



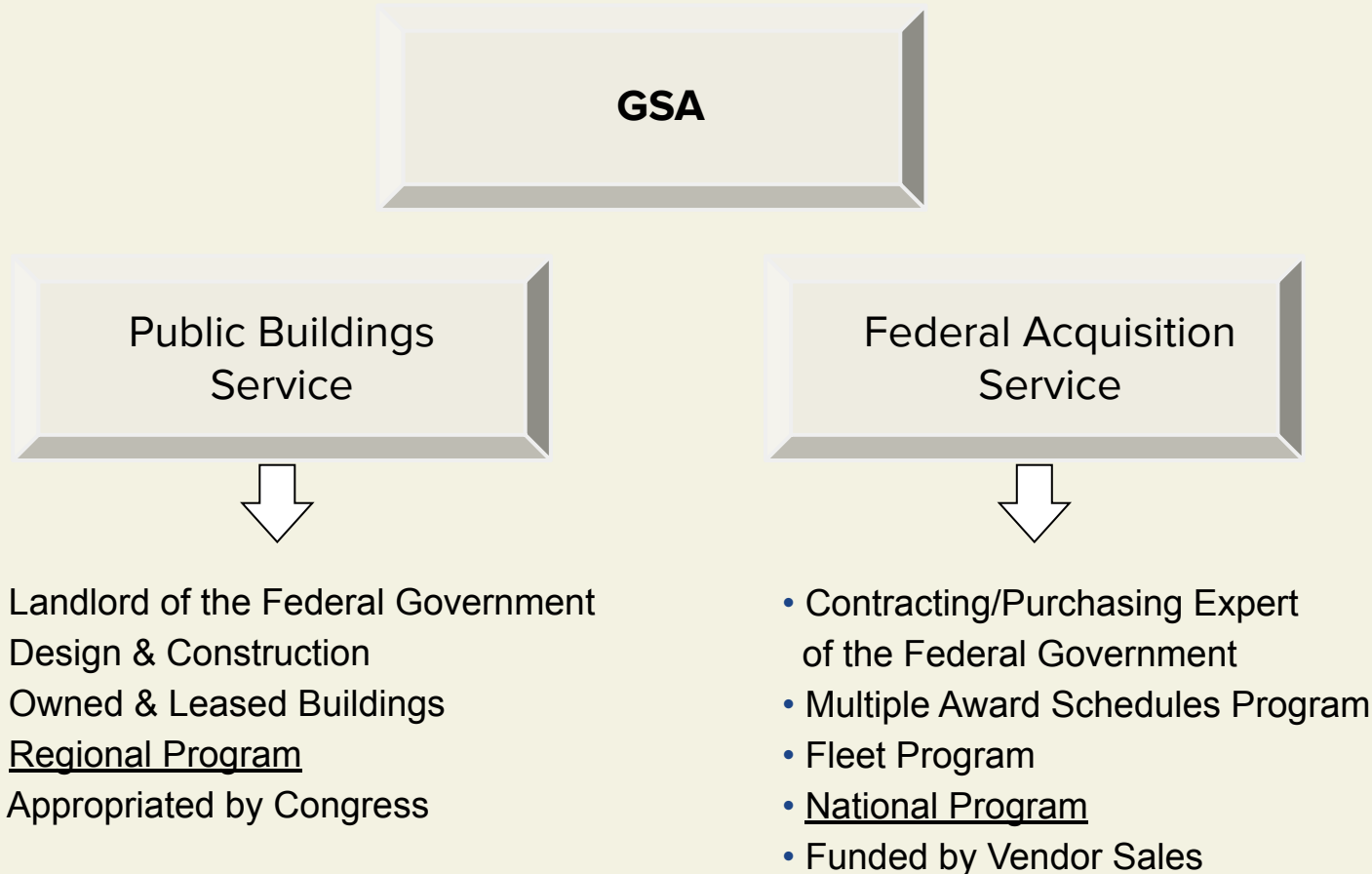
Northwest/Arctic Region 10  
*Alaska | Idaho | Oregon | Washington*

# 2021 Business Opportunities

# R10

Presentation to the Society of American Military Engineers  
Federal Facilities 3-Year Outlook Annual Meeting  
Wednesday, June 16, 2021

# Organizational Structure





# Public Building Services OVERVIEW

PBS is the largest public real estate organization in the United States

**Mission: To provide effective and sustainable workplace solutions for federal agencies at the best value for the American Taxpayer.**

- Build/Alter, Operate and Maintain Federally-Owned Properties
- Acquire and Administer Commercial Leases
- Customers: 55 Government Agencies to:
  - Design Innovative Workplaces
  - Reduce Workspace Costs
- Dispose of Excess Federal Properties





