Slide Presentations

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  – Ernest Drott, Chief Military Programs, Great Lakes and Ohio River Region ………………………………………… 30

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Doing Business with NAVFAC

SEBAC Meeting
Minneapolis, MN

Jan Kaiser
Deputy for Small Business
Naval Facilities Engineering Command, Midwest

21 May 2008
About NAVFAC …

- NAVFAC’s Roles, Products & Services
- Shore Facilities - Trends
- Projected Workload
- Major Programs and Future Work Overview
Who is NAVFAC?
Naval Facilities Engineering Command

- Our Roles
  - DoD Construction Agent
  - DoN’s Facilities Engineering SYSCOM
  - Naval Expeditionary Combat Enterprise lead SYSCOM
  - Member of the Provider Enterprise
  - Global Engineering/Acquisition Command
    17,000 Civilians, 1,600 military, and 500 Contractors

- Our products and services:
  Over $10 billion annually

2007 Ranking Among Fortune 500 Companies

<table>
<thead>
<tr>
<th>Rank</th>
<th>Company</th>
<th>$Million</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>Wal-Mart</td>
<td>351</td>
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<tr>
<td>6</td>
<td>General Electric</td>
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<td>492</td>
<td>Western Union</td>
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$Billions

Left-6-18-09-0000-0001
NAVFAC...Region Aligned

Forward Deployed Delivery Model

NAVFAC ESC
NAVFAC ELC Naval Fac. Inst.
NAVFAC Marianas
NAVFAC FE
NAVFAC Northwest
NAVFAC MW
NAVFAC Hawaii
NAVFAC Pacific
NAVFAC Atlantic
NAVFAC Washington
NAVFAC Mid-Atlantic
NAVFAC Southwest
NAVFAC Europe - Southwest Asia
NAVFAC southeast
OICC MCI East
OICC MCI West
Navy Crane Center
2 ECH III Commands
10 ECH IV Commands
3 OICC
4 Specialty Centers (ECH III Commands)
We are the Navy’s facilities engineering professionals. Fleet, Fighter and Family focused; innovative; surge enabled; ever faster; and committed to continuous cost reduction.

Business Lines:
• Capital Improvements
• Public Works
• Environmental
• Contingency Engineering
• Asset Management
• Expeditionary Programs

• NAVFAC Atlantic and Pacific Commanders are dual-hatted as Fleet Engineers.
• NAVFAC Expeditionary Logistics Center and NAVFAC Engineering Service Center are Region Aligned.
• NAVFAC Atlantic and Pacific Commanders are dual-hatted as Fleet Engineers.
• NAVFAC Atlantic and Pacific Commanders are dual-hatted as Fleet Engineers.

Facilities Engineering Commands
• Facilities Engineering Commanders are dual-hatted as Regional Engineers.
Products and Services/Support for Facilities Lifecycle

Applying Technical, Contracts and Real Estate Authorities and Expertise

- **Asset Management**
  - Demolition
  - Facilities Excessing
  - Outleasing
  - Enhanced Use Leasing (EUL)

- **Recapitalization**
  - Restoration
  - Modernization

- **Facilities Sustainment**
  - Environmental Compliance & Conservation
  - Base Support Vehicles/Equipment
  - Facility/ Specialized Technical Services
  - Strategic Sourcing
  - Utilities/ Energy/ Real Estate Management
  - Shore Weight Handling Equipment

- **Planning**
  - Land/ Installations/ Facilities
  - Facilities ILS
  - Encroachment Planning/Management
  - Contingency
  - Project Development
  - Anti-Terror/ Force Protection (AT/ FP)
  - Environmental (NEPA)

- **Acquisition/ Execution**
  - Engineering/ Design/ Construction
  - Environmental Cleanup/Quality
  - Public/ Private Ventures
  - Disaster Response
  - Ocean Engineering

- **Demand Signal**

- **Expeditionary**
  - Base Ops Support (BOS)
  - Construction

Current Readiness

Future Capability
Construction Trends

Yesterday
- Design-Bid-Build
- Low bid
- Adversarial Relationship

Today
- Streamlined Design-Build
- Best Value Selection
- Multiple Award Contracts
- Anti-Terrorism
- Fast Track Construction
- Increased Client Participation
- Improved Project Development

Tomorrow
- CM @ Risk
- Focus on Building Performance
- Deliver Sustainability / Lower Life Cycle Cost
- Leverage Technical Skills thru Cross Functional Teams
- USGBC LEED Silver Level on all projects

