Welcome to the Naval Facilities Engineering Command Program Briefing

**Moderator:** Capt. William “Bill” Bersson, P.E., F.SAME, USN (Ret.), Vice President, HCR Construction

**Speakers:**
- Scott Crosson, Director, NAVFAC Office of Small Business Programs
- Joseph McGrenra, Assistant Deputy Director, NAVFAC Office of Small Business Programs
NAVFAC Small Business Program & Acquisition Opportunities

2014 SAME Small Business Conference

December 11, 2014

Scott Crosson
Associate Director for Small Business
NAVFAC Mission and Vision

**Mission:** NAVFAC is the systems command that builds and maintains sustainable facilities, delivers utilities and services, and provides Navy expeditionary combat force capabilities

**Vision:** Our expertise enables mission success
Who/What is NAVFAC?

- DoD construction agent
- DoN’s facilities engineering Systems Command (SYSCOM)
- Navy’s expeditionary combat SYSCOM
- Engineering/acquisition command
  - 17,064 civilians, 1,279 military, and 478 contractors*
- Community lead for
  - 7,631 AC/6,674 RC Seabees**
  - 1,289 AC/732 RC CEC officers**
- $11.1B volume of business in 2014

*On-board as of MAR 2014  
**AC On-board as of 31 MAR 2014; RC CEC as of 30 MAR 2014; RC Seabees as of 3 APR 2014
NAVFAC’s FY15 Structural Alignment

- Echelon II
- Echelon III
- Echelon IV

NAVFAC Headquarters

NAVFAC Pacific
- NAVFAC Far East
- NAVFAC Hawaii
- NAVFAC Marianas

NAVFAC Atlantic
- NAVFAC Southwest
- NAVFAC Northwest
- NAVFAC Southeast
- NAVFAC Washington
- NAVFAC Mid-Atlantic
- NAVFAC EURAFSWA

NAVFAC Engineering and Expeditionary Warfare Center

Navy Crane Center

ECH III Commands (4)  ECH IV Commands (9)  ROICCs (25)  PWDs (69)
What NAVFAC Buys

• **Capital Improvements**
  – Construction services
  – Architect & engineering services
  – Design in-house
  – Specialized technical services
  – Ocean engineering

• **Public Works**
  – Facility sustainment
  – Utility & energy management
  – Base operation and maintenance
  – Facility services

• **Asset Management**
  – Real estate
  – Land & installation planning
  – Facilities planning
  – Encroachment management
  – Facilities Integrated logistics support
  – Real property acquisition, management & disposal

• **Environmental**
  – Environmental planning/NEPA
  – Environmental compliance & conservation
  – Environmental restoration
  – Sustainable solid waste management

• **Expeditionary**
  – Civil engineering support equipment
  – Logistics-over-the-shore systems
  – Construction equipment and training
  – Expeditionary IT systems
  – Organizational clothing

### FY14 Contract Actions & Dollars

<table>
<thead>
<tr>
<th>Total Actions:</th>
<th>Total Dollars:</th>
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<tr>
<td>38,592</td>
<td>$8.2B</td>
</tr>
<tr>
<td>SB Actions:</td>
<td>SB Dollars:</td>
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<td>21,694</td>
<td>$3.6B</td>
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# Small Business
## Command Achievements FY 2013 - Present

<table>
<thead>
<tr>
<th>US Prime Awards</th>
<th>FY13</th>
<th>FY14*</th>
<th>FY15*</th>
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<tbody>
<tr>
<td></td>
<td>Eligible = $6.1B</td>
<td>Eligible = $7.1B</td>
<td>Eligible = $622.2M</td>
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<tr>
<td>Target</td>
<td>Dollars</td>
<td>Actual</td>
<td>Target</td>
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<tr>
<td>Small Business (SB)</td>
<td>38%</td>
<td>$3B</td>
<td>49.41%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>9.5%</td>
<td>$585.1M</td>
<td>9.58%</td>
</tr>
<tr>
<td>Service-Disabled Veteran-Owned (SDVOSB)</td>
<td>3%</td>
<td>$361.3M</td>
<td>5.92%</td>
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<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>24%</td>
<td>$1.9B</td>
<td>31.80%</td>
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<tr>
<td>Woman-Owned (WOSB)</td>
<td>7%</td>
<td>$612.9M</td>
<td>10.04%</td>
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</table>

