Welcome to FY19 Meet-the-Corps Day(s)

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Welcome to FY19 Meet-the-Corps Day(s)

Stabilize Hillside/Restore Parking Areas
W912BV14D0013
Jack C. Montgomery VA Medical Center
Muskogee OK
SAME TULSA POST AND USACE TULSA DISTRICT MEET-THE-CORPS DAY(S) 20-21 FEB

COL Christopher A. Hussin
District Commander

J. Lee Conley P.E., PMP
Deputy District Engineer, Programs and Project Management

Loretta Turner
Chief, Military and Interagency Environmental Branch
SWD Regional Planning and Environmental Center

Gene Snyman
Deputy For Business Development

*The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation.*
## Today’s Schedule

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
<th>Presenter(s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1000</td>
<td>Opening</td>
<td>Gene Snyman, Deputy for Business Development</td>
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<tr>
<td>1010</td>
<td>Welcome</td>
<td>Erik Zoellner, Ed.D, TTC</td>
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<tr>
<td>1015</td>
<td>Gov/Industry Partnership</td>
<td>Congressman Kevin Hern</td>
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<tr>
<td>1025</td>
<td>Tulsa Post SAME Update</td>
<td>Anna Childers, Post President</td>
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<tr>
<td>1030</td>
<td>SAME National Update</td>
<td>Marvin Fisher, LEED-AP, FSAME / Principal, COL (USAF Ret)</td>
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<tr>
<td>1040</td>
<td>Event App Functions</td>
<td>Gene Snyman</td>
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<tr>
<td>1045</td>
<td>Tulsa District USACE Update</td>
<td>COL Chris Hussin, District CDR</td>
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<tr>
<td>1115</td>
<td>District Overview and Future Work</td>
<td>Lee Conley, Deputy-Program Mgm</td>
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<tr>
<td></td>
<td></td>
<td>Loretta Turner, RPEC</td>
</tr>
<tr>
<td>1200</td>
<td>Lunch/Networking Break</td>
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<tr>
<td>1230</td>
<td>Breakout Sessions</td>
<td></td>
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<tr>
<td></td>
<td>Small Business Update</td>
<td>Gene Snyman, Angela Cash, Tere Shook</td>
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<td></td>
<td>RPEC Update</td>
<td>Loretta Turner, Scottie Fiehler, Andrew Wright</td>
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<tr>
<td></td>
<td>Military Update</td>
<td>Patrick Beard – Chief Military Programs</td>
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<td></td>
<td></td>
<td>Michelle Lay– Acquisition Program Manager</td>
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<td></td>
<td></td>
<td>Shawn Painter-Chief of Engineering</td>
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<td>1330</td>
<td>Face-to-Face with Tulsa District and Industry Representatives</td>
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<tr>
<td>1630</td>
<td>Event Completion</td>
<td></td>
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<tr>
<td>1530-1830</td>
<td>Extended Networking Session – El Guapo Mexican Restaurant 332 E 1st Street, Tulsa, OK</td>
<td></td>
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</tbody>
</table>
United States Representative
Kevin Hern
Serving Oklahoma's 1st District
Thank You To All
Gold Sponsors
Thank You To All Silver Sponsors
Thank You To All Bronze Sponsors
How to Use the App

- Networking – access to other attendees
- Speaker/SWT Information
- Briefing Slides
- Rating of Speakers
- Sponsorship
- Session Feedback
- Live Polling
- Photos
Briefing Agenda

- District Mission and Vision (COL Hussin, Tulsa District Commander)
- Program 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 (Loretta Turner, Ch Air Force/Interagency Environmental Section, Regional Planning and Environmental Center)
- Small Business (Gene Snyman, Business Development)
Tulsa District

COL Chris Hussin
LTG Todd Semonite, Chief of Engineers on 2019 Engineer’s Week
TEAMS 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.

#1 in Military Customer Satisfaction in 2017
Commander’s Comments

- Partnership with Industry (Video)
- Commander’s Assessment
- Design Work
- Border Wall
- MILCON
- SRM
- Civil Works
Tulsa District

• 700 people

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

• Major Missions of the Corps of Engineers
  • Support the War Fighter
  • Flood Risk Management
  • Navigation
  • Hydropower
  • Military Construction
  • Regulatory/Environmental
  • Homeland Security
Tulsa District Program Priorities

