Welcome to NAVFAC Small Business Mega Session

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

*Speakers:*
- Rear Adm. Paula C. Brown, P.E., CEC, USN, Deputy Commander, NAVFAC and Deputy Chief of Civil Engineers
- Scott Crosson, Director, Office of Small Business Programs, NAVFAC
NAVFAC Small Business Program & Acquisition Opportunities

2015 SAME Small Business Conference

November 6, 2015

RADM Paula Brown, P.E., CEC, USN
Deputy Commander & Deputy Chief of Civil Engineers

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
  - 14,972 civilians, 1,240 military, and 312 contractors
- Community lead for
  - 6,954 AC/4,751 RC Seabees
  - 1,317 AC/542 RC CEC officers
- $10B volume of business in 2015

Data as of September 2015
NAVFAC’s FY16 Structural Alignment

Business Lines:
- Public Works
- Asset Management
- Expeditionary
- Contingency Engineering
- Capital Improvements
- Environmental

Support Lines:
- Acquisition
- Financial Management
- Command Information Officer
- Chief Engineer
- Counsel

Functional Areas:
- Business Office
- Inspector General
- Operations/Safety
- Public Affairs Office
- Small Business Programs

NAVFAC Atlantic and Pacific Commanders also serve as Fleet Engineers. Facilities Engineering Commanders are dual-hatted as Regional Engineers.
What NAVFAC Buys

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

• 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

• 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

FY15 Contract Actions & Dollars

<table>
<thead>
<tr>
<th>Total Actions: 36,007</th>
<th>Total Dollars: $7.5B</th>
</tr>
</thead>
<tbody>
<tr>
<td>SB Actions: 20,843</td>
<td>SB Dollars: $3.2B</td>
</tr>
</tbody>
</table>

as of 19 Oct 15 – data incomplete
- Bilateral adjustments (April 2012) require Supplemental Environmental Impact Statement
- SEIS Record of Decision signed Sept 2015
- Over $540M of construction awarded to date
- FY15 National Defense Authorization Act capped Guam funding at: $8.7B
Deploying new renewable energy generation will enhance the DoN’s energy security posture:

- Long-term contracts for RE at a set price provides **cost-stability**

- **Power diversification** to increase the availability of local energy sources

- Locating facilities on-base to provide **physical security**

- **Collaborating with local communities** to provide services in times of disaster or need
1.2 GW of Navy Renewable Energy Projects in Development

**Model 1**
Off-base generation for On-base consumption
(Acquisition: USC/PPA)

**Model 2**
On-base generation for Off-base consumption
(Real Estate: Outgrant)

**Model 3**
On-base generation for On-base consumption
(Acquisition: PPA)
ASHORE CYBER FRAMEWORK

NAVY INDUSTRIAL CONTROL SYSTEMS

PLATFORM NETWORK ENCLAVE

NAVFACT CYBER WORKFORCE:

Subject Mater Expertise:

CyberSafe:

To provide maximum reasonable assurance of a minimized subset of critical networked systems.

Cyber Awareness:

Communicating Cyber Security principles across the Navy to overcome disparate levels of Cyber Awareness.

Malicious View:

Gaining the insight to computer enable and imagine cyber threats across Navy platforms and systems.

TASK FORCE CYBER AWAKENING (TFCA):

BYCISM IS.

Advanced Networking Systems

Access Control Systems

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NAVFAC Small Business Advocacy Across the Map

NAVFAC NORTHWEST N44225
- Stephanie Higgins, Asst. Deputy Director, Silverdale, WA 360-396-0038

Engineering & Expeditionary Warfare Center N39430
- Raymond Brothers, Deputy Director, Port Hueneme, CA 805-982-1254

NAVFAC SOUTHWEST N62473
- Lora Morrow, Asst. Deputy Director, San Diego, CA 619-532-2248
- Robert “Zack” Zaccaria, San Diego, CA 619-532-2375

NAVFAC PACIFIC N62742
- Lisa Roth, Deputy Director, Pearl Harbor, HI 808-472-1045

NAVFAC HAWAII N62478
- Patrick Ompad, Asst. Deputy Director, Honolulu, HI 808-474-4554

NAVFAC MARIANAS N40192
- Albert Sampson, Asst. Deputy Director, Guam 671-339-7090
- Dante Serno, Acting, Guam 671-337-5120

NAVFAC HEADQUARTERS N00025
- Scott Crossen, Director, Washington, D.C. 202-685-9129
- Christy Strong, Program Analyst, Washington, D.C. 202-685-0442

