

Today's slides are available for download at:

<http://www.nab.usace.army.mil/BusinessWithUs.aspx>

BALTIMORE DISTRICT

US Army Corps of Engineers

Search Baltimore District

HOME > BUSINESS WITH US

Business With Us

The Baltimore District partners with private industry, including large, medium and small firms to accomplish a diverse mission around the world. Our contracting office supports civil works, military and environmental projects.

The Army Corps of Engineers fully supports the government policy of placing a fair proportion of the Corps contracts for supplies, design engineering, construction and support services with qualified Small, Small Disadvantaged, Women-Owned, HUBZone, Service-Disabled Veteran-Owned and Veteran-Owned business. In addition, such concerns are to be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large business.

Contacts

Name	Email	
Col. Trey Jordan	trey.jordan@usace.army.mil	Baltimore District Commander
Tamika Gray	tamika.gray@usace.army.mil	Deputy for Small Business
Mike Rogers	michael.j.rogers@usace.army.mil	Environmental & Munitions Design Center
Frank Benvenga	frank.c.benvenga@usace.army.mil	Military Programs
Chris Nolta	christopher.m.nolta@usace.army.mil	Civil Programs
Patrick Findlay	patrick.g.findlay@usace.army.mil	Real Property Services Field Office
Scott Drumheller	Scott.Drumheller@usace.army.mil	APG/Ft. Detrick IPO Program Manager
William Tully	William.J.Tully@usace.army.mil	Capital Area Program Office (CAPO) Manager

Links

- Industry Day 2015
- SAME Baltimore
- SAME - Chesapeake Post
- Industry Day 2013
- Small Business
- Real Estate
- Contracting

1

Questions? Comments? Feedback?

We will be active on Twitter and Facebook throughout the morning

#BmoreIndustry15



U.S. Army Corps of Engineers Baltimore District

Industry Day 2015

Colonel Trey Jordan, P.E.
Commander and District Engineer
Linthicum Heights, MD
Apr. 10, 2015



US Army Corps of Engineers
BUILDING STRONG



We are the U.S. Army



“The Corps’ military missions support the Army as a central component to our nation’s defense – prevent, shape, and win.”

*LTG Thomas P. Bostick
Commander & Chief of Engineers*

➤ Support the Warfighter

...with cutting-edge technology, research and development.

➤ Prepare for Tomorrow

...supporting the Army and the Nation in achieving our energy security and sustainability goals – reducing energy dependence, increasing energy efficiency, and adopting renewable and alternative energy sources.

➤ Transform Civil Works

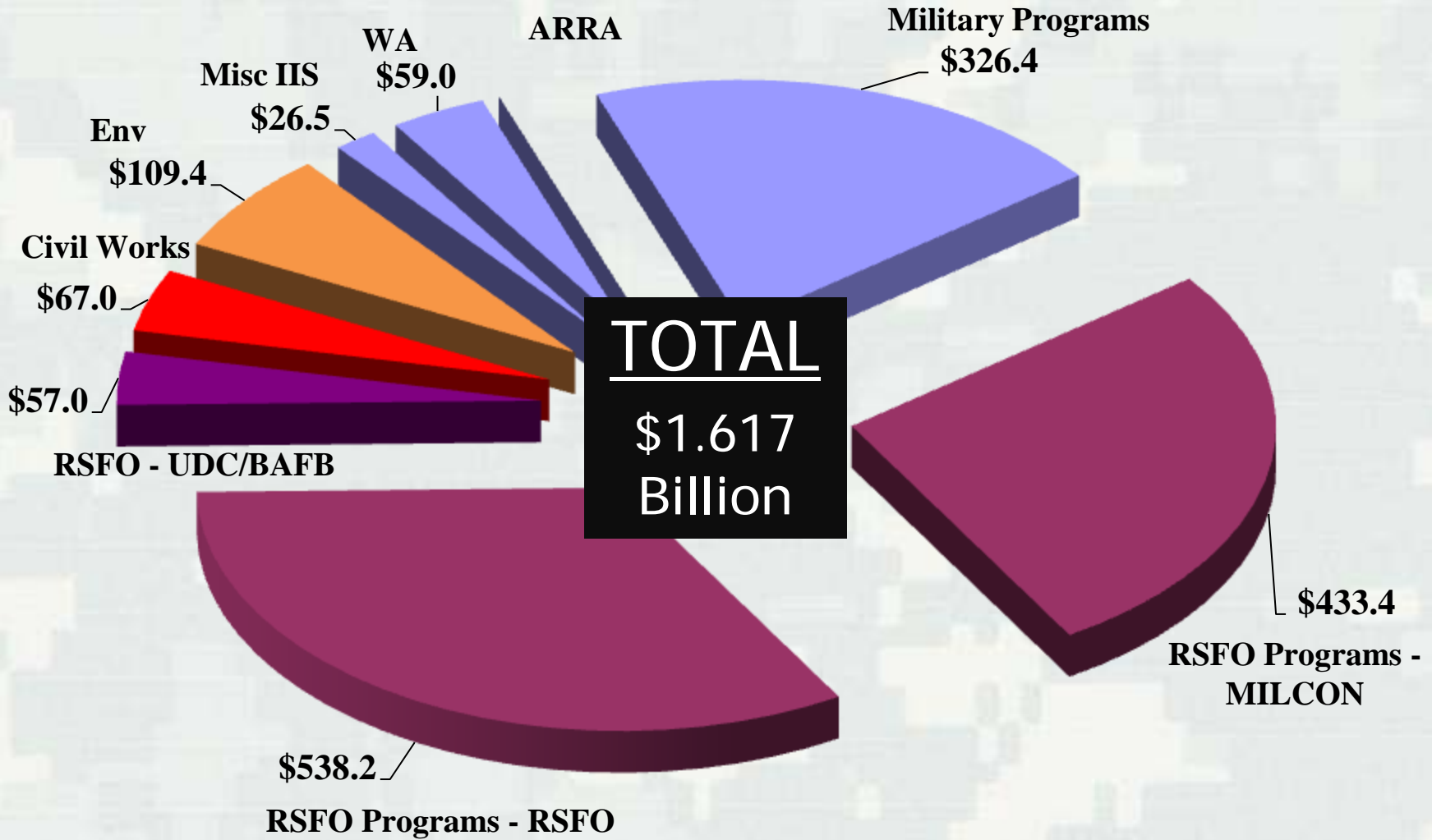
...as good stewards of our resources, we’re providing the Nation’s water resources needs through prudent investment, modernization and transformation.

➤ Manage Disaster Risks

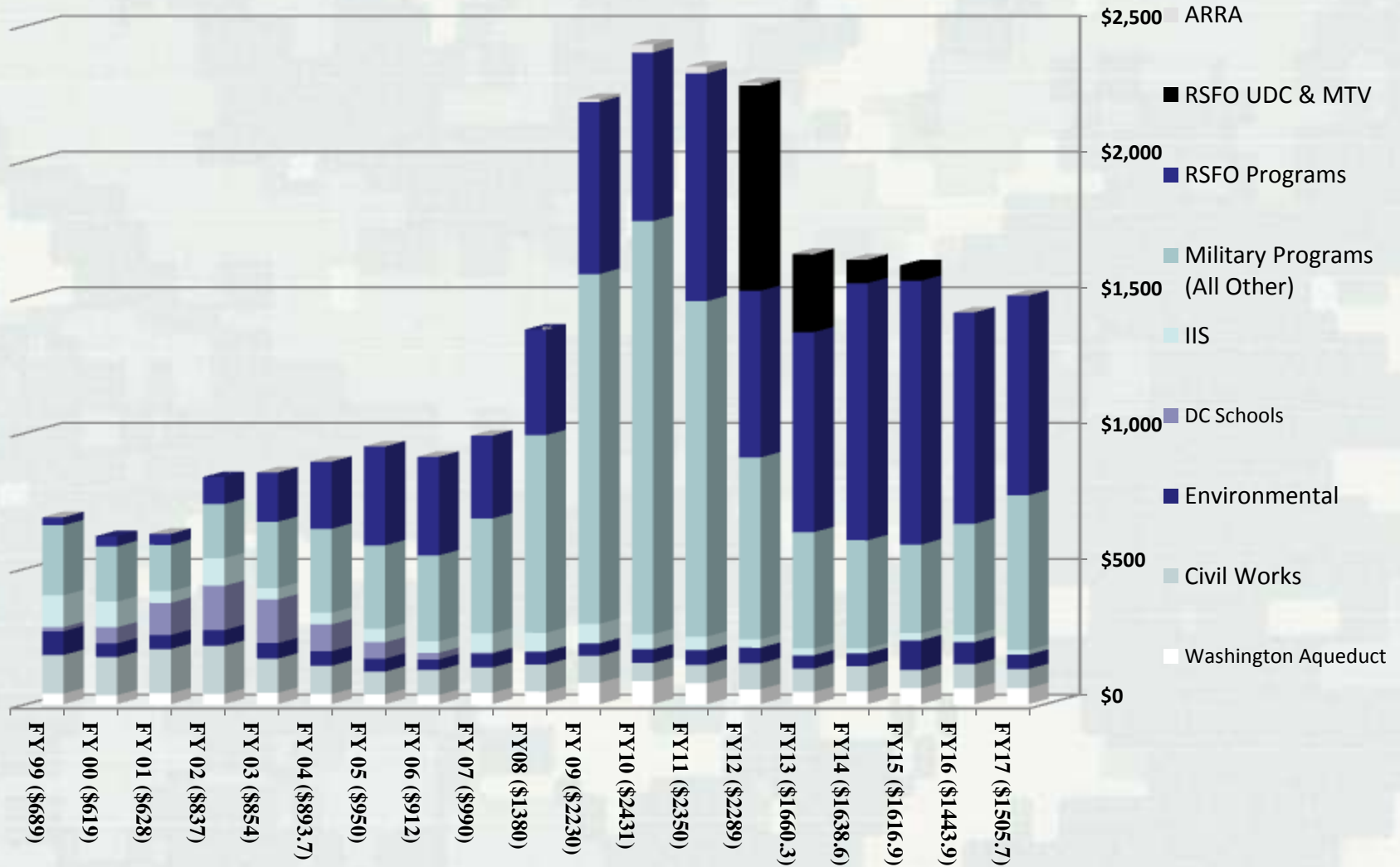
...Enhancing interagency disaster response and recovery capability.



