USACE: Pacific Ocean Division and South Pacific Division Briefings

**Moderator:** Joseph Tyler, Versar Inc.

**Speaker:**
- Brig. Gen. Jeffrey L. Milhorn, P.E., USA, Commander, Pacific Ocean Division, USACE
- Brig. Gen. Richard “Mark” Toy, P.E., USA, Commander, South Pacific Division, USACE
2015 SAME Small Business Conference
Pacific Ocean Division

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

5 November 2015
Building stability and security in the Pacific while making people’s lives better – a great team on the leading edge of the Engineering world.
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Regional Chief of Contracting
Mr. Alex Lau

Chiefs of Contracting
Mr. Christopher A. Tew – POA          Ms. Lisa C. Billman - POF
Ms. Marilyn Clark - POH                LTC Arthur A. Pack - POJ

Deputy District Eng for Program and Project Management
Mr. Randy Bowker - POA                Mr. Jon Iwata - POF
Mr. Tony Paresa - POH                 Mr. Raymond J. McNeil - POJ
What We Do in the Pacific . . .

MISSION STATEMENT
Pacific Ocean Division delivers sustainable and resilient engineering solutions, in collaboration with our Indo-Asia-Pacific partners, to promote regional security, responsible development, and disaster risk reduction and response capabilities.

- **SET THE JOINT THEATER FORCE**
  - Military Construction
  - Host Nation Construction
  - Sustainment, Restoration, & Modernization

- **ENABLE ALLIANCES & PARTNERSHIPS**
  - Humanitarian Assistance Program
  - Partner Nation Capacity Building
  - International HA/DR Response

- **SUPPORT THE HOMELAND**
  - Civil Works
  - Domestic Interagency Support
  - Disaster Preparedness & Response
  - Military Contingency
  - Environmental Stewardship
  - Regulatory Decisions
  - Real Estate
LONG-TERM OUTLOOK

- New Mission Joint Strike Fighter (F35) Eielson AFB
- New Mission Long Range Discrimination Radar (LRDR) Clear AFS
- Coastal Erosion: Village Relocation/Environmentally Threatened Communities
- Arctic Deep Draft Study and Craig Harbor
- PACOM Security Assistance
- Facilities, Sustainment, Restoration & Modernization (FSRM) (Air Force, Army & other Agencies)

Building stability and security in the Pacific while making people’s lives better – a great team on the leading edge of the Engineering world.
## ALASKA DISTRICT FY16 Contract Opportunities

<table>
<thead>
<tr>
<th>Location</th>
<th>Value</th>
<th>Set-Aside</th>
<th>Release Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eielson AFB, Repair Central Heat</td>
<td>$25M – $100M</td>
<td>Unrestricted</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
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<tr>
<td></td>
<td>Power Plant Boiler Phase 3</td>
<td></td>
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<tr>
<td>Eielson AFB, F-35A Flight Simulator</td>
<td>$25M – $100M</td>
<td>Unrestricted</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>Eielson AFB, F-35 Alt Squad Operations</td>
<td>$3M – $8M</td>
<td>SB-Set Aside</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>Eielson AFB, Repair Alpha &amp; Bravo</td>
<td>$3M – $8M</td>
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<tr>
<td></td>
<td>Row Aprons Phase A</td>
<td></td>
<td></td>
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<tr>
<td>Fort Greely, AK Physical Readiness</td>
<td>$5M – $10M</td>
<td>SB-Set Aside</td>
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<tr>
<td></td>
<td>Training Facility</td>
<td></td>
<td></td>
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<tr>
<td>Clear AFS, UMMC Long Range Discr.</td>
<td>$1M – $5M</td>
<td>SB-Set Aside</td>
<td>2&lt;sup&gt;nd&lt;/sup&gt; Qtr</td>
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<td></td>
<td>Radar-Construction Free Zone</td>
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<tr>
<td>IDIQ, Small Projects</td>
<td>$25M – $100M</td>
<td>HUBZone</td>
<td>1&lt;sup&gt;st&lt;/sup&gt; Qtr</td>
</tr>
<tr>
<td>Defense Logistics Agency Energy</td>
<td>$1M – $5M</td>
<td>8(a) Set Aside</td>
<td>TBD</td>
</tr>
<tr>
<td>Maintenance Dredging, Various Locations</td>
<td>$20M – $25M</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>Environmental, Air Force, Army, FUDS</td>
<td>$70M – $75M</td>
<td>TBD</td>
<td>TBD</td>
</tr>
</tbody>
</table>
Honolulu District

