International Business Opportunities: SOUTHCOM

Sponsored by SAME International Committee

Moderator:
• Melanie Barber, CENTCOM Vice Chair

Speakers:
• Colonel Chuck Samaris, Command Engineer, US SOUTHCOM
• Julie Walton, Chief of Mobile District's LATAM PM Branch, Interagency and International Services Southeast US, Latin American & Caribbean Region South Atlantic Division, US Army Corps of Engineers
• Donald L. Maconi, P.E., Contingency Engineer (CE) Program Manager and NAVFAC LnO to USSOUTHCOM NAVFAC Southeast
• Mr. Manuel Saenz, Deputy to the Commander, 410th Contracting Support Brigade
THE OVERALL CLASSIFICATION OF THIS BRIEF IS: UNCLASSIFIED
A Diverse Region

• Area of Responsibility (AOR)
  – 1/6th of earth’s surface (7.2M mi² of land)
  – 31 countries
  – 15 Dependencies & Areas of Special Sovereignty

• Demographics
  – 476+ million people
  – 170+ million Portuguese speakers
  – 45+ million indigenous peoples

• Economics
  – 9 of 19 U.S. FTAs include AOR nations
  – ~ 10% of U.S. trade
  – ~ 30% of U.S. energy imports
  – > $38 billion in remittances

• Cultural Ties
  – U.S. has the 2nd largest Spanish-speaking population in the world (37 million people)
  – Estimated U.S. will be 30% Hispanic by 2050

Latin America, the Caribbean, and the U.S. share common interests and security concerns.
Global Transnational Criminal Activity

TCO annual proceeds are estimated at nearly $650 billion. Less than 1% of global illicit financial flow is being frozen or seized.
Cool Work Downrange...

Solar System – CN Operations Center - Cayo Miskitos, Nicaragua

Hybrid System – Naval Air Station - Punta Coco, Panama

Hybrid System – Naval Operations Center – Calabash Caye, Belize

Emergency Operations Center (EOC) and Disaster Relief Warehouse (DRW) – Tacna, Peru
PROGRAMS and PROJECTS

• MILCON
  - FY17 – MIGOPS Infrastructure (NAVSTA GTMO)
  - FY19 – Barracks (Soto Cano AB, HND)
  - FY19 – Maintenance Hangar (Soto Cano AB, HND)

• Minor MILCON
  - Barracks Upgrade – Mocoron, Honduras (Repair)
  - Pave Perimeter Road – Soto Cano AB, Honduras (Construction)
  - Renovate Hangar – Homestead ARB, Florida (Repair)
  - MLO Office Expansion – Ladyville, Belize (Design)
  - Multi-Purpose Team House - Puerto Barrios, Guatemala (Repair)
  - And…much more…

• Operational Energy
  - Sustainable solutions for US and PN operational locations
  - Design, construction and/or equipment procurement
United States Southern Command

This is an informational briefing and the content is continuously changing. The charts are designed for discussion at time of presentation, not as stand-alone representation of official USSOUTHCOM policies or positions.
USACE Opportunities in Latin America and the Caribbean

Julie Walton
Chief, OCONUS Interagency and International Services Branch
Mobile District
April 6, 2016
Latin America and the Caribbean

Interagency & International / Support for Others Program

Belize

Peru

Honduras

Colombia

Trusted Partners Delivering Value, Today and Tomorrow
What Does USACE Buy?

- Master Planning & Project Planning and Design
- Construction Management Services
- Engineering, Design, Management, and Inspection Services
- Dredging
- Operations and Maintenance (Levees; Locks; Dams; Canals; Bridges)
- Contingency & Disaster Response & Recovery
- Environmental Management & Services
- Real Estate Services
- Cost Engineering / Government Estimates
- Value Engineering
- Coastal Storm Damage Reduction
- Modeling
- Independent Technical Review
TOP TEN NAICS CODES – FY15

1. 236220 - Commercial & Institutional Building Construction – 48.08%
2. 237990 - Other Heavy & Civil Engineering Construction – 27.24%
3. 541330 - Engineering Services – 5.76%
4. 562910 - Remediation Services – 5.02%
5. 561210 - Facilities Support Services – 3.31%
6. 237120 - Oil and Gas Pipeline and Related Structures Construction – 1.68%
7. 335312 - Motor & Generator Manufacturing – 0.92%
8. 541370 - Surveying and Mapping (except Geophysical) Services – 0.69%
9. 238160 - Roofing Contractors – 0.66%
10. 541310 - Architectural Services – 0.51%
Mobile District

Support to Central and South America
FY 16 Dollars Projected
By Location
Total $47M

