Welcome to the

USACE Pacific Ocean Division and South Pacific Division Programs Briefing

**Moderator:** Capt. Bill Grip, P.E., F.SAME, USN (Ret.), Capital Construction Manager, Oregon State University

**Speakers:**
- Brig. Gen. R. Mark Toy, P.E., USA, Commander, USACE South Pacific Division
- Brig. Gen. Jeffrey Milhorn, P.E., USA, Commander, USACE Pacific Ocean Division
U.S. Army Corps of Engineers South Pacific Division

BUILDING STRONG and Taking Care of People with America’s Small Business Community!

2014 SAME Small Business Conference

BG Mark Toy, P.E.
Commanding General
South Pacific Division
December 10, 2014
South Pacific Division Leadership Team

Division Commander

BG Mark Toy, P.E.

Deputy Commander

COL Eric McFadden

Director Programs

Mr. Joe Calcarra, SES

Director Regional Business

Ms. Traci Clever, SES, PMP

Sacramento District Commander

COL Mike Farrell

Los Angeles District Commander

COL Kim Colloton, PMP

Albuquerque District Commander

LTC Pat Dagon

San Francisco District Commander

LTC John Morrow
Contracted Services with South Pacific Division

ENGINEERING SERVICES
- Design
- Survey and Mapping
- Construction Inspection
- Investigations
- Restoration
- Mitigation Planting

ENVIRONMENTAL SERVICES
- Remediation
- Studies
- Refuse
- Investigations
- Restoration
- Mitigation Planting
- Military Munitions
- Energy Sustainability

CONSTRUCTION
- Design/Build
- Dredging
- Navigation
- Levee Repair
- Hangers
- Facility Repairs
- Alterations
- Airfields
- MEGA Projects

BUILDING STRONG®
and Taking Care of People!
Our Region

SOUTH PACIFIC DIVISION

FY15 Procurement Hot Spots
<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Set-aside</th>
<th>Release Date</th>
<th>PM/POC</th>
</tr>
</thead>
<tbody>
<tr>
<td>TEMP Lodging Facility</td>
<td>&gt;$10M</td>
<td>TBD</td>
<td>3rd Qtr</td>
<td>James Tedford 916-557-7153</td>
</tr>
<tr>
<td>N. CA/NV Multiple Installations</td>
<td>$5M-$15M</td>
<td>TBD</td>
<td>3rd Qtr</td>
<td>Various, not yet assigned</td>
</tr>
<tr>
<td>Repair/Refurbishment</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Water Distribution System</td>
<td>&gt;$10M</td>
<td>TBD</td>
<td>4th Qtr</td>
<td>Duane Balch 916-557-7450</td>
</tr>
<tr>
<td>Several new construction</td>
<td>&gt;$10M-$20M</td>
<td>Various SB</td>
<td>3rd Qtr</td>
<td>James Tedford 916-557-7450</td>
</tr>
<tr>
<td>IDIQs for Northern CA</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Several new construction</td>
<td>&gt;$10M-$20M</td>
<td>Various SB</td>
<td>3rd Qtr</td>
<td>CPT McDonald 916-557-7140</td>
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<tr>
<td>IDIQs for Southern CA</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Various Paving IDIQs</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Northern CA</td>
<td>$5M-$10M</td>
<td>TBD</td>
<td>4th Qtr</td>
<td>Peter Broderick 916-557-7430</td>
</tr>
<tr>
<td>Central CA</td>
<td>$1M-5M</td>
<td>TBD</td>
<td>3rd Qtr</td>
<td></td>
</tr>
<tr>
<td>Southern CA</td>
<td>$5M-$10M</td>
<td>TBD</td>
<td>4th Qtr</td>
<td></td>
</tr>
<tr>
<td>Florin Creek Widening</td>
<td>$5M-$10M</td>
<td>TBD</td>
<td>4th Qtr</td>
<td>Marshall Marik 916-557-7698</td>
</tr>
</tbody>
</table>
Sacramento District

Command Team
Commander & District Engineer
COL Mike Farrell

Deputy District Engineer for Project Management
Ms. Tambour Eller

Long-Term Outlook

- Steady CW program $400M+ for 2 decades
- Levee reinforcement, Dam safety focus
- MP subject to fluctuation, anticipate FSRM/IIS growth
- Facility renovation, utilities, installation environmental
- Renewable energy

