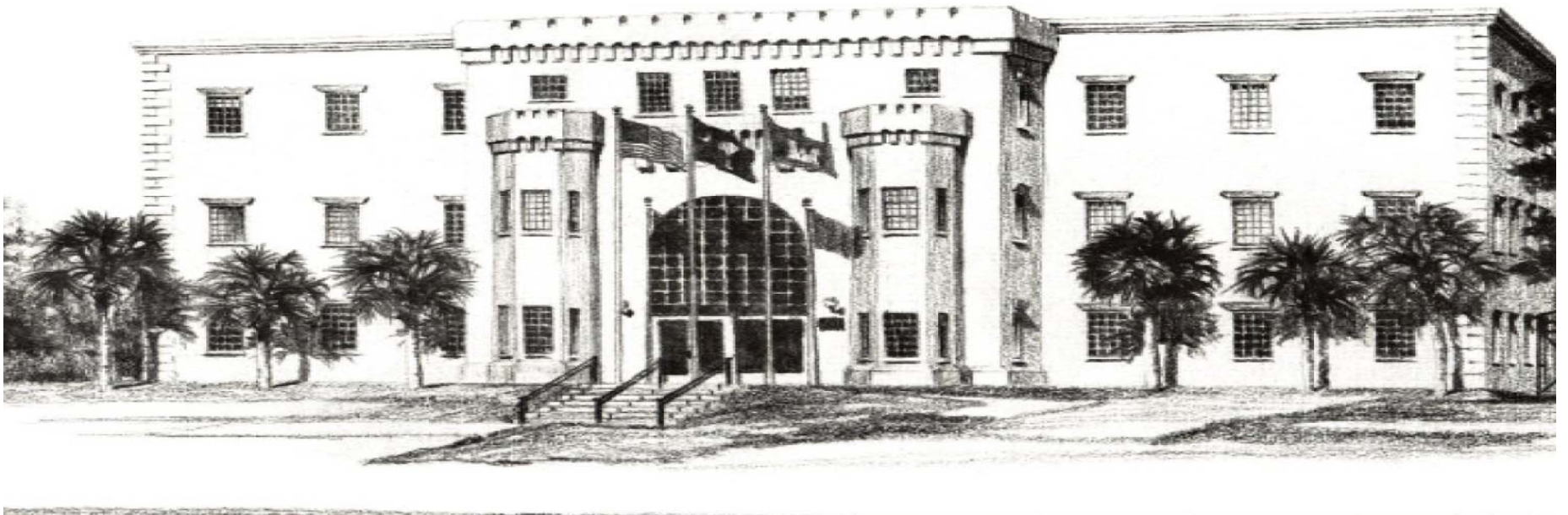


DOING BUSINESS WITH COE CHARLESTON DISTRICT

SAME Charleston Post Meeting
January 19, 2017



Agenda

1. Introductions
2. Purpose
3. T. Y. Lin International | Lindbergh Overview
4. USACE COE Charleston District Overview
5. A/E Process/workflow – What to expect
6. Examples of work under IDC
7. Questions?????
8. Adjourn

Purpose

How do I position my firm to be successful in performing work for COE Charleston District and other federal organizations?

Three words to consider:

