

US Army Corps  
of Engineers  
Northwestern Division

# WELCOME



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## Northwestern Division US Army Corps of Engineers

### Pre-Solicitation Meeting

Daniel Saniuk

*Chief Military Programs*

*Northwestern Division*



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# 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

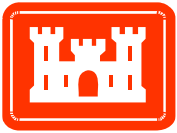


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# Introduction



- Welcome
- Logistics
- Introduce key participants



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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

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## **Northwestern Division (NWD) Military Construction Program**

**21 OCT 2005**

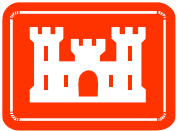


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# Topics



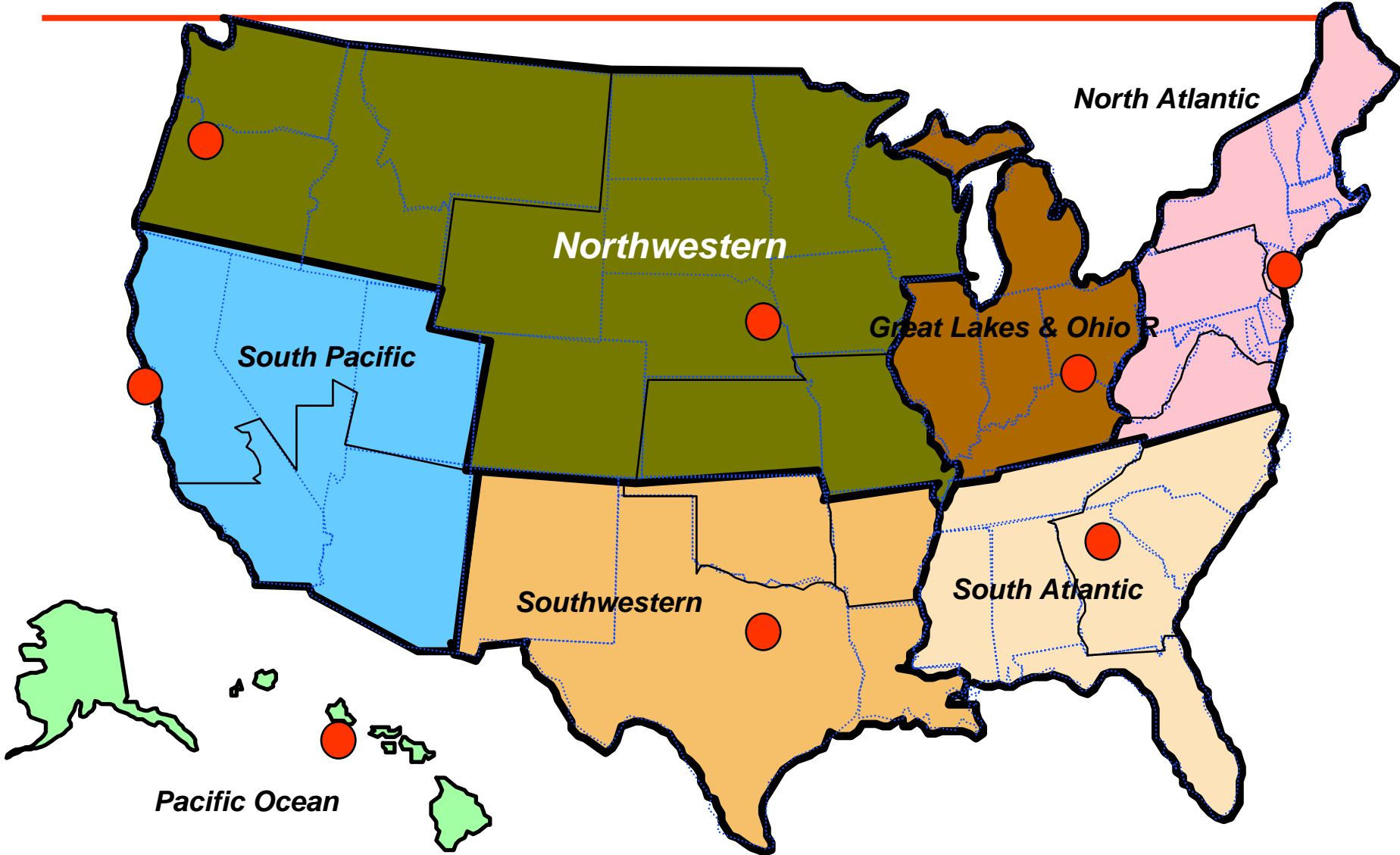
- Overview of the NWD Military Program for FY06 and FY07 +
- More Specifics on Ft Carson, Ft Riley and Ft Lewis
- Overview of Army Transformation

