



US Army Corps
of Engineers
Northwestern Division

WELCOME



Northwestern Division US Army Corps of Engineers

Pre-Solicitation Meeting

Daniel Saniuk

Chief Military Programs

Northwestern Division



US Army Corps
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Northwestern Division

Agenda



-
- 0800 – 0942 Registration
 - 0943 – 1000 Greetings & Introductions
 - 1000 – 1100 Program Overviews
 - 1100 – 1200 Acquisition Strategy
 - 1200 – 1330 Lunch
 - 1330 – 1430 Small Business & Bonding Overview
 - 1430 – 1530 Panel Q&A
 - 1530 – 1600 Break
 - 1600 – 1630 10 Tips
 - 1630 – 1700 Networking



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Introduction



- Welcome
- Key participants:
 - COL Jeff Bedey, Omaha District Commander
 - Erik Blechinger, Omaha District
 - Doug Plack, Chief Military Programs Branch
 - Tor Brunso, NWD IMA Liaison
 - Carol McIntyre, NWD SB Deputy
 - Famane Brown, Contracting Specialist
 - Hubert Carter, Deputy for Small Business
 - Kevin Lindsey, RMA Engineer
 - LTC Larwin, Ft Carson DPW
 - Terry Burns, Ft Carson DPW
 - Larry Ingerling, Ft Carson DPW
 - Mick Ringsak, SBA
 - Steve Bonneau, NWR IMA



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Purpose



- Inform Industry of what's on the horizon
- Collect Market Information to complete an Acquisition Plan



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NWD Pre-Solicitation



Northwestern Division (NWD) Military Construction Program

19 Oct 2005



Topics



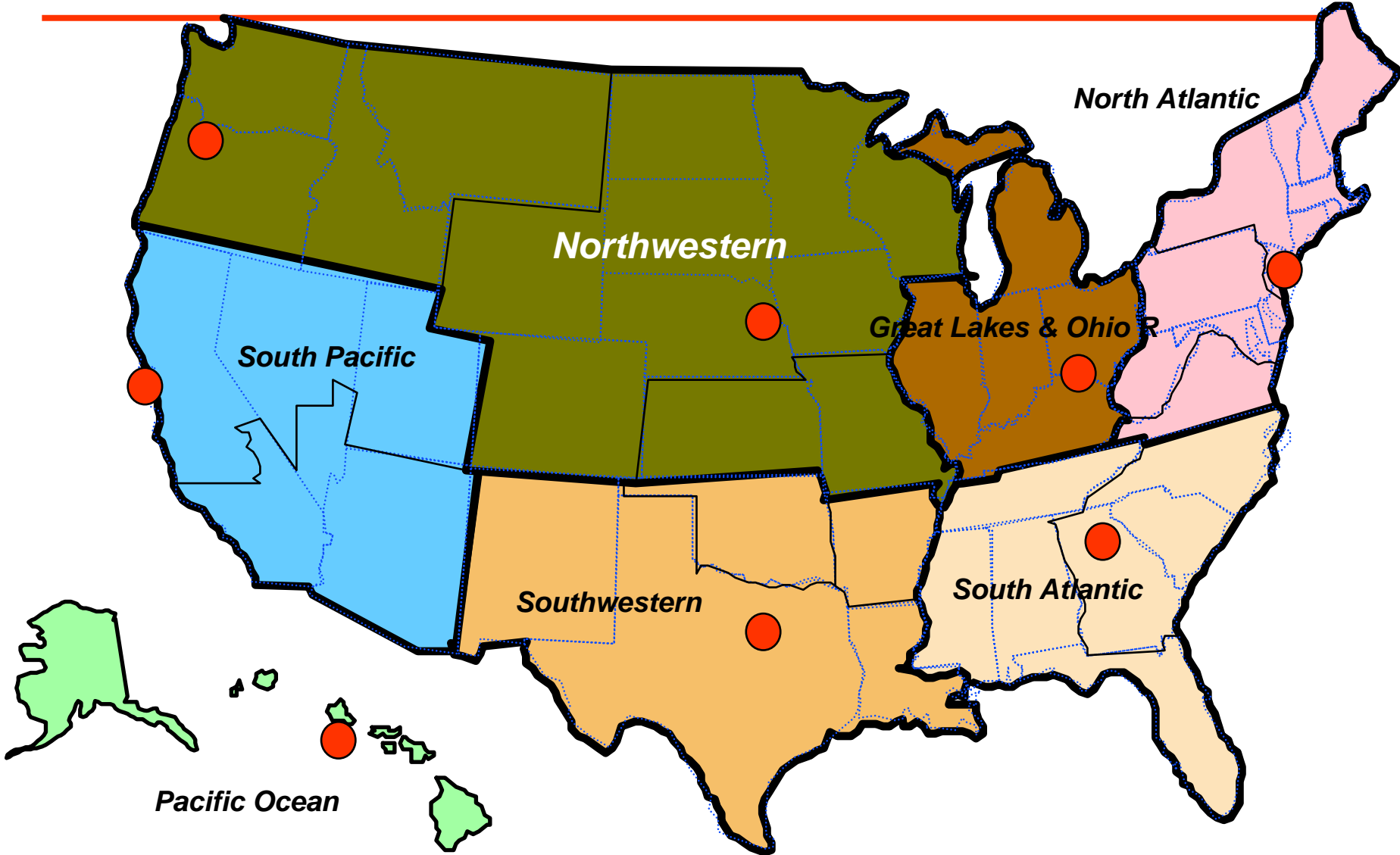
- Overview of the NWD Military Program for FY06 and FY07 +
- More Specifics on Ft Carson, Ft Riley and Ft Lewis
- Overview of Army Transformation