FY15 Projected Program Expenditures



FY15 Program Trends

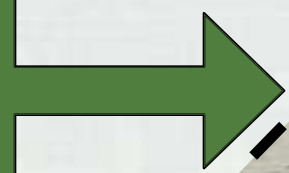


(Millions)



USACE Workforce

Leverage Personnel Resources through partnering/contracting with Private Sector



~300,000

Construction Contractors on a given day

Unlimited Capability

Perform 100% of Civil Works

&

Military Construction

A-E Firms (5,000 employees)
Perform over 65% of Planning & Design

~700
Uniformed
Military



~33,000 Gov't
Employees

AN OVERVIEW: Baltimore District

Overview

- A full service district serving 5 states in the mid-Atlantic and National Capital regions.
- Provides primary support to 14 military installations
- Manages water resources in the Susquehanna and Potomac watersheds and upper Chesapeake Bay
- Provides all drinking water to our Nation's capital.
- Executes regional and national programs for USACE.

The Numbers

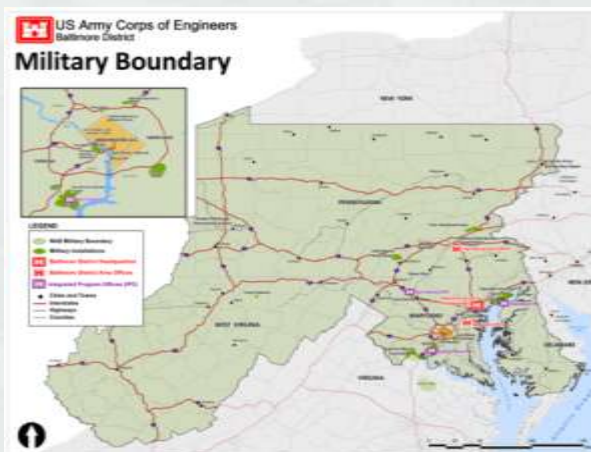
- 1,100 civilian employees
- \$1.7B expenditures per year
- 290 miles of federal channels
- 15 reservoir projects
- 11 recreational projects
- 14.4 million visitor hours per year
- 500 acres of oyster habitat created
- \$16 B in flood damages prevented to date



District Capabilities

- Engineering, Design, and Construction
- Environmental Services
- Dredging Federal Channels
- Dam/Levee Operations & Maintenance
- Disaster Response & Recovery
- Real Estate Services
- Value Engineering
- Hurricane Modeling
- Military Munitions Response

Support to our Military



Support to the Public



Mission



Baltimore District operates corporately to deliver innovative and effective solutions to our customers' engineering challenges in a manner consistent with our values and our principles of environmental stewardship.

Vision

A district known for its ability to honor its commitments and for its focus on customer satisfaction

Baltimore District:

What are we known for?



- One of the largest and most visible military missions in the country (National Capital Region)
- Support to the Intelligence Community (NSA, DIA and others)
- Support to the Port of Baltimore and regional economy
- The Washington Aqueduct – drinking water for Washington DC
- Protection and restoration of the Chesapeake Bay
- Regional HTRW Design Center/National Military Munitions Design Center
- Regulatory oversight for natural gas industry pipelines in PA's Marcellus Shale Formation



We are Public Servants

- Our projects can be:
 - ▶ Highly visible
 - ▶ Politically sensitive
 - ▶ Large impact to a community
 - ▶ Divisive
 - ▶ Hard to do...



Atlantic Coast of Maryland Shoreline Protection



- The contractors have always gone above and beyond the contract requirements to work with the Town of Ocean City to maintain safe beach access for the public, even during periods of heavy use.
- This past year, the contractor was able to wrap up all work and completely demobilize from the site well in advance of the Memorial Day weekend, the unofficial start of the beach season.

Poplar Island



- The wetland planting contractors have continuously provided assistance to the National Aquarium's volunteer planting efforts.
- Provided extra support by obtaining plants, transporting plants to the island, and staking out volunteer planting areas.

Spring Valley Formerly Used Defense Site



- The contractor regularly attends public meetings, making presentations and answering questions and concerns.
- They also support VIP and media visits to the site.
- Has made adjustments in the project schedule in order to be sensitive to the needs of the neighborhood.
- Recognizes the political and public sensitivity of the projects and acts accordingly.

Joint Land Attack Cruise Missile Defense Netted Sensor System (JLENS)

- High profile national defense project
- Timeline very important
- Significant public concerns
- Privacy, environment
- Key coordination needed
- State of Maryland, APG
- Constant review of contractor progress



17th St Levee Project



- High-profile, interagency project that will help protect the businesses and residents in the Federal Triangle in the district
- Contactor had to be very flexible due to transportation concerns; Critical street has to be shut down to erect the closure structure
- Structure has to blend in with the historical features in the surrounding National Parks lands

Stay in Touch with Social Media

<http://about.me/usace.baltimore>





USACE Baltimore
U.S. Army Corps of Engineers

Email Me

 Headquartered adjacent to Baltimore's Inner Harbor, the Baltimore District provides design, engineering, construction, environmental and real estate expertise to a variety of important projects and customers.

Baltimore
Contact Info

-  USACE Baltimore Facebook
-  USACE Baltimore Twitter
-  USACE Baltimore LinkedIn
-  USACE Baltimore YouTube
-  USACE Baltimore Flickr
-  USACE Baltimore Google+
-  USACE Baltimore Website

#BmoreIndustry15





Baltimore District, U.S. Army Corps of Engineers
February 23 · Edited 1h · 4h

New barracks opens for Soldiers on Fort Meade: Garrison leaders cut the ribbon on the renovated Bldg. 8606 on Fort Meade, Md. From left: Signal School Detachment First Sergeant Gerard Butler, Capt. Michael Martinez, detachment commander, Col. Brian Foley, Fort Meade garrison commander, and Command Sergeant Major Rodwell Forbes.

U.S. Army Corps of Engineers

April is Month of the **Childhood Lead**, which recognizes over 1.8M U.S. children who have parents learning...

U.S. Army Corps of Engineers Baltimore District



USACE Baltimore

Home Videos Playlists Channels

All activities ▾

USACE Baltimore uploaded a video

2:52

U.S. Army Corps of Engineers, Baltimore District
Shared publicly · Mar 20, 2015 · USACE

Check out this interview with Lt. Gen. Thomas P. Rustis, #USACE Commanding General and Chief of Engineers on [YouTube](#)!

U.S. ARMY CORPS OF ENGINEERS
BUILDING STRONG®
SERVING THE NATION AND THE ARMED FORCES

U.S. Army Corps of Engineers: Building Strong. Serving the Nation and the Armed Forces.





Join us on LinkedIn



Baltimore District Quick Facts:

- Employs 1,200 civilian and 15 active military personnel
- Maintains 290 miles of federal channels
- Oversees 148 miles of federal flood protection levees... see more

Recent Updates

U.S. Army Corps of Engineers, Baltimore District will hold a Q&A session to review FY15 programs and FY16-17 outlook. The purpose of this event is to inform interested parties on our Secure Environment, Environmental, and Civil Works programs. For more... more

U.S. ARMY CORPS OF ENGINEERS
BALTIMORE DISTRICT

INDUSTRY DAY

DISCOVER NEW BUSINESS OPPORTUNITIES



Come join us!

U.S. Army Corps of Engineers, Baltimore District Harris Creek Oyster Restoration: Rock is being placed to build 1-foot oyster reefs in Harris Creek as oyster restoration efforts continue despite the surrounding icy conditions. March 12, 2015. Through the interagency partnership, the Corps and the State of Maryland have planted more than a billion oysters in the Harris Creek Sanctuary since 2011. [less](#)



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Targeted to: All Followers

799	9	3	1.50%
impressions	clicks	interactions	engagement

Sponsor update

U.S. Army Corps of Engineers, Baltimore District U.S. Army Corps of Engineers, Baltimore District announces a solicitation for the construction project entitled "USAMRIID Phase II North Parking, NIBC Security Fence & Equipment, and Entry Control Point 9." Please note this is for three projects consolidated under one contract. Competition for this acquisition is set aside for Small Business Concerns. Read more: <http://1.usa.gov/100b9tu> [less](#)

Accessibility Information

1.usa.gov - This Pre-Solicitation Notice is being issued by the United States Army Corps of Engineers - Baltimore District to inform interested/potential contractors of the District's imminent issue of a Request for Proposal Package for the construction...

actions	0.59%
	engagement

U.S. Army Corps of Engineers, Baltimore District For every \$1 billion spent on civil works projects by the U.S. Army Corps of Engineers, about 20,000 jobs are created. Lt. Gen. Thomas P. Bostick, commander of the U.S. Army Corps of Engineers, told lawmakers that money spent on civil works projects means jobs for Americans. <http://1.usa.gov/1A85dF> [less](#)



Civil works projects mean American jobs, Army leader says

1.usa.gov - For every \$1 billion spent on civil works projects by the U.S. Army Corps of Engineers, about 20,000 jobs are created, Army senior leaders said.

Organic ©
Targeted to: All Followers

302	2	3	1.66%
impressions	clicks	interactions	engagement



Webpage

<http://www.nab.usace.army.mil/>

BALTIMORE DISTRICT

 **US Army Corps of Engineers**

Search Baltimore District

ABOUT BUSINESS WITH US MISSIONS LOCATIONS CAREERS MEDIA LIBRARY CONTACT

Corps of Engineers renovation project helps Soldiers at Fort Meade

Single Soldiers attending courses at the Defense Information School on Fort Meade, Md., now have a modern, renovated home thanks to a project completed by the U.S. Army Corps of Engineers, Baltimore District.