- KC46A bed down mission at Tinker AFB and Altus AFB first A/C arrived Jan 2019
- Posturing for Future Airframe (B-21) program at Tinker AFB
- Veterans Affairs at Muscogee and OKC
- Responsive to Sustainment, Restoration and Modernization (SRM) for Army, Air Force and Interagency Support customers
- Support to Tribes
- Reducing Civil O&M critical backlog maintenance via design and workplan
- 2 Major Fast Track Studies: Keystone Dam Safety Mod and Tulsa-West Tulsa Levees
- 1 Construction Project: Arkansas River Corridor pending approval.
District Areas of Interest

✓ Attractiveness of Federal Work?
  • Understanding the Market
  • Understanding Bidder Risks
  • Effect on Planning and Budgeting for Projects

✓ Predictability/Reliability of SRM projects and funding

✓ Predictability/Reliability of other Federal Agency projects

✓ Extent of Support to Southwestern Division and sister Districts

✓ Hydropower Projects
• Engineering  • Construction  • Installation Support  
• Environmental Management
Tulsa District Military Program
Trends

• MILCON - Military Construction
  - Assessment: INCREASING Projects aren’t service “bill-payers”….yet.
  - KC46A (Tinker AFB for Depot Maint & Altus AFB for Training)
  - New: B-21 platform at Tinker AFB
  - FT Sill TRADOC mission

• SRM - Sustainment, Renovation, Modernization
  - Assessment: STABLE Same as last year
  - More SRM centralized control continues for Army and AF.
  - Healthy Defense Logistics Agency Support at Tinker AFB
  - Large building renovations, airfield pavement & small short duration projects
  - Larger dollar value projects (> $4M)

• IIS - Interagency and International, Support Program
  - Assessment: STABLE VA, closing out PANTEX projects.
  - Veterans Affairs (VISN 19) at OKC and Muskogee VA Hospitals
Architecture/Engineering

FY 18 – 150 AE (not Env) contract actions obligating $21.5 M

- Access
  - SWT generally uses IDCs for AE work (FAR PART 36)
  - MILCON task Orders <$400K will consider SB first (SWT Capacity, Other District Capacity, competed “C” contract) (DFARS 219.502-1)
  - Build exposure and local experience through teaming

- Current Capacity
  - Full Suite of AE contracts were established in 2015 and after 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
  - FY19 General AE Services (5LB @ $15M / 4SB @ $6M) Award 3QFY19
  - FY19 AE Survey – Replace in Kind to W912BV16D003/4
  - FY19 AE Real Estate
  - FY20 AE Geotechnical

- Future Work
  - MILCON, SRM, Civil Works Construction/Services, IIS
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-negotiated IDIQ, or competed
- Subcontracting performance is carefully tracked!

MILCON (Working)

<table>
<thead>
<tr>
<th>FY</th>
<th>Location</th>
<th>Title</th>
<th>ROM</th>
<th>S/UR</th>
<th>Adv</th>
<th>Awd</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>Tinker AFB</td>
<td>B9201 Program Office (PH 1)</td>
<td>$25M-100M</td>
<td>UR</td>
<td>Feb-19</td>
<td>Apr-19</td>
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<tr>
<td>FY18</td>
<td>Altus AFB</td>
<td>DB-Fire-Rescue Station</td>
<td>$10-$25M</td>
<td>UR</td>
<td>Mar-19</td>
<td>Dec-19</td>
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<tr>
<td>FY19</td>
<td>Fort Sill, OK</td>
<td>Install Substation Interconnection</td>
<td>$10M-$25M</td>
<td>TBD</td>
<td>May-19</td>
<td>Jul-19</td>
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<tr>
<td>FY19</td>
<td>McAlester Army Depot</td>
<td>FY 19 Replace Bulk Diesel System</td>
<td>$5M-$10M</td>
<td>TBD</td>
<td>Aug-19</td>
<td>Sep-19</td>
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<tr>
<td>FY19</td>
<td>Tinker AFB</td>
<td>Commercial Vehicle Inspection Facility</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>Aug-19</td>
<td>Nov-19</td>
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<tr>
<td>FY20</td>
<td>Fort Sill, OK</td>
<td>AIT Barracks Complex Ph2</td>
<td>$25-$100M</td>
<td>UR</td>
<td>Aug-19</td>
<td>Dec-19</td>
</tr>
<tr>
<td>FY20</td>
<td>Tulsa, OK</td>
<td>138th FW Fuel Storage Complex</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>Dec-19</td>
<td>Mar-20</td>
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<tr>
<td>FY20</td>
<td>McAlester Army Depot</td>
<td>FY 21 Ammunition Reclamation Center</td>
<td>$25M-$100M</td>
<td>UR</td>
<td>Jan-21</td>
<td>Mar-21</td>
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<tr>
<td>FY21</td>
<td>Tinker AFB</td>
<td>KC-46A Depot MX Complex Ph3</td>
<td>$25-$100M</td>
<td>TBD</td>
<td>FY21</td>
<td>FY21</td>
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## MILCON

