

DOING BUSINESS WITH THE BALTIMORE DISTRICT

SAME DC/NOVA's 12th Annual Conference FY 2019 Program Overview

25 April 2019



US Army Corps
of Engineers.



AGENDA

1. District Overview
2. Contracting Trends
3. Program Updates
4. A/E Opportunities and Contracting tips
5. Small Business Overview
6. Questions & Answers



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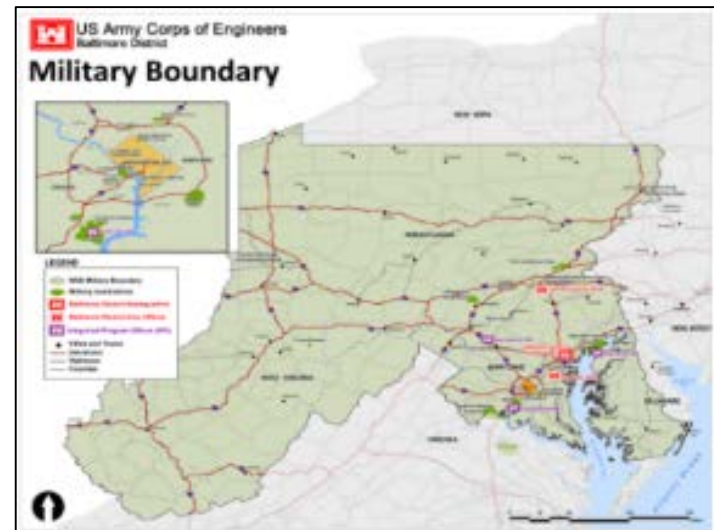


BALTIMORE DISTRICT

HIGHLIGHTS

- A full service district serving six states and the District of Columbia in the mid-Atlantic and National Capital regions
- Provides primary support to 14 military installations
- Manages water resources in the Susquehanna and Potomac watersheds and upper Chesapeake Bay
- Provides all drinking water to our Nation's capital
- Executes regional and national programs for USACE

Military Boundary

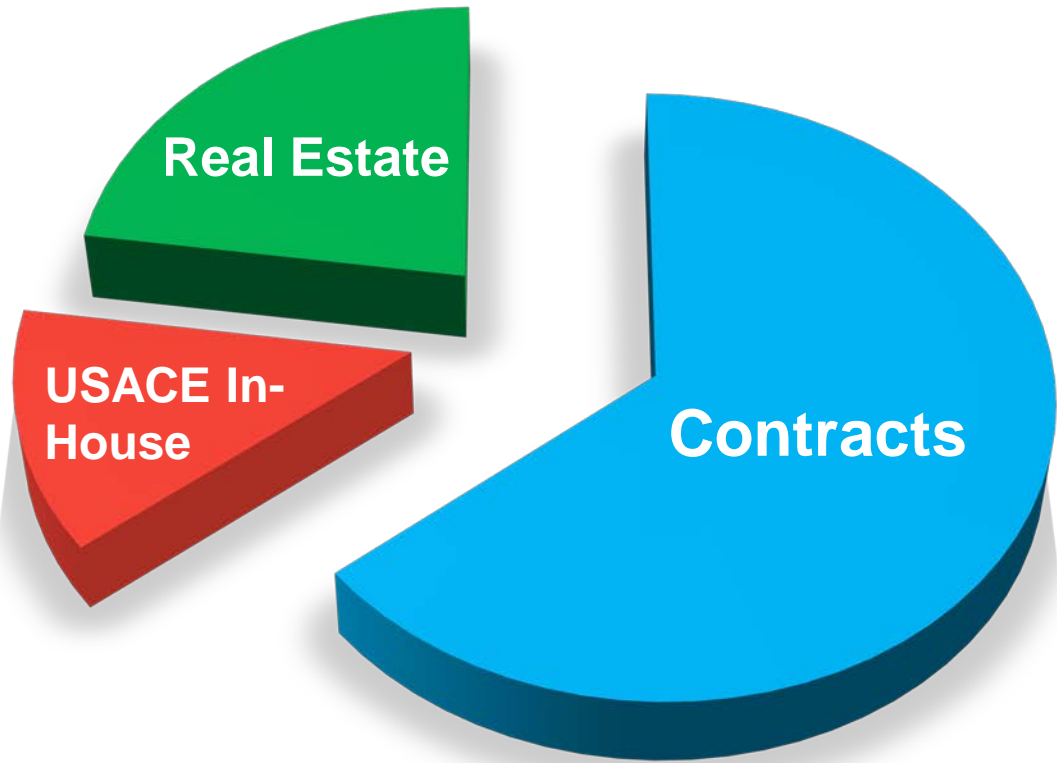


Civil Works Boundary



SERVING OUR NATION: A COMBINED EFFORT

Baltimore District FY18 Obligations: \$1.6B



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SENIOR MILITARY LEADERSHIP PRIORITIES



Secretary of Defense Lines of Effort

- 1. Restore military **READINESS** as we build a more lethal force
- 2. Strengthen alliances and attract new partnerships
- 3. Bring business reforms to the Department of Defense

Secretary of the Army Priorities

Enduring:

- 1. People
- 2. Army's Values

Focus:

- 1. **READINESS**
- 2. Modernization
- 3. Reform



Six Modernization Priorities

- 1. Long-Range Precision Fires
- 2. Next-Generation Combat Vehicle
- 3. Future Vertical Lift
- 4. The Network
- 5. Air-and-Missile Defense
- 6. Soldier Lethality



Chief of Staff of the Army Priorities

- 1. **READINESS** remains our #1 priority
- 2. The Future Army
- 3. Take Care of Soldiers, Civilians, and Families

USACE CURRENT MISSION SET

USACE is relied upon to deliver a massive portfolio of programs, projects, and support for others.

