



US Army Corps of Engineers Tulsa District

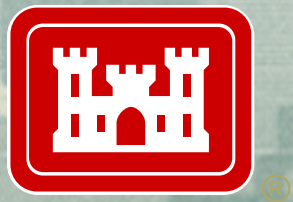
FY 14 Meet-the-Corps District Overview

COL Richard Pratt
District Commander

John Roberts
Deputy Program Management

Gene Snyman
Small Business Deputy

12 February 2014



US Army Corps of Engineers
BUILDING STRONG®



Lake Texoma

Agenda

- Value of Small Businesses
- Our Organization
- District Overview
- Civil/Military Trends
- Access to the District
- Future Work



Its Not Easy



**“Of course it’s only one dollar...
It’s a small business loan.”**



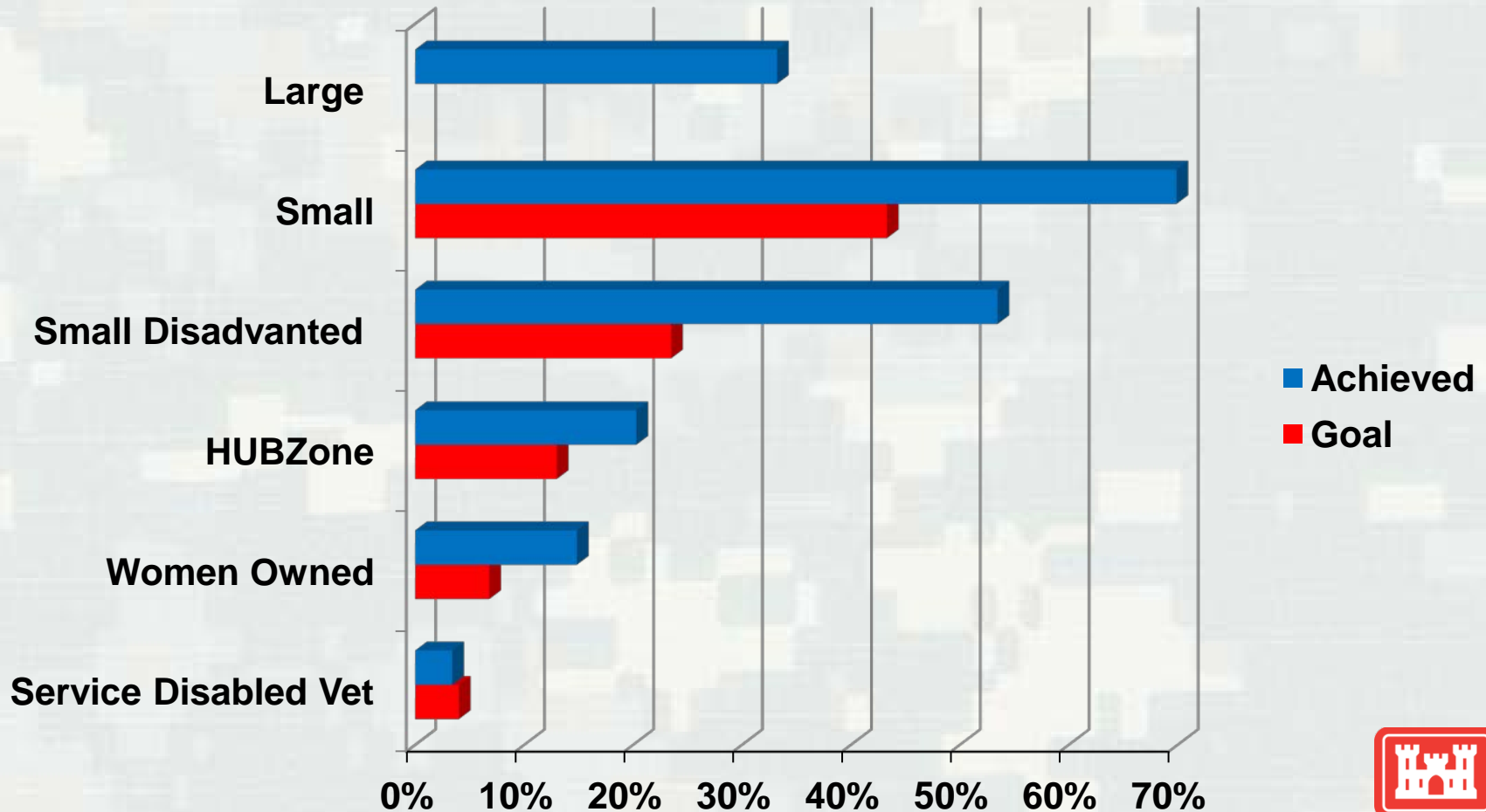
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Volume, Growth, Innovation