Legend
Country
$ value in thousands
Percentage of overall

Dollars by Americas

Projects by Americas

Trusted Partners Delivering Value, Today and Tomorrow
Multiple Award Task Order Contracts

- Central America – Awarded May 2015, Amount NTE $35M, Base plus two option years
  - W91278-15-D-0048, Eterna S.A., Km 1 Carretera a Occidente, San Pedro Sula, Honduras
  - W91278-15-D-0049, Bonatti Ingenieros Y Arquitectos, 18 Calle 8-48 Zona 14, Guatemala City, Guatemala
  - W91278-15-D-0050, Palgag Building Technologies, Kibutz Gash, Israel

- South America – Awarded March 2013, Amount NTE $49M, Base plus four option years
  - W91278-13-D-0009, Seobra LTDA, Carrera 16A No86A-15 Office 101, Bogota, Colombia
  - W91278-13-D-0010, EEII, Carrera 48 #98-57, Bogota, Colombia
  - W91278-13-D-0011, Palgag Building Technologies, Kibutz Gash, Israel
  - W91278-13-D-0012, Partenon, Miguel Grau N 1380, Tarapoto, Peru
  - W91278-13-D-0013, Prokosol S.A., Calle 97 #23-60 Office 201, Bogota, Colombia
  - W91278-13-D-0014, Serrano Proano, Tamayo 1025 y Lizardo Garcia, Quito, Ecuador

**District Team**

**Commander & District Engineer:**
COL Jon Chytka

**Deputy District Engineer for Project Management:**
Mr. Pete Taylor

**Deputy Commander for LATAM:**
LTC Humberto Boppell

**Chief of Contracting:**
Mr. Jeffrey Burgess

**Chief of Small Business:**
Ms. Linda Spadaro
(251) 690-3597

**Mobile Commander**

**Small Business Chief**
Linda Spadaro

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**Successes**

**AFTAC Building**
- **Who:** Hensel-Phelps
- **Magnitude:** $160M
- **Where:** Patrick AFB, Florida

**Demo Hangars ERDC**
- **Who:** A-Rock (8a)
- **Magnitude:** $400k
- **Where:** ERDC, Vicksburg, Ms

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**Opportunities**

**Name of Project:** A-E BUILDER
- **When:** 1 June 2016 est.
- **Magnitude:** $150M
- **Type:** Up to 7 awards all Unrestricted
- **Location:** District and Division AOR

**Name of Project:** A-E Planning and Design (Civil)
- **When:** 3rd Qtr
- **Magnitude:** $46M
- **Type:** MATOC Unrestricted, 8(a), WOSB
- **Location:** District and Division AOR

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[Link](http://www.sam.usace.army.mil/BusinessWithUs/SmallBusiness.aspx)
NAVIGATING A DISTRICT’S SB WEBSITE
EXAMPLE: MOBILE DISTRICT (SAM)


Upcoming Solicitations

NAICS – 541330 for all AE, $14M size standard except surveying and mapping.

- A-E Environmental Services, Unrestricted, $250M (Contract Pool), Advertise 4th Qtr 14 (REAT)
- A-E Environmental Services, Small Business Set Aside, $99M (Contract Pool), Advertise 4th Qtr 14 (REAT)
- A-E Environmental Planning Services, 8 Unrestricted @ $5M ea, 4 Small Business Set Asides @ $2.5M each, $50M, Advertise 1st Qtr FY 15.
- A-E Military Design, Unrestricted & Small Business Set Aside, $45M, Advertise 1st Qtr 15
## SAM – A/E Opportunities