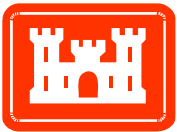


# USACE MILCON Responsibilities by Divisions



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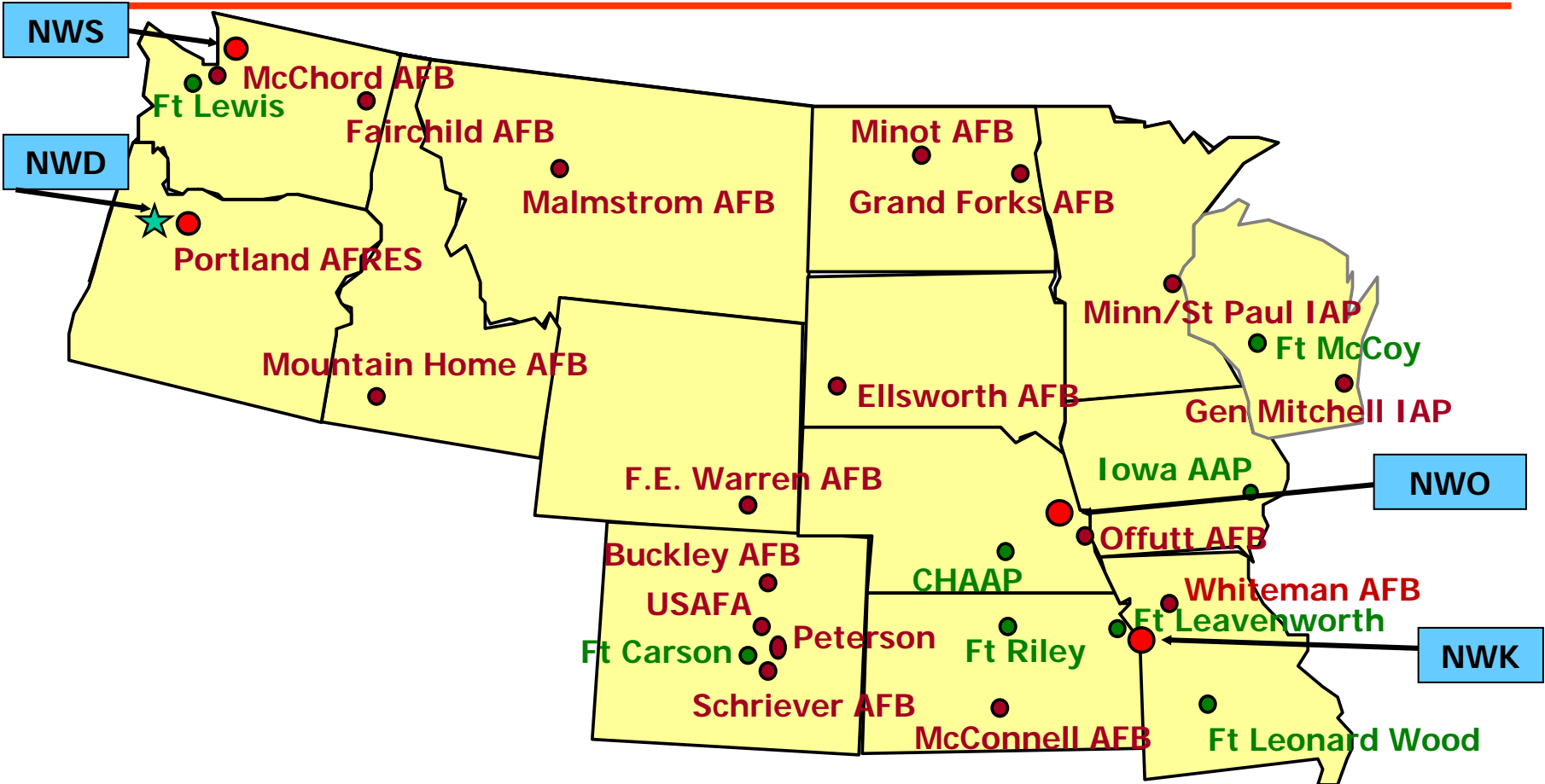




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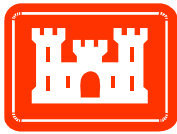
# Northwestern Division Region