- There are between 25 million and 27 million small businesses in the U.S. that account for **60 to 80 percent of all U.S. jobs.**
Oklahoma Small Businesses represent 97.2 percent of all employers and employ 54.3 percent of the private-sector labor force.
- Small Businesses over the last two decades have accounted for **40 percent of the new jobs.**
- **40 percent of all U.S. corporate patents** come from small businesses, self-employed inventors, and inventors working for small companies.



SWT FY13 Small Business



FY 13 Business Size by Work



Tulsa District

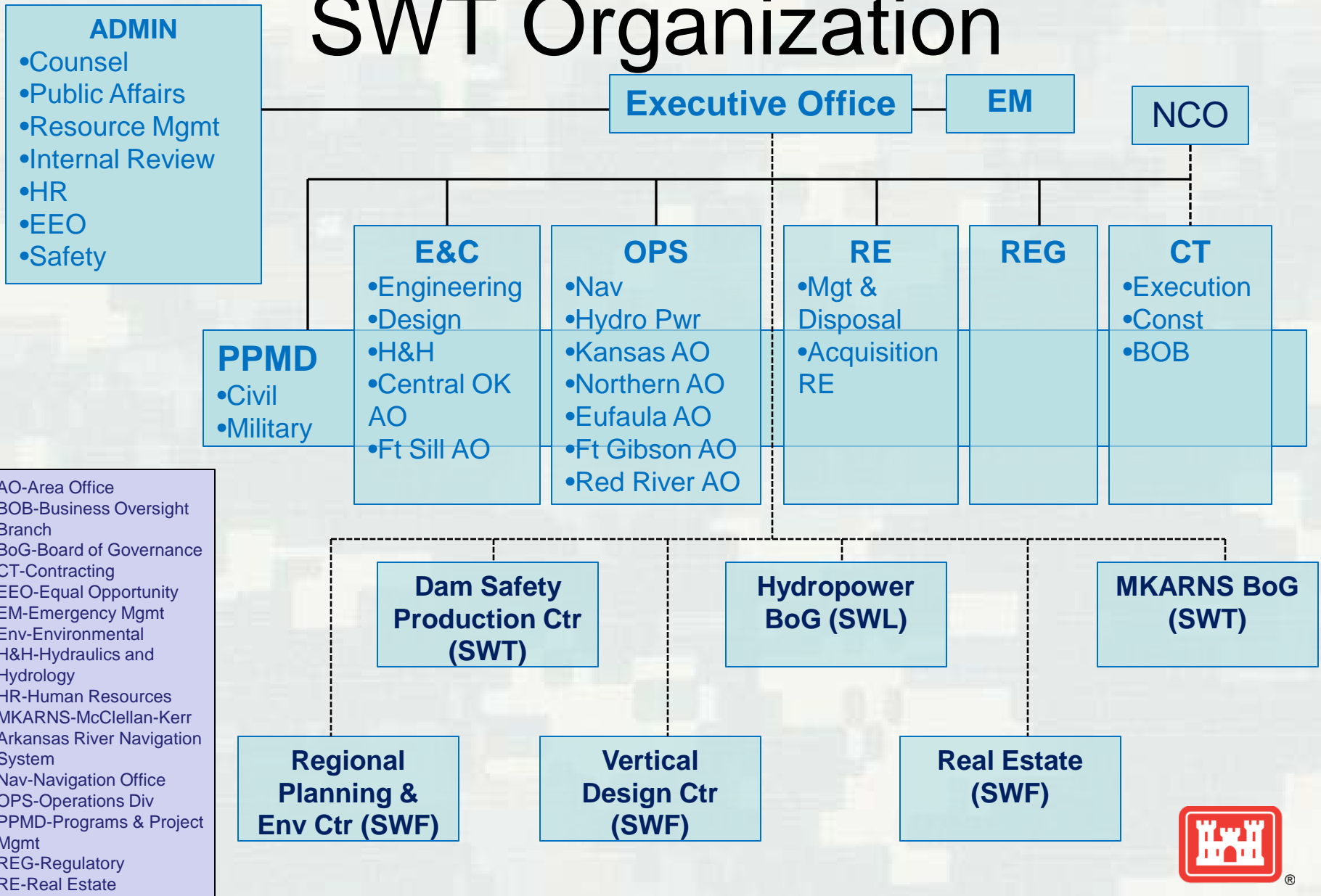


- 700 people
- Arkansas River and Red River Basins in Oklahoma, Southern Kansas and Northern Texas
- Major Missions of the Corps of Engineers
 - War Fighting
 - Navigation
 - Flood Control (Flood Risk Management)
 - Military Construction
 - Regulatory/Environmental
 - Homeland Security



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SWT Organization



Tulsa District thrives on ...

- Innovative, regional execution
- Strategic communications and exceptional stakeholder relationships
- Expanding public/private partnerships
- Growing the bench for the future



Military Mission

- Engineering
- Construction
- Installation Support
- Environmental Management Services

High Explosive
Pressing Facility
Pantex Plant



Control Tower
Vance AFB



Medical Facility
Tinker AFB



KC 46A Program
Altus AFB

Pantex Plant

✈ Vance AFB

✈ Tinker AFB

✈ Altus AFB

🚗 McAlester

🚗 Fort Sill

✈ Sheppard AFB



ENJPT Training Facility
Sheppard AFB

Air Defense Artillery School
Fort Sill