<table>
<thead>
<tr>
<th>Project Title</th>
<th>Project Location</th>
<th>Projected Advertise Date</th>
<th>Type Work</th>
<th>Estimated Award Value</th>
<th>Set-Aside Category</th>
<th>NAICS</th>
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</thead>
<tbody>
<tr>
<td>BUILDER</td>
<td>US</td>
<td>1 Jun 2016</td>
<td>AE IDIQ</td>
<td>$150m</td>
<td>UR</td>
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<tr>
<td>Cost Estimating</td>
<td>US</td>
<td>2nd Qtr FY 16</td>
<td>&quot;</td>
<td>$10m</td>
<td>$5m UR $5m SBSA</td>
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<tr>
<td>Water and Wastewater Treatment</td>
<td>US</td>
<td>2ND Qtr FY 16</td>
<td>AE IDIQ</td>
<td>$10m</td>
<td>$6M SBSA $4M Unrestricted</td>
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<tr>
<td>NAMRU-6 AE Laboratory Planning &amp; Design</td>
<td>Peru</td>
<td>3rd Qtr FY16</td>
<td>AE IDIQ</td>
<td>$10m</td>
<td>UR &amp; SBSA shared capacity</td>
<td>541330</td>
</tr>
<tr>
<td>Project Title</td>
<td>Project Location</td>
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<tr>
<td>AE Civil Design Services</td>
<td>US</td>
<td>3rd Qtr FY 16</td>
<td>AE IDIQ</td>
<td>$46m</td>
<td>$28m UR $10m SBSA, $4m 8a, $4m EDWOSB</td>
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<tr>
<td>MEDCOM Lab &amp; Research AE Design</td>
<td>Worldwide</td>
<td>3rd Qtr FY 16</td>
<td>AE IDIQ</td>
<td>$30m</td>
<td>$30m UR &amp; SBSA shared capacity</td>
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<td>AE Surveying/Mapping JABLTCX</td>
<td>US</td>
<td>2nd Qtr 16</td>
<td>AE IDIQ</td>
<td>$10m</td>
<td>$9.5m UR $500k SBSA</td>
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<td>AE Env Planning Services for AMC</td>
<td>US</td>
<td>2nd Qtr FY 16</td>
<td>AE IDIQ</td>
<td>$10m</td>
<td>$9m UR $1m SBSA</td>
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## SAM – Construction Contracts

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<tr>
<th>Project Title</th>
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<th>Projected Advertise Date</th>
<th>Type Work</th>
<th>Estimated Award Value</th>
<th>Set-Aside Category</th>
<th>Procurement Method</th>
<th>NAICS</th>
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<tbody>
<tr>
<td>Military Construction</td>
<td>Mobile and SAD</td>
<td>1st Qtr FY 17</td>
<td>D-B</td>
<td>$249m</td>
<td>UR, SBSA, 8(a), SDVOSB, Hub zone</td>
<td>RFP - MATOC Conduct Market Research 2nd Qtr FY 16</td>
<td>236220</td>
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<tr>
<td>Military Construction</td>
<td>“</td>
<td>“</td>
<td>D-B</td>
<td>$46m SATOCS (4)</td>
<td>SBSA</td>
<td>RFP Market Research 2nd Qtr FY 16</td>
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# SAM – Construction Contracts

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<th>Procurement Method</th>
<th>NAICS</th>
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<tbody>
<tr>
<td>MEDCOM Design/Build</td>
<td>US</td>
<td>1st Qtr FY 17</td>
<td>Construction</td>
<td>$900m</td>
<td>$740m UR $80m SDVOSB $80m 8(a)</td>
<td>RFP-MATOC</td>
<td>236220</td>
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<tr>
<td>South American DB</td>
<td>South America</td>
<td>Sources Sought Closed Feb 24, 2016</td>
<td>Construction</td>
<td>$125m</td>
<td>UR</td>
<td>RFP-MATOC</td>
<td>236220</td>
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<tr>
<td>NAMRU-6 Minor Repairs</td>
<td>Peru</td>
<td>3rd Qtr</td>
<td>Construction</td>
<td>$10m</td>
<td>UR</td>
<td>RFP-SATOC</td>
<td>236220</td>
</tr>
</tbody>
</table>
Pending LATAM Acquisitions

- $225M MATOC Solicitation – Central America (base + 4 option years)
  - Closed - Selection in progress

- $125M MATOC Solicitation – South America (base + 4 option years)
  - Closed - Selection in progress

- NAMRU-6 procurements, Peru
  - Single Award Task Order Contract for small construction and repair (under $300k per requirement) for Naval medical laboratory
  - AE contract for Naval medical laboratory studies and design
  - “C” contract for construction of Lab Support Building, Lima
Support to Puerto Rico and the Caribbean
MILITARY / INTERAGENCY AND INTERNATIONAL SERVICES
OCONUS

Haiti

USAID – NORTH PORT
USAID – DUMAY DAM
USAID – FEEDER RURAL ROADS
USAID – ECAM

DOMINICAN REPUBLIC

Caribbean Sea

DOMINICA
ST. LUCIA
ST. VINCENT & THE GRENADINES
GRENADA

INTERNATIONAL

USOUTHCOM
MILITARY / INTERAGENCY AND INTERNATIONAL SERVICES BRANCH
Fiscal Years 2011-2016 Funds Obligated

BUILDING STRONG
Trusted Partners Delivering Value, Today and Tomorrow

*FY15 – FY16 Projected; all other Fiscal Years reflect actual funding
Reimbursable includes International, Interagency, and Military O&M Navy Dredging
Fiscal Years 2011 – 2014, $ amounts are in millions

