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
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.”
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

- Large
- Small
- Small Disadvantaged
- HUBZone
- Women Owned
- Service Disabled Vet

Achieved vs. Goal

0% 10% 20% 30% 40% 50% 60% 70%
FY 13 Business Size by Work

- IIS: Small, Large
- SRM: Small, Large
- MILCON: Small, Large
- Env: Small, Large
- AE: Small, Large
- Civil: Small, Large

Millions

- $0
- $20
- $40
- $60
- $80
- $100

Small
Large
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
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

KC 46A Program
Altus AFB

ENJPT Training Facility
Sheppard AFB

Control Tower
Vance AFB

Medicaid Facility
Tinker AFB

Reserve Center
McAlester Army
Ammunition Plant

Pantex Plant

Vance AFB

Tinker AFB

Altus AFB

McAlester

Fort Sill

Sheppard AFB

Air Defense Artillery School
Fort Sill
Civil Works Mission

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

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

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

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

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

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

Inland Navigation (MKARNS)
- 5 locks & dams
- 3 major ports

Honors Cottage, Skiatook Lake

Webbers Falls Turbine

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

<table>
<thead>
<tr>
<th>Contract</th>
<th>ROM</th>
<th>Advertise</th>
<th>Award</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>AE General</td>
<td>$49.5m</td>
<td>APR 2014</td>
<td>JUL 2014</td>
<td>3 LB, 2 SB (Military)</td>
</tr>
<tr>
<td>Hydraulics &amp; Hydrology</td>
<td>$9.5m</td>
<td>May 2014</td>
<td>AUG 2014</td>
<td>SB TBD</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>SS-APR 2014</td>
</tr>
<tr>
<td>Mechanical, Electrical, Fire</td>
<td>$9.5m</td>
<td>APR 2014</td>
<td>AUG 2014</td>
<td>SB TBD</td>
</tr>
<tr>
<td>Protection</td>
<td></td>
<td></td>
<td></td>
<td>SS-MAR 2014</td>
</tr>
<tr>
<td>Dam Safety - Geotech</td>
<td>$9.5m</td>
<td>APR 2014</td>
<td>JUL 2014</td>
<td>SB TBD</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>SS-MAR 2014</td>
</tr>
</tbody>
</table>
## Environmental

<table>
<thead>
<tr>
<th>Location</th>
<th>Project</th>
<th>ROM</th>
<th>RTA</th>
<th>Award</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>SWD</td>
<td>Env A-Engineering Svc</td>
<td>$30m</td>
<td>MAR 14</td>
<td>MAY 14</td>
<td>LB</td>
</tr>
<tr>
<td>SWD</td>
<td>Env A-Engineering Svc</td>
<td>$19.5</td>
<td>MAR 14</td>
<td>MAY 14</td>
<td>SB</td>
</tr>
<tr>
<td>SWD</td>
<td>Env Consulting Svc</td>
<td>$40m</td>
<td>JUN 14</td>
<td>AUG 14</td>
<td>EDWOSB</td>
</tr>
<tr>
<td>SWD</td>
<td>Env Consulting Svc</td>
<td>$9.5</td>
<td>JUN 14</td>
<td>AUG 14</td>
<td>SDVOSB</td>
</tr>
<tr>
<td>JB</td>
<td>Performance Based Remediation</td>
<td>$180m</td>
<td>APR 14</td>
<td>SEP 14</td>
<td>UR 10 yr</td>
</tr>
</tbody>
</table>
## Civil Maintenance

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

<table>
<thead>
<tr>
<th>Location</th>
<th>Project</th>
<th>ROM</th>
<th>RTA</th>
<th>Award</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marion, KS</td>
<td>Redesign and Repair Road A Cottonwood Pt</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>Big Hill, KS</td>
<td>Lagoon Repairs</td>
<td>&lt; $1m</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>Eufaula Power Plant</td>
<td>Replace Exciters</td>
<td>&lt; $1m</td>
<td>APR 14</td>
<td>AUG 14</td>
<td>TBD</td>
</tr>
<tr>
<td>RS Kerr Power Plant</td>
<td>Replace Breakers</td>
<td>&lt; $1m</td>
<td>APR 14</td>
<td>AUG 14</td>
<td>TBD</td>
</tr>
</tbody>
</table>
## Civil Construction