Reserve Center
McAlester Army
Ammunition Plant



Civil Works Mission

Water Supply

- 60% of Corps water supply contracts
- 18 lakes, 131 water supply customers
- 2.2 million people served



Tenkiller Lake

Water Quality

- Enhances municipal, industrial, irrigation usage
- Protects endangered species
- Improves degraded streams



Red River Chloride, Area VI



Webbers Falls Turbine

Hydroelectric Power

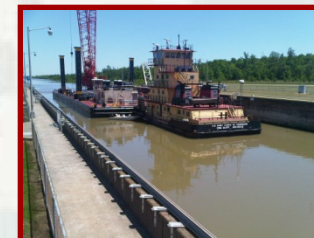
- 8 power plants produce 585,000 kw capacity
- Generates power to 8 million customers



Honors Cottage, Skiatook Lake

Recreation

- 267 recreation areas at 33 projects
- 22.5 million visitors in 2012



Inland Navigation (MKARNS)

- 5 locks & dams
- 3 major ports



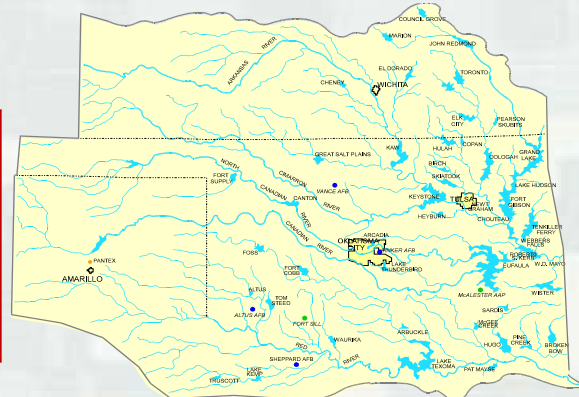
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Flood Risk Management

- 38 Corps dams + 12 others
- 15,950,000 acre feet of flood storage
- Arkansas River Basin: \$11,144B in cumulative flood damage reductions
- Red River Basin: \$1,936B in cumulative flood damage reductions

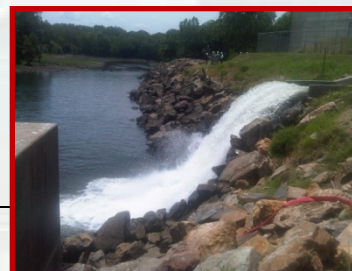


Grand Lake



Environmental Stewardship

- Tenkiller Low Flow Pipe
- Supersaturated Dissolved Oxygen System (SDOX)



Tulsa District Trends

Overall, Improved!

- Military Program
 - MILCON – KC46A
 - Sustainment Restoration and Modernization (SRM)
healthy, but late
- Environmental
 - Fewer but larger contracts
 - Performance Based Remediation
 - Environmental Quality Fence-to-Fence
- International and Interagency Support
 - NNSA
 - Pantex, Y12, Los Alamos



Tulsa District Trends

Overall, Improved!

