Welcome to the USACE Transatlantic Division and Northwestern Division Programs Briefing

**Moderator:** Joe Tyler, P.E., Consultant Senior Advisor, Versar

**Speakers:**
- Brig. Gen. Robert Carlson, USA, Deputy Commanding General and Commander (Acting), USACE Transatlantic Division
- Brig. Gen. John Kem, P.E., USA, Commander, USACE Northwestern Division
2014 SAME Small Business Conference
for DOD Engineering, Construction and Environmental Programs

Transatlantic Division Operations

Presenter:
BG Robert D. Carlson
Commanding General
Transatlantic Division

December 2014
TAD Mission

The Transatlantic Division provides design, construction execution and related engineering services to U.S. Central Command and other activities within the CENTCOM area of responsibility to establish the conditions for regional security, stability and prosperity; and on order, support for USACE worldwide contingency operations.
TAD Senior Leaders

BG Robert Carlson
Commanding General

SES Howard Stickley
Program Director

SES Donn Booker
Business Director

COL Richard Heitkamp
Deputy Commander

CSM Roy Ward
Senior Enlisted Advisor
Transatlantic Division Structure

U.S. Army Corps of Engineers

Transatlantic Division

Middle East District

TAM Leadership

COL Vincent Quarles Commander Middle East District

Transatlantic Afghanistan District

TAA Leadership

COL Peter Helmlinger Commander Transatlantic Afghanistan District
USCENTCOM Area of Operations

Construction Projects
Afghanistan: 95
Bahrain: 8
Egypt: 5
Iraq: 8
Jordan: 2
Kuwait: 4
Oman: 1
Pakistan: 2
Qatar: 24
Saudi Arabia: 1
U.A.E.: 5

No current projects
Iran  Kazakhstan
Kyrgyzstan  Lebanon
Syria  Tajikistan
Turkmenistan  Uzbekistan
Yemen

USACE Activities
## FY15 TAD Pre-Award Program

### Pre-Award: 21 @ ~$352M

<table>
<thead>
<tr>
<th>Program/Country</th>
<th>Pre-Award</th>
<th>NOP</th>
<th>PA $M</th>
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<tbody>
<tr>
<td>ANSF</td>
<td></td>
<td>14</td>
<td>$19</td>
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<tr>
<td>MILCON</td>
<td></td>
<td>1</td>
<td>&lt;$50</td>
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<tr>
<td>FMS</td>
<td></td>
<td>5</td>
<td>$133</td>
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<tr>
<td>AIF</td>
<td></td>
<td>1</td>
<td>&lt;$150</td>
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</tbody>
</table>

Data as of 12 Nov 14
TAD -- FY15 Through FY20 Potential Projects

9 ANA – Afghan National Army
- Foam Remediation
  - 9 Locations ($5M - $10M)

5 ANP – Afghan National Police
- Foam Remediation –
  - 5 Locations ($10M - $15M)

Afghanistan Infrastructure Funds
- Construction
  - Northern Electrical Power System (NEPS) Gardez to Khost ($100M - $150M)

Military Construction
- Bahrain:
  - Construction
    - Medical/Dental Clinic (<$50M)

Foreign Military Sales
- Bahrain:
  - Design
    - Infrastructure and Urban Dev. ($5M to $10M)
    - Continued Support of the GCC Rail ($1M - $5M)
    - Water Resources Development ($1M - $5M)
    - Design of Northern Link Roads ($50M - $100M)
    - Transportation Studies ($5M - $10M)

Qatar
- Construction
  - DUK - THAAD & PATRIOT ($100M - $150M)
  - RAS - THAAD & PATRIOT ($100M - $150M)
  - RAS-A PATRIOT Remote Launchers ($50M - $100M)

Foreign Military Sales
- Bahrain:
  - Design
    - Infrastructure and Urban Dev. ($5M to $10M)
    - Continued Support of the GCC Rail ($1M - $5M)
    - Water Resources Development ($1M - $5M)

