Welcome to the

USACE Mississippi Valley Division and Great Lakes & Ohio River Division Programs Briefing

**Moderator:** Col. Timothy Sanford, P.E., F.SAME, USA (Ret.), Senior Vice President, Weston Solutions

**Speakers:**
- Maj. Gen. Mike Wehr, P.E., USA, Commander, USACE Mississippi Valley Division
- Brig. Gen. Richard Kaiser, USA, Commander, USACE Great Lakes & Ohio River Division
S.A.M.E. Small Business Conference
FY 2015 Briefing

Major General Michael C. Wehr
Commander, Mississippi Valley Division
President, Mississippi River Commission
Vicksburg, Miss.
December 10, 2014
Missions

- Navigation
- Flood Risk Reduction
- Hurricane & Storm Damage Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Hydropower
- Recreation
- Support for Others
Navigation ...

- 4,267 miles of commercial waterways
- 62 locks
- ~500 million tons of cargo move on the Mississippi River system each year
- 7 deep-draft ports
- 51 shallow-draft ports
- $2.7 billion in domestic transportation savings annually
Flood Risk Reduction …

- Upper Mississippi
  - Levees, floodwalls, reservoirs and non-structural methods (converting low-lying areas into parks and campgrounds)

- Middle Mississippi
  - A system of levees and floodwalls, as well as by natural high ground

- Lower Mississippi
  - Levees, floodwalls, tributary basin improvements, floodways, channel improvement / stabilization
Environmental Stewardship ...

- National Ecosystem Restoration Planning Center of Expertise
- The Mandatory Center of Expertise for Curation and Management of Archaeological Collections
- America’s Great Watershed Initiative
- Environmental Management Program
- Great Lakes and Mississippi River Interbasin Study
- Coastal Wetlands Planning Protection and Restoration Act
- Lower Mississippi River Resource Assessment
- Lower Mississippi River Museum and Riverfront Interpretive Center
Emergency Operations ... 2014

- Flooding
  - St. Paul, Rock Island, St. Louis, Vicksburg and New Orleans districts

- Mississippi tornados

- Debris assistance mission - Alaska

- Washington (state) mudslide

- Waterway debris mission - Alabama

- Winter ice storm - Atlanta, Georgia
Hydropower …

- 4 hydropower plants in two districts
  - Clarence Cannon Dam
  - Blakely Mountain Dam
  - DeGray Lake Dam
  - Narrows Dam

- Average annual energy generation – 380,000 MWh

- Power marketed by Southwestern Power Administration
Recreation ...

- 2 million acres (land and water)
- 444 recreation areas
- 9,526 camp sites
- 33 lakes
- 14 visitor centers
- 273 boat ramps
- 6,074 miles of lake shoreline
- 92 concessionaires
- 54.3 million visitors each year
- 1,360 shoreline management permits
- $3 billion cumulative value to local economies
Support for Others ...

- Allows the Corps to provide reimbursable technical services to other federal agencies as well as to states, local municipalities, international governments and Native American Tribes.

- The program provides services to federal, state and local agencies that do not have the technical engineering expertise.
MVD’s FY15 Civil Works Program Budget by Mission

- Navigation - $398 million
- Flood Risk Reduction - $223 million
- Environmental - $14 million
- Ecosystem Restoration - $50 million
- Emergency Operations - $4 million
- Hydropower - $11 million
- Recreation - $43 million
# MVD FY14 Achievements with FY15 Small Business Goals

(As of 6 October 2014)

<table>
<thead>
<tr>
<th>Socio-Economic Category</th>
<th>Dollars</th>
<th>FY 14 % Goal</th>
<th>FY 14 % Achieved</th>
<th>FY 15% Goal</th>
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<tbody>
<tr>
<td>US Business</td>
<td>$1,517,030,153</td>
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<tr>
<td>Small Business</td>
<td>$652,128,092</td>
<td>41.5%</td>
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<td>41.5%</td>
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<td>SDB Direct</td>
<td>$192,137,363</td>
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<td>19.0%</td>
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<tr>
<td>8(A) Procedures</td>
<td>$73,662,110</td>
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<td>4.9%</td>
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<tr>
<td>Veteran-Owned SB</td>
<td>$104,926,276</td>
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<td>6.9%</td>
<td>---</td>
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<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>$86,294,640</td>
<td>4.5%</td>
<td>5.8%</td>
<td>4.5%</td>
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<tr>
<td>Higher Education</td>
<td>$818,939</td>
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<td></td>
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<tr>
<td>HBCU/MI</td>
<td>$176,537</td>
<td>2.5%</td>
<td>21.6%</td>
<td>5.0%</td>
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<tr>
<td>Woman Owned SB</td>
<td>$78,390,224</td>
<td>7.0%</td>
<td>5.2%</td>
<td>7.0%</td>
</tr>
<tr>
<td>HUBzone SB</td>
<td>$197,319,136</td>
<td>11.0%</td>
<td>13.0%</td>
<td>9.0%</td>
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</tbody>
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<table>
<thead>
<tr>
<th>Historical Data</th>
<th>FY 2013</th>
<th>SB Goal</th>
<th>Achieved</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>41.5%</td>
<td></td>
<td>50.9%</td>
</tr>
<tr>
<td>2012</td>
<td>43.3%</td>
<td></td>
<td>57.1%</td>
</tr>
<tr>
<td>2011</td>
<td>35.0%</td>
<td></td>
<td>40.8%</td>
</tr>
</tbody>
</table>
FY15 Opportunities – St. Paul

Commander
St Paul
COL Daniel Koprowski

Opportunities

- Ambursen Dam Repairs, TBD, Release 2\textsuperscript{nd}/3\textsuperscript{rd} Qtr
- Channel Maintenance, TBD, Release 3\textsuperscript{rd} Qtr
- Cap 205 Montevideo, TBD, Release 3\textsuperscript{rd} Qtr
- LD5a Training Dike Repairs, TBD, Release 4\textsuperscript{th} Qtr
- Lock & Dams 2-9 Tow Rail Repairs, TBD, Release 4\textsuperscript{th} Qtr

These projects are representative of upcoming acquisitions. For more projects and information, please visit our district websites and see us at Booth #633.

