

Welcome to FY17 Meet-the-Corps Day



Today's Schedule

1000	Opening	Gene Snyman
1005	Welcome	COL Christopher A. Hussin
1010	SAME Tulsa Post	Michelle Lay, Tulsa Post President
1015	Industry Introductions (I)	
1025	Vocational Rehabilitation and Employment Office, Veterans Affairs	David Hinman (VA)
1035	Industry Intro (II)	
1045	Small Business Administration	Terri Shook
1055	Oklahoma Bid Assistance Centers	
1100	Tulsa Technology Center	
1105	District Brief	COL Hussin
1145	Lunch	
1215	Breakout Sessions	
	▪ Safety, Contracting, SB Updates	Jerry Cummings, John Nadig, Gene Snyman
	▪ RPEC Update	Scottie Fiehler
	▪ Partnering with USACE	Wade Woodham
1330	Face-to-Face with Tulsa District and Industry Representatives	
1630	Event Completion	
1530-1830	Extended Networking Session – Los Cabos	



U.S. Army Corps of Engineers Tulsa District Meet-the-Corps Day 2017

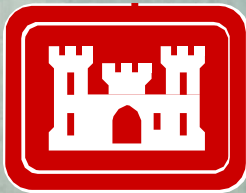
COL Christopher A. Hussin
District Commander

Lee Conley
Deputy District Engineer,
Program Management

Ken Kebell
Chief Military and Interagency
Environmental Branch,
Regional Planning and Environmental
Center

Gene Snyman
Small Business Deputy

8 February 2017



US Army Corps of Engineers
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Agenda

- District Mission and Vision (COL Hussin, Tulsa District Commander)
- Overview (Lee Conley, Director of Program Management)
 - ▶ Civil Trends
 - ▶ Military Trends
- Work Areas
 - ▶ Architecture/Engineering
 - ▶ Military – MILCON
 - ▶ Military – Sustainment, Renovation, Modernization
 - ▶ Civil – Construction
 - ▶ Civil – Service
 - ▶ Environmental (Ken Kebell, Military and Interagency Environmental Branch, Regional Planning and Environmental Center)
- Small Business (Gene Snyman, Deputy for Small Business)



Tulsa District Mission and Vision

Tulsa District COL Christopher A. Hussin



Team Tulsa

Mission

We provide critical civil and military infrastructure and services, for present and future generations, to strengthen and protect the South-Central Region and the Nation.

Vision

*An Empowered, World-Class Team,
Delivering Solutions With Lasting Impacts*



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TEAM TULSA

MISSION: We provide critical civil and military infrastructure and services, for present and future generations, to strengthen and protect the South-Central Region and the Nation.

RESPECT

We treat people with fairness and dignity. We conduct ourselves in a professional manner. We seek and value diverse opinions and perspectives.

TEAMWORK

We are committed to each other and our shared goals. We thrive on open and honest communication and collaboration. We are selfless, candid and accountable. As a team, we are capable of more.

INTEGRITY

We operate within the letter and spirit of the law; accountable and transparent in our deeds and in our words. We dutifully uphold our values in the face of adversity.

SERVICE

We honor our internal and external commitments. We provide technically sound and timely solutions to our customers. We are good stewards of public resources and trust. We focus on the growth and well-being of each other.