Story

Spring Valley

Regulatory & Permitting

Contracting Opportunities



Baltimore District Business with Us

<http://www.nab.usace.army.mil/BusinessWithUs.aspx>

BALTIMORE DISTRICT

US Army Corps of Engineers

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HOME » BUSINESS WITH US

Business With Us

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Mike Rogers	michael.j.rogers@usace.army.mil	Environmental & Munitions Design Center
Frank Benvenga	frank.c.benvenga@usace.army.mil	Military Programs
Chris Nolfa	christopher.m.nolfa@usace.army.mil	Civil Programs
Patrick Findlay	patrick.g.findlay@usace.army.mil	Real Property Services Field Office
Scott Drumheller	Scott.Drumheller@usace.army.mil	APG/Ft. Detrick IPO Program Manager
William Tully	William.J.Tully@usace.army.mil	Capital Area Program Office (CAPO) Manager

Current Baltimore District Contracting Opportunities

Forecasted FY15 Contracting Opportunities

Awarded Prime Contracts

Links

- Industry Day 2015
- SAME Baltimore
- SAME - Chesapeake Post
- Industry Day 2013
- Small Business
- Real Estate
- Contracting



U.S. Army Corps of Engineers Baltimore District

Industry Day 2015

Presenter: Jeff Snyder

Acting Chief, Military Branch

Programs & Project Management Division

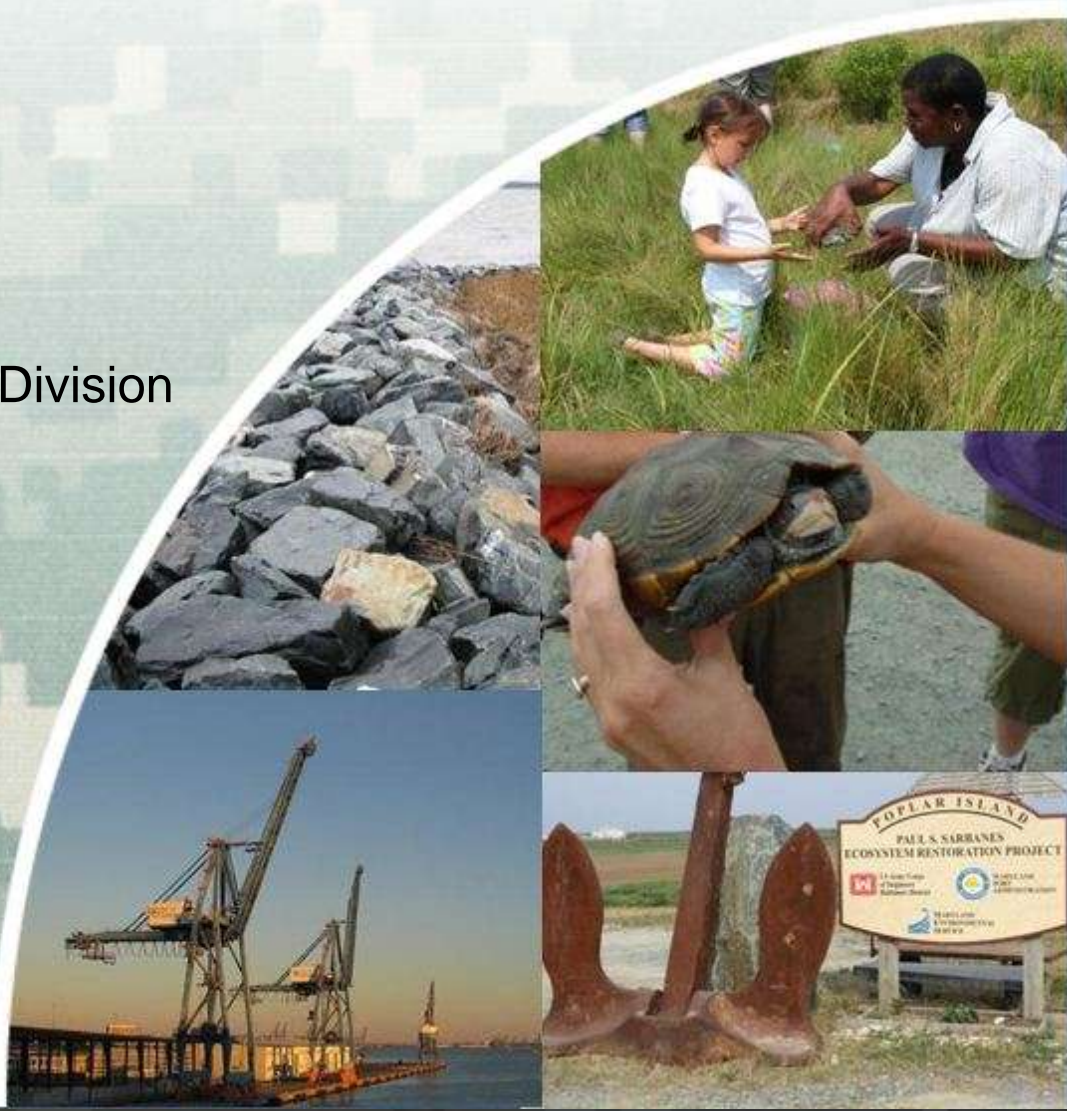
Linthicum Heights, MD

Apr. 10, 2015



®

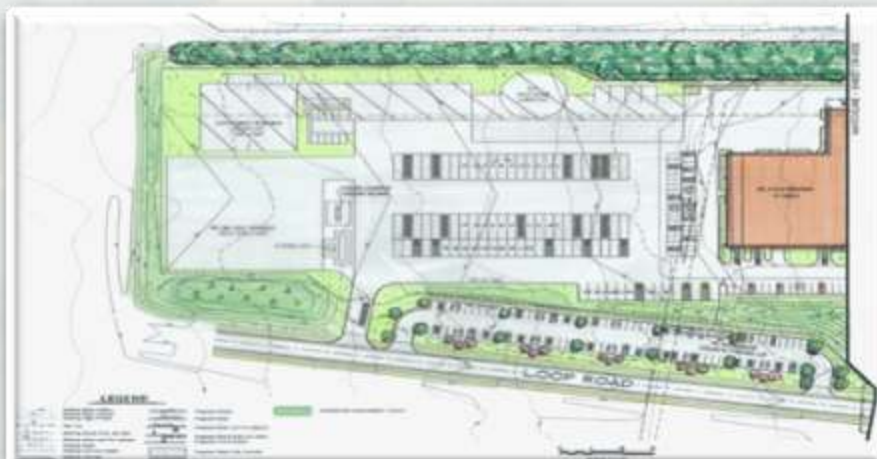
US Army Corps of Engineers
BUILDING STRONG®



Military Construction



Replace Defense Distribution Center Headquarters



Ft. Detrick Hazardous Material Storage Building



Ft. Belvoir Secure Operations Admin Facility



Replace U.S. Army Public Health Command Laboratory at Aberdeen Proving Ground

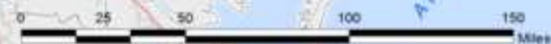
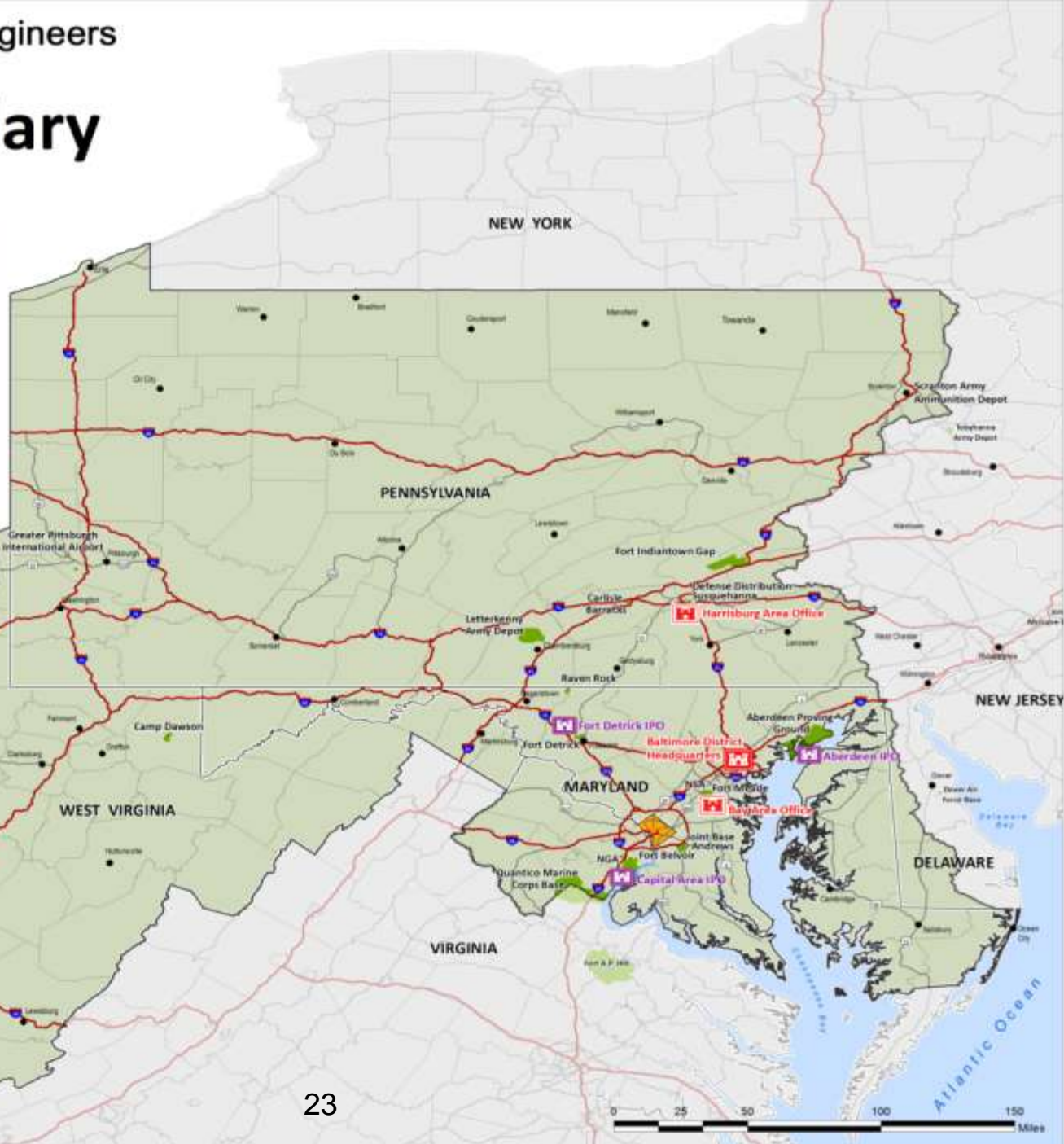


Military Boundary



LEGEND

- NAB Military Boundary
- Military Installations
- Baltimore District Headquarters
- Baltimore District Area Offices
- Integrated Program Offices (IPO)
- Cities and Towns
- Interstates
- Highways
- Counties



MILITARY SUPPORT

Installations* & Key Tenants & Clients**

*Aberdeen Proving Ground, MD

Director of Public Works
Automotive Technology Evaluation Command
Environmental, Chemical & Biological
Command
20th Support Signal Command
US Army Research Institute for Chemical
Defense

*Adelphi Laboratory Center, MD

Director of Public Works
Army Research Laboratory

*Carlisle Barracks, PA

Director of Public Works
U. S. Army War College
Army Heritage Education Center

*Defense Distribution Susquehanna, PA

Defense Logistics Agency

*Fort Belvoir, VA

Director of Public Works

*Fort Detrick, MD

Director of Public Works
US Army Research Institute for Infectious
Diseases
National Interagency Bio-Defense Campus
Space & Missile Defense Command
National Center for Medical Intelligence
National Museum of Health & Medicine

*Fort Indiantown Gap, PA

National Guard Training Center

*Fort McNair

Director of Public Works
National Defense University

*Fort Meade, MD

Director of Public Works
Defense Adjudication Activities
Defense Information School
Asymmetric Warfare Group

*Joint Base Myer – Henderson Hall, VA

Director of Public Works

Joint Base Andrews-Naval Facilities, MD

11 Civil Engineer Squadron

*Letterkenny Army Depot, PA

Director of Public Works

**National Geospatial Agency

** Defense Logistics Agency

** Intelligence and Security Command

**Space & Missile Defense Command

**Military District of Washington

**Washington Headquarters Service

** Pentagon



FY15 APG, Md.

