

WORKING WITH THE US ARMY CORPS OF ENGINEERS PORTLAND DISTRICT

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USACE CIVIL WORKS FACTS AND FIGURES

- Navigation -Moving goods to market: 98% of overseas trade, by weight, with value of \$2 trillion, move through Corps projects; 59 high-use harbor projects account for 90% of cargo moving on harbors/channels.
- Hydropower -Inexpensive and sustainable: Largest owner and operator of hydroelectric power plants in the U.S.; producing 24% of nation's hydropower or 3% of total U.S. electric energy, largest hydropower supplier in U.S., revenue of \$5B per year.
- Drinking Water: USACE can safely store 6.9 billion gallons per day to meet daily in-home needs of 103 million people.
- Waterways Support Jobs/Trade: 13 million US jobs and 1/3 of GDP is directly linked to trade on our waterways.



USACE CIVIL WORKS FACTS AND FIGURES

- Protects the population: Half of all Americans live within 50 miles of the coast; USACE projects avoid \$8 of damages for each \$1 invested (adjusted for inflation) and prevented more than \$488B in damages from 2006-2015; \$34.7 billion of damages prevented in 2015; weather related disasters have tripled in the last 30 years.
- Quality of life: 370 million visits annually at 403 lake and river projects in 43 states; USACE is THE LARGEST federal provider of outdoor recreation –annually contributing \$18B to local economies.
- Cost to finish current civil works construction projects is \$23.5 billion; receive about \$1.5 billion a year in construction funding.
- Report Card: American Society of Civil Engineers gives U.S. infrastructure a D+ and estimates \$3.6 trillion needed by 2020.



PORTLAND DISTRICT MISSION

- Provides vital public engineering services to the Pacific Northwest and Nation during peace and war to strengthen our security, ***promote a strong economy*** and enhance environmental sustainability.
- Portland District encompasses nearly 97,000 square miles of land and water in Oregon and southwestern Washington. The District's future is tied to helping to balance the region's competing needs for navigation, flood damage reduction, hydropower, fish and wildlife habitat, disaster recovery, irrigation and recreation.



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PORTLAND DISTRICT PROJECTS



Who are our **key** stakeholders?

- Other Federal Agencies – BPA
- Tribal, State, and Local Governments – Sponsors
- Large Associations – SAME, PNW Waterways Association, AGC



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Multiple Purpose Operational Projects



1. Mount St. Helens Sediment Retention Structure



22. Bonneville



21. The Dalles



20. John Day



19. Willow Creek



2. Willamette Falls Lock



3. Big Cliff



4. Detroit



5. Foster



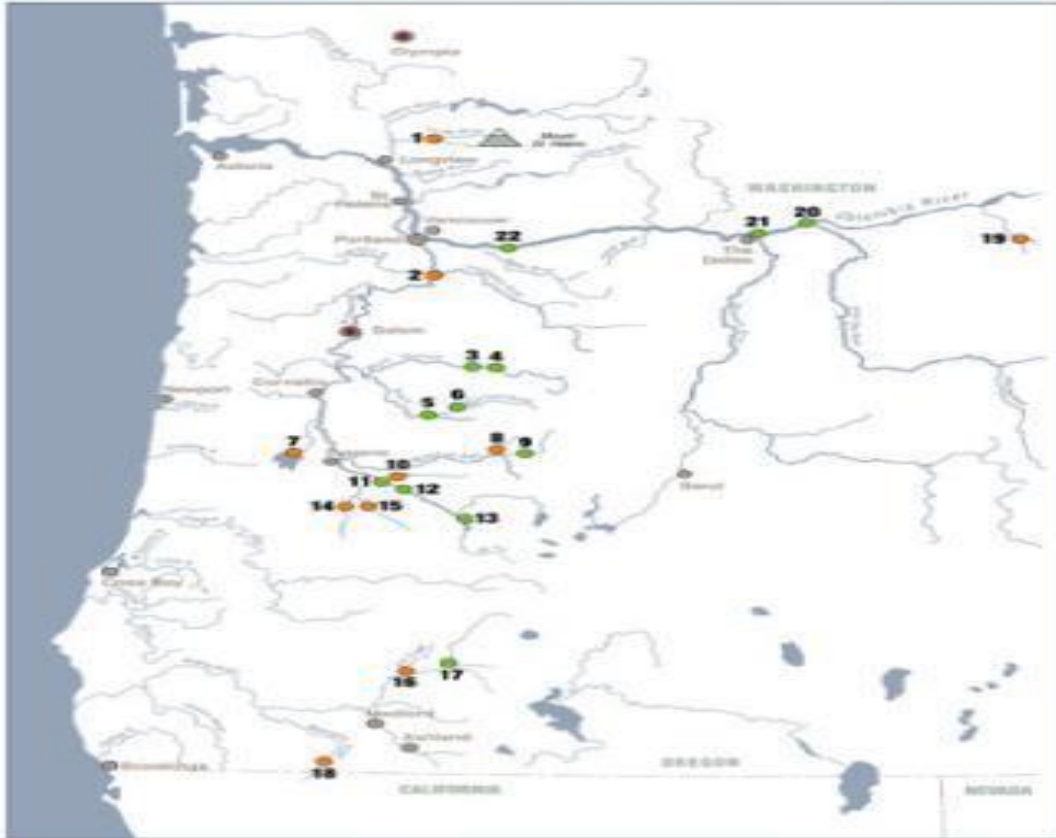
6. Green Peter



7. Fern Ridge



8. Blue River



9. Cougar



10. Fall Creek



11. Dexter



18. Applegate



17. Lost Creek



16. Elk Creek



15. Dorena



14. Cottage Grove



13. Hills Creek



12. Lookout Point



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Regulatory