Saudi Arabia
- Design
  - Full Design of the King Saud Air Base ($50M - $100M)
- Design and Construction
  - General Directorate Military Works $TBD
- Construction
  - King Saud Air Base ($3.5B - $4B)
  - THAAD Missile Tactical Sites ($500M - $750M)
  - Relocation of Eskan Village ($500M - $750M)
  - Saudi Naval Expansion Program ($4B - $4.5B)

Kuwait
- Construction
  - Apache Facilities ($100M - $400M)
  - Perimeter Fence (< $5M)
  - Barracks ($5M - $10M)
  - Navy Base Refurbishment ($100M - $250M)
  - Runway Repairs ($5M - $10M)

40 projects @ ~ $12B
Types of Work – Middle East

- Waterfront development
- Fire protection
- Aircraft operations
- Roads
- Pavements
- Medical facilities
- Fuel facilities
- Contingency Standard Designs
- Power generation
- Border crossing
- Barracks
- Storage facilities
Northern Link Roads

- Transportation/infrastructure corridors connecting New Town to proposed new international airport. Current Estimates put the roads at between $1B-$2B. Serves, as a utility corridor and interchanges along the road to connect to other proposed reclaimed islands (Marsa Al Seef, Narana, and Sea Front Harbor).

- USACE is currently working with the Ministry of Works to define the program for development of the Northern Link Roads.
Al Musanan Airlift Apron, Oman

- Full & open competition
- Magnitude of $20-$30M
- Approximately 170,000 square meters of poured concrete
- Parking spots for 4 C-5 and 10 C-130 aircraft
- 2 truck fill stands
- 6 jet fuel hydrants
Overseas Construction Challenges

- **Base access**
  - Base passes, CACs, search pits, escorts
  - Resident status and resident visas
  - Vehicles and materials/equipment

- **Logistics and support**
  - Ordnance clearance
  - Evacuation plans
  - Contractor mobilization and lay down areas
  - Power/utilities (capacity/type)
  - Medical services unavailable in remote locations
  - Staff housing/transportation sometimes in off-base locations

- **Local sponsorship – host nations’ requirements for registration**
Construction Challenges  (Continued)

- Materials and equipment
  - Local procurements and small purchases
  - Licensing, insurance, disposition

- Physical security
  - Personnel, including subcontractors
  - Job site, including equipment, materials and completed work

- Safety

- Life support - multinational workforce, communications

- Need to be self supporting OCONUS; embassy offices not staffed for support
U.S. Business Opportunities Overseas

- Small businesses should
  - Become familiar with USACE projects overseas
  - Seek partnerships with experienced firms working overseas
  - Become involved with professional organizations

- Contact large businesses working on USACE projects overseas to seek sub-contracting opportunities

- Look to other agencies (State Department, Defense Logistics Agency)

- Monitor overseas embassy websites
Key Contacts

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TAD Regional Contracting Chief
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Project Management

Tom Waters
TAM Deputy for Programs and
Project Management

Carl Stubbert
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LTC Gary Davis
TAA Contracting Chief
COME VISIT OUR BOOTH
Booth #933

Many of our key stakeholders will be waiting to talk with you at our booth. We have more detailed information about our projects at the booth.

- Solicitation Website: www.FBO.gov
- Division Website: www.tad.usace.army.mil
- http://www.tam.usace.army.mil/ for Middle East District Upcoming Projects for FY15
Engineering Excellence!