■ Public Health Command

- Estimated Award
Amount: \$200M-250M
- Mechanism: Design-Bid-Build
- Advertisement: Now in source selection
- Sub-contractor interest



FY15 APG, Md.

■ 20th CBRNE

- Award Amount: \$30M-50M
- Mechanism: Design-Bid-Build
- Advertisement: 3rd Quarter
- Unrestricted



FY15 APG, Md.

■ Building 4508

- Estimated Award Amount: \$3M-5M
- Mechanism: Design-Build
- Advertisement: 3rd Quarter
- Small business set aside



FY15 APG, Md.

■ Building 4120

- Estimated Award Amount: \$7M-15M
- Mechanism: Design-Build
- Advertisement: 4th Quarter
- Small business set aside



FY15 APG, Md.

- **Building 4220**
 - Estimated Award Amount: \$7M-15M
 - Mechanism: Design-Build
 - Advertisement: 3rd Quarter
 - Small business set aside



FY15 Ft Belvoir, VA

- **Building 2462 Boiler and Chiller Replacement**
 - Award Amount: \$5M-\$10M
 - Project Delivery: Design-Bid-Build
 - Advertisement: 3rd Quarter
 - Set Aside: Competitive 8A



FY15 Ft Belvoir, VA

■ Secure Operation Admin Facility

- Award Amount: \$100M-\$150M
- Project Delivery: Design-Bid-Build
- Advertisement: 3rd Quarter
- Set Aside: Unrestricted



FY15 Ft Belvoir, VA

- **HVAC Replacement, 3 Buildings**

- Award Amount: \$5M-\$10M
- Project Delivery: Design-Bid-Build
- Advertisement: 3rd Quarter
- Set Aside: Small Business



FY15 Ft Belvoir, VA

- **249 Engineer Battalion Facility Renovation**

- Award Amount: \$5M-\$10M
- Project Delivery: Design-Bid-Build
- Advertisement: 4th Quarter
- Set Aside: Small Business



FY15 Fort Detrick, Md.

■ Hazardous Materials Storage

- Award Amount: \$3M-5M
- Mechanism: Design-Build
- Advertisement: Now in source selection (MATOCC)
- Sub-contractor interest



FY15 Fort Detrick, Md.

- **Entry Control, Fencing and Parking**

- Award Amount: \$2.5M-4M
- Mechanism: Design-Bid-Build
- Advertisement: Now in source selection
- Sub-contractor interest



FY15 Fort Detrick, Md.

- **Occupancy Sensors, 200 KW PV, and Thermostats**
 - Award Amount: \$1-3M
 - Mechanism: Design-Build
 - Advertisement: Now in source selection (MATOCC)
 - Sub-contractor interest



FY15 Ft McNair, VA

■ Seawall Repair

- Award Amount: \$1M-\$5M
- Project Delivery: Design-Build
- Advertisement: 4th Quarter
- Set Aside: Small Business IFB



FY15 Ft McNair, VA

- **HVAC Upgrade, Bldg 35**

- Award Amount: \$1M-\$5M
- Project Delivery: Design-Bid-Build
- Advertisement: 4th Quarter
- Set Aside: 8A set aside



FY15 Ft McNair, VA

- **Upgrade JAG Bldg 32**

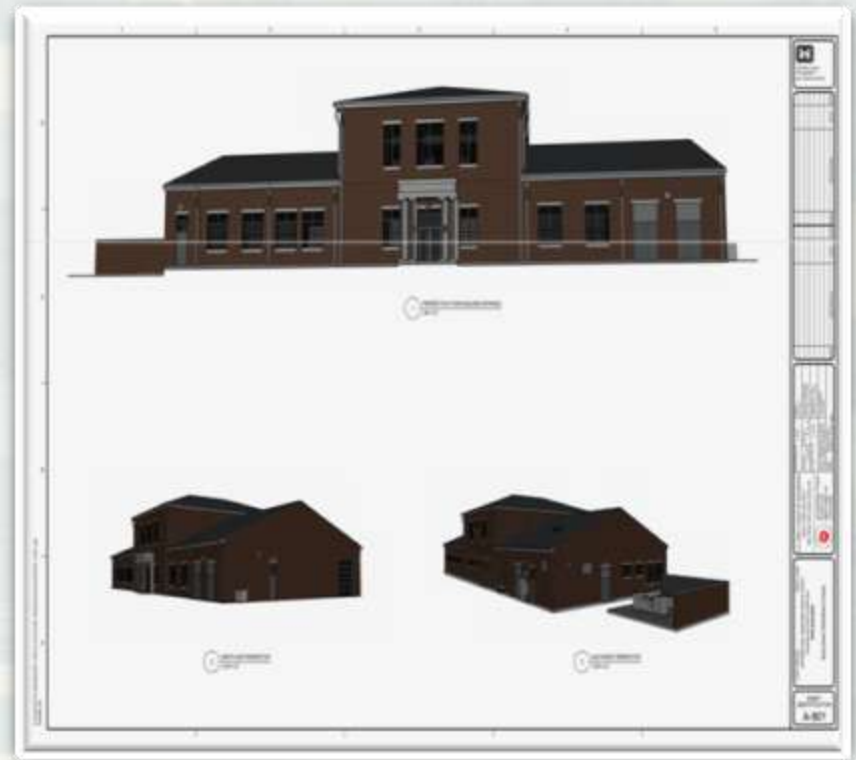
- Award Amount: \$1M-\$5M
- Project Delivery: Design-Build
- Advertisement: 3rd Quarter
- Set Aside: MATOC



FY15 Fort Meade, Md.

■ Directorate of Public Works Facility

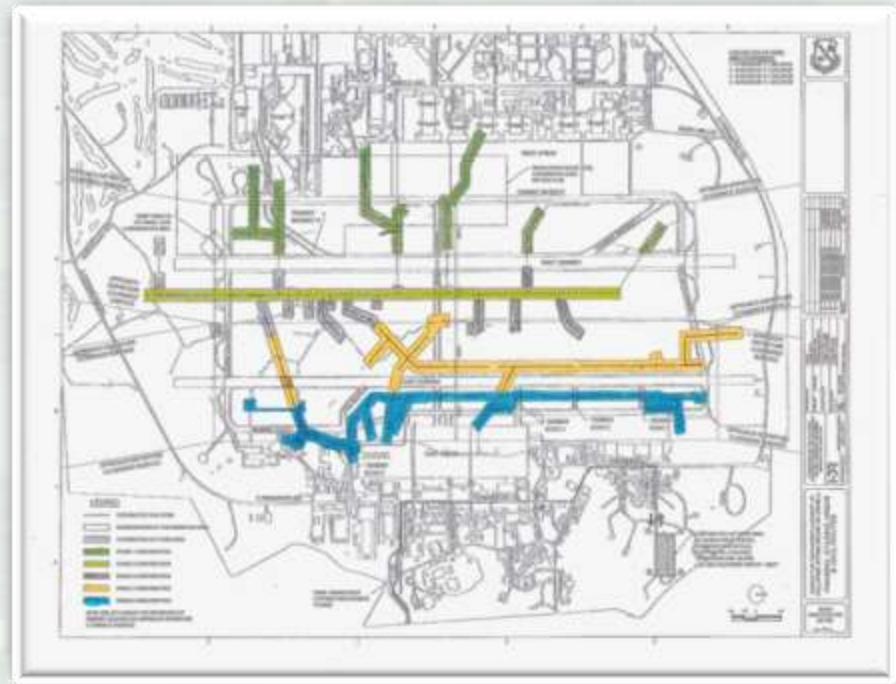
- Award Amount: \$5M-\$10M
- Mechanism: Design-Bid-Build
- Advertisement: 4th Quarter
- Set Aside: Small Business



FY15 Joint Base Andrews, Md.

■ Drainage

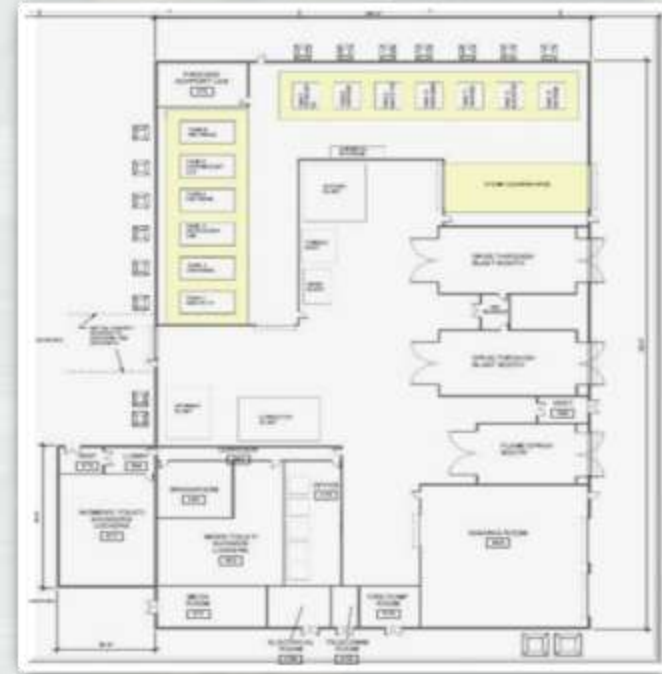
- Award Amount: \$30M-\$40M
- Mechanism: Design-Bid-Build
- Advertisement: 3rd Quarter
- Set aside Under Review



FY15 Letterkenny Army Depot, Pa.