Flood Risk Reduction

Renewable Energy

Pier Construction
## Los Angeles District FY15 Contract Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Set-aside</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>Debra Ford 213-452-3979</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td>Debra Ford 213-452-3979</td>
<td></td>
</tr>
<tr>
<td>Nellis AFB – F35A, Maintenance Hangar/AMU</td>
<td>$30M – $40M</td>
<td>Unrestricted</td>
<td>2nd QTR</td>
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<tr>
<td></td>
<td></td>
<td>Debra Ford 213-452-3979</td>
<td></td>
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<tr>
<td>Vandenberg AFB – Replace 13th Street Bridge</td>
<td>$20-$20 M</td>
<td>Unrestricted</td>
<td>3rd Qtr</td>
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<tr>
<td></td>
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<td>Debra Ford 213-452-3979</td>
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<tr>
<td>IDIQ Design Build, Multiple Award Task Order Contract (MATOC)</td>
<td>$499M</td>
<td>1-UNR, 1-SB, 1-SDVOSB, 1-8A &amp; 1-HUBZone</td>
<td>2nd QTR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Sandra Oliver-Hall 213-254-3244</td>
<td></td>
</tr>
<tr>
<td>Geotechnical IDIQ</td>
<td>$5M – $10M</td>
<td>Unrestricted</td>
<td>2nd QTR</td>
</tr>
<tr>
<td></td>
<td></td>
<td>James Farley 213-452-3575</td>
<td></td>
</tr>
<tr>
<td>Hydrology &amp; Hydraulic</td>
<td>$1M-$5M</td>
<td>Small Business</td>
<td>2nd QTR</td>
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<tr>
<td></td>
<td></td>
<td>Rene Vermeeren 213-452-3547</td>
<td></td>
</tr>
</tbody>
</table>
Los Angeles District

Command Team
Commander & District Engineer
COL Kimberly Colloton, PMP

Deputy District Engineer for Project Management
Mr. David Van Dorpe, P.E., PMP

Long-Term Outlook

- New Mission Joint Strike Fighter (F35)
- Flood Risk Management & Navigation Works
- Coastal Storm Damage Protection: San Clemente, Encinitas/Solana Beach, Pismo Beach
- Ecosystem Restoration: LA River, Arroyo Secco, Aliso Creek
- Emergency Repair Work: Military Installations/Advanced Measures; Breakwater Repairs
- Facilities, Sustainment, Restoration & Modernization (FSRM) (Air Force, Army & other Agencies)
# Albuquerque District FY15 Contract Opportunities in short-term

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
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<th>Release Date</th>
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</thead>
<tbody>
<tr>
<td>Cannon AFB NM</td>
<td>$5M – $10M</td>
<td>Small Business</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; QTR</td>
</tr>
<tr>
<td>Airman/Family Readiness Facility</td>
<td></td>
<td>Amanda Tapia Pittman</td>
<td></td>
</tr>
<tr>
<td>Cannon AFB NM</td>
<td>$10M – $25M</td>
<td>TBD</td>
<td>TBD</td>
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<tr>
<td>Design Build SOF Squadron Operations Facility</td>
<td></td>
<td>Tom Bueno</td>
<td></td>
</tr>
<tr>
<td>Ft. Bliss, El Paso, TX</td>
<td>$5M – $10M</td>
<td>SB MATOC</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; QTR</td>
</tr>
<tr>
<td>Design Build VA Dental Clinic</td>
<td></td>
<td>Tom Bueno</td>
<td></td>
</tr>
<tr>
<td>Santa Clara, NM</td>
<td>$5M – $10M</td>
<td>SB MATOC</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; QTR</td>
</tr>
<tr>
<td>Gabion Check Structures</td>
<td></td>
<td>Bernadette Armijo</td>
<td></td>
</tr>
</tbody>
</table>

Contact Numbers: 505-342-4825, 505-342-3244, 505-342-3209
Albuquerque District

Command Team
Commander & District Engineer
LTC Patrick J. Dagon

Deputy District Engineer for Project Management
Mr. John D’Antonio Jr., P.E.