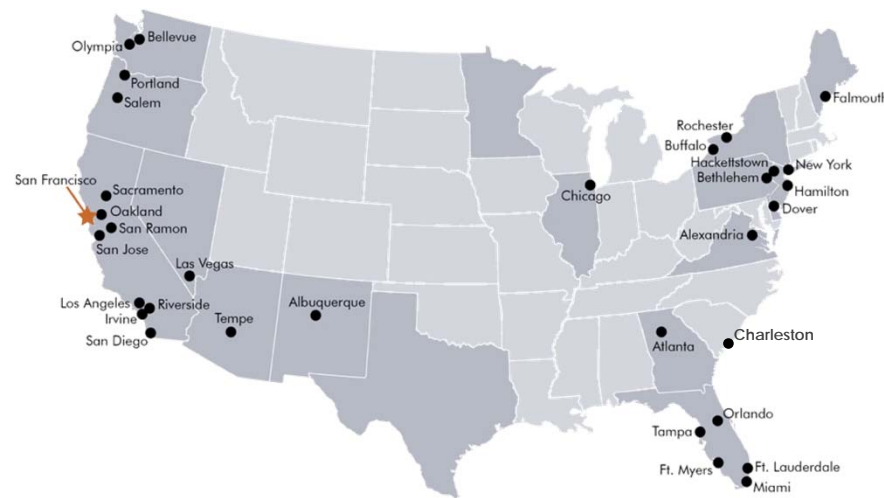
Underdog

Leadership

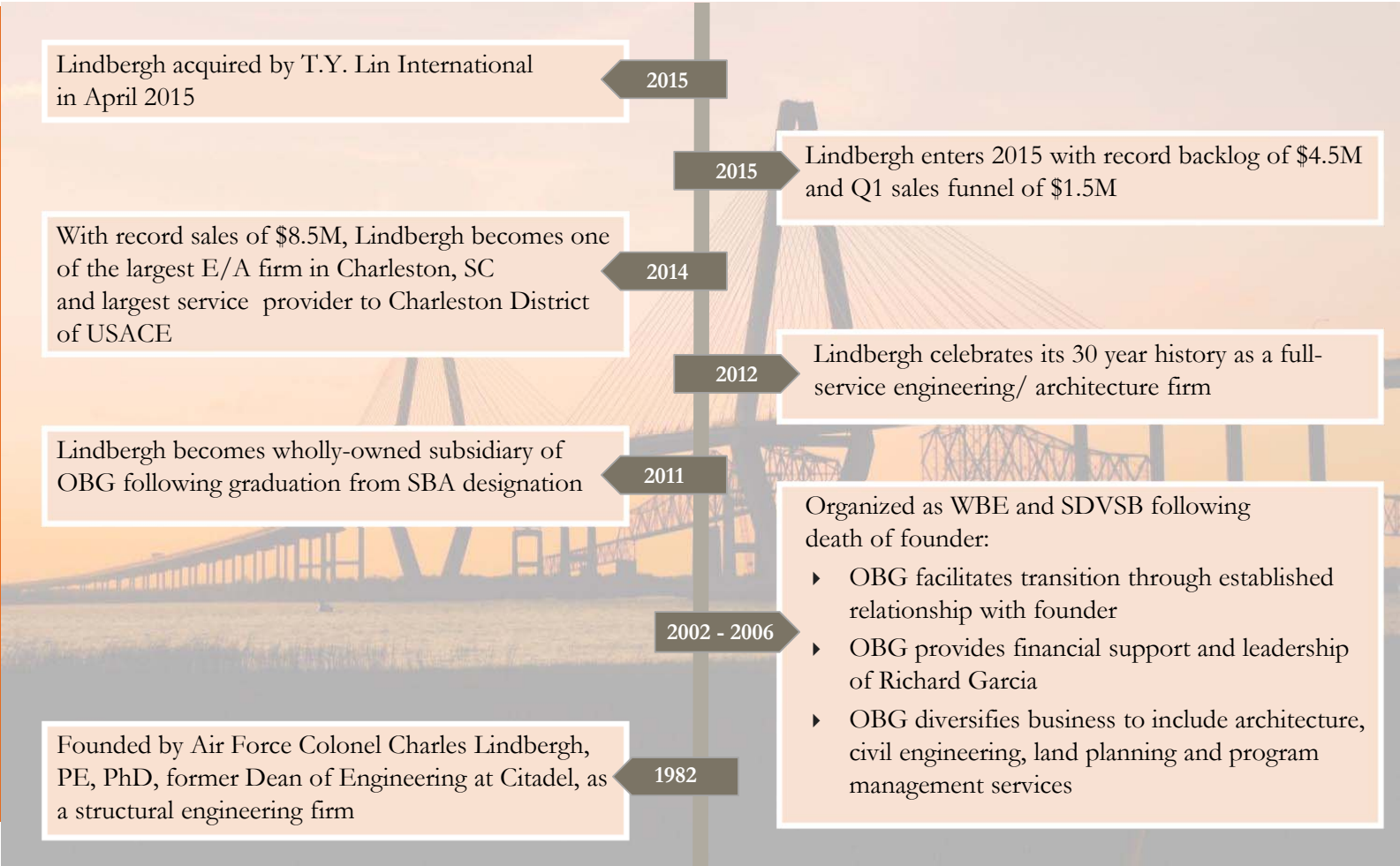
Legacy

United States Operations

- T.Y. Lin International (TYLI) was established in 1954
- Lindbergh & Associates, a local Charleston firm, joined TYLI in 2015
- 34 years in North Charleston
- 2,500 professionals worldwide
- 830 professionals in the United States
- 225 local professionals in the region