## Region 10 Background

- **States:** Alaska, Idaho, Oregon and Washington
- **Geography:** 12 million citizens across 817,000 square miles
- **Employees:** 465 GSA employees
- **Contractors:** More than 3,200 across the region
- **Federal Employees Served:** 100,000+



# Northwest/Arctic Region Footprint





# Public Building Services OVERVIEW

## R10 Services include:

- Design, construction, renovation of new/existing space
- Outleasing (Leases with commercial entities)
- Environmental programs
- Facilities management
- Strategic planning for portfolio of properties
- Historic Preservation and Arts programs
- Real estate services
- Workplace innovation
- Property disposal
- Customer care
- FEMA support
- Child care



## R10 Portfolio

- Real Estate Portfolio: 508 properties, 15 million sf
  - Owned: 102 properties, 7.5 million sf
  - Leased: 406 properties, 7.5 million sf
    - \$192 million in annual rental payments to building owners
- Land Ports of Entry: 16 border stations in Washington, Idaho and Alaska
- Top Customers: Judiciary (13.6%); Dept of Justice (11.8%); Dept of Homeland Security (10.49%); Dept of the Interior (10.47%); Dept of Energy (7.1%)



## Areas of focus when doing business with GSA:

- Delivering the best value to the government and the American taxpayers
- Economic Catalyst
- Small Business Utilization
- Total WorkPlace
- Sustainability





## Small Business Utilization Successes:

- Nationally:
  - 15,000 contract actions to Small Businesses in support of COVID response
    - 20% of those to socio-economic disadvantaged businesses
    - Total value, over \$43M
  - \$2.3B to small/disadvantaged businesses overall
  - Increased Regional goals coming in FY21
- Locally:
  - Total amount of **R10 dollars, all business lines, \$61.2M**
  - Percentage of our **budget to Small Businesses: 67.8%**
  - Exceeded all FY20 goals in all SBA subcategories





## **GSA Forecast of Opportunities**

<https://hallways.cap.gsa.gov/app/#/dv/federal-business-forecast>

## **Open Market opportunities over \$25,000**

[www.fbo.gov](http://www.fbo.gov) transitioned to [Beta.SAM.gov](http://Beta.SAM.gov)

## **GSA Schedule Readiness Assessment Tool\***

[vsc.gsa.gov](http://vsc.gsa.gov)

## **Getting on GSA Schedule\***

[www.gsa.gov/gettingonschedule](http://www.gsa.gov/gettingonschedule)



*\* For companies interested in getting on GSA Schedule for janitorial services, grounds maintenance, O&M services, facilities maintenance & management, furniture, construction management or engineering services in support of PBS projects.*

