

US Army Corps of Engineers®

Charleston District



MAJ Patrick Ripton
Deputy Commander



Lisa Metheny
Deputy District
Engineer for Programs &
Project Management



Charlene Figgins
District
Contracting Chief



Tonya Willis
Chief Office of
Small Business Programs

**SAME – CHARLESTON
INDUSTRY DAY
20 MARCH 2025**



U.S. ARMY



US Army Corps
of Engineers

SAC

SOUTH ATLANTIC CHARLESTON





THANK YOU, FEDERAL CONTRACTORS!

FOR:

- ❖ Responding to Sources Sought Notices
- ❖ Submitting Bids and Proposals
- ❖ Providing Feedback
- ❖ Providing Technical Expertise
- ❖ Saving the US Taxpayer Money and Time
- ❖ Completing projects Safely
- ❖ Being a Collaborative Partner



We understand the effort and resources required to engage in the federal contracting process, and we are grateful for your continued support. Together, we are building strong foundations for future success.

Thank you for your contributions and for choosing to work with the Charleston District. We look forward to continuing this journey of excellence with you.

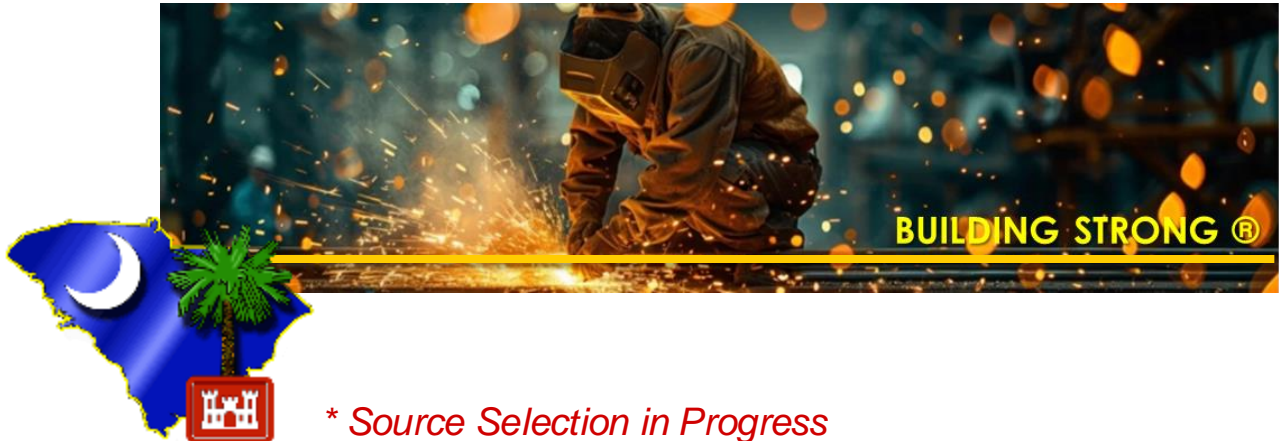




PROJECTS WHERE YOU SHOWED UP!

We rely heavily upon competition – thank you for supporting these acquisitions:

- ❖ **Fort Jackson Reception Complex Phase 2**
 - ✓ \$156M – 4 Contractors Participated (OTSB)
- ❖ **DDSP Electrical Upgrades - 8(a) Action**
 - ✓ \$57M – 7 SB Contractors participated
- ❖ **SB Building Envelope MATOC**
 - ✓ \$99M – 4 SB Contractors Awarded
- ❖ **SDVOSB Construction MATOC**
 - ✓ \$99M – 5 SDVOSB Contractors Awarded
- ❖ **81st Program Awarded Actions**
 - ✓ NC115 HVAC Controls Replacement - Received 12+ bids - Award amount: \$435,000
 - ✓ FL040 Chiller Replacement - Received 5 bids - Award amount: \$350,000
 - ✓ FL127 / FL037 Plumbing and Window Replacement - Sole Source 8a Award Amount: \$1.3 million
- ❖ **DB Fire Protection MATOC – SB Set-Aside**
 - ✓ \$49M – 4 SB Contractors Awarded
- ❖ **UPCOMING**
 - ✓ \$30M A-E Design Services SB (2/6/25)
 - ✓ **\$20M A-E Design Services SDVOSB***
 - ✓ **\$99M A-E Design Services Unrestricted***
 - ✓ \$99M DB/DBB SDVOSB MATOC
 - ✓ \$499M DB/DBB SB MATOC



* Source Selection in Progress



SAC MISSION & VISION



our
MISSION:

Deliver comprehensive **solutions** through exceptional **customer service**, collaboration and commitment to **quality**

our
VISION:

Trusted, enterprising **professionals** strengthening **South Carolina and Nation**



Charleston District



USACE CHARLESTON DISTRICT

2024 FISCAL YEAR IN REVIEW

In Fiscal Year 2024, the Charleston District continued to deliver critical infrastructure projects that support national defense, environmental sustainability and economic development. Working with federal, state and local partners, we enhanced coastal protection, improved navigational channels, and supported disaster response efforts, ensuring resilience in the face of emerging challenges.