Missions

- Navigation
- Flood Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Recreation
- Support for Others

Programs & Projects
Judy DerHarnais

Contracting
Kevin Henricks

Small Business
Gwendolyn Davis
FY15 Opportunities - Rock Island

Missions

- Navigation
- Flood Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Recreation
- Support for Others

Opportunities

- 8 Construction projects (HVAC, DDC, Electrical, Vehicle Exhaust System, and Water Distribution) for 88th RSC as 8(a) or SBSA. Range $1M-$5M each
- PL84-99 Project—Hager South, SBSA. Range $1M-$5M
- Potential Large Supply—
  - LD 19 Guard Gate. Range $1M-$5M.
  - IL Waterway Spare (Stackable) Gate Sections. Range $500K-$1M

These projects are representative of upcoming acquisitions. For more projects and information, please visit our district websites and see us at Booth #633.
Missions

- Navigation
- Flood Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Hydropower
- Recreation
- Support for Others
- Veterans Curation Program
- Formerly Utilized Sites Remediation Action Program (FUSRAP)

Opportunities

- Cannon Refuge Exterior Water, 8(a), Range $1M-$5M, Release 3rd Qtr
- Cannon Pump Station & Gravity Drain, 8(a), Range $1M-$5M, Release 3rd Qtr
- Curation, SBSA, Range $500K-$1M, Release 2nd Qtr
- MPLD Bulkhead Crane Rehab, SBSA, Range $1M-$5M, Release 2nd Qtr

These projects are representative of upcoming acquisitions. For more projects and information, please visit our district websites and see us at Booth #633.
FY15 Opportunities - Memphis

Commander, Memphis
COL Jeffery Anderson

Programs & Projects
James Bodron

Contracting
Priscilla Sweeney

Small Business
Karen Brady

Opportunities

- Relief Wells Birds Point New Madrid, MO, 8(a) SS. Construction Range $500K-$1M
- Commerce BPNM Culvert Replacement, SDVOSB. Range $1M-$5M
- MATOC for Misc Repairs IDIQ, 8(a) Competitive, $1M-$5M
- Midlake Culvert Removal, St Francis Basin, HUBZone SA. Range $250K-$500K
- Potential Unrestricted (Subcontracting Opportunities)—Widen Canal Reservoir, Grand Prairie, AR, >$10M

These projects are representative of upcoming acquisitions. For more projects and information, please visit our district websites and see us at Booth #633.

Missions

- Navigation
- Flood Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Support for Others
FY15 Opportunities - Vicksburg

Missions
- Navigation
- Flood Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Hydropower
- Recreation
- Support for Others

Opportunities

Channel Improvement—
- Stone Bank Paving, HUBZone - Range $1M-$5M
- Wilson Point Dike, Regional Stone MATOC - Range $1M-$5M
- Stone Repairs, Unrestricted - $5M-$10M

These projects are representative of upcoming acquisitions. For more projects and information, please visit our district websites and see us at Booth #633.
FY15 Opportunities - New Orleans

Missions

- Navigation
- Flood Risk Reduction
- Environmental Stewardship
- Emergency Operations
- Regulatory
- Recreation
- Support for Others
- Hurricane & Storm Damage Risk Reduction

Opportunities

- Pre-loads at Structures Tie-ins, SDVOSB, Range $5M-$15M
- 56 Foot Sector Gate, River Side of Empire Lock, HUBZone, Range $15M-$45M
- Point Celeste, Pump Station Fronting & Back Flow Prevention, SDVOSB, Range $5M-$20M
- Wood Park T-Wall, Ramp North and South End, to tie in Highway 23, HUBZone, $15M-$30M

These projects are representative of upcoming acquisitions. For more projects and information, please visit our district websites and see us at Booth #633.
Doing Business with MVD

- Approximately 45% of contracted dollars go to small businesses (i.e., If MVD contracts approximately $1 billion in FY15, then approximately $450,000,000 will be awarded to small businesses.)

- More than 50% of contract actions are less than $150,000 (i.e., MVD’s work is a market where small businesses can be very competitive.)

- We are seeking companies in the following socio-economic categories:
  - Small-Disadvantaged Businesses
  - Woman-Owned Small Businesses
  - Service-Disabled, Veteran-Owned Small Businesses

For more details, come by Booth #633
MVD Small Business Contacts

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**Memphis**
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@usace.army.mil
(901) 544-4146

**Vicksburg**
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@usace.army.mil
(601) 631-5951

**New Orleans**
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@usace.army.mil
(504) 862-2885
Come see us at Booth #633

Thank you!
Great Lakes and Ohio River Division

BG Richard G. Kaiser
Commanding General
Great Lakes and Ohio River Division
10 December 2014
Great Lakes & Ohio River Division

One Division, Two Watersheds

4,200 professionals serving over 58 million people

335,000 square miles; All or parts of 17 states
Civil Works Missions

- Navigation
- Flood Risk Management
- Emergency Response
- Regulatory
- Environmental
- Recreation
- Water Supply
- Hydropower
Military Programs Missions

- Military Construction (MILCON)
- Base Realignment and Closure (BRAC)
- Overseas Contingency Operations (OCO)
- Installation Support
- Environmental/Formerly Used Defense Sites (FUDS)
- Interagency & International Services (IIS)
- Real Estate
- Army and Air Force Reserve Programs
- Armed Forces Recruitment Offices
**Interagency and International Services (IIS)**

- Reimbursable advisory, technical and engineering services in support of a non-DoD customer function or objective

- Technical and process capabilities available to federal, state and local partners:
  - Design and Construction
  - Program and Project Management
  - Engineering and other Scientific Disciplines
  - Planning
  - Environmental Services
  - Disaster Recovery
  - Real Estate
  - Research and Development & Technology Transfer
  - Procurement and Contracting
  - Operations and Maintenance
  - Water Resources
Great Lakes and Ohio River Division

**Recreation**
- 735 Rec Areas
- 83M visits/year
- 37K jobs supported
- $1.8B value added
- 932 Land Acres
- 569 Water Acres

**Emergency Mgmt**
- USACE Power MSC
- 6 LRD PRTs
- 893 OCO positions filled

**Flood Risk Management**
- 83 FRM Dams
- 539 miles of Levees
- $38.5B in Damages Prevented
- 10 to 1 Return on Investment
- Dam Safety Production Center
- National Dam Safety MCX

**Dams:** LRD/USACE
- DSAC I 10/21
- DSAC II 33/103
- DSAC III 49/217

**Navigation**
- 59 Locks And Dams
- 66 Deep Draft Harbors
- 83 Shallow Draft Harbors
- 150 miles of Breakwaters
- 3400 miles waterways
- 259M tons on Ohio River
- 160M tons on Great Lakes
- 10% nation’s energy in Ohio River basin (56 plants)

