

US Army Corps of Engineers Tulsa District

Meet-the-Corps
6 February 2013



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SWT Meet-the-Corps Agenda

1000	Opening/Orientation	Gene Snyman	<i>Deputy Small Business</i>
1005	District Brief	MAJ Nestor	<i>Deputy District CDR</i>
1015	Small Business Notes	Gene Snyman	<i>Deputy Small Business</i>
1025	Project/Program Mngt Div	Adam Crisp	<i>Chief of Military Programs</i>
1035	Operations Division	Earl Groves	<i>Chief of Operations</i>
1045	Contracting Division	Brian Brobson	<i>Chief of Contracting</i>
1055	Engineering and Const	Cliff Warren	Chief of Engineering and Construction
1105	Planning/Env Division	Steve Nolen	Chief of PE
1115	Emergency Management	Bill Smiley	Chief of Emergency Management
1125	Small Business Administration	Terri Shook	<i>Procurement Center Representative, SBA OKC</i>
1135	Procurement Technical Assistance Center	Larry Findeiss	Tulsa PTAC
1145	Society of American Military Engineers - Tulsa Post	Loretta Turner	<i>Weston Solutions</i>

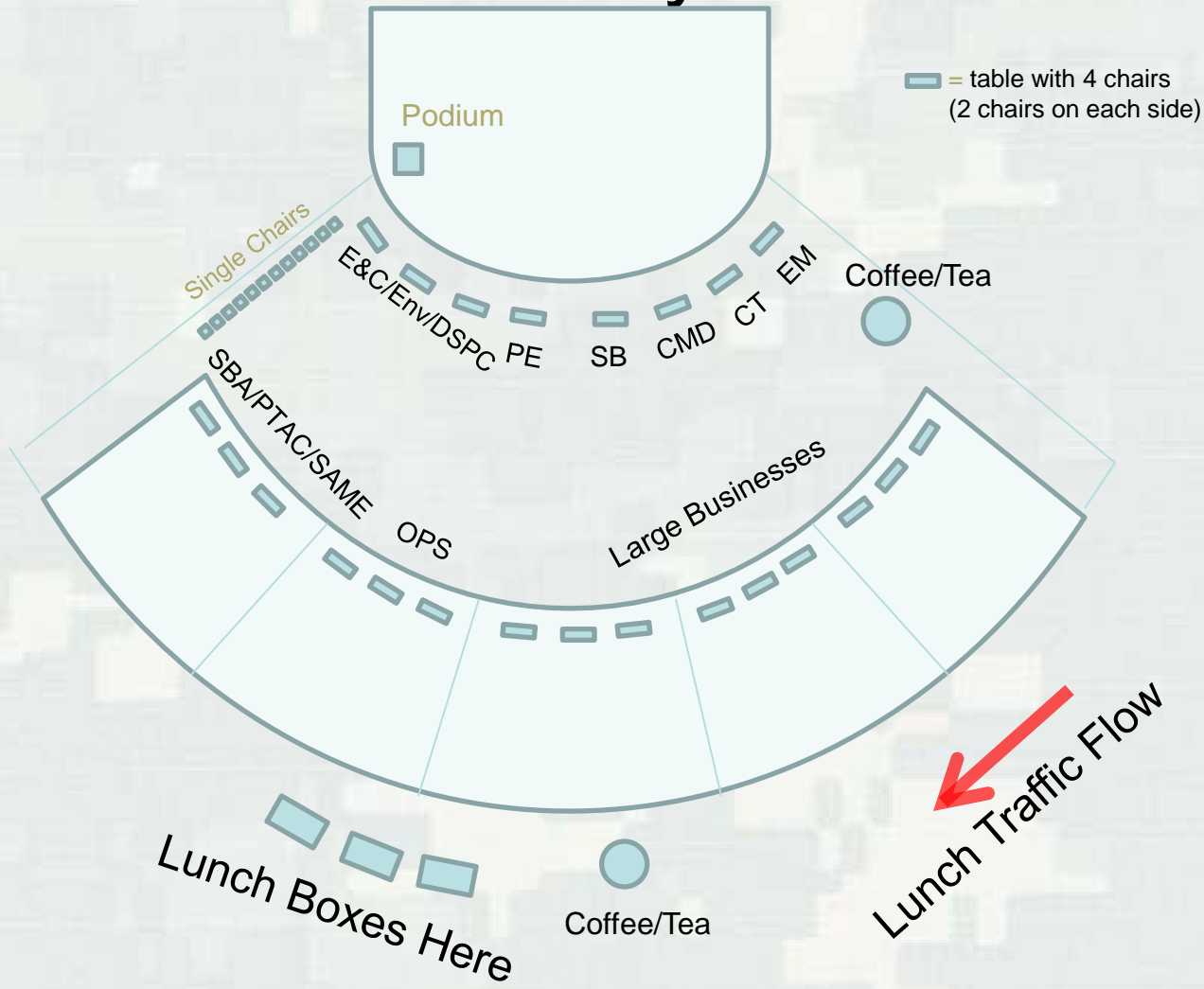
1200-Break/Lunch (Box)

1230-1330 Timed Networking with District Staff and Large Business

1330-1500 Open Networking



Site Layout



Restrooms



US Army Corps of Engineers Tulsa District

District Overview

MAJ Don Nestor
Deputy District Commander



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Southwestern Division Footprint



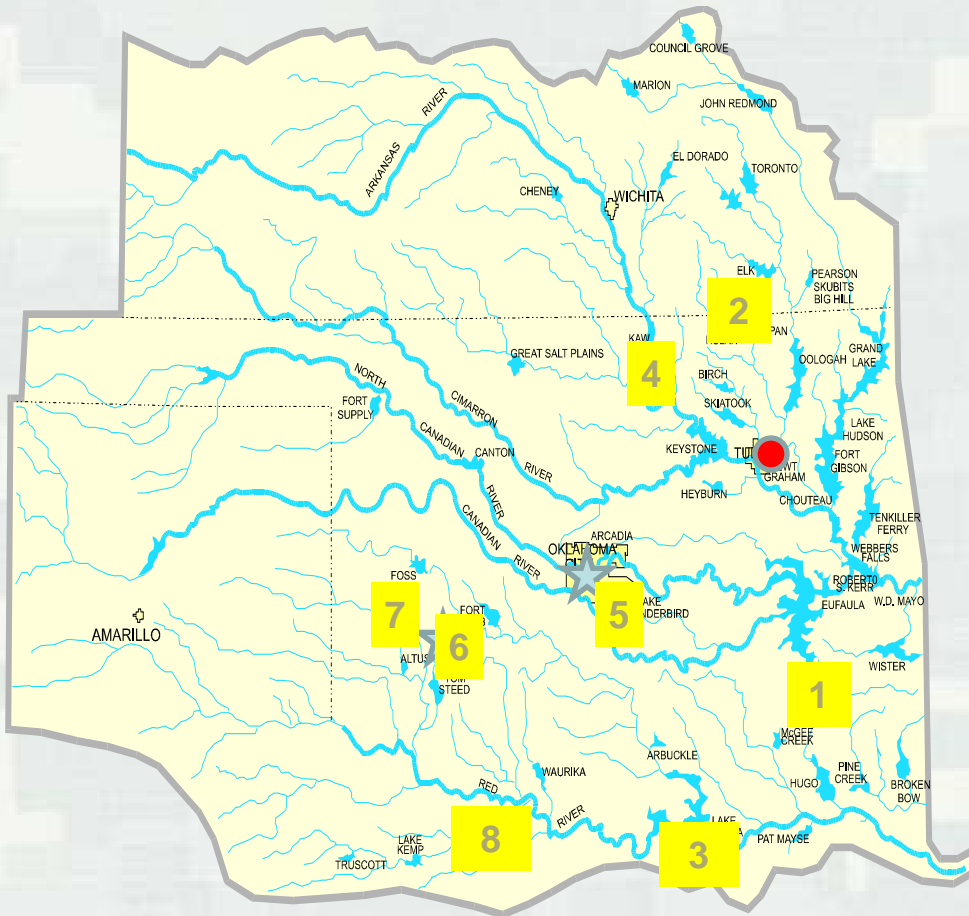
Tulsa District Civil Works Boundary



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Tulsa District FY13 Opportunities



- 1** Sardis Lake Replace Two Service Gates/Rehab Emergency Gates <\$5m (Sources Sought responses due 1MAY13)
 - 2** Oologah Lake Replace Service Gate <\$5m SB Set-Aside-Proposals Due 12FEB13
 - 3** Dennison Turbine Runner Replacement 20-30m (subcontracting opportunities)
 - 4** D/B Repair Guide Wall L&D 18 <\$5m Unrestricted - Proposals Due 27FEB13
 - 5** Tinker AFB 1) Sustainment, Restoration, and Modernization (SRM) work expected at EOY (\$20-40m) 2) KC-46 TBD 3) 8a MATOC FY13
 - 6** FT Sill SRM work \$15-\$20m
 - 7** Altus AFB 1) SRM <\$5m 2) KC-46 TBD - SRM-type (subcontracting and partnering with existing IDIQs)
 - 8** Sheppard AFB SRM <5m\$
- Environmental Consulting Services MATOC (10m-SDVOSB/39m WOSB) Award 3Q FY13**
- Environmental Services MATOC (49m SB)**

Lake Office Service Contracts



SWT FY13 Small Business Goals

CATEGORY	Goals	Achieved to Date
Small Business	43.5%	58.0%
Small Disadvantaged	23.5%	42.9%
Woman Owned Sm Bus	6.8%	2.5%
Service Disabled Veteran Owned	4.0%	0.5%
HUB Zone	13.0%	47.4%



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Small Business Notes

Gene Snyman
Deputy Small Business



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Small Business Advice

- Start Small and Be Patient
- SWT currently possess robust IDIQ capacity
- Safety is Critical
- Consider Multiple Certifications
- Get to Know SBD and PMs
- Subcontracting Plan Matters
 - Required for contracts >\$650k
 - Source Selection/Eval Board Selection Criteria



US Army Corps of Engineers Tulsa District

Programs and Project Mgmt Division

Adam Crisp
Chief, Military Branch



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Programs and Project Management Division

Functions



Programs and Project Management Division

Responsible for Programs and Project Management of all programs.