Benefits
- Reduced Acquisition Time
- Life-Cycle Costing Decisions
- Improved Safety / Quality / Schedule Performance
- Improved Energy Efficiency

Today
- Best Value Selection
- Multiple Award Contracts
- Anti-Terrorism
- Fast Track Construction
- Increased Client Participation
- Improved Project Development

Benefits
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Yesterday
- Design-Bid-Build
- Low bid
- Adversarial Relationship
Environmental Trends

PLANNED NEW CONTRACT VEHICLES AND CAPACITIES

- Adding $1.6B in new capacity
- 51 new contracts
  - 3 CLEANs
  - 4 RACs
  - 6 EMACs
  - 38 FP IDIQs

**LB RAC**
Awarded April 08
$150M Max
Shaw Environmental Group, Inc.
POC: Julia Madden 757-640-6928
julia.madden@shawgrp.com

**SB RAC**
Awarded March 08
$100M Max
Agviq/CH2M Hill Constructors, Inc.
FY09 CI Acquisition Strategy

- **Continued use of Design-Build**
- **Packaging projects based on:**
  - Geographic proximity
  - Type Work
  - Mission Requirement (Timing)
  - Cost
  - Avoidance/Efficiencies/Economies of Scale
- **Use of Standard DB RFPs**
- **Strategies being piloted**
  - DB Early Start
  - DB Commission
  - Collateral Equipment
- **Strategies being reviewed**
  - Early Contractor Involvement
- **Initiatives**
  - MTP3 and Facility Pricing

- **Construction Contracts**
  - Stand Alone contract: > $30M
  - MACC (regional): TO $3.5 million to $30 million.
  - Small Business: $100,000 to $7 million
    - Local 8(a) MACCs, Stand alone 8(a), and competitive 8(a)
    - HUBZone, Service Disabled Veteran Owned set-asides
    - Local 8(a) Basic Ordering Agreements (BOA) for < $3.5 million.
  - SAP or JOC < $100,000.
  - Specialty (or single trade) IDIQ contracts

- **A/E Contracts**
  - Regional IDIQ contracts: 5 year, up to $5 million.
  - Local IDIQ contracts: Mostly small businesses, 5 year terms, up to $5 million.

**Continued Use of Sources Sought Notices in FedBizOpps**
Historical vs Projected Workload
Navy and Marine Corps

Historical FYs 01-06
(MCON and Family Housing)

22%
78%

Without Family Housing - Navy 80%, USMC 20%

Projected FYs 08-13
(MCON Only)

35%
65%

USMC
Navy

PR 09 PB SUBMITS Feb 08

Historical FYs 01-06
(MCON and Family Housing)

22%
78%

Without Family Housing - Navy 80%, USMC 20%

Projected FYs 08-13
(MCON Only)

35%
65%

USMC
Navy

PR 09 PB SUBMITS Feb 08
USMC “Grow the Force” (GTF)

FY 07: Site prep for temporary space, BQs, Regimental HQs, Armories, Family Hsg, etc.

FY 08 & FY 09: Projects to support additional personnel - BQs, Mess Halls, Operations Centers, Armories, Ranges, Family Hsg, utilities, etc.

POM10 builds remaining infrastructure enablers and ops facilities

ACQ STRATEGY:
- 2-Phase Design Build (Best Value)
- Project Packaging for Economy of Scale
  - Balanced with Small Business Program
- Standardized Components
  - Speed of Delivery
  - Consistency in Design & Construction
  - Durability
  - Low maintenance costs over life cycle

~$11.1B Total program FY08-FY13
Safety: NAVFAC Construction Contractor Mishap Rates

Mishap Rate Trend

Top 10 Contractors

All Other Contractors

Important Source Selection Evaluation Factor
OICCs Stand-Up (FY08-14)

- OICC MC WEST: ~$3.5B GTF
- OICC MC EAST: ~$2.1B GTF
  - Both stand-up 3rd Qtr FY08, stand-down FY14

- OICC BETHESDA
  - Execute BRAC V Walter Reed National Military Medical Center
  - Stand-up 2nd Qtr FY08, stand-down FY12
  - Includes PW Mission
**Walter Reed National Military Medical Ctr (WRNMMC) Bethesda, MD**

