATION
FY-11 $44M
FY-12 $44M
FY-13 $50M

SHORE PROTECTION
FY-11 $51M
FY-12 $17M
FY-13 $2M

ECOSYSTEM RESTORATION
FY-11 $162M
FY-12 $168M
FY-13 $161M

REGULATORY
FY-11 $16M
FY-12 $16M
FY-13 $16M

MILITARY / IIS
FY-11 $87M
FY-12 $124M
FY-13 $53M

EMERGENCY MANAGEMENT FLOOD DAMAGE REDUCTION
FY-11 $0.5M
FY-12 $0.5M
FY-13 $0.7M

FY-11 $190M
FY-12 $152M
FY-13 $190M

US ARMY CORPS OF ENGINEERS | Jacksonville District
INTERAGENCY & INTERNATIONAL SERVICES
Reimbursable Support For Others

KEY PROJECTS
- DHS-CBP Ramey Sector Complex
- EPA SF Fairfax St. (NPL)
- USDHS-USCG CEU – District 7 & 8

International Efforts
- Dominican Republic (IWR)
- Haiti (USAID)
- St. Lucia (SOUTHCOM / World Bank)
Caribbean Perspective

Navy Construction – 22 Active Projects -- $118M
Jacksonville District Construction – 4 Active Projects - $52M
USACE LATAM & CARIBBEAN TEAM

Rick Sinclair
W: (404) 562-5127
BB: (404) 276-5975
E-mail: Richard.h.sinclair@usace.army.mil

Questions ????
Trends and Anticipated Contracting Actions

- Downward program trends … competitive environment
- Reliance on:
  - MATOCs & DB methodologies
  - AE IDIQs
  - Construction Management Contracts
- Current contracts
  - Central America North MATOC
  - Central America South MATOC
  - South America MATOC
### Who We Support with What …

<table>
<thead>
<tr>
<th>Who…</th>
<th>What …</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>US Department of Defense</strong>…</td>
<td><strong>US Department of Defense Programs</strong>…</td>
</tr>
<tr>
<td>– US Southern Command (+)</td>
<td>– Military Construction (MILCON, O&amp;M)</td>
</tr>
<tr>
<td>– Service Component Commands</td>
<td>– Counter Narcotics &amp; Terrorism (CNT)*</td>
</tr>
<tr>
<td>– Cooperative Security Locations (CSLs)</td>
<td>– Humanitarian Assistance Program (HAP)*</td>
</tr>
<tr>
<td>– Special Operations Command South</td>
<td>– Exercise Related Construction (ERC)*</td>
</tr>
<tr>
<td>– Joint Task Forces (JTFs)</td>
<td>– Real Estate Services (Leasing)*</td>
</tr>
<tr>
<td>– Security Cooperation Offices (MILGPs)</td>
<td><strong>US Department of State Programs</strong>…</td>
</tr>
<tr>
<td><strong>US Department of State</strong>…</td>
<td>– Global Peacekeeping Ops Initiative (GPOI)*</td>
</tr>
<tr>
<td>– US Agency for Int’l Development (AID)</td>
<td>– Disaster Response / Reconstruction*</td>
</tr>
<tr>
<td><strong>Direct Foreign Assistance</strong></td>
<td>– Public Infrastructure*</td>
</tr>
<tr>
<td>– Panama Canal Authority (Pending)</td>
<td>– Economic Development*</td>
</tr>
<tr>
<td>– Port Authorities (El Salvador)</td>
<td>– HN Law Enforcement Infrastructure*</td>
</tr>
</tbody>
</table>
| – Colombia | **Note:** *Foreign Assistance***
OCONUS INTERAGENCY PROGRAM

FY07 – FY14

Fiscal Year

* Note: FY 14 Projected value of $33 M
FY 14 Dollars Projected
Total $33.7 M

Legend
Country $ value in thousands Percentage of overall

South America $10.3 M 31%
Central America $23.3 M 69%

Projects by Americas
South America 12 projects 24%
Central America 39 projects 76%

Dollars by Americas
South America $10.3 M 31%
Central America $23.3 M 69%

SOUTHCOM Engineer Priority Countries:
CENTAM- All but Costa Rica
SOUTHAM: Colombia, Peru, Brazil

$ Thousands

Peru $3,723.00 11%
Belize $3,764.00 11%
Panama $3,141.00 9%
Nicaragua $2,000.00 6%
El Salvador $4,271.00 12%
Guatemala $2,080.00 6%
Honduras $11,985.00 35%
International Center for Integrated Water Resources Management (ICIWaRM)

Will Logan
Deputy Director
Will.logan@usace.army.mil
“Competition for resources, including energy and water, will worsen tensions in the coming years and could escalate regional confrontations into broader conflicts – particularly in fragile states.”
Part of the UNESCO Water Center Network: Centers in Dominican Republic, Brazil, Chile, Paraguay, Uruguay
Mission

“Advancement of the science and practice of Integrated Water Resources Management to meet water security and other regional and global challenges, using new knowledge, innovative technologies, collaborative and interdisciplinary research, networking, training, and capacity building.”
Program Focus

- **Practical** science and technology which can be readily transferred.

- **Collaboration** with other IHP Water Centers and others on joint applied research, tech-transfer, education & training.

- **Partnering** with & supporting existing IHP programs.

- Emphasis on **capacity development** for developing and emerging nations within: Latin America & Caribbean, Africa, the Asia-Pacific region, and the Middle East.
Organizational Structure & Potential PPP Opportunities

- U.S. Mission to UNESCO
- U.S. State Dept.
- UNESCO Secretariat for IHP
- U.S. National IHP Comm.; ICIWaRM Advisory Board
- Corps of Engineers Headquarters
- ICIWaRM Secretariat @ USACE IWR Operating Group
- U.S. Federal Agency Partners
- Core Partners: Universities, NGOs, Professional Organizations

Core Partners: Universities, NGOs, Professional Organizations

PPP
Modeling Courses with other UNESCO Centers, Chairs and Programs

- Theory and applications, problem solving and advice on ongoing projects
- Paraguay (2011)
- Dominican Republic (2013; with World Bank)
- Courses planned for 2014 (Guatemala, D.R., Argentina)
Collaborative Planning

- Provided training, guidance, and supervisory assistance in Shared Vision Planning (SVP) for IWRM plans at six pilot basins
- Partners: World Bank, Inter-American Development Bank, ANA

SVP integrates:
- Systems modeling
- Structured participation
- IWRM planning
ICIWaRM is the Technical Secretariat for IHP's "Water & Development Information for Arid Lands" (G-WADI)

Regional networks:
“Asian G-WADI”
“Arab G-WADI”
“G-WADI-Africa” and “G-WADI-LAC”

www.gwadi.org
Annual precipitation amount [mm] that is expected to be exceeded 1 in 5 years on average.
Planned Development of a Regional Drought Monitor for LAC

Questions?

Lake Enriquillo, D.R.