ENTHUSIASM

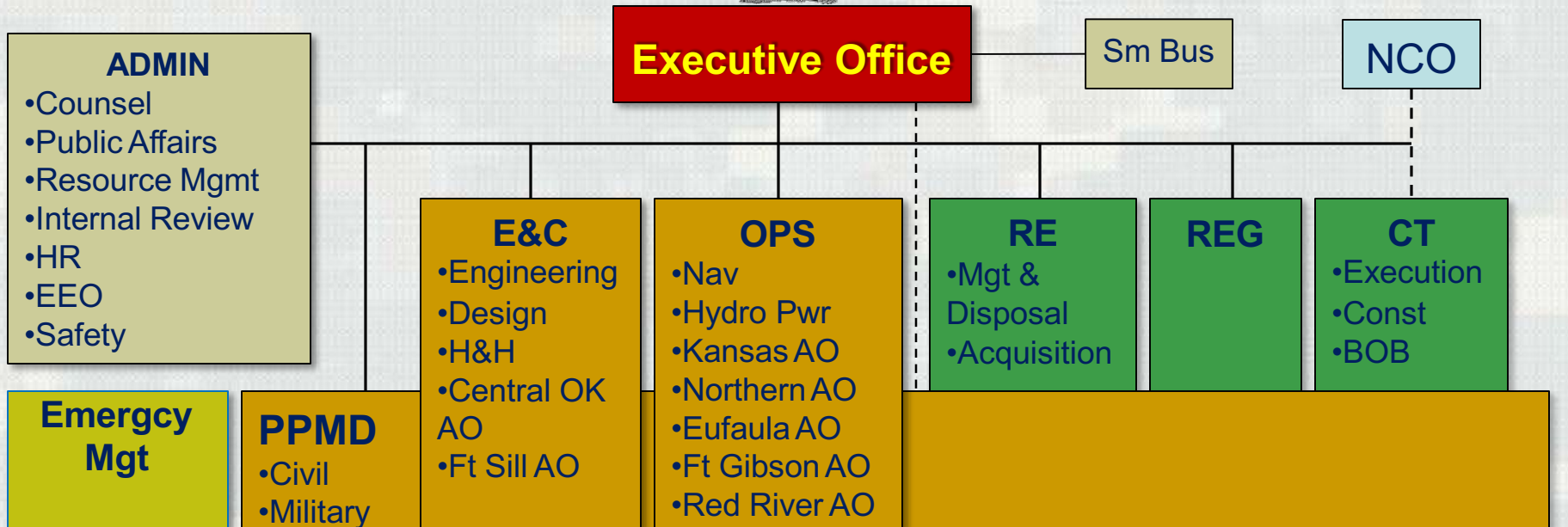
We are professionals who love what we do! An energetic, highly motivated workforce results in a superior product. No challenge is too great with a positive attitude. Let us try!

VISION: An Empowered, World-Class Team, Delivering Solutions With Lasting Impact.

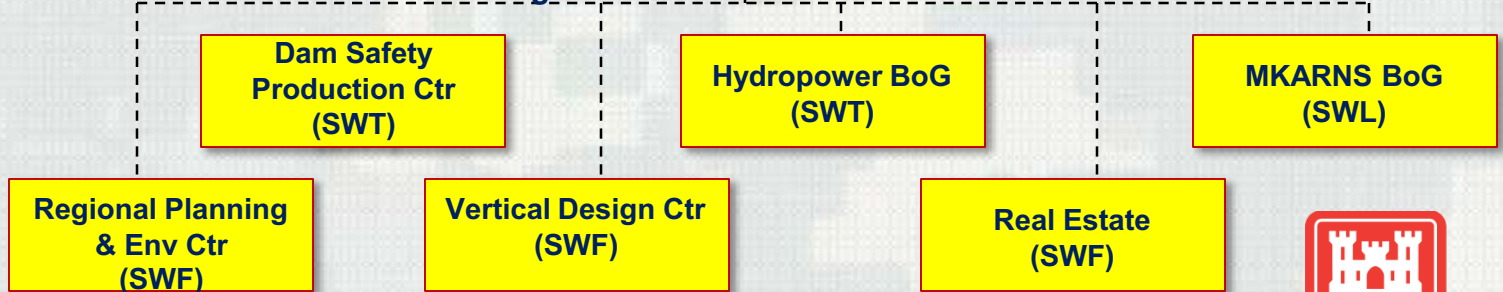


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SWT Organization



Southwestern Division Regionalization



AO-Area Office
 BOB-Business Oversight Branch
 BoG-Board of Governance
 CT-Contracting
 EEO-Equal Opportunity
 EM-Emergency Mgmt
 Env-Environmental
 H&H-Hydraulics and Hydrology
 HR-Human Resources
 MKARNS-McClellan-Kerr Arkansas River Navigation System
 Nav-Navigation Office
 NCO-National Contracting Organization
 OPS-Operations Div
 PPMD-Programs & Project Mgmt
 REG-Regulatory
 RE-Real Estate