NAVFAC WASHINGTON N40080
- Nola Campbell, Washington, D.C. 202-433-4371

NAVFAC MID ATLANTIC N40085
- Gregory Wynne, Asst. Deputy Director, Norfolk, VA 757-341-0052
- Kimberly Vallone, Camp Lejeune, NC 910-451-2582x5289

NAVFAC ATLANTIC N62470
- Joseph McGrutra, Deputy Director, Norfolk, VA 757-322-4430
- Cynthia Anderson, Norfolk, VA 757-322-8308

NAVFAC SOUTHEAST N69450
- Vacant, Asst. Deputy Director, Jacksonville, FL 904-542-6624
- Dawn Brown, Jacksonville, FL 904-542-6629
Acquisition Environment

Market

• Military construction workload has been trending down
• Operations & maintenance projects are relatively steady with continued emphasis on energy efficiency and security

Product Delivery

• Design-build
• Design-bid-build
• Some in-house design to maintain core technical competencies
• Standard capital improvements evaluation factors in source selections across command

1. Technical Approach
2. Experience
3. Past Performance
4. Safety
5. Technical Solution
6. Energy & Sustainable Design
7. Small Business Utilization
Typical Acquisition Approaches

• 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
    • Anticipated task orders $25M-$50M: MACCs over $100M
    • Anticipated task orders $4M-$25M: MACCs under $100M
    • $150K-$10M: 8(a), HUBZone, SDVOSB, WOSB, or SB MACC
    • $10M-$20M: Small business programs
    • <$4M: 8(a) business development program direct awards
    • <$150K: Simplified acquisition procedures
  – Architect-Engineering
    • Regional - <$15M: Consider small business program set-asides
    • Local - <$10M: Normally set-aside for small business

• Environmental Acquisition Strategy
  – Multiple award Remedial Action Contracts and Comprehensive Long-term Environmental Action Navy contracts
  – Environmental MACs
  – Firm-fixed price initiatives
  – 43% small business target
Business Line Acquisition Strategies

• Public Works Acquisition Strategy
  – Seek to meet or exceed NAVFAC small business goals consistent with market research
  – Facility Support Contracts for Services
    • Long Range IDIQ projections posted on NAVFAC public portal
      https://www.navfac.navy.mil/products_and_services/sb/opportunities/forecasts_opportunities.html
    • Recurring requirements generally follow historical pattern
    • Procure via set-asides when market research shows capability exists

For all NAVFAC Acquisitions
Market Research Drives Acquisition Decisions
**NAVFAC OSBP FY 16 Strategic Objectives**

- Increase command and industry awareness of significant small business regulatory changes through training opportunities and other information exchanges.

- Review and refresh all F-31 small business program management processes.

- Encourage mentor protégé agreements. Assist small business innovation research representatives increase industry knowledge/pursuit of topics important to NAVFAC.

- Leverage opportunities for cost, schedule and productivity gains in small business program operations.

- Prepare for transition to the new small business professional career field.

- Establish a NAVFAC Small Business Advocacy Council of industry representatives to promote outreach, business opportunities, collaboration and program improvements.
## NAVFAC Small Business Command Achievements
### FY 2014 - Present