$ Millions

- Total
- REIMBURSABLE
- MIL OMA
- MILCON ARMY
- MILCON DOD
- FUDS
- MIL OM NAVY

DERP-FUDS
Pinecastle Jeep Range

USAID-Haiti
North Haiti Port
**District Team**

**Commander & District Engineer:**

COL Al Dodd

**Deputy District Engineer for Project Management:**

Mr. Dave Hobbie

**Deputy Commander:**

MAJ (P) Mark Himes

**Chief of Contracting:**

Mr. Carlos Clarke

**Chief of Small Business:**

Ms. Elizabeth (Beth) Myers

(904) 232-1150

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**Successes**

**Custodial Services for U.S. Armed Forces Recruiting Stations**

Who: XCEL Engineering (SDVOSB)  
Magnitude: $167K  
Location: Throughout Florida

**Bartram Island Dredge Material Management Area Cell Raising and Cross Dike Construction**

Who: Herve Cody Contractor (HUBZone/SDVOSB)  
Magnitude: $26.6M  
Location: Jacksonville, Florida

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**Opportunities**

**Name of Project – Design Build-General Construction**

When: 3rd Quarter  
Magnitude: $45M SATOC  
Type: 8(a) Competitive Florida  
Location: Florida

**Name of Project – Mile Point Navigational Training Wall Removal and Replacement**

When: 3rd Quarter  
Magnitude: $25M - $50M  
Type: Unrestricted RFP  
Location: Duval County, Florida

**Name of Project – Indian River Lagoon South, C-44 Reservoir and Stormwater Treatment Area**

When: 2nd Quarter  
Magnitude: $100M - $250M  
Type: Unrestricted RFP  
Location: Martin County, Florida

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**THE DISTRICTS**

**JACKSONVILLE DISTRICT (SAJ)**

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**Military AOR**

**Civil Works AOR**

Puerto Rico & US Virgin Islands

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**Trusted Partners Delivering Value, Today and Tomorrow**