- Civil Works
- Military
- Environmental
- IIS



Programs and Project Management Division

Responsible for ensuring the quality of corporate information systems/
data/processes



Programs and Project Management Division

Responsible for the District's Commander's Stakeholder Relationship Plan.

Develops plans to continuously improve relationships with Congressional offices, Military Installations, Civil Works stakeholders and Federal and State Governments.

Manages the District's military and civil works customer care survey program.



Programs and Project Management Division

Organization



E&C

Planning/
Envr

Operations

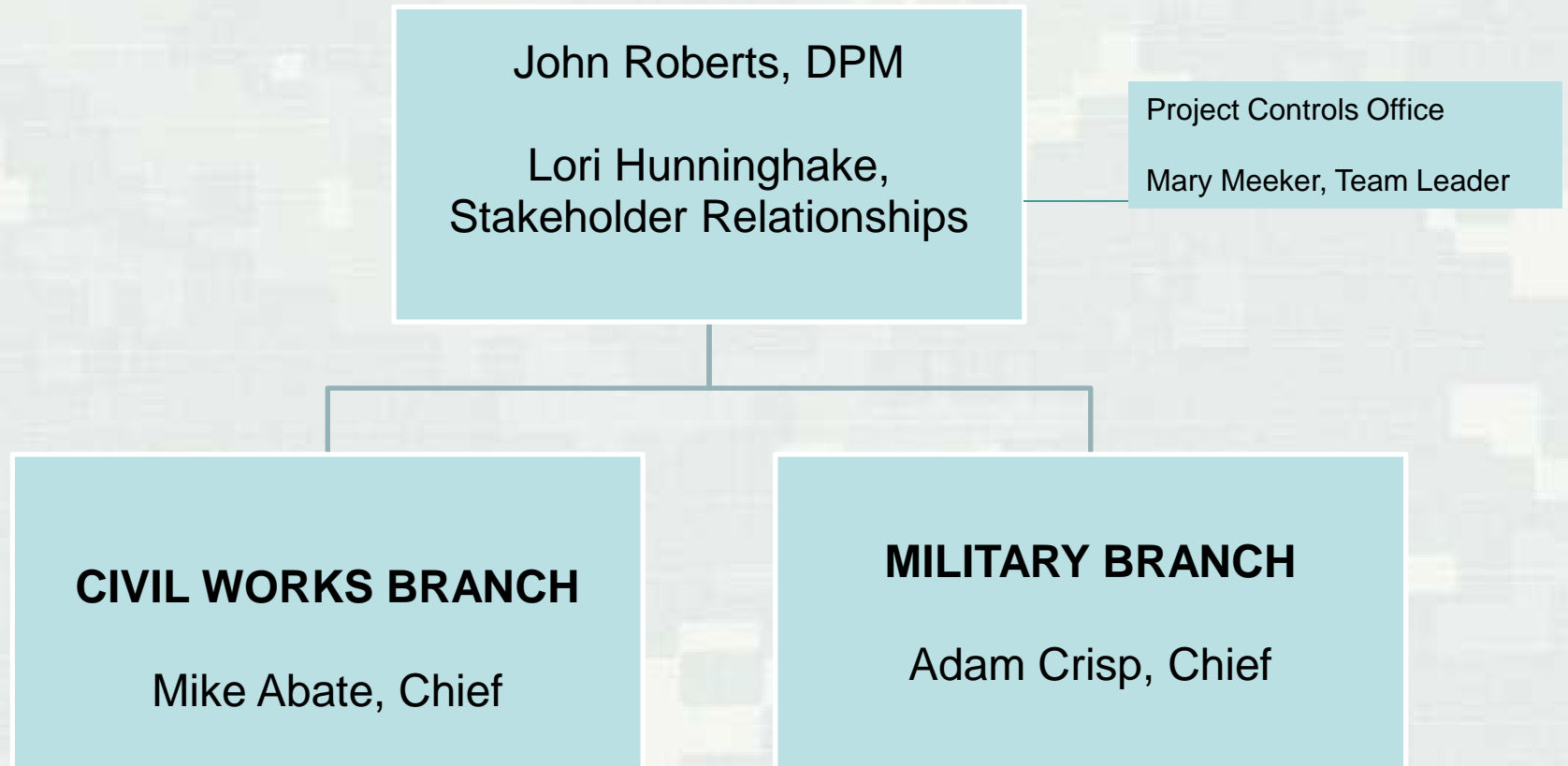
Real Estate

Contracting

Programs and Project Management



PPMD Organization



Programs and Project Management Division

Project Management Services:

Tulsa District's project managers are divided into areas which parallel the district's three missions -- Civil Works, Military Construction, and Environmental Restoration areas. Our project managers oversee all aspects of a project -- from concept to completion.



Programs and Project Management Division

Programming:

Our Program Analysts develop the district program-specific annual and multi-year workplans, that supports the Civil Works, HTRW, SFO, and Military Programming process by providing input to the annual project budget and district operating budget. Provides information in support of President's and Congressional budgeting and reporting requirements, including reprogramming documents.



Best Practices

- Meet Commitments
- Effective Communication Plan

KEEPING COMMITMENTS



BUILDS TRUST



MAINTAINS RELATIONSHIPS



Areas to Improve

- Timely Completion
- Construction Turnover
- Maintainability
- Trust
- Communications



Programs and Project Management

John Roberts, DPM, 918-669-7201

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Mike Abate, Chief, Civil Works Branch

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Lori Hunninghake, Stakeholder Relations

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Engineering & Construction Division Overview

Clif B. Warren, P.E.
Chief, Engineering & Construction Division



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Engineering & Construction Division Overview

Mission

Deliver innovative, resilient, sustainable engineering solutions to meet our District missions with a competent, disciplined and sustained workforce.



Engineering & Construction Division Overview

What We Do

- 1) Manage dam, levee and bridge safety programs.
- 2) Provide engineering solutions supporting military, environmental and civil works missions.
- 3) Deliver quality facilities, infrastructure and environmental solutions.
- 4) Balance reservoir systems within authorized purposes to promote public safety and minimize floodwater damage.
- 5) Support OCO and disaster response missions with a workforce who deploys and/or provides reach back support.



Engineering & Construction Division Overview

How We Do It

Engineering

- In house – staff of engineers, scientists and technicians
- AE partners – consulting, specialty skills, complete engineering/design services

Construction

- Construction services – 100% contracted to industry
- Construction management – in house staff supplemented by AE services