**Hydropower**
- 10 Plants
- 3.3 million MWHr per year
- 14 privately owned plants + 5 under construction

**Regulatory**
- 10,000+ permits annually
Programs Outlook
(as of 8 Oct 2014)
IIS Program FY10-FY14

$ M

FY10 FY11 FY12 FY13 FY14

[Bar chart showing the funding distribution for IIS Program from FY10 to FY14, with categories for NOAA, USFWS/NPS, TVA, NASA, State/Local Support, USCG/FEMA, USFS, EPA, VA, and DOE.]
Environmental Funding Trends

Military

(FY15 - FY18 projections from FY14 Regional Environmental and Acquisition Management Plan, dated 3 February 2014)
## Small Business Goals and Trends

### Total US Business

<table>
<thead>
<tr>
<th>FY 14 Goal Assigned %</th>
<th>Dollars</th>
<th>FY 14 Goal Achieved %</th>
<th>FY 15 Goal Assigned %</th>
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<tbody>
<tr>
<td>US Business</td>
<td>$1,433M</td>
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### Socio-Economic Category

<table>
<thead>
<tr>
<th>Category</th>
<th>FY 14 Goal Assigned %</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>41.5%</td>
<td>$688.1M</td>
<td>48.0%</td>
<td>41.5%</td>
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<tr>
<td>Small Disadvantaged Business Direct</td>
<td>18.0%</td>
<td>$338.4M</td>
<td>23.6%</td>
<td>19.0%</td>
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<tr>
<td>8(A) Procedures</td>
<td>--</td>
<td>$202.5M</td>
<td>14.1%</td>
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<tr>
<td>Veteran-Owned SB</td>
<td>--</td>
<td>$68.0M</td>
<td>4.8%</td>
<td>--</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned SB</td>
<td>4.5%</td>
<td>$47.6M</td>
<td>3.3%</td>
<td>4.5%</td>
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<tr>
<td>Higher Education</td>
<td></td>
<td>$1.0M</td>
<td></td>
<td></td>
</tr>
<tr>
<td>HBCU/MI</td>
<td>2.5%</td>
<td>$0.0M</td>
<td>0.0%</td>
<td>5.0%</td>
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<tr>
<td>Woman-Owned SB</td>
<td>7.0%</td>
<td>$78.8M</td>
<td>5.5%</td>
<td>7.0%</td>
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<tr>
<td>HUBzone SB</td>
<td>11.0%</td>
<td>$144.6M</td>
<td>10.1%</td>
<td>9.0%</td>
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### Historical Data

<table>
<thead>
<tr>
<th>FY</th>
<th>SB Goal</th>
<th>Achieved</th>
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<tr>
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<td>41.5%</td>
<td>42.6%</td>
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<tr>
<td>2012</td>
<td>43.3%</td>
<td>43.3%</td>
</tr>
<tr>
<td>2011</td>
<td>35.0%</td>
<td>45.5%</td>
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## Top 25 NAICS FY2014

### TOP 25 NAICS - OVERALL

<table>
<thead>
<tr>
<th>Rank</th>
<th>NAICS Description</th>
<th>Value (M)</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Other Heavy and Civil Engineering Const.</td>
<td>$595.4M</td>
<td>41.12%</td>
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<tr>
<td>2</td>
<td>Commercial &amp; Institutional Building Const.</td>
<td>$523.3M</td>
<td>36.14%</td>
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<tr>
<td>3</td>
<td>Engineering Services</td>
<td>$80.4M</td>
<td>5.55%</td>
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<td>4</td>
<td>Remediation Services</td>
<td>$41.2M</td>
<td>2.84%</td>
</tr>
<tr>
<td>5</td>
<td>Roofing Contractors</td>
<td>$21.6M</td>
<td>1.49%</td>
</tr>
<tr>
<td>6</td>
<td>Facilities Support Services</td>
<td>$16.0M</td>
<td>1.11%</td>
</tr>
<tr>
<td>7</td>
<td>Highway, Street, and Bridge Construction</td>
<td>$13.7M</td>
<td>0.95%</td>
</tr>
<tr>
<td>8</td>
<td>Architectural Services</td>
<td>$11.1M</td>
<td>0.77%</td>
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<tr>
<td>9</td>
<td>Fabricated Structural Metal Manufacturing</td>
<td>$10.3M</td>
<td>0.71%</td>
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<tr>
<td>10</td>
<td>Machine Shops</td>
<td>$10.2M</td>
<td>0.71%</td>
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<tr>
<td>11</td>
<td>Power and Communication Line and Related Structures Construction</td>
<td>$8.1M</td>
<td>0.56%</td>
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<tr>
<td>12</td>
<td>Environmental Consulting Services</td>
<td>$6.7M</td>
<td>0.46%</td>
</tr>
<tr>
<td>13</td>
<td>Port and Harbor Operations</td>
<td>$6.5M</td>
<td>0.45%</td>
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<tr>
<td>14</td>
<td>Landscaping Services</td>
<td>$6.3M</td>
<td>0.43%</td>
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<tr>
<td>15</td>
<td>Office Furniture (except Wood) Mfr.</td>
<td>$5.8M</td>
<td>0.40%</td>
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<tr>
<td>16</td>
<td>Industrial Building Construction</td>
<td>$5.0M</td>
<td>0.34%</td>
</tr>
<tr>
<td>17</td>
<td>Plumbing/Heating/Air-Conditioning Contr.</td>
<td>$4.9M</td>
<td>0.34%</td>
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<tr>
<td>18</td>
<td>Janitorial Services</td>
<td>$4.6M</td>
<td>0.32%</td>
</tr>
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<td>19</td>
<td>Site Preparation Contractors</td>
<td>$3.7M</td>
<td>0.25%</td>
</tr>
<tr>
<td>20</td>
<td>Painting and Wall Covering Contractors</td>
<td>$3.3M</td>
<td>0.23%</td>
</tr>
<tr>
<td>21</td>
<td>Water and Sewer Line and Related Structures Construction</td>
<td>$3.3M</td>
<td>0.23%</td>
</tr>
<tr>
<td>22</td>
<td>Surveying and Mapping (except Geophysical)</td>
<td>$3.2M</td>
<td>0.22%</td>
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<td>23</td>
<td>Building Inspection Services</td>
<td>$3.0M</td>
<td>0.21%</td>
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<td>24</td>
<td>Electric Power Distribution</td>
<td>$2.3M</td>
<td>0.16%</td>
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<td>25</td>
<td>Wired Telecommunications Carriers</td>
<td>$2.3M</td>
<td>0.16%</td>
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</tbody>
</table>