Record Breaking Contract Actions: 910 Contract Actions Totaling \$445M



\$524M Obligated: Second-highest obligation amount in District History



Reception Complex Phase 2 Awarded

\$159.6M Largest military construction contract awarded in USACE

190 Task orders awarded for 81st Readiness Division totaling \$12.4M

\$1.5B+ Construction support to Fort Jackson since 2008

1.7 million cubic yards (approx. 170,000 dump trucks) of sand placed on Folly Beach



5 Mitigation Banks Approved



2306 Regulatory Permits Issued



619 Jurisdictional Determinations Completed



282 Dedicated Employees Building Strong across South Carolina and the Nation



US Army Corps of Engineers® Charleston District



@CharlestonCorps www.sac.usace.army.mil



SAC AT A GLANCE

6 CORE TASKS

7 PRIMARY CUSTOMERS

PROJECTS
500+
NATION WIDE



BUILD
STRONG

- Operations
- Facility Investment Services
- Construction
- Civil Works Planning
- Emergency Management Response
- Regulatory

- 81st Readiness Division
- Marine Forces Reserves
- Defense Logistics Agency
- NASA
- Veterans Affairs
- Joint Base Charleston
- Fort Jackson

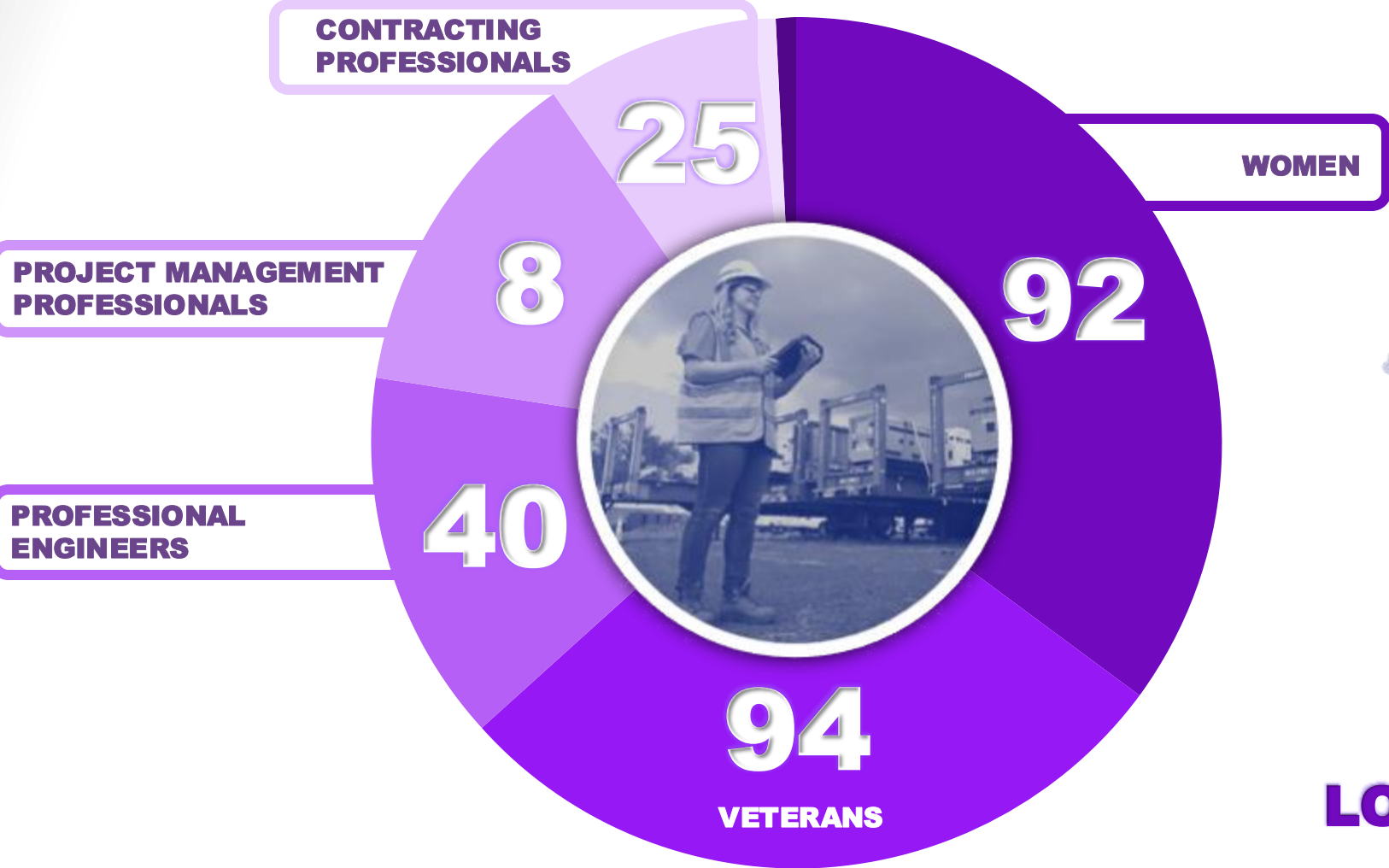
\$350M+
AVERAGE ANNUAL
OBLIGATIONS





PROFESSIONAL WORKFORCE

PEOPLE: Charleston District's greatest strength is its **people** – the intelligent, adaptable and professional Soldiers and Civilians