## *Major Army and Air Force Partners*



LEGEND	
	Division Headquarters
	District Headquarters
	Division Boundary
	State Boundary
	Military District

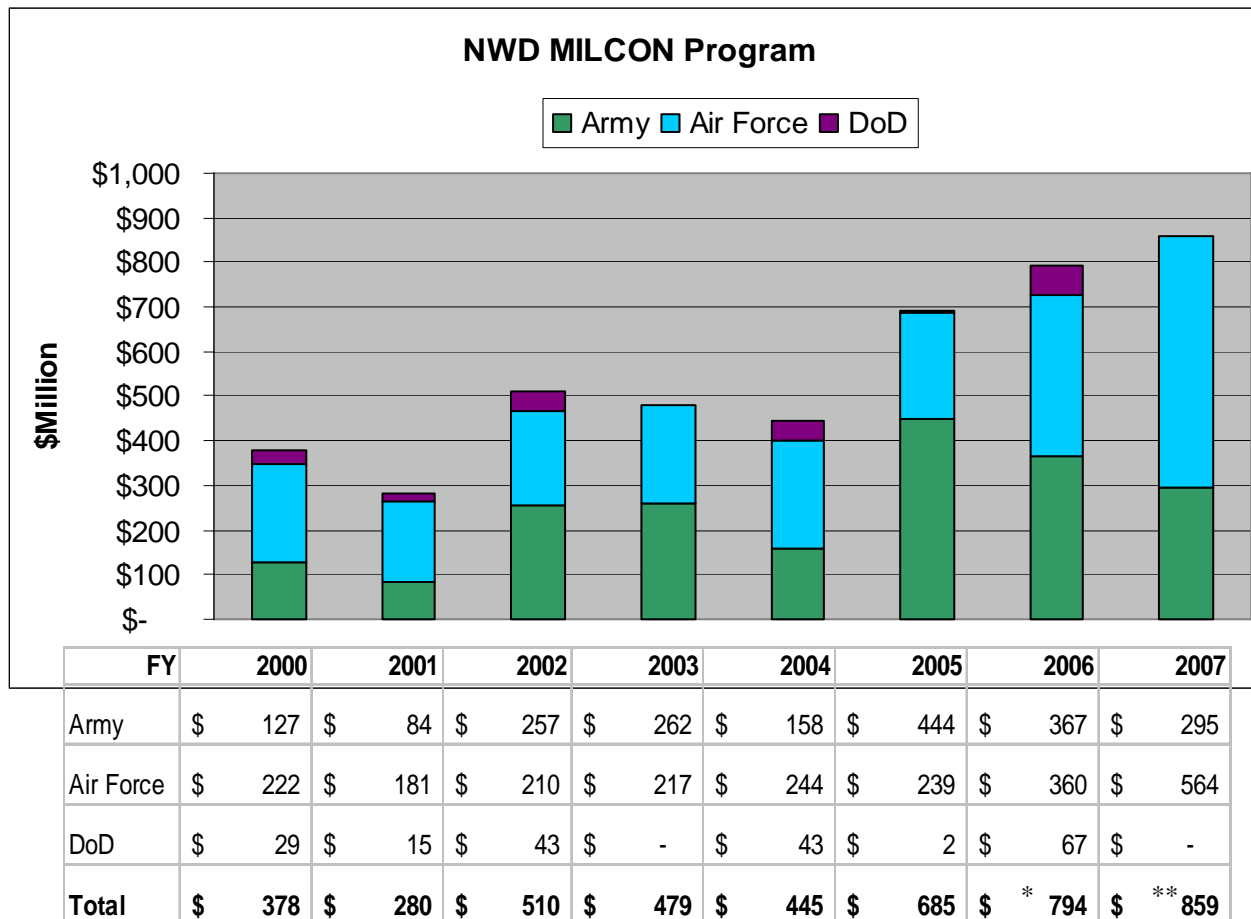




# Military Construction



## Past, Current and Future Workload Trends



\* Projected to be \$1.7B

\*\* Projected to be \$1.4B

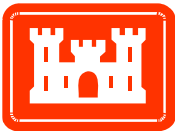


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# NWD Mil Const Program



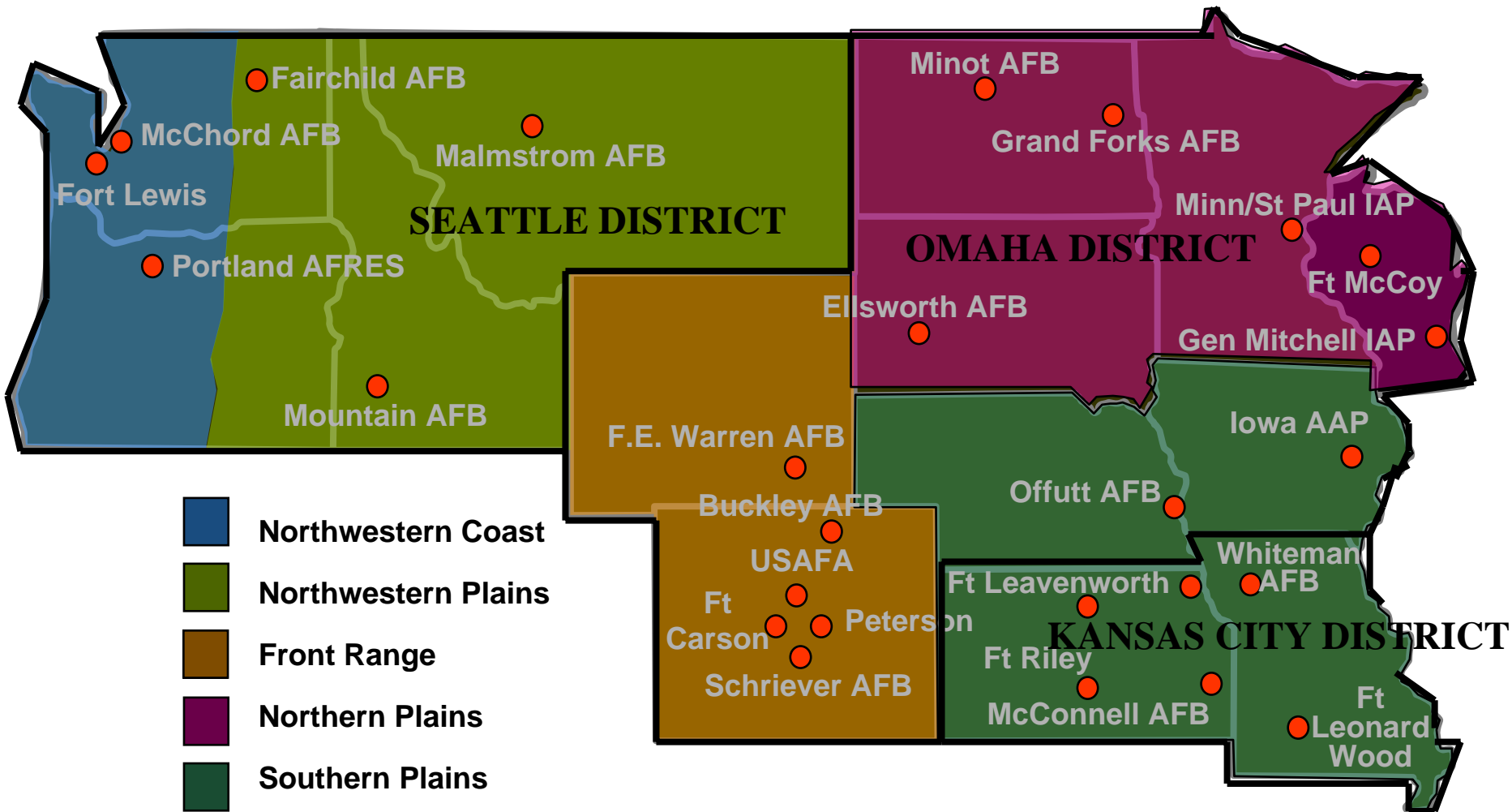
Dist.	Program	FY06		FY07		FY08		FY09		FY10	
		Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)	Projs	PA (\$M)
NWK	Army	12	880.9	13	439	19	566	18	336.9	11	336.8
	Air Force	1	26.9	1	22	0	0	2	24.8	4	80
	DoD	1	15.8	1	24	1	11.8	1	223	0	0
	Total	14	923.6	15	485	20	577.8	21	584.7	15	416.8
NW0	Army	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	2	99.9	4	194.6	7	247.3	3	83	5	54.5
	Air Force	6	165.7	2	273	3	37.7	17	206.4	4	52.1
	DoD	3	53.3	0	0	0	0	1	5	0	0
	Total	11	318.9	6	467.6	10	278.6	21	294.4	9	106.6
NWD	Army	?	1260.8	27	975.6	29	1413.3	23	528.9	16	413.3
	Air Force	17	432.6	12	451	20	259.7	36	371.2	23	283.1
	DoD	5	72.1	1	24	2	16.8	4	233	2	20
	Total	23	1,766	40	1,427	51	1690	63	1133	41	716