Building Move

- District HQ will move to Citiplex towers this fall.
- Move timing will be coordinated to minimize impact on heavy end-of-year execution period.
- Field offices (military installation and lakes/navigation channel) will be generally unaffected.
- District does not anticipate adverse effects on normal operations
- PAO will be publishing updates at www.swt.usace.army.mil
- Instructions for office visits to new building TBP



Tulsa District



- 700 people

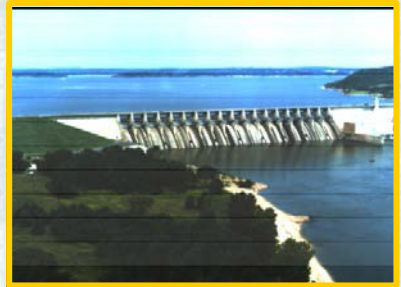


- Arkansas River and Red River Basins in Oklahoma, Southern Kansas and Northern Texas



- Major Missions of the Corps of Engineers

- War Fighting
- Navigation
- Hydropower
- Flood Control (Flood Risk I
- Military Construction
- Regulatory/Environmental
- Homeland Security



Tulsa District Program Priorities

- ✓ Strategic communications and exceptional stakeholder relationships
- ✓ KC46A bed down mission with Depot maintenance mission at Tinker AFB, and training mission at Altus AFB, with aircraft scheduled to arrive MAR 2019
- ✓ Sustainment, Restoration and Modernization (SRM) support for Army, Air Force and Interagency Support customers
- ✓ Improve the resiliency and reliability of our Civil O&M Project by reducing the critical backlog maintenance
- ✓ Support Regional Planning Initiatives to maximize water resources reliability





Military Mission



- Engineering
- Construction
- Installation Support
- Environmental Management



KC 46A Program
Altus AFB



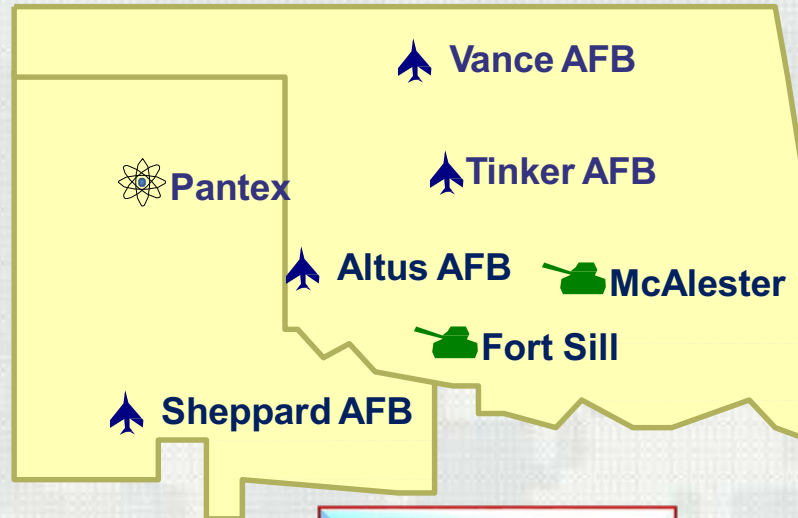
Control Tower
Vance AFB



Medical Facility
Tinker AFB



ENJPT Training Facility
Sheppard AFB



Reserve Center
McAlester Army
Ammunition Plant

Air Defense Artillery School
Fort Sill



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Tulsa District Military Program Trends

- Military Construction (MILCON)
 - KC46a (Tinker AFB; Depot Maintenance & Altus AFB; Training)
 - Defense Logistics Agency Support at Tinker AFB
 - FT Sill TRADOC mission
- Sustainment , Renovation, Modernization (SRM)
 - More centralized management by the Army/AF
 - Trends; Large Building Renovations, Airfield Pavement Work & Small short duration projects
 - Becoming Larger part of the USACE Military Program
- Interagency and International, Support Program (IIS)
 - Support to National Nuclear Security Agency at PANTEX
 - New Customers; Veterans Affairs VISN 19 in support of OKC and Muskogee VA Hospitals



Civil Works Mission Areas

Water Supply

- Over 60% of Corps water supply contracts
- 28 lakes, 164 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