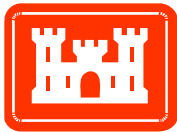


USACE MILCON Responsibilities by Divisions



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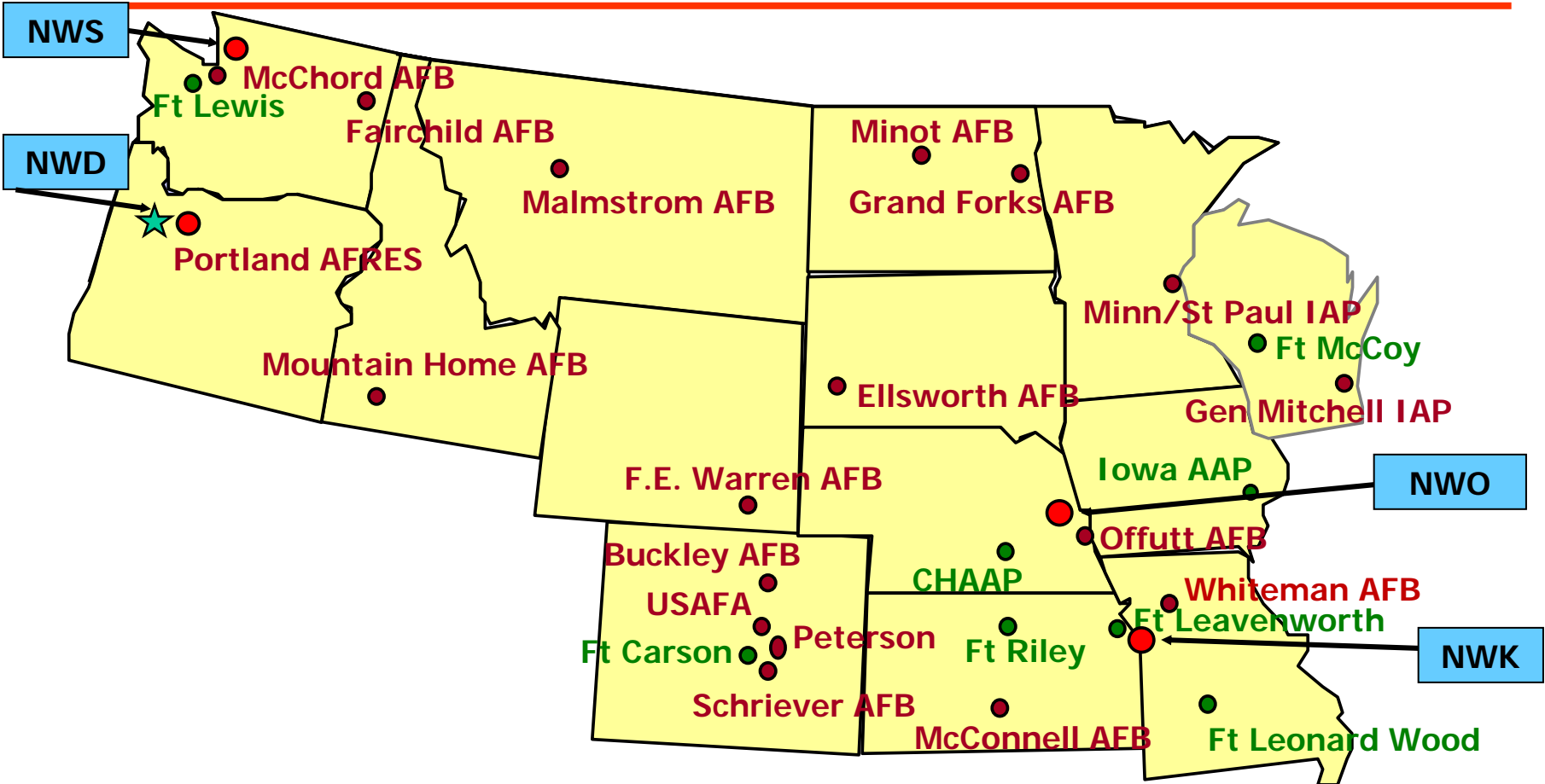




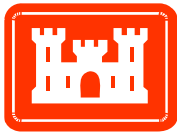
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Northwestern Division Region