“ YOUR LOCAL FIRM WITH NATIONAL AND INTERNATIONAL RESOURCES AND EXPERTISE. ”



2016 ENR Rankings



- #50 Top 500 Design Firms
- #26 Top 50 Designers in International Markets
- #31 The Top 100 'Pure' Designers
- #12 Transportation
- #12 Bridges
- #11 Mass Transit & Rail
- #17 Highways



Professional Capabilities

- Landscape Architecture / Planning
- Architecture / Interior Design
- Multi-Discipline Engineering - Civil, Structural, Mechanical, Electrical, Plumbing, Fire Protection, Fuel Systems Engineers, Code Consulting
- Program / Construction Managers
Construction Inspectors

Local Clients



US Army Corps
of Engineers



Corporate Social Responsibility



Local Experience

		# of Tasks	Smallest	Largest	Total Fees
Federal		47	\$6,898	\$2,916,188	\$10,428,115
		38	\$2,500	\$139,028	\$1,189,914
State		15	\$1,200	\$1,673,720	\$2,347,877
		9	\$6,350	\$200,950	\$435,934
Municipal		22	\$1,347	\$150,000	\$876,381
		5	\$4,200	\$14,990	\$38,090

Lines of Business

Aviation



Bridge



Surface Transportation



Rail & Transit



Ports & Marinas



Facilities



Federal



Mobility & Planning



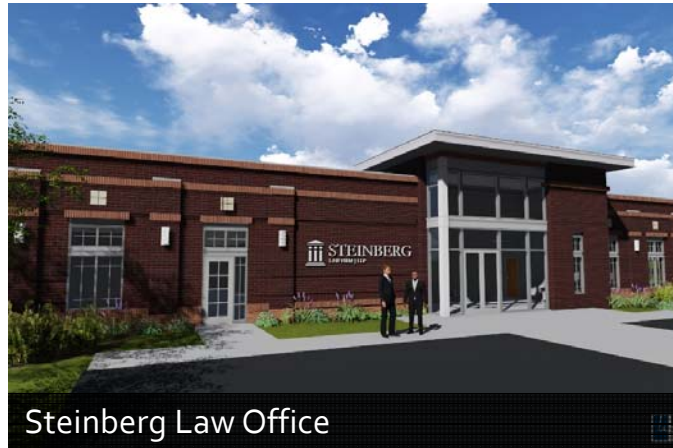
Facilities



The Citadel



Trident Technical College

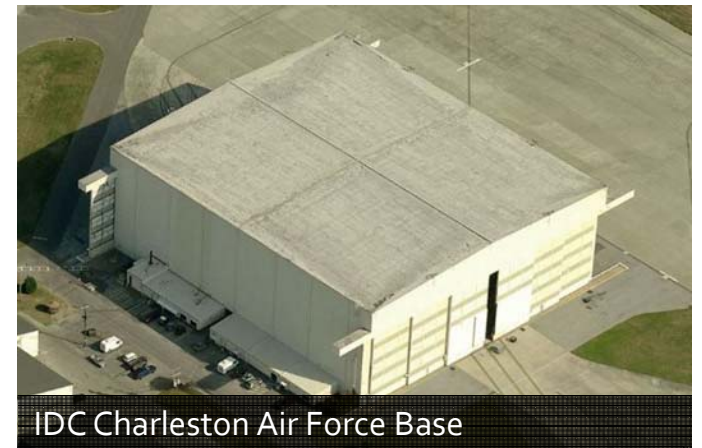


Steinberg Law Office



McDonald's USA

Federal





US Army Corps of Engineers
Charleston District

USACE Charleston District

MISSIONS

- Civil Works
- Military Construction
- Interagency and International Support
- Navigation
- Regulatory
- Emergency Management
- Formerly used Defense Sites
- Water Safety

SUPPORTING

- Army (Ft. Jackson)
- JBC
- DLA
- Army Reserve
- Veterans Administration
- DOE/NNSA
- SPAWAR
- Marine Forces Reserve
- NPS
- NPTU
- ASLA