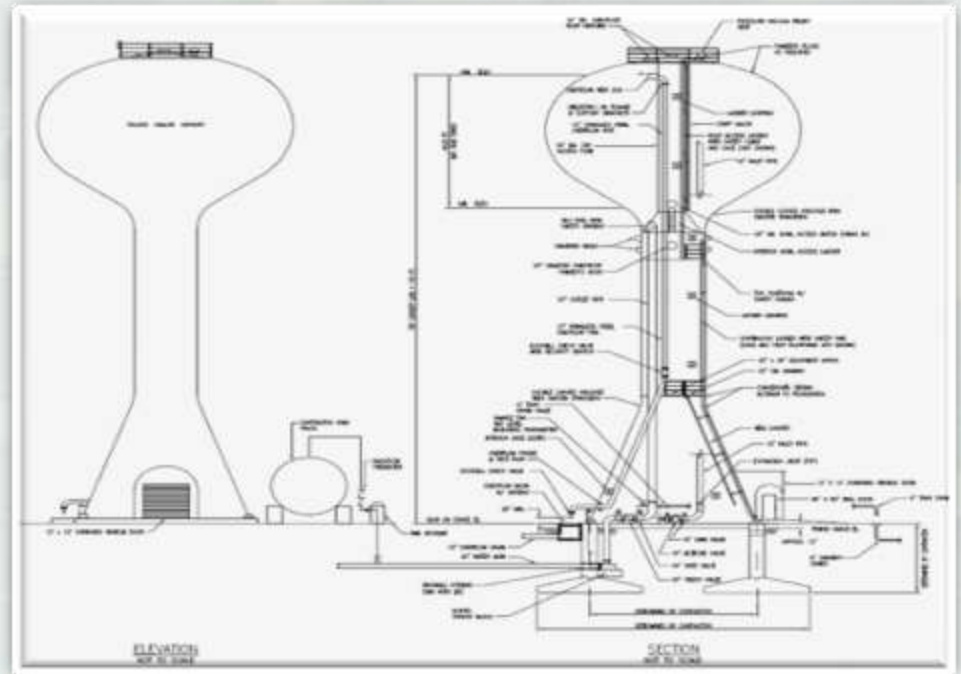
- **Component Rebuild Shop**

- Award Amount: \$10 - \$20M
- Mechanism: Design-Bid-Build
- Advertisement: 4th Quarter
- Set Aside: Small Business



FY15 New Cumberland, Pa.

- **Replace Reservoir**
 - Award Amount: \$1M-\$5M
 - Project Delivery: Design-Bid-Build
 - Advertisement: 4th Quarter
 - Set Aside: Small Business



FY15 New Cumberland, Pa.

Upgrade Access Control Point Gate # 1

- Award Amount: \$1M-\$5M
- Project Delivery: Design-Bid-Build
- Advertisement: 3rd Quarter
- Set Aside: Small Business



FY15 New Cumberland, Pa.

- Upgrade Public Safety Facility Bldg 911 in the Defense Logistics Agency Distribution Center
 - Award Amount: \$5M-\$10M
 - Mechanism: Design-Bid-Build
 - Advertisement: 3rd Quarter
 - Set Aside: Small Business



FY15 New Cumberland, Pa.

- **Install Transpired Solar Wall Panels Bldgs 82, 83, 84, 85**

- Award Amount: \$1M-\$5M
- Project Delivery: Design-Bid-Build
- Advertisement: 4th Quarter
- Set Aside: Small Business



FY15 New Cumberland, Pa.

■ Upgrade Hazardous Materials Warehouse

- Award Amount: \$10M-\$25M
- Mechanism: Design-Bid-Build
- Advertisement: 3rd Quarter
- Set Aside: Small Business



IDIQ Contracting Opportunities Military



AE IDIQ Acquisitions in Progress

Contract Vehicle	MATOC
Capacity	\$15M each award
Set Aside	Full and Open
Type of Contract	Multidiscipline AE Design Services
# of Awards	4
Contract Performance Period	5 Year Base
How will contract be competed	Qualifications based selection using SF330
Procurement Schedule	Solicitation closed 20 Oct 14 Award - August 2015
Geographic Area	NAB Primary with North Atlantic Region access
Type of Work	AE Professional Services supporting Military, Civil & IIS Programs
Task order limitations	Information not available at this time



Construction IDIQs

HUBZone/SDVOSB MATOC	
Contract Vehicle	MATOC
Capacity	\$49.9M Shared among all awardees
Set Aside	HUBZone and SDVOSB
Type of Contract	Design-Build and Design-Bid-Build
# of Awards	3 to 5 contractors on MATOC
Contract Performance Period	Base + 4 ea 1 year Options
How will contract be competed	Two Phase Best Value Trade Off
Procurement Schedule (2 phase)	On Street – Phase one May 2015 Award – December 2015
Geographic Area	NAB Primary with North Atlantic Region access
Type of Work	New Construction/Renovation/Potential for Civil
Task order limitations	Minimum \$2,500 No Maximum



Construction IDIQs

Competitive 8(a) SATOCs	
Contract Vehicle	Competitive SATOC
Capacity	\$8M each award
Set Aside	8(a)
Type of Contract	Design-Build and Design-Bid-Build
# of Awards	5 Awards
Contract Performance Period	5 year Base
How will contract be competed	Two Phase Best Value Trade Off
Procurement Schedule (2 Phases)	On Street – One Per month (May-Sep 2015) Award – December 2015
Geographic Area	Installation Specific (List installations)
Type of Work	New Construction/Renovation - Intended for "small project initiative"
Task order limitations	Minimum \$2,500 No Maximum

POC: Steve Bowers, CCM

C, Contract Administration Branch

Construction Division

US Army Corps of Engineers, Baltimore District

410.962.4838 (Office)

Email: steve.bowers@usace.army.mil



Construction IDIQs

8(a) MATOC	
Contract Vehicle	MATOC
Capacity	\$40M*
Set Aside	8(a)
Type of Contract	Design-Build and Design-Bid-Build
# of Awards	4 Awards with \$10M capacity each
Contract Performance Period	5 year Base
How will contract be competed	Two Phase Best Value Trade Off
Procurement Schedule (2 phases)	On Street – May 2015 (Phase 1) Award – December 2015
Geographic Area	NAB Primary with North Atlantic Region access
Type of Work	New Construction/Renovation/Potential for Civil
Task order limitations	Minimum \$2,500 No Maximum

POC: Steve Bowers, CCM

C, Contract Administration Branch
Construction Division

US Army Corps of Engineers, Baltimore District
410.962.4838 (Office)

Email: steve.bowers@usace.army.mil



Construction IDIQs

District MATOC	
Contract Vehicle	MATOC
Capacity	\$499M
Set Aside	Unrestricted and small business pools
Type of Contract	Design-Build and Design-Bid-Build
# of Awards	Up to 5 Awards each pool
Contract Performance Period	5 year Base
How will contract be competed	Two Phase Best Value Trade Off
Procurement Schedule	On Street 3rd Quarter FY15 Award 4th Quarter FY15 or 1 st Quarter FY16
Geographic Area	Nation-wide (CONUS + Hawaii)
Type of Work	New Construction/Renovation
Task order limitations	Minimum \$2000 No Maximum

POC: Frank Benvenga

Acting Deputy Chief, Programs and Project Management
Division (PPMD)

410-962-7961

Email: frank.c.benvenga@usace.army.mil



Master Planning IDIQs

Small Business MATOC	
Contract Vehicle	MATOC (Architech Engineer)
Capacity	\$10M
Set Aside	All Small Business
Type of Contract	AE Services to support Master Planning
# of Awards	3 awards w/\$10M capacity each
Contract Performance Period	5 year base
How will contract be competed	Qualifications based selection using SF330
Procurement Schedule	Scheduled advertise: Feb 2015 Scheduled Award - July 2015
Geographic Area	North Atlantic Region
Type of Work	Master Planning (vision Plans, Area Development Plans, DDFORM 1391s, Facility Utilization Surveys
Task order limitations	Minimum \$2,500 No Maximum
Competition after award	Fair Opportunity Notice will be issued for Task Orders estimated >\$150k to provide any additional qualification information not included in the SF330

POC: Elizabeth Santos

Master Planning Center of Expertise

US Army Corps of Engineers, Baltimore District

410.962.6790 (office)

email: elizabeth.m.santos@usace.army.mil



Military Emerging Trend: Workload Centers in FY16-20



Defense Distribution Center Susquehanna Headquarters Facility

Emerging Trends

➤ MILCON Program FY16- 20

- ▶ Lean (FY16-18)
- ▶ Opportunities FY18 >
- ▶ Design releases 4th Qtr FY16 /1st Qtr FY17
- ▶ Workload Centers Carlisle Barracks, Joint Base Andrews

➤ Energy Conservation & Investment Program (ECIP)

- ▶ Projects \$800k - \$4M
- ▶ IDIQ & Sole Source Task Order contract vehicles
- ▶ Design Build/Design Bid Build
- ▶ Small Business

➤ Increased Sustainment, Restoration, Modernization (SRM)

- ▶ Support to Major Installation Tenants
- ▶ Projects \$800k-\$4M in 3rd & 4th Qtrs
- ▶ IDIQ & Sole Source Task Order contract vehicles
- ▶ Use of Other Districts IDIQs
- ▶ Design Build/Design Bid Build
- ▶ Small Business

➤ International & Interagency Services (IIS)

- ▶ Non DOD Clients (USSS, DHS, FEMA)
- ▶ IDIQ & Sole Source Task Order contract vehicles
- ▶ Design Build/Design Bid Build



U.S. Army Corps of Engineers Baltimore District

Industry Day 2015

Presenter: Jim Simms, PE, PMP

Deputy Chief, RSFO

Mission Critical Facilities

Linthicum Heights, MD

Apr. 10, 2015



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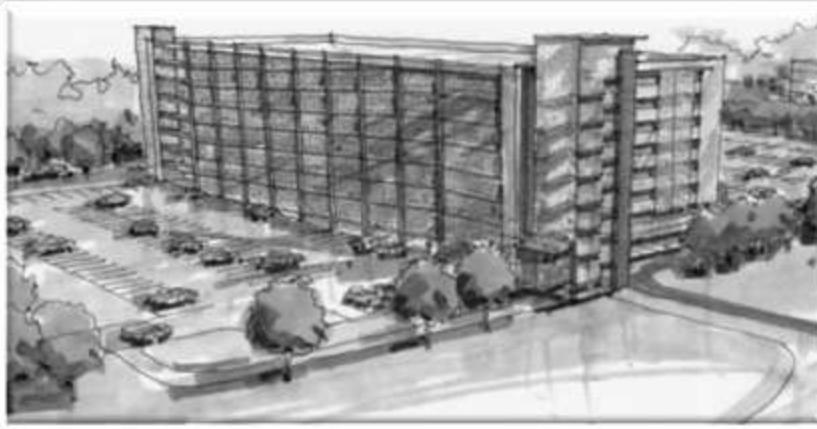
Secure Environment



Joint Operations Center



East Campus Building Marine Corps



East Campus South Parking Structure



East Campus Vehicle Control Point 'M'

FY15 Fort Meade, Md.