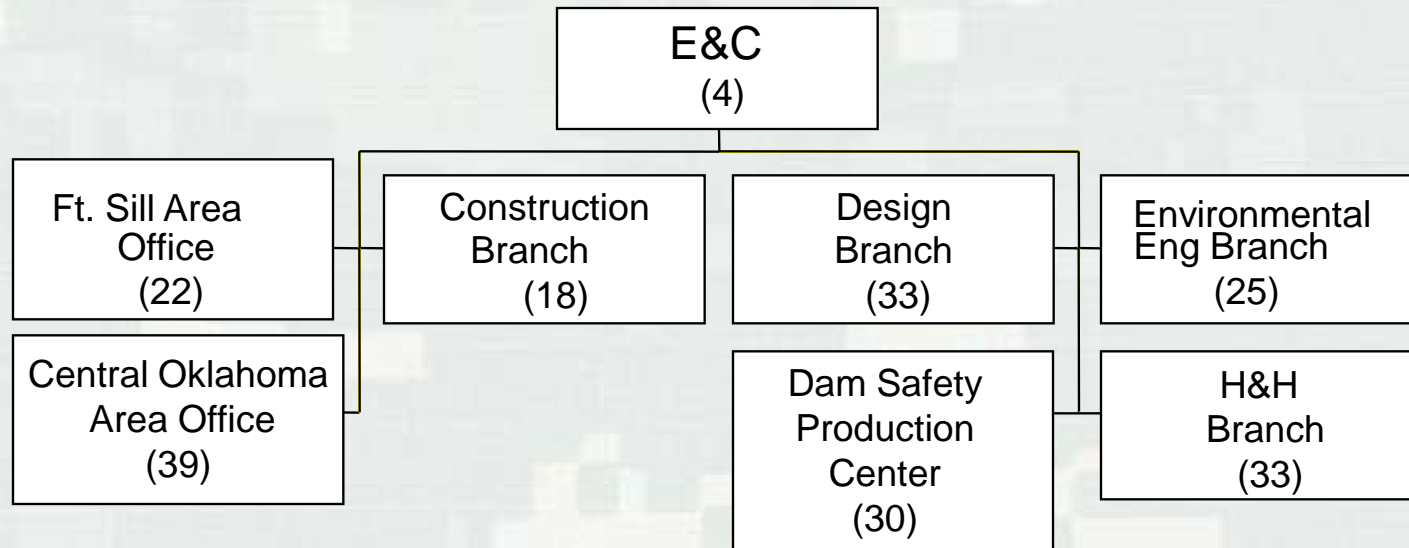
Services

- Environmental

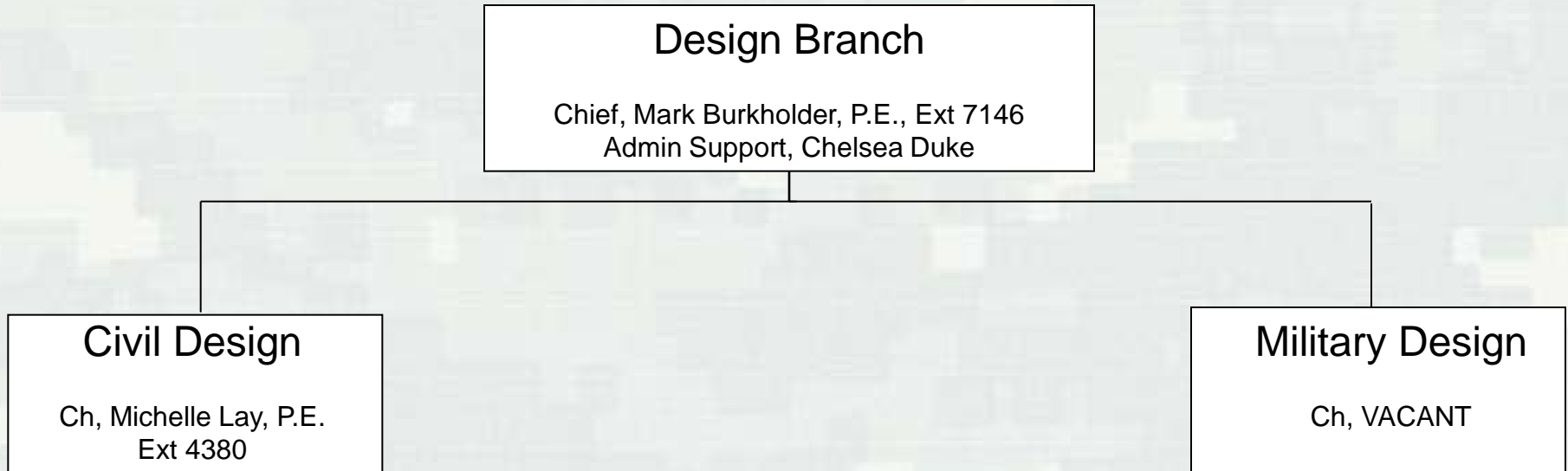


Engineering & Construction Division Organizational Chart

(Approximately 204 Personnel)



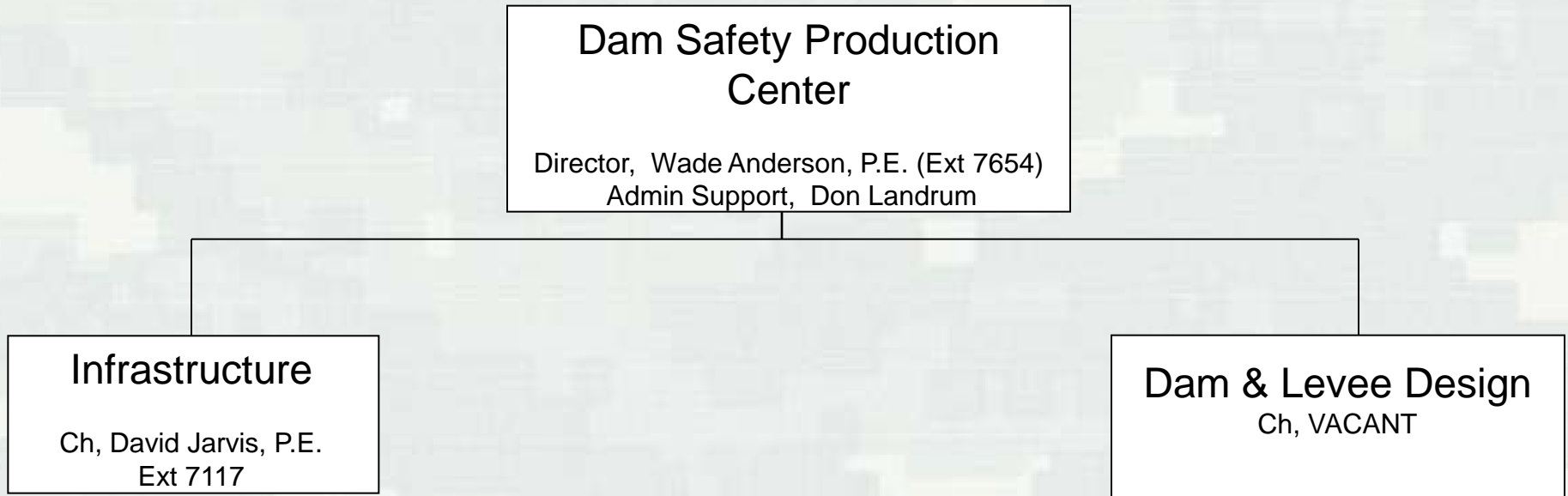
Engineering & Construction Division Organizational Chart



- Programmatic alignment.
- Mix of civil, structural, mechanical, & electrical engineers, architects, and technicians.
- Deliver engineering/design products and provide technical support during construction and operations of military and civil works projects.



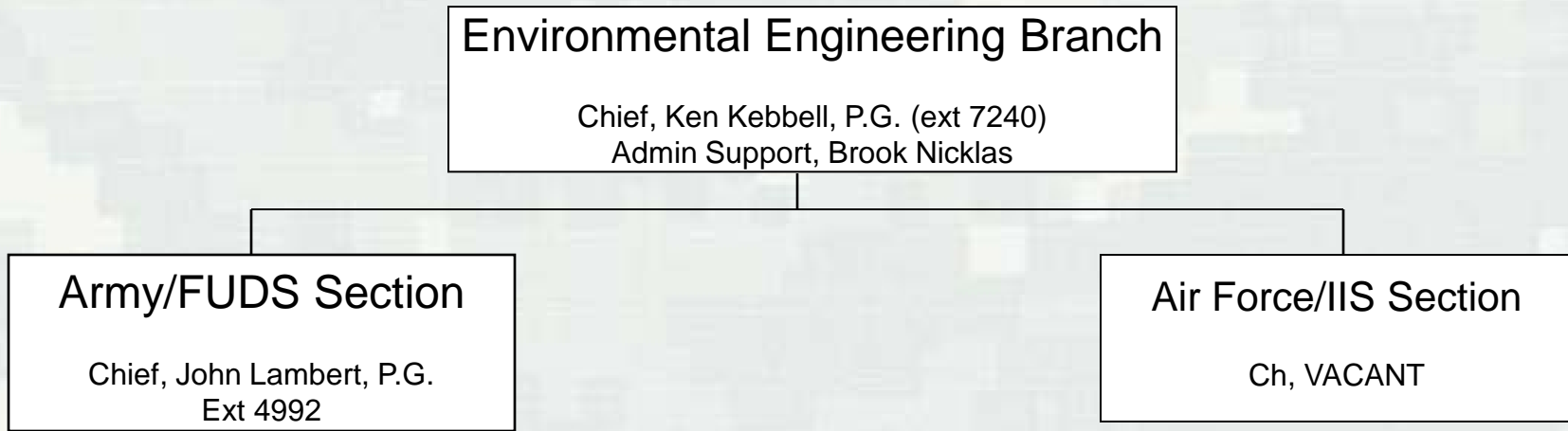
Engineering & Construction Division Organizational Chart



- Programmatic alignment.
- Mix of civil, structural, geotechnical, geologists
- Provide dam and levee safety support for the District's civil works infrastructure.
- Lead the non-routine engineering support to Dam Safety Modification Studies



Engineering & Construction Division Organizational Chart



Mix of civil, environmental, and chemical engineers, chemists, geologists, environmental scientists, technicians, and project managers.

Provide full range of environmental engineering, science, and management services through a 25-person staff, regional team resources, and contract support.

Majority of project management functions are performed within the Environmental Engineering Branch.

Historically designated as the HTRW Design Center for SWD.