- **Project scope:**
  - New outpatient addition (approx. 525K SF)
  - New inpatient areas (approx. 157K SF)
  - Renovations to existing infrastructure (approx. 333K SF)
  - New circulation pathways, utility tunnels, and parking garages
  - Supporting facilities (ex. new gym, administrative building and Warrior Transition Unit / Brigade)

- **FY08/09/10 BRAC V Construction ($940M)**
  - RFP 1: Construction Contract Awarded 03 Mar 08
  - RFP 2: Construction Contract Award Planned for Jan 09

- **BRAC-directed milestone:** Complete by Sept 15, 2011
Joint Basing (JB) update

Lead DoD Agency:  Navy  Army  Air Force

Phase I
- NAB Little Creek / Ft Story, VA
- Navy Base Guam / Andersen AFB, GU
- Ft Myer / Henderson Hall, VA
- Andrews / NAF Washington, MD
- McGuire AFB/Ft Dix/NAES Lakehurst, NJ

Phase II
- Anacostia Annex / Bolling AFB, DC
- NS Pearl Harbor / Hickam AFB, HI
- Ft Lewis / McChord AFB, WA
- Charleston AFB / NWS Charleston, SC
- Elmendorf AFB / Ft Richardson, AK
- Lackland AFB/ Randolph AFB/
  Ft Sam Houston, TX
- Langley AFB / Ft Eustis, VA

Event | By
--- | ---
Phase I MOAs signed | Sept 30, 2008
Phase I IOC | Jan 31, 2009
Phase I FOC | Oct 1, 2009
Phase II MOAs signed | Sept 30, 2009
Phase II IOC | Jan 31, 2010
Phase II FOC | Oct 1, 2010
Asset Management

Major Initiatives

EULs -- Enhanced Use Leases

- A tool to leverage the value of our under-utilized and under-performing assets (facilities and land)

- Several Phase I Market & Feasibility Analyses ongoing

- Industry Forums for Phase II EULs
  - Saufley Field - Pensacola FL (11 Mar 08)
  - NNSY (Portsmouth NH) - Durham NH (16 Apr 08)
  - SUBASE New London, CT – (May 08)
  - South Depot Annex, Norfolk, VA – (TBD)

- EUL website: [www.navyeul.com](http://www.navyeul.com)
  - Contains info on: project status, FAQs, links, and Contacts
Impact of Energy Policy Regulations

• FY09 MILCON Projects address funding per Energy Policy Act 2005 and Executive Order 13423

• NAVFAC requires USGBC LEED Silver certification in FY09 Program
  – New buildings
  – Major renovations where cost exceeds 50% of replacement value
EISA 2007

Energy Independence and Security Act (EISA) of 2007

- Energy use reduced 30% by 2015, relative to 2005
- Comprehensive energy and water evaluations every 4 years
- Fossil fuel energy use reduced 55% by 2010 from 2003 levels, and eliminated by 2030
- Major equipment replacements to be most energy efficient that are life-cycle cost effective
- Add metering for water, natural gas and steam (by OCT 2016)
- Maintain or restore pre-development hydrology of project sites to extent technically feasible
- 30% of new building hot water demand to be met by solar equipment where life-cycle cost effective
Energy Goals/Guidance

Impact to Installations

Sustainable Design
+ Energy Efficiency

New buildings will incorporate.
Bases will have plans to achieve Energy Goals.

+ Renewable Energy
Bases will develop cost-effective renewable resources.

+ Efficiency Managers
(at each base) will ensure that energy contracts/costs have a 2-for-1 payback.

Achieve Energy Goals

Department of Navy: Energy Usage Reduction Goals

Based on Projects Awarded Through FY 07

Reduction Goal (MBTU/KSF)
Actual DoN Reduction
Actual USMC Reduction
Actual Navy Reduction
Projection
ATFP Ashore
FY09 Efforts

- NAVFAC is primarily executing via Procure Install and Maintain Multiple Award Contract (PIM - MAC) - Awarded to:
  - Honeywell
  - Lockheed Martin
  - Northrop Grumman
  - Raytheon

- FY09 Proposed Projects
  - Emergency Operations Center Plus - Souda Bay and Seoul
  - Regional Operations Center – Yokosuka
  - Emergency Operations Center - Chinhae
  - Sensor Integration System and Enclave Security – NSB Ventura
  - Navy Emergency Response Management System (NERMS) - Midwest AOR
  - Gate Automation – 11 Sites to be decided on, by working with CNIC
  - Electronic Harbor Security System (EHSS) (teaming with SPAWAR) – Yokosuka, Indian Island, NS Everett
  - Water Barriers (NFESC) – Indian Island, WA
Standard (Model) DB RFP Templates