- **Campus Feeders**

- Project Magnitude: \$100M-\$250M
- Procurement: Two Step DBB/DB (SATOCC)
- Advertisement: 3rd Quarter
- Proposed Acquisition Strategy: Unrestricted



FY16 Fort Meade, Md.

■ East Campus Vehicle Control Point 'M' (VCP M)

- Project Magnitude: \$10M-\$25M
- Procurement: Design-Bid-Build
- Advertisement: 2nd Quarter
- Proposed Acquisition Strategy: Small Business



FY16 Fort Meade, Md.

■ East Campus Roads/ Intersections

- Project Magnitude: \$1M-\$10M
- Procurement: Design-Bid-Build
- Advertisement: 2nd Quarter
- Proposed Acquisition Strategy: Small Business



FY16 Fort Meade, Md.

■ ECB2

- Project Magnitude: \$250M-\$500M
- Procurement: Design-Build
- Advertisement: 2nd Quarter
- Proposed Acquisition Strategy: Unrestricted



FY16 Fort Meade, Md.

- **U.S. Army Intelligence and Security Command (INSCOM)**
 - Project Magnitude: \$25M-\$100M
 - Procurement: Design-Bid-Build
 - Advertisement: 3rd Quarter
 - Proposed Acquisition Strategy: To be determined



Planned FY15 RSFO IDIQs

RSFO AE Commissioning Support	
Contract Vehicle	IDIQ
Capacity	\$25M
Set Aside	NA
Type of Contract	AE
# of Awards	NA
Contract Performance Period	5 year Base
How will contract be competed	Brooks Act
Procurement Schedule	On Street – In source selection Award - 4th Quarter, FY15
Geographic Area	Nation-wide (CONUS + Hawaii)
Type of Work	Multi-discipline AE
Task order limitations	Minimum \$2000 No Maximum

POC: Jimmy Patel, PMP

Acting Deputy Chief, Real Property Services Office
(RSFO)

Email: jimmy.d.patel@usace.army.mil

410.854.0712



Planned FY15 RSFO IDIQs

RSFO AE IDIQ x2	
Contract Vehicle	IDIQ
Capacity	\$49M each awardee
Set Aside	NA
Type of Contract	AE
# of Awards	NA
Contract Performance Period	5 year Base
How will contract be competed	Brooks Act
Procurement Schedule	On Street - 3rd Quarter, FY15 Award – 1st Quarter, FY16
Geographic Area	Nation-wide (CONUS + Hawaii)
Type of Work	Multi-discipline AE
Task order limitations	Minimum \$2000 No Maximum

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410.854.0712



Planned FY15 RSFO IDIQs

RSFO SATOC	
Contract Vehicle	SATOC
Capacity	\$103M
Set Aside	NA
Type of Contract	Design-Build and Design-Bid-Build
# of Awards	NA
Contract Performance Period	5 year Base
How will contract be competed	Two Phase Best Value Trade Off
Procurement Schedule	On Street 3rd quarter FY15 Award 4rd Quarter FY15
Geographic Area	Nation-wide (CONUS + Hawaii)
Type of Work	New Construction/Renovation
Task order limitations	Minimum \$2000 No Maximum

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(RSFO)

Email: jimmy.d.patel@usace.army.mil

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U.S. Army Corps of Engineers Baltimore District

Industry Day 2015

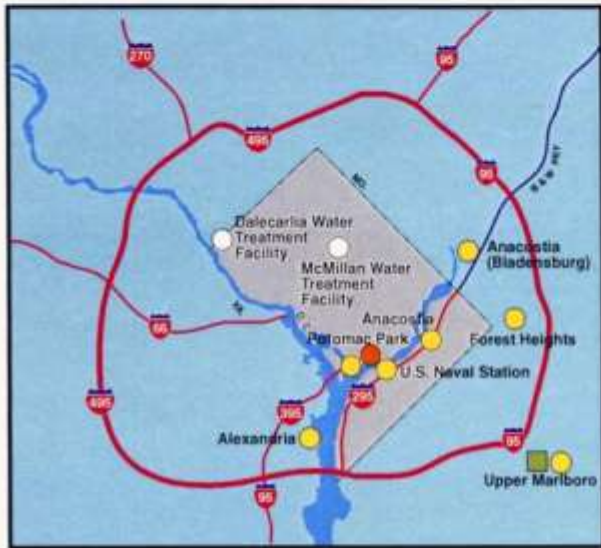
Presenter: Chris Nolta
Chief, Civil Project Branch
Linthicum Heights, MD
Apr. 10, 2015



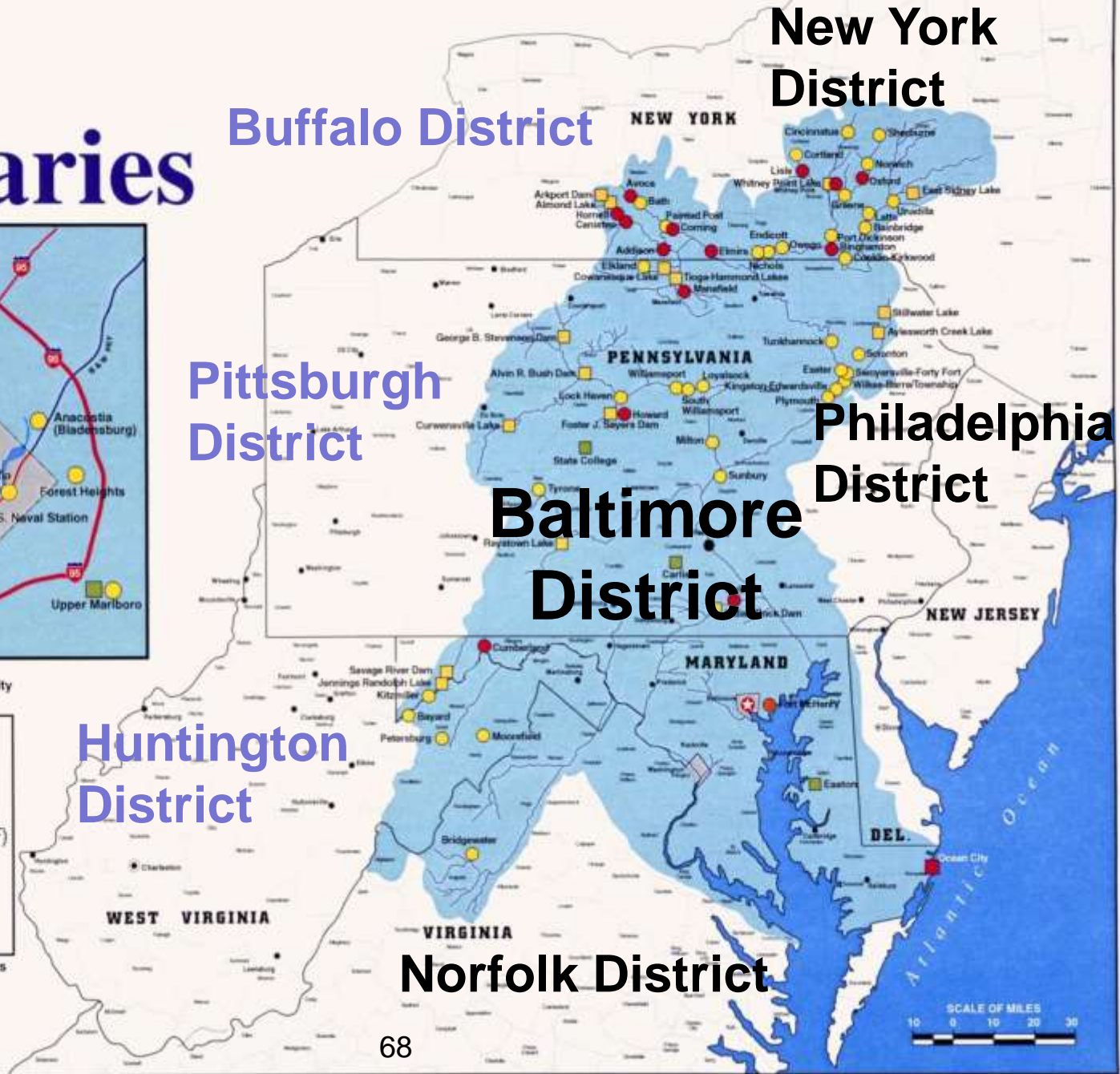
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Civil Boundaries



- Civil Works Boundaries
 - District Headquarters
 - Washington Aqueduct
 - Dams and Lakes
 - Local Flood Protection Projects (F)
 - Local Flood Protection Projects
 - Regulatory Field Offices
 - Navigation Field Office
 - Shoreline Protection Project
- (F) = Federally-Maintained Flood Protection Projects



Civil Works Mission

- Water resource planning, engineering, design, construction, operation & maintenance
 - Navigation
 - Flood and coastal storm damage reduction
 - Environmental ecosystem protection and restoration
- Recreation
- Water supply
- Regulatory
- Emergency response/recovery



FY15 Civil – Navigation

- **Baltimore Harbor & Channels**
 - Bucket Dredge
 - Magnitude: \$10M-\$25M
 - Advertise: 3rd Quarter
 - Acquisition Strategy: Unrestricted

- **Wicomico River**
 - Placement Site Work
 - Magnitude: \$1M-\$5M
 - Advertise: 3rd Quarter
 - Acquisition Strategy: Small Business

- **Knapps Narrows Maintenance Dredging**
 - Hydraulic Dredge
 - Magnitude: \$500K-\$1.5M
 - Advertise: 3rd Quarter
 - Acquisition Strategy: Small Business



Chesapeake Bay Dredging



FY15 Civil – Environmental Restoration

▪ Poplar Is. Spillway #1 Modification

- Magnitude: \$500K-\$1M
- Advertise: 4th Quarter
- Acquisition Strategy: Unrestricted

▪ Poplar Is. Sand Stockpiling for Dike Raising

- Magnitude: \$7-11M
- Advertise: 4th Quarter
- Acquisition Strategy: Unrestricted

▪ Sligo Creek Bio-Retention, PG County, MD

- Magnitude: \$150K-\$350K
- Advertise: 4th Quarter
- Acquisition Strategy: Small Business



Placing Oyster Substrate—contract pushed to FY16



Sligo Creek Stormwater Mgmt

FY15 Civil – Washington Aqueduct

- **Dalecarlia Chemical Building Electrical Upgrade**
 - Project Magnitude: \$1M-\$6M
 - Advertisement: 4th Quarter
 - Proposed Acquisition Strategy: Unrestricted
- **East Shaft Pumping Station Rehabilitation**
 - Project Magnitude: \$1M-\$6M
 - Advertisement: 4th Quarter
 - Proposed Acquisition Strategy: Unrestricted
- **Fire Protection System Improvements**
 - Project Magnitude: \$1-\$4M
 - Advertisement: 4th Quarter
 - Proposed Acquisition Strategy: Small Business