Major Army and Air Force Partners

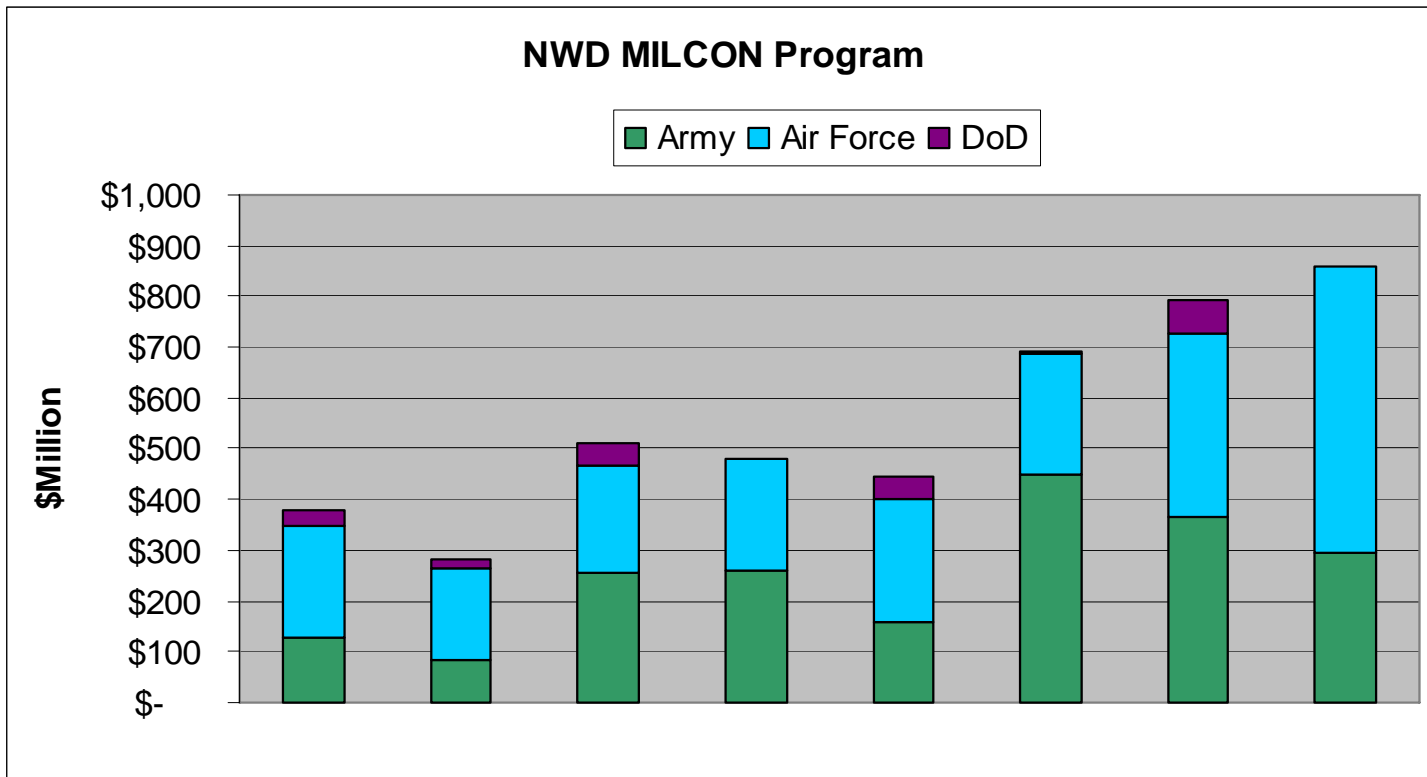


LEGEND	
	Division Headquarters
	District Headquarters
	Division Boundary
	State Boundary
	Military District



Military Construction

Past, Current and Future Workload Trends



FY	2000	2001	2002	2003	2004	2005	2006	2007
Army	\$ 127	\$ 84	\$ 257	\$ 262	\$ 158	\$ 444	\$ 367	\$ 295
Air Force	\$ 222	\$ 181	\$ 210	\$ 217	\$ 244	\$ 239	\$ 360	\$ 564
DoD	\$ 29	\$ 15	\$ 43	\$ -	\$ 43	\$ 2	\$ 67	\$ -
Total	\$ 378	\$ 280	\$ 510	\$ 479	\$ 445	\$ 685	* 794	** 859