### TOP 25 NAICS - SMALL BUSINESS

<table>
<thead>
<tr>
<th>Rank</th>
<th>NAICS Description</th>
<th>Value (M)</th>
<th>Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Commercial and Institutional Building Const.</td>
<td>$286.5M</td>
<td>41.63%</td>
</tr>
<tr>
<td>2</td>
<td>Other Heavy and Civil Engineering Const.</td>
<td>$211.9M</td>
<td>30.79%</td>
</tr>
<tr>
<td>3</td>
<td>Roofing Contractors</td>
<td>$21.6M</td>
<td>3.14%</td>
</tr>
<tr>
<td>4</td>
<td>Remediation Services</td>
<td>$20.7M</td>
<td>3.00%</td>
</tr>
<tr>
<td>5</td>
<td>Engineering Services</td>
<td>$15.5M</td>
<td>2.26%</td>
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<tr>
<td>6</td>
<td>Highway, Street, and Bridge Construction</td>
<td>$11.7M</td>
<td>1.70%</td>
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<tr>
<td>7</td>
<td>Fabricated Structural Metal Manufacturing</td>
<td>$10.3M</td>
<td>1.50%</td>
</tr>
<tr>
<td>8</td>
<td>Machine Shops</td>
<td>$10.2M</td>
<td>1.49%</td>
</tr>
<tr>
<td>9</td>
<td>Facilities Support Services</td>
<td>$10.1M</td>
<td>1.46%</td>
</tr>
<tr>
<td>10</td>
<td>Port and Harbor Operations</td>
<td>$6.5M</td>
<td>0.95%</td>
</tr>
<tr>
<td>11</td>
<td>Landscaping Services</td>
<td>$6.3M</td>
<td>0.91%</td>
</tr>
<tr>
<td>12</td>
<td>Industrial Building Construction</td>
<td>$4.7M</td>
<td>0.68%</td>
</tr>
<tr>
<td>13</td>
<td>Plumbing, Heating &amp; Air-Conditioning Contrs.</td>
<td>$4.4M</td>
<td>0.64%</td>
</tr>
<tr>
<td>14</td>
<td>Site Preparation Contractors</td>
<td>$3.7M</td>
<td>0.54%</td>
</tr>
<tr>
<td>15</td>
<td>Janitorial Services</td>
<td>$3.4M</td>
<td>0.50%</td>
</tr>
<tr>
<td>16</td>
<td>Water/Sewer Line/Related Structures Const.</td>
<td>$3.3M</td>
<td>0.48%</td>
</tr>
<tr>
<td>17</td>
<td>Electrical Contractors and Other Wiring Installation Contractors</td>
<td>$3.0M</td>
<td>0.44%</td>
</tr>
<tr>
<td>18</td>
<td>Building Inspection Services</td>
<td>$3.0M</td>
<td>0.43%</td>
</tr>
<tr>
<td>19</td>
<td>Environmental Consulting Services</td>
<td>$2.6M</td>
<td>0.38%</td>
</tr>
<tr>
<td>20</td>
<td>Power and Communication Line and Related Structures Construction</td>
<td>$1.8M</td>
<td>0.26%</td>
</tr>
<tr>
<td>21</td>
<td>Ship Building and Repairing</td>
<td>$1.8M</td>
<td>0.26%</td>
</tr>
<tr>
<td>22</td>
<td>Security Guards and Patrol Services</td>
<td>$1.8M</td>
<td>0.26%</td>
</tr>
<tr>
<td>23</td>
<td>Surveying and Mapping (except Geophysical)</td>
<td>$1.7M</td>
<td>0.24%</td>
</tr>
<tr>
<td>24</td>
<td>Construction, Mining, and Forestry Machinery and Equipment Rental and Leasing</td>
<td>$1.6M</td>
<td>0.24%</td>
</tr>
<tr>
<td>25</td>
<td>Architectural Services</td>
<td>$1.5M</td>
<td>0.22%</td>
</tr>
</tbody>
</table>
## Top 25 Locations FY2014

### Top 25 Performance Locations – Overall

<table>
<thead>
<tr>
<th>Rank</th>
<th>Location</th>
<th>Revenue</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>ILLINOIS</td>
<td>$262.8M</td>
<td>18.3%</td>
</tr>
<tr>
<td>2</td>
<td>KENTUCKY</td>
<td>$251.3M</td>
<td>17.5%</td>
</tr>
<tr>
<td>3</td>
<td>OHIO</td>
<td>$182.1M</td>
<td>12.7%</td>
</tr>
<tr>
<td>4</td>
<td>CALIFORNIA</td>
<td>$121.4M</td>
<td>8.5%</td>
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<tr>
<td>5</td>
<td>PENNSYLVANIA</td>
<td>$98.4M</td>
<td>6.9%</td>
</tr>
<tr>
<td>6</td>
<td>TENNESSEE</td>
<td>$88.5M</td>
<td>6.2%</td>
</tr>
<tr>
<td>7</td>
<td>NEW YORK</td>
<td>$70.8M</td>
<td>4.9%</td>
</tr>
<tr>
<td>8</td>
<td>MICHIGAN</td>
<td>$51.0M</td>
<td>3.6%</td>
</tr>
<tr>
<td>9</td>
<td>WEST VIRGINIA</td>
<td>$43.6M</td>
<td>3.1%</td>
</tr>
<tr>
<td>10</td>
<td>NEW JERSEY</td>
<td>$33.2M</td>
<td>2.3%</td>
</tr>
<tr>
<td>11</td>
<td>INDIANA</td>
<td>$32.3M</td>
<td>2.3%</td>
</tr>
<tr>
<td>12</td>
<td>MASSACHUSETTS</td>
<td>$26.4M</td>
<td>1.8%</td>
</tr>
<tr>
<td>13</td>
<td>WISCONSIN</td>
<td>$25.0M</td>
<td>1.7%</td>
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<tr>
<td>14</td>
<td>NORTH CAROLINA</td>
<td>$23.4M</td>
<td>1.6%</td>
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<tr>
<td>15</td>
<td>CONNECTICUT</td>
<td>$19.8M</td>
<td>1.4%</td>
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<tr>
<td>16</td>
<td>MARYLAND</td>
<td>$14.4M</td>
<td>1.0%</td>
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<tr>
<td>17</td>
<td>TEXAS</td>
<td>$13.1M</td>
<td>0.9%</td>
</tr>
<tr>
<td>18</td>
<td>DIST. OF COLUMBIA</td>
<td>$12.3M</td>
<td>0.9%</td>
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<tr>
<td>19</td>
<td>ALABAMA</td>
<td>$11.0M</td>
<td>0.8%</td>
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<tr>
<td>20</td>
<td>NEW MEXICO</td>
<td>$7.3M</td>
<td>0.5%</td>
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<tr>
<td>21</td>
<td>MINNESOTA</td>
<td>$6.6M</td>
<td>0.5%</td>
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<tr>
<td>22</td>
<td>GEORGIA</td>
<td>$4.8M</td>
<td>0.3%</td>
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<tr>
<td>23</td>
<td>WASHINGTON</td>
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<td>0.3%</td>
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<tr>
<td>24</td>
<td>VIRGINIA</td>
<td>$3.9M</td>
<td>0.3%</td>
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<tr>
<td>25</td>
<td>FLORIDA</td>
<td>$3.8M</td>
<td>0.3%</td>
</tr>
</tbody>
</table>