Dalecarlia Water Treatment Plant

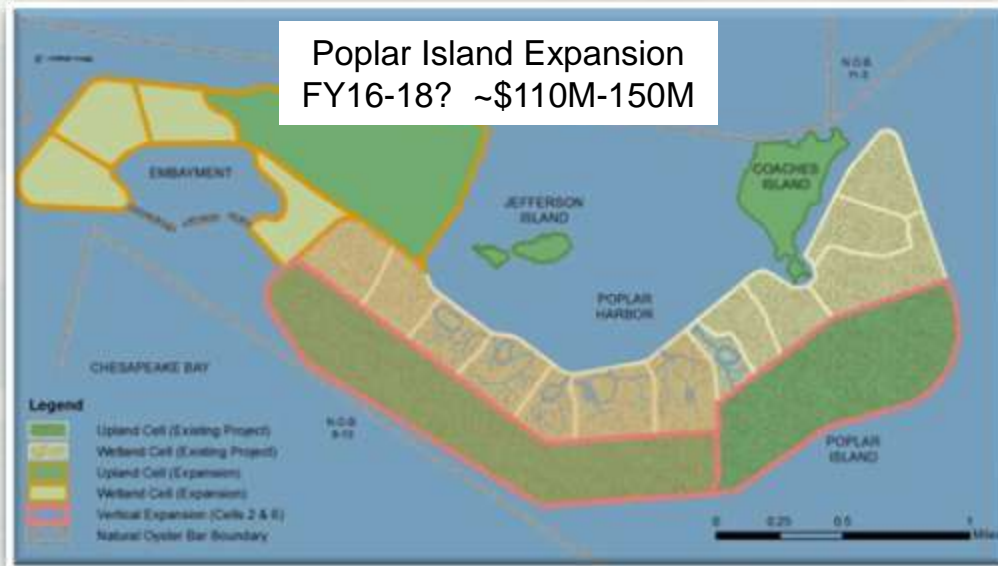
FY15 Civil – Washington Aqueduct

- **McMillan Transformer/Switchgear Building Renovation**
 - Project Magnitude: \$1M-\$4M
 - Advertisement: 4th Quarter
 - Proposed Acquisition Strategy: Unrestricted
- **Clearwell Reservoir Cleaning IDIQ**
 - Project Magnitude: \$4M-\$7M
 - Advertisement: 3rd Quarter
 - Proposed Acquisition Strategy: Unrestricted
- **Georgetown Reservoir Building Improvements**
 - Project Magnitude: \$1M-\$5M
 - Advertisement: 4th Qtr/1st Qtr FY16
 - Proposed Acquisition Strategy: Unrestricted
- **RPF Centrifuges Maintenance**
 - Project Magnitude: \$250K-\$1M
 - Advertisement: 3rd Quarter
 - Proposed Acquisition Strategy: Unrestricted
- **Forebay Dredge System Modifications**
 - Project Magnitude: \$300K-\$1M
 - Advertisement: 4th Qtr/1st Qtr FY16
 - Proposed Acquisition Strategy: Unrestricted



Civil Opportunities Beyond FY15

- Oyster substrate construction and dredging of Baltimore Harbor & Channels and Wicomico River, 3QFY16
- Periodic dredging Crisfield Harbor \$.5-1.5M, Twitch Cove and Big Thorofare \$1M-3M, proposed SBSA advertised in ~1QFY16
- Small Navigation Construction (Continuing Authorities Program, Section 107):
 - Rhodes Point, Somerset County, MD: \$10-12M Jetty and breakwater construction 3QFY16
 - St. Jerome Creek, St Mary's County, MD: \$9-11M Jetty construction 3QFY17
- Washington Aqueduct \$500-1.5M North Clearwell Maintenance & Improvements 3QFY16
- Washington Aqueduct \$10M-15M 8a MATOC 1QFY16 and ~\$10M AE MATOC 1QFY17



U.S. Army Corps of Engineers Baltimore District

Industry Day 2015

Presenter: Michael J. Rogers, P.E.