**Data from FPDS-NG 10/26/2015**

* FPDS-NG data not yet validated

**Proposed to Navy based on elimination of overseas exclusion**

### US Prime Awards

<table>
<thead>
<tr>
<th></th>
<th>FY14</th>
<th>FY15*</th>
<th>Year to Date FY16*</th>
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<tbody>
<tr>
<td></td>
<td>Eligible = $ 7.11B</td>
<td>Eligible = $ 6.35B</td>
<td>Eligible = $ 256.7M</td>
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<tr>
<td><strong>Small Business (SB)</strong></td>
<td>46%</td>
<td>46%</td>
<td>42%</td>
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<tr>
<td>Target</td>
<td>$ 3.60B</td>
<td>$ 3.19B</td>
<td>$ 144M</td>
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<tr>
<td>Dollars</td>
<td>50.60%</td>
<td>50.28%</td>
<td>56.11%</td>
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<tr>
<td>Actual</td>
<td>**</td>
<td>**</td>
<td>**</td>
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<tr>
<td><strong>HUBZone</strong></td>
<td>9%</td>
<td>9%</td>
<td>8%</td>
</tr>
<tr>
<td>Target</td>
<td>$ 752.1M</td>
<td>$ 576.1M</td>
<td>$ 20M</td>
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<td>Dollars</td>
<td>10.57%</td>
<td>9.07%</td>
<td>7.79%</td>
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<tr>
<td>Actual</td>
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<td>**</td>
<td>**</td>
</tr>
<tr>
<td><strong>Service-Disabled Veteran-Owned (SDVOSB)</strong></td>
<td>4%</td>
<td>4%</td>
<td>4%</td>
</tr>
<tr>
<td>Target</td>
<td>$ 527.6M</td>
<td>$ 396M</td>
<td>$ 14.5M</td>
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<tr>
<td>Dollars</td>
<td>7.41%</td>
<td>6.23%</td>
<td>5.68%</td>
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<tr>
<td>Actual</td>
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<tr>
<td><strong>Small Disadvantaged Business (SDB)</strong></td>
<td>24%</td>
<td>24%</td>
<td>23%</td>
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<tr>
<td>Target</td>
<td>$ 2.42B</td>
<td>$ 2.05B</td>
<td>$ 110.4M</td>
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<td>32.42%</td>
<td>43%</td>
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<td>Actual</td>
<td>**</td>
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<td>**</td>
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<tr>
<td><strong>Woman-Owned (WOSB)</strong></td>
<td>7%</td>
<td>7%</td>
<td>6%</td>
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<tr>
<td>Target</td>
<td>$ 688.8M</td>
<td>$ 610.1M</td>
<td>$ 28.3M</td>
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<td>9.68%</td>
<td>9.60%</td>
<td>11.05%</td>
</tr>
<tr>
<td>Actual</td>
<td>**</td>
<td>**</td>
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Contract Listings and Acquisition Forecasts
http://www.navfac.navy.mil/products_and_services/sb/opportunities.html

Current contract listings and acquisition forecasts
POC information for both government and industry

Regional Opportunities – Command specific lists
Subcontracting Opportunities – Potential leads through various lists

For preliminary planning purposes only – see www.fbo.gov for solicitation announcements
For additional information, contact Lisa Roth, (808) 472-1045

- **Medical/dental clinic replacement**, MCB Hawaii, Kaneohe Bay, HI
  $100-250M, full & open, RFP ~1\textsuperscript{st} Q FY16

- **LHD pad conversion & new MV-22 landing pad**, MCB Hawaii, Kaneohe Bay, HI, $10-25M, SB MACC, ~2\textsuperscript{nd} Q FY16

- **Low observable/corrosion control/composite repair shop**, NAVSUPPACT Anderson, Guam, $25-100M, full & open, RFP ~1\textsuperscript{st} Q FY16

- **Pacific Airpower Resiliency south ramp utilities phase 2**, NAVSUPPACT Anderson, Guam, $5-10M, SB MACC, RFP ~2\textsuperscript{nd} Q FY16

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Opportunities – Atlantic

For additional information, contact Joe McGrenra, (808) 472-1045

- **Environmental remedial action MAC**, possible set-aside, $100-250M, RFP ~2nd Q FY16
- **Cultural resources management support MAC**, possible set-aside, $25-100M, RFP ~2nd Q FY16
- **General maintenance and support for Vieques, PR**, possible HUBZone set-aside, $1-5M, RFP ~2nd Q FY16

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Opportunities – Engineering & Expeditionary Warfare Center

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

- **Energy technical evaluation**, possible set-aside, $5-10M over 3 years, RFP ~3rd Q FY16
- **Environmental support contract**, likely unrestricted with subcontracting potential, $100-250M over 5 years, RFP ~2nd Q FY16
- **Staffing/labor contract (electrical/mechanical/ocean engineers and possible administrative personnel)**, possible set-aside, $5-10M over 5 years, RFP ~2nd Q FY16
- **Hyperbaric chambers**, possible set-aside, $10-25M, RFP ~2nd Q FY16

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Opportunities – Mid-Atlantic

For additional information contact Gregory Wynne, (757) 341-0092 or Kim Vallone, (910) 451-2582 X5289

- Demolition of Cape Henry Inn, Hampton, VA, $1-5M, RFP TBD
- Energy-HVAC & DDC facility optimization, Hampton, VA, $5-10M, RFP TBD
- NMC bldg. 2 renovate operating rooms, Hampton, VA, $5-10M, RFP TBD
- NEX main store expansion, Newport, RI, $5-10M, RFP TBD
- Bldg. 239 repair & replace roof, Great Lakes, MI, $1-5M, RFP TBD
- KC130J enlisted aircrew trainer facility, Cherry Point, NC, $1-$5M, RFP TBD
- Energy ground source heat pumps, Albany, GA, $5-10M, RFP TBD