• NAVFAC constructs numerous facilities that are alike
  – Basic requirements are controlled by Unified Facility Criteria (UFCs)
  – Size, exterior facade, interior decor and site vary by geographic location

• Eight model design-build RFP Templates being developed for FY10 program
  – Reduce the amount of resources required to prepare an RFP for advertisement
  – Increase competition during the procurement by standardizing the documents

• Model DB RFPs (completion FEB 09)
  - Navy BEQ (market-style)
  - Fitness Centers
  - Dining Facility
  - Child Development Centers
  - Fire Stations
  - Aircraft Maintenance Hangars
  - Magazines
  - Armories

• Future Templates for Admin, Training, and Maintenance/Production
Extraordinary Small Business Advocate

US Prime Awards

<table>
<thead>
<tr>
<th></th>
<th>FY06 (Actual = $4.7B)</th>
<th>FY07* (Current = $7.2B)</th>
<th>FY08 (TBD)</th>
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<tr>
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<td>Target</td>
<td>Actual</td>
<td>Target</td>
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<tr>
<td>Small Business (SB)</td>
<td>40.2%</td>
<td>43.3%</td>
<td>40.6%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>8.2%</td>
<td>10.5%</td>
<td>8.3%</td>
</tr>
<tr>
<td>SDVO(Veteran-Owned)SB</td>
<td>.61%</td>
<td>1.0%</td>
<td>3.0%</td>
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<tr>
<td>Small Disadvantaged. Bus.</td>
<td>18.6%</td>
<td>26.4%</td>
<td>18.8%</td>
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<tr>
<td>Woman Owned SB</td>
<td>6.4%</td>
<td>7.1%</td>
<td>6.9%</td>
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NAVFAC Performance Trends

- **FY02 - FY06**: Exceeded goals + Multiple Awards/Recognition for Small Business achievements
- **FY07**: End-of-year “Actual” data not yet available from FPDS-NG (expect to meet/exceed goals)
- **FY08**: Continued focus on Small Business support
  - Subcontract reports entered into eSRS - May 08 for NAVFAC OSD to issue letter for set asides in specific NAICCS under the SB Competition Demonstration Program
# NAVFAC Midwest Small Business Achievements

## Small Business / Socio-Economic Programs

<table>
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<tr>
<th></th>
<th>FY07</th>
<th>FY08 To Date</th>
<th></th>
<th></th>
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<tr>
<td></td>
<td>Small Business</td>
<td>Sm Disadvantaged Business</td>
<td>Women Owned Small Business</td>
<td>HUBZone Small Business</td>
<td>Service-Disabled Veteran Owned Small Business</td>
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<td>TARGETS</td>
<td>40.06</td>
<td>18.88</td>
<td>6.9</td>
<td>8.29</td>
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<tr>
<td>NAVFAC MW</td>
<td>59.69</td>
<td>31.59</td>
<td>5.43</td>
<td>16.87</td>
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<td>41.03</td>
<td>19.00</td>
<td>7.19</td>
<td>8.68</td>
<td>3.14</td>
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<td>NAVFAC MW</td>
<td>43.89</td>
<td>13.57</td>
<td>2.88</td>
<td>8.55</td>
<td>10.17</td>
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Solicitations are posted at [www.fedbizopps.gov](http://www.fedbizopps.gov).
Use of Small Business / Socio-Economic Programs Continues

NAVFAC will continue to be an advocate for small business as Prime contractors and as subcontractors.

• Set-asides can be done when there are two or more qualified firms who have the technical capability or productive capacity to provide the product or service at a reasonable price.

  – Small Business
  – Small Disadvantaged*
  – HUBZone*
  – Service-disabled Veteran-owned
  – 8(a)*
  – Women Owned Business
  – HBCU/MI
  – Native American Incentive Program

• Sole source awards are also available in some programs.

• Some programs require formal certification (*), others are self-certified
Marketing to DoD

- Solicitations are posted at [www.fedbizopps.gov](http://www.fedbizopps.gov).
- Identify your North American Industry Classification Codes [www.census.gov](http://www.census.gov).
- Obtain a Data Universal Numbering System (DUNS) Number [www.fedgov.dnb.com](http://www.fedgov.dnb.com).
- Register at the Central Contractor Registration (CCR) Website [www.ccr.gov](http://www.ccr.gov).
- Complete Online Reps & Certs Application (ORCA) [www.bpn.gov](http://www.bpn.gov).