US Army Corps of Engineers
Charleston District

USACE Charleston District History & Leadership

HISTORY

- 1775 USACOE established
- 1821 Corps presence in CHS
- 1826 Construction of Ft. Moultrie and Ft. Johnson
- 1829 Construction of Ft. Sumter
- 1871 COE Office Established
- 1882 Jetties
- 1917 Training camps across SC
- 1930s Intracoastal and Airfields in SC
- 2008 Take over mission at Ft. Jackson
- 2011 Begin studying post 45 project

LEADERSHIP

- Commander and District Engineer - Lt. Col. Matthew Luzzatto
- Deputy Commander - Maj. Jason Legro
- Deputy District Engineer - Lisa Metheney
- Senior chief of Engineering - Carole Works
- Senior Chief of Construction - David Dodds



US Army Corps of Engineers
Charleston District

USACE Charleston District

PROVIDING

- Studies
- Planning (1391 and REQDOCs)
- DB RFPs
- Design
- Value Engineering
- Facility Assessments
- BOS Services
- Estimates
- Title II Services

HOW

- DB MATOCs
- DB Stand Alone
- A/E IDCs (TYP 5 yrs.)

TO

- UNR Large Constr. Firms
- UNR Large Design Firms
- SB and Set aside SB Construction Firms
- SB and Set Aside SB Design Firms

Work over the
last 5 years

W912hp11D0012

- Charleston District
- \$12M Ceiling;
\$11.97M Spent
- 47 Task orders
- 5 years
- Largest: \$2.93M
- Smallest: \$6.8K
- Work across US

W9127811D0058

- Mobile District
- \$5M Ceiling; \$4.98M
Spent
- 16 Task orders
- 5 years
- Largest: \$2.87M
- Smallest: \$7.4K
- Work across US

First things First - Getting a Contract

- Track opportunities
- Evaluate solicitation
- Consider teaming opportunities
- Respond with sf 330
- Interview
- Selected!!!!!!
- Develop SB plan
- Develop Quality Control Plan
- Develop rates, overhead, and profit structure
- Negotiate base and option year rates
- Award of IDC

Now the Fun Begins - Executing Task Orders

- Receive Task Order SOW and RFP
- Conduct pre-proposal evaluation
- Further define scope, schedule, and budget
- Submit task order proposal
- Negotiate
- Receive task order award
- Implement QAQC and subcontracting plan
- Execute various phases of work
- Invoice accordingly
- Respond to comments
- Issue final documents
- Support procurement
- Support construction
- Receive PCASS or ACASS rating

Lessons Learned ?

What to Watch!!!!

- Be ready to whatever comes your way!!
- Who are the players and who is the boss (End user, agency, COE (contracts, PM, reviewers, VE), ROICC, permitting agencies, others?)
- Understand what they need (SOW, Assumptions, clarifications, and exclusions)
- Design and construction cost limitations
- Funding schedules drives the work
- Reviews, Dr. Checks
- Communicate, communicate, communicate



What does the
COE expect
and want from
us?

- Experienced people/problem solvers
- Ability to tackle any and all type of projects
- Ability to staff big projects but also do small jobs
- Ability to respond to critical eand needs
- Follow procurement rules
- Partner
- Address issues during construction
- Manage our subs
- Not to have to do our job!



COE CHS District Experience

Repair of (94) relocatable Buildings

- Architectural, civil, structural, plumbing, and electrical engineering
- Identify deficiencies and develop plans and specs to renovate facilities