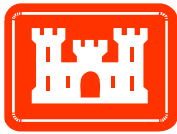


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# Northwestern Division Region

## *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
	<b>Total</b>	<b>4</b>	<b>80</b>	<b>3</b>	<b>67</b>	<b>5</b>	<b>101</b>	<b>2</b>	<b>10</b>	<b>2</b>	<b>23</b>
DOD	DLA					1	5			1	5
	DODM							2	5	1	13
	<b>Total</b>					<b>1</b>	<b>5</b>	<b>2</b>	<b>5</b>	<b>2</b>	<b>18</b>
<b>Northern Plains Total</b>		<b>4</b>	<b>80</b>	<b>3</b>	<b>67</b>	<b>6</b>	<b>106</b>	<b>4</b>	<b>15</b>	<b>4</b>	<b>41</b>

\* Pending final BRAC decision



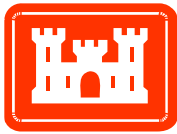
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# NWD Mil Const Program



## 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				
	<b>Total</b>	<b>12</b>	<b>880.9</b>	<b>13</b>	<b>439.0</b>	<b>19</b>	<b>566.0</b>	<b>18</b>	<b>336.9</b>	<b>11</b>	<b>336.8</b>
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
	<b>Total</b>	<b>3</b>	<b>77</b>	<b>3</b>	<b>58</b>	<b>1</b>	<b>12</b>	<b>3</b>	<b>40</b>	<b>5</b>	<b>110</b>
DoD	DLA	1	15.8								
	DODM			1	24	1	11.8	1	223		
	<b>Total</b>	<b>1</b>	<b>15.8</b>	<b>1</b>	<b>24.0</b>	<b>1</b>	<b>11.8</b>	<b>1</b>	<b>223.0</b>		
<b>Southern Plains Total</b>		<b>16</b>	<b>973</b>	<b>17</b>	<b>521</b>	<b>21</b>	<b>588</b>	<b>22</b>	<b>598</b>	<b>16</b>	<b>447</b>



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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						
	<b>Total</b>	<b>15</b>	<b>279</b>	<b>10</b>	<b>343</b>	<b>3</b>	<b>300</b>	<b>2</b>	<b>109</b>	<b>0</b>	<b>22</b>
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
	<b>Total</b>	<b>6</b>	<b>~55</b>	<b>4</b>	<b>~52</b>	<b>11</b>	<b>~110</b>	<b>14</b>	<b>~120</b>	<b>12</b>	<b>104</b>
DOD	DLA					1	4.3			1	<5
	DODM	1	<3					2	5	1	<15
	<b>Total</b>	<b>1</b>	<b>&lt;3</b>			<b>1</b>	<b>&lt;5</b>	<b>2</b>	<b>5</b>	<b>2</b>	<b>&lt;20</b>
<b>Front Range Total</b>		<b>22</b>	<b>~340</b>	<b>14</b>	<b>~400</b>	<b>15</b>	<b>~415</b>	<b>18</b>	<b>229.6</b>	<b>14</b>	<b>~146</b>



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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					1	14.0	9	129.6	1	19.5
	Malmstrom	2	82.5	1	149.0	1	8.0	5	27.9	2	24.1
	Mt Home	4	83.2	1	127.0	1	15.7	1	18	1	8.5
	<b>Total</b>	<b>6</b>	<b>165.7</b>	<b>2</b>	<b>273</b>	<b>3</b>	<b>37.7</b>	<b>15</b>	<b>175.5</b>	<b>4</b>	<b>52.1</b>
DOD	DLA							1	5		
	DODM										
	SOF										
	<b>Total</b>							<b>1</b>	<b>5</b>		
<b>Northwestern Plains Total</b>		<b>6</b>	<b>165.7</b>	<b>2</b>	<b>273</b>	<b>3</b>	<b>37.7</b>	<b>16</b>	<b>180.5</b>	<b>4</b>	<b>52.1</b>



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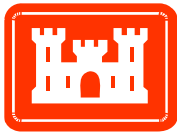
# NWD Mil Const Program