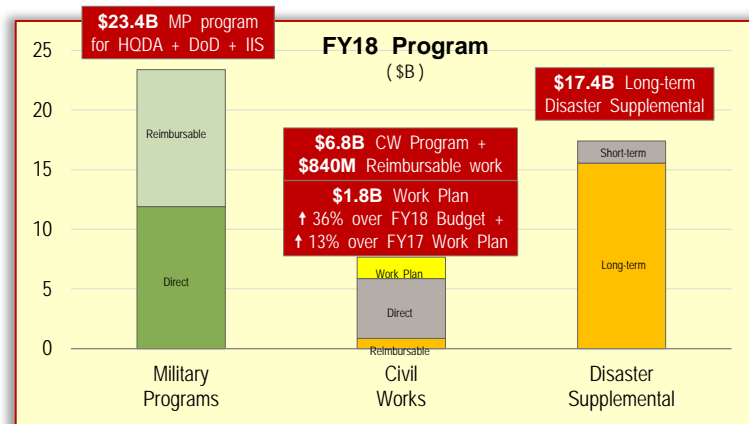
DA



DA MILCON + Installation Support
287 Installations / \$8.4B /
3M service men and women



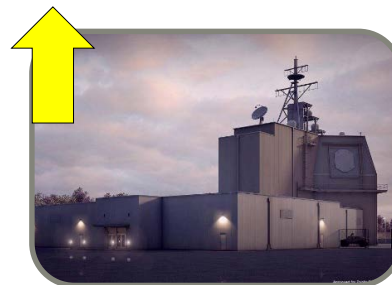
Civil Works
> 1,000 projects / \$7B /
Maintain waterways + Protect the environment



DoD



COCOM Support
110 Countries / \$10B
to COCOMS + Interagency



Missile Defense Agency
5 critical projects / \$875M /
Romania, Poland, Alaska



USAF / USN / DHA / DLA
\$9.9B installation infrastructure for
DoD and Sister Services



DOD / AF / Army / EPA / DOE
\$1.5B in national environmental cleanup

IIS



CBP Southwest Border
13 projects / \$1.9B /
Advise, design, and construction



Veterans Affairs Program
15 medical facilities / \$7.3B /
Design and construction



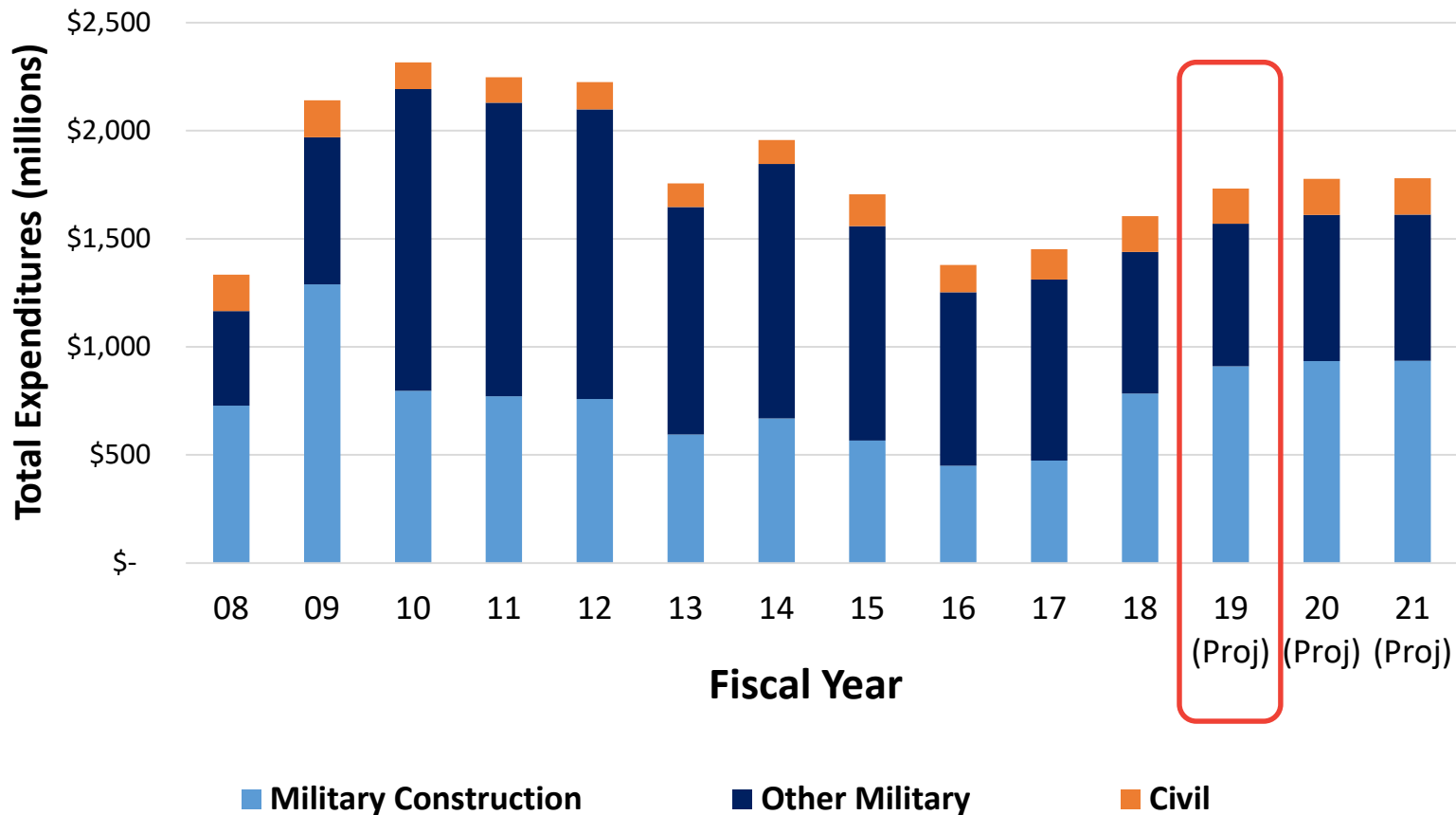
Mosul Dam
Rehab for DoS + Train Iraqis; Mitigates risk
for 3.9M Iraqis and \$20B economic loss