Engineering & Construction Division Organizational Chart

Hydrology & Hydraulics Branch

Chief, Greg Estep, P.E. (ext 7132)
Admin Support, Patty Frye

Hydrology/Hydraulics Engineering Section

Ch, Jim Croston, P.E.
Ext 7103

Gage Maintenance
GIS Support
Lake Forecasts
Data Acquisition
Computer Automation
Data Dissemination
System Modeling
System Benefits

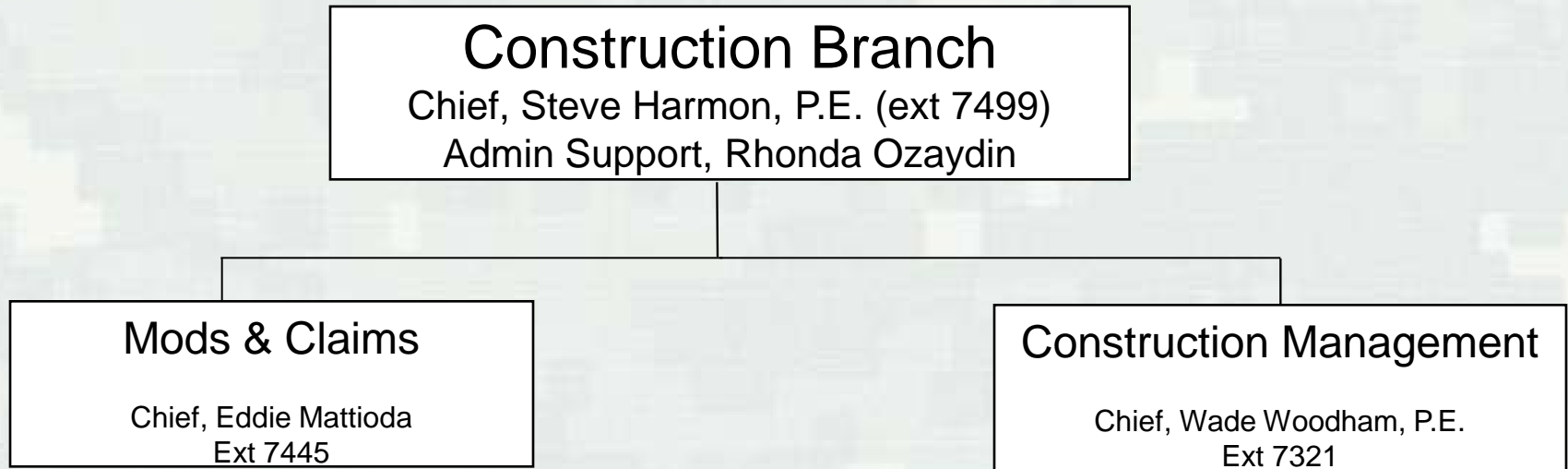
Water Management Section

Ch, Scott Henderson, P.E.
Ext 7509

Reservoir Regulation
Data Presentation
Engineering Studies
Planning Studies
Hydraulic Design
Sediment Analysis



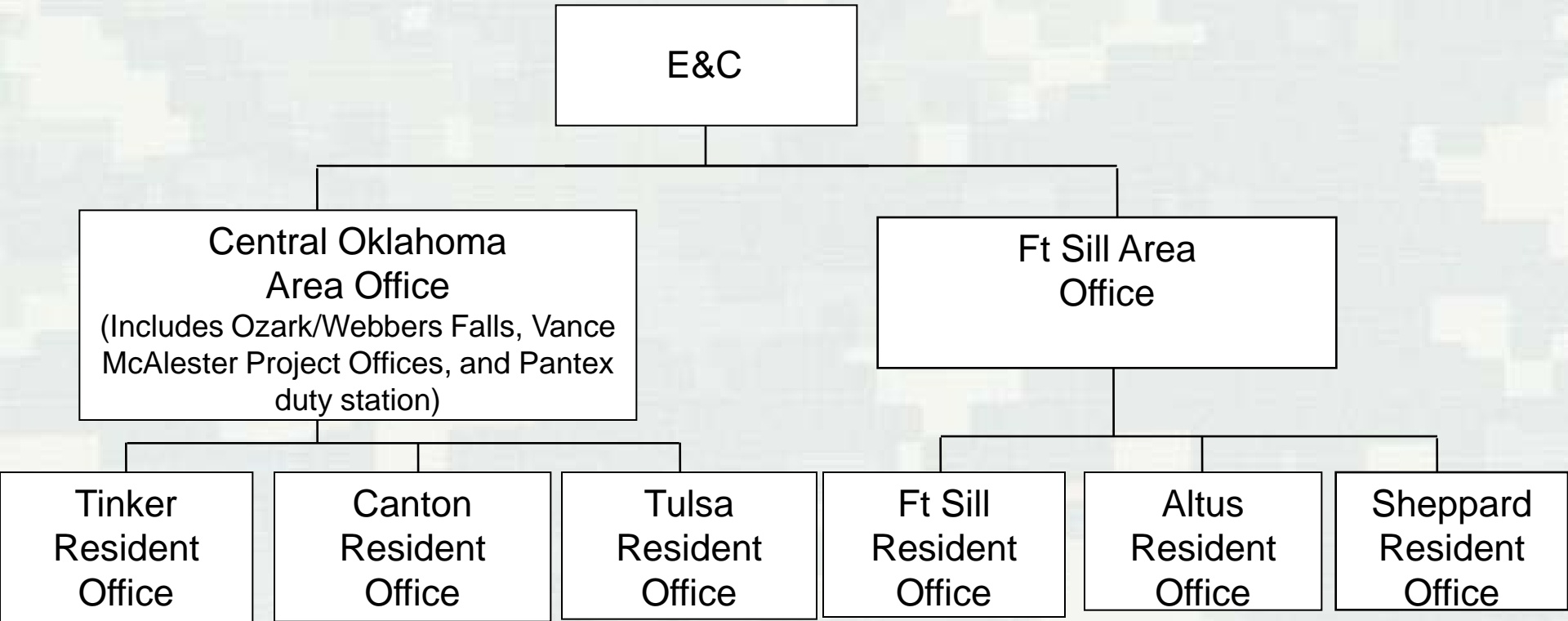
Engineering & Construction Division Organizational Chart



- Support Area & Resident Offices:
 - Modifications, claims analysis, and contract closeout
 - Year-End Contracts
 - Industrial Relations
- Construction quality management program
- Organizational Budget/Financial Management Support to all E&C



Engineering & Construction Division Organizational Chart



Engineering & Construction Division

Primary Contract Work

Design & Engineering

- Indefinite Delivery Indefinite Quantity (IDIQ) A/E Task Orders
- Blanket Purchase Agreements (BPAs)

Construction

- C – Contracts
- Multiple Award Task Order Contract (MATOC) Task Orders
- Single Award Task Order Contract (SATOC) Task Orders
- Sole Source 8a C - Contracts
- Performance Oriented Construction Activity (POCA) Task Orders

Environmental

- Blanket Purchase Agreements (Air Force Environmental Quality Program)
- MATOC Task Orders
- Sole Source 8a IDIQ Task Orders & C - Contracts



Engineering & Construction Division

Primary Contract Work

- Most projects are awarded as task orders on existing contracts, i.e. IDIQ, MATOCs, etc.
- New contracts are advertised/awarded based upon future workload projections and existing capacity
- Typical acquisition strategies for construction
 - Use Design/Bid/Build and Design/Build
 - Negotiated procurements
 - Competitive task orders
 - ✓ Invitation for Bid (IFB) – rarely used
 - ✓ Lowest Price / Technically Acceptable (LPTA)
 - ✓ Trade-Off



Best Practices

- Provide a reasonable proposal with the backup information to support
- Self perform work other than Project Management,, Scheduling, etc.
- Timely submission of bonds after contract award
- Hit the ground running once NTP is issued, i.e. submittals
- Implementation of a good quality control program
- Responsiveness



Areas to Improve

- Proposal organized and tabbed as the proposal submission requirements outline
- Open about capabilities
- Late submittals
- Submittals that lack critical information
- Lack of anticipating issues, i.e. lead time on procuring supplies/equipment
- Lack of responsiveness
- Slow to correct deficiencies



Key POCs

Clif Warren, P.E.

Chief, Engineering & Construction Division

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Wade Anderson, P.E.

Director, Dam Safety Production Center

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Daniel.W.Anderson@usace.army.mil

Ken Kebbell, P.G.

Chief, Environmental Engineering Branch

(918) 669-7240

Kenneth.Kebbell@usace.army.mil



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Operations Division
Earl Groves, Chief of Operations