Data from FPDS-NG 12/01/2014.  * FPDS-NG Data Incomplete.
Acquisition Environment

Market

- Military construction workload has decreased
- Operations & maintenance projects are relatively steady with continued emphasis on energy efficiency and security

Product Delivery

- Design-build is primary vehicle (60% target)
- Design-bid-build
- Some in-house design to maintain core technical competencies
- Standard capital improvements evaluation factors in source selections across command

2. Experience  5. Technical Solution
Typical Acquisition Approach

- Small business set-asides – all categories
- Full and open competition
- 8(a) business development program
- Multiple Award Contracts (MACs)
  - Small business reserves within MACs
  - Fair opportunity within MACs
- IDIQ A&E contracts
  - Follow-on task orders are negotiated
- IDIQ construction contracts
  - Paving, roofing, painting, utilities, other specialty trades
- Facility support service contracts
  - Base operating services contracts
  - Vehicle rental, maintenance, custodial, grounds
Business Line Acquisition Strategies

• Capital Improvements Acquisition Strategy
  – Construction/MILCON
    • >$50M: Single contract awards
    • $20M-$50M: MACCs over $100M
    • $4M-$20M: MACCs under $100M
    • <$20M: Small business program MACs
    • <$4M: 8(a) business development program sole source
    • <$150K: Simplified acquisition procedures
  – Design
    • <$15M: Small business program set-asides

• Environmental Acquisition Strategy
  – Multiple award Remedial Action Contracts & Comprehensive Long-term Environmental Action, Navy Contracts
  – Environmental MACs
  – Firm-fixed price initiatives
  – 43% small business target
Public Works Acquisition Strategy

- Facility Support Contracts for Services
  - $3k-$150k: Total small business set-asides – all categories
  - Standalone grounds and custodial contracts: Ability One (JWOD)
- Future guidance scheduled for release at the end of the year
  - Set-aside single-award contracts and multiple-award task order contracts 100 percent for small business concerns
  - Reserve some awards for small business concerns when awarding multiple-award task order contracts and a 100 percent small business set-aside is not appropriate
MILCON Project Solicitation & Award Forecast

http://www.navfac.navy.mil/products_and_services/sb/opportunities/forecasts_opportunities.html

Potential small business opportunities
Acquisition strategies, dollar amount, projected dates

- Updated monthly
- For planning purposes -- See FEDBIZOPS for actual solicitations
MILCON Solicitation/Award Forecast

**FOR PLANNING PURPOSES ONLY**

This list is only intended to be a forecast of possible Military Construction project solicitations and awards. Projects may not be approved, may be cancelled, specifics may vary, and dates may change prior to solicitation and/or award. Projects not appearing on this list may have been solicited and/or awarded.

***See FEDBIZOPS for actual solicitations.***

NOTE: The Project Solicitation Date for projects with Acquisition Method "RFP - BVSS (Two Step)" is the issue date of the 2nd phase of the two phase solicitation. Phase 1 issue date will typically occur 2-3 months prior.