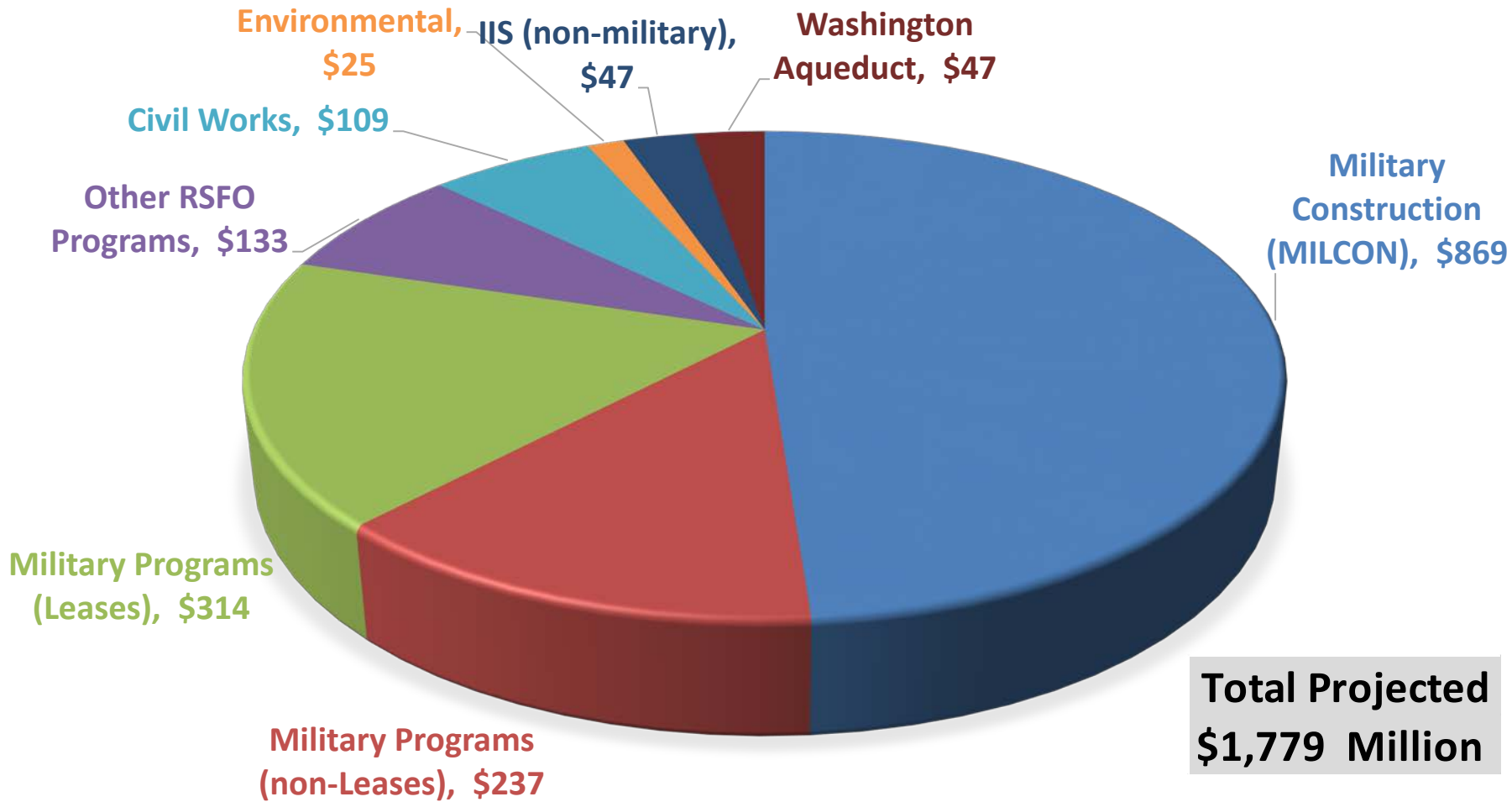
Natural Disaster Response
\$4.5B in support of federal disaster response in
CA, TX, FL, PR, USVI

BALTIMORE DISTRICT PROGRAM TRENDS

NAB Expenditures by Program



BALTIMORE DISTRICT PROJECTED PROGRAM FOR FY19



USACE: STAYING WORLD CLASS NOW AND INTO THE FUTURE



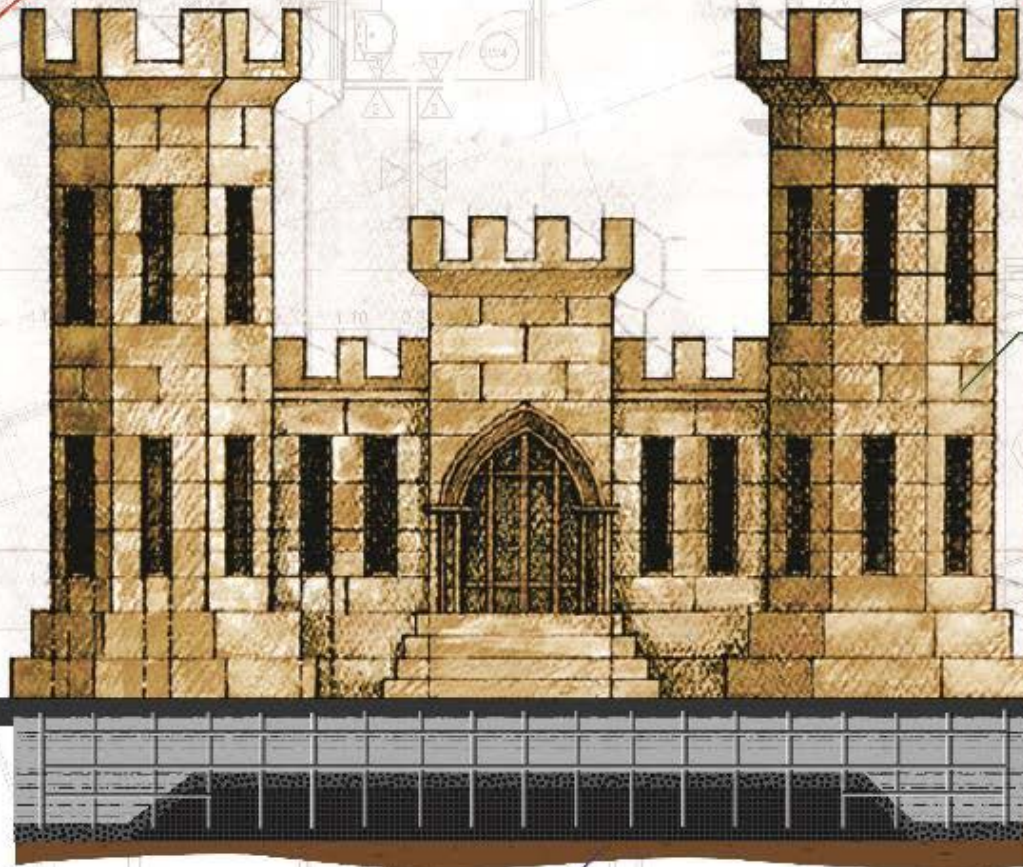
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ACHIEVE OUR VISION

Anticipate future conditions;
take actions today to always be
ready come what may.

USACE VISION

Engineering Solutions for the
Nation's Toughest Challenges



DELIVER THE PROGRAM

Our credibility is based
on our ability to achieve
desired results on time
and on budget.

USACE MISSION

Deliver vital engineering
solutions, in
collaboration with our
partners, to secure our
Nation, energize our
economy, and reduce
risk from disaster.

STRENGTHEN THE FOUNDATION

Doing routine tasks to a high standard enables everything else.
A strong foundation empowers leaders to think strategically.

MISSION AREAS

- Military Programs
- Civil Works
- Geospatial Support
- Contingency Operations
- Research and Development

ACQUISITION PLANNING AND STRATEGIES

Why do we do this?

- Required by regulation and policy
- Balance competing interests
 - ✓ small business & competition
 - ✓ strategic sourcing & consolidation

Why talk about it today?