* Projected to be \$1.8B

** Projected to be \$1.4B



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NWD Mil Const Program

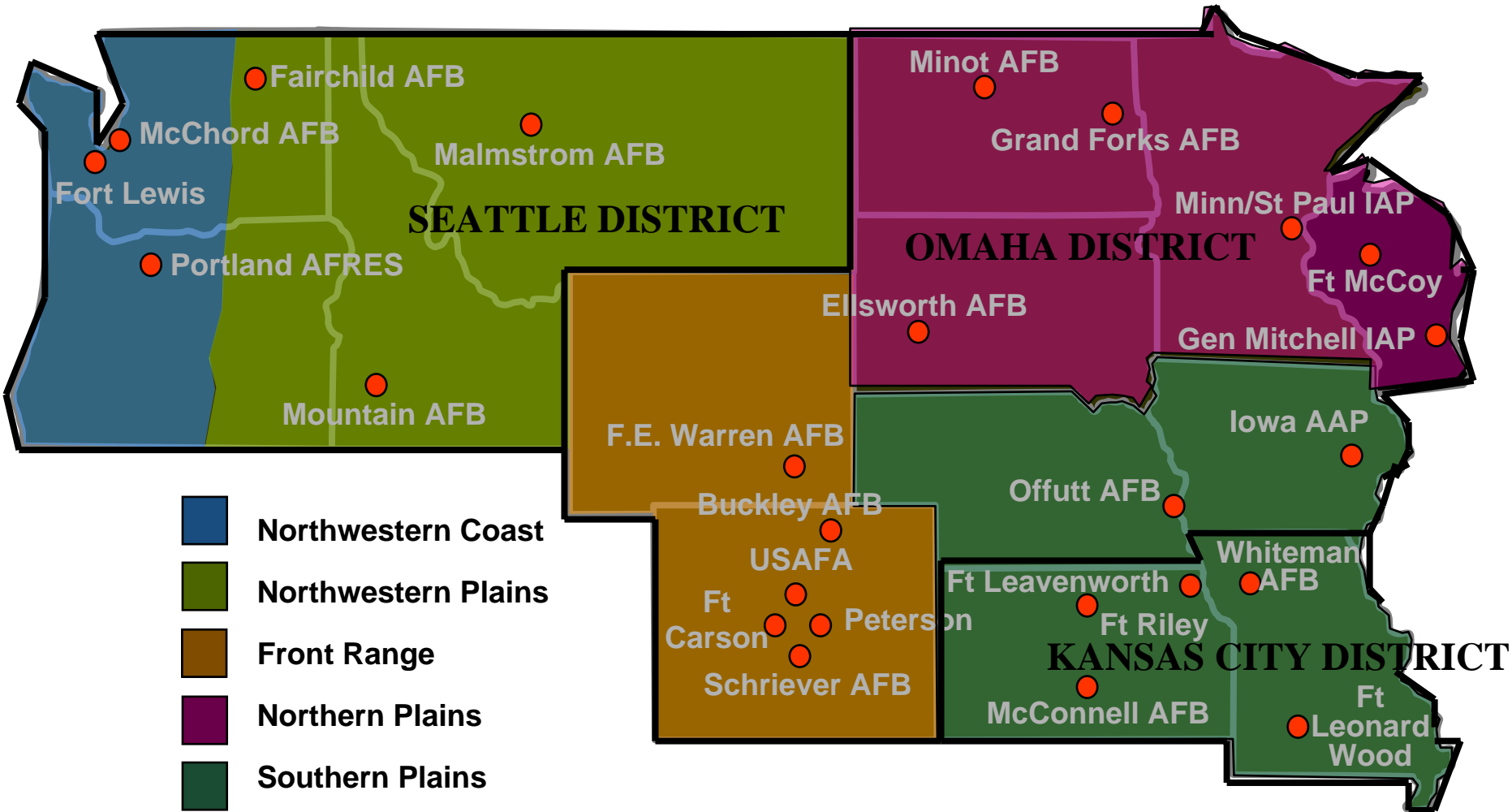


Dist.	Program	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
NWK	Army	12	880.9	13	439	19	566	18	336.9	11	336.8
	Air Force	1	26.9	1	22	0	0	2	24.8	4	80
	DoD	1	15.8	1	24	1	11.8	1	223	0	0
	Total	14	923.6	15	485	20	577.8	21	584.7	15	416.8
NW0	Army	15	280	10	342	3	300	2	109	0	22
	Air Force	11	240	9	156	17	222	17	140	15	151
	DoD	1	<3	0	0	1	<5	2	<5	2	<20
	Total	27	520	19	498	21	527	21	254	17	193
NWS	Army	3	165	3	113	3	122	3	102	5	48
	Air Force	5	150.9	5	302	8	121.6	13	191.4	9	182.8
	DoD	3	53.3	0	0	2	35	1	20	3	62.2
	Total	11	369.2	8	415	13	278.6	17	313.4	17	293
NWD	Army	?	1324.4	26	894.1	25	988	23	547.9	16	406.8
	Air Force	21	417.1	15	480	25	343.1	32	355.8	28	413.6
	DoD	5	70.9	1	24	4	51.1	4	247.4	5	79.6
	Total	26	1,812	42	1,398	54	1,382	59	1,151	49	900



Northwestern Division Region

Contract Zones





NWD Mil Const Program



Northern Plains Zone Summary of MILCON Program FY06 - FY10

Program	Installation	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
AIR FORCE	Ellsworth *	2	25			1	20	2	10		
	Grand Forks			1	40	1	53				
	Minot	2	55	2	27	3	33			2	23
	Total	4	80	3	67	5	101	2	10	2	23
DOD	DLA					1	5			1	5
	DODM							2	5	1	13
	Total					1	5	2	5	2	18
Northern Plains Total		4	80	3	67	6	106	4	15	4	41

* Pending final BRAC decision



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NWD Mil Const Program



Southern Plains Zone Summary of MILCON Program FY06 - FY10

Program	Installation	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
ARMY	Leavenworth	1	42.6	2	110	2	46.4	1	11		
	Leonard Wood	1	8.1			7	129.4	5	82.5	7	166.8
	Leo Wd - AMF	1	50	1	50	1	50				
	Riley	6	588.2	8	104	8	240.2	12	243.4	4	170
	Riley - AMF	3	192	2	175	1	100				
	Total	12	880.9	13	439.0	19	566.0	18	336.9	11	336.8
AIR FORCE	McConnell							2	24.8	2	54.7
	Offutt	2	50	2	36	1	<12	1	<15	1	<30
	Whiteman	1	26.9	1	22					2	25.3
	Total	3	77	3	58	1	12	3	40	5	110
DoD	DLA	1	15.8								
	DODM			1	24	1	11.8	1	223		
	Total	1	15.8	1	24.0	1	11.8	1	223.0		13
Southern Plains Total		16	973	17	521	21	588	22	598	16	447



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NWD Mil Const Program



Front Range Zone Summary of MILCON Program FY06 - FY10

Program	Installation	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
ARMY	Carson	6	82	4	42	?	30	?	9	?	22
	Carson-AMF	4	160	3	270	3	270	2	100		
	MCAR	5	37	3	31						
	Total	15	279	10	343	3	300	2	109	0	22
AIR FORCE	Academy	1	<15	1	<15	1	<20	2	17	3	21
	Buckley	3	27	1	<10	4	29	3	15		
	FE Warren					2	17	4	35	4	38
	Peterson	2	14			1	<15	4	41	2	20
	Schiever	0		2	37	3	36	1	<10	3	25
	Total	6	~55	4	~52	11	~110	14	~120	12	104
DOD	DLA					1	4.3			1	<5
	DODM	1	<3					2	5	1	<15
	Total	1	<3			1	<5	2	5	2	<20
Front Range Total		22	~340	14	~400	15	~415	18	229.6	14	~146



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NWD Mil Const Program



Northwestern Plains Zone Summary of MILCON Program FY06 - FY10

Program	Installation	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
AIR FORCE	Fairchild					2	25.0	7	128.8	2	119.5
	Malmstrom	1	68.4	4	193.0	4	63.0	4	36.0	4	36.4
	Mt Home	3	70.1	1	109.0	1	13.8	1	15.5	2	17.9
	Total	4	138.5	5	302	7	101.8	12	180.3	8	173.8
DOD	DLA					1	5.0	1	20.0	1	12.2
	DODM					1	30.0	0		2	50.0
	SOF	3	53.3								
	Total	3	53.3	0	0	2	35	1	20	3	62.2
Northwestern Plains Total		7	191.8	5	302	9	136.8	13	200.3	11	236



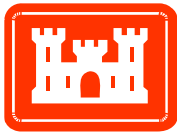
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NWD Mil Const Program