CDR & District Engineer
LTC, Christopher W. Crary

Deputy District Engineer for Project Management
Mr. Tony J. Paresa, PE

Long-Term Outlook

- USARPAC Mission Command Facility (MCF), Fort Shafter, HI
- Various Complete Building Renovation Projects, Schofield Barracks, HI
- Company Operations Facilities (COFS), Schofield Barracks, HI
- Replace Defense Logistics Agency (DLA) Fuel Tanks, Kwajalein Atoll
- Family Housing Improvements, Kwajalein Atoll
- Maintenance Dredging, HI
- Military Munitions Response (MMR), Various Locations, HI

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BUILDING STRONG®
# HONOLULU DISTRICT FY16
## Contract Opportunities

<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><strong>Fort Shafter, Oahu, HI</strong></td>
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<tr>
<td>Repair Building 520</td>
<td>$5M - $10M</td>
<td>SB-Set Aside</td>
<td>2(^{nd}) QTR</td>
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<tr>
<td>Repair Building T-118</td>
<td>$1M - $5M</td>
<td>TBD</td>
<td>4(^{th}) QTR</td>
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<tr>
<td><strong>Schofield Barracks, Oahu, HI</strong></td>
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<tr>
<td>Medical/Dental Clinic Parking Structure</td>
<td>$10M - $25M</td>
<td>Unrestricted</td>
<td>1(^{st}) QTR</td>
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<tr>
<td>Renovate Bldg 155, 1(^{st}) to 3(^{rd}) Floors, Quad B</td>
<td>$15M - $25M</td>
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<td>1(^{st}) QTR</td>
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<tr>
<td>Repair Bldg 556</td>
<td>$5M - $10M</td>
<td>SB-Set Aside</td>
<td>1(^{st}) QTR</td>
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<tr>
<td>Medical/Dental Clinic Additions</td>
<td>$50M - $100M</td>
<td>Unrestricted</td>
<td>2(^{nd}) QTR</td>
</tr>
<tr>
<td>Renovate Bldg 452, 1(^{st}) to 3(^{rd}) Floors, Quad D</td>
<td>$15M - $25M</td>
<td>SB-Set Aside</td>
<td>4(^{th}) QTR</td>
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<tr>
<td><strong>Wheeler Army Airfield, Oahu, HI</strong></td>
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<td></td>
</tr>
<tr>
<td>Repair Bldg 107, 1(^{st}) Floor</td>
<td>$5M - $15M</td>
<td>SB-Set Aside</td>
<td>4(^{th}) QTR</td>
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<tr>
<td><strong>Joint Base Pearl Hickam, Oahu, HI</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>F22 Fighter Alert Facility</td>
<td>$25-$50M</td>
<td>Unrestricted</td>
<td>4(^{th}) QTR</td>
</tr>
<tr>
<td><strong>Pohakuloa Training Area, Island of Hawaii</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Repair North and South Drainage</td>
<td>$1M - $5M</td>
<td>Unrestricted</td>
<td>4(^{th}) QTR</td>
</tr>
<tr>
<td>Repair Overhead Electrical Lines</td>
<td>$5M - $10M</td>
<td>Unrestricted</td>
<td>4(^{th}) QTR</td>
</tr>
<tr>
<td><strong>USAG-Kwajalein, Republic of Marshall Islands</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pier Restoration, Echo Pier</td>
<td>$50M - $75M</td>
<td>Unrestricted</td>
<td>2(^{nd}) QTR</td>
</tr>
</tbody>
</table>
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 – FY16