### Top 25 Performance Locations – Small Business

<table>
<thead>
<tr>
<th>Rank</th>
<th>Location</th>
<th>Revenue</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>KENTUCKY</td>
<td>$168.3M</td>
<td>24.5%</td>
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<tr>
<td>2</td>
<td>OHIO</td>
<td>$88.5M</td>
<td>12.7%</td>
</tr>
<tr>
<td>3</td>
<td>ILLINOIS</td>
<td>$61.0M</td>
<td>8.9%</td>
</tr>
<tr>
<td>4</td>
<td>CALIFORNIA</td>
<td>$57.1M</td>
<td>8.3%</td>
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<tr>
<td>5</td>
<td>NEW YORK</td>
<td>$49.8M</td>
<td>7.2%</td>
</tr>
<tr>
<td>6</td>
<td>WEST VIRGINIA</td>
<td>$37.4M</td>
<td>5.4%</td>
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<tr>
<td>7</td>
<td>MICHIGAN</td>
<td>$35.8M</td>
<td>5.2%</td>
</tr>
<tr>
<td>8</td>
<td>TENNESSEE</td>
<td>$29.8M</td>
<td>4.3%</td>
</tr>
<tr>
<td>9</td>
<td>INDIANA</td>
<td>$25.7M</td>
<td>3.7%</td>
</tr>
<tr>
<td>10</td>
<td>MASSACHUSETTS</td>
<td>$25.4M</td>
<td>3.7%</td>
</tr>
<tr>
<td>11</td>
<td>NEW JERSEY</td>
<td>$21.5M</td>
<td>3.1%</td>
</tr>
<tr>
<td>12</td>
<td>WISCONSIN</td>
<td>$17.2M</td>
<td>2.5%</td>
</tr>
<tr>
<td>13</td>
<td>MARYLAND</td>
<td>$14.4M</td>
<td>2.1%</td>
</tr>
<tr>
<td>14</td>
<td>PENNSYLVANIA</td>
<td>$13.9M</td>
<td>2.0%</td>
</tr>
<tr>
<td>15</td>
<td>ALABAMA</td>
<td>$10.4M</td>
<td>1.5%</td>
</tr>
<tr>
<td>16</td>
<td>MINNESOTA</td>
<td>$4.5M</td>
<td>0.6%</td>
</tr>
<tr>
<td>17</td>
<td>GEORGIA</td>
<td>$3.3M</td>
<td>0.5%</td>
</tr>
<tr>
<td>18</td>
<td>VIRGINIA</td>
<td>$3.1M</td>
<td>0.4%</td>
</tr>
<tr>
<td>19</td>
<td>FLORIDA</td>
<td>$3.0M</td>
<td>0.4%</td>
</tr>
<tr>
<td>20</td>
<td>CONNECTICUT</td>
<td>$2.9M</td>
<td>0.4%</td>
</tr>
<tr>
<td>21</td>
<td>TEXAS</td>
<td>$2.6M</td>
<td>0.4%</td>
</tr>
<tr>
<td>22</td>
<td>ALASKA</td>
<td>$1.9M</td>
<td>0.3%</td>
</tr>
<tr>
<td>23</td>
<td>COLORADO</td>
<td>$1.7M</td>
<td>0.2%</td>
</tr>
<tr>
<td>24</td>
<td>HAWAII</td>
<td>$1.6M</td>
<td>0.2%</td>
</tr>
<tr>
<td>25</td>
<td>IOWA</td>
<td>$1.0M</td>
<td>0.1%</td>
</tr>
</tbody>
</table>
### Award Type FY2014

#### Overall

<table>
<thead>
<tr>
<th>Award Type</th>
<th>Number of Actions</th>
<th>% Actions</th>
<th>Obligated Amount</th>
<th>% Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blanket Purchase Agreement Orders</td>
<td>130</td>
<td>0.02%</td>
<td>$2.0M</td>
<td>0.01%</td>
</tr>
<tr>
<td>Definitive Contract Awards</td>
<td>1,511</td>
<td>21%</td>
<td>$1.1B</td>
<td>78%</td>
</tr>
<tr>
<td>IDIQ/MATOC Orders</td>
<td>3,719</td>
<td>52%</td>
<td>$319.2M</td>
<td>23%</td>
</tr>
<tr>
<td>Simplified Acquisitions less than $150K</td>
<td>1,291</td>
<td>18%</td>
<td>$36.5M</td>
<td>0.03%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>$1.4 Billion</td>
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</tbody>
</table>
## Award Type FY2014

### Small Business

<table>
<thead>
<tr>
<th>Award Type</th>
<th>Number of Actions</th>
<th>% Actions</th>
<th>Obligated Amount</th>
<th>% Dollars</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blanket Purchase Agreement Orders</td>
<td>104</td>
<td>0.02%</td>
<td>$1.6M</td>
<td>0.01%</td>
</tr>
<tr>
<td>Definitive Contract Awards</td>
<td>872</td>
<td>18%</td>
<td>$459.0M</td>
<td>67%</td>
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<tr>
<td>IDIQ/MATOC Orders</td>
<td>2,666</td>
<td>56%</td>
<td>$196.0M</td>
<td>28%</td>
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<tr>
<td>Simplified Acquisitions less than $150K</td>
<td>1,117</td>
<td>23%</td>
<td>$31.7M</td>
<td>0.05%</td>
</tr>
<tr>
<td>Total</td>
<td>4,759</td>
<td></td>
<td>$688.1M</td>
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</tr>
</tbody>
</table>
IDIQ Breakdown

Architectural Services contracts consist of design services, technical advisor services (peer reviews) and feasibility studies.
- FY15 – 7
- FY20 – 1

Commercial/Institutional Bldg Construction contracts consist of design/build MATOCs.
- FY18 – 11
- FY19 – 5

Engineering Services contracts primarily consist of construction services i.e. design, CMS, V/E and environmental services.
- FY15 – 16
- FY16 – 3
- FY17 – 11
- FY18 – 11
- FY19 – 9

Facilities Support Services contracts consist of operation and maintenance services to include grounds maintenance and cleaning.
- FY15 – 8
- FY16 – 6
- FY17 – 2
- FY18 – 5

Janitorial Services contracts consist of janitorial services to include mowing and maintenance.
- FY15 – 5
- FY16 – 7
- FY17 – 2
- FY18 – 6

Landscaping Services contracts consist of grounds maintenance services to include mowing and cleaning.
- FY15 – 8
- FY16 – 4
- FY17 – 7
- FY18 – 3
### IDIQ Breakdown (cont.)