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Project Title</th>
<th>Project Location</th>
<th>Projected Award Date</th>
<th>Contract Identifier</th>
<th>Type of Work</th>
<th>Estimated Award Value</th>
<th>Contracting Tool Used</th>
<th>Contracting Tools Comments</th>
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<tbody>
<tr>
<td>2015</td>
<td>REAT - Environmental Remediation Services</td>
<td>South Atlantic Division</td>
<td>14-Nov-14</td>
<td>OTHCONVC</td>
<td>SERVICES</td>
<td>R(6)</td>
<td>RFP</td>
<td>MATOC Total pool capacity $230m Max Pool Size - 6 To be awarded by Savannah District</td>
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<tr>
<td>2016</td>
<td>REAT - Environmental Consulting Services</td>
<td>South Atlantic Division</td>
<td>31-Jan-15</td>
<td>OTHCONVC</td>
<td>SERVICES</td>
<td>R(6)</td>
<td>RFP</td>
<td>MATOC Total pool capacity $50m Max Pool Size - 4 To be awarded by Savannah District</td>
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<tr>
<td>2015</td>
<td>REAT - Military Munitions Response Program</td>
<td>South Atlantic Division</td>
<td>2-Feb-15</td>
<td>OTHCONVC</td>
<td>SERVICES</td>
<td>R(6)</td>
<td>RFP</td>
<td>MATOC Total pool capacity $40m Max Pool Size - 4 To be awarded by Savannah District</td>
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<tr>
<td>2015</td>
<td>REAT - AE Services</td>
<td>South Atlantic Division</td>
<td>11-Jul-14</td>
<td>OTHCONVC</td>
<td>AERVCS</td>
<td>SBSA</td>
<td>ADG</td>
<td>Brooks Act Total pool capacity NTE $159m Max Contracts - 6 To be awarded by Mobile District</td>
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<tr>
<td>2016</td>
<td>REAT - AE Services</td>
<td>South Atlantic Division</td>
<td>3-Nov-14</td>
<td>AERVCS</td>
<td>AERVCS</td>
<td>UNR</td>
<td>Brooks Act Total pool capacity NTE $240m Max Contracts - 9 To be awarded by Mobile District</td>
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<tr>
<td>2015</td>
<td>REAT - Environmental Remediation Services</td>
<td>South Atlantic Division</td>
<td>16-Mar-15</td>
<td>OTHCONVC</td>
<td>SERVICES</td>
<td>SBSA</td>
<td>RFP</td>
<td>Total pool capacity NTE $180m Max Contracts - 5 To be awarded by Jacksonville District</td>
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<tr>
<td>2015</td>
<td>REAT - Environmental Consulting Services</td>
<td>South Atlantic Division</td>
<td>16-Mar-15</td>
<td>OTHCONVC</td>
<td>SERVICES</td>
<td>HUBZone</td>
<td>RFP</td>
<td>Total pool capacity NTE $50m Max Contracts - 4 To be awarded by Jacksonville District</td>
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<tr>
<td>2015</td>
<td>REAT - Environmental Consulting Services</td>
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<td>30-Mar-15</td>
<td>OTHCONVC</td>
<td>SERVICES</td>
<td>SBY058</td>
<td>RFP</td>
<td>Total pool capacity NTE $30m Max Contracts - 4 To be awarded by Charleston District</td>
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Useful Links
Federal Business Opportunities
FY15 Fiscal Year Forecast
<table>
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<tr>
<th>District</th>
<th>Project Title</th>
<th>Project Location</th>
<th>Projected Advertise Date</th>
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<th>Set-Aside Category</th>
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<tbody>
<tr>
<td>SAJ</td>
<td>Water Control Structure Indian Prairie (IP-1 &amp; IP-2)</td>
<td>Herbert Hoover Dike, FL</td>
<td>01 May 16</td>
<td>Civil Construction 237990</td>
<td>$25M-$100M</td>
<td>UNR</td>
<td>RFP</td>
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<tr>
<td>SAJ</td>
<td>Water Control Structure Indian Prairie (IP-3)</td>
<td>Herbert Hoover Dike, FL</td>
<td>01 Jun 16</td>
<td>Civil Construction 237990</td>
<td>$10M-$25M</td>
<td>TBD</td>
<td>RFP</td>
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<tr>
<td>SAJ</td>
<td>Reach 1 Cut-Off Wall Gap Closure – Palm Beach County</td>
<td>Herbert Hoover Dike, FL</td>
<td>01 Jul 16</td>
<td>Civil Construction 237990</td>
<td>$10M-$25M</td>
<td>TBD</td>
<td>RFP</td>
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<tr>
<td>SAJ</td>
<td>Construction of DMMA</td>
<td>Martin County, FL</td>
<td>15 Apr 16</td>
<td>Civil Construction 237990</td>
<td>$5M-$10M</td>
<td>SB Program TBD</td>
<td>RFP</td>
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<tr>
<td>SAJ</td>
<td>C-38 Reach 2 Backfill Contract 10</td>
<td>Kissimmee River, FL</td>
<td>01 Apr 166</td>
<td>Civil Construction 237990</td>
<td>$10M-$25M</td>
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<td>RFP</td>
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<tr>
<th>District</th>
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<td>SAJ</td>
<td>JAX Harbor Deepening Contract A</td>
<td>Duval County, FL</td>
<td>TBD</td>
<td>Dredging</td>
<td>$25M-$100M</td>
<td>UNR</td>
<td>IFB</td>
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<td>SAJ</td>
<td>Design Build Roof Replacement SATOC</td>
<td>FL</td>
<td>08 Mar 16</td>
<td>Construction</td>
<td>$25M</td>
<td>WOSB</td>
<td>RFP W912EP 16R0001</td>
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<td>SAJ</td>
<td>Complete HVAC Replacement, Bldg 794</td>
<td>NAS Jacksonville, FL</td>
<td>01 Apr 16</td>
<td>Construction</td>
<td>$1M-$5M</td>
<td>SDVOSB</td>
<td>RFP</td>
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<td>SAJ</td>
<td>DLA Bldg Design Build - Window, Replacement repair/paint ext</td>
<td>NAS Jacksonville, FL</td>
<td>01 May 16</td>
<td>Construction</td>
<td>$10M-$25M</td>
<td>SB Program TBD</td>
<td>RFP</td>
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<td>SAJ</td>
<td>C-111 Contract 8a Flow way Berms, Roadway, Weirs Modifications</td>
<td>Dade County, FL</td>
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<td>Civil Construction</td>
<td>$10M-$25M</td>
<td>SB Program TBD</td>
<td>IFB</td>
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<tr>
<td>SAJ</td>
<td>Topographic/Hydrographic Surveying</td>
<td>FL</td>
<td>01 Jul 16</td>
<td>A-E Services 541370</td>
<td>Multiple Award $3.1M</td>
<td>SDVOSB/SBSA</td>
<td>Brooks Act</td>
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<tr>
<td>SAJ</td>
<td>Topographic/Hydrographic Surveying</td>
<td>OCONUS</td>
<td>2nd Qtr FY16</td>
<td>A-E Services 541370</td>
<td>Multiple Award $3.1M</td>
<td>TBD</td>
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<tr>
<td>SAJ</td>
<td>Remote Sensing</td>
<td>FL</td>
<td>Jan 2016</td>
<td>A-E Services 541370</td>
<td>Multiple Award $2,250M</td>
<td>SBSA</td>
<td>Brooks Act Under evaluation</td>
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## Regional Environmental Acquisition Tool (REAT)