- Anchorage, Alaska
  - Associated General Contractors, AK Annual Conference  Nov 2015
  - Alaska Government Contracting & Procurement Conference  Apr 2016
  - 8(a) Association National Spring Conference  Jun 2016

- Honolulu, Hawaii
  - POH Workshop for New Contractors  19 Nov 2015
  - POH Safety & Health Training for Small Business  Dec 2015
  - GCA Hawaii Small Business Workshop  Apr 2016
  - Hawaii State Dept of Transportation SB Conference  May 2106
  - DoD Hawaii Small Business Conference  Jul 2016

Please find updated events on the Pacific Ocean Division Website:

www.pod.usace.army.mil
ANY QUESTIONS? PLEASE VISIT US AT POD BOOTH NO. 902

Solicitation Website:  www.FBO.gov
Division Website:  www.pod.usace.army.mil
Facebook:  https://www.facebook.com/PODCorps

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BUILDING STRONG®

Building stability and security in the Pacific while making people’s lives better –
a great team on the leading edge of the Engineering world.
Small Business Overseas

  - SBA to review/revise Small Business goaling guidelines

- OCONUS contracts
  - Excluded from Small Business goals
    - Contracts associated with Contingency Operations
    - Contracts associated with Status of Forces Agreements
  - Included in Small Business goals
    - Contracts pursuant to restricted competition
    - Contracts associated with Humanitarian or Peacekeeping Operations

- Currently, no changes to FAR
- Visit us at POD Booth No. 902
# Pacific Ocean Division

## FY 15 Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>FY15 SB Goals</th>
<th>FY15 % Obligated w/SBs</th>
<th>FY15 Dollars Obligated w/ SBs</th>
<th>FY16 SB Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>41.5%</td>
<td>50%</td>
<td>$204 Mil</td>
<td>TBD</td>
</tr>
<tr>
<td>Small Disadv Bus</td>
<td>19.0%</td>
<td>36%</td>
<td>$149 Mil</td>
<td>TBD</td>
</tr>
<tr>
<td>Woman-Owned SB</td>
<td>7.0%</td>
<td>3%</td>
<td>$12 Mil</td>
<td>TBD</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>4.5%</td>
<td>4%</td>
<td>$18 Mil</td>
<td>TBD</td>
</tr>
<tr>
<td>HUBZone</td>
<td>9.0%</td>
<td>5%</td>
<td>$19 Mil</td>
<td>TBD</td>
</tr>
</tbody>
</table>

- **Exceeded overall Small Business goal by 8.5%**

Building stability and security in the Pacific while making people’s lives better – a great team on the leading edge of the Engineering world.
BUILDING STRONG and Taking Care of People with America’s Small Business Community!

2015 SAME Small Business Conference

BG Mark Toy, P.E.
Commanding General
South Pacific Division
November 5, 2015
South Pacific Division Leadership Team

Division Commander
BG Mark Toy, P.E.

Deputy Commander
COL Eric McFadden

Director Programs
Mr. Joe Calcara, SES

Director Regional Business
Ms. Traci Clever, SES, PMP

Sacramento
District Commander
COL Mike Farrell

Los Angeles
District Commander
COL Kirk Gibbs

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
Our Region

SOUTH PACIFIC DIVISION

FY16 Procurement Hot Spots

Large SPD Opportunity
**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**

- MILCON projects on Cannon and Holloman AFB
- Post-fire flood support (to include Santa Clara Advanced Measures work)
- Los Alamos National Labs Program (Construction/Design/Environmental)
- FY16 A-E IDIQs – Vertical Design (3 IDIQs- $9.5M/ea)
- Sustainability, Renovation, and Maintenance on our Air Force Installations