### MILCON (Working)

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<tr>
<th>FY</th>
<th>Location</th>
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<th>ROM</th>
<th>S/UR</th>
<th>Adv</th>
<th>AWD</th>
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<tbody>
<tr>
<td>FY19</td>
<td>Tinker Air Force Base, OK</td>
<td>Acoustic/Exhaust Revitalization</td>
<td>$10-$25M</td>
<td>SB</td>
<td>TBD</td>
<td>TBD</td>
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<tr>
<td>FY19</td>
<td>Vance Air Force Base</td>
<td>OH to UG Conversion</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY19</td>
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<tr>
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<td>Sheppard Air Force Base, TX</td>
<td>Circuit 4/11 OH to UG</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>Jul-19</td>
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<tr>
<td>FY19</td>
<td>Sheppard Air Force Base, TX</td>
<td>Repair Tech Training Ctr Bldg 1020</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY19</td>
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<td>Sheppard Air Force Base, TX</td>
<td>Renovate Bldg 920</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>Feb-20</td>
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<td>FY20</td>
<td>Sheppard Air Force Base, TX</td>
<td>Aircraft Maint Hanger (MILCON)</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY20</td>
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<td>FY20</td>
<td>Sheppard Air Force Base, TX</td>
<td>B242 Replacement</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY19</td>
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<tr>
<td>FY20</td>
<td>Sheppard Air Force Base, TX</td>
<td>B244 Replacement</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY20</td>
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<td>Sheppard Air Force Base, TX</td>
<td>Civil Engineering Technical Training Complex (MILCON)</td>
<td>$50-$100M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY20</td>
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<td>FY20</td>
<td>Sheppard Air Force Base, TX</td>
<td>ENJJPT Complex PH II/III (MILCON)</td>
<td>$50-$100M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY20</td>
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<tr>
<td>FY20</td>
<td>Sheppard Air Force Base, TX</td>
<td>Child Development Ctr</td>
<td>$10-$25M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY20</td>
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<tr>
<td>FY20</td>
<td>Sheppard Air Force Base, TX</td>
<td>B402 HVAC Renovation</td>
<td>$5M-$10M</td>
<td>TBD</td>
<td>TBD</td>
<td>FY20</td>
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</table>
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
    - Civil-Works Projects
  - 8a, HUBzone, WOSB, SDVOSB designation; discriminators that tip the scale

- **Current Capacity (After FY17)**
  - SDVOSB, HZ, WOSB D/B MATOCs ($49.5M/ea) awarded in FY17

- **Future Capacity (NAICS 236220)**
  - D/B MATOC (WOSB, HZ, SDVOSB) $49.5M FY20
  - D/B SATOC (TBD) $24.5M FY20
  - D/B POCAs(8a) $4M FY19/FY20

- **Future Work**
  - Total FY19 Expected SRM TBD $100M (historical norm)
Civil Works Mission Areas

Water Supply
- 60% of Corps water supply contracts
- 27 lakes, 140 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: $18.4B in cumulative flood damage reductions
- Red River Basin: $5.2B in cumulative flood damage reductions

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

Environmental Stewardship
- 1.1 million acres of Federal land
- 660,000 acres of wildlife management areas

Inland Navigation
- 5 locks & dams
- 3 major ports

Tenkiller Lake

Red River Chloride, Area VI

Hawthorn Bluff Beach, Oologah Lake

Denison Dam, Lake Texoma

Tenkiller Lake Low Flow Pipe and SDOX

McClellan-Kerr Arkansas River Navigation System (MKARNS)
Tulsa District Civil Works Trends

• Investigations
  ➢ Assessment: INCREASING PAS&T steady
  ➢ Feasibility: 2 studies underway. Most decision-making/approvals delegated to Regional level; ie faster track
  ➢ Planning Assistance to States and Tribes (PAS&T): Receive on average $500k per year
  ➢ Currently $1.9M toward completion of water resources initiatives in OK, KS and with the local Tribes

• Construction
  ➢ Assessment: DECREASING In a trough between Dam rehabs and studies maturing into construction.
  ➢ Closing out two projects - $0 budgeted in FY19.
  ➢ Hydropower: $500M Major Rehabilitation Program over the next decade funded directly from Southwestern Power Administration, not in budget