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CIVIL WORKS MISSIONS

**Flood
Damage
Reduction**



Environmental Stewardship



Water Supply



Recreation



Navigation

Chloride Control

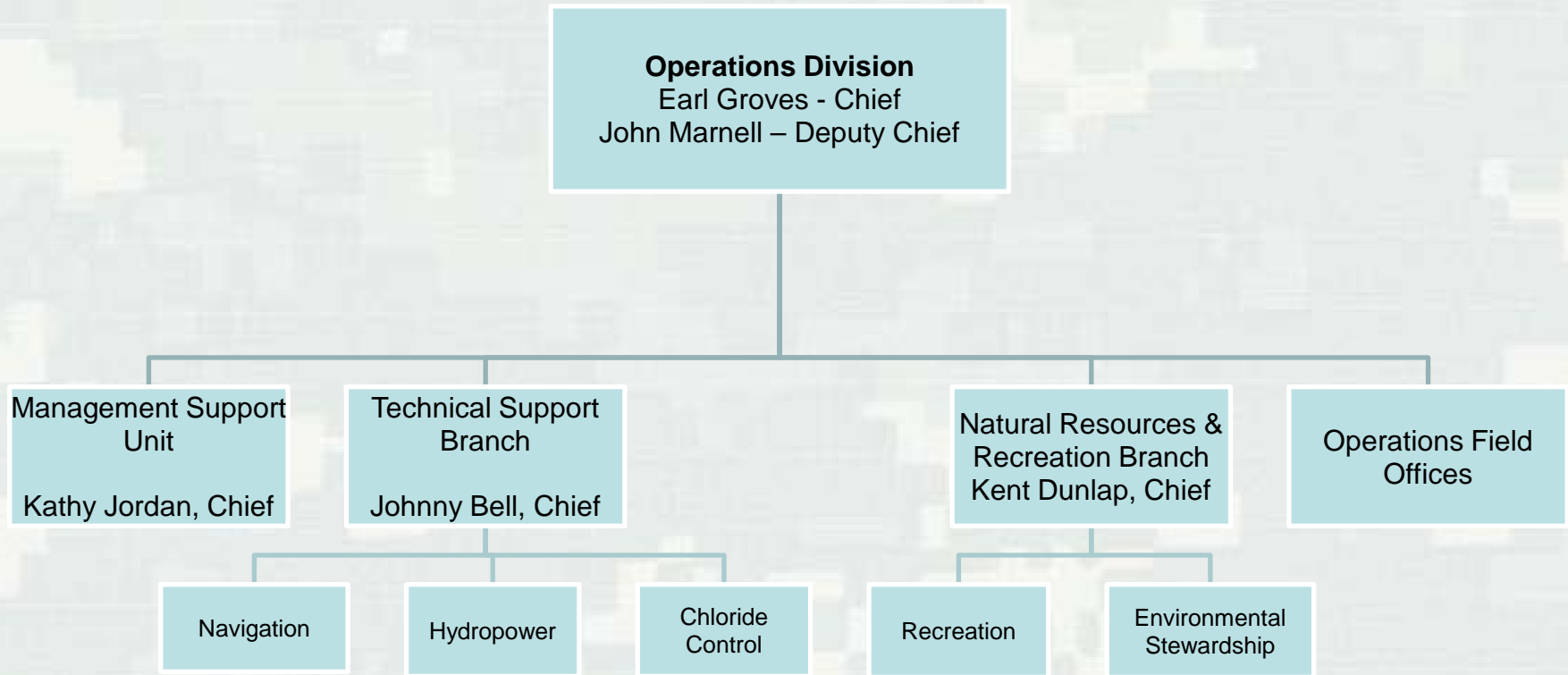


Hydropower



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Organizational Structure





Organizational Structure



OPERATIONAL FIELD OFFICES

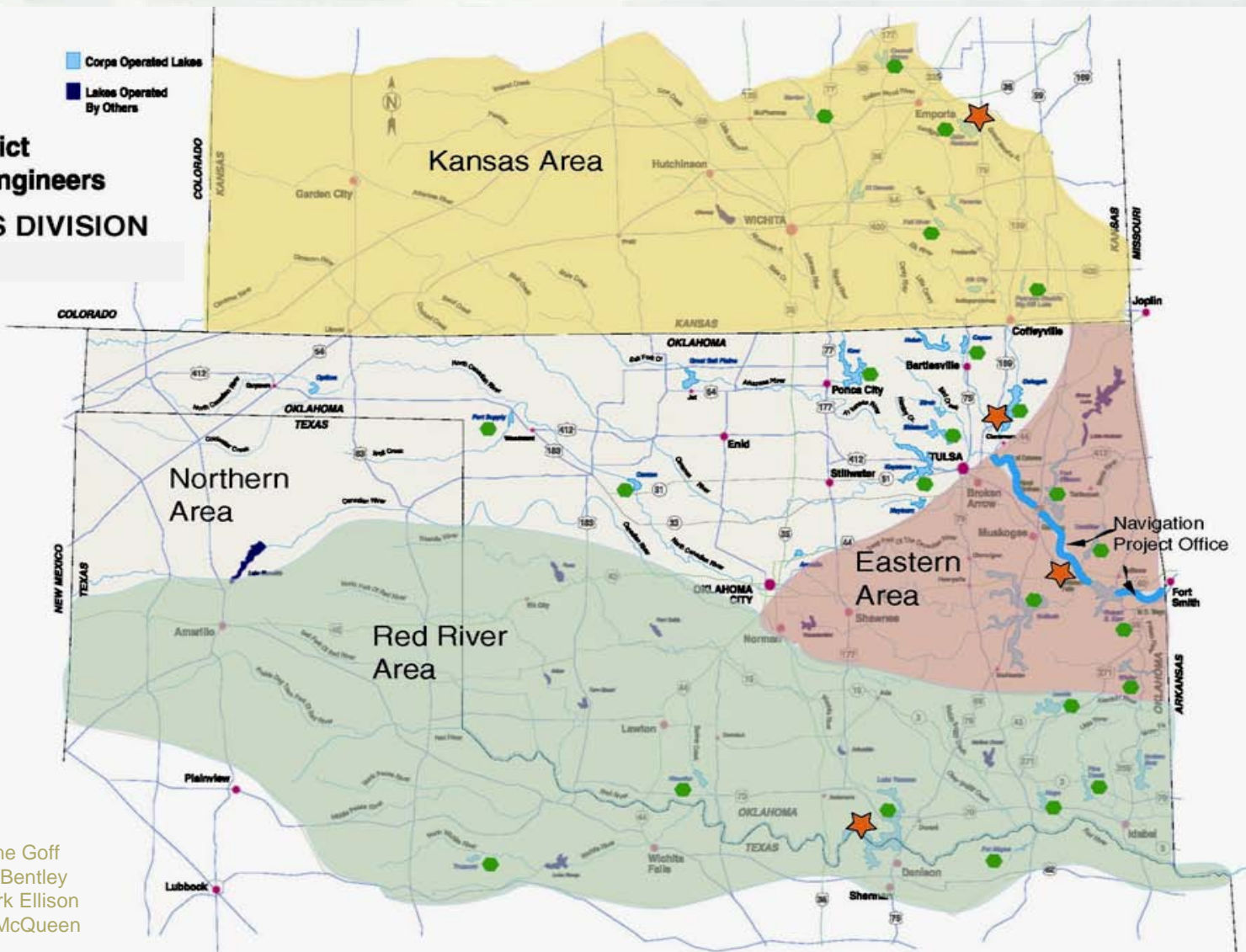
Kansas Area – Eugene Goff
Northern Area – Dan Bentley
Fort Gibson Area – Tom Heathcock
Eufaula Area – Jeff Knack
Red River Area – Mark Ellison



**Tulsa District
Corps of Engineers
OPERATIONS DIVISION**

-  Area Office
-  Lake Office

-  Corps Operated Lakes
-  Lakes Operated By Others



OPM
 Kansas Area – Eugene Goff
 Northern Area – Dan Bentley
 Red River Area – Mark Ellison
 Navigation – Patrick McQueen



Flood Control



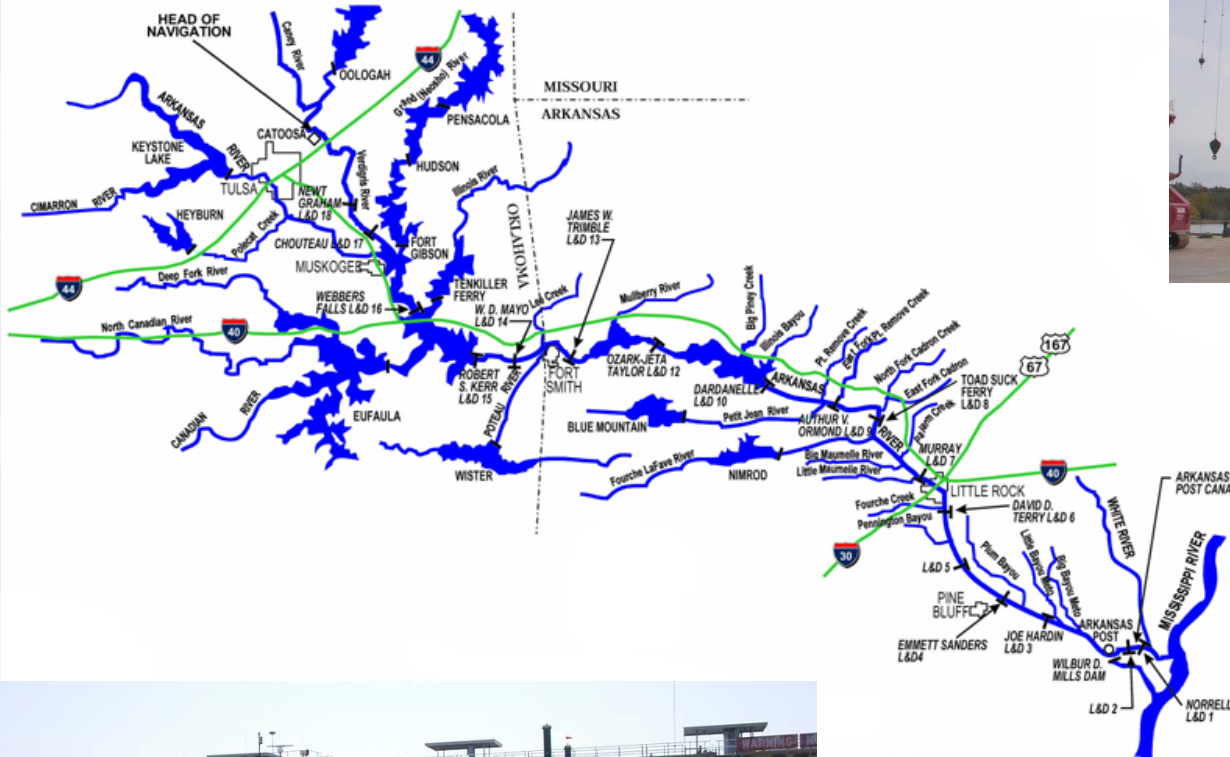
FLOOD CONTROL

- 32 Lakes
- 12 non-Corps lakes we regulate flood control pools
- \$3.6 billion in flood damages prevented to date