- Know Your Competitors
- Target the Right Customer
- Know What Programs You Are Eligible For

- Contact the U.S. Small Business Administration [www.sba.gov](http://www.sba.gov)
- Locate the Procurement Technical Assistance Center (PTAC) Close to You [www.dls.mil/db/procurem.htm](http://www.dls.mil/db/procurem.htm).
Questions?

- Learn more about NAVFAC …

1. Visit our webpage @ www.navfac.navy.mil
2. Go to “Organization” Tab
3. Select desired NAVFAC component
4. Go to “Contact Us/Visitors”

- Contact the Public Works Department in your area.
Wrap-Up

• Big construction opportunities FY08 & beyond

Counting on your Help, Talent, and Partnership to Make It Happen!
Small Environmental Business and the Corps of Engineers

SEBAC Meeting
Minneapolis, MN

Ernest A. Drott, PE, PMP
Chief, Military Programs
Great Lakes and Ohio River Div
U.S. Army Corps of Engineers

• RELEVANT
• READY
• RESPONSIVE
• RELIABLE

21 May 2008
USACE Mission Statement

The United States Army Corps of Engineers (USACE) serves the Armed Forces and the Nation by providing vital engineering services and capabilities, as a public service, across the full spectrum of operations, from peace to war, in support of national interests. Corps missions include five broad areas:

- Water Resources
- Environment
- Infrastructure
- Homeland Security
- Warfighting

These capabilities are complementary and reinforcing. For example, employees working on water resources projects on our Nation's waterways have deployed to Iraq and Afghanistan and applied their technical skills to support the warfighter.
Support to the Army and the Nation

USACE Mission Areas

**Global War on Terror (GWOT)**

**Military Programs**
- MILCON for Modular Force
- Global Positioning
- BRAC 05
- Field Force Engineering
- MILCON Transformation
- Environmental restoration

**Homeland Security**
- Critical Infrastructure
- Anti Terrorism Plans
- Intelligence
- Facility Security Partnership

**Research & Development**
- Warfighter
- Installations
- Environment
- Water Resources

**Civil Works**
- Navigation, Hydropower
- Flood control, Shore Protection
- Water Supply, Regulatory
- Recreation, Disaster response
- Environmental Restoration

**Interagency Support**
- Federal
- State
- Local
- International

**Real Estate**
- DOD Recruiting facilities
- Contingency operations
- Acquire, manage and dispose
USACE Contributions to the Economy and the Environment

- Recreation areas: 368 M Visitors/yr, Generate $15 B in economic activity, 500,000 jobs
- ¼ of Nation’s Hydropower: $500 M + in power sales
- 12,000 miles of Commercial Inland Waterways: ½ the cost of rail, 1/10 the cost of trucks
- #1 Federal Provider Of Outdoor Recreation: 54,730 Miles Of Shoreline at USACE Lakes
- 8500 Miles of Levees
- 926 Shallow & Deep Draft Harbors
- Stewardship of 11.7 Million Acres Public Lands
- 137 Major Environmental Restoration Projects
- US Ports & Waterways Convey > 2B Tons Commerce
- Corps Maintained Ports Provide Strategic Deployment Capability
- Foreign Trade Through Harbors Creates > $850M Tax Revenues
What is USACE?
FY08

Distribution
Civilian FTE/Uniformed End Strength (ES)

HQUSACE: 795 (2%)  
(45 Uniformed Military)

Division HQ: 774 (2%)  
(23 Uniformed Military)

ERDC, Centers & FOAs: 4,212 (13%)  
(36 Uniformed Military)

Prime Power: 35 FTE  
(297 Uniformed Military)

FEST Team  
(34 Uniformed Military)

Districts: 26,594 (82%)  
(295 Uniformed Military)**

Civilians: 32,410 FTE Allocated

Uniformed: 730 Authorized (Officer/Enlisted)

Data as of Oct 07
*MIL=MILCON,DERP,RE  
FOAs=HECSA,IWR,MDC,UFC,ULA

**Includes 36 for GRD thru FY11
What is the US Army Corps of Engineers?

CIVIL WORKS
$8.2 B

MILITARY PROGRAMS
$28.1 B

9 Divisions

45 Districts

Contractors execute
65% of architect-engineer services
& 100% of construction

“Self-leveling” Workforce based on Workload

~22,000 Personnel

730 Soldiers

~10,000 Personnel

FY08 Data as of Oct 07
USACE Terrain Walk
MACOM Overview
(Civil Works Boundaries)