Chief, Environmental & Munitions

Design Center

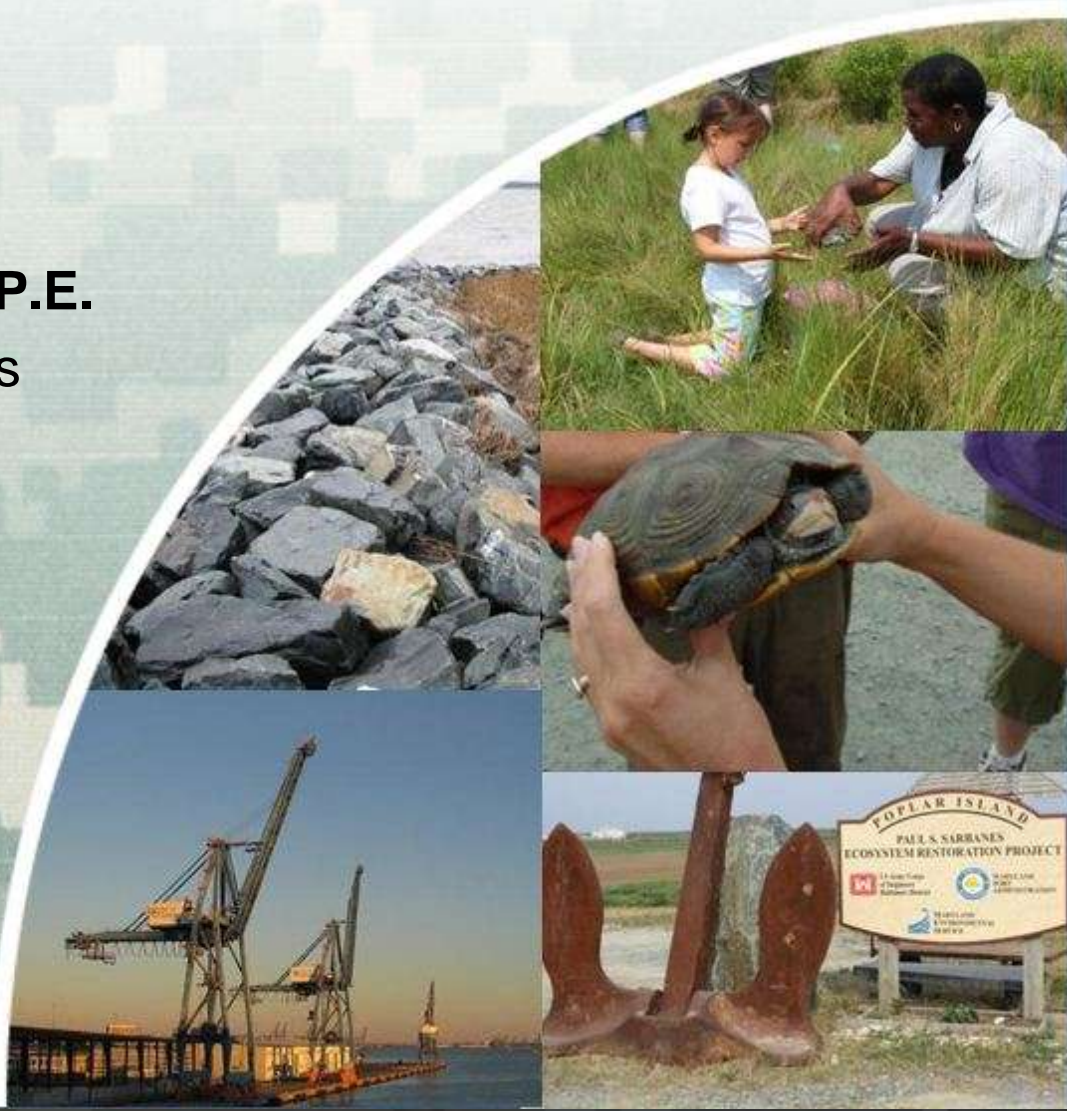
Linthicum Heights, MD

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Environmental Services



Former Frankford Arsenal Remediation



W.R. Grace Building 23 Remediation



Spring Valley Formerly Used Defense Site



Sturgis Decommissioning

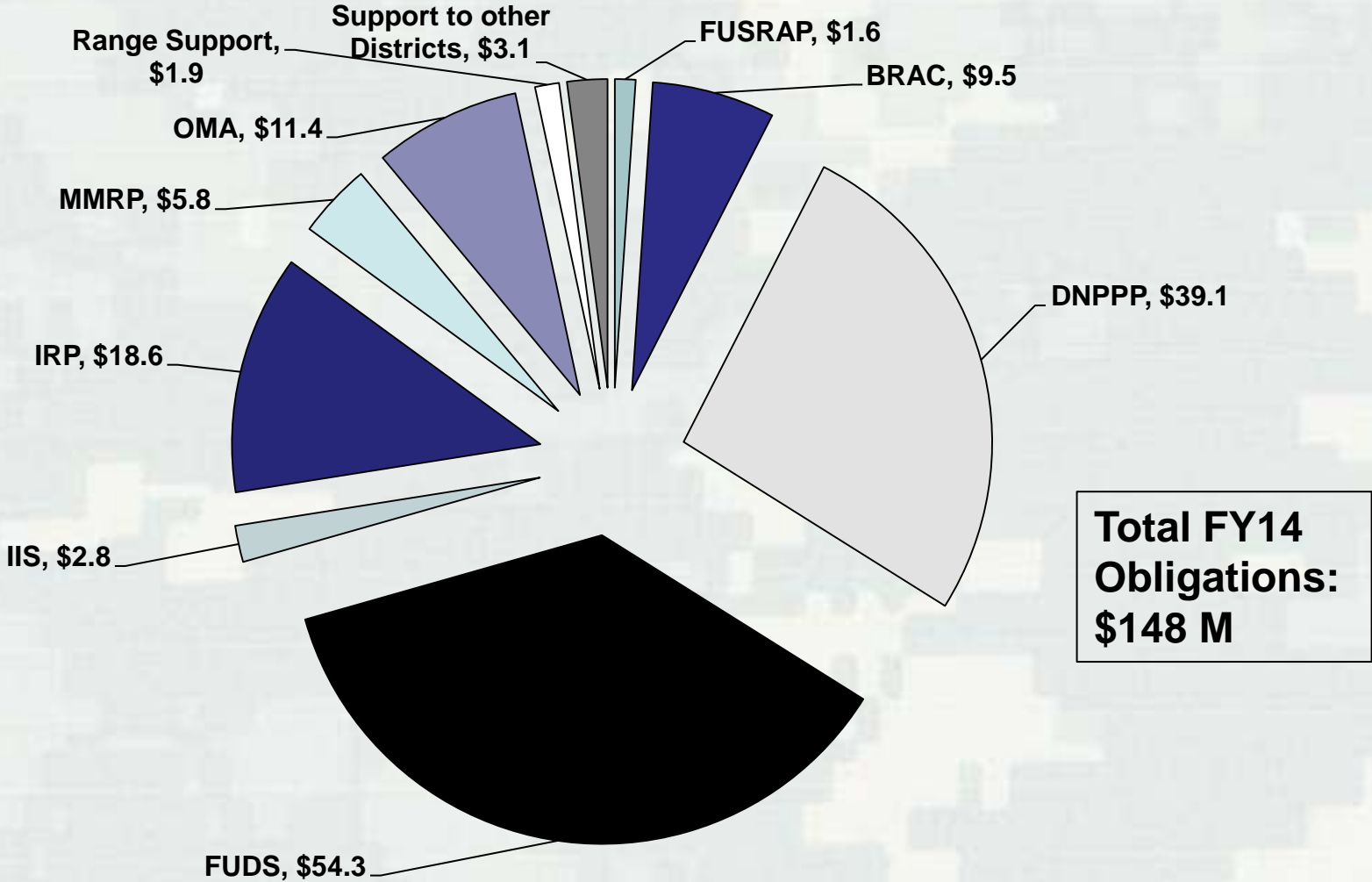
EMDC Organizational Roles

- **Baltimore District Environmental Program Management**
 - Program and Project Managers
 - Full Spectrum Service: Planning, Design, Construction
- **Regional HTRW Design Center**
 - One of two in North Atlantic Division (NAE/NAB)
- **National Military Munitions Design Center**
 - One of four conventional MM DC's (HNC,NWO,SPD,NAB)
- **Regional Health Physics Center of Expertise**
 - Only one in USACE, national focus



FY14 NAB Environmental Execution

\$ obligated, millions





HTRW / MM Architect-Engineer
8 at \$100-\$150M ~15% SB

General Environmental Services
14 at \$200-\$300M ~60% SB

Military Munitions Env Services
5-10 at \$200-\$300M ~40% SB

Contract Toolbox Status

- Environmental A/E Services
 - ➤ Remaining Capacity ~ \$102M (~30% utilized)
 - Ordering period thru Jun 2018
- Multiple Award Environmental Services (“MAES”)
 - ▶ Remaining Capacity ~ \$122M (~50% utilized)
 - ▶ Ordering period thru Jan 2017
- Multiple Award Military Munitions Env. Services (“MAMMS”)
 - ▶ Ordering period ended
 - ▶ Replacement acquisition in progress



Acquisitions In Progress

FY 15 Multiple Award Military Munitions Services (MAMMS)	
Contract Vehicle	MATOC
Capacity	\$240 M Shared between all awardees
Set Aside	Up to 5 Small Business reserves
Type of Contract	Environmental Service
# of Awards	Up to 10
Contract Performance Period	5 year ordering period
How will contract be competed	RFP Best Value
Procurement Schedule	Proposals Received - 29 Aug 2014
	Award - Jun 2015
Geographic Area	NAD mission area CONUS
Type of Work	Military Munitions Services
Task order limitations	\$50 M maximum per task order
Competition after award	Fair Opportunity



Acquisitions In Progress

FY 17 Multiple Award Radiological Transport & Disposal (MARTADS)	
Contract Vehicle	MATOC
Capacity	\$225 M Shared between all awardees
Set Aside	Small Business
Type of Contract	Environmental Service
Number of Awards	3 to 5
Contract Performance Period	10 year ordering period
How will contract be competed	RFP Best Value
Procurement Schedule	Proposals Received - 14 Nov 2014
	Award - Apr 2015
Geographic Area	NAD Primary with CONUS access
Type of Work	Transport & Disposal of Radiological Waste
Task order limitations	\$50 M maximum per task order
Competition after award	Fair Opportunity



Upcoming Acquisitions

FY 17 Multiple Award Environmental Services (MAES)	
Contract Vehicle	MATOC
Capacity	\$240 M Shared between all awardees*
Set Aside	TBD
Type of Contract	Environmental Service
# of Awards	10 to 15*
Contract Performance Period	5 year ordering period*
How will contract be competed	RFP Best Value
Procurement Schedule	Sources Sought Spring/Summer 2015
	RFP Jan 2016
	Award - Feb 2017
Geographic Area	NAD mission areas with CONUS access
Type of Work	General Environmental Services
Task order limitations	TBD
Competition after award	Fair Opportunity



FY15 Contract Projections

New AE Task Orders	\$17 M	(16 task orders)
New Env. Service Task Orders	\$17 M	(21 task orders)
Exercise Options/Mods	\$ 5 M	
Blanket Purchase Agreements	\$15 M	(5 actions)
Other Contractual Services	<u>\$ 1 M</u>	(13 actions)
	\$ 55 M	



U.S. Army Corps of Engineers Baltimore District

Industry Day 2015

Presenter: Tamika Gray
Deputy for Small Business
Linthicum Heights, MD
Apr. 10, 2015



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FY 14 Small Business Accomplishments



(As of 9 October 2014)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$271,314,715	24.54% / 23% / 23%	41.5%
Small Disadvantaged	\$151,869,641	13.73% / 5% / 10%	18%
8(a)	\$31,594,701	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$59,374,617	5.37% / 5% / 6%	7%
Service-Disabled Veteran-Owned	\$22,698,290	2.05% / 3% / 3%	4%
HUBZone	\$22,874,680	2.07% / 3% / 3%	11%

Total Dollars Obligated (to include SB awards): \$1,105,736,828

Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	





FY 14 Small Business In Comparison....

- Of all the district offices in USACE, NAB had the largest amount of obligations accounting for 7% of all USACE
- 2nd to Huntsville Center— (*\$1.8B in spending*), which is considered a division level office
- NAB did more than half of NAD total obligations— *51%*
- *NAB did the largest amount of SB dollars within NAD*





FY 15 Small Business Goals & Targets

Prime Contract Goals:

- SB 25%
- SDB 10%
- WOSB 6%
- HUBZone 3%
- SDVOSB 3%

- HBCU* 2.5%

**No Statutory goal - Aspirational*

Subcontracting Targets:

- SB 50%
- SDB 17%
- WOSB 18%
- HUBZone 10%
- SDVOSB 4%
- VOSB 8.5%








FY 15 Small Business Accomplishments

(As of 2 April 2015)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$48,120,946	16.81% / 23% / 25%	41.5%
Small Disadvantaged	\$30,650,316	10.71% / 5% / 10%	19%
8(a)	\$10,741,691	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$18,563,473	6.48% / 5% / 6%	7%
Service-Disabled Veteran-Owned	\$1,183,106	.41% / 3% / 3%	4.5%
HUBZone	\$4,817,268	1.68% / 3% / 3%	9%

Total Dollars Obligated (to include SB awards): \$286,290,993

Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	



Competitive Procurements

What is the biggest mistake made when responding to a competitive solicitation?

- Not providing sufficient information for the Government to ascertain what you really bring to the table



Competitive Procurements

Let's focus on the Technical Submission

- This is the most subjective of all the submission volumes
- This is where you are “selling your capabilities” for the solicited project



Competitive Procurements

What is key?

- When responding focus on three (3) simple questions
 - What?
 - How?
 - Why?



Competitive Procurements

WHAT?

WHAT have you done?

- This pertains to past performance.
 - Make sure you explain **WHAT** makes your submitted past performance relevant to the solicited project.



Competitive Procurements

WHAT? (con't)

WHAT will you do?

- This pertains to technical/management approach.
 - Make sure you explain **WHAT** you are going to do to make this a successful project.
 - ✓ Remain focused on the solicited project
 - ✓ Do not talk in generalities



Competitive Procurements

HOW?

HOW will you do what you've committed to?

- HOW adds credence to what you are going to do. It demonstrates you've thought about implementation of your technical commitments.
 - If you don't have a plan on HOW to make it happen, the "what" becomes irrelevant.
- Remain focused on the solicited project
- Tie your discussion specifically back to what you are going to do
- Do not generalize



Competitive Procurements

WHY?

Maybe the most important question

- WHY is simply your explanation of WHY you believe “what” you’ve committed to and “how” you are going to fulfill those commitments, is in the Government’s best interest.
 - Explain the rationale behind your approach
 - Explain why your approach will work
 - Don’t make the presumption the Government will figure it out.
- Remain focused on the solicited project
- Do not generalize





U.S. Small Business Administration





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





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Baltimore

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Baltimore Corps talks Civil Engineering at Morgan State University

Civil engineers with the U.S. Army Corps of Engineers, Baltimore District, hosted a panel discussion that provided local college students with both professional and personal advice at Morgan State University on Nov. 6.

Story



<http://www.nab.usace.army.mil/>




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Business With Us

The Baltimore District partners with private industry, including large, medium and small firms to accomplish a diverse mission around the world. Our contracting office supports civil works, military and environmental projects.


The Army Corps of Engineers fully supports the government policy of placing a fair proportion of the Corps contracts for supplies, design engineering, construction and support services with qualified Small, Small Disadvantaged, Women-Owned, HUBZone, Service-Disabled Veteran-Owned and Veteran-Owned business. In addition, such concerns are to be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large business.



Current Baltimore District Contracting Opportunities



Forecasted FY15 Contracting Opportunities



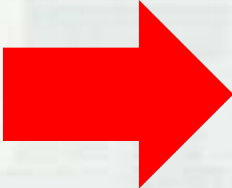
Awarded Prime Contracts

Contacts

Name	Email	
Col. Trey Jordan	trey.jordan@usace.army.mil	Baltimore District Commander
Tamika Gray	tamika.gray@usace.army.mil	Deputy for Small Business
Mike Rogers	michael.j.rogers@usace.army.mil	Environmental & Munitions Design Center
Frank Benvenga	frank.c.benvenga@usace.army.mil	Military Programs
Chris Nolta	christopher.m.nolta@usace.army.mil	Civil Programs
Patrick Findlay	patrick.g.findlay@usace.army.mil	Real Property Services Field Office
Scott Drumheller	Scott.Drumheller@usace.army.mil	APG/Ft. Detrick IPO Program Manager
Bill Tully	William.J.Tully@usace.army.mil	APG/Ft. Detrick IPO Program Manager

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- [SAME - Chesapeake Post](#)
- [Industry Day 2013](#)
- [Small Business](#)
- [Real Estate](#)
- [Contracting](#)



Breakout Sessions

A300: Military Programs

A111/113: Small Business

Bridge Room: Civil

A302: RSFO

A303: Environmental & Munitions Design Center