280 EMPLOYEES





PRIMARY CUSTOMERS

Charleston District

- 81st Readiness Division
- Marine Forces Reserves
- Defense Logistics Agency
- NASA
- Veterans Affairs
- Joint Base Charleston
- Fort Jackson





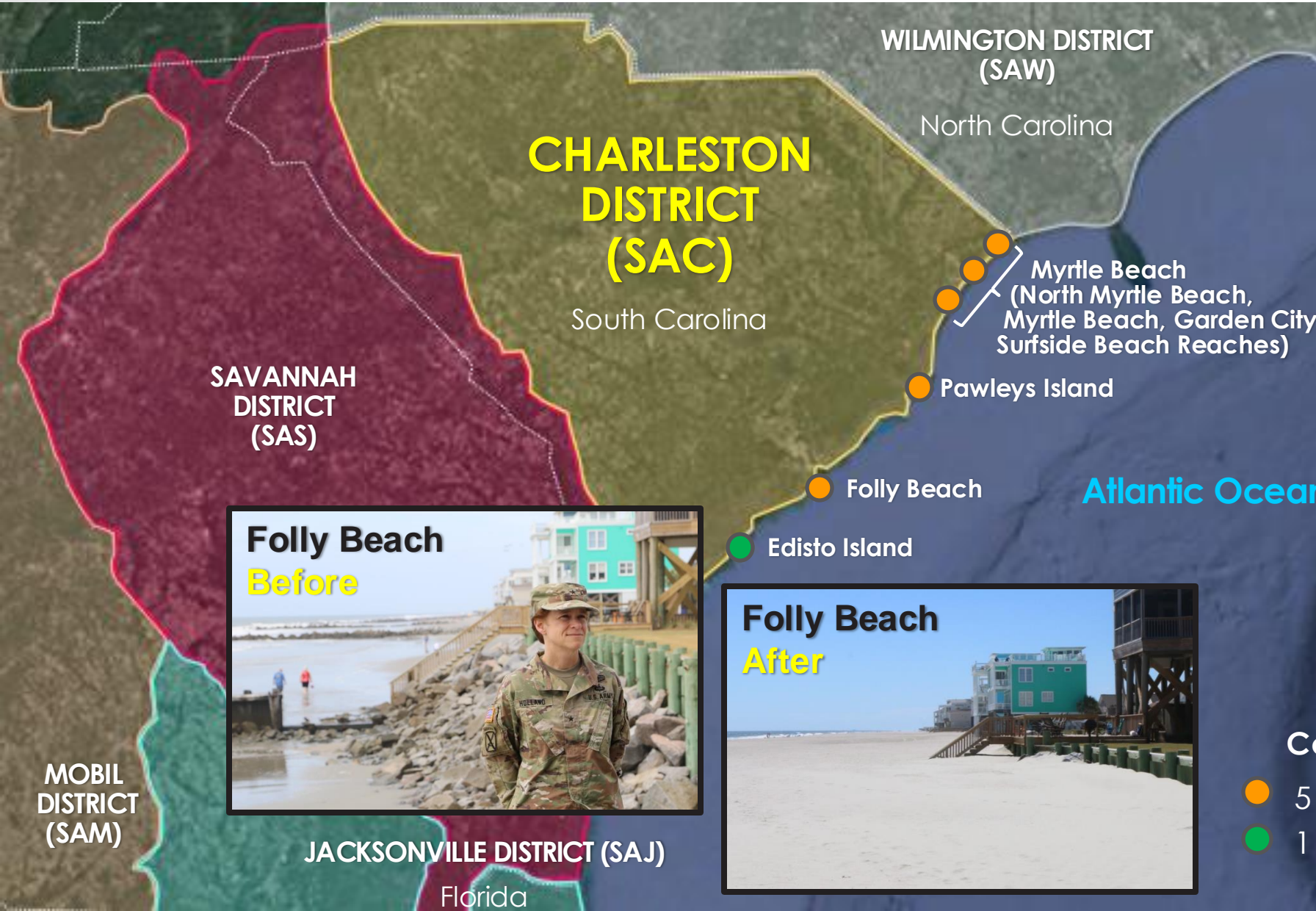
DEEP DRAFT NAVIGATION



Dredge Atlantic Deepening Charleston Harbor (Left) as the Largest ship to ever visit the East Coast, CMA CGM Marco Polo (Right), passes by. (March 2021)



COASTAL STORM RISK MANAGEMENT




Coastal Storm Risk Management

- 5 Constructed Beach Segments
- 1 Planning Engineering Design Phase



CSRM: CHARLESTON PENINSULA PROJECT


CHARLESTON PENINSULA STUDY, CHARLESTON, SC
PROJECT OVERVIEW - INVESTIGATIONS



Authority: Senate Resolution, EPW Committee, April 22, 1988 and P.L. 84-71
 Funding: \$3.7M, 100% Federal Funding, Bipartisan Budget Act of 2018
 Business Line: Coastal Storm Risk Management
 Sponsor: City of Charleston

RECOMMENDED PLAN

The Charleston Peninsula Study Alternative 2



Legend

- Charleston Peninsula Study Area
- Nonstructural Measures
- Proposed Living Shoreline
- Storm Surge Wall
- Conveyance Wall
- T-Wall
- Pump Stations:
 - Mobile
 - Permanent

★ Chief Report 2022
 ↓ PED 2023 - 2026
 ↓ Construction 2026 - 2032

STUDY FEATURES

- The Charleston Peninsula Coastal Storm Risk Management Study is investigating potential solutions to address risk to vulnerable populations, property, and infrastructure on the Charleston peninsula
- The Recommended Plan consists of a storm surge wall (elevation 12 ft NAVD88) with gates/pumps, nonstructural measures and living shoreline (environmental mitigation).