## 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	2	99.9	4	194.6	7	247.3	3	83	5	54.5
	<b>Total</b>	<b>2</b>	<b>99.9</b>	<b>4</b>	<b>194.6</b>	<b>7</b>	<b>247.3</b>	<b>3</b>	<b>83</b>	<b>5</b>	<b>54.5</b>
AIR FORCE	McChord							2	30.9		
	Portland ANG	1									
	<b>Total</b>	<b>1</b>						<b>2</b>	<b>30.9</b>		
DOD	DLA										
	DODM										
	SOF	3	53.3								
	<b>Total</b>	<b>3</b>	<b>53.3</b>								
<b>Northwestern Coastal Total</b>		<b>7</b>	<b>153.2</b>	<b>4</b>	<b>194</b>	<b>7</b>	<b>247.3</b>	<b>5</b>	<b>83</b>	<b>5</b>	<b>54.5</b>





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# NWD Traditional MCA Funded Program FY06



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

- 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
  - O'Connel Barracks Complex
  - A/DACG Complex, Phase 1B
  - Shoothouse (7<sup>th</sup> ID)
  - Shoothouse (USASOC)
  - Butts AAF



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# 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



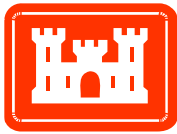
- **Whiteman AFB**
  - Conventional Munitions Storage
  - Replace Family Housing
  
- **Offutt AFB**
  - HQ AF Weather Agency
  - Repair Runway
  
- **Mountain Home AFB**
  - Improve Family Housing (12 Units)
  - Replace Family Housing
  - Base Ops/RAPCON Facility
  
- **Minot AFB**
  - Replace Family Housing Phase 12
  - Security Forces Vehicle Bldg
  
- **Ellsworth AFB**
  - Family Housing Phase 5
  - Base Operations/RAPCOM Facility



# FY06 MILCON



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

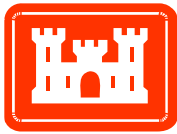


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# Ft Carson FY06 BRAC / Army Modular Forces (AMF)



- 3<sup>rd</sup> Brigade Combat Team (Temporary)
  - Admin, Motorpools (~\$50M)
- 3<sup>rd</sup> Brigade Combat Team Complex (Permanent)
  - Admin, Motorpools, Infrastructure (~\$60M) [~\$200M]
- 4<sup>th</sup> 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+)



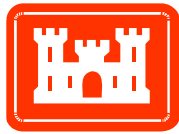
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# Ft Lewis FY06 BRAC / AMF



- No FY06 BRAC/AMF
- Design effort in FY06 for FY07 Program
  - Barracks, 3<sup>rd</sup> Division drive (\$30M+)
  - Barracks, Stryker Ave (\$45M+)
  - Modularity Complex, PH1 (\$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.....



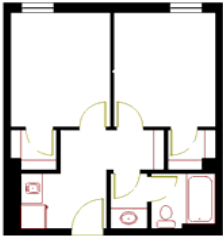
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# Reduction in Costs



## MILCON Barracks

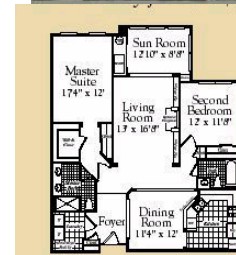
\$168/SF (OSD Unit Cost)



## Installation

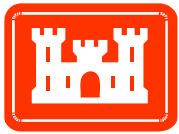
- Function: House Soldiers
- Construction Type: Type I or II non-combustible
- Occupancy Type: Residential
- Operations: Accommodate Sleeping/Bathing, Relaxation/Cooking, Accommodate Privacy, Gather People, Facilitate Circulation

## Private Industry Apartment



## Industry

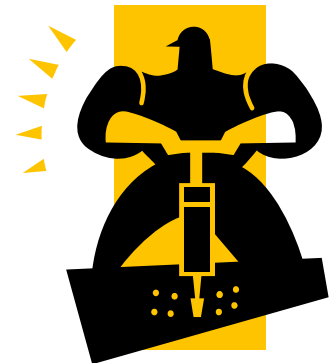
- Function: House People
- Construction Type: All Types
- Occupancy Type: Residential
  - Operations: Accommodate Sleeping/Bathing, Relaxation/Cooking, Accommodate Privacy, Gather People, Facilitate Circulation



# 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.



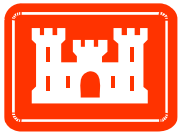


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# NWD Military Program



- 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

Cheryl Anderson

Chief, Contracting Division, Seattle District



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# Acquisition Strategy



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## 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

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## 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