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Navigation



NAVIGATION

- 5 Locks & Dams in Oklahoma
- 150 miles on navigation channel
- Access to 12,000 miles of inland waterway, the Gulf and beyond



Hydropower



HYDROPOWER

- 8 Hydropower plants
- Generate 2.4 M. mWh annually



CHLORIDE CONTROL Mission

- * Minimize the chloride contamination in designated streams within the Red River Basin.
- * Remove 165 tons of chloride from the South Wichita River each day.
- * Operate Truscott Brine Lake and associated pump stations and pipelines.
- * Manage 12,000 acres of land at Crowell



Natural Resources



RECREATION

- 238 Recreation Areas
- 24 million visitors annually



ENVIRONMENTAL STEWARDSHIP

- 4,525 miles of shoreline
- 1,184,345 acres of land and water (10% of USACE total)



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Emergency Management Office
William Smiley, CFM, ESF#3 ATL
Chief, Emergency Management
and Security Office



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Emergency Management Office

Emergency Management

Readiness and Planning Operations

State Level PL84-99 Response

Flood Control and Coastal Emergencies

Federal National Response Framework ESF#3 Primary

Field Force Engineering

Overseas Contingency Operations and Deployments

Combat Engineering

Family Readiness

Emergency Levee Rehabilitation and SWIF

Flood Damage to Federal Levee's and SWIF Approvals

PIR

Funding

Security and Law Enforcement

Force Protection and Anti Terrorism

Operation War Fighter and Wounded Warrior Program

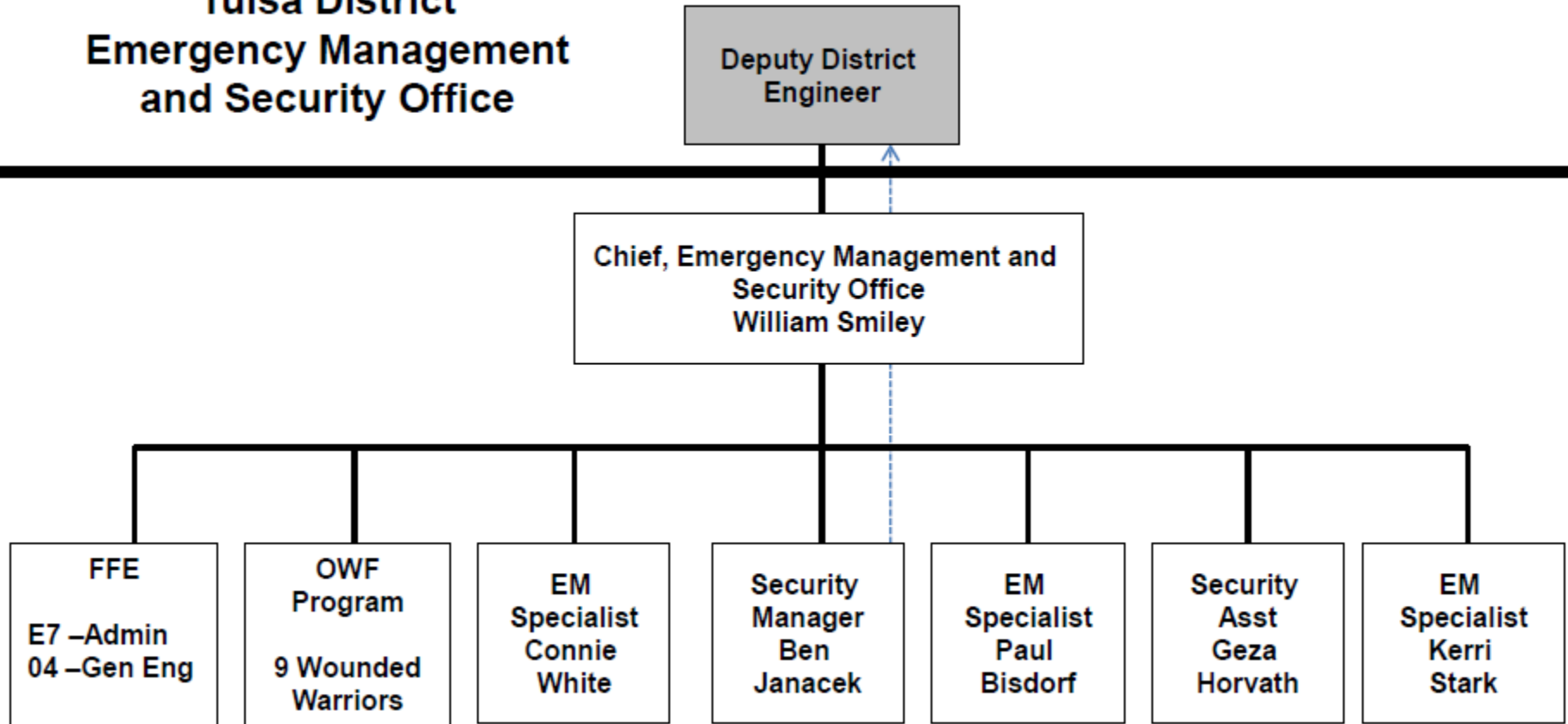
Federal Intern Program for Wounded Warriors



Organizational Chart

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Tulsa District Emergency Management and Security Office



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Primary Contract Work

Situations Under Which Contract Work is Executed

1. State Disaster Event “Tornado” at a USACE Facility.
2. Localized or Regional Flooding from a USACE project.
3. Repair Flood Damage to a Levee or Water Works Project.
4. Security Contracts at a Tulsa District Project Office –
 1. SCADA Systems
 2. Access and Entry Control
5. National Response Framework Activity – Through State of OK, KS or Texas. National Levels examples – Super Storm Sandy.



Typical Work under “Situations Under Which Contract Work is Executed”

BASED ON DISASTER MAGNITUDE AND IMPACTS!!

1. State Disaster Event “Tornado” at a USACE Facility.
 - Debris
 - Flood Prevention and Response
 - Emergency Power
 - Temporary Roofing Materials
 - Clean up of Disaster sites
2. Localized or Regional Flooding from a USACE project.
 - Engineers – Civil, Hydrology, Structural, Project Mgmt
3. Repair Flood Damage to a Levee or Water Works Project.
 - Engineers/Companies with Project Mgmt and/or Levee Repair Experience
4. Security Contracts at a Tulsa District Project Office.
 - SCADA Systems Design, Installation and Repair.
 - Access and Entry Control “Systems” Design,(UFC) Installation and Repair.
5. National Response Framework Activity – Through State of OK, KS or Texas.
National Levels examples – Super Storm Sandy. ESF#3
 - Engineer Assessments of Public Works



Downtrends and Areas to Improve

- Not in Contract Registration System.
- Under estimate capabilities.
- Not Engaging with USACE EM Staff.
- Not Engaged with Networking to the Corps. such as SAME, Floodplain Managers, etc.
- Take Advantage of the USACE off the shelf contracts.
- Sign up at the EM Booth

Fellow Googlers Unite!:: USACE

System Wide Improvement Framework.

Levee Inspection Criteria

Emergency Support Function #3

World Wide Power Contract

Unified Facility Criteria

SCADA Requirements

Infrastructure Assessments

Debris Management Practices



Key POCs

William Smiley

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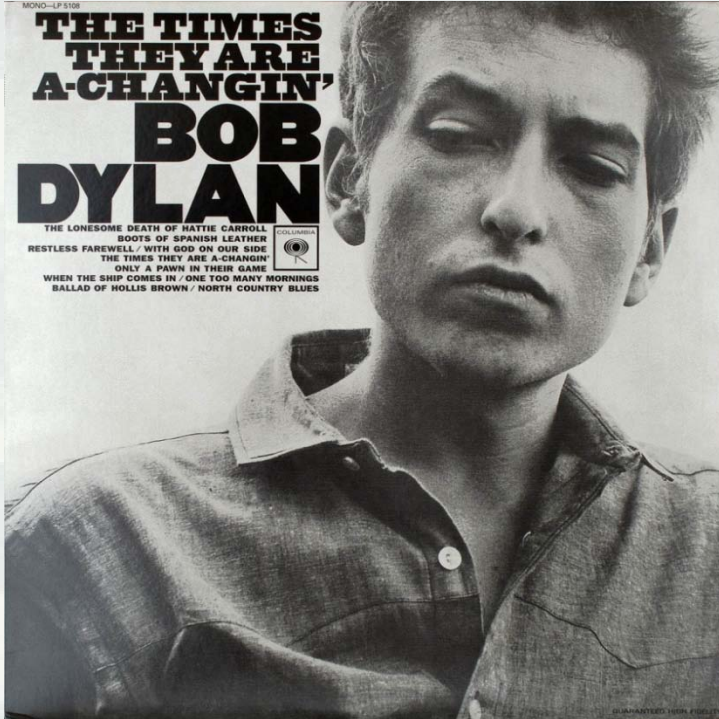
Planning & Environmental (PE) Division Overview Steve Nolen



