Welcome to the
General Services Administration Program Briefing

Moderator: Col. Kurt Ubbelohde, F.SAME, USA (Ret.),
Vice President, Leo A Daly
Speaker:
• Courtney Springer, Director, Acquisition Management,
  Heartland Region, U.S. General Services Administration
Courtney Springer
Acquisition Management Division Director
GSA Public Buildings Service
Missouri, Kansas, Nebraska and Iowa
GSA Public Buildings Service

**Mission:** To provide superior workplaces for federal customer agencies at good economies to the American taxpayer.

**Key Functions**
- Design & Construction
- Leasing
- Facilities Management
- Disposal
- Historic Preservation

**Owned Buildings Nationwide:** 1,500

**Rentable square feet:** 370.2 Million Square Feet
Range of Opportunities

- Green Proving Ground
- Facilities Management
- Subcontractors
- Art in Architecture
- Repair & Alterations
- ESPOC
- Prime Contractors
- Smart Buildings
- A/E Services
- BIM
- Construction
- Building Automation Systems
- CQM
- Historic Preservation
- Appraisal Services
- Operations & Maintenance
- Leasing
- Smart Buildings
- Repair & Alterations
11 Regional Portfolios

Rentable Square Footage by Region

in millions (see Regional Fact Sheets)

- 10 northwest/arctic (16.0)
- 8 rocky mountain (18.5)
- 9 pacific rim (35.5)
- 6 heartland (22.4)
- 7 greater southwest (34.6)
- 4 southeast sunbelt (44.4)
- 5 great lakes (35.8)
- 3 mid-atlantic (35.8)
- 2 northeast & caribbean (22.9)
- 11 national capital (98.7)

Nationwide (375.7)
Design & Construction Program

• Annual Minor Program
• Capital Program
• Consulting Opportunities

See above right

A/E
CM
Specialty Consulting
• Sustainability
• Facilities
• HPW
PBS R6 Measures

- Achieve an office utilization rate of 100-150 square feet per person in 80% of new space actions.
- Reduce Operating Costs to bring buildings within market range: 72% for custodial services, 82% for operations & maintenance.
- Reduce energy usage by 3% from FY14.
- Create Lease Portfolio Plan for 90% of Expiring Leases.
- Deliver 85% of projects On-Schedule/On-Budget/On-Green.
- Increase Tenant Satisfaction by 2%.
- Negotiate lease costs to be at or below market.
- Meet or exceed all small business goals.
- Reduce federal inventory by 3 million rsf through disposals or exchanges.
## R6 Small Business Goals

<table>
<thead>
<tr>
<th>SB Category</th>
<th>Actual Dollars</th>
<th>Goal %</th>
<th>Actual %</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>$32.79 Million</td>
<td>50%</td>
<td>62.03%</td>
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<tr>
<td>Small Disadvantaged</td>
<td>$16.1 Million</td>
<td>7%</td>
<td>30.47%</td>
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<tr>
<td>Woman Owned</td>
<td>$5.4 Million</td>
<td>5%</td>
<td>10.27%</td>
</tr>
<tr>
<td>Service Disabled Veteran</td>
<td>$4.5 Million</td>
<td>4%</td>
<td>8.44%</td>
</tr>
<tr>
<td>Certified HUBZone</td>
<td>$2.8 Million</td>
<td>3%</td>
<td>5.29%</td>
</tr>
</tbody>
</table>

* FY14 Data
FY14 Heartland Small vs. Large Business

Large Business: 38%
Small Business: 62%

$52.9 Million Total
FY14 % Heartland Small Business $ 

$32.8 Million Total 

- Small: 62.03% 
- Small Disadvantaged: 30.47% 
- HUBZONE: 10.27% 
- Woman Owned: 8.44% 
- Service Disabled: 5.29% 

Total: $32.8 Million
<table>
<thead>
<tr>
<th>Region</th>
<th>Point of Contact</th>
<th>Telephone Number</th>
<th>E-mail Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>New England Region (R1)</td>
<td>Jerry Smith</td>
<td>(617) 565-8102</td>
<td><a href="mailto:jerry.d.smith@gsa.gov">jerry.d.smith@gsa.gov</a></td>
</tr>
<tr>
<td>Northeast and Caribbean Region (R2)</td>
<td>Janice Bracey</td>
<td>(212) 264-1235</td>
<td><a href="mailto:janice.bracey@gsa.gov">janice.bracey@gsa.gov</a></td>
</tr>
<tr>
<td>Mid-Atlantic Region (R3)</td>
<td>Mari McNally</td>
<td>(215) 446-4934</td>
<td><a href="mailto:mari.mcnelly@gsa.gov">mari.mcnelly@gsa.gov</a></td>
</tr>
<tr>
<td>Southeast Sunbelt Region (R4)</td>
<td>Millie Quinley</td>
<td>(404) 331-1053</td>
<td><a href="mailto:millie.quinley@gsa.gov">millie.quinley@gsa.gov</a></td>
</tr>
<tr>
<td>Great Lakes Region (R5)</td>
<td>Shannon Banks</td>
<td>(312) 353-1100</td>
<td><a href="mailto:shannon.banks@gsa.gov">shannon.banks@gsa.gov</a></td>
</tr>
<tr>
<td>The Heartland Region (R6)</td>
<td>Amy Lara</td>
<td>(816) 926-7172</td>
<td><a href="mailto:amy.lara@gsa.gov">amy.lara@gsa.gov</a></td>
</tr>
<tr>
<td>Greater Southwest Region (R7)</td>
<td>Albert Garza</td>
<td>(817) 978-2828</td>
<td><a href="mailto:albert.garza@gsa.gov">albert.garza@gsa.gov</a></td>
</tr>
<tr>
<td>Rocky Mountain Region (R8)</td>
<td>Pennie Estrada</td>
<td>(303) 236-7409</td>
<td><a href="mailto:pennie.estrada@gsa.gov">pennie.estrada@gsa.gov</a></td>
</tr>
<tr>
<td>Pacific Rim Region (R9)</td>
<td>Pamela Smith-Cressel</td>
<td>(213) 894-3210</td>
<td><a href="mailto:pam.smith-cressel@gsa.gov">pam.smith-cressel@gsa.gov</a></td>
</tr>
<tr>
<td>Northwest Arctic Region (R10)</td>
<td>Kenyon Taylor</td>
<td>(253) 931-7956</td>
<td><a href="mailto:kenyon.taylor@gsa.gov">kenyon.taylor@gsa.gov</a></td>
</tr>
<tr>
<td>National Capital Region (NCR)</td>
<td>Judith Stackhouse</td>
<td>(202) 708-5804</td>
<td><a href="mailto:judith.stackhouse@gsa.gov">judith.stackhouse@gsa.gov</a></td>
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</tbody>
</table>
# PBS IDIQ Contracts