<table>
<thead>
<tr>
<th>Category</th>
<th>FY15</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Remediation Services</td>
<td>11</td>
<td>2</td>
<td>11</td>
<td>3</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>15</td>
<td>15</td>
<td>11</td>
<td>3</td>
</tr>
<tr>
<td>Environmental Consulting Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Testing Laboratories</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Surveying and Mapping (except Geophysical)</td>
<td>3</td>
<td>5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Roofing Contractors</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Office Administrative Services</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machine Shops</td>
<td>6</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fabricated Structural Metal Manufacturing</td>
<td>5</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Electrical Contractors/Other Wiring Installation</td>
<td>3</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Environmental Consulting Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Remediation Services</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Miscellaneous</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Other Heavy and Civil Engineering Services

Contracts consist of operation and maintenance services to include minor construction.

- FY15: 3
- FY16: 1
- FY17: 2

### Remediation Services

Contracts for environmental remediation services.

- FY16: 3
- FY17: 2
- FY21: 11

### Miscellaneous

Contracts:

- All Other Prof. Scientific/Technical Serv.
- Marketing Research/Public Opinion Polling
- All Other Specialty Trade Contractors
- Mgmt Consulting Serv.
- All Other Support Services
- Other Concrete Product Manufacturing
- Custom Computer Programming Services
- Other Crushed and Broken Stone Mining and Quarrying
- Data Processing, Hosting & Related Serv.
- Plate Work Manufacturing
- General Freight Trucking, Local
- Professional and Management Development Training
- Highway, Street, and Bridge Construction
- Site Preparation Contractors
- Industrial Gas Manufacturing
- Solid Waste Collection

- FY15: 15
- FY16: 15
- FY17: 11
- FY18: 3
### Current Status of the Project

- Right Boat Abutment set 02 Nov 2014
- 4 Paving Blocks set in 2014 LWS
- CG / IWTF (75/25) for FY14 only; (85/15) beginning FY15

### Total Project Cost: $3,098,573,000*

<table>
<thead>
<tr>
<th></th>
<th>CG</th>
<th>IWTF</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY13 Allocation:</td>
<td>$71,856,000</td>
<td>$71,856,000</td>
<td>$143,712,000</td>
</tr>
<tr>
<td>FY14 Allocation:</td>
<td>$124,106,000</td>
<td>$41,606,000</td>
<td>$165,712,000</td>
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<tr>
<td>FY15 Budget:</td>
<td>$136,000,000</td>
<td>$24,000,000</td>
<td>$160,000,000</td>
</tr>
</tbody>
</table>

**Remaining Balance (after FY15):**

- $938,298,000
- $165,582,000
- $1,103,880,000

**Remaining Balance Change From Last Meeting:**

$8,000,000

---

**Funding Overview**

- Original Authorized Cost: $775M
- 902 Limit: TBD **
- ARRA Funding (FY09-11): $29.5M
- EDC/SA: $157.4M / $131.5M
- Mitigation: $16.0M

**Next Steps**

- Set Nav Pass 1 in 2014 Low Water Season (LWS)
- Install Tainter Gate 1 in 2014 LWS

---

**Note:** Cost and Schedule data reflective of the latest Certified Cost Estimate (01 OCT 2013 price levels) completed in JUL 2014.

**Changes**

- Adjustment to FY14 allocation; reprogramming from Lower Mon 2, 3 and 4 L&D.

---

**Current Status of the Project**

- Right Boat Abutment set 02 Nov 2014
- 4 Paving Blocks set in 2014 LWS
- CG / IWTF (75/25) for FY14 only; (85/15) beginning FY15

**902 Limit will be based on latest Certified Cost Estimate**
### Schedule of Remaining Work

<table>
<thead>
<tr>
<th>Schedule of Remaining Work</th>
<th>Design Initiated</th>
<th>Contract Award</th>
<th>Construction Complete</th>
<th>Project Benefits</th>
<th>Capitalized Cost Closeout</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dam</td>
<td>26-Aug-96</td>
<td>28-Jan-04</td>
<td>30-Jun-21</td>
<td>1-Jul-21</td>
<td>30-Dec-21</td>
</tr>
<tr>
<td>Building &amp; Grounds</td>
<td>1-Oct-18</td>
<td>18-Jun-19</td>
<td>30-Apr-21</td>
<td>1-May-21</td>
<td>30-Sep-21</td>
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<tr>
<td>Demolition L&amp;D 53</td>
<td>1-Apr-19</td>
<td>1-Dec-21</td>
<td>1-Oct-23</td>
<td>N.A.</td>
<td>1-Jan-24</td>
</tr>
</tbody>
</table>

**NOTE:** Green highlighted dates are actual dates.
## Locks and Dams 2, 3, and 4, Monongahela River, PA

### Current Status of the Project
- FY2015 Charleroi M22-M27 contractor submittals

### Next Steps
- Charleroi river chamber completion (Base plus Options)

### Funding Overview
- Original Authorized Cost: $556M
- 902 Limit: $1.76B
- ARRA Funding (FY09-FY13): $68.4M
- EDC/SA: $603M / $207M *
- Mitigation: $12M

* $603M includes ALL Engineering & Engineering During Construction

### Changes
- Charleroi River Chamber Completion, Monoliths M-22 to M-27 Award to Joseph B. Fay Company
  - Award Date: August 15, 2014
  - Award Amount: $58,578,541.31

### Notes:
* Cost and Schedule data reflect the FY2015 cost Update & 902 Limit Calculations, Fully Funded
** Change due to reprogramming actions.