- Inform industry stakeholders – Improve responses to our requirements
- Solicit feedback – Improve delivery, innovate

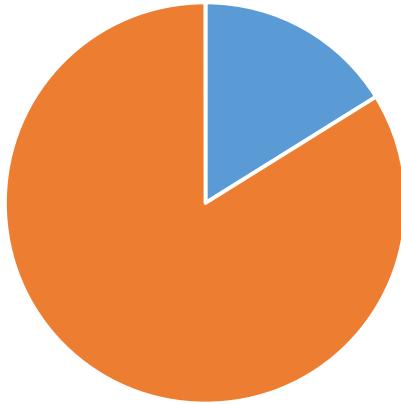
HOW WE DO ACQUISITION PLANNING

- **Overall Acquisition Strategy** – Done at a District and Regional level at least twice a year
- **Formal** – Greater than \$25M in a single year or \$50M
- **Informal** – Below the formal approval level, Project Management Plan

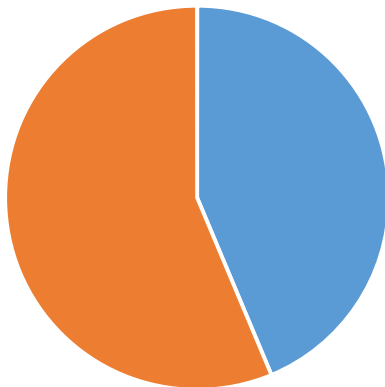
NEW OBLIGATIONS – PREVIOUS 12 MONTHS

* July 2017 – June 2018

Number of Actions



Dollars (\$M)



- "C" Contracts
- Task Orders

"C" Contracts

Size	Number	Value (\$M)
> \$20M	3	104.9
\$10 – \$20M	3	40.9
\$2M - \$10M	14	61.6
< \$2M	36	24.3

Task Orders

Size	Number	Value (\$M)
> \$20M	2	59.5
\$10 – \$20M	3	47.3
\$2M - \$10M	27	114
< \$2M	259	95.3

INDEFINITE DELIVERY, INDEFINITE QUANTITY (IDIQ) CONTRACTS - DESIRED “TOOLBOX”

A/E Services	Typical Ordering Pd (yrs)	Annual Capacity \$M	Status	Construction	Typical Ordering Pd (yrs)	Annual Capacity \$M	Status
Military Design	5	30	Red	General SATOCs	3	10	Green
Secure Design	5	30	Red	Secure SATOCs	5	25	Yellow
Civil Design	3	5	Yellow	Specialized SATOCs	3	5	Yellow
Env HTRW	5	30	Green	Small MATOC	3	20	Red
Construction Mgt	3	15	Green	Larger MATOC	5	100	Yellow
Master Planning	3	2	Green	Secure MATOC	5	100	Yellow
Value Engineering	3	5	Yellow				
Environmental Services	Typical Ordering Pd (yrs)	Annual Capacity \$M	Status				
HTRW	5	50	Red				
Military Munitions	5	50	Yellow				
Radiological	10	30	Yellow				
Support	3	10	Red				



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CONTRACT OPPORTUNITIES CIVIL WORKS CONSTRUCTION



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CIVIL WORKS CONTRACT OPPORTUNITIES

Description	Location	Schedule To Advertise	Estimated Award Amount	Acq Strategy
Tainter Gate Repair	Raystown Dam, PA	2QFY19	\$5M - \$15M	SB
Water Treatment Plant Replacement	Raystown Lake, PA	3QFY19	\$1M - \$5M	SB
Tainter Gate Electrical Rehab	Jennings Randolph Lake, MD	2QFY19	<\$1M	SB
Tainter Gate Painting	Jennings Randolph Lake, MD	4QFY19	\$1M - \$5M	SB
Levee Bulge Repair	Codorus Creek York, PA	2QFY19	\$1M - \$5M	SB
Poplar Island Inlet Structure	Talbot County, MD	3QFY19	\$1M - \$5M	SB
Jetty Rehabilitation	Fishing Creek Calvert County, MD	4QFY18	\$1M - \$5M	SB

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TAINTER GATE REHAB PROJECT: RAYSTOWN, PA



- Full rehabilitative effort for two tainter gates and warm water intake gates.



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SEVEN POINTS WATER PLANT: RAYSTOWN, PA



- Replace/rehab existing plant to double existing capacity from 50 to 100 gallons per minute.



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INLET/SPILLWAY STRUCTURE, POPLAR ISLAND

18



- Construct coffer dam.
- Partially excavate ~100-150ft of sand dike.
- Remove/reuse large armor stone.
- Install precast box culverts, mechanically-stabilized earth walls, gate structures, and geotextile fabric.



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CONTRACT OPPORTUNITIES WASHINGTON AQUEDUCT



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WASHINGTON AQUEDUCT

We operate a **public water utility**...

...serving the **District of Columbia**, **Arlington County**, the **City of Falls Church**, and portions of **Fairfax County, Va.**

- We produce an average of 180 million gallons per day.
- Our operations are regulated by EPA Region III.
- All costs borne by our three wholesale customers operating under the auspices of a Wholesale Customer Board.
- Our motto:

“Safe – Reliable – Cost Effective”



Residuals Management Project



Georgetown Reservoir



Dalecarlia Water Treatment Plant



Water Quality Testing



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WASHINGTON AQUEDUCT CONTRACTING OPPORTUNITIES ²¹

Description	Location	Schedule to Advertise	Estimated Award Amount	Acquisition Strategy
3rd High Reservoir Maintenance and Improvements	Washington Aqueduct, Washington, DC	2QFY19	\$1M - \$5M	SB
Civil SATOC - Commercial and Institutional Building Construction	Washington Aqueduct, Washington, DC	3QFY19	\$5M - \$10M	8A
Dalecarlia Backwash Water Tanks Improvement	Washington Aqueduct, Washington, DC	3QFY19	\$1M - \$5M	Unr
McMillan Backwash Discharge to Sewer	Washington Aqueduct, Washington, DC	3QFY19	\$5M - \$10M	Unr
Mechanical SATOC - Water and Sewer line and related structure construction	Washington Aqueduct, Washington, DC	4QFY19	\$5M - \$10M	8A
Raw Water Conduit Repairs	Washington Aqueduct, Washington, DC	4QFY19	>\$10M	Unr

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RAW WATER CONDUIT REPAIR

Description/Scope:

- Provides for the structural repairs of a 9' diameter, unreinforced raw water conduit built in the 1980s that carries approximately 100 MGD of Potomac River water to the Dalecarlia Reservoir.
- Project elements are:
 - ✓ Repairs to approximately 15,000 LF of deteriorated sections of conduit via the application of a 2" shotcrete concrete layer.
 - ✓ Repairs to the above ground cross-connection structures
 - ✓ Locating and raising buried conduit access manholes.
- 15 month construction period.
- All construction work will be in a confined space under an actively travelled thoroughfare necessitating the need for extensive traffic control.