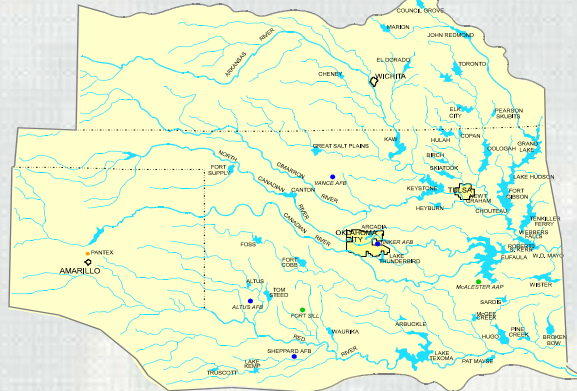
- 8 power plants produce 585,000 kw capacity
- Generates power to 8 million customers



Honors Cottage, Skiatook Lake

Recreation

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



Inland Navigation (MKARNS)

- 5 locks & dams
- 3 major ports

Flood Risk Management

- 38 Corps dams + 10 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 Civil Works Trends

- Investigations
 - Feasibility – Arkansas River Corridor Feasibility Study
 - Planning Assistance to States - \$10M National Limit
 - SWT Total PAS program for FY17 is \$528,000
- Construction
 - Dam Safety Rehab – Canton and Pine Creek
 - Hydropower Rehab – Customer Funded – Webbers Falls and Denison
- Operations and Maintenance
 - Aging infrastructure, but limited funding

Architecture/Engineering

FY 16 – 63 AE (not Env) contract actions obligating \$23.5M Including one competed “C” contract (non-IDC)

- Access
 - ▶ SWT generally uses IDCs for AE work (FAR PART 36)
 - ▶ Task Orders <\$400K will consider SB first (SWT Capacity, Other District Capacity, competed “C” contract)
 - ▶ Build exposure and local experience through teaming
- Current Capacity
 - ▶ Full Suite of AE contracts were established in 2015 with 5 year Periods of Performance (General AE (LB/SB), Mech/Elect/Fire Prot (SB), Geotech/Material Sampling (SB), Hydraulics & Hydrology (SB), Mapping & Surveying (SB))
- Future Capacity
 - ▶ FY18 General AE (LB/SB)
 - ▶ FY18 Hydraulics and Hydrology (SB)
 - ▶ FY18 KC-46 General AE (TBD)
- Future Work
 - ▶ MILCON, SRM, Civil Works Construction/Services



MILCON

- **Access**

- ▶ **MILCON acquisition strategy based on complexity**
- ▶ **SWT does not maintain LB Construction IDIQs for MILCON – all competed**
- ▶ **Less complex discrete projects set aside competed or negotiated IDIQ**

- **FY 15 MILCON**

- ▶ TAFB/KC-46A TWO-BAY Depot Maint Hangar \$50-\$100M UR (Adv) Feb-16 (Awd) Jul-16

- **FY 16 MILCON**

- ▶ Fort Sill/Training Support Facility \$10-\$25M SB (Adv) DEC16 (Awd) APR17
- ▶ Fort Sill/Reception Barracks Complex \$50-\$100M UR (Adv) JUL17 (Awd) 1QFY18
- ▶ AAFB/120-Man Dormitory \$10-\$25M SB (Adv) 1QFY17 (Awd) 3QFY17

- **FY 17 MILCON**

- ▶ SAFB/Medical Dental Clinic \$50-\$100M UR (Adv) 2QFY17 (Awd) 4QFY17
- ▶ SAFB/Renovate Dorm 280 \$10-\$25M SB (Adv) 2QFY17 (Awd) 3QFY17
- ▶ SAFB/Circuit 1 & Airfield Lighting \$10-\$25M SB (Adv) 2QFY17 (Awd) 3QFY17
- ▶ SAFB/Renovate Dorm 776 \$10-\$25M SB (Adv) 3QFY17 (Awd) 4QFY17
- ▶ SAFB/Repair T-6 Runway & Lighting \$10-\$25M TBD (Adv) 1QFY18 (Awd) 2QFY18
- ▶ AAFB/KC-46 FTU Simulator Fac Ph II \$1-\$5M SB (Adv) 2QFY17 (Awd) 2QFY17