Questions?
Small Business Conference
Northwestern Division

BG JOHN KEM
Commanding General
Northwestern Division

2014
Northwestern Division Boundaries and Commands

Civil Works

- Puget Sound
- Columbia River Basin
- Omaha District
- Kansas City District
- NWD Military Boundaries
  - Seattle District
  - Omaha District
  - Kansas City District

Military Programs

- NWD Commanders
  - BG John S. Kem
  - COL Andrew Sexton
  - COL Joel Cross
  - COL Jose Aguilar
  - COL John Buck
  - LTC Timothy Vail

- NWD Civil Works
- Military Programs
Northwestern Division Command and Key Contacts

Deputy Commander
COL William Leady

Director, Programs
Dave Ponganis

Dir., Regional Business
Jim Hearn

Small Business
Frank Gutierrez

Chief of Contracting
Julie Anderson
Key Small Business Contacts

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**Walla Walla**
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Types of Opportunities

**Construction**
Barracks/Hangars/Schools
Operations Facilities
Child Development Centers
Hospitals/Medical Facilities
Airfields/Rail Yards
Ranges
Generator/Turbines
Dredging
Jetty Repairs
Fish Ladders
Dam Repairs-Gates/Spillways

**Center(s) of Standardization**
Access Control Points
Chapels/Religious Education Facilities
Family Life Centers
Initial Entry Training Facilities

**Engineering Services**
Planning
Survey and Mapping
Construction Inspection
Engineering Studies
Engineering Design
Cost Engineering
Biological Studies
Request for Proposal Development

**Unique Work**
Hydroelectric Design Center

**Environmental Services**
Remediation
Monitoring
Restoration
Dredging
Doing Business with the Northwestern Division

- Understand Mission & Needs
- Attention to Solicitation & Evaluation
- Provide clear narratives
- Know sub-contractors & past performance experience
- Proof read proposal
- Reflect on lessons learned
Northwestern Division
Small Business Achievements

<table>
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<tr>
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</thead>
<tbody>
<tr>
<td>SB</td>
<td>43.3%</td>
<td>54.75%</td>
<td>43.3%</td>
<td>49.56%</td>
<td>41.5%</td>
<td>46.6%</td>
<td>41.5%</td>
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<tr>
<td>SDB</td>
<td>18.0%</td>
<td>27.07%</td>
<td>18.0%</td>
<td>18.85%</td>
<td>18.0%</td>
<td>22.7%</td>
<td>19.0%</td>
</tr>
<tr>
<td>WOSB</td>
<td>7.0%</td>
<td>6.93%</td>
<td>7.0%</td>
<td>7.34%</td>
<td>7.0%</td>
<td>8.8%</td>
<td>7.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>4.0%</td>
<td>7.64%</td>
<td>4.0%</td>
<td>8.17%</td>
<td>4.5%</td>
<td>5.4%</td>
<td>4.5%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>11.0%</td>
<td>9.41%</td>
<td>11.0%</td>
<td>8.21%</td>
<td>5.5%</td>
<td>8.4%</td>
<td>9.0%</td>
</tr>
</tbody>
</table>
Northwestern Division
FY2014 Small Business Achievements

$2.01B US Business Dollars Obligated
8,261 Actions Generated

<table>
<thead>
<tr>
<th></th>
<th>Actions</th>
<th>% of Actions</th>
<th>Obligated Dollars</th>
<th>% of Dollars</th>
<th>Variance</th>
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<tbody>
<tr>
<td>Small Business</td>
<td>5,544</td>
<td>67.11%</td>
<td>$935,258,314</td>
<td>46.59%</td>
<td>+ 5.1%</td>
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<tr>
<td>Small Disadvantaged</td>
<td>1,808</td>
<td>21.89%</td>
<td>$455,949,081</td>
<td>22.72%</td>
<td>+3.7%</td>
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<tr>
<td>WOSB</td>
<td>1,199</td>
<td>14.51%</td>
<td>$175,797,130</td>
<td>8.76%</td>
<td>+1.8%</td>
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<tr>
<td>SDVOSB</td>
<td>680</td>
<td>8.23%</td>
<td>$109,060,662</td>
<td>5.43%</td>
<td>+ 0.9%</td>
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<tr>
<td>HUBZone</td>
<td>589</td>
<td>7.13%</td>
<td>$168,583,348</td>
<td>8.40%</td>
<td>+2.9%</td>
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</table>
# FY14 Installation Support

SRM: 223 Projects @ $308.8M.