<table>
<thead>
<tr>
<th>FY</th>
<th>P number</th>
<th>Project Name</th>
<th>Activity Name</th>
<th>Design Method</th>
<th>Acquisition Tool</th>
<th>Acquisition Method</th>
<th>Programmed Amount</th>
<th>Projected Solicitation Date</th>
<th>Projected Award Date</th>
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<tr>
<td>2012</td>
<td>3204</td>
<td>UAS SATCOM RELAY PADS AND FACILITY</td>
<td>Z/VARLOCS</td>
<td>Design Bid</td>
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<td>30-06-2015</td>
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<tr>
<td>2012</td>
<td>54</td>
<td>REPLACE VICENZA HIGH SCHOOL</td>
<td>VICENZA ITALY USAI</td>
<td>Design Bid</td>
<td>Build</td>
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<td>$38,632,000</td>
<td>10-05-2016</td>
<td>27-09-2016</td>
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<td>2013</td>
<td>908</td>
<td>INTERMODAL ACCESS ROAD</td>
<td>NAVSUPPACT SOUDA BAY GR</td>
<td>Design Bid</td>
<td>Build</td>
<td>Stand Alone Construction Contract</td>
<td>$4,372,000</td>
<td>09-02-2015</td>
<td>08-10-2015</td>
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<td>2013</td>
<td>960</td>
<td>BAMS OPERATIONAL FACILITIES</td>
<td>NAVSUPPACT BAHRAIN</td>
<td>Design Build</td>
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<td>$32,145,000</td>
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<td>2013</td>
<td>33003</td>
<td>SANITARY SEWER LIFT/PUMP STATION</td>
<td>ROICC LAJES AZORES AF</td>
<td>Design Bid</td>
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<td>2015</td>
<td>77</td>
<td>Missile Warning Facility</td>
<td>NAS SIGONELLA IT</td>
<td>Design Build</td>
<td>MAC - DB</td>
<td>MAC - DB</td>
<td>RFP - BVSS (One Step)</td>
<td>$1,850,000</td>
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<td>2015</td>
<td>330</td>
<td>ENTRY CONTROL POINT</td>
<td>CAMP LEMONNIER DJIBOUTI</td>
<td>Design Bid</td>
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<td>$9,923,000</td>
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<td>2015</td>
<td>1014</td>
<td>DEMO/CONSOLIDATION VEH OPS SHOP, ADMIN &amp; GOV PK LOT (MORON)</td>
<td>SPAIN MORON AB</td>
<td>Design Build</td>
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Long Range Acquisition Forecast

http://www.navfac.navy.mil/products_and_services/sb/opportunities/forecasts_opportunities.html

Potential small business opportunities – current & recompete IDIQ contracts, description, value, start/end dates, POCs

**DISCLAIMER** United States Code Title 15, Sections 637(a)(12)(C) requires the Department of the Navy to request a forecast of expected contracting opportunities for the next and second fiscal years and make the forecast available to small businesses. It is fully the intention to publish the Long Range Acquisition Forecast (LRAF) and updating the information annually. The LRAF contains NAVFAC’s future anticipated spending requirements that are forecast for the coming one fiscal year only. The forecast information is provided in good faith. It does not constitute a public offer or commitment for the Department, in advance of any procurement solicitation. The listing is non-exclusive and

NAYVAC NAVAL: Small Business Deputy: Lisa Roth (806) 474-4554

<table>
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<th>CONTRACTING OFFICE NAME</th>
<th>CONTRACT NUMBER</th>
<th>DESCRIPTION OF AWARD</th>
<th>DESCRIPTION OF REQUIREMENT</th>
<th>NAICS CODE</th>
<th>NAICS DESCRIPTION</th>
<th>DESCRIPTION OF PRODUCTS OR SERVICES</th>
<th>AWARD DATE</th>
<th>ESTIMATED ULTIMATE CONTRACTUAL VALUE</th>
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<th>TYPE OF SET ASIDE</th>
<th>ESTIMATE COMPELETED</th>
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- Updated annually
- Compliance with United States Code Title 15, Section 637(a)(12)(C)
Opportunities – Atlantic (SE)

For additional information, contact: Nelson Smith, (904) 542-6624

- **Replace potable water system**, NAS JRB New Orleans, ~$18M, full & open, sol FY15, Q2
- **Maintenance Center Base Operating Support Contract**, Albany, GA, ~$17.2M/5yrs, SB, sol Q2 FY15
- **Regional Base Operating Support II Contract**, Jacksonville and Mayport, FL, ~$54.5M/5yrs, HUBZone, sol Q3 FY15
- **New Orleans Base Operating Support**, New Orleans, LA, ~$28.1M/5yrs, SB, sol Q4 FY15
- **Kings Bay Base Operating Support I Contract**, Kings Bay, GA, ~$280.2M/8yrs, full & open, sol Q4 FY15

SB program information is for planning and is not a commitment as to method of acquisition.
Opportunities – Atlantic (ML)