Long-Term Outlook

- San Acacia Levee Reconstruction and other Civil Works Levee and Environmental Restoration Projects
- Sustainability, Renovation, and Maintenance on our Air Force Installations (MILCON Declining)
- Post-fire flood support (to include Santa Clara Advanced Measures work)
- Los Alamos NNSA Program (Construction, Design, and Environmental)
- FY15 IDIQs – Civil Works Planning ($9 Million), Surveying ($9 Million), A-E Civil Works ($6 Million)

Cannon Air Force Base – FY15 - STS Squad Ops

Environmental Restoration

Flood and Fire Support

San Acacia to Bosque del Apache Levee Project

Continued Support to Santa Clara Pueblo

National Nuclear Security Administration – Los Alamos

Civil Works Boundary
## San Francisco District FY15
### Contract Opportunities in short-term

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Set-aside</th>
<th>Release Date</th>
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</thead>
<tbody>
<tr>
<td>Dredging</td>
<td>$5M - $10M</td>
<td>TBD</td>
<td>2nd QTR</td>
</tr>
<tr>
<td>Pinole Shoal &amp; Suisun Bay Channel</td>
<td>David Doak</td>
<td>415-503-6730</td>
<td></td>
</tr>
<tr>
<td>Hydraulic &amp; Hydrology &amp; Geomorphology</td>
<td>$5M - $10M</td>
<td>1-SB</td>
<td>2nd QTR</td>
</tr>
<tr>
<td>Hydrographic &amp; Topographic</td>
<td>1-SB</td>
<td>2nd QTR</td>
<td></td>
</tr>
<tr>
<td>Geotechnical &amp; Structural Analysis Design</td>
<td>$5M – $10M</td>
<td>1-SB</td>
<td>2nd QTR</td>
</tr>
<tr>
<td>Civil &amp; Architectural</td>
<td>$5M – $10M</td>
<td>1-SB</td>
<td>2nd QTR</td>
</tr>
<tr>
<td></td>
<td>Joseph Viola</td>
<td>415-503-6883</td>
<td></td>
</tr>
</tbody>
</table>
San Francisco District

Long-Term Outlook

- Dredging requirements are not decreasing
- Initiatives to increase the beneficial reuse of dredging material
- Ecosystem restoration projects are becoming more prevalent
- Further development of renewable energy sources on USACE properties (solar and low flow hydro-turbine generators)
- Increase in partnerships with other Federal Agencies (VA, DoE, GSA, NASA, etc.)
- Maintenance opportunities on our vessels (survey and debris)
- Maintenance and custodial opportunities at our facilities
## South Pacific Division FY 12-14 Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>FY12% Achieved</th>
<th>FY13% Achieved</th>
<th>FY14% Achieved</th>
<th>SB % Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>46.81%</td>
<td>55.50%</td>
<td>60.57%</td>
<td>41.5%</td>
</tr>
<tr>
<td>SDB</td>
<td>30.08%</td>
<td>41.98%</td>
<td>40.77%</td>
<td>19%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>10.13%</td>
<td>15.15%</td>
<td>12.72%</td>
<td>7%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>9.20%</td>
<td>10.79%</td>
<td>12.21%</td>
<td>4%</td>
</tr>
<tr>
<td>Veteran Owned</td>
<td>9.44%</td>
<td>11.09%</td>
<td>10.01%</td>
<td>N/A</td>
</tr>
<tr>
<td>HUBZone</td>
<td>12.52%</td>
<td>8.94%</td>
<td>10.58%</td>
<td>11%</td>
</tr>
</tbody>
</table>

#1 in USACE
BUSINESS OPPORTUNITIES
OPEN HOUSE

San Francisco, Albuquerque & Sacramento
FEB 2015

Los Angeles
OCT 2015

One Stop Service!

Talk to Program Managers!
Key Contracting Contacts

**Principal Assistant Responsible for Contracting (PARC)**
Denver Heath

**Regional Chief of Contracting**
Jim Bartha

**District Chiefs of Contracting**

- LTC Joseph Davis
  Albuquerque
- Daniel Carrasco
  Los Angeles
- Kim Ford
  Sacramento
- Linda Hales
  San Francisco
Key Small Business Contacts

Assistant Director, Regional Small Business Programs

Stan S. Lee, South Pacific Division
Stan.S.Lee@usace.army.mil
(415) 503-6947

District Small Business Specialists

Daniel Curado, Albuquerque District
Daniel.M.Curado@usace.army.mil
(505) 342-3110

Michelle Stratton, Sacramento District
Michelle.d.stratton@usace.army.mil
(916) 557-7641

Mary Spencer, San Francisco and Los Angeles Districts
Mary.E.Spencer@usace.army.mil
(213) 452-3938
Come Meet Us at Booth #226

For more Small Business information

- Solicitation Website:  [www.FBO.gov](http://www.FBO.gov)
- South Pacific Division Website:  [www.spd.usace.army.mil](http://www.spd.usace.army.mil)
Questions?