FUNDING

- Estimated total project cost is \$1,132,000,000
- Federal \$735M/Non-Fed \$397M
- Average annual net benefits is \$447.5M
- Benefit cost ratio is 10.8 to 1
- Benefit cost ratio @ 7% is 3.4


U.S. Army Corps of Engineers - Charleston District

CHARLESTON PENINSULA STUDY

Life and Safety



Cultural Resources



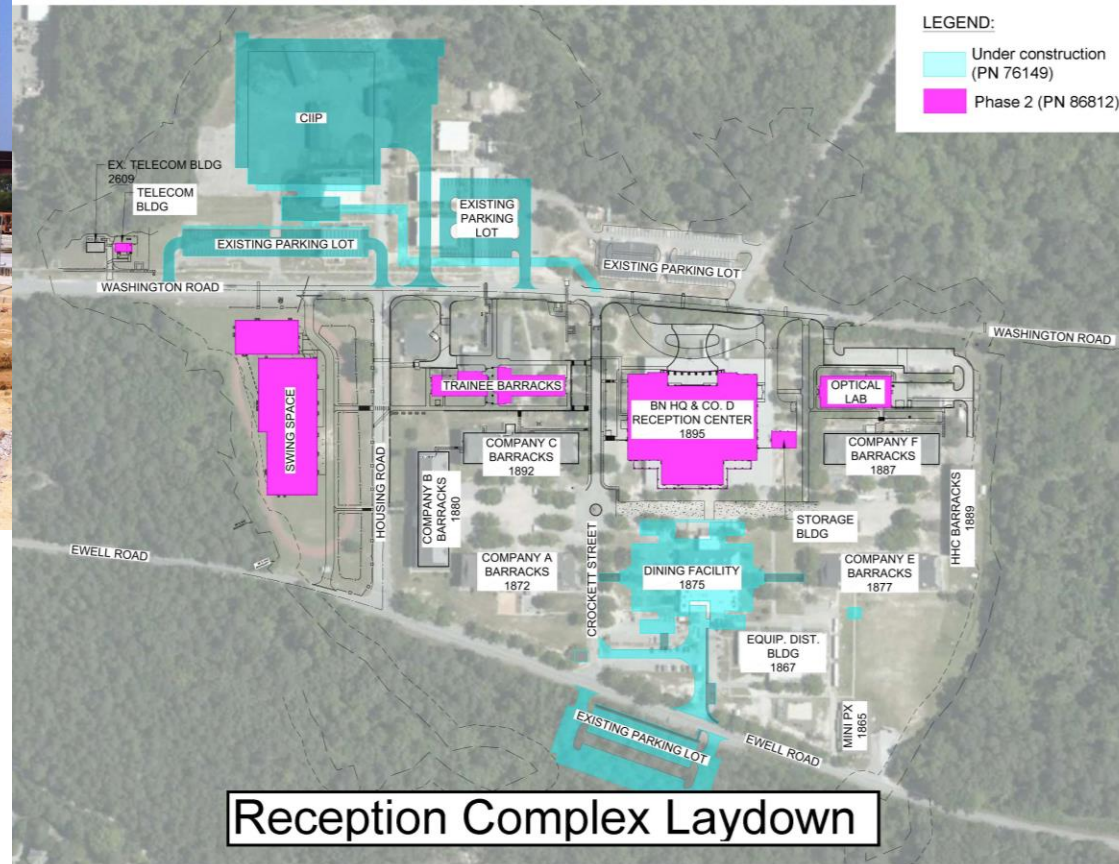
U.S. Army Corps of Engineers - Charleston District