• Operations and Maintenance:
  ➢ Assessment: STABLE Exploring risk-based prioritization on high dollar items
  ➢ Backlog on aging infrastructure marches forward; maintenance needs prioritized at the district and competed nationally

• Support to Tribes:
  ➢ Assessment: STABLE
  ➢ Technical support to 12 tribes for $20M in construction.
  ➢ Tribal Partnership Program (TPP) water resource study $500k, full Federal
Corps of Engineers Appropriations Trends (National)

![Graph of COE National Appropriations]

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
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<tr>
<td>PB</td>
<td>$4,561,000,000</td>
<td>$4,732,000,000</td>
<td>$4,620,000,000</td>
<td>$5,002,000,000</td>
<td>$4,785,000,000</td>
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<tr>
<td>WP</td>
<td>$5,483,000,000</td>
<td>$5,989,000,000</td>
<td>$6,000,000,000</td>
<td>$6,827,000,000</td>
<td>$6,999,000,000</td>
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<tr>
<td>INCREASE</td>
<td>$922,000,000</td>
<td>$1,257,000,000</td>
<td>$1,380,000,000</td>
<td>$1,825,000,000</td>
<td>$2,214,000,000</td>
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Legend:
- PB
- WP
- INCREASE
Tulsa District Civil Works Appropriations Trends

**SWT Appropriation Increase above Pres Budget**

<table>
<thead>
<tr>
<th></th>
<th>FY 2015</th>
<th>FY 2016</th>
<th>FY 2017</th>
<th>FY 2018</th>
<th>FY 2019</th>
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<tr>
<td>INCREASE</td>
<td>$8,322,000</td>
<td>$4,957,175</td>
<td>$8,260,000</td>
<td>$5,500,000</td>
<td>$12,560,400</td>
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</table>
Civil Works
Non-Routine Maintenance

- **Access**
  - Often open competed contracts due to specialized work
  - Respond to Sources Sought!!
  - Team with specialists

- **Current Capacity**
  - Any of our D/B Construction capacity may be used if appropriate

- **Future Capacity**
  - Additional CW (horizontal construction) POCA and/or CW MATOC possible

- **FY 19 Schedule Maintenance Work (Advertise & Award Dates see forecast)**

<table>
<thead>
<tr>
<th>Location</th>
<th>Description</th>
<th>ROM</th>
<th>S/UR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Eufaula Lake, OK (In FBO)</td>
<td>Replace Spillway Bridge</td>
<td>$10M-$25M</td>
<td>UR</td>
</tr>
<tr>
<td>Heyburn Lake, OK</td>
<td>Repair Dam Embankment</td>
<td>$1M-$5M</td>
<td>SB</td>
</tr>
<tr>
<td>Hugo Lake, OK</td>
<td>Replace Project Office Roof</td>
<td>$500K-$1M</td>
<td>SB</td>
</tr>
<tr>
<td>Webber’s Falls, OK</td>
<td>Rehab/Paint Tainter Gates</td>
<td>$5M-$10M</td>
<td>TBD</td>
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<tr>
<td>Pat Mayse Lake, TX</td>
<td>Road Repair</td>
<td>$500K-$1M</td>
<td>SB</td>
</tr>
<tr>
<td>Oologah Lake, OK</td>
<td>Road Repair</td>
<td>$500K-$1M</td>
<td>SB</td>
</tr>
<tr>
<td>Marion Lake, OK</td>
<td>Replace Spillway Bridge</td>
<td>$1M-$5M</td>
<td>UR</td>
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</table>
Civil Works (Service)

- Project Offices at lakes utilize revolving service contracts for Mowing, Janitorial, Park Cleaning, Debris Removal etc.
  - Good way to gain experience with the district as stepping stone to other work
- Access – Do your homework
  - Who are the POCs? Operation Project Managers, Lake Managers
  - 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.
- Typical Projects

<table>
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<tr>
<th>Location</th>
<th>Project</th>
<th>Advertise</th>
<th>Award</th>
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<tbody>
<tr>
<td>Arcadia Lake, OK</td>
<td>Mowing &amp; Herbicide</td>
<td>In FBO</td>
<td>MAR2019</td>
</tr>
<tr>
<td>Sardis Lake, OK</td>
<td>Mowing</td>
<td>In FBO</td>
<td>MAR2019</td>
</tr>
<tr>
<td>Pat Mayse Lake, TX</td>
<td>Janitorial</td>
<td>In FBO</td>
<td>MAR2018</td>
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</table>
REGIONAL PLANNING AND ENVIRONMENTAL CENTER
SOUTHWESTERN DIVISION