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MCMILLAN FILTER BACKWASH TO SEWER

Description/Scope:

- Provides direct discharge of filter backwash solids to DC sewer rather than placing the solids in the McMillan Reservoir Cove to accumulate for periodic removal.
- Project elements are:
 - Construction of a concrete equalization basin with two 300,000 gal. cells, each with an integral flushing system
 - Pumped discharge to the McMillan Cove Area, gravity flow to the DC Sewer
 - Provisions to retain gravity discharge to the McMillan Reservoir Cove
- 15 month construction period.
- Challenges are construction and tie-in without interruption of ongoing water treatment operations.



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MILITARY OPPORTUNITIES – CONSTRUCTION



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MILITARY CONSTRUCTION CONTRACT OPPORTUNITIES 25

LOCATION - FORT BELVOIR & HUMPHREYS ENGINEER CENTER, VA

Description	Location	Schedule to Advertise	Estimated Award Amount	Acquisition Strategy
DLA Construction Fire Lane	Fort Belvoir	3Q19	<\$1M	SB
Vehicle Maintenance Shop	Fort Belvoir	2Q19	\$10M-\$25M	UNR
Officer's Club, Kitchen Renovation (Bldg. 20)	Fort Belvoir	2Q19	\$5M-\$10M	TBD
DLA Repair/Replace HQC Elevators	Fort Belvoir	3Q19	\$5M-\$10M	TBD
Renovation of Bldg. 191	Fort Belvoir	3Q19	\$1M-\$5M	TBD
Renovation of Bldg. 1822 for CID	Fort Belvoir	4Q19	\$1M-\$5M	TBD
DLA Convert Heat at Receiving Center	Fort Belvoir	4Q19	<\$1M	TBD
DLA Construct Overwatch and Dining Pavers Replacement	Fort Belvoir	4Q19	\$1M-\$5M	TBD
Maintenance & Supply Facility	Humphreys Engineer Center	4Q19	\$10M-\$25M	TBD
Training Support Facility	Humphreys Engineer Center	3Q20	\$25M-\$50M	TBD

MILITARY CONSTRUCTION CONTRACT OPPORTUNITIES

LOCATION – PENTAGON, VA

Description	Location	Schedule to Advertise	Estimated Award Amount	Acquisition Strategy
Corridor 8 Pedestrian Access Control Point	Pentagon	2Q19	\$5M-\$10M	UNR
Pentagon Southeast Parking Improvements Project	Pentagon	3Q19	\$10M-\$25M	TBD



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MILITARY CONSTRUCTION CONTRACT OPPORTUNITIES ²⁷

LOCATION - FORT MEADE & FORT DETRICK, MD

Description	Location	Schedule to Advertise	Estimated Award Amount	Acquisition Strategy
Reece Access Control Point	Fort Meade, MD	2Q19	\$10M-\$25M	TBD
East Campus Building 3	Fort Meade, MD	2Q19	\$500M-\$1B	UNR
Gravity Axis	Fort Meade, MD	4Q19	\$25M-\$50M	UNR
Gaffney Fitness Center	Fort Meade, MD	4Q19	\$10M-\$25M	TBD
BLDG 8605 Renovation	Fort Meade, MD	1Q20	\$10M-\$25M	TBD
Roadway Widening Cooper, Ave	Fort Meade, MD	1Q20	\$10M-\$25M	TBD
General Items Repair Shop	Fort Meade, MD	4Q19	\$1M-\$5M	TBD
USAMRAA Medical Research Acquisition Administration	Fort Detrick, MD	2Q20	\$10M-\$25M	TBD

MILITARY CONSTRUCTION CONTRACT OPPORTUNITIES

LOCATION - LETTERKENNY ARMY DEPOT (LEAD) AND CARLISLE BARRACKS, PA

Description	Location	Schedule to Advertise	Estimated Award Amount	Acquisition Strategy
Upgrade & Repair Railroad Tracks	LEAD	4Q19	\$5M-\$10M	TBD
Igloo Storage, Depot Level	LEAD	4Q19	\$1M-\$5M	TBD
Storage Building	LEAD	4Q19	\$1M-\$5M	TBD
US Army War College General Instruction Building	Carlisle Barracks	3Q19	\$50M-\$100M	TBD



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EAST CAMPUS BLDG #3 (ECB3)

LOCATION - FT MEADE, MD

Description/Scope:

- Multi-year project to construct a new Administration Building for more than 3,600 people.
- Supporting facilities include extension of East Campus utilities and parking structure.
- Project is to be constructed to LEED Silver certification standards.



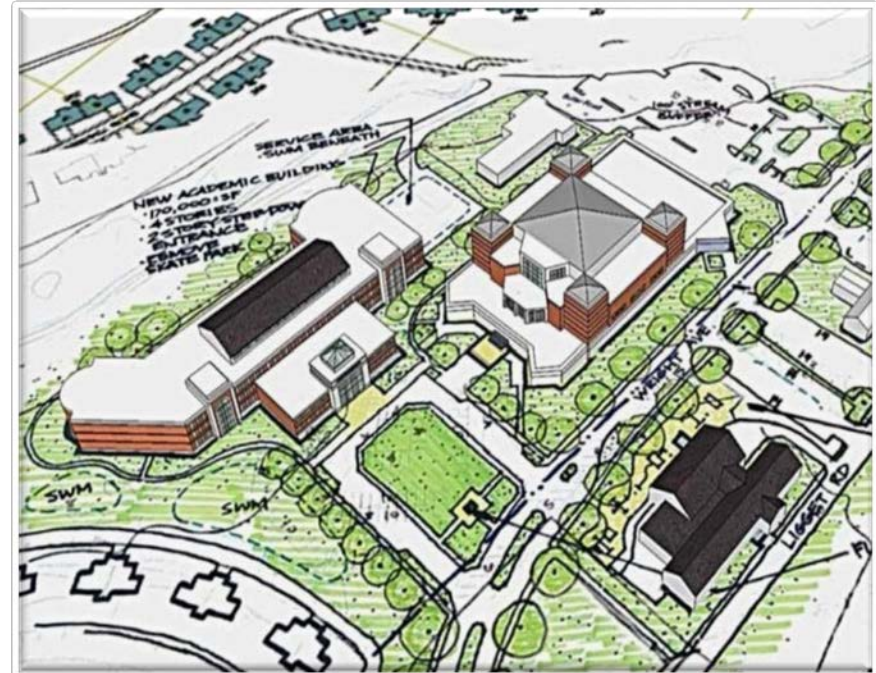
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US ARMY WAR COLLEGE- GENERAL INSTRUCTION BUILDING LOCATION - CARLISLE BARRACKS, PA

Description/Scope:

- Construct a multi-story approximately 200,000 SF General Instruction Building (GIB) and supporting infrastructure for the U.S. Army War College (USAWC), Carlisle Barracks, Carlisle, PA.
- Project includes: four large lecture halls which can be converted into a 600 person auditorium, seminar rooms divisible into break-out rooms and various configurations, conference rooms, private instructor offices, counseling rooms, library/resource center/computer lab, administrative offices, reception areas.