BUILDING STRONG® and Taking Care of People!
2014 SAME Small Business Conference
Pacific Ocean Division

Jeffrey L. Milhorn, P.E.
Brigadier General
Commander

10 December 2014
POD Key Command Contacts

Division Commander
BG Jeffrey L. Milhorn, P.E. – Pacific Ocean Division

Deputy Commander
LTC Thomas D. Asbery

Directors
Mr. Eugene Ban, Director for Programs
Mr. James Bersson, Director, Regional Business

District Commanders
COL Christopher Lestochi – Alaska District (POA)
LTC Christopher W. Crary – Honolulu District (POH)
COL Bryan S. Green – Far East District (POF)
COL John S. Hurley – Japan Engineer District (POJ)
Key Small Business Contacts

Division Leader, Small Business Program

Ms. Raynette H. Gurney
Raynette.gurney@usace.army.mil
(808) 835-4764

District Small Business Specialists

Ms. Cathy Yoza  Ms. Ivonne Drake
Honolulu District  Alaska District
cathy.yoza@usace.army.mil  Ivonne.drake@usace.army.mil
(808) 835-4020  (907) 753-5576
Key Contracting/PM Contacts

Principal Assistant Responsible for Contracting (PARC)
Mr. Denver Heath

Regional Chief of Contracting
Mr. Alex Lau

Chiefs of Contracting
Mr. Christopher Tew – POA       Mr. David Kam – POF
Mr. Roger (Dave) Williams – POH   Mr. Cash Gordian – POJ

Deputy District Eng for Program and Project Management
Mr. Randy Bowker – POA       Mr. Jon Iwata – POF
Mr. Tony Paresa – POH       Mr. Phillip Hunt – POJ
POD Area of Responsibility

- Division Headquarters
- District Headquarters

About half the earth’s surface,
More than 50% of the world’s population,
Three largest economies,
Most populous nation in the world, the largest democracy, and the largest Muslim-majority nation

Source: PACOM

US Army Corps of Engineers
Pacific Ocean Division
What We Do in the Pacific . . .

Building stability and security –
• Military Construction
• Host Nation Construction
• International & Interagency Support

Making people’s lives better –
• Disaster Preparedness & Response
• Humanitarian Assistance
• Water Resources Development
  – Civil Works
• Regulatory Decisions
• Environmental Stewardship
Pacific Ocean Division
FY 14 Small Business Achievements

<table>
<thead>
<tr>
<th></th>
<th>FY14 SB Goals</th>
<th>FY14 % Obligated w/ SBs</th>
<th>FY14 Dollars Obligated w/ SBs</th>
<th>FY15 SB Goals</th>
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</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>43.3%</td>
<td>60%</td>
<td>$413 Mil</td>
<td>41.5%</td>
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<tr>
<td>Small Disadv Bus</td>
<td>18.0%</td>
<td>44%</td>
<td>$306 Mil</td>
<td>19.0%</td>
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<tr>
<td>Woman-Owned SB</td>
<td>7.0%</td>
<td>2%</td>
<td>$16 Mil</td>
<td>7.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>4.0%</td>
<td>4%</td>
<td>$28 Mil</td>
<td>4.5%</td>
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<tr>
<td>HUBZone</td>
<td>11.0%</td>
<td>8%</td>
<td>$56 Mil</td>
<td>9.0%</td>
</tr>
</tbody>
</table>

Exceeded overall Small Business goal by 28%
Alaska District Small Businesses at Work

“Obstacle Course Upgrade, Joint Base Elmendorf–Richardson, AK”, $519K
Orion Construction, Inc., Service Disabled Veteran Owned Small Business IDIQ

“Buckner Physical Fitness Facility Expansion, Fort Richardson, AK”, $21.8 MIL
Bristol General Contractors, LLC, 8(a) Competitive
Honolulu District Small Businesses at Work

“National Memorial of the Pacific, Honolulu Memorial - Misc Repairs”, Hon, HI, $4 MIL, Trace-Mira LLC – Mentor/Protégé JV, 8(a)