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Opportunities – Washington (DC)

For additional information contact Kyle Beagle, (202)-685-0088

- **Two regional small business multiple award construction contracts (MACCs),** $25-100M, RFP ~2nd Q FY16
- **Regional roofing MACC,** small business set-aside anticipated, $25-100M, synopsis posted, RFP ~2nd Q FY16
- **Regional paving single award IDIQ,** set-aside TBD, $25-200M, RFP ~2nd Q FY16
- **Two regional small business MACCs,** ~$100-250M, RFP ~ 4th Q FY 16
- **8(a) MACC,** $25-100M, RFP ~4th Q FY16

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Opportunities – Southeast

For additional information contact NAVFAC SE, (904) 542-6624

- Repairs to Wharf Alpha, Charleston, SC $1-5M, RFP ~2\textsuperscript{nd} Q FY16
- Repair airfield/runway Forrest Sherman Field, NAS Pensacola, FL, $5-10M, RFP ~3\textsuperscript{rd} Q FY16
- Replace electrical substations, NAS Key West, FL, $1-5M, RFP ~2\textsuperscript{nd} Q FY16
- Renovation of battalion HQ's buildings 119, 120 & 121, CBC Gulfport, MS, $5-10M, RFP ~4\textsuperscript{th} Q FY16
- Replace HVAC systems in multiple buildings, NAS JRB Fort Worth, TX, $1-5M, RFP ~2\textsuperscript{nd} Q FY16

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Opportunities – Northwest

For additional information contact Stephanie Higgins, (360) 396-0038

- **MACC**, possible set-aside open to HUBZone and SDVOSB, $100-250M over 5 years, RFP TBD FY16
- **8(a) MACC**, $25-100M over 5 years, RFP TBD FY16
- **Small business MACC**, $100-250M over 5 years, phase 1 proposals received, planned award ~3rd Q FY17
- **P401 regional ship maintenance facility**, Puget Sound Naval Shipyard, method TBD, $10-25M, RFP ~2nd Q FY16

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Opportunities – Southwest

For additional information contact Lora Morrow, (619) 532-2248

- Wet utilities IV MACC, ~$99M, task order (TO) range ~$300K-$20M, NAICS 237110
- Small business general construction IV MACC, ~$99M, TO range ~$8-15M, NAICS 236220
- Small business general construction MAC, ~$99M, TO range $10 -20M, NAICS 236220
- Dry utilities III MACC, ~$99M, TO range $300K – 20M, NAICS 237110
- Dry utilities IV MACC, ~$99M, TO range ~$300K-$20M, NAICS 237130
- Unrestricted commercial and institutional II MACC, ~$500M, TO range ~$15-50M, NAICS 236220
- Paving III MACC, ~$99M, TO range ~$100K-$5M, NAICS 237310
- HUBZone/SDVOSB general construction MACC II, ~$240M, TO range $3 – 9M, NAICS 236220
- Fire protection III MACC, ~$50M, TO range $2K – 7M, NAICS 238220
- Waterfront III MACC, ~$240M, TO range $50K – 15M, NAICS 237990

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Friendly Reminders for Small Businesses

- Focus on performance
- CPARs count

- Register & update profiles
- Offer solutions
- Differentiate & promote CAPABILITIES

- Personalized engagements
- Do your homework
- Home elevator speech
- Continuous learning & improvement

- FBO
- SAM
- NECO
- DSBS

- Start as sub?
- Team for growth
- Be persistent but......
- Know when to move on

- PTACs & SBDCs
- Command SB reps

- Influence strategies
- Respond to sources sought

- Be realistic about strengths & weaknesses
Considerations for Large Businesses

• Assess small business subcontracting opportunities in early acquisition planning
• Manage eSRS
  – Meaningful remarks to address failures and plans to achieve goals
  – Timely review and acknowledgement of sub-reports
• Maintain robust outreach efforts
• Participate in DoD’s mentor protégé program
• Explore small business teaming & joint venture arrangements
• Demonstrate good faith efforts – deliberate approaches
• Performance counts – CPARS and future source selections
• Leverage DoD’s investments in applicable SBIR technologies
Questions?

We look forward to working with you!
Please visit us at booth 538

NAVFAC Office of Small Business Programs – Gateway to Opportunities!
http://www.navfac.navy.mil/products_and_services/sb.html