- **FY 18-19 MILCON**

- ▶ PANTEX/ HE Science & Eng Fac \$50-\$100M UR (Adv) 2QFY19 (Awd) 3QFY19
- ▶ TAFB/KC-46 Maint & Fuel Hangers \$150-200M UR (Adv) 2QFY19 (Awd) 3QFY19



Sustainment, Renovation, Modernization (SRM)

(Tinker AFB, Vance AFB, Sheppard AFB, Altus AFB, Ft. Sill)

- Access
 - ▶ Most SRM requirements awarded through existing IDIQs
 - ▶ Reputation gained through local experience important
 - ▶ Build experience
 - Teaming and Subcontracting
 - Other federal and installation contracts
 - ▶ 8a, HUBzone, WOSB, SDVOSB designation; discriminators that tip the scale
- Current Capacity (After FY17)
 - ▶ Working SDVOSB, HZ, WOSB D/B MATOCs (\$49.5M)
- Future Capacity (Awd)

▶	D/B MATOC (NAICS 236220)	\$49.5M	SB		FY17
▶	D/B MATOC (NAICS 236220)	\$49.5M	HZ		FY18
▶	D/B MATOC (NAICS 238220)	\$49.5M	EDWOSB		FY18
▶	D/B SATOC (NAICS 236220)	\$25M	8a		FY18
▶	D/B SATOC (NAICS 236220)	\$25M	8a		FY18
- Future Work
 - ▶ Total FY17 Planned SRM \$100M



Civil Works (Major/Minor Maint)

- Access
 - ▶ Often open competed contracts due to specialized work
 - ▶ Respond to Sources Sought!!
 - ▶ Team with specialists
- Current Capacity
 - ▶ Two Civil Works POCAs in FY16
 - ▶ All FY16-17 D/B Construction capacity may be used if appropriate
- Future Capacity
 - ▶ Additional POCA contracts planned for FY17/18.
- FY 17 Schedule Maintenance Work (Advertise 3Q Award 4Q)

▶ Arcadia Lk, OK	Rehab Svc and Em Gates	\$1-\$5M	TBD
▶ Marion Lk, KS	Rpr Bridge Spillway Box Gird	\$1-\$5M	TBD
▶ Hulah Lk, KS	Rpr Bridge Spillway Box Gird	\$500k-\$1M	TBD
▶ Pat Mayse Lk, OK	Rpr & Seal Leaks in Conduit	\$150-\$500k	SB
▶ Pine Creek Lk, OK	Rpr Svc Bridge, Rplc Gate & Frame	\$500k-\$1M	TBD
▶ Skiatook Lk, OK	Rpr/paint Sluice & Low Flow Gates	\$1-\$5M	TBD
▶ Various Powerhouse, OK	Oil Containment	\$1-\$5M	SB
▶ Canton Lake, OK	Blain Park and Toe Drain Rprs	\$1-\$5M	SB



Civil Works (Service)

- Access
 - ▶ Good way to gain experience with the district as stepping stone to other work
 - ▶ Do your homework –
 - Who are the POCs? Operation Project Managers, Lake Managers
 - What specifically needs to be done?
 - When will the cycle (1+4) on that contract come available? Normally all awarded by 2nd QTR
 - Where is the work; go visit site and ask questions
 - How will it be advertised? SB set-aside for all work under \$150k
 - Talk to OBAN/PTAC who can help you research a fair and reasonable bid price based on previous contract awards
 - ▶ Talk to SB Deputy/Lake Managers
- Current Capacity
 - ▶ Typically do not use IDIQ contract for area service requirements.