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The Times They Are A-Changin'



Civil Works Transformation

3
X
3
X
3




Regionalization

EARMARKS



PE Division Overview and Mission

- We work primarily within the District civil works boundaries
- Under authorities provided by the US Congress
- To help provide solutions to local, state, and regional water resource problems
- Through collaborative problem identification and systematic evaluation of alternative engineering solutions
- To develop implementable solutions and to ensure proper understanding of the social, economic, and environmental impacts of Federal actions.
- We are primary “owners” of the District’s GI Program and provide support to the District’s CG and O&M programs.
- We are the district’s “green” environmental compliance technical experts
- We currently execute the water supply and flood plain management programs
- We also are called on to support the District’s military and HTRW programs – primarily for cultural resources, NEPA, economic analysis, or flood plain management



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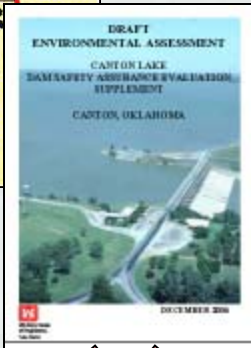
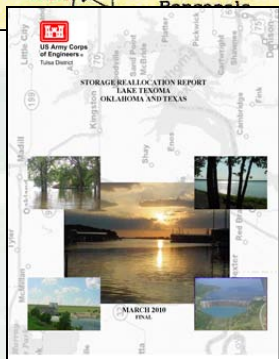
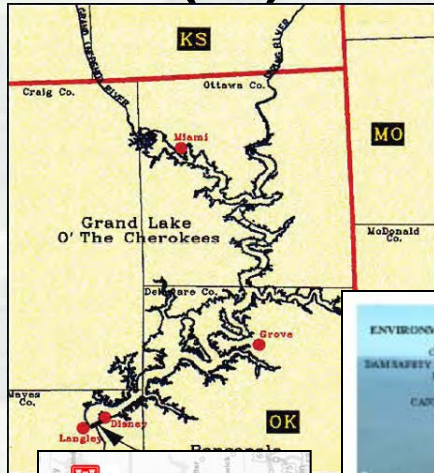
Authorities - Tools to Solve Water Resource Problems

- General Investigations Program
 - Authorized Studies
 - Planning Assistance to States Program
 - Flood Plain Management Services Program
- Continuing Authorities Program
 - Section 204 (WRDA 1992, 2007) Sediment Management
 - Section 205 (FCA 1948) Flood Damage Reduction
 - Section 14 (FCA 1946) Emergency Streambank Protection
 - Section 1135 (WRDA 1986) Ecosystem Restoration
 - Section 206 (WRDA 1996) Aquatic Ecosystem Restoration
 - Section 208 (FCA 1954) Clearing and Snagging
- Support for Others



PE Div Civil Works Workload

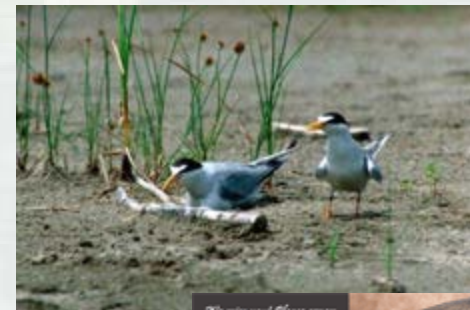
General Investigations (GI)



Construction (General) (CG)

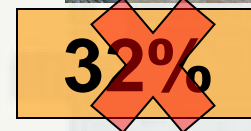


Operations & Maintenance (O&M)

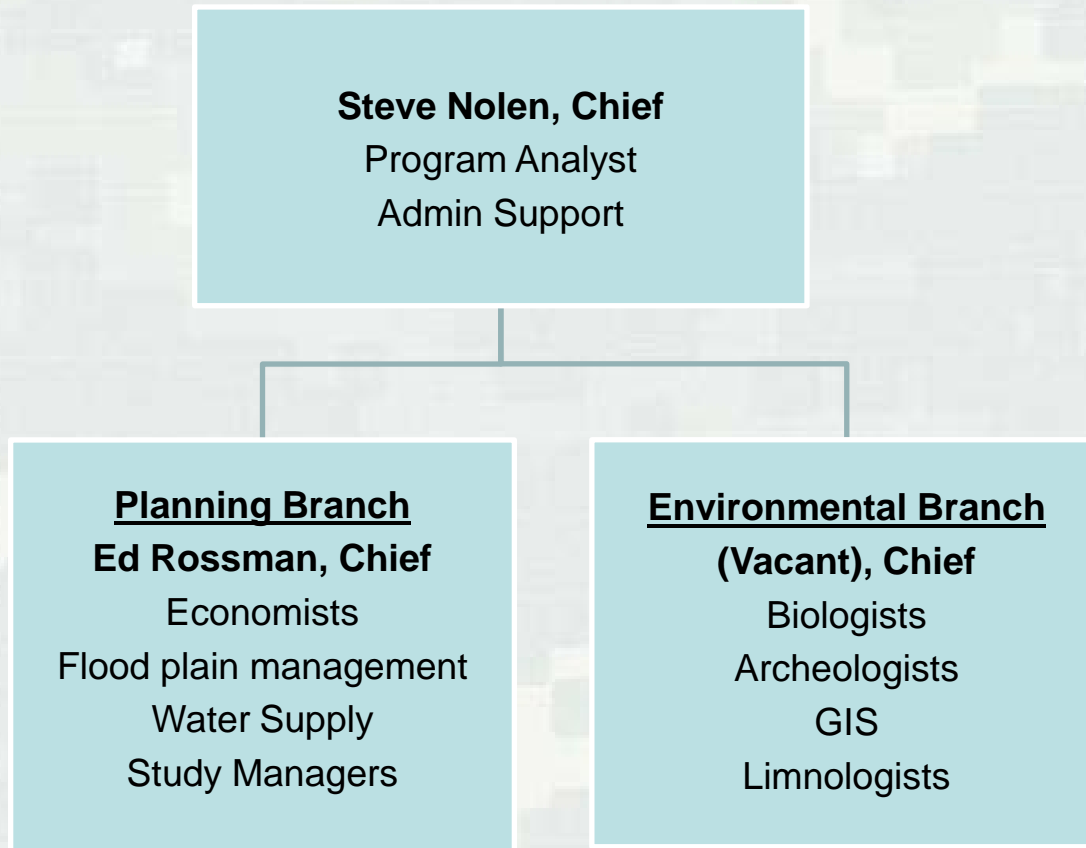


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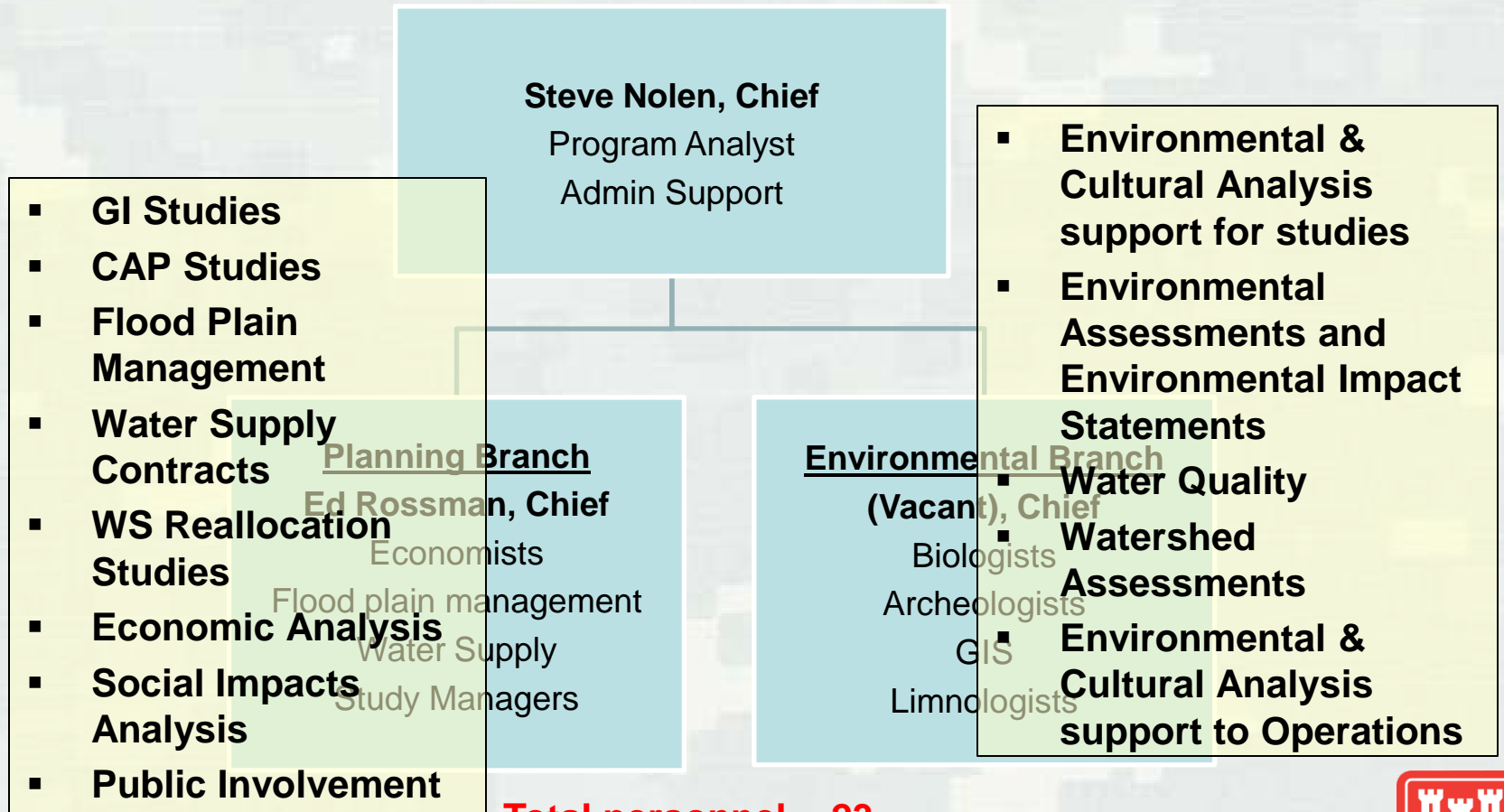
PE Div Organizational Chart