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**Civil Works Boundary**

**Continued Post-Fire Support to Santa Clara Pueblo**

**Holloman Air Force Base Medical/Dental Clinic**

**National Nuclear Security Administration Los Alamos National Laboratories**

**Environmental Restoration**
Los Angeles District

Command Team
Commander & District Engineer
COL Kirk Gibbs

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

- New Mission Joint Strike Fighter (F35)
- Flood Risk Management & Navigation Works
- Coastal Storm Damage Protection: Pismo Beach
- Ecosystem Restoration: LA River, Arroyo Secco, Aliso Creek
- Emergency Repair Work: Military Installations/Advanced Measures
- Facilities, Sustainment, Restoration & Modernization (FSRM) (Air Force, Army & other Agencies)
San Francisco District

Long-Term Outlook

- We are now involved in Military Construction
- Dredging requirements are not decreasing very much
- Ecosystem restoration projects are becoming more prevalent
- Initiatives to increase the beneficial reuse of dredging material
- Further development of renewable energy sources on USACE properties (solar and low flow hydro-turbine generators)
- Increase in partnerships with other Federal Agencies
  - (DoE, GSA, NASA, etc.) – Especially the VA!
- Maintenance opportunities for our facilities/equipment
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
## South Pacific Division FY 13-15 Small Business Achievements

<table>
<thead>
<tr>
<th>Category</th>
<th>FY13% Achieved</th>
<th>FY14% Achieved</th>
<th>FY15% Achieved</th>
<th>SB % Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>55.50%</td>
<td>60.57%</td>
<td>47.79%</td>
<td>41.5%</td>
</tr>
<tr>
<td>Small Disadvantage Business</td>
<td>41.98%</td>
<td>40.77%</td>
<td>33.52%</td>
<td>19%</td>
</tr>
<tr>
<td>Woman Owned</td>
<td>15.15%</td>
<td>12.72%</td>
<td>9.5%</td>
<td>7%</td>
</tr>
<tr>
<td>Service Disabled Vets</td>
<td>10.79%</td>
<td>12.21%</td>
<td>5.19%</td>
<td>4%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>8.94%</td>
<td>10.58%</td>
<td>6.64%</td>
<td>9%</td>
</tr>
</tbody>
</table>

### Highlights
- **Small Business** exceeded FY16 GOALS with 41.5% goal achievement.
- **Small Disadvantage Business** achieved 33.52% goal.
- **Woman Owned** reached 9.5% goal.
- **Service Disabled Vets** met 5.19% goal.
- **HUBZone** accomplished 6.64% goal.

**EXCEED FY16 GOALS**
BUSINESS OPPORTUNITIES OPEN HOUSE

San Francisco 2/15/15
Sacramento 2/24/15
Albuquerque 2/26/15
Los Angeles 4/8/15

Albuquerque 10/8/15
Los Angeles 10/14/15
San Francisco 10/22/15
~ FUTURE ~

BUSINESS OPPORTUNITIES OPEN HOUSE

Sacramento 11/10/15
San Francisco 3/10/16
Albuquerque 3/16/16
Sacramento 4/26/16
Los Angeles (Phoenix) 3/17/16

- Training on bid proposals
- Debriefs
- You got the contract... what's next?
- Contractor Performance Assessment Reporting System (CPARS) instruction
- Contract Closeout

BOOH 2.0!
Key Contracting Contacts

Principal Assistant Responsible for Contracting (PARC)
Denver Heath

Regional Chief of Contracting
Jim Bartha

District Chiefs of Contracting

Leslie Molina
Albuquerque

Daniel Carrasco
Los Angeles

Kim Ford
Sacramento

Linda Hales
San Francisco
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Michelle Stratton, Sacramento District
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(916) 557-7641

Mary Spencer, San Francisco and Los Angeles Districts
Mary.E.Spencer@usace.army.mil
(213) 452-3938
Come see us at Booth #907

- Solicitation Website:  [www.FBO.gov](http://www.FBO.gov)
- South Pacific Division Website:  [www spd.usace.army.mil](http://www.spd.usace.army.mil)
BUILDING STRONG and Taking Care of People!

Questions?