Civil Works (Service)

- Future Work (FY17)

Location	Title	ROM	Proposed Issue Date	Solicitation Number	Projected Award Date	Remarks
Navigation Channel	Navigation Janitorial	< \$50K	Nov-16	W912BV-17-Q-0137	Mar-17	Response Due 22DEC2016
Big Hill	Mowing, Janitorial, Park Cleaning, Herbicide Application, Vault Pumping	\$150K-\$500K	Jan-17	W912BV-17-R-0014	Mar-17	Response Due 27FEB2017
Elk City	Mowing, Janitorial, Park Cleaning, Herbicide Application, Vault Pumping	\$150K-\$500K	Jan-17	W912BV-17-R-0021	Mar-17	Response Due 27FEB2018
Eufaula	Park Cleaning	\$150K-\$500K	Feb-17	W912BV-17-R-0024	Mar-17	Response Due 27FEB2019
Gibson Powerhouse	Janitorial Svc	\$150K-\$500K	Jan-17	W912BV-17-Q-0024	Mar-17	Response Due 23FEB2020
Webbers Falls	Janitorial Svc	\$150K-\$500K	Jan-17	W912BV-17-Q-0023	Mar-17	Response Due 21FEB2021
Pine Creek	Mowing	\$150K-\$500K	Jan-17	W912BV-17-R-0017	Mar-17	Response Due 21FEB2022
Texoma	Mowing, Herbicide Application,	\$150K-\$500K	Jan-17	W912BV-17-R-0015	Mar-17	Response Due 13FEB2018
Sardis	Janitorial Svc	\$150K-\$500K	Jan-17	W912BV-17-Q-0032	Mar-17	Response Due 17FEB2021
R.S. Kerr	Refuse Collection	< \$50K	Feb-17	W912BV-17-Q-0030	Mar-17	Response Due 13FEB2022
Truscott Lk, TX	Mowing, Herbicide Application,	\$150K-\$500K	Jan-17	W912BV-17-R-0016	Mar-17	Response Due 13FEB2018



RPEC Environmental

▪ Contractor Access

- ▶ RPEC is supported by both Tulsa and Fort Worth Contracting Offices (monitor both in FEDBIZOPS)
- ▶ Majority of requirements awarded through existing IDIQs and MATOCs
- ▶ Reputation/capability gained through Army/Air Force customer experience important
- ▶ Build experience in main environmental program areas e.g. Environmental Quality, Restoration (including MMRP)
 - Teaming and Subcontracting and/or Other federal and installation contracts

▪ Current Capacity (SWT/SWF)

- ▶ AE
 - FY15 UR Env Services x 3, FY15 SB Env Services x 3
- ▶ Services
 - MEGA: SB ERS MATOC, LB ERS MATOC, SB ECS MATOC; and LB/SB ECS MATOC

▪ Future Capacity (FY17 Competitive)

▶ Tech Support Services MATOC	\$49.9M	8(a)	(ADV) 2/3Q	(AWD) 4Q
▶ IDC SATOC for EMS	\$9.9M	SB	(ADV) 2/3Q	(AWD) 4Q
▶ AE Services (Environmental)	\$49.9M	SB/LB	(ADV) 2/3Q	(AWD) 4Q
▶ MEGA ECS MATOC	\$60M	8(a)	(ADV) Jan 2017	(AWD) 3Q
▶ MEGA ERS MATOC (SWF)	\$45M	SB	(ADV) Feb 2017	(AWD) 4Q
▶ AE Services (Master Planning)	\$49.9M	SB/LB	(ADV) TBD	(AWD) TBD
▶ IMCOM MP Support MATOC (SWF)	\$49.9M	8(a)	(ADV) 3Q 2017	(AWD) 4Q