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## Western Region

### Zone 4 - Northwest Plains

*Eastern Washington, Idaho, & Montana*

- Fairchild AFB
- Mountain Home AFB
- Malmstrom AFB



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# NWD Zones



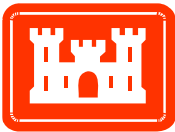
## Western Region

### Zone 5 - Northwest Coast

*Western Washington & Oregon*

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

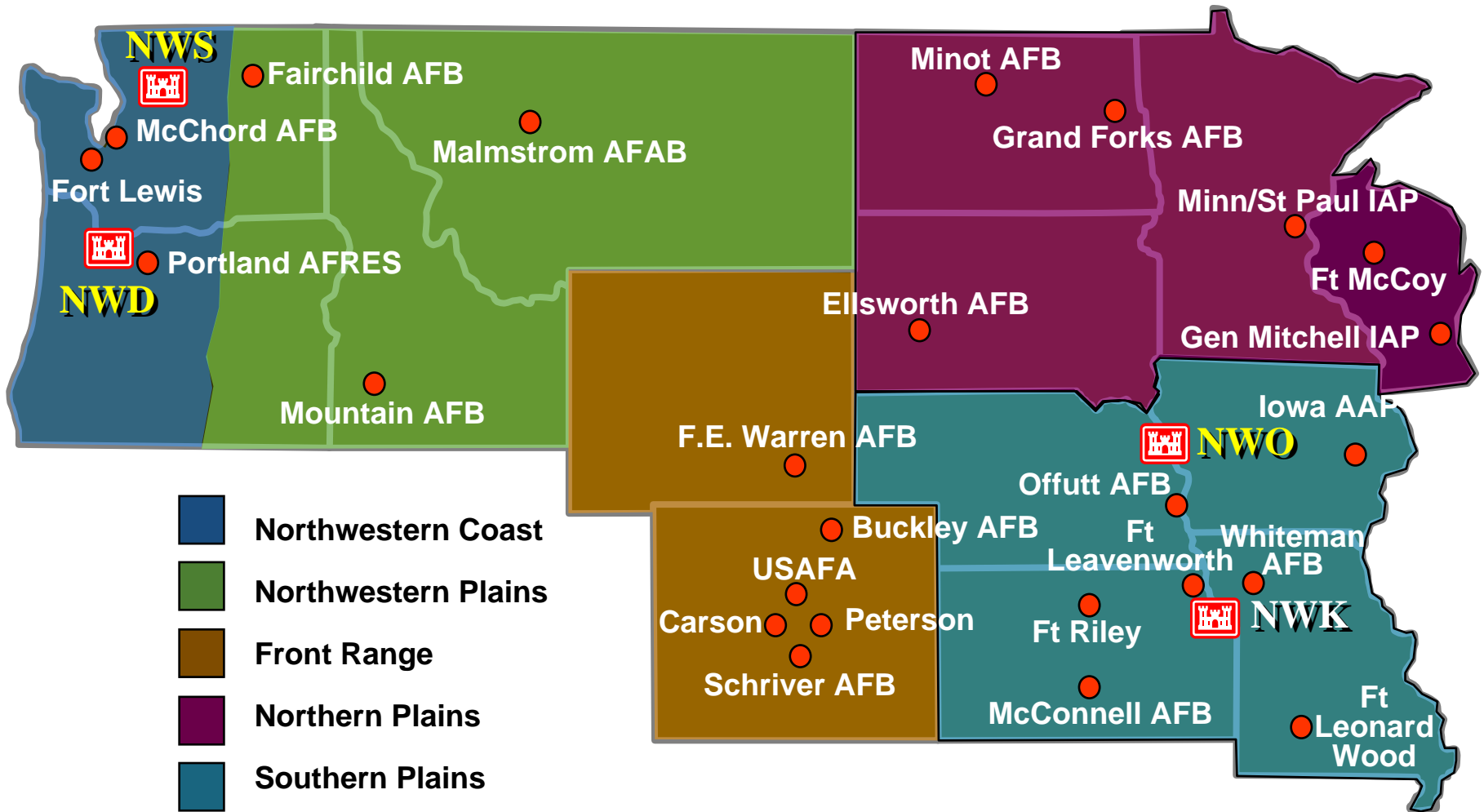


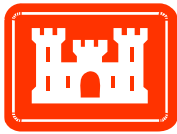


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# Northwestern Division Region