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MAINTENANCE AND SUPPLY FACILITY

LOCATION - HUMPHREYS ENGINEER CENTER (HEC), VA

Description/Scope:

- Construct a Maintenance and Supply facility (47,300 SF). The maintenance facility will house a three-bay motor pool and contain areas for electronic equipment maintenance.
- The supply support facility will house warehouse and administrative logistics functions.
- The warehouse will provide both conditioned and unconditioned storage for pallets and other equipment.



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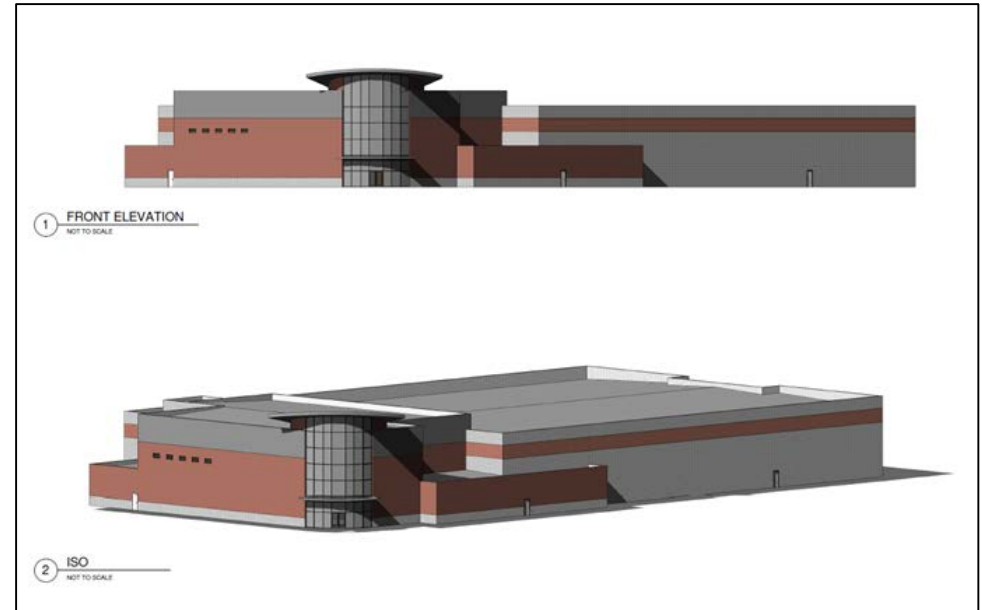


TRAINING SUPPORT FACILITY

LOCATION - HUMPHREYS ENGINEER CENTER (HEC), VA

Description/Scope:

- Construct a new Training Support Facility, (73,200 SF).
- Facility provides secure training, office/admin, and storage space in order for the unit to conduct critical training requirements locally and provide critical training equipment storage.



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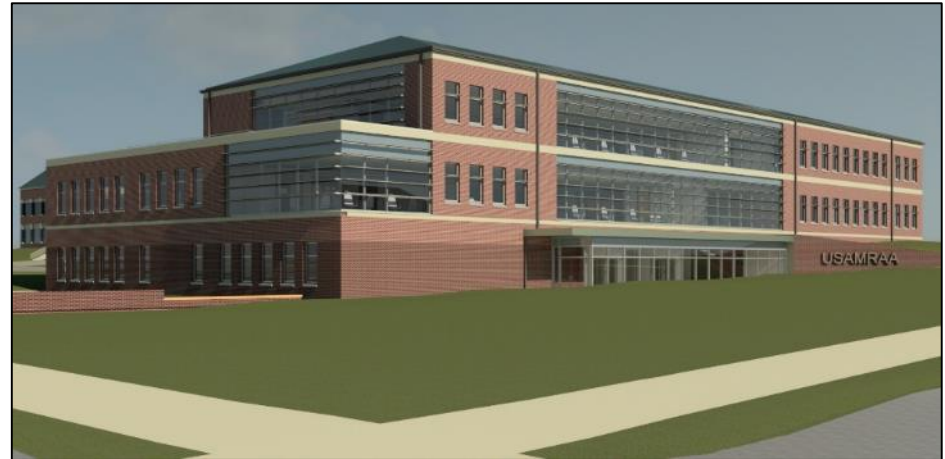
U.S. ARMY MEDICAL RESEARCH ACQUISITION ACTIVITY

LOCATION - FT DETRICK, MD

33

Description/Scope:

- Construct multi-story new replacement headquarters for the U.S. Army Medical Research Acquisition Activity.
- Approximately 55,000 SF



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RSFO CONTRACTING OPPORTUNITIES



REAL PROPERTY SERVICES FIELD OFFICE (RSFO)

We support the Intelligence Community...

- Provide full service support for Intelligence Community and DoD stakeholders.
- Services include design, construction, real estate and facilities management.
- Baltimore District is a key player in emerging priorities, such as cybersecurity.



Site R



DCNG



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RSFO CONTRACT OPPORTUNITIES

Description	Location	Schedule to Advertise	Estimated Award Amount	Acq Strategy
Multiple Award Task Order Construction Contract (MATOCC)	CONUS and limited OCONUS	3 rd QFY19	\$499M	Unrestricted
Facility Infrastructure Life Safety Ph III	RMMC	27 Sep 18	\$10M - \$15M	TBD
ITIU (IT Infrastructure Upgrades)	RRMC	1 Mar 19	\$5M - \$10M	TBD
Exterior Infrastructure and Security Improvements (EISI)	RRMC	30 Apr 19	\$20M - \$25M	TBD
Access Control Facility (ACF)	Ft. Meade	25 Oct 18	\$15M - \$20M	TBD

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CONTRACTING OPPORTUNITIES ENVIRONMENTAL



ENVIRONMENTAL CONTRACT OPPORTUNITIES

Description	Location	Schedule to Advertise	Estimated Award Amount	Acq Strategy
Environmental SATOC	Ft. Belvoir, VA	2QFY19	\$25M-\$50M	SB RFP
Decommissioning and Disposal Activities for the SM-1 Reactor Facility	Ft. Belvoir, VA	2QFY20	\$100M - \$250M	UNR RFP
Multiple Award Military Munitions Services Task Order Contract	Primarily NAD-Wide	3QFY19	\$240M	UNR/SB Reserve MATOC RFP
Multiple Award Task Order Contract for Military and Civil Planning, Environmental, and Technical Professional Services	NAD-wide/CONUS	2QFY19	\$9.5M	8(a) MATOC, up to 3 awards
Decommissioning and Disposal Activities for the SM-1A Reactor Facility	Fort Greely, AK	FY22	\$100M - \$250M	UNR RFP
JBA Optimized Remediation Contract	Joint Base Andrews, MD	3QFY18	\$20M – \$50M	TBD