Northwestern Coastal Zone Summary of MILCON Program FY06 - FY10

Program	Installation	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
ARMY	Lewis	3	165.0	3	231.0	4	272.0	3	102.0	5	48.0
	Total	3	165.0	3	113.0	3	122.0	3	102.0	5	48.0
AIR FORCE	McChord					1	19.8	1	11.1	1	9.0
	Portland ANG	1	12.4								
	Total	1	12.4	0	0	1	19.8	1	11.1	1	9
DOD	DLA					1	5.0	1	20.0	1	12.2
	DODM					1	30.0	0		2	50.0
	SOF	3	53.3								
	Total	3	53.3	0	0	2	35	1	20	3	62.2
Northwestern Coastal Total		7	230.7	3	113	6	176.8	5	133.1	9	119.2



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NWD Traditional MCA Funded Program FY06



Range (\$M)	NWK	NWO	NWS
1.0 - 5.0	1	4	1
5.0 -10.0	2	3	1
10.0 - 25.0	2	8	1
25.0 - 50.0	2	3	3
50.0 - 100.0			2
Total #	7	18	8

- Not Including Fuels,
BRAC & Army
Transformation



FY06 Traditional MCA



- **Fort Lewis**
 - Barracks Complex-North Fort
 - Whole Barracks Renewal, Jackson
 - SOF Aviation Battalion
 - SOF Training Facility
 - SOF Expand Compound

- **Fort Carson**
 - Combined Arms Collective Train. Facility > \$25M
 - O'Connell Barracks Complex > \$25M
 - Army Airfield & Departure Control Complex, Ph 1B \$10-15M
 - Shoothouse (7th ID) \$1-5M
 - Shoothouse (USASOC) \$1-5M
 - Butts AAF \$5-10M



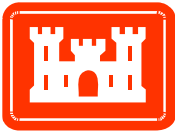
FY06 Traditional MCA



- **Fort Riley**
 - Construct Alert Holding Areas
 - Deployment Support Facility
 - Digital Multipurpose Training Range
 - Deployment Facility Ramp Extension

- **Fort Leavenworth**
 - Lewis & Clark Instruct Facility, Increment 3

- **Fort Leonard Wood**
 - Construct Barracks, Phase 1
 - Countermine Training Complex, Phase 2



FY06 MILCON



- **Whiteman AFB**
 - Conventional Munitions Storage
 - Replace Family Housing

- **Offutt AFB**
 - HQ AF Weather Agency < \$25M
 - Repair Runway \$15-20M

- **Mountain Home AFB**
 - Improve Family Housing (12 Units)
 - Replace Family Housing
 - Base Ops/RAPCON Facility

- **Minot AFB**
 - Replace Family Housing Phase 12 \$30-40M
 - Security Forces Vehicle Bldg \$5-10M

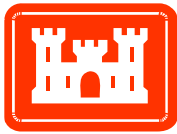
- **Ellsworth AFB**
 - Family Housing Phase 5 \$10-15M
 - Base Operations/RAPCON Facility \$5-10M



FY06 MILCON



- **Air Force Academy**
 - Upgrade Academic Facility \$10-15M
- **Buckley AFB**
 - ADAL Communications Center \$10-15M
 - Consolidated Services Facility \$1-5M
 - Leadership Development Center \$5-10M
- **Peterson AFB**
 - West Gate Access \$10-15M
 - Life Skills Support Center \$1-5M
- **Malmstrom AFB**
 - Replace Family Housing
- **McConnell AFB**
 - Hydrant Fuel System

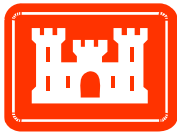


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Ft Carson FY06 BRAC / Army Modular Forces (AMF)



- 3rd Brigade Combat Team (Temporary)
 - Admin, Motorpools (~\$50M)
- 3rd Brigade Combat Team Complex (Permanent)
 - Admin, Motorpools, Infrastructure (~\$60M) [~\$200M]
- 4th Brigade Combat Team Complex (Permanent)
 - Admin, Billets, Motorpools, Infrastructure (~\$100M)
[~\$350M]
- Division Headquarters Complex (Permanent)
 - Admin, Motorpools, Infrastructure (~\$50M) [~\$100M]



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Ft Riley FY06 BRAC/AMF



- Combat Aviation Brigade (Temporary)
 - Admin, Billets, Motorpools (\$50M+)
- 1ID HQ & Sustainment Brigade (Temporary)
 - Admin, Billets, Motorpools (\$25M+)
- Air Field Replacement (\$10M+)
- Combat Aviation Brigade (Permanent) (\$250M+)
 - North Airfield (Veh Maint, Co Ops)
 - South Airfield (HQ, Hangers, COF, Aviation Maint.,)
 - Barracks
 - Displaced Units
- 1ID HQ & Sustainment (Permanent) (\$100M+)

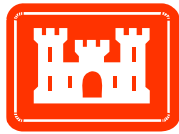


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Ft Lewis FY06 BRAC / AMF



- No FY06 BRAC/AMF
- Design effort in FY06 for FY07 Program
 - Barracks, 3rd Division drive (\$30M+)
 - Barracks, Stryker Ave (\$45M+)
 - Modularity Complex, Ph 1 (\$100M+)
 - Child Development Center (\$10M+)



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MILCON TRANSFORMATION (Faster, Better and Cheaper)



- Change in criteria and processes
 - From prescriptive requirements to performance based criteria
 - Plan, acquire and execute like private sector
- Standardization
 - Standard functional and technical criteria
 - Adaptable, reusable, reconfigurable designs for BCT (UA)
 - Design-build acquisition process for BCT (UA) program execution
- With more performance based criteria:
 - Facility service life of 25 to 30 years vice 50
 - Contractor builds on post as if he were building off post
 - Material is commercially available that meets requirements
 - Method – no learning curve in constructing the Army way.... Faster completion
- With these changes, we will see.....