- Civil Works
 - Investigations
 - Recon/Feasibility – none
 - Planning Assistance to States - \$4M National Limit
 - Construction
 - Continuing Authorities Program – Luther Road
 - Dam Safety Rehab – Canton and Pine Creek
 - Hydropower Rehab – Customer Funded – Denison
 - Operations and Maintenance
 - Aging infrastructure, but limited funding



Total FY 14 Obligations Estimates

- AE - \$8.6m
- Const -\$ 202.3m
 - ▶ MILCON \$68.5m
 - ▶ SRM \$133.8m
 - Tinker AFB \$ \$125m
 - Ft Sill \$8.8m
- Env-\$101.8m (Including RPEC work)
- Civil \$71.2m
 - ▶ Denison/Webbers Falls Power Plants/ Canton Dam Const \$ 45.4m
 - ▶ Major/Minor Maintenance at Projects \$25.8m



Civil Work Access

- Service Contracts
 - ▶ >300 actions totalling \$8-10m
 - ▶ Simplified Acquisition Process (150k)
 - ▶ Relationships Key
 - ▶ All SB, limited HZ, WO, SDVOSB
- Civil Project Maint
 - ▶ Major Maint (\$15-20m annually)
 - ▶ Specialized Requirements (C-Contracts to SB)
- Dam/Levee Maint, Assessments
 - ▶ All IDIQ (SB, LB)



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)

*Non D/B



Military Construction

Location	Project	ROM	RTA	Award	Notes
Altus AFB	KC 46 Simulator and Fuselage Trainer	\$20-\$30m	FBO S 23JAN14	MAY 14	UR R: 5MAR
Altus AFB	KC 46 Hangar 518th Tail Dock Extension	\$1-\$5m	FBO PS 19DEC14	MAY 14	UR R: 12FEB
Fort Sill	TBUP	\$25-\$50m	Ph 1 28FEB	JUL 14	UR
TAFB	DLA Fuel Dist	\$25-\$50m	MAR 14	JUL 14	UR
TAFB	513 th Air Cont Grp Fac	\$10-15m	AUG 14	DEC 14	
SWT Area	D/B SATOC	\$49.5m	Phase II complete	JUN 14	HUBZone
SWT Area	D/B SATOC	\$49.5m	“	JUN 14	8(a)
SWT Area	D/B SATOC	\$49.5m		JUN 14	SDVOSB

Sustainment, Restoration, Modernization

- Ft. Sill/Altus/Sheppard/Vance: TBD
- TAFB: Typical Users for potentially \$100m+ pending funding.
 - ▶ Defense Information Systems Agency (fire prot, automation, roofing, exterior repair, renovation, humidity cont)
 - ▶ 76th Propulsion Maintenance Group (renovation, shop repair, build-up stands)
 - ▶ Defense Logistic Agency (roof repairs)
 - ▶ Air Combat Command (Fire suppression, furniture)
 - ▶ Non Appropriated Funds (CDC repairs)
 - ▶ Air Force Reserve (TBD)
 - ▶ TAFB Base Civil Engineering (multiple repair/demo, renovations, roofing , gas mains)

Architect-Engineer IDIQ

Contract	ROM	Advertise	Award	Notes
AE General	\$49.5m	APR 2014	JUL 2014	3 LB, 2 SB (Military)
Hydraulics & Hydrology	\$9.5m	May 2014	AUG 2014	SB TBD SS-APR 2014
Mechanical, Electrical, Fire Protection	\$9.5m	APR 2014	AUG 2014	SB TBD SS-MAR 2014
Dam Safety - Geotech	\$9.5m	APR 2014	JUL 2014	SB TBD SS-MAR 2014



Environmental

Location	Project	ROM	RTA	Award	Notes
SWD	Env A-Engineering Svc	\$30m	MAR 14	MAY 14	LB
SWD	Env A-Engineering Svc	\$19.5	MAR 14	MAY 14	SB
SWD	Env Consulting Svc	\$40m	JUN 14	AUG 14	EDWOSB
SWD	Env Consulting Svc	\$9.5	JUN 14	AUG 14	SDVOSB
JB McGuire Dix Lakehurst	Performance Based Remediation	\$180m	APR 14	SEP 14	UR 10 yr