MILITARY CONSTRUCTION (MILCON) PROJECTS



USACE personnel during construction of a Training Support Center at Fort Jackson

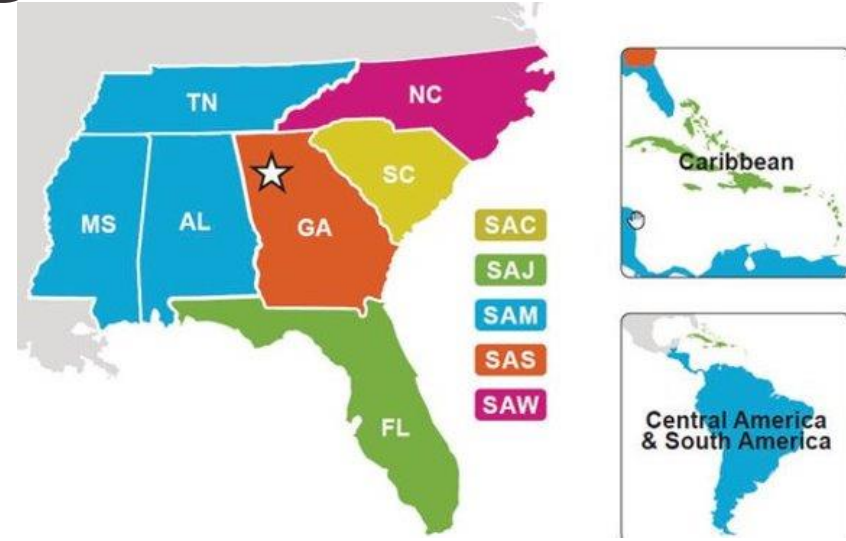


Construction of a Basic Training Center and Quad Dining Facility at Fort Jackson

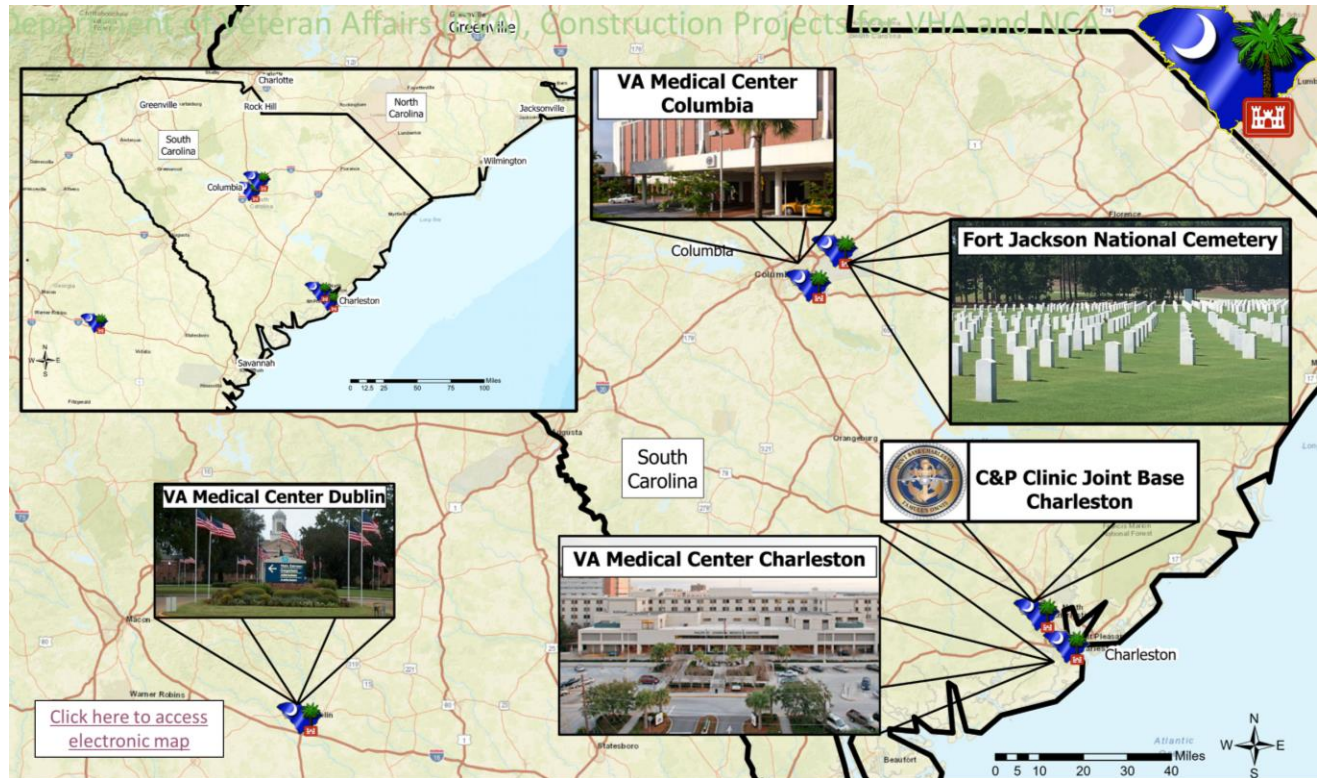


VETERANS AFFAIRS PROJECTS

- Charleston District executes “minor” projects (<\$30M) across the SAD AOR (Southeast US).
- This program covers 7 states and Puerto Rico; 23 major hospitals (VAMC); 140+ outpatient clinics (CBOCs); over 2.5M enrolled veterans.
- Over \$148M awarded since FY07.



South Atlantic Division Boundaries



USACE personnel during the construction of a new parking garage at the Columbia Dorn VA Medical Center

[Click here to access electronic map](#)

SAVANNAH RIVER SITE PROJECTS

Two active projects:

- Tritium Admin Building
 - Design is at 65% review stage
 - Construction magnitude \$25M to \$100M
- Y810 Savannah River Plutonium Production Facility (SRPPF) Maintenance Bldg project
 - AE design not yet awarded
 - Construction magnitude \$25M to \$100M
- Potential for more work ...