## *Major Army and Air Force Partners*

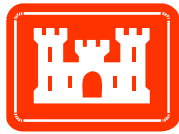




# NWD Regional Planning



- **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.**



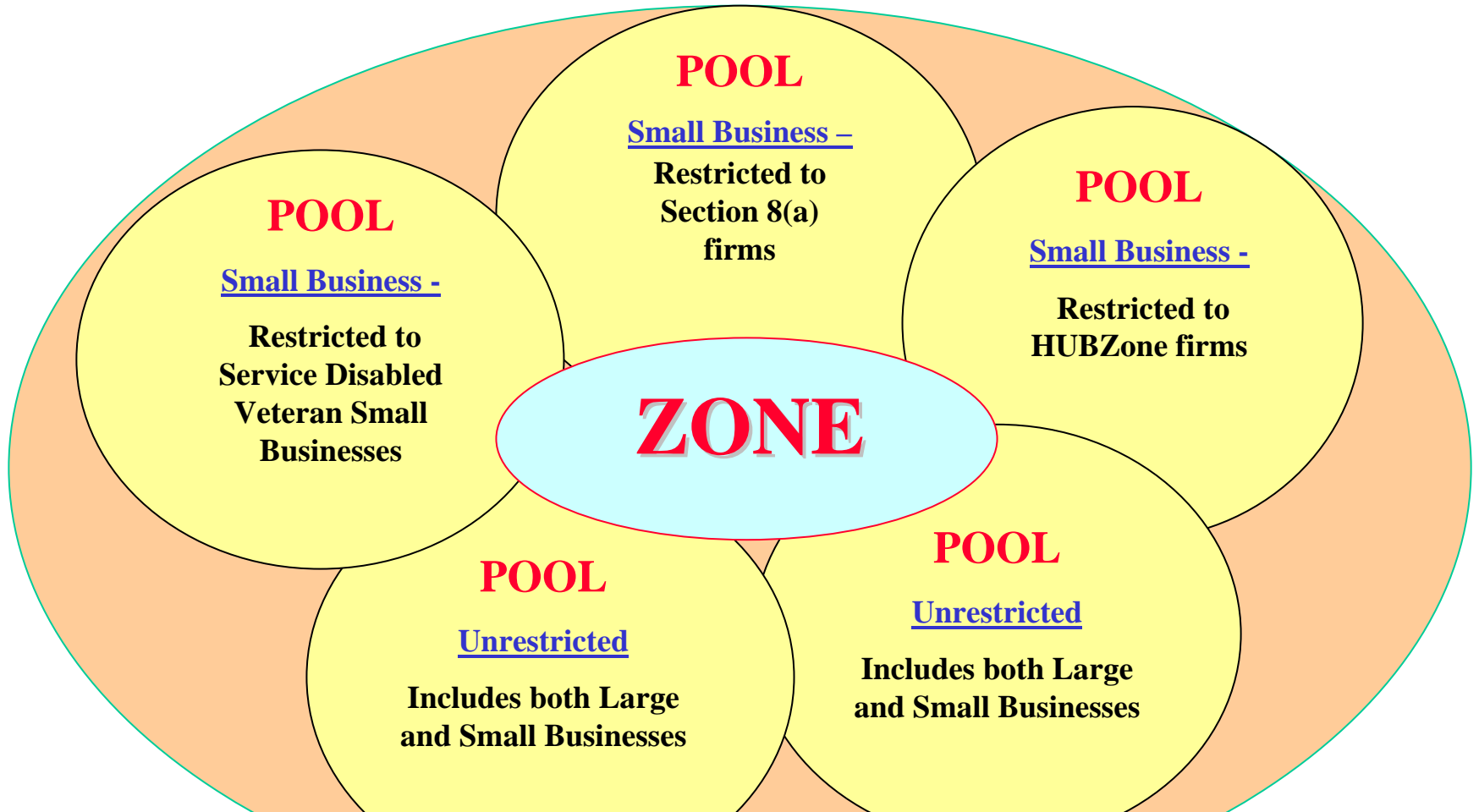


# Sample Capability Matrix by Facility Type

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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# NWD Regional Planning



- 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

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## Lunch Break

(Be Back @ 1330)





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# Q & A Panel



- Dan Saniuk, Chief Military Programs NWD
- Tor Brunso, NWD Liaison w/ IMA
- Jim Clark, Chief Military Programs NWS
- Cheryl Anderson, Chief, Contracting Div, NWS
- Mark Roush, Deputy for Small Business NWS
- Kip Vandeventer, Bonding Industry