## Indefinite Quantity/Indefinite Delivery (IDIQ) Contracts

### A/E Contracts
- **The Schemmer Associates, Inc.**<br>  (402) 341-1644<br>  Alley Poyner Macchietto Architecture, P.C., Omaha, NE<br>  (402) 493-4800 x6309<br>  Michael Roth & Associates<br>  (314) 862-2112

- **Teng & Associates, Inc.**<br>  (314) 241-7676<br>  Substance LLC, Des Moines, IA<br>  (515) 243-4407<br>  Brooks Borg Skyles Architecture Engineering<br>  (515) 244-3813

- **Berger Devine Yager**<br>  (913) 742-8000<br>  The Ebert Mayo Design Group<br>  (785) 776-1800<br>  Shaughnessy Fickel and Scott Architects Inc.<br>  (816) 474-1397

### Construction Management (CM) (projects under $10 million)
- **Gastinger and Walker Architects, Inc.**<br>  (816) 421-8200<br>  Jacobs Project Management Co.<br>  (314) 335-4101

### Term Construction Contracts
- **The Wilson Group, Inc.**<br>  (816) 537-0212

### Multiple Award IDIQ Construction Contract with CMc Capabilities
- **Boyd Jones Construction Company**<br>  (402) 553-1804<br>  Centric Projects LLC<br>  (316) 389-8300<br>  Hof Construction, INC.<br>  (314) 645-2200

- **Interface Construction Corporation**<br>  (314) 522-1011<br>  J.E. Dunn Construction Company<br>  (816) 426-8810<br>  J. E. Novack Construction Company<br>  (314) 567-6100

- **J. L. Brown Contracting Service, Inc.**<br>  (314) 921-9515<br>  Key Construction, Inc.<br>  (316) 263-9515<br>  McCown Gordon Construction LLC<br>  (816) 877-0653

- **Neumann Brothers, Inc.**<br>  (515) 243-0156<br>  Oke-Thomas+Associates, Inc.<br>  (417) 863-6262<br>  Randolph Construction<br>  (509) 545-6404

- **Russell Construction**<br>  (563) 459-4600<br>  Ryan Companies US, Inc.<br>  (319) 731-5820<br>  Stanger Industries, Inc.<br>  (816) 861-2800

- **Tarton Corporation**<br>  (314) 633-3300<br>  The Weitz Company, LLC<br>  (913) 696-9970<br>  Gracor Corporation<br>  (970) 667-2203

- **Kiewit Building Group Inc.**<br>  (402) 659-2291<br>  Rand Construction Company<br>  (816) 421-4143<br>  S.M. Wilson & Co.<br>  (314) 645-9596
<table>
<thead>
<tr>
<th>Geographic Area</th>
<th>Contract Type</th>
<th>Contract Expiration</th>
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<tbody>
<tr>
<td>St. Louis</td>
<td>A/E</td>
<td>May 2015</td>
</tr>
<tr>
<td>Nebraska</td>
<td>A/E</td>
<td>June 2015</td>
</tr>
<tr>
<td>KC Metro &amp; KS</td>
<td>A/E</td>
<td>Dec 2015</td>
</tr>
<tr>
<td>KS, MO, NE, IA</td>
<td>Design-Build</td>
<td>Oct 2015</td>
</tr>
<tr>
<td>KS, MO, NE, IA</td>
<td>Construction</td>
<td>Dec 2016</td>
</tr>
<tr>
<td>KS, MO, NE, IA</td>
<td>Under $150k IDIQ Contract</td>
<td>March 2015</td>
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</tbody>
</table>
Best Avenue to Pursue GSA Business

Register with **FedBizOpps** to be notified of federal government business opportunities of interest to you.

**SAM**

**FBO.gov**

Small Business Forecast:

http://www.gsa.gov/smbusforcast
R6 Prospectus Projects

Repair and Alterations Project
Prevedel Federal Building
Overland, MO
Procurement method - IDIQ Design-Build

Seismic Project
Robert A. Young Federal Building
St. Louis, MO
Procurement method - Design-Build, Full and Open

Electric Vaults and Tunnel Project
Federal Complex, 4300 Goodfellow
St. Louis, MO
Procurement method - IDIQ Design-Build

Infrastructure Project
Federal Building, 2306/2312 Bannister
Kansas City, MO
Procurement method - IDIQ Design-Build
Thank you SAME Conference 2014

Courtney Springer
Acquisition Management Division Director
GSA Public Buildings Service
Missouri, Kansas, Nebraska and Iowa