North Atlantic Div (EUCOM)
Northwestern Div
South Pacific Div
Southwestern Div (CENTCOM)
Mississippi Valley Div
South Atlantic Div (SOUTHCOM)

9 Divisions
45 Districts
2 Centers
ERDC
1 Engineer Battalion

2 ENCOMs

North Atlantic Div:
Europe (Germany)
Far East (Korea)
Japan
Afghanistan
3 in Gulf Region Div (Iraq)

OCONUS Districts:
FY08 USACE Program
Civil & Military Appropriation ($ Millions)

Total $36,252

Civil
$8,153

Military
$28,099

Current $ as of Oct 07
Environmental Operating Principles

- Accept Responsibility
- Strive to Achieve Environmental Sustainability
- Seek Balance and Synergy
- Consider Environmental Consequences
- Understand the Environment
- Respect Other’s Views
- Mitigate Cumulative Impacts

Enduring Values for the 21st Century
Environmental Programs

• Military
  - Installation Restoration Program (Army & Air Force) (IRP)
  - Base Realignment & Closure Act (BRAC)
  - Environmental Quality Support
  - Formerly Used Defense Sites (FUDS)
  - Defense State Memorandum Of Agreement (DSMOA)

• Support to Others
  - Superfund
  - Brownfields, Portfields, Urban Rivers
  - Formerly Utilized Sites Remedial Action Program (FUSRAP)
FY06 Military Program
Environmental Funding ($M)

Total = $1,377M

- Superfund: 224
- Brownfields: 2
- FUDS: 254
- ESFO: 32
- BRAC-ER: 76
- FUSRAP: 139
- EQ: 233
- DSMOA: 30
- IRP: 252

Total Environmental Funding = $1,377M
FY07 Military Program
Environmental Funding ($M)

Total = $1,415M
FY08 Military Program
Environmental Funding ($M)

Total = $1,179M

Superfund 200
FUSRAP 130
EQ 200
DSMOA 30
IRP 127
BRAC-ER 81
FUDS 279
Brownfields 2
Set-aside Programs

- Four types of set-aside programs for small business concerns:
  - SBA Section 8(a)
  - SBA HUBZone Program
  - Service Disabled Veteran-Owned Small Business (SDVOSB)
  - Small Business Set-aside (not authorized for construction due to Comp Demo Program)
How We Decide to Set-aside?

• Acquisition Strategy Meetings with customer input
• Risk Assessment Analysis
• Market Surveys
• SBA input
Subcontracting

- Subcontract Plans
  - $1 Million for Construction Contracts
  - $550K for all other Contracts
- Large Primes must submit a subcontract plan for approval
- Looking at subcontracting participation of total contract value
FY 08 Targets - Prime

- Small Business 40.0%
- Small Disadvantages Business 18.8%
- Women-Owned Small Business 5.8%
- HUBZone Small Business 10.0%
- Service-Disabled Veteran Owned 2.0%
- Historically Black Colleges & Minority Institutions 13.0%
FY 08 Targets - Subcontracting

- Small Business 70.0%
- Small Disadvantaged Business 6.2%
- Women-Owned Small Business 7.0%
- HUBZone Small Business 9.8%
- Veteran-Owned Small Business 3.0%
- Service-Disabled Veteran Owned 2.0%
Environmental Opportunities

• > 65% Superfund work goes to SB
• FY 08 – FY 13 environmental workload estimated at $6.5B (DOD, FUSRAP, EPA, Other reimbursable)
• USACE Small Business Office
  http://www.hq.usace.army.mil/hqsib/
• Directory of large firms working with USACE
• Existing Contracts lists exist for every district/division (small business subcontracting opportunity)
Challenges

- DA assigned targets
- Projects under-funded
- Army in general is moving toward large contracts that require the capacity of large businesses
- DOD Competitive Demonstration Program still excludes construction NAICS from general small business set-asides
- Bonding capacity for small businesses
- Customer buy-in on set-asides
- How can we increase small business participation?
12th Annual USACE Small Business Conference
December 8 – 10, 2008
Memphis, TN
Brooks City-Base