# Capital Construction Program

## Program Execution Considerations

- Design- Build
- Best Value Source Selection
- Design - Bid - Build
- CMAR/CMc



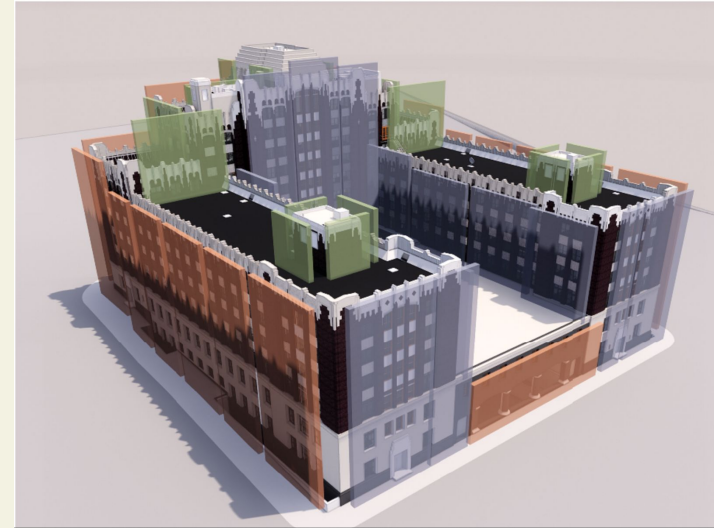
## Supporting Program Contracts

- A/E studies and assessments
- Construction Management
- Commissioning





# Potential Construction Program Project Range \$350K to \$3M



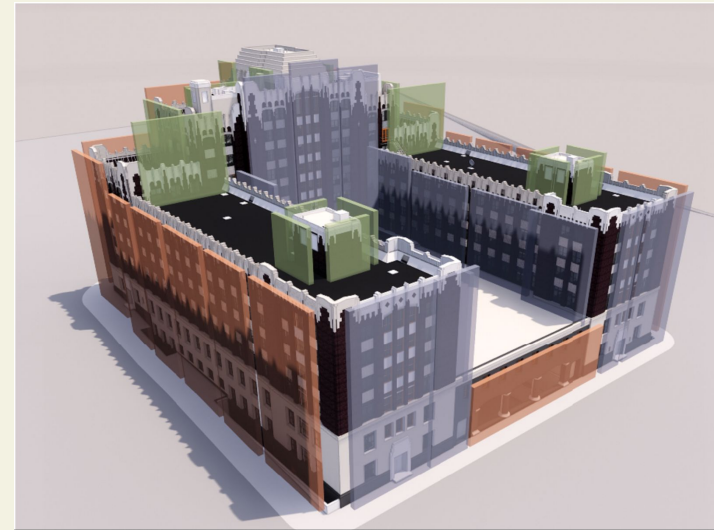
<u>Location and Description</u>	<u>City</u>	<u>Range</u>
Seattle FOB - ABAAS Improvements	Seattle	.5-1M
McClure FB - Elevator Modernization	Boise	over 1M
Vancouver FB - ABAAS & Modernization	Vancouver	.5-1M
Macadam FB - TI for FPS	Portland	< .5M
Seattle USDCH - Condenser & Chiller Pumps	Seattle	< .5M
Eugene FB Chiller Replacement	Eugene	over 1M
Anchorage NFB - TIs for CIS	Anchorage	over 1M
Porthill LPOE - Install Fire Alarm/Suppression	Porthill	< .5M
Petersburg FB - Fire Alarm and Sprinkler	Petersburg	over 1M
Hatfield CH - Modernize Elevator Controls	Portland	over 3M



# Capital Projects and Future Opportunities

<u>Location and Description</u>	<u>City</u>	<u>Range</u>	<u>Funding Year</u>
Tacoma Union Station, Modernization	Seattle	\$35-50M	FY22
Anchorage Federal Building, FLS	Boise	\$3-5M	FY21
McClure FB - Modernization	Vancouver	\$60-90M	FY24
Nakamura CH - Exterior	Portland	\$40-60M	FY24
Alcan LPOE - New Construction	Tok, AK	\$180-220M	TBD
Jackson FB - Pumps and Plaza	Seattle	\$15-20M	FY24

- Future Stimulus funding will likely cause significant alterations to the sequence of work as well as possible large scale Agency driven interior renovation projects.
- McClure FB may receive significant renovation funding in advance of the future capital project, \$3-5M possible.





## MATOC for Small Projects: Idaho/Eastern Washington

Imperial Construction, Wapato WA	Period of Performance: 2016 - 2021
National Native American Construction (NNAC), Coeur d'Alene ID	
Ojeda Business Ventures (OBV), Richland WA	Total Contract Value: \$40M
Pacific Source Electric , Boise, ID	
RJS Construction, Union Gap, WA	
MJ Takisaki Inc, Spokane, WA	



## MATOC for Small Projects: Western Washington

Macnak Construction, Lakewood, WA	Period of Performance: 2018 - 2023
MJ Takisaki, Inc., Seattle, WA	
RHD Enterprises, Inc., Tumwater, WA	Total Contract Value: \$40M
RJS Construction, Chelan, WA	
P&L General Contractors, Oak Harbor, WA	
Sayber Contractors, Inc., Tumwater, WA	
Southwest Construction and Property Management, Bremerton, WA	



## MATOC for Small Projects: Southern

Cherokee Construction, Vancouver, WA	Period of Performance: 2018 - 2023
Imperial Construction, Wapato, WA	
RJK Construction, Beaverton, OR	Total Contract Value: \$40M
RJS Construction, Union Gap, WA	
Viking E+C, Gresham, OR	





## MATOC for Small Projects: Alaska

Carver Construction, Douglas, AK  
Orion Construction, Inc. , Wasilla, AK

JKM General Contractors LLC, Anchorage,  
AK

TBI Construction Co, Anchorage, AK

POP - To  
2025  
Contract  
Value:  
\$25M



## Historic Preservation IDIQ: Regionwide

ARG Conservation, San Francisco, CA	POP - To 2024 Contract Value: \$10M
Heritage Conservation, Portland, OR	
RJS Construction, Yakima WA	
YOY (DBA: Verdis), Coeur D'Alene, ID	



## A/E IDIQ Contracts

<u>Company</u>	<u>Expiration</u>	<u>Geographic Locations</u>
ECI / HYER Inc.	1yr + 4 Options	North (AK)
ECH Architecture	1yr + 4 Options	East of Cascades
Studio Petretti Architecture	1yr + 4 Options	West of Cascades



## Job Order Contracts, Under \$150K

<u>Location and Vendor</u>	<u>Term</u>	<u>Award</u>	<u>Max Value</u>
Zone 1 (Eastern WA, LPOEs, and Idaho) Burton Construction	1yr +4 Options	NOV 2020	\$5M
Zone 2 (Western Oregon) Burton Construction	1yr +4 Options	NOV 2020	\$5M
Zone 3 (Western WA and LPOEs) Burton Construction	1yr +4 Options	NOV 2020	\$5M



## Office of Small Business Utilization

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*Alaska | Idaho | Oregon | Washington*

Thank You

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