<table>
<thead>
<tr>
<th>FY14 Totals</th>
<th>Award / CWE to Date</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kansas City District</td>
<td>49 @ $123.4M</td>
<td>40 @ $106.9M 86.7%</td>
</tr>
<tr>
<td>Omaha District</td>
<td>61 @ $88.9M</td>
<td>61 @ $88.9M 100.0%</td>
</tr>
<tr>
<td>Seattle District</td>
<td>113 @ $96.5M</td>
<td>113 @ $96.5M 100.0%</td>
</tr>
<tr>
<td>Total</td>
<td>223 @ $308.8M</td>
<td>214 @ $292.3M 94.7%</td>
</tr>
</tbody>
</table>

--- Backup Available Upon Request

Data as of 03-Oct-14

- Last two (2) months of FY14 in SRM work for NWD:
  - Approximately 359 actions
  - Total dollars obligated was approximately $331
  - Approximately 66% of work were Small Projects in support of Joint Base Lewis McChord, Seattle, WA
# FY15 Installation Support

**SRM: 316 Projects @ $310.3M.**

<table>
<thead>
<tr>
<th>FY15 Totals</th>
<th>Baseline / PA Projects</th>
<th>Award / CWE to Date</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kansas City District</td>
<td>13 @ $72.3M</td>
<td>0 @ $0.0M</td>
<td>0.0%</td>
</tr>
<tr>
<td>Omaha District</td>
<td>183 @ $123.0M</td>
<td>0 @ $0.0M</td>
<td>0.0%</td>
</tr>
<tr>
<td>Seattle District</td>
<td>120 @ $115.0M</td>
<td>0 @ $0.0M</td>
<td>0.0%</td>
</tr>
<tr>
<td>Total</td>
<td>316 @ $310.3M</td>
<td>0 @ $0.0M</td>
<td>0.0%</td>
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</table>