- Formerly Brooks Air Force Base
- First of its kind partnership between USAF and COSA
  - Created by Act of Congress on 13 Jul 00
- Brooks Development Authority (BDA) est’d 27 Sep 01
  - Independent entity under Texas Defense Base Development Authorities statute
    - Reduce base operating support costs
    - Maintain flexibility to meet AF mission
    - Enhance AF mission capabilities through creation of public and private partnerships
    - Allows AF to focus on mission vs landlord activities
Contracting With The BDA

- Procurement activities of BDA are modeled after State of Texas and City of San Antonio activities

- http://www.brookscity-base.com

- Prospective BDA vendor information
  - RFPs and other postings
  - Information and application
  - Procurement policy
  - Overview of BDA bid process
Advocate for Small Business (SB) and Historically Black Colleges and Universities/Minority Institutions (HBCU/MI)

Focal point for SAF Small Business on environmental matters

“Strategic Alliance” partner with Wing and tenants
What We Do

- Provide support to environmental SBs nationwide
- Liaison with LBs to enhance subcontracting opportunities
- Provide input on acquisition strategies to ensure SB is given a fair opportunity to compete
- Conduct training sessions-internal and external
- Conduct outreach to identify new sources
- Manage AF SB Environmental Database
AFCEE & 311 HSW/SB = Partners

- Early Involvement in Contracting Issues
- Review Contract “Tool-Box” Utilization
- Contractor-School Trainer
- Market Research
- Source Selection Advisor
- Proposal Evaluator
- Industry Sounding Board
AFCEE Support to SB’s

- Teaming
  - Team members past performance and experience

- Set-Asides
  - Majority of contracts contain set-asides
  - Each set of contracts has internal goal for SB primes

- Aggressive Subcontracting Goals
  - Based on total dollars obligated for small business
  - Based on total anticipated subcontracted dollars for each sub-category

- Aggressive Market Research
  - Industry search for small businesses and sub-categories
AFCEE Support to SB’s

- Small Business Volume in Proposals
  - Formerly review & approval of subcontracting plan
  - Small business volume narrative only evaluation criteria
  - Now both are evaluated
  - Impacts
    - Failure to meet RFP evaluation criteria may result in no award
    - Discussions vs. Award w/o Discussions

- Proposal Evaluation Subfactor Importance
  - Formerly small business subfactor less important than other 3 subfactors
  - Now of equal importance
## Percent of Contractors
### Large Business/Small Business

<table>
<thead>
<tr>
<th>Contractor</th>
<th>Large</th>
<th>Small</th>
<th>% of Primes</th>
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<tr>
<td>GEITA05</td>
<td>3</td>
<td>2</td>
<td>40.00%</td>
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<tr>
<td>4P-AE</td>
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<td>14</td>
<td>46.67%</td>
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<tr>
<td>4PAE08</td>
<td>15</td>
<td>13</td>
<td>46.43%</td>
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<tr>
<td>DBR2</td>
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<td>4</td>
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<tr>
<td>WERC</td>
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<td>16</td>
<td>59.26%</td>
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<tr>
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<td>5</td>
<td>25.00%</td>
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<td>0.00%</td>
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<tr>
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<td>1</td>
<td>16.67%</td>
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<tr>
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<td>3</td>
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<tr>
<td></td>
<td>82</td>
<td>73</td>
<td>44.52%</td>
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Air Force Small Business Learning Center

- Small Business Utilization
- Acquisition Forms
- HUBZone Program
- DFAS Contractor Payment
- DCAA and the Acquisition Professional
- Indian Incentive Program
- Small Business Primer (Contracting 101)
- Project Management
- Consolidation/Bundling
- Central Contractor Registration
- How to Sell to the Air Force
- How to do Market Research
- How to do Source Approval Requirements Packages
- Shop Math
- Intro to Lean Manufacturing
- Blueprint Reading
- Source Selection
Important Websites

- Brooks City-Base: www.brookscity-base.com
- Central Contractor Registration: www.ccr.gov
- AF Mentor-Protégé Program: www.selltoairforce.org
- AF Small Business Learning Center: www.selltoairforce.org
- USAF Interactive Electronic Mall: www.selltoairforce.org
- FAR on-line: www.arnet.gov.far
- Procurement Tech Asst Center: www.aptac-us.org/new/
- Long Range Acquisition Estimate: www.selltoairforce.org
Thank you for your attention

Questions?