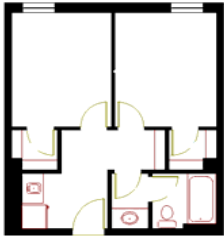
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Reduction in Costs



MILCON Barracks

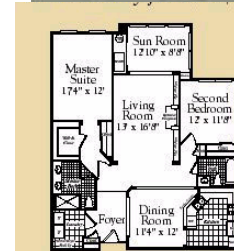
\$168/SF (OSD Unit Cost)



Installation

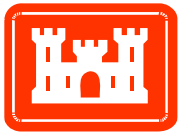
- **Function:** House Soldiers
- **Construction Type:** Type I or II non-combustible
- **Occupancy Type:** Residential
- **Operations:** Accommodate Sleeping/Bathing, Relaxation/Cooking, Accommodate Privacy, Gather People, Facilitate Circulation

Private Industry Apartment



Industry

- **Function:** House People
- **Construction Type:** All Types
- **Occupancy Type:** Residential
 - **Operations:** Accommodate Sleeping/Bathing, Relaxation/Cooking, Accommodate Privacy, Gather People, Facilitate Circulation

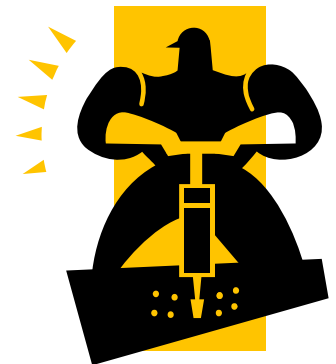


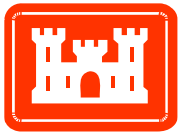
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NWD Regional Planning



- Technical RFP Requirements
 - Working regionally to develop standard RFP
 - Sharing standard designs between districts and standard design centers
 - Using HQ technical guidance for FY06. Looking for opportunities to use FY07 standards and criteria.





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NWD Military Program



- Military Program Increasing Rapidly
- Uncertainties with Current Forecast
- FY06 execution will primarily be executed using traditional contract methods
- FY07 execution will utilize new contracting strategies – Regional Model RFP
- Army Transformation impacts are huge



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NWD Military Program



- Summary:
 - Significant program opportunities ahead
 - Much of the program will use modified design/build contract methods with less prescriptive technical requirements
 - USACE must partner with industry
 - We will meet Army & Air Force expectations
 - Your comments & input today is much appreciated and needed



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NWD Pre-Solicitation



Northwestern Division (NWD) Acquisition Strategy

Famane Brown

Omaha District Contracting Specialist



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Acquisition Strategy



The Evolution of Construction Contracting Vehicles

After FARA and FASA, other methods gradually gained widespread use.

- **Best Value** (other than price-only factors)
- **Design-Build** (forced by Congressional Inserts)
(but not done according to Industry Standards)

However, these tools were limited to awarding a single project at a time.



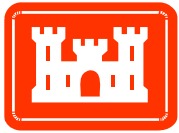
Acquisition Strategy

The Evolution of Construction Contracting Vehicles

The need for even greater flexibility brought about even newer methods.

- **Indefinite Delivery Indefinite Quantity (Task Orders)**
 - **Single Award (SATOC)** (Task Orders essentially sole source).
 - **Multiple Award (MATOC)** (competed under fair opportunity).
 - **“Real” Design-Build** (2-Step process).
- **Construction Manager at Risk (CMR).**

Driving Factors: Cost; Time; Flexibility; Industry Feedback; Market Conditions; and Proper Allocation of Risk.

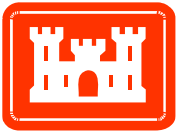


Acquisition Strategy



Challenges faced by Northwestern Division (NWD):

- **Large Size of NWD Geographic Territory**
- **Different Market Areas:**
 - **North Central States: ND, SD, MN, WI**
 - **Midwest States: NE, IA, KS, MO**
 - **Eastern Rocky Mountain: WY, CO**
 - **Eastern WA, ID, MT**
 - **Western WA, OR**
- **Different Customers:**
 - **Army**
 - **Air Force**
 - **Reserves & National Guard**
 - **Other Military (Navy & Marines)**
 - **Non-Military DoD**



Acquisition Strategy



Northwestern Division Approach:

- **Align Division by regional Zones.**
- **Zones aligned with Customers & Markets.**
- **Use Design-Build more like Industry does.**
- **Create Multiple Pools of MATOC Contractors:**
 - **Small Business Pools**
 - **Service Disabled Veteran Awards**
 - **HUBZone Awards**
 - **8(a) Awards**
 - **Full and Open Pools**
 - **Small and Large Business Awards**



Acquisition Strategy

QUESTIONS FOR THE AUDIENCE

- **Would a draft copy of the new RFP approach be a benefit if you could review and comment on it?**
(Let us know.)
- **Market Survey -- Have you filled it out yet?**
(We need Market Information to determine our Acquisition Planning.)
- **Why it is important?**
(If you want to be included in our plans, we need your input.)
- **How we will use it?**
 - **To Finalize our Acquisition Plan**
 - **To Determine number, type and size of MATOC Pools**
 - **To Assure SBA support**
- **How will we decide which Pool to use for a particular project?**
(We need the survey results before we can decide.)



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NWD Zones



Eastern Region

Zone 1 - Northern Plains

North Dakota, South Dakota, Minnesota, & Wisconsin

- Ellsworth AFB
- Minot AFB
- Ft. McCoy
- Grand Forks AFB
- Twin Cities Army Ammunition Plant
- Badger Army Ammunition Plant



NWD Zones



Eastern Region

Zone 2 - Southern Plains

Nebraska, Iowa, Kansas, & Missouri

- Ft. Riley
- Ft. Leavenworth
- Ft. Leonard Wood
- Offutt AFB
- McConnell AFB
- Whiteman AFB
- Iowa Army Ammunition Plant
- Kansas Army Ammunition Plant
- Lake City Army Ammunition Plant



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NWD Zones

Eastern Region

Zone 3 - Front Range

Wyoming & Colorado

- Ft. Carson
- Buckley AFB
- Schriever AFB
- Peterson AFB
- Air Force Academy
- FE Warren AFB
- Cheyenne Mountain AFB
- Pueblo Army Depot