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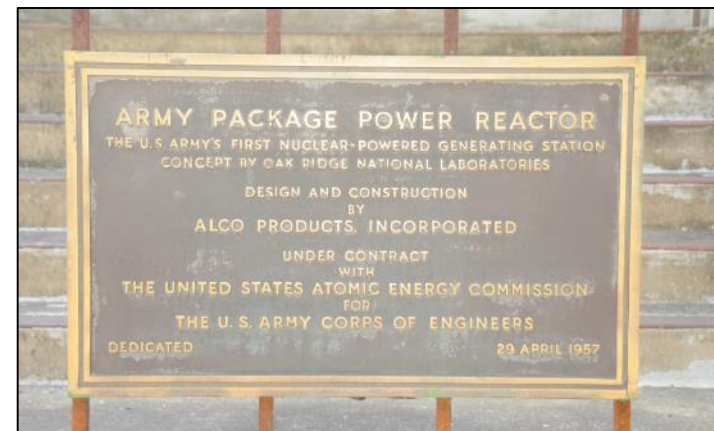
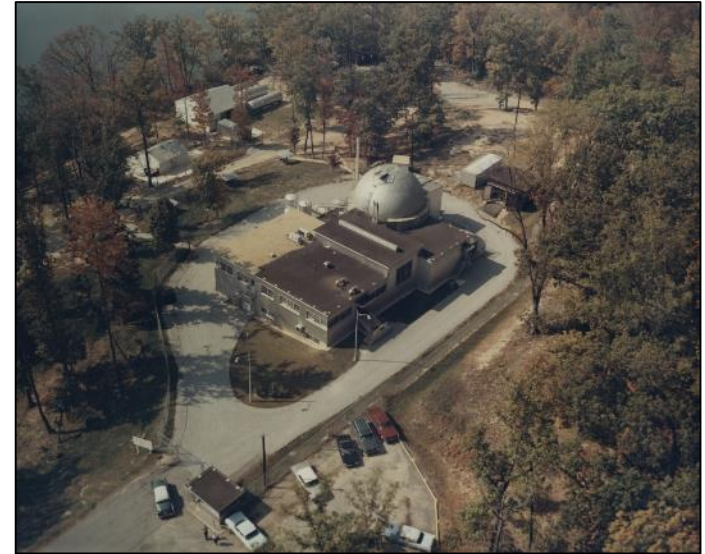


SM-1 DEACTIVATED NUCLEAR POWER PLANT DECOMMISSIONING

LOCATION - FORT BELVOIR, VA

Description/Scope:

- Nuclear reactor deactivated and partially decommissioned in 1970s
- Draft RFP, for industry feedback, scheduled for 2nd quarter FY19
- Industry Day (tentative) 2nd quarter FY19
- Formal RFP scheduled for 3rd quarter FY19



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SM-1A DEACTIVATED NUCLEAR POWER PLANT DECOMMISSIONING

LOCATION - FORT GREELY, AK

Description/Scope:

- Nuclear reactor deactivated and partially decommissioned in 1970s
- Decommissioning planning underway
- Potentially challenges for this effort include climate, remote location of site and co-location with current utilities
 - ✓ Meeting with Alaska contractors this winter for feedback on best approaches



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A/E OPPORTUNITIES & CONTRACTING TOOLS & TIPS



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A/E CONTRACT OPPORTUNITIES

Description	Amount/Type	Award Schedule	Pre-Selection/Selection Board	Interviews
Multi-Disciplined—Military Design	4 for \$10M AE-SATOC	Recvd. 17 DEC	Held 17-21 DEC	Week of 10 Jan.
2 \$24.5 UNR AE SATOC IDIQs	Total: \$49 Cleared and Uncleared	Due 10 JAN 2019	12-25 JAN	The next week
6 \$40M UNR AE SATOC IDIQ's	Total: \$240 2 Cleared/4 Uncleared	TBD	TBD	TBD
\$6M Value Engineer SATOC	2 \$3M SB AE SATOC IDIQs	To Be Award by April 2019	Due by 20 DEC 2018	First week of January 2019



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THE PROPOSAL REVIEW PROCESS

- **Pre-Selection Board:** The “Go/No Go” Board: Did they meet the basic requirements under the synopsis?
- **Selection Board:** Getting into the weeds of the selection criteria.
- **The Interviews:** Considered to be of equal importance to the SF-330s.

KEY TAKEAWAY: Is it apparent to the Reviewer(s)?

LESSONS LEARNED & OBSERVATIONS

- The synopsis is there for a reason!
- If something is not clear, please ask!
- Section E: Resumes
- Section F: Key Projects
- Key personnel
- Roles & Responsibilities
- Section H, Additional Information
- PART II – General Qualifications

If you take away anything from this presentation, remember these two (2) things:

(1) Is the proposal easy to follow?

(2) Did I answer the questions asked?



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BALTIMORE DISTRICT BUSINESS WITH US

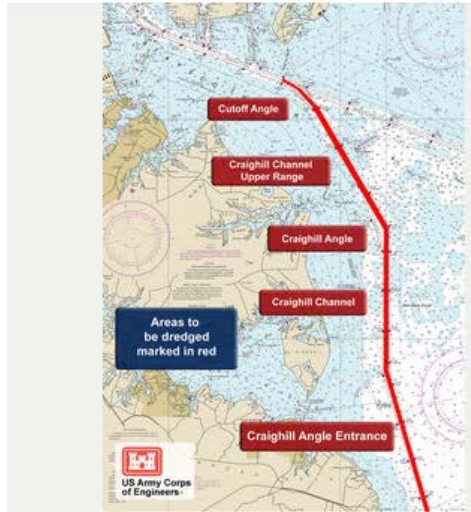


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BALTIMORE DISTRICT

Search Baltimore District

ABOUT BUSINESS WITH US MISSIONS LOCATIONS CAREERS MEDIA CONTACT



Fiscal Year 2019 Baltimore Harbor Dredging is Underway

FY19 Baltimore Harbor maintenance dredging is underway, with work being done in several channels this cycle. This work is done to ensure continued safe navigation in and out of the Port of Baltimore, a huge economic engine for the region.

