US Army Corps of Engineers
Tulsa District

FY 13 Business Opportunities

Gene Snyman
Tulsa Small Business Deputy

30 April 2013
Agenda

- District Overview
- Military Appropriations Funded Work
  - How we operate
  - Organizational Structure
  - Access to Military Work
- Civil Appropriations Funded Work
  - Organization Structure
  - Access to Civil Work
- Emergency Management
- Contracting Office Structure
- Small Business
  - Best Practices
  - Common Errors
- Future Work
Tulsa District Work Areas

- Civil
  - 38 lake projects plus 12 for flood management, 5 locks, 8 hydropower plants
  - Water Supply: 18 lakes supplying water to about 2.2 million people, out of 3.7 mil
  - 267 Recreation areas served 24M.
  - 150 miles of navigation channels and about 231 miles of levees
- Military (Historically ~$200m MILCON, $150m SRM)
  - MILCON, SRM, Environmental
- Emergency Management
- Planning
- IIS
How We Operate

• Most projects are awarded as task orders on existing contracts, i.e. IDIQ, MATOCs, etc.

• New contracts are advertised/awarded based upon future workload projections and existing capacity

• Typical acquisition strategies for construction
  o Use Design/Bid/Build and Design/Build
  o Negotiated procurements
  o Competitive task orders
    ✓ Invitation for Bid (IFB) – rarely used
    ✓ Lowest Price / Technically Acceptable (LPTA)
    ✓ Trade-Off
Primary Contract Work

Design & Engineering

- Indefinite Delivery Indefinite Quantity (IDIQ) A/E Task Orders
- Blanket Purchase Agreements (BPAs)

Construction

- C – Contracts
- Multiple Award Task Order Contract (MATOC) Task Orders
- Single Award Task Order Contract (SATOC) Task Orders
- Sole Source 8a C - Contracts
- Performance Oriented Construction Activity (POCA) Task Orders

Environmental

- Blanket Purchase Agreements (Air Force Environmental Quality Program)
- MATOC Task Orders
- Sole Source 8a IDIQ Task Orders & C - Contracts
Current IDIQ Capacity

- AE - $75.4m ($33m SB-44%)
- Const - $357.8m (99+% SB)
- Env - $252.6m ($190.5m SB-75%)
Engineering & Construction Division Overview

What We Do

1) Manage dam, levee and bridge safety programs.

2) Provide engineering solutions supporting military, environmental and civil works missions.

3) Deliver quality facilities, infrastructure and environmental solutions.

4) Balance reservoir systems within authorized purposes to promote public safety and minimize floodwater damage.

5) Support OCO and disaster response missions with a workforce who deploys and/or provides reach back support.
Engineering & Construction Division Organizational Chart

(Approximately 204 Personnel)

- **E&C (4)**
  - **Ft. Sill Area Office (22)**
  - **Central Oklahoma Area Office (39)**
  - **Construction Branch (18)**
  - **Design Branch (33)**
  - **Environmental Eng Branch (25)**
    - **Dam Safety Production Center (30)**
    - **H&H Branch (33)**
Military Work Access

- MILCON
  - Gain Past Performance through Subcontracting
  - Partner for Success

- Sustainment, Restoration, Modernization
  - Annually trickles, then pours
  - Tiered IDIQs POCA, SATOC, MATOC
  - Gain Past Performance through Subcontracting

- Environmental Eng, Consulting Svc, Remediation
  - All IDIQ (SB, LB)
Key POCs

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CIVIL WORKS MISSIONS

- Flood Damage Reduction
- Environmental Stewardship
- Navigation
- Water Supply
- Recreation
- Hydropower
- Chloride Control
Organizational Structure

Operations Division
Earl Groves - Chief
John Marnell – Deputy Chief

Management Support Unit
Kathy Jordan, Chief

Technical Support Branch
Johnny Bell, Chief

Natural Resources & Recreation Branch
Kent Dunlap, Chief

Navigation

Hydropower

Chloride Control

Recreation

Environmental Stewardship

Operations Field Offices
Civil Work Access

- Service Contracts
  - >300 actions totalling $8-10m
  - Simplified Acquisition Process (150k)
  - Relationships Key
  - All SB, limited HZ, WO, SDVOSB

- Dam Steel Structure Maint
  - Major Maint ($15-20m annually)
  - Specialized Requirements (C-Contracts to SB)

- Dam/Levee Maint, Assessments
  - All IDIQ (SB, LB)
Organizational Structure

OPERATIONAL FIELD OFFICES

- Kansas Area – Eugene Goff
- Northern Area – Dan Bentley
- Fort Gibson Area – Tom Heathcock
- Eufaula Area – Jeff Knack
- Red River Area – Mark Ellison
OPM
Kansas Area – Eugene Goff
Northern Area – Dan Bentley
Red River Area – Mark Ellison
Navigation – Patrick McQueen
Emergency Management Office
William Smiley, CFM, ESF#3 ATL
Chief, Emergency Management and Security Office
Emergency Management Office