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NWD Zones



Western Region

Zone 4 - Northwest Plains

Eastern Washington, Idaho, & Montana

- Fairchild AFB
- Mountain Home AFB
- Malmstrom AFB



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NWD Zones

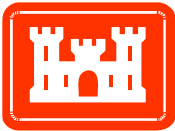


Western Region

Zone 5 - Northwest Coast

Western Washington & Oregon

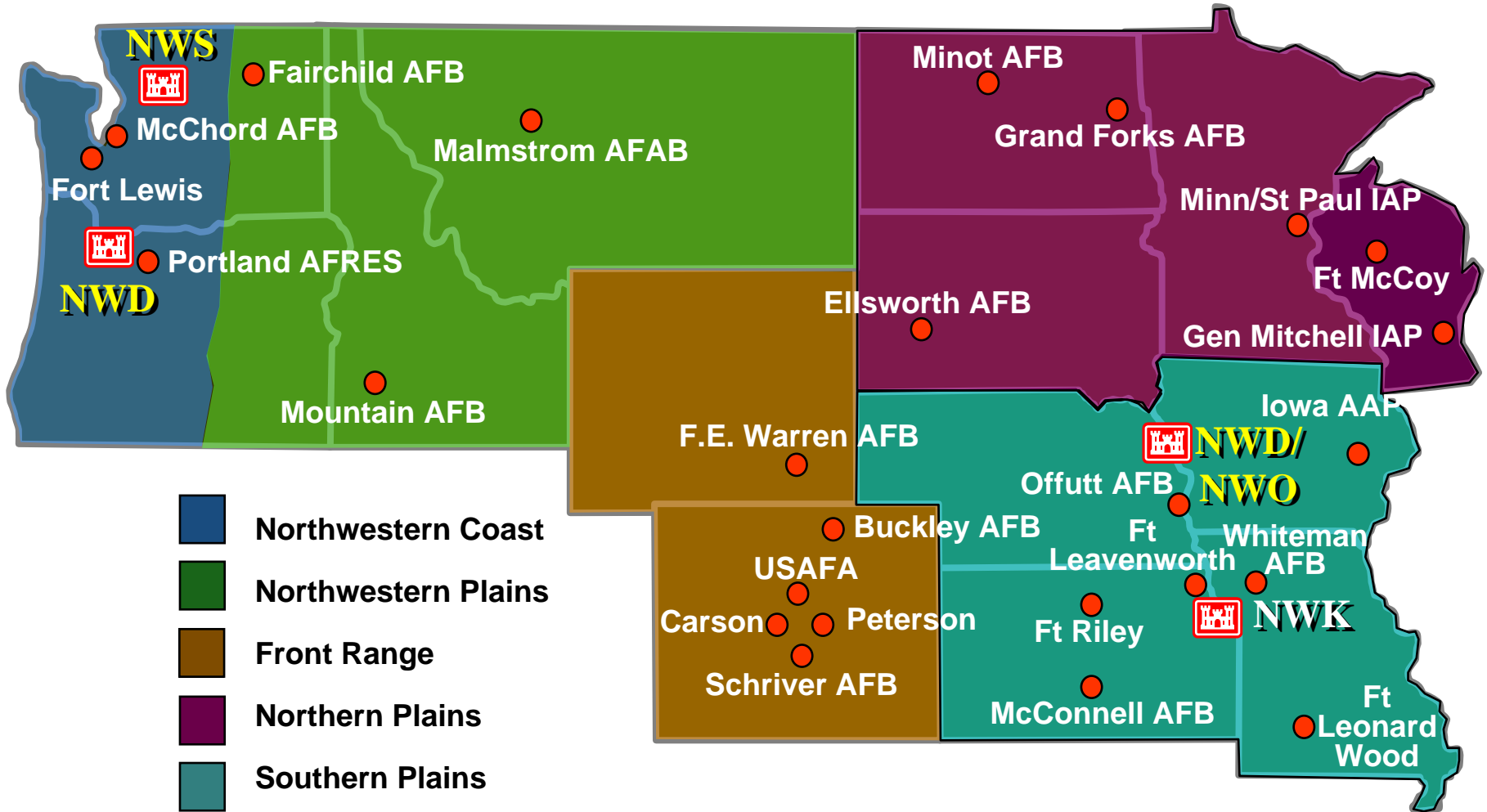
- Ft. Lewis
- McChord AFB
- Yakima Training Center
- Portland Air National Guard

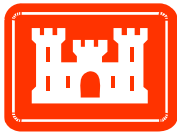


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Northwestern Division Region

Major Army and Air Force Partners



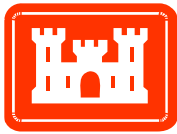


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NWD Regional Planning



- **Acquisition Strategy:** *Two strategies developed*
 - **FY06**
 - All districts have individual action plans developed
 - Use primarily Design/Build
 - No special overall acquisition plan required
 - **FY07 (and beyond)**
 - Acquisition Plan being developed for *region-wide* needs for entire Military Program
 - Will need HQUSACE approval
 - Will be coordinated with SBA and local Chambers of Commerce through Industry Days in Oct 2005
 - Districts will also complete project-by-project acquisitions