Civil Maintenance

Location	Project	ROM	RTA	Award	Notes
Broken Bow	Replace Bulkhead and Const Mooring System	\$1-\$5m	APR 14	AUG 14	SB-TBD
Broken Bow	Repair Penstock Expansion Joint and Paint Penstock	< \$1m	MAR 14	JUL 14	SB-TBD
Council Grove	Project Office Alterations & Energy	< \$1m	FBO-PS 21JAN14	APR 14	SDVOSB R: 14MAR
Denison	Replace 2 Flood Gates And Rehab Frame And Liners	\$1-\$5m	APR 14	AUG 14	SB-SA
Tenkiller	Repair 10 Tainter Gate – Hatch Covers	\$1-\$5m	APR 14	JUL 14	JUL 14
Wister	Procure Emergency Gate	< \$1m	May 14	SEP 14	SS out 15FEB



Civil Maintenance

Location	Project	ROM	RTA	Award	Notes
Marion, KS	Redesign and Repair Road A Cottonwood Pt	TBD	TBD	TBD	TBD
Big Hill, KS	Lagoon Repairs	< \$1m	TBD	TBD	TBD
Eufaula Power Plant	Replace Exciters	< \$1m	APR 14	AUG 14	TBD
RS Kerr Power Plant	Replace Breakers	< \$1m	APR 14	AUG 14	TBD



Civil Construction

Location	Project	Advertise	Award	Notes
Canton	Phase II Excavation	TBD	Aug-14	Unrestricted
Denison	Runner Replacement	FBO-S 31JUL13	JUL14	UR R: 24FEB
Canton	Replace Bulkhead		FY15	TBD



Operations Service Contracts

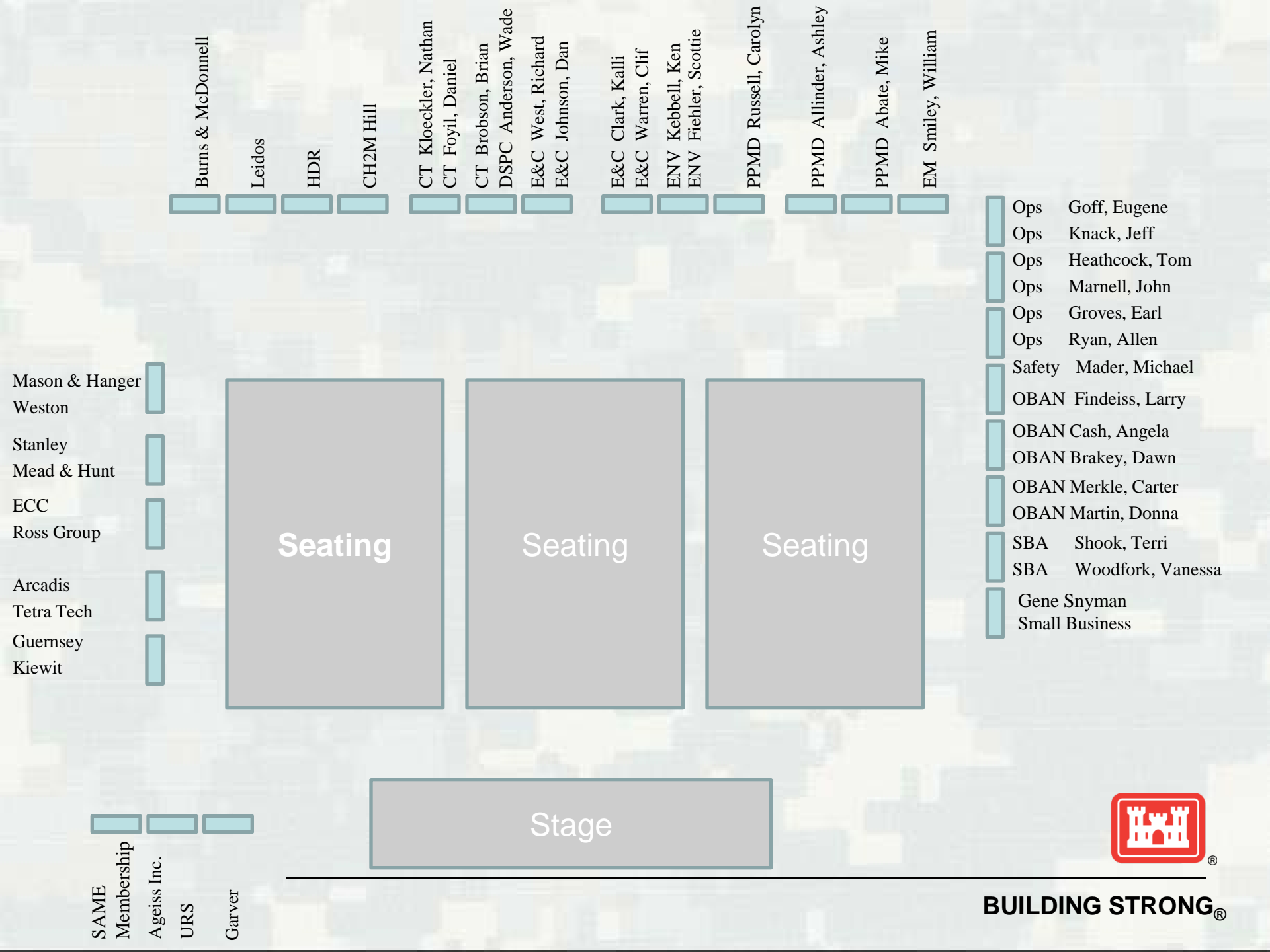
Location	Project	Solicitation/P	Award	Notes
Sardis	Mowing Svc	18JAN14	FEB14	R: 12FEB
John Redmond	Mowing & Herb	6FEB14	MAR 14	R: 14MAR
Tenkiller & Webbers Falls	Mowing Svc	6FEB14	MAR 14	R: 21MAR
Eufaula	Mowing Svc	6FEB14	MAR 14	R: 21MAR
Kaw	Mowing Svc	24JAN14	MAR 14	R: 7MAR
Wister	Mowing Svc	5FEB14	MAR 14	R: 14MAR
RS Kerr	Mowing Svc	28FEB14	MAR 14	R:19FEB
Pat Mayse	Mowing Svc	18JAN14	FEB 14	R:13FEB