“Repair Castner Substation, Schofield Barracks, HI“ $8 MIL, Atwood Hay, Inc., Woman Owned Small Business

“Renovate Bldg 602, Shipping & Receiving Warehouse, Kwajalein”, $17 MIL, San Juan Construction, SB

“Photo Voltaic System for Pohakuloa Trg Area (PTA), Island of Hawaii”, $2 MIL, Elite Pacific Construction, 8(a)

Building stability and security in the Pacific while making people’s lives better – a great team on the leading edge of the Engineering world.
# POD FY 15 Contract Opportunities

## CONSTRUCTION

### Alaska District

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
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</thead>
<tbody>
<tr>
<td>Clear AFS, AK</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>Emergency Power Plant Fuel Storage</td>
<td>$7-10MIL</td>
<td>DBB 8(A) Set-Aside</td>
<td>1st Qtr</td>
</tr>
<tr>
<td>Eielson, AK</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Eielson Bowling Center</td>
<td>$7-10MIL</td>
<td>DB 8(a) Set-Aide</td>
<td>2nd Qtr</td>
</tr>
<tr>
<td>North Pole, AK</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chena Asphalt Repairs/Sealing</td>
<td>$200K-$500K</td>
<td>8(a) Set-Aside</td>
<td>1st Qtr</td>
</tr>
<tr>
<td>Anchorage, AK</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Joint Base Elmendorf-Richardson</td>
<td></td>
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<tr>
<td>Construct Commercial Vehicle Search</td>
<td>$500K-$1.5MIL</td>
<td>Small Projects IDIQ</td>
<td>2nd Qtr</td>
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<tr>
<td>Anchorage Harbor Dredging</td>
<td>$6-10MIL</td>
<td>Unrestricted</td>
<td>1st Qtr</td>
</tr>
<tr>
<td>Various Locations, AK</td>
<td></td>
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</tr>
<tr>
<td>Small Business-Small Works IDIQ</td>
<td>$40MIL</td>
<td>DB HUBZone</td>
<td>3rd Qtr</td>
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</tbody>
</table>
**POD FY 15 Contract Oppor - Cont’d**

**CONSTRUCTION**

**Honolulu District**

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
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</thead>
<tbody>
<tr>
<td>Fort Shafter, Oahu, HI</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Command and Control Facility (C2F) Ph 2</td>
<td>$50 to $75 MIL</td>
<td>DBB - Unrestricted</td>
<td>FY15</td>
</tr>
<tr>
<td>Command and Control Facility (C2F) Ph 3A</td>
<td>$50 to $75 MIL</td>
<td>DBB - Unrestricted</td>
<td>FY15</td>
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<tr>
<td>Kwajalein Atoll, Republic of the Marshall Islands</td>
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<tr>
<td>Echo Pier Restoration</td>
<td>$50 to $75 MIL</td>
<td>DB - Unrestricted</td>
<td>FY15</td>
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<tr>
<td>Schofield Barracks, Oahu Island, HI</td>
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<td></td>
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</tr>
<tr>
<td>Renovate Bldg 449, 1st, 2nd &amp; 3rd Floors</td>
<td>$10 to $20 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Repair Bldg 556</td>
<td>$1 to $5 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Warehouse Conversion Bldg 2069</td>
<td>$1 to $5 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Upgrade 46 KVA Line Kastner to Mencher Sbstrn</td>
<td>$1 to $5 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Landscape Bldg 750</td>
<td>$50K to $1 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Wheeler Army Air Field, Oahu Island, HI</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Replace PRV, Wiliwili Housing Area</td>
<td>$5 to $10 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Tripler Army Medical Center, Oahu Island, HI</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>PTSD Residential Rehab Facility</td>
<td>$5 to $10 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
<tr>
<td>Endoscopy clinic/Ambulatory Surgery Center</td>
<td>$10 to $20 MIL</td>
<td>TBD</td>
<td>FY15</td>
</tr>
<tr>
<td>Replace Failing Substation and Switchgear</td>
<td>$1 to $5 MIL</td>
<td>SBSA</td>
<td>FY15</td>
</tr>
</tbody>
</table>

*Building stability and security in the Pacific while making people’s lives better – a great team on the leading edge of the Engineering world.*
## POD FY 15 Contract Opport - Cont’d