WE ARE BIG on SMALL BUSINESS

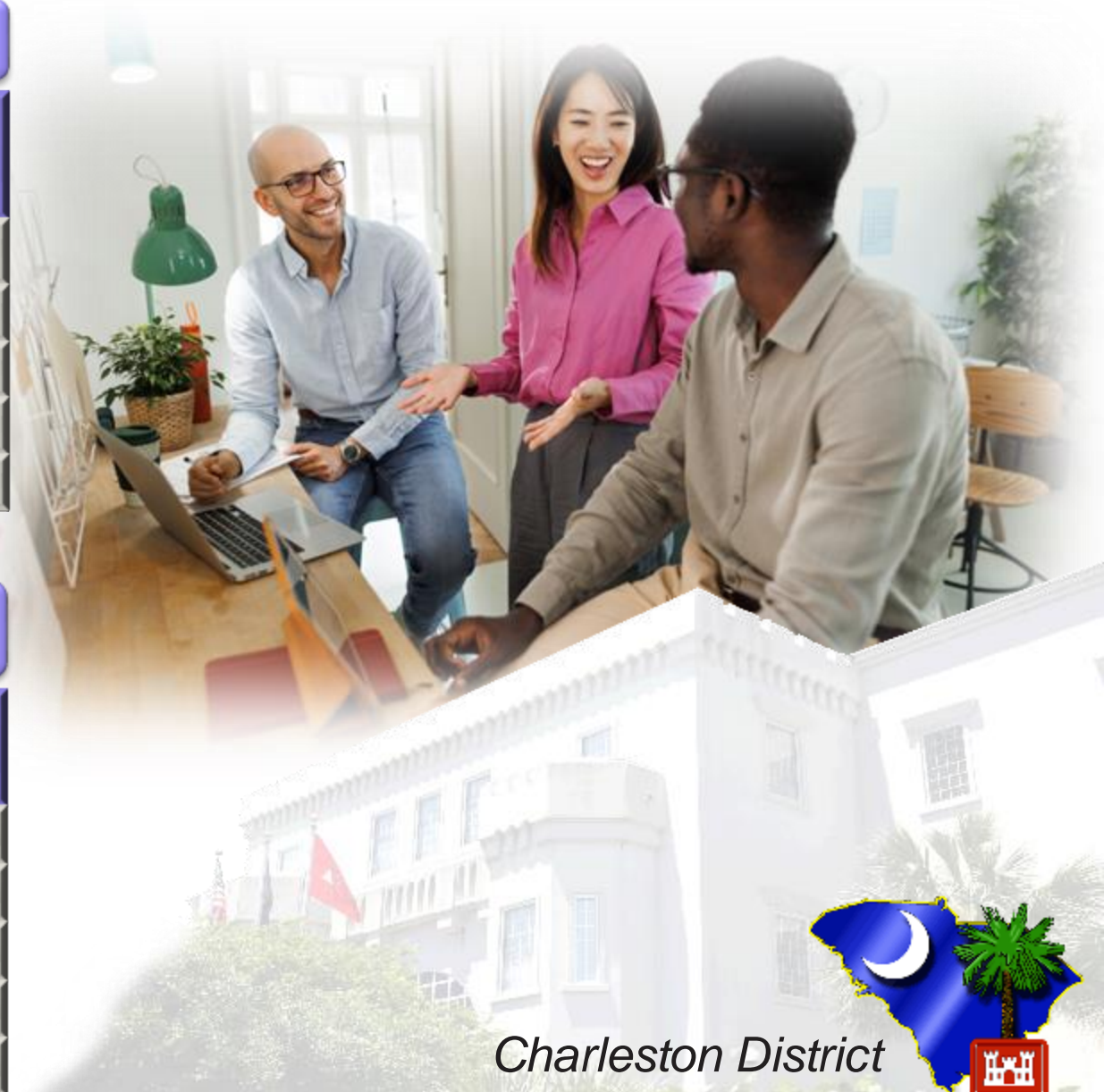
FY24 SB GOAL ACHIEVEMENT REPORT

Small Business Type	FY24 Total \$	FY24 Actual %	FY24 Target %
Small Business	\$220,028,271	57.95%	42.55%
SDB	\$131,299,638	25.29%	22.57%
WOSB	\$54,792,240	3.89%	16.22%
HUBZone	\$39,694,127	4.28%	9.00%
SDVO SB	\$9,971,167	8.97%	4.00%

FY25 SB GOAL ACHIEVEMENT REPORT

AS OF 10 MARCH 2025

Small Business Metric	Current FY \$	Current FY Actual	Current FY Target
Small Business	\$23,520,838	20.29%	42.55%
SDB	\$15,425,538	13.31%	22.57%
WOSB	\$1,276,477	1.10%	16.22%
HUBZone	\$526,773	0.45%	9.00%
SDVO SB	\$444,325	0.38%	4.00%



Charleston District





TOP FIVE AWARDED NAICS CODES IN FY24

NAICS Description	SB Dollars
236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$372,460,560
561210 - FACILITIES SUPPORT SERVICES	\$179,720,592
237990 - OTHER HEAVY AND CIVIL ENGINEERING CONSTRUCTION	\$95,887,719
237110 - WATER AND SEWER LINE AND RELATED STRUCTURES CONSTRUCTION	\$68,870,325
236210 - INDUSTRIAL BUILDING CONSTRUCTION	\$14,271,222