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<th>District</th>
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<td>South Atlantic Division FL</td>
<td>Closed Under evaluation</td>
<td>Professional Services</td>
<td>Up to $188M IDIQ Contract Pool – Max Pool 5</td>
<td>SBSA</td>
<td>RFP</td>
</tr>
<tr>
<td>SAJ</td>
<td>REAT Environmental Remediation Services MATOC 541620</td>
<td>South Atlantic Division FL</td>
<td>Closed Under evaluation</td>
<td>Professional Services</td>
<td>Up to $50M IDIQ Contract Pool – Max Pool 4</td>
<td>HUBZone</td>
<td>RFP</td>
</tr>
</tbody>
</table>

- Division shares capacity
- SAJ District - environmental remediation services (shown above)
- 500 employee size standard

Strategies for Finding Opportunities

- Go to the District SB page and review upcoming solicitations
- If you’re a large business use the responses to sources sought and recent awards to contact the SB to see if there are teaming opportunities
- Use the DODAAC, NAICS Codes, and Key Words in FBO.gov.
  - Search for solicitations
  - Find recent awards
- Contact the District SB Chief
- Contact the Corporate SB Rep
- Debriefing win or lose
- Mentor-Protégé
- Demonstrate
  - Multi-project experience for MATOC
  - Experience specific to the requirement
  - Success with similar projects
Questions?

- **Marcelo Salles**  
  USACE LNO to USSOUTHCOM  
  J45, US SOUTHCOM HQ  
  W: (305) 437-1158  
  Cell: (305) 205-8148  
  Email: marcelo.z.salles.civ@mail.mil

- **Rick Sinclair, PMP**  
  USACE South Atlantic Division (SAD)  
  W: (404) 562-5127  
  BB: (404) 276-5975  
  Email: richard.h.sinclair@usace.army.mil
NAVFAC Southeast Overview

Mr. Don Maconi, PE -
NAVFAC SE Contingency Engineer
& NAVFAC LnO to SOUTHCOM
donald.l.maconi@navy.mil
904-542-6642 office

March 2016
Who we are and What we do for COCOMs

• Who we are:
  – NAVFAC enterprise overview
  – NAVFAC Southeast overview

• Current and Future projects in Caribbean
The NAVFAC Mission and Vision

Our Mission

NAVFAC is the Navy’s System Command that builds and maintains sustainable facilities, delivers utilities and services, and provides Navy expeditionary combat force capabilities.

Our Vision

Our expertise enables mission success.
**CDR Naval Installations Command (CNIC) - CONUS**

**CNR Northwest (CNRNW)**
- 11 States, 4 Installations, 16 NOSCs, 79 Special Areas

**CNR Southwesst (CNRSW)**
- 6 States, 10 Installations, 18 NOSCs, 175 Special Areas

**CNR Southeast (CNRSE)**
- 12 States plus Bahamas & Cuba, 18 Installations plus TACAMO
- 39 NOSCs, 175 Special Areas

**CNR Mid-Atlantic (CNRMA)**
- 20 States, 14 Installations, 50 NOSCs, 168 Special Areas

**CNR NDW**
- 6 Installations
- 1 NOSC
- 63 Special Areas

CUBA
NR-SE and NAVFAC-SE AOR

- 12 States, 18 Installations, 39 NOSCs
- 175 Special Areas
- Designated Construction Contracting Agent for NORTHCOM and SOUTHCOM in Caribbean AOR
Caribbean AOR: NAVFAC SE supports 2 CCMDs

[Map of Caribbean Basin showing support regions for NORTHCOM and SOUTHCOM]
Exercise Related Constr (ERC)
Counter Drug (CD)
Humanitarian Assistance (HA)
Other (O&M, MilCon, etc)

Green Fill – Awarded, work ongoing
Red Fill (bold outline) – FY16 definite
Red Fill (light outline) – FY16 possible

NAVSTA Projects
JTF projects (MilCons, OMA's)
FOL Comalapa
FOL Curacao
NAVFAC in Caribbean as of 15 March 2016
# FY16 Caribbean Projects in Planning or Stand-By