### ENVIRONMENTAL

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nome Tank Site “E” Removal, Nome, AK</td>
<td>$8-10MIL</td>
<td>8(a) Set-Aside</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>Environmental Remediation Services, Various Locations, Primarily AK</td>
<td>$225MIL</td>
<td>Unrestricted</td>
<td>4&lt;sup&gt;th&lt;/sup&gt; Qtr</td>
</tr>
</tbody>
</table>

### ARCHITECT ENGINEERING

Indefinite Delivery AE Services Contracts for:

<table>
<thead>
<tr>
<th>Service</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>HTRW</td>
<td>$10MIL</td>
<td>SBSA</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>HTRW</td>
<td>$16MIL</td>
<td>Unrestricted</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>Maritime Facility Design &amp; Related Services</td>
<td>$45MIL</td>
<td>Unrestricted</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>Primarily Various Locations, AK</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AE Services Civil Works &amp; Related Projects, Primarily Various Locations, AK</td>
<td>$4MIL</td>
<td>IDIQ-AE</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr</td>
</tr>
</tbody>
</table>

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**POD FY 15 Contract Oppert - Cont’d**

### ENVIRONMENTAL

**Honolulu District**

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Formerly Used Defense Sites – Pacific Region</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Various Projects/Locations include:</td>
<td>$13MIL</td>
<td>IDIQ - SBSA</td>
<td>FY 15</td>
</tr>
<tr>
<td>FUDS Waikoloa RA-C</td>
<td></td>
<td>IDIQ - SBSA</td>
<td></td>
</tr>
<tr>
<td>FUDS Waikane RA-C</td>
<td></td>
<td>IDIQ - SBSA</td>
<td></td>
</tr>
<tr>
<td>FUDS Hospital Dump Site, CNMI RI/FS</td>
<td></td>
<td>IDIQ - SBSA</td>
<td></td>
</tr>
<tr>
<td>FUDS Tanapag Fuel Farm, CNMI RmA-C</td>
<td></td>
<td>IDIQ - SBSA</td>
<td></td>
</tr>
<tr>
<td>FUDS Vaipito Village, Amer Samoa RA-O</td>
<td></td>
<td>IDIQ - SBSA</td>
<td></td>
</tr>
</tbody>
</table>

**Other Pacific Region Initiatives**

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cultural Resources Investigations/Studies</td>
<td>$9.5MIL</td>
<td>IDIQ – SBSA</td>
<td>FY 15 (award)</td>
</tr>
<tr>
<td>Environmental Services (5 yr)</td>
<td>$35MIL</td>
<td>IDIQ – SBSA</td>
<td>FY 15</td>
</tr>
</tbody>
</table>

**Various Locations – Pacific Region**

| AE IDIQ – Electrical | $9.9 MIL capacity | IDIQ –TBD | FY15 |

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Top 5 Tips
Doing Business with POD

- **Seek local partnerships** – Hawaii & Alaska are both difficult markets to penetrate. Local partnerships may help to establish a presence in the market.

- **Recognize logistical challenges** – Remote sites in Hawaii & Alaska present unique challenges. Sometimes the only means of accessing project locations is by water or air. For example, in remote Alaska, the preponderance of the costs of a project can be in logistics.

- **Know the construction seasons** – Alaska’s is short while Hawaii’s is long. Plan ahead to increase the likelihood of success.

- **Highlight subcontracting experience** – Identifying expertise on government projects can add value on your capabilities statement, if you do not have experience via direct awards.

- **Request a debriefing** – If you’re not the successful offeror, a debriefing will help you improve on future proposal packages.
Pod Outreach Events – 2015

- Anchorage, Alaska
  - POA Safety & Health Training Small Business Workshop
    - Mar 2015
  - Alaska Government Contracting & Procurement Conference
    - Apr 2015
  - 8(a) Association National Spring Conference
    - Jun 2015
  - Associated General Contractors, AK Annual Conference
    - Nov 2015

- Honolulu, Hawaii
  - POH Safety & Health Training for Small Business
    - Mar 2015
  - GCA Hawaii Small Business Workshop
    - Apr 2015
  - HIPTAC Veterans Forum & Expo
    - Apr 2015
  - Hawaii State Dept of Transportation SB Conference
    - May 2105
  - DoD Hawaii Small Business Conference
    - Jul 2015

Please find updated events on the Pacific Ocean Division Website:
www.pod.usace.army.mil
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