Charleston District





NEW CONTRACTORS IN FY24



Charleston District



CHARLESTON DISTRICT FORECAST

FISCAL YEAR 25/26

DoDAAC/Office Code: W912HP

As of 1 March 2025



US Army Corps
of Engineers



Small Business Info



CHARLESTON DISTRICT PROJECTIONS FY25/26

AS OF 01 MARCH 2025 (SEARCH SAM.GOV W912HP*)

Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
81st	81st Reg G FIS - NEW CONTRACT Facilities Investment Services	South and North Carolina	2 nd Qtr, FY25	3 rd Qtr, FY25	\$500K - \$1M	SB	W912HP25R1000
CRRP	FY25 CRRP USGS Dock Repair (Demo and Construction)	Charleston, SC AOR	ON HOLD Pending Environmental Investigation	4 th Qtr, FY25	\$500K - \$750K	WOSB	W912HP25B0002
CHARLESTON DISTRICT	FY25 EOC Generator	Charleston, SC AOR	3 rd Qtr, FY25	4 th Qtr, FY25	\$100 - \$250K	SB	TBD
VETERANS AFFAIRS	VA Charleston Fisher House HC Ramp	Columbia, SC	3 rd Qtr, FY25	4 th Qtr, FY25	\$100 - \$250K	SDVOSB	TBD

These are PROJECTIONS only. <https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>
The award date, range of magnitudes, acquisition strategies and solicitation #s are subject to change.



CHARLESTON DISTRICT PROJECTIONS FY25/26

AS OF 01 MARCH 2025 (SEARCH SAM.GOV W912HP*)

Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
VETERANS AFFAIRS	VA Columbia Sewer Repairs	Columbia, SC	3 rd Qtr, FY25	4th Qtr, FY25	TBD	SDVOSB	TBD
CIVIL WORKS	FY25 Daniel Island – Wando Cell Ditching	Charleston, SC AOR	3 rd Qtr, FY25	4th Qtr, FY25	\$1M-\$5M	SB	W912HP25R0005
CIVIL WORKS	FY25 CHS Harbor Geotech Service at Clouter Creek <u>via GSA Procurement</u>	Charleston, SC AOR	3 rd Qtr, FY25	4th Qtr, FY25	\$250K-\$1M	SB	TBD
CHARLESTON DISTRICT	FY25 EOC Generator	Charleston, SC AOR	3 rd Qtr, FY25	4th Qtr, FY25	\$100 - \$250K	SB	TBD

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CHARLESTON DISTRICT PROJECTIONS FY25/26

AS OF 01 MARCH 2025 (SEARCH SAM.GOV W912HP*)

Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
CIVIL WORKS	Medical University South Carolina, Charleston, SC Pump Upfit	Charleston, SC	3 rd Qtr, FY25	4 th Qtr, FY25	TBD	TBD	TBD
CIVIL WORKS	FY25 Clouter Creek Middle and Highway Cell Dike Raising	Charleston, SC (Berkeley County)	4 th QTR FY25	4 th QTR FY25	\$5M-\$10M	TBD	TBD
DEPARTMENT OF ENERGY	Savannah River Site Tritium Admin Building (Construction)	SRS, GA	3 rd Qtr, FY25	4 th Qtr, FY25	TBD	TBD	W912HP25R5004
DEPARTMENT OF ENERGY	Savannah River Site Procurement Warehouse for NNSA (Construction)	SRS, GA	3 rd Qtr, FY25	4 th Qtr, FY25	TBD	TBD	W912HP25R5005
MARINE FORCES RESERVES	Wash Rack Preventive Maintenance IDIQ	CONUS	3 rd Qtr, FY25	4 th Qtr, FY25	\$500K - \$1M	SB	TBD

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CHARLESTON DISTRICT PROJECTIONS FY25/26

AS OF 01 MARCH 2025 (SEARCH SAM.GOV W912HP*)

Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
Base Contracts	A-E Design Services MATOC (SDVOSB) In Source Selection Process	CONUS	3 rd Qtr, FY24	3 rd Qtr, FY25	Not to Exceed \$20M, 5 years	SDVOSB	W912HP25R5003
Base Contracts	A-E Design Services MATOC (Unrestricted) In Source Selection Process	CONUS	4 th Qtr, FY24	3 rd Qtr, FY25	Not to Exceed \$99M, 5 Years	OTSB (Unrestricted)	W912HP24R5007
Base Contracts	Design-Build & Design-Bid-Build MATOC	CONUS & Puerto Rico	2 nd Qtr, FY25	4 th Qtr, FY25	Not to Exceed \$499M, 5 Years	Small Business	W912HP25R5000
Base Contracts	SDVOSB DB/DBB General Construction MATOC In Source Selection Process	Veterans Admin (VA) locations in the South Atlantic Area of US	1 st Qtr, FY25	4 th Qtr, FY25	Not to Exceed 99M, 5 Years	SDVOSB	W912HP25R4000

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MYTH-BUSTING CPARS

Myths About CPARS (Contractor Performance Assessment Reporting System)

Myth: CPARS is only used to document negative performance.

Fact: CPARS captures both positive and negative performance, providing a balanced view of a contractor's achievements and challenges.