--- Backup Available Upon Request

*estimated number of projects for NWO & NWS

Data as of 03-Oct-14

- **Anticipated Execution Issues for FY15 (Awards)**
  - Very rough estimate of projects in FY15.
  - Anticipation of available funding
## FY15 Contract Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Seattle District, WA</td>
<td>$24.0M Capacity</td>
<td>SB Set-Aside MATOC</td>
<td>2Q 2015</td>
<td>Environmental Quality Program Svcs at JBLM and Yakima Training Ctr, WA</td>
</tr>
<tr>
<td>Seattle District, WA</td>
<td>&gt;$10M</td>
<td>SB Set-Aside</td>
<td>2Q 2015</td>
<td>Barracks UEPH at Joint Base Lewis McChord (JBLM), WA</td>
</tr>
<tr>
<td>Seattle District, WA</td>
<td>&gt;$10M</td>
<td>SB Set-Aside</td>
<td>4Q 2015</td>
<td>Company Ops and Tactical Maintenance at Joint Base Lewis McChord (JBLM), WA</td>
</tr>
<tr>
<td>Portland District, OR</td>
<td>$25M Capacity</td>
<td>Unrestricted</td>
<td>2Q 2015</td>
<td>Digital Governor Installation – IDC, Construction</td>
</tr>
<tr>
<td>Portland District, OR</td>
<td>$1.0M – $5.0M</td>
<td>Set-Aside</td>
<td>4Q 2015</td>
<td>Hills Creek Spillway Gate Replacement, Construction</td>
</tr>
</tbody>
</table>
## FY15 Contract Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Portland District, OR</td>
<td>$1.0M - $5.0M</td>
<td>TBD</td>
<td>4Q 2014</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Mouth of the Columbia River Jetty A Rehabilitation, Construction</td>
<td></td>
</tr>
<tr>
<td>Kansas City District, MO</td>
<td>$1.0M - $5.0M</td>
<td>SB Set-Aside</td>
<td>2Q or 3Q 2015</td>
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<tr>
<td></td>
<td></td>
<td>Military: Ft. Riley Sanitary Sewer</td>
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<tr>
<td>Kansas City District, MO</td>
<td>$1.0M - $5.0M</td>
<td>HZ/SB Set-Aside</td>
<td>3Q 2015</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Military: Ft. Riley DLA Y-Yard Paving</td>
<td></td>
</tr>
<tr>
<td>Kansas City District, MO</td>
<td>&gt;$10M</td>
<td>SB Set-Aside</td>
<td>3Q or early 4Q 2015</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Environmental: Pre-Placed Remediation Action Contracts, NWD Boundary and EPA Region 2</td>
<td></td>
</tr>
<tr>
<td>Kansas City District, MO</td>
<td>&gt;$20M</td>
<td>SB Set-Aside</td>
<td>3Q or early 4Q 2015</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Environmental: Regional Brooks Act A-E Contract, NWD Boundary and EPA Region 2</td>
<td></td>
</tr>
</tbody>
</table>
## FY15 Contract Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Walla Walla District, WA</td>
<td>$500K - $1.0M</td>
<td>SB Set-Aside</td>
<td>2Q 2015</td>
<td>Dworshak Fish Hatchery Vacuum Degassing Towers</td>
</tr>
<tr>
<td>Walla Walla District, WA</td>
<td>&gt;$10.0M</td>
<td>Un-Restricted</td>
<td>2Q 2015</td>
<td>LoMo Units #1, Rewind/Linkage/Cavitation Repair &amp; #2 Cavitation Repair</td>
</tr>
<tr>
<td>Walla Walla District, WA</td>
<td>$5.0M – $10.0M</td>
<td>Un-Restricted</td>
<td>2Q 2015</td>
<td>Lower Granite (LLA) Unit #1, BLH Linkage Upgrade</td>
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<tr>
<td>Walla Walla District, WA</td>
<td>&gt;$10M</td>
<td>Un-Restricted</td>
<td>4Q 2015</td>
<td>McNary Turbine Design and Replacement</td>
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<tr>
<td>Walla Walla District, WA</td>
<td>&gt;$10M</td>
<td>TBD</td>
<td>4Q 2015</td>
<td>McNary Exciters Upgrade and Governors Installation</td>
</tr>
</tbody>
</table>
## FY15 Contract Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Contract Type</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Omaha District, NE</td>
<td>&gt;$10M</td>
<td>SDVOSB</td>
<td>3Q 2015</td>
</tr>
<tr>
<td></td>
<td>Construction IDIQ MATOCs</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Omaha District, NE</td>
<td>$1M – 5M</td>
<td>SB Set-Aside</td>
<td>3Q 2015</td>
</tr>
<tr>
<td></td>
<td>Engineering Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Omaha District, NE</td>
<td>$1M – 5M</td>
<td>SB Set-Aside</td>
<td>3Q 2015</td>
</tr>
<tr>
<td></td>
<td>Professional, Scientific, Technical Engineering</td>
<td></td>
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</tbody>
</table>

Check for additional opportunities at our Booth #232

![The Dalles Dam](image)
FY15 Future Outreach Events
Contact Our District SB Program Managers for More Details

- January 7, 2015 - WA PTAC/Portland District Small Business Participation Plan Workshop, Vancouver Library, Vancouver, WA
- February 26, 2015 – Idaho Business Opportunities, Boise, ID
- March 5, 2015 – Alliance Northwest conference, Puyallup, WA
- March 17 & 18, 2015 – DoD Pacific Northwest Regional Council for Small Business Education and Advocacy Training
- April/May 2015 – Oregon Governor’s Marketplace, Salem, OR
Come Visit the Northwestern Division Booth #232

Our Small Business and Acquisition Professionals look forward to speaking with you.