### Total Project Cost: $2,733M*

<table>
<thead>
<tr>
<th></th>
<th>ARRA</th>
<th>CG</th>
<th>IWTF</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY13 Allocation:</td>
<td>$1,510,007</td>
<td>$11,093,652</td>
<td>$11,093,652</td>
<td>$23,697,311</td>
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<td>FY14 Allocation:</td>
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<td>$36,336,500</td>
<td>$36,336,500</td>
<td>$72,673,000</td>
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<tr>
<td>FY15 Budget:</td>
<td>NA</td>
<td>$4,516,000</td>
<td>$4,516,000</td>
<td>$9,032,000</td>
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### Remaining Balance:

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<tr>
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<th>$1,046,623,500</th>
<th>$1,046,623,500</th>
<th>$2,093,247,000</th>
</tr>
</thead>
</table>

### Remaining Balance Change From Last Meeting
$2,002,000**
## Schedule of Remaining Work

<table>
<thead>
<tr>
<th>Schedule of Remaining Work</th>
<th>Design Initiated</th>
<th>Contract Award</th>
<th>Construction Complete</th>
<th>Project Benefits</th>
<th>Capitalized Cost Closeout</th>
</tr>
</thead>
<tbody>
<tr>
<td>Charleroi River Wall</td>
<td>1-Oct-95</td>
<td>27-Sep-04</td>
<td>14-Dec-15 S</td>
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<tr>
<td>Charleroi Emptying Basin</td>
<td>1-Oct-95</td>
<td>30-Sep-13</td>
<td>26-Dec-15 S</td>
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</tr>
<tr>
<td>Charleroi River Chamber (M22-M27)</td>
<td>1-Oct-95</td>
<td>15-Aug-14</td>
<td>2018</td>
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<tr>
<td>Charleroi Dam Stilling Basin Extension</td>
<td>1-Oct-95</td>
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<td>Funding + 4 years</td>
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<td>Charleroi River Chamber Completion</td>
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<td>Funding + 7 years</td>
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<td>L/D 3 Removal</td>
<td>TBD</td>
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<td>Funding + 2 years</td>
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<tr>
<td>Dredging</td>
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<td>Municipal Relocations</td>
<td>1-Oct-93</td>
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<td>Funding + 5 years</td>
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<td>Port Perry Bridge Relocation</td>
<td>1-Oct-95</td>
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<td>Funding + 4 years</td>
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<tr>
<td>Charleroi Land Chamber *1</td>
<td>TBD</td>
<td></td>
<td></td>
<td>Funding + 6 years</td>
<td></td>
</tr>
</tbody>
</table>

*1: Over 90% of project benefits can be achieved without constructing the Charleroi Land Chamber
FY15 Opportunities—Buffalo

Business Lines
- IIS
- Environmental, Ecosystem Restoration and HTRW
- Navigation
- Flood Risk Management
- OCO and Emergency Response
- Regulatory

FY 15 Opportunities

- Luckey FUSRAP Remediation, SBSA, $100M Single Award Task Order Contract, Currently advertised on FBO, proposals due 7 Jan 2015

- Shallow Land Disposal Remediation, Unrestricted, Release 3rd / 4th Qtr (Subcontracting Opportunities)

- 7 Separate Dredging Contracts on Lake Erie, SBSAs, Ranges between $500K - $5M. Released between Dec 2014 – May 2015

- Fairport Breakwater Repair, Set aside status TBD, $5M - $10M. Release in 3rd / 4th Qtr

For more projects and information, please visit the Small Business page of our district website.
FY15 Opportunities—Chicago

**District Commander**
COL Christopher Drew

**Programs & Projects**
Roy Deda

**Contracting**
Regina Blair

**Small Business**
(Under Recruitment)

**Business Lines**
- Flood Risk Management
- Coastal Shoreline Protection
- Navigation
- ANS Control
- Ecosystem Restoration
- Emergency Management
- Overseas Contingency Ops
- IIS Program
- Regulatory Support

**FY 15 Opportunities**

- **McCook Reservoir, Final Reservoir General Construction**, TBD, Range >$10M, Release 2nd Qtr
- **McCook Reservoir, Rock Wall General Construction Stabilization**, TBD, Range $1M-$5M, Release 2nd Qtr
- **McCook Reservoir, Instrumentation General Construction**, TBD, Range $250K-$500K, TBD, Release 2nd Qtr
- **Chicago Ship & Sanitary Canal (CSSC) Dispersal Barriers**, Various Electrical Barrier I Exterior TBD, Range $5M-$10M, TBD, Release 3rd Qtr
- **Ravine #8, Lake County, IL, Ecosystem Restoration, 8(a)**, Range $500K-$1M, 4th Qtr

For more projects and information, please visit the Small Business page of our district website.
FY15 Opportunities—Detroit

District Commander
LTC Michael Sellers

Programs & Projects
Scott Thieme

Contracting
(Under Recruitment)

Small Business
(Under Recruitment)

Business Lines
- Navigation / Hydropower
- Environmental Initiatives
- Flood Risk Management
- Regulatory Program
- Emergency Management
- Recreation
- International & Interagency Support / Military Construction
- Overseas Contingency Operations

FY15 Opportunities
- A-E Engineering & Design, Unrestricted, Release 2nd Qtr (Subcontracting Opportunities)
- Surveying & Mapping, SBSA, Release 3rd Qtr
- Environmental Sediment Sampling, 8(a), Release 2nd Qtr
- Dredging MATOC, SB, Release 2nd Qtr
- Soo Area Office– Sustainability Upgrades, Release 3rd Qtr
- Pike River Aquatic Ecosystem Restoration, WI, Release 3rd Qtr.
- Soo Poe & Davis Sluice Gate Replacement, Release 4th Qtr
- St Marys River, MI - Maintenance Dredging, Release 2nd Qtr

For more projects and information, please visit the Small Business page of our district website.
FY15 Opportunities—Huntington

**Business Lines**
- Navigation / Hydropower
- Environmental Initiatives
- Flood Risk Management
- Regulatory Program
- Emergency Management
- Recreation
- International & Interagency Support / Military Construction
- Overseas Contingency Operations

**FY15 Opportunities**
- Water Quality Testing Services IDC, Base + 2 Option Years, NTE $5M, SBSA, Advertise 2nd Qtr FY15
- Surveying & Mapping (2), Base + 2 Option Years, NTE $2.5M each, SBSA, Advertise 3rd Qtr FY16
- Geotechnical & Drilling Services IDC (National contract for USACE Dam Safety MCX) Base + 4 Option Years, NTE $10M, Unrestricted (Subcontracting Opportunities), Advertise 2nd Qtr FY15
- Geospatial Data Mgmt System for Bluestone Dam, WV, Unrestricted (Subcontracting Opportunities), Advertise 2nd Qtr FY15