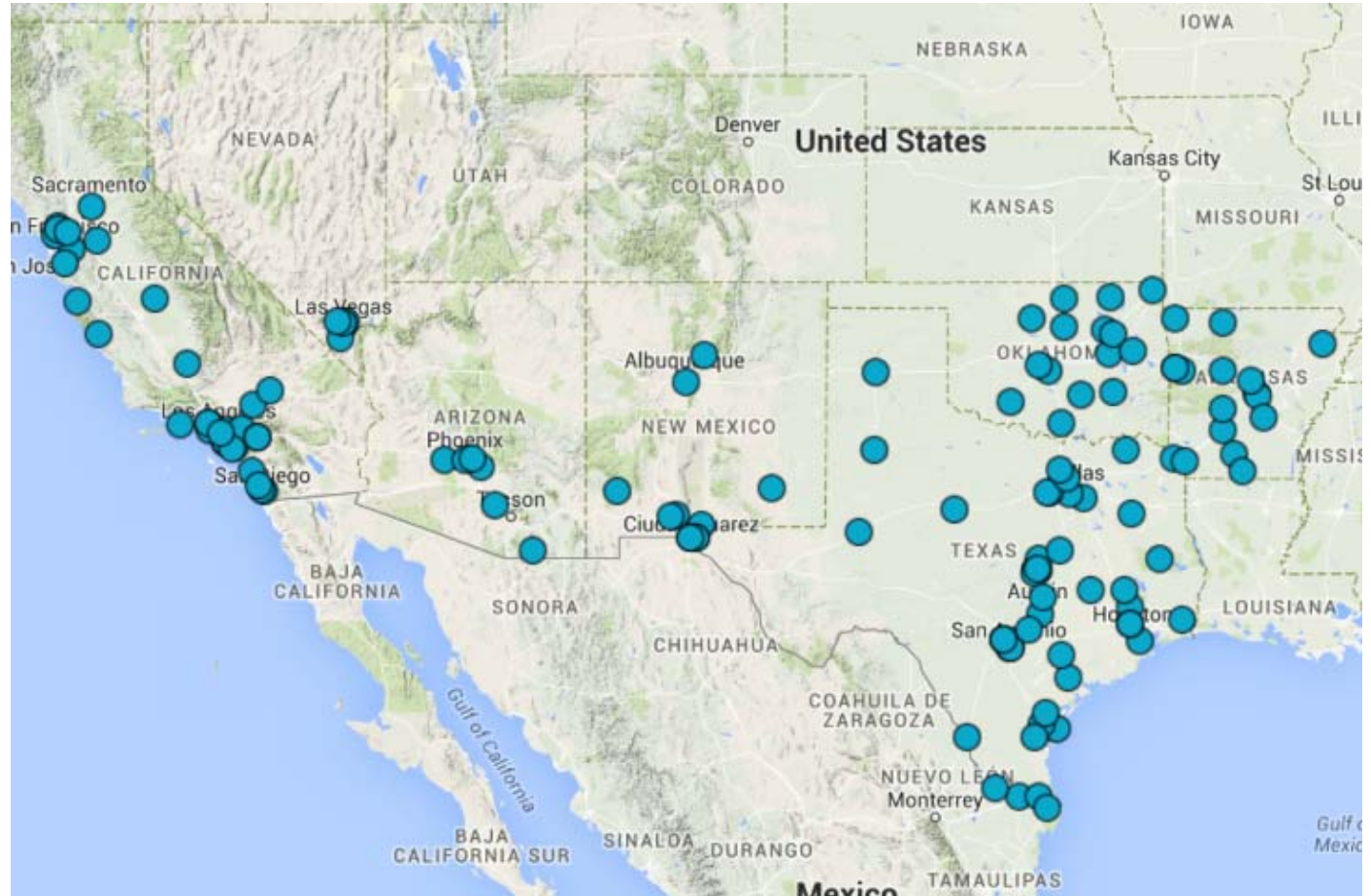
Federal Law Enforcement Training Center (Former Charleston Naval Base)

- Evaluation of Piers O, V, W, and X
- Structural concrete inspection
- Evaluation of utilities, MEP, and fire protection
- Mooring analysis of Pier O