<table>
<thead>
<tr>
<th>Project</th>
<th>Type of Funds</th>
<th>Supported Command</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. NODS EOC, Antigua</td>
<td>HA</td>
<td>SC/ArmySouth</td>
</tr>
<tr>
<td>2. Package Desal plant, Canuoa, ST Vincent</td>
<td>FMF</td>
<td>DSCA via NIPO</td>
</tr>
<tr>
<td>3. AGE Warehouse, CSL Curacao</td>
<td>OMAF</td>
<td>AFSOUTH</td>
</tr>
<tr>
<td>4. CE Squadron Facility, CSL Curacao (design FY16)</td>
<td>OMAF</td>
<td>AFSOUTH</td>
</tr>
<tr>
<td>5. Fire Station, Carrefour Haiti (reprocurement)</td>
<td>HA</td>
<td>SC J7</td>
</tr>
<tr>
<td>6. Fire Station, CDB Haiti (reprocurement)</td>
<td>HA</td>
<td>SC J7</td>
</tr>
<tr>
<td>7. EOC &amp; Warehouse, Dominica</td>
<td>HA</td>
<td>SC/ArmySouth</td>
</tr>
<tr>
<td>8. 3-in-1 EOC/DRW/tng, DR</td>
<td>HA</td>
<td>SC/ArmySouth</td>
</tr>
<tr>
<td>9. TradeWinds 2016, Jamaica</td>
<td>ERC</td>
<td>SOUTHCOM</td>
</tr>
<tr>
<td>10. TradeWinds 2016, Grenada</td>
<td>ERC</td>
<td>ArmySouth</td>
</tr>
<tr>
<td>11. Barracks, Barahona, Dominican Republic (DR)</td>
<td>OMA</td>
<td>SOCSOUTH</td>
</tr>
<tr>
<td>12. Teamhouse, San Isidro AB, DR</td>
<td>OMA</td>
<td>SOCSOUTH</td>
</tr>
<tr>
<td>13. Range Repairs, Coral Harbor, Bahamas</td>
<td>ERC</td>
<td>SOCNORTH</td>
</tr>
</tbody>
</table>

**Funds Source:**
- **HA**: Humanitarian Assistance
- **ERC**: Exercise Related Construction
- **CN**: Counter Narcotics
- **GPOI**: Global Peacekeeping Operations Initiative
- **FMF**: Foreign Military Funds
- **OMA**: Operations & Maintenance Army
- **OMAF**: Operations & Maintenance Air Force

Questions?

Caribbean Disaster Emergency Management Agency (CDEMA) HQ
Bridgetown, Barbados
Completed by Otak Grp in December 2014
In support of SOUTHCOM’s Humanitarian Assistance (HA) program
U.S. Army Contracting Command
“Our People-Providing the Best Support!”

410TH CSB Overview Brief

Mr. Manuel Saenz
BDE Commander (R)
5 Apr 2016
Mission

410th CSB MISSION
410th CSB Provides Contracting Support to Army South and USSOUTHCOM In Support of Army and Joint Operations in the USSOUTHCOM Area of Operations in Order to Counter Transnational Threats and Strengthen Regional Security in Defense of the Homeland.

Major Customers

ARSOUTH  SOUTHCOM  SOCSOUTH
Military Personnel

<table>
<thead>
<tr>
<th>410th COMBINED MIL STRENGTH</th>
<th>TOTAL AUTH</th>
<th>Deployed</th>
<th>TOTAL O/H</th>
<th>% FILL</th>
</tr>
</thead>
<tbody>
<tr>
<td>410th CSB (HQ)</td>
<td>24</td>
<td>10</td>
<td>15*</td>
<td>104%</td>
</tr>
<tr>
<td>916th CBN/CT(s)</td>
<td>43</td>
<td>12</td>
<td>32*</td>
<td>102%</td>
</tr>
<tr>
<td>TOTAL FY15 YTD</td>
<td>67</td>
<td>22</td>
<td>45</td>
<td>67%</td>
</tr>
</tbody>
</table>

Civilian Personnel

<table>
<thead>
<tr>
<th>410th CIV STRENGTH</th>
<th>TOTAL AUTH</th>
<th>Deployed</th>
<th>TOTAL O/H</th>
<th>% FILL</th>
</tr>
</thead>
<tbody>
<tr>
<td>410th CSB (HQ)</td>
<td>19</td>
<td>0</td>
<td>16</td>
<td>84%</td>
</tr>
<tr>
<td>RCC/RCO(s)</td>
<td>35</td>
<td>0</td>
<td>29</td>
<td>83%</td>
</tr>
<tr>
<td>TOTAL FY15 YTD</td>
<td>54</td>
<td>2</td>
<td>46</td>
<td>85%</td>
</tr>
</tbody>
</table>

*Currently holding CSM Petersen on books (retirement) as well as SGM George augmentee in ECC-A
# Workload