News Release



Quick Links





Latest News Releases

Army Corps crews begin dredging roughly 2 million cubic yards of material from six Baltimore Harbor channels today

12/10/2018

Baltimore District Social Media

f FACEBOOK t TWITTER

www.nab.usace.army.mil



BALTIMORE DISTRICT BUSINESS WITH US



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Business With Us



The U.S. Army Corps of Engineers has played a key role in the development and growth of the nation in peace and in war. For more than 200 years, the Corps has supported the nation's river-based commerce, protected established population centers, provided disaster response and constructed military facilities to protect our nation.

The Baltimore District (NAB) is a full service District that executes regional and national programs for USACE. In fiscal 2017, the District worked on 150 Civil Works projects and 850 active Military projects expending \$150 million and \$1.35 billion respectively. Baltimore District's Washington Aqueduct provides drinking water to our Nation's capital, producing an average of 150 million gallons per day.

Headquartered adjacent to Baltimore's Inner Harbor, the District provides engineering, construction, environmental and real estate expertise to a variety of important projects and customers. The 1,100 employees of the Baltimore District continue to serve the Mid-Atlantic States and the Nation.

Civil Works support encompasses the Susquehanna, Potomac, and upper Chesapeake Bay watersheds, and it spans across six states and the District of Columbia. NAB is responsible for 15 reservoirs with 11 recreation projects, 290 miles of federal navigation channels, 148 miles of federally-constructed levees, and has restored hundreds of acres of wildlife habitat in the Chesapeake Bay.

Military programs are primarily in Maryland, Pennsylvania, District of Columbia, northern Virginia, Delaware, and West Virginia. In addition to supporting service members at more than a dozen major military installations in the District's primary area of responsibility, NAB provides real estate, environmental, and specialized support to military and other Federal clients across the nation and the globe.

NAB fully supports the government policy of placing a fair proportion of its contracts for architect and engineering, environmental, construction and support services with qualified small, small disadvantaged, women-owned, HUBZone and service-disabled veteran-owned small businesses. In addition, such concerns are to also be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large businesses.

Contacts

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Helpful Links

- Military Construction Boundary Map
- Civil Works Boundary Map
- Small Business
- U.S. Small Business Administration
- System for Award Management (Formerly CCR)
- Real Estate Contracting

FY19 Presentations

SMART PROC 2018

→ Today's presentation is available for download
<http://www.nab.usace.army.mil/BusinessWithUs.aspx>



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DOING BUSINESS WITH US: FY19 FORECAST

#	Program	Description of Project	Projected QTR to Advertise	Estimated Award Amount	NAICS Code	Acquisition Strategy	Location
1	AE	<p>Eight (8) Multi-Disciplined AE Services IDIQs – The work anticipated for these proposed multi-disciplined AE IDIQ's will be primarily SRM, but may also include Interagency and International Support, Civil Works and small Military Construction projects. Work will include comprehensive AE services including, but not limited to: preparation of full plans and specifications, preparation of design build requests for proposal, construction cost estimating, site investigations, analysis, planning, master planning, NEPA documentation, programming, topographic and utility surveys, geotechnical investigations, permitting, charrettes, hazardous material investigations, Building Information Modeling (BIM), energy modeling, and the preparation of reports, studies, design criteria/ design analysis documents, LEED documentation, value engineering, presentations, coordination with various Government agencies and commissions, and other general AE services. The work may also include providing construction phase and other support services including, but not limited to shop drawing reviews, site visits, technical assistance, LEED documentation during construction, on-site representation, preparation of operation and maintenance manuals, and commissioning/start-up/fit-up design support, design services, estimating, surveying, field investigation, troubleshooting, measurement, testing and balancing, testing and calibration services, CADD drawing and document preparation and review, design review, operability and maintenance documentation, review of designs, construction management services, studies,</p>	1 st	\$10,000,000 each	541330	SBSA (8 awards)	NAB-wide/CONUS

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		engineering consultation, master planning, planning, and reports.					
2	AE	<p>Two (2) Multi-Disciplined AE Services IDIQs – Work will include comprehensive AE services including, but not limited to: preparation of full plans and specifications, preparation of design build requests for</p>	1 st	\$45,000,000 each	541330	UNR (2 awards total: 1 with a TS FCL contractor)	NAB-wide/CONUS

Link-

<https://www.nab.usace.army.mil/Portals/63/docs/SmallBusiness/FY%202019%20FCO%20as%20of%2029%20October%2018.pdf?ver=2018-10-29-125255-187>



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DOING BUSINESS WITH US: TASK ORDER CONTRACTS

BALTIMORE DISTRICT PRIME CONTRACT AWARDS CURRENT ENVIRONMENTAL IDIQs

Multi-Discipline Architect Engineer Services (Military Design)		
Prime	Contract Award Number	Expiration
Whitman, Requardt, and Associates, LLP	W912DR-16-D-0005	Mar 21
HDR, INC.	W912DR-16-D-0006	Mar 21
URS Group, Inc.	W912DR-16-D-0007	Mar 21
Jacobs Government Services Company	W912DR-16-D-0008	Mar 21

Multi-Discipline Architect Engineer Services to Support U.S. Army INSCOM		
Prime	Contract Award Number	Expiration
Wiley and Wilson, Inc.	W912DR-18-D-0001	Feb 23

Multi-Discipline Architect Engineer Services (Secure Community)		
Prime	Contract Award Number	Expiration
JACOBS ENGINEERING GROUP INC.	W912DR-16-D-0009	Jul 21
WILEY & WILSON, INC.	W912DR-16-D-0010	Jul 21

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Baltimore District Prime Contract Awards Current Architect Engineer IDIQs (Data Date 30 SEP 18)

Architect Engineer Commissioning Services (Secure Community)		
Prime	Contract Award Number	Expiration
RMF Engineering, Inc. P.C.	W912DR-16-D-0012	Jun 21

Link-
http://www.nab.usace.army.mil/Portals/63/docs/BusinessWithUs/Baltimore_District_Task_Order_Contracts_1117.pdf?ver=2017-11-13-113307-797



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FY18 SMALL BUSINESS ACCOMPLISHMENTS



(As of 10 October 2018)

Category	Dollars	Actual % / Statutory Goals/ NAB Assigned Goals	USACE NAD Proposed
Small Business	\$248,687,870	25.16% / 23% / 27%	28.50%
Small Disadvantaged	\$126,420,582	12.79% / 5% / 17%	15.10%
8(a)	\$57,153,744	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$47,123,173	4.77% / 5% / 7%	5.27%
Service-Disabled Veteran-Owned	\$14,719,042	1.49% / 3% / 3%	3.00%
HUBZone	\$12,375,575	1.25% / 3% / 3%	2.62%

Total Dollars Obligated (to include SB awards): \$988,260,443

Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	



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DOING BUSINESS WITH US: HOW TO IMPROVE YOUR CHANCES

- Contracts are awarded on merit
- Honor the process from start to finish
- Know your industry



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Today's presentation is available for download.

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