Emergency Management

**Readiness and Planning Operations**
State Level PL84-99 Response
Flood Control and Coastal Emergencies
Federal National Response Framework ESF#3 Primary

**Field Force Engineering**

**Overseas Contingency Operations and Deployments**
Combat Engineering
Family Readiness

**Emergency Levee Rehabilitation and SWIF**

**Flood Damage to Federal Levee’s and SWIF Approvals**
PIR
Funding

**Security and Law Enforcement**

**Force Protection and Anti Terrorism**

**Operation War Fighter and Wounded Warrior Program**

**Federal Intern Program for Wounded Warriors**
Primary Contract Work

Situations Under Which Contract Work is Executed

1. State Disaster Event “Tornado” at a USACE Facility.
2. Localized or Regional Flooding from a USACE project.
3. Repair Flood Damage to a Levee or Water Works Project.
4. Security Contracts at a Tulsa District Project Office –
   1. SCADA Systems
   2. Access and Entry Control
Typical Work under “Situations Under Which Contract Work is Executed”

BASED ON DISASTER MAGNITUDE AND IMPACTS!!

1. State Disaster Event “Tornado” at a USACE Facility.
   - Debris
   - Flood Prevention and Response
   - Emergency Power
   - Temporary Roofing Materials
   - Clean up of Disaster sites

2. Localized or Regional Flooding from a USACE project.
   - Engineers – Civil, Hydrology, Structural, Project Mgmt

3. Repair Flood Damage to a Levee or Water Works Project.
   - Engineers/Companies with Project Mgmt and/or Levee Repair Experience

4. Security Contracts at a Tulsa District Project Office.

   National Levels examples – Super Storm Sandy. ESF#3
   - Engineer Assessments of Public Works
Key POCs

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US Army Corps of Engineers - Tulsa District

Contracting Division
Brian Brobson, Chief
Key POCs

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- **Contracting Division Supply/Services Branch Chief**
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## SWT FY13 Small Business Goals

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<tr>
<th>CATEGORY</th>
<th>Goals</th>
<th>Achieved to Date</th>
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<tr>
<td>Small Business</td>
<td>43.5%</td>
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<tr>
<td>Small Disadvantaged</td>
<td>23.5%</td>
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<tr>
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<td>HUB Zone</td>
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Small Business Advice

- Start Small and Be Patient
- SWT currently possess robust IDIQ capacity
- Use PTAC/SBDC
- Join SAME
- Safety is Critical
- Consider Multiple Certifications
- Get to Know SBD and PMs
- Subcontracting Plan Matters
  - Required for contracts >$650k
  - Source Selection/Eval Board Selection Criteria
Best Practices

- Monitor [www.fbo.gov](http://www.fbo.gov) regularly for latest solicitations and associated updates
- Register your firm and ensure current information via [www.sam.gov](http://www.sam.gov) to facilitate the evaluation and award process
- When awarded a contract, be responsive to the Contracting Officer and COR
  - Communicate regularly
  - Be transparent with issues or concerns
Best Practices

• Provide a reasonable proposal with the backup information to support

• Self perform work other than Project Management, Scheduling, etc.

• Timely submission of bonds after contract award

• Hit the ground running once NTP is issued, i.e. submittals

• Implementation of a good quality control program

• Responsiveness
Common Errors

- Read the solicitation carefully and comply fully with the terms in proposals
- Be prepared to provide details to support price proposals, particularly in 8(a) sole source situations
- Recognize that only the Contracting Officer may obligate the Government
Common Errors

- Timely Completion
- Construction Turnover
- Maintainability
- Trust
- Communications
Common Errors

- Proposal organized and tabbed as the proposal submission requirements outline
- Open about capabilities
- Late submittals
- Submittals that lack critical information
- Lack of anticipating issues, i.e. lead time on procuring supplies/equipment
- Lack of responsiveness
- Slow to correct deficiencies
Tulsa District FY13 Opportunities

1. Sardis Lake: Replace Two Service Gates/Rehab Emergency Gates <$5m (Sources Sought responses due 1MAY13)

2. Dennison Turbine Runner Replacement 20-30m (subcontracting opportunities)

3. Tinker AFB 1) Sustainment, Restoration, and Modernization (SRM) work expected at EOY ($20-40m) 2) KC-46 TBD 3) 8a MATOC FY13

4. Altus AFB 2 KC-46 TBD - SRM-type (subcontracting and partnering with existing IDIQs)
   - Environmental Consulting Services MATOC (10m-SDVOSB/39m WOSB) Award 3Q FY13
   - Environmental Services MATOC (49m SB/LB)
   - Lake Office Service Contracts
Questions?
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