NWD Regional Planning



- **FY07 (and beyond) (cont.)**

- **Contract Types:**

- **Approx \$2B in Region**

- With 3 yr base + 2 yr options based on need

- Potential for doubling capacity based on need

- **Multiple small MATOCs**

- Set-aside for certain Small Business as authorized

- **Unrestricted MATOCs**

- Includes both Large and Small Business

- **Individual stand alone acquisitions by each district as well.**



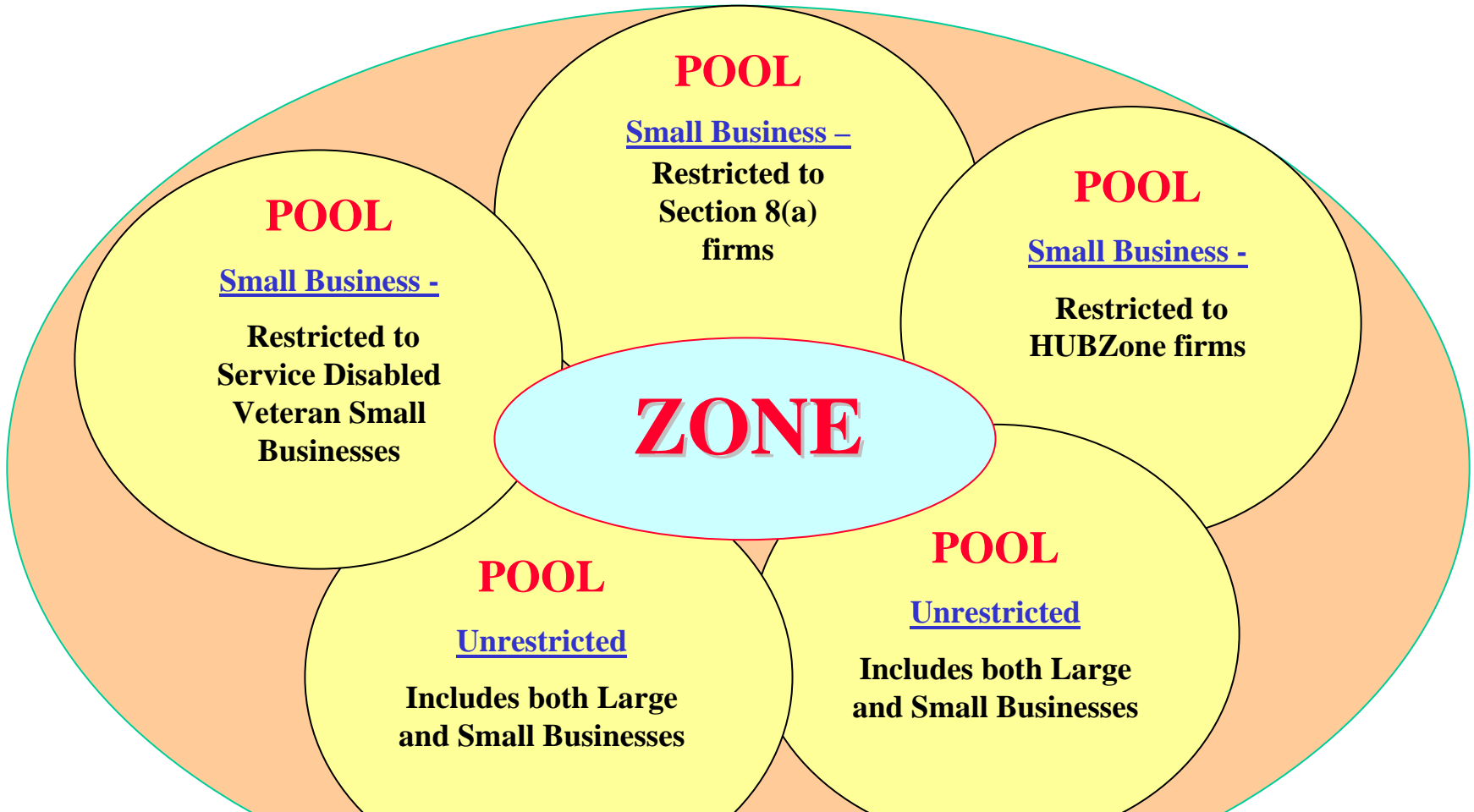


Sample Capability Matrix by Facility Type

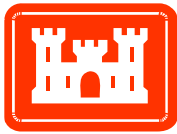
Facility Type	Contractor				
	A	B	C	D	E
Battalion HQ Office Buildings				X	X
Brigade HQ Office Buildings				X	X
Company Operations Facilities				X	X
Unit Storage			X	X	X
Tactical Vehicle Equipment Shops			X		X
Organizational Vehicle Parking	X				X
Dining Hall Facilities				X	X
Child Development Centers			X		X
Fitness Facilities			X		X
Libraries			X		X
Recreation Centers			X		X
Athletic Fields	X				X
Fire/Rescue Facilities			X	X	X
Police Stations			X	X	X
Religious Facilities					X
Postal Facilities			X	X	X
Sitework, General Grading	X				X
Sitework, Roadwork	X				X
Sitework, Utilities	X	X			X



Sample Award Pool



Type, Number and Capacity of each pool to be determined by results of Markey Surveys in each Zone



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- FY07 Acquisition Planning (cont.)

- Timeline:

- Industry Days (for FY06 & FY07) 17-21 Oct '05
- Submit Acq Plan to HQ Dec '05
- PARC Approval of Acq Plan Jan '06
- Issue FedBizOpps Announcement Feb '06
- Issue RFP Mar '06
- Ready to Award Contracts Aug '06



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Acquisition Strategy



Networking:

- Large Businesses and Small Businesses, *you need each other.*
- Take advantage of the opportunity to make connections.



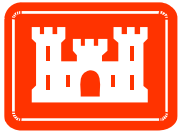
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NWD Pre-Solicitation



Lunch Break

(Be Back @ 1330)



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Q & A Panel



- COL Jeff Bedey, Omaha District Commander
- Dan Saniuk, Chief Military Programs NWD
- Erik Blechinger, Deputy for Project Management NWO
- Tor Brunso, NWD Liaison w/ IMA
- Doug Plack, Chief Military Programs NWO
- Famane Brown, Contracting Specialist NWO
- Hubert Carter, Deputy for Small Business NWO
- Roger Stormo, Engineering Division, NWO
- Bert Matya, Ft Carson Project Manager, NWO