<table>
<thead>
<tr>
<th>Location</th>
<th>Project</th>
<th>Advertise</th>
<th>Award</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canton</td>
<td>Phase II Excavation</td>
<td>TBD</td>
<td>Aug-14</td>
<td>Unrestricted</td>
</tr>
<tr>
<td>Denison</td>
<td>Runner Replacement</td>
<td>FBO-S 31JUL13</td>
<td>JUL14</td>
<td>UR R: 24FEB</td>
</tr>
<tr>
<td>Canton</td>
<td>Replace Bulkhead</td>
<td>FY15</td>
<td>TBD</td>
<td></td>
</tr>
</tbody>
</table>
# Operations Service Contracts

<table>
<thead>
<tr>
<th>Location</th>
<th>Project</th>
<th>Solicitation/P</th>
<th>Award</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sardis</td>
<td>Mowing Svc</td>
<td>18JAN14</td>
<td>FEB14</td>
<td>R: 12FEB</td>
</tr>
<tr>
<td>John Redmond</td>
<td>Mowing &amp; Herb</td>
<td>6FEB14</td>
<td>MAR 14</td>
<td>R: 14MAR</td>
</tr>
<tr>
<td>Tenkiller &amp; Webbers Falls</td>
<td>Mowing Svc</td>
<td>6FEB14</td>
<td>MAR 14</td>
<td>R: 21MAR</td>
</tr>
<tr>
<td>Eufaula</td>
<td>Mowing Svc</td>
<td>6FEB14</td>
<td>MAR 14</td>
<td>R: 21MAR</td>
</tr>
<tr>
<td>Kaw</td>
<td>Mowing Svc</td>
<td>24JAN14</td>
<td>MAR 14</td>
<td>R: 7MAR</td>
</tr>
<tr>
<td>Wister</td>
<td>Mowing Svc</td>
<td>5FEB14</td>
<td>MAR 14</td>
<td>R: 14MAR</td>
</tr>
<tr>
<td>RS Kerr</td>
<td>Mowing Svc</td>
<td>28FEB14</td>
<td>MAR 14</td>
<td>R:19FEB</td>
</tr>
<tr>
<td>Pat Mayse</td>
<td>Mowing Svc</td>
<td>18JAN14</td>
<td>FEB 14</td>
<td>R:13FEB</td>
</tr>
</tbody>
</table>
# Operations Service Contracts

<table>
<thead>
<tr>
<th>Location</th>
<th>Project</th>
<th>Solicitation/P</th>
<th>Award</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>RS Kerr</td>
<td>Refuse Collect</td>
<td>6FEB14</td>
<td>MAR 14</td>
<td>R: 21MAR</td>
</tr>
<tr>
<td>RS Kerr</td>
<td>Park Cleaning</td>
<td>6FEB14</td>
<td>MAR 14</td>
<td>R: 14MAR</td>
</tr>
<tr>
<td>Eufaula</td>
<td>Park Cleaning</td>
<td>5FEB14</td>
<td>MAR 14</td>
<td>R: 14MAR</td>
</tr>
<tr>
<td>Canton</td>
<td>Janitorial Svc</td>
<td>24JAN14</td>
<td>MAR 14</td>
<td>R: 7MAR</td>
</tr>
<tr>
<td>Ft Supply</td>
<td>Herbicide Svc</td>
<td>24JAN14</td>
<td>MAR 14</td>
<td>R: 7MAR</td>
</tr>
<tr>
<td>Ft Supply</td>
<td>Park Cleaning</td>
<td>24JAN14</td>
<td>MAR 14</td>
<td>R: 7MAR</td>
</tr>
<tr>
<td>Pat Mayse</td>
<td>Park Cleaning</td>
<td>28FEB14</td>
<td>FEB 14</td>
<td>R: 13FEB</td>
</tr>
<tr>
<td>Pat Mayse</td>
<td>Janitorial Svc</td>
<td>18JAN14</td>
<td>FEB 14</td>
<td>R: 13FEB</td>
</tr>
</tbody>
</table>
Questions?
Gene Snyman

gene.snyman@usace.army.mil
918-669-7010
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