For additional information, contact: Joe McGrenra, (757) 341-0092

- **Modernization of Airfield Lighting**, Oceana, VA, $10M-$25M, TBD, sol ~Apr 15 (DBB)
- **HVAC And DDC Facility Optimization**, Norfolk, VA, $5M-$10M, TBD, sol ~Apr 15 (DB)
- **Maintenance Dredging**, Norfolk Naval Shipyard, VA, $1M-$5M, TBD, sol ~Jul 15 (DBB)
- **Security Improvements at NOSC Baltimore**, Mech, PA, $1M-$5M, TBD, sol Jun 15 (DBB)
- **Repair Pool/Fitness Training Facility Bldg 80H**, Great Lakes, IL, $1M-$5M, TDB, sol ~Sep 15 (DB)
- **Pumpwell Repairs DD3**, Portsmouth Naval Shipyard, ME, $5M-$10M, TBD, sol ~Mar 15 (DBB)
- **Replace Exterior Lighting With LED**, MECH, PA, $500K-$1M, TBD, sol ~Mar 15 (DBB)

For additional information, contact: Joe McGrenra, (757) 341-0092

Preliminary information – Check FedBizOpps for actual solicitation announcements.
Opportunities - Pacific

For additional information, contact: Lisa Roth, (808) 472-1045

- **Aircraft Maintenance Hangar Upgrades**, MCB Hawaii, Kaneohe Bay, HI
  ~$32M, full & open, sol ~Mar 15

- **Bldg 67 Repair Windows**, JBPHH, HI, ~$16M, SB MACC, sol ~Jun 15

- **DPRI-GSE Shops, N. Ramp**, NAVSUPACT Anderson, Guam
  ~$22M, SB MACC, sol ~Mar 15

- **DPRI-MWSS Facilities, N. Ramp**, NAVSUPACT Anderson, Guam
  ~$29M, SB MACC, sol ~Mar 15
Opportunities –
Engineering & Expeditionary Warfare Center

For additional information, contact: Ray Brothers, (805) 982-1254

- **Anti-Terrorism Force Protection Program Office Support**, SDVOSB set-aside, ~$20M over 3 years, sol ~Jan 15
- **Reset Repair and Maintenance of Construction Equipment/Generators**, full & open, ~$90M over 5 years, sol ~Jan/Feb 15
- **Barrier, Mooring and Marine Facility Support Services World-wide**, 8(a) MAC, ~$99M over 5 years, sol ~Jan/Feb 15
- **Barriers Sustainment E Coast AND Barriers Sustainment W Coast**, two 8(a) competitive contracts, ~$25M (each over 5 years), sol Feb/Mar 15
- **Critical Power Capabilities (including generators)**, possible SB set-aside, ~$90M (over 5 years), sol ~Apr/May 15
- **Energy Technical Evaluation**, possible SB set-aside, ~$9M over 3 years, sol ~May 15

SB program information is for planning and is not a commitment as to method of acquisition
Friendly Reminders

- Personalized engagements
- Focus on performance
- Register & update profiles
- CPARs count
- Offer solutions
- COMPLETE proposals
- Differentiate & promote CAPABILITIES
- Be persistent but.....
- Know when to move on
- Team for growth
- Start as sub?
- Be realistic about strengths & weaknesses
- Do your homework
- Home elevator speech
- Continuous learning & improvement
- Respond to sources sought
- Influence strategies
- PTACs & SBDCs
- Command SB reps
Help Us Help You!

• NAVFAC values industry input on our acquisition programs and processes
• We welcome your perspectives regarding:
  – Consideration of total ownership costs in facilities/infrastructure source selection evaluations
  – Increasing the number of new 8(a) contractors to support the NAVFAC mission while seeking equitable distribution of sole source 8(a) awards for continued business development and growth of current partners
- SB program info
- SB contacts
- SB achievements
- Opportunities
  - MILCON forecast
  - NAVFAC Contracts with LBs
  - Long range acquisition forecast
- SB directories
  - SDVOSB & WOSB directories
  - LB & SB contract Listings
- Market research process
- Contracting guidelines
- Events calendar

www.navfac.navy.mil/products_and_services/sb.html
We look forward to working with you!
Come see us in Booth 836