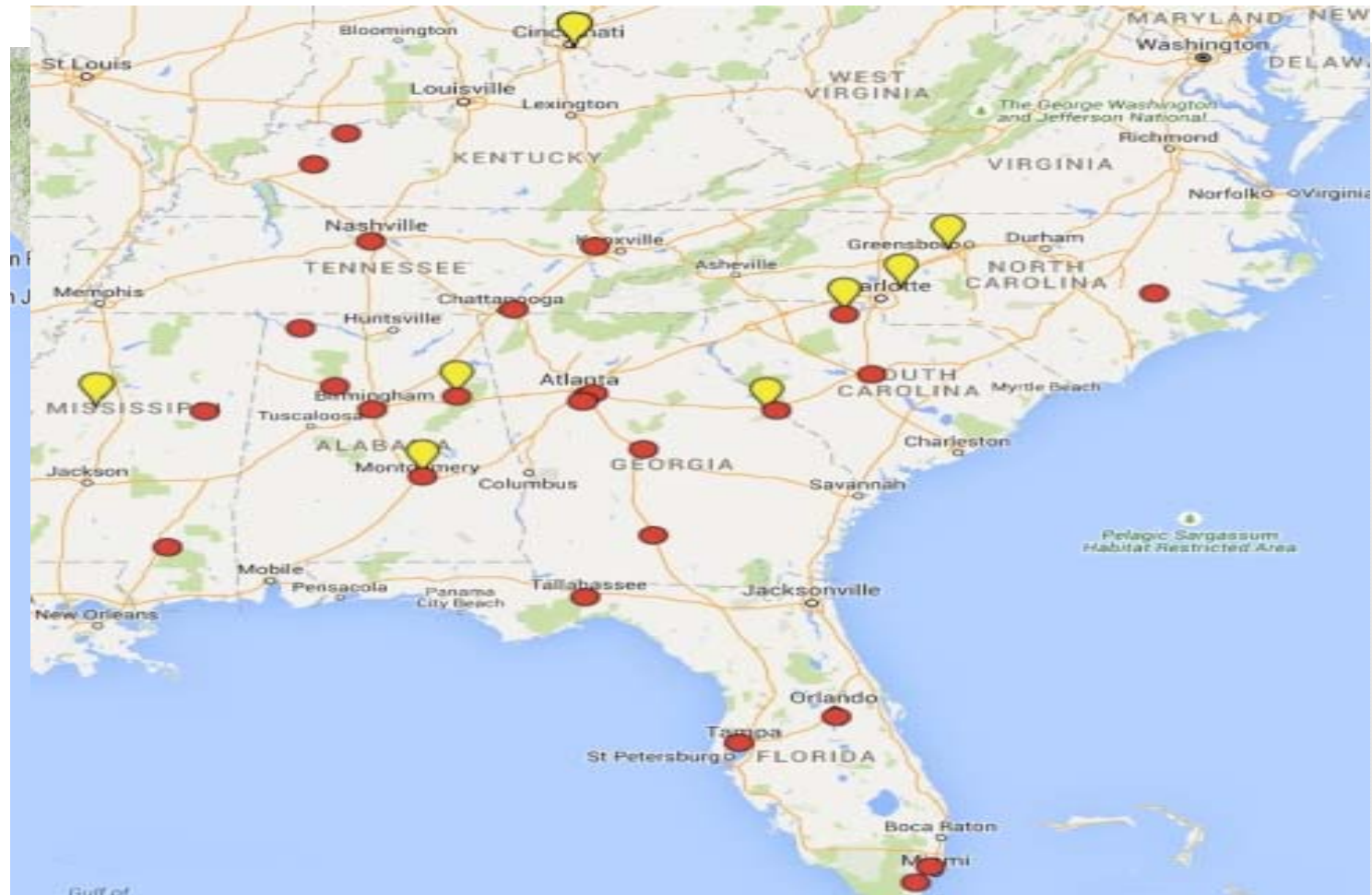
Equipment Inventory, 63rd U.S. Army Reserve

- 6 regions, 113 Sites, 473 Buildings
- Information to be used to develop preventive maintenance contracts
- Convert data to general funds Business System (GFEBs)



RESETS I & II, 81st U.S. Army Reserve

- Work across the SE 71 locations
- Repair and replace mechanical, plumbing, electrical, and architecture elements of buildings
- Tight schedules\
- Energy conservation and ADA were the drivers



US Army Reserve Center Repairs for Docks, Piers, and Staging

- Civil and structural, plumbing, and electrical engineering
- Repair docks, moorings, foundations, sheet pile seawalls, piers, and vehicle staging areas



● Denotes soil boring approx 40 ft deep

● Denotes soil boring approx 6 ft deep

Microgrid Emergency Power

-PUERTO RICO

- Microgrid electrical systems
- Environmental Impact Assessment
- Utility distribution system
- Secondary power
- Support building structures



Fishlift – St Stephens

- Enhance reliability of fish passage
- Repairs to gates, stop logs
- Improve generator cooling systems
- Divert sturgeons from fishlift intake
- Update controls
- Construction support



Summary

- Understand COE District needs
- Be ready to handle work at a fast pace
- Very ready to do small to large projects
- Be flexible

www.tylin.com