Loretta Turner
Military & Interagency Environmental Branch
RPEC
2019 Meet the Corps, Tulsa
20 February 2019

MISSION / PEOPLE / TEAMWORK

US Army Corps of Engineers®
Regional Planning and Environmental Center (RPEC) Contracting Opportunities at a Glance

- The RPEC is responsible for all military reimbursable Environmental and Master Planning Program work within the Southwestern Division boundaries

- RPEC is also charged with Planning and Environmental Support of the Regional Civil Works Mission

- RPEC is supported by both Tulsa and Fort Worth Contracting Offices (monitor both in FEDBIZOPS)

- Majority of reimbursable program requirements are awarded through existing IDCs and MATOCs
RPEC Service Areas

Southwestern Division
- Military/Reimbursable Environmental Services
- Military Munitions Support Services
- Master Planning (Military and Civil)
- Civil O&M Master Planning
- Civil Works Planning and Environmental

Pacific Ocean Division
- Military Master Planning
RPEC Program Execution and Obligations

FY14: $236M
FY15: $208M
FY16: $264M
FY17: $220M
FY18: $267M
FY19: $201M
FY20: $192M

IIS – Interagency and International Services (non-DoD Reimbursable)
RPEC Representative Partners/Customers

- IMCOM Headquarters
- Air Force Civil Engineer Center (AFCEC)
- Joint Base San Antonio
- Fort Polk
- Marine Corps Air Station Iwakuni (Japan)
- U.S. Army Garrison Hawaii
- Fort Hood
- Tinker AFB
- Customs and Border Protection
# RPEC Contract Acquisition FY19 Update (Dec 2018)

<table>
<thead>
<tr>
<th>Contract (Type)</th>
<th>Value</th>
<th>Business Class</th>
<th>Planned RFP</th>
<th>Planned Award</th>
</tr>
</thead>
<tbody>
<tr>
<td>A-E: Master Planning Services (IDC)</td>
<td>$49.9M</td>
<td>SB &amp; LB</td>
<td>Under Selection</td>
<td>2nd Quarter 2019</td>
</tr>
<tr>
<td>A-E: Environmental Services (IDC)</td>
<td>$49.9M</td>
<td>SB &amp; LB</td>
<td>Under Selection</td>
<td>3rd Quarter 2019</td>
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<td>ECS: Cultural Resources (SATOIC IDC)</td>
<td>$9.9M</td>
<td>SB</td>
<td>March 2019</td>
<td>June 2019</td>
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<td>ECS: Environmental Services (MATOC IDC)</td>
<td>$20.0M</td>
<td>Hub Zone</td>
<td>May 2019</td>
<td>July 2019</td>
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<td>ECS: MEGA MATOC IDC</td>
<td>$50 M</td>
<td>8(a)</td>
<td>Oct 2019</td>
<td>Feb 2020</td>
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<tr>
<td>ERS: Remediation Services (MATOC IDC re-advertise – Tulsa)</td>
<td>$45.0M</td>
<td>SB</td>
<td>Feb 2019</td>
<td>June 2019</td>
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<td>ERS: Optimized Remediation Contract OK/AR Group (C-Type)</td>
<td>TBD</td>
<td>TBD</td>
<td>Aug 2019</td>
<td>2nd Quarter 2020</td>
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<tr>
<td>ERS: Camp Robinson MEC Removal (C-Type)</td>
<td>TBD</td>
<td>TBD</td>
<td>Aug 2019</td>
<td>2nd Quarter 2020</td>
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<td>ERS: Optimized Remediation Contract Texas Group (C-Type)</td>
<td>TBD</td>
<td>TBD</td>
<td>Oct 2019</td>
<td>3rd Quarter 2020</td>
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</tbody>
</table>

NAICS Codes: ERS: 562910, ECS: 541620, A-E: 541330
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FY18 Small Business Status

- LB: Goal 56.0% | Projection 65.3% | LB: 36.9%
- SB: Goal 23% | Projection 34% | SB: 56.0%
- SDB: Goal 23% | SB: 34%
- HZ: Goal 5.8% | Projection 10.1%
- WO: Goal 7.5% | Projection 13.1%
- SV: Goal 4.0% | Projection 10.9%
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
Questions?
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918-669-7010

Forecast Push Distro
CESWT-OSBP@usace.army.mil
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.