Operations Service Contracts

Location	Project	Solicitation/P	Award	Notes
RS Kerr	Refuse Collect	6FEB14	MAR 14	R: 21MAR
RS Kerr	Park Cleaning	6FEB14	MAR 14	R: 14MAR
Eufaula	Park Cleaning	5FEB14	MAR 14	R: 14MAR
Canton	Janitorial Svc	24JAN14	MAR 14	R: 7MAR
Ft Supply	Herbicide Svc	24JAN14	MAR 14	R: 7MAR
Ft Supply	Park Cleaning	24JAN14	MAR 14	R: 7MAR
Pat Mayse	Park Cleaing	28FEB14	FEB 14	R:13FEB
Pat Mayse	Janitorial Svc	18JAN14	FEB 14	R:13FEB





Questions?

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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



Innovative Regional Execution

- Regional Hydropower Board of Governance (BoG) (SWT)
- Regional Dam Safety Production Center (SWT)
- Regional McClellan Kerr Arkansas River Navigation Center BOG (SWT)
- Regional Planning and Environmental Center (SWF)
- Regional Vertical Design Center (SWF)
- Regional Real Estate Center (SWF)



Strategic Communications and Stakeholder Relationships

- 2011 Customer Care Surveys
#1 in USACE Civil Works and Military surveys
- Meeting Commitments —→ Builds Trust —→ Enhances Relationships
- Commander's Stakeholder Relationships Plan
 - Battle Rhythm
 - Plan, Do, Check, Act
 - Continuous Improvement
- Stakeholder Relationship Manager
 - Customer Engagement
 - Manages the Plan
- When issues brew, grab the car keys and go!



Expanding Public/Private Partnerships

- \$6M Contributed Funds by ODOT for Keystone Bridge Replacement
- State of Kansas Dredging of John Redmond Lake
- Recreation Public/Private Partnerships at Skiatook and Keystone Lakes (marinas, cabins, trails, camping, restaurants, golf course, and more)
- Discussions with Chickasaw/Choctaw Tribes on recreation partnership
- Seeking recreation partners on McClellan Kerr Arkansas River Navigation System
- \$1.1B of Customer Funding for Hydropower Rehabilitation
- Kansas Governor Brownback proposal to assume Kansas recreation function



Growing the Bench for the Future

- Workload-Workforce Balancing- Hiring tied to mission criticality and affordability
- STEM Initiatives- Langston MOU, Public Outreach, School Activities
- Wounded Warriors- Employment Opportunities, Special Hunts
- Professional Registration- Improved CP-18 registration to 74%
- Leadership Development Program- Robust and Effective