For more projects and information, please visit the Small Business page of our district website.
FY15 Opportunities—Louisville

District Commander
COL Christopher Beck

Programs & Projects
Steve Durrett

Contracting
Denise Bush

Small Business
Jacque Gee

Business Lines
- Navigation
- Flood & Storm Risk Management
- Aquatic Ecosystem Restoration
- Watershed Planning
- Emergency Management
- Regulatory Program
- Hydropower
- Recreation
- Water Supply
- National PM, USAF Reserve & Army Reserve (Construction)
- National PM, DLA Strategic Materials

FY15 Opportunities
- Family Housing, Rock Island Arsenal, IL, TBD, Release 3rd Qtr (Apr 15)
- Environmental AE IDIQ, Unrestricted (up to 4 contracts), Release 1st Qtr
- Independent Expert Peer Review, Unrestricted (up to 3 contracts), Release 2nd Qtr
- Independent Expert Peer Review, SB/SA (1 contract), Release 2nd Qtr
- TASS Training Center, Ft Lee, VA, TBD, Release 3rd Qtr (May 15)
- Army Reserve Center/AMSA, Fresno, CA, TBD, Release 3rd Qtr (Jun 15) and Army Reserve Center, McGuire-Dix-Lakehurst, NJ, TBD, Release 4th Qtr (Aug 15)
- Troops Battalion Family, Ft Campbell, KY, TBD, Release 2nd Qtr (Mar 15)
- Environmental Restoration Services, SBSA (Up to 7 contracts) and Unrestricted (Up to 7 contracts), Release 3rd Qtr
- Taxiway C East Replacement, WPAFB, OH, TBD, Release 3rd Qtr (Apr 15)
- Consolidated Mission Complex-Phase 1, Robins AFB, GA, TBD, Release 4th Qtr (Sep 15)

For more projects and information, please visit the Small Business page of our district website.
FY15 Opportunities-Nashville

District Commander
LTC John Hudson

Programs & Projects
Mike Wilson

Contracting
Valerie Carlson

Small Business
Roy Rossignol

Business Lines
- Engineering and Construction
- Hydropower
- Navigation
- Recreation
- Regulatory
- Tribal
- Water Management

FY 15 Opportunities
- District-wide Hydropower Construction MATOC (3-4 contractors) SBSA, Release 2nd Qtr
- J Percy Priest Dam Greenway, SBSA, Release 3rd Qtr
- Cheatham Dam Spillway Gate Repairs & Painting, SBSA, Release 4th Qtr
- Center Hill Dam Site Stabilization, SBSA, Release FY16
- Center Hill Dam Roller Compacted Berm Saddle Dam Rehab, Unrestricted, Release 2nd Qtr

For more projects and information, please visit the Small Business page of our district website.
FY15 Opportunities—Pittsburgh

District Commander
COL Bernard R. Lindstrom

Programs & Projects
Lenna Hawkins

Contracting
Anthony Abate

Small Business
Sherrie Plonski

Business Lines
- Flood Damage Reduction
- Water Management
- Ecosystem Restoration
- Emergency Response
- Environmental Restoration
- Infrastructure Rehabilitation
- Navigation
- Recreation
- Regulatory & Permits
- Support for Others

FY15 Opportunities
- Sheraden Park Ecosystem Restoration, Construction, SBSA, Release 3rd Qtr
- Loyalhanna Dam Civil Site Prep, SBSA, Release 3rd Qtr
- ARC Flash Studies, Tygart Lake & Emsworth Lock and Dam, 2 contracts, SBSA, Release 2nd Qtr
- Charleroi River Completion, Unrestricted (Subcontracting Opportunities), Release 2nd Qtr

For more projects and information, please visit the Small Business page of our district website.
Top 5 Marketing Tips for Doing Business with LRD

- Understand the structure and mission of your targeted agency. Know their policies, procedures and restrictions (i.e. mandatory or preferred sources)

- Mine FedBizOpps (FBO) and keep acquisitions “on the radar.” Use keyword searches.
  - Provide your entire team’s capability
  - Provide all information requested
  - List your company as an interested vendor

- Use Federal Procurement Data System (FPDS) for market research (www.fpds.gov)

- Read solicitation packages carefully and understand the requirements, terms and conditions. Refer to the solicitation regarding the submission of questions and/or contact the POC listed. Provide your best price/proposal the first time

- Be aware of the requirements of the USACE Safety Manual, EM 385-1-1 and be able to provide an acceptable accident prevention plan upon award
Outreach Events
Contact SB Specialist for More Details

Great Lakes and Ohio River Division –
SAME – Monthly Meetings
Industry Day – April TBD
Steven.J.Roemhildt@usace.army.mil
http://posts.same.org/cincinnati

Louisville District –
Kentuckiana SAME Post SB
Workshop, Louisville, KY, 3 Feb 15
Jacqueline.R.Gee@usace.army.mil
(http://posts.same.org/Kentuckiana/)

Open House, Louisville, KY, 4 Feb 15
Jacqueline.R.Gee@usace.army.mil
(http://www.lrl.usace.army.mil)

Nashville District –
SB Forum—Back to Business,
Nashville, TN, 11 Mar 15
Roy.Rossignol@usace.army.mil
(http://www.lrn.usace.army.mil)

Pittsburg District –
Dynamic Networking (DYNET) for SB, South,
Fairmont, WV, 2 Apr 15
Sherrie.Plonski@usace.army.mil
(http://www.dynetworking.com)

Huntington District –
SB Conference, Huntington, WV, 12-13 May 15
Deborah.W.Czewski@usace.army.mil
(http://www.lrh.usace.army.mil)

Buffalo District –
DYNET for SB, North, Erie, PA, 18 Jun 15
Sherrie.Plonski@usace.army.mil
(http://www.dynetworking.com)

All Outreach Efforts Are Pending Conference Approval.
Booth #532. 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.

Important Websites:
- System for Award Management:  https://www.sam.gov
- Solicitation Website: https://www.fbo.gov/
- Division Website: http://www.lrd.usace.army.mil/

Small Business Advocates Contact Information:

- Buffalo/Pittsburgh: Sherrie.Plonski@usace.army.mil  (412) 395-7127
- Chicago/Detroit:
  - Huntington: Deborah.W.Czewski@usace.army.mil  (304) 399-5632
  - Louisville: Jacqueline.R.Gee@usace.army.mil  (502) 315-6111
  - Nashville: Roy.Rossignol@usace.army.mil  (615) 736-7569
Thank you!