<table>
<thead>
<tr>
<th></th>
<th>Actions</th>
<th>$s Obligated</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 15 Total</td>
<td>2,016</td>
<td>$119.5M</td>
</tr>
<tr>
<td>*FY 15 YTD</td>
<td>1021</td>
<td>$26.4M</td>
</tr>
<tr>
<td>*FY 16 YTD</td>
<td>936</td>
<td>$24.6M</td>
</tr>
</tbody>
</table>

* As of 1 Apr 16

---

**BTH 15 El Salvador**

**FC 15 - Guatemala**

**FR 15 - Honduras**
<table>
<thead>
<tr>
<th>Mission/Exercise Name</th>
<th>Inclusive Dates</th>
<th>Mission/Exercise Location</th>
<th>Enduring Mission</th>
<th>Type of Mission</th>
<th>Size of Supported Force</th>
<th>Assigned CBN &amp; CT</th>
<th>Mission/Exercise Purpose &amp; Desired Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>COLOMBIA ACTION PLAN</td>
<td>1 Oct – 30 Sep 16</td>
<td>PAN/HND/EL SLV/GTM/CR/DR</td>
<td>Y</td>
<td>MSN</td>
<td>TBD</td>
<td>RCO SC</td>
<td>Presidential level initiative; aims at increasing the institutional capacity of PNs in tactical preparation for planning ops against transnational threats. Tng events are taught by COLAR personnel.</td>
</tr>
<tr>
<td>COUNTERING TRANSNATIONAL ORG CRIME (CTOC)</td>
<td>1 Oct – 30 Sep 16</td>
<td>GTM/HND/EL SLV</td>
<td>Y</td>
<td>MSN</td>
<td>TBD</td>
<td>RCO SC</td>
<td>Presidential initiative to build, balance and integrate the tools of American power to combat CTOC and related threats to our national security and to urge our partners to do the same</td>
</tr>
<tr>
<td>BTH 16 GTM</td>
<td>1 Mar – 18 Jun 16</td>
<td>GUATEMALA</td>
<td>N</td>
<td>EX</td>
<td>TBD</td>
<td>RCO SC</td>
<td>CICS exercise; promote strong and enduring relationships with our regional neighbors</td>
</tr>
<tr>
<td>FUERZAS HUMANITARIAS 16</td>
<td>19 – 29 Apr 16</td>
<td>HND</td>
<td>N</td>
<td>EX</td>
<td>TBD</td>
<td>RCO SC</td>
<td>CICS Exercise; promote partnerships in humanitarian assistance and improve regional cooperation/coordination among military organizations, governments, and NGOs</td>
</tr>
<tr>
<td>FUERZAS COMMANDO 16</td>
<td>16 – 27 May 16</td>
<td>PERU</td>
<td>N</td>
<td>EX</td>
<td>TBD</td>
<td>916th</td>
<td>CICS SOF exercise; to enhance multinational/regional cooperation &amp; improve training, readiness, and capability of SOF</td>
</tr>
<tr>
<td>TRADEWINDS 16</td>
<td>5 Jun – 21 Jul 16</td>
<td>JAMAICA/GREN ADA/Miami</td>
<td>N</td>
<td>EX</td>
<td>TBD</td>
<td>916th</td>
<td>CICS exercise; enhance partner nation, joint, and interagency interoperability in execution of CTOC/HADR</td>
</tr>
<tr>
<td>SAN JOSE ISLAND PHASE II</td>
<td>15 Jan – 25 Mar 16</td>
<td>PANAMA</td>
<td>N</td>
<td>MSN</td>
<td>TBD</td>
<td>916th</td>
<td>USSOUTHCOM, operation to characterize and assess the condition of eight (8) chemical munitions on San Jose Island, Panama for possible removal</td>
</tr>
</tbody>
</table>
FEDBIZOPPS: Federal Business Opportunities, is the single point of access to government procurement opportunities. All government contract opportunities above a certain dollar amount must be posted on this site for all contractors to view and have an opportunity to submit proposals on them. Recommend registration in SAMs first because SAM info will be required to locate the type of procurement opportunities a particular company can provide. FedBizOpps link:  http://fedbizopps.gov/

SAM: The System for Award Management (SAM) is the Official U.S. Government system that consolidated the capabilities of Central Contactor Registry-CCR, Federal Agency registration-FEDREG, Online Representations and Certifications Application-ORCA, and Excluded parties List System-EPLS. There is NO fee to register. User guides and webinars are available online in SAMS under the “Help” tab. SAM link: https://www.sam.gov/portal/SAM/#1
Questions?