Myth: Contractors have no way to respond to a CPARS assessment.

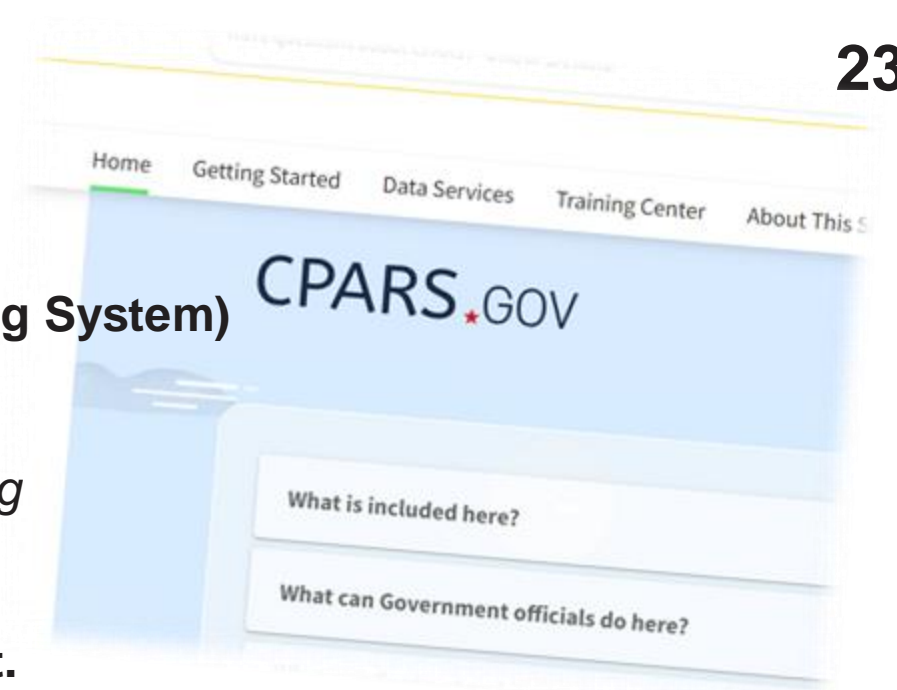
Fact: Contractors can and should provide comments or rebuttals within the designated time frame if they disagree with the assessment or wish to provide additional context.

Myth: A single poor CPARS evaluation will disqualify a contractor from future awards.

Fact: While CPARS is a critical tool, contracting officers consider a range of factors, including the overall performance record and specific project circumstances.

Myth: CPARS ratings are subjective and lack standards.

Fact: CPARS evaluations are based on specific criteria, such as quality, schedule adherence, and cost control, ensuring a standardized process





SUGGESTIONS TO IMPROVE

You Told Us:

- ❖ You want feedback from Sources Sought Notices.

We Are:

- ❖ Working with our Contracting Officers to provide feedback via SAM.gov

You Told Us:

- ❖ You want less restrictive solicitations so more small businesses have an opportunity to propose on our actions

We Are:

- ❖ Taking a closer look at our solicitations and responses from contractors to try to be as inclusive as possible. It is important to provide feedback during the solicitation phase so we can take action, if possible.



CHARLESTON DISTRICT TAKE AWAYS

Best Practices for Those Who Want to Work With Us

- ❖ Read and respond to our sources sought notices in accordance with the announcement. Contracting can make the best procurement decisions when provided with requested information.
- ❖ Reach out to our Small Business Professional for a Capabilities Briefing - but do your research! Review our current projections/upcoming projects and see what may interest you and be prepared to speak about it.
- ❖ If you feel as if you are a good fit to do the work that we have out on solicitation but realize your proposal would be unsuccessful because you can't meet the criteria for things like past performance or past experience, reach out to the Contracting Officer or submit a RFI through the means identified in the solicitation. Sometimes we are more restrictive than we realize, we don't know that until you tell us!
- ❖ Check out our new USACE Headquarters Doing Business Page! It is packed with amazing information to help Construction Contractors! <https://www.usace.army.mil/Business-With-Us/Partnering/>



CHARLESTON DISTRICT POCs

Point of Contact for Charleston District Chief, Small Business Programs Office (W912HP)

Tonya Willis, 843-329-8084, tonya.d.willis@usace.army.mil

Join my monthly mailing list

Chief, Contracting Division (W912HP)

Charlenne Figgins, 843-329-8061, charlenne.l.figgins@usace.army.mil

US Army Corps of Engineers Enterprise Forecast Updated Monthly

<https://www.usace.army.mil/Business-With-Us/Small-Business/Upcoming-Contract-Opportunities/>

District Projections Posted monthly along with Tips to Businesses and Other helpful information:

<https://www.usace.army.mil/Business-With-Us/Small-Business/Upcoming-Contract-Opportunities/>

Capabilities Briefings: Scheduled Thursday Mornings (No briefings scheduled Jul, Aug and Sep)

Sources Sought, RFPs & award notices are found at SAM.GOV (Search W912HP*) and on Twitter and Facebook at: twitter.com/CharlestonCorps www.facebook.com/CharlestonCorps

Address: Charleston District, USACE, 69-A Hagood Ave., Charleston, SC 29403-5107





**US Army Corps
of Engineers** ®