Total personnel = 23



PE Div Work



Total personnel = 23



PE Div Primary Contract Work

- Environmental Analysis & Compliance
 - ▶ National Environmental Policy Act (NEPA)
 - ▶ Endangered Species
 - ▶ Cultural Resources
 - ▶ Invasive Species
 - ▶ Water Quality Data Analysis
- Environmental Assessments (EA)/Environmental Impact Statements (EIS)
- Economic Analysis
- State Water Planning



PE DIV Contracts

- Majority of our contracting is via IDIQ
 - ▶ Many IDIQ Contractors partner with small businesses
- Currently have 3 IDIQ Contracts
 - ▶ Primarily used for Civil Works but available for some Military (primarily Environmental)
 - ▶ Available to be used Regionally
 - ▶ 5 year - \$12M
- May be seeking additional IDIQ Contracts in the future (workload dependent)



Best Practices: What works for us

- Use highly qualified staff (multi-discipline)
- Provide well-written and accurate documentation (“tell the story”)
- Complete work in a timely manner
- Coordinate with us if you have questions or concerns
 - ▶ Don’t be afraid to ask questions



Areas to Improve: What makes us cranky

- Bait and Switch
 - ▶ You bid the job using experienced well qualified staff, so please use those experienced well qualified staff – not the new kid who is available or needs to learn
- Poor Quality Control
 - ▶ Your work should be reviewed internally before we see it.
- Bad thinking/writing/report organization
 - ▶ Please read what you send us before you send it. Your submittals need to be well-thought out, well-organized, and well-written.
- Failure to meet schedules
- Failure to ask questions if you don't understand the work



Points-of-Contact

- Steve Nolen, Chief PE Division
 - ▶ 918.669.7660
 - ▶ Stephen.L.Nolen@usace.army.mil

- Dr. Ed Rossman, Chief Planning Branch
 - ▶ 918.669.4921
 - ▶ Edwin.J.Rossman@usace.army.mil



US Army Corps of Engineers - Tulsa District Meet the Corps Day 6 February 2013

Contracting Division Overview A. Brian Brobson



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Contracting Division Overview

- **Full-Service Contracting Office**
 - ▶ Cradle-to-Grave contracting activities
 - ▶ Varied toolbox of contracting types, techniques and expertise
- **Core Contracting Competencies**
 - ▶ Construction
 - ▶ Architect-Engineer (A-E)
 - ▶ Environmental Services
 - ▶ Other Services and Supplies

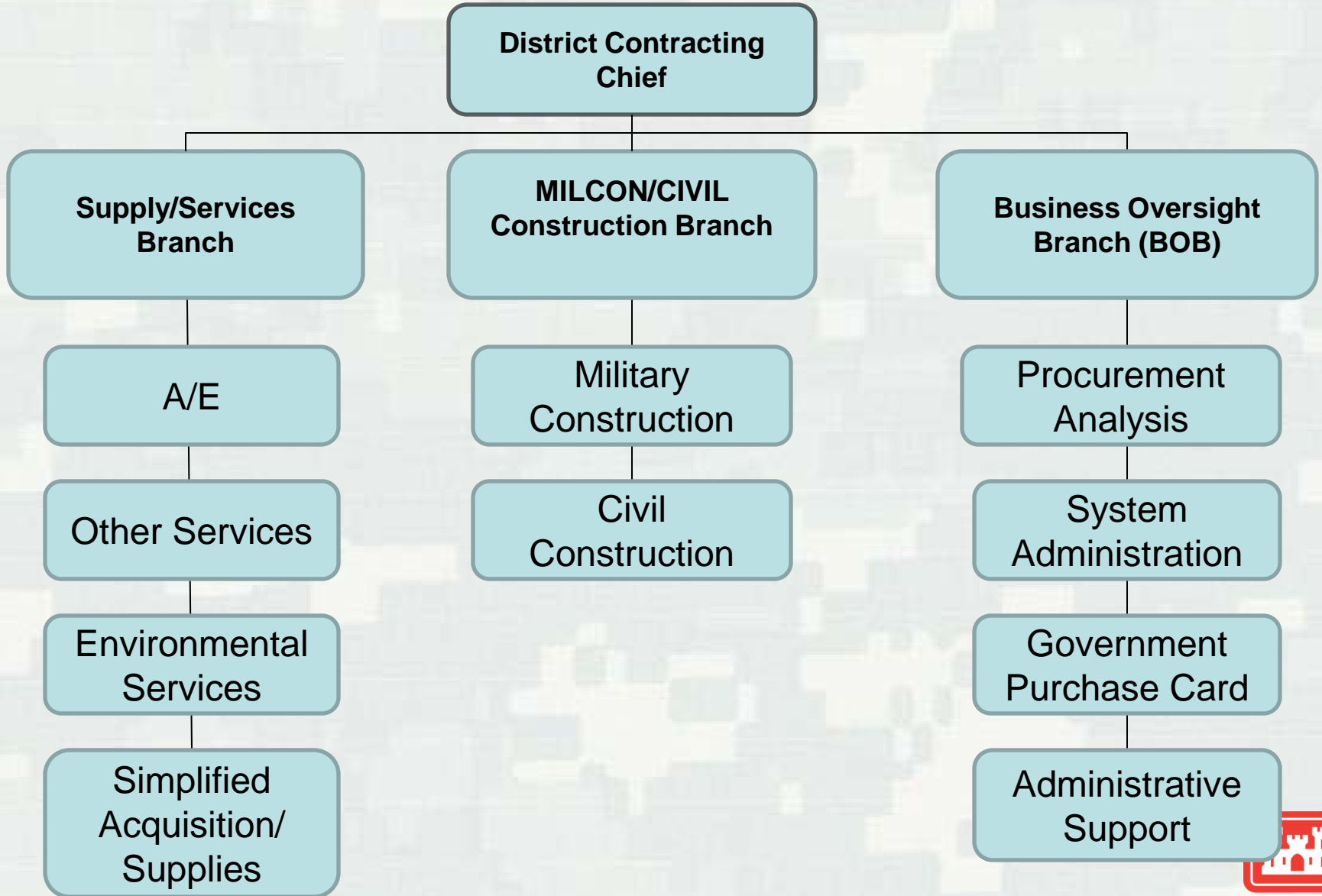


Contracting Division Overview

- Work in close partnership with USACE Project Delivery Team for each acquisition
 - ▶ Deputy for Small Business Programs
 - ▶ Office of Counsel
 - ▶ Program Managers
 - ▶ Technical Representative
 - ▶ Contractor (after award)
- Publish all Tulsa District solicitations estimated over \$25K at the online Federal Business Opportunities site
 - ▶ www.fbo.gov
 - ▶ Other correspondence (e.g., awards, sources sought notices, solicitation attachments and amendments Justifications) also published at this site



Contracting Div. Organizational Chart



Contracting Div. Primary Contract Work

- Procurement resource for Tulsa District, but have few requirements internally
- Occasional requirements typically low-dollar and purchased through the Government Purchase Card
 - ▶ Office Supplies
 - ▶ Safety Boots
 - ▶ Replacement Furniture
 - ▶ Technical Training



Best Practices

- Monitor www.fbo.gov regularly for latest solicitations and associated updates
- Register your firm and ensure current information via www.sam.gov to facilitate the evaluation and award process
- When awarded a contract, be responsive to the Contracting Officer and COR
 - ▶ Communicate regularly
 - ▶ Be transparent with issues or concerns



Areas to Improve

- Read the solicitation carefully and comply fully with the terms in proposals
- Be prepared to provide details to support price proposals, particularly in 8(a) sole source situations
- Recognize that only the Contracting Officer may obligate the Government



Key POCs

- Contracting Division Construction Branch Chief
 - ▶ Email: Charles.A.Peterson@usace.army.mil
 - ▶ Phone: 918-669-7281
- Contracting Division Supply/Services Branch Chief
 - ▶ Email: Allen.R.Bassett@usace.army.mil
 - ▶ Phone: 918-669-7136