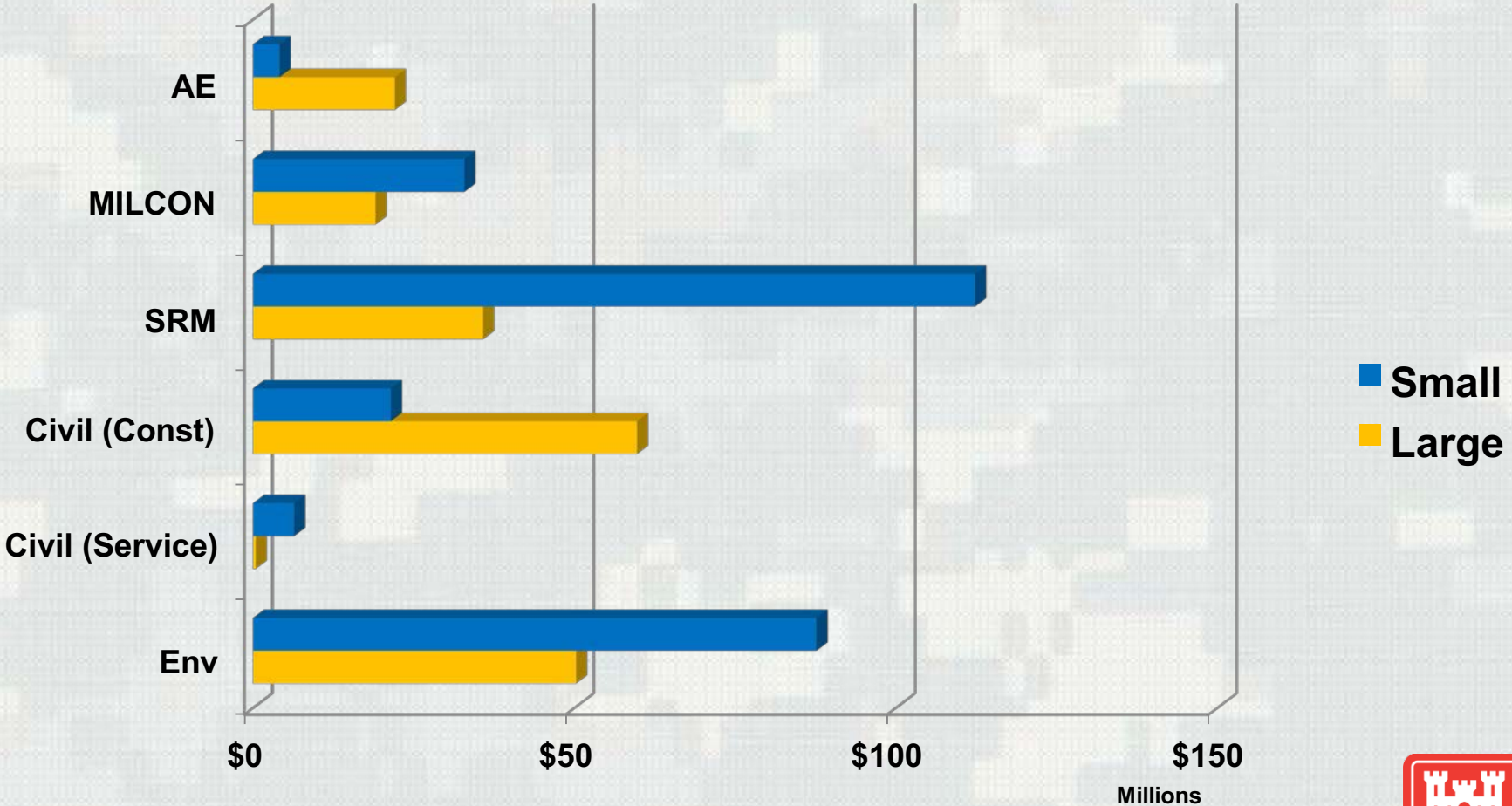
Small Business Advice



- Start Small and Be Patient
- Don't Over-Commit
- Build experience through teaming and subcontracting
- Consider Multiple Certifications
- Build Relationships - Get to Know SBD and PMs
- Use Procurement Technical Assistance Program
- Network through SAME
- "W912BV" in Federal Business Opportunities (www.fbo.gov)
- Safety is Critical
- Subcontracting Plan Matters



Business Size by Work



Safety EM Contracting TAFB SAFB PM KC-46 PM Ft Sill Engineering and Construction Dam Safety Production Ctr Operations

Gold Sponsors

AECOM
AmaTerra Env

Auxilio Mngt
Ayuda Companies

Burns & McDonnell
CH2M

HDR
Kiewit

HNTB

MSE Group
Rich & Cartmill

Silver Sponsors

Arcadis
Benham
Garver
Geo Consultants

Guernsey
Leidos
Mead & Hunt
Mason & Hanger

North Wind Group
Olsoon Associates
PIKA International
Pinnacle Design Group

Ross Group
SolarRight Wireless Lighting
Stanley Consultants
SWCA Environmental

Tetra Tech, Inch
Triangular Silt Dike Co., Inc
MacArthur Associated Cons.

Voc Rehab

SBA

OBAN

Seating Area 1 Seating Area 2 Seating Area 3

SAME Membership



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Drink Station

Drink Station

Questions?

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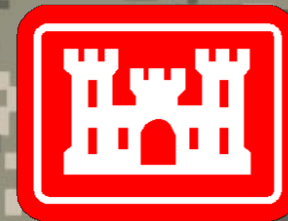
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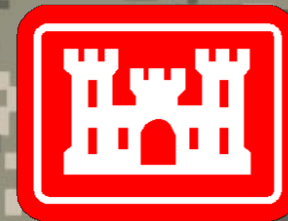
VACANT (1) FTW

UNIT A

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John Campbell GAL
Andrea Catanzaro GAL
Amanda McGuire FTW
Jennifer Morgan GAL
Janelle Stokes GAL
Jason Story FTW
Nancy Parrish FTW
Brandon Wadlington FTW
Paul Roberts (DA) FTW

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Marcia Hackett FTW
Kathy Mitchell FTW
Jack Mobley FTW
Joseph Murphey FTW
Jay Newman FTW
Rebekah Sease FTW
Zia Flossman (DA) FTW
Bobby Shelton FTW



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Pre-Award Lessons Learned

- **Read** the solicitation carefully; each solicitation stands on its own.
- **Ask questions** during the solicitation phase. Ensure that you understand what is required by the solicitation.
- Read the solicitation **prior to the pre-proposal meeting**.
- Know which **evaluation criteria** are more important than others; the relative weights of the criteria are in the solicitation. Know the importance placed on technical merit versus cost/price as stated in the solicitation.
- Know the **basis of award** as discussed in the solicitation:
 - ▶ Technically-Acceptable, Lowest-Price or the Trade-Off method.
 - ▶ With or without discussions (may not get a chance to improve your proposal)
- To reduce risk, the Government looks for past experience relevant to the work required by the Statement of Work/Specifications. Therefore, **technical experience** that qualifies a firm to do the work described in the solicitation is most valuable.
- If your firm is lacking in experience in an area of work, you may **consider joint ventures or teaming** as a subcontractor with a firm who gets an award in order to gain experience.
- Do not fill the proposal with "fluff"; the source-selection board is **not looking for marketing brochures**. Respond thoroughly in the technical proposal to each factor and sub-factor listed in the solicitation with substantive information directly relating to the factors and subfactors. Missing information results in a deficiency. .
- Take **page limits** seriously!
- Highlight and deficiencies up front and **understand the risk**.



Pre-Award Lessons Learned

- **Format** your technical proposal factor by factor, subfactor by subfactor as listed in the solicitation. If your response to a factor or subfactor is a repeat of information you have in another area in the technical proposal, offerors may cross reference but make sure it is very clear. **Don't make the Board search** for the information.
- The cost/price and technical proposals **are two separate documents**. Do not cross reference between them. All information asked for by the RFP should be contained in the technical or cost/price proposal as required even if there appears to be duplication.
- Prepare cost/price proposals as stated in the solicitation. Ensure that all required forms and documents are completed as indicated and are furnished with the proposal. Include all detail necessary to clearly substantiate prime and subcontractor labor rates, other direct costs, and markups proposed. **Detail is key in your cost / price proposal**. More detail is better than less.
- Respond fully to discussion questions/issues (if the Government elects to enter into negotiations). Ask for clarification if the Government's questions are not clear.
- Write your proposal as if you have never done business with the Government or Tulsa Dist. **Do not rest on the assumption we know your firm** and what your capabilities are. Past information and experience with your firm can not be used in the evaluation of your firm's technical proposal (with the exception of the factor for past performance) or cost/prices.



Post-Award Lessons Learned

- **Read the contract** carefully and thoroughly!
- Understand the **importance of submittals** required before notice-to-proceed is issued. Delays in submittals do not constitute a valid delay of schedule.
- Identify any problems you may have with **contract reporting requirements** such as Resident Management System early in the process.
- Attend site visits, ask questions, and **seek clarification** of any unclear aspects of the Statement of Work.
- The Government staff on site must balance the development of and assistance to small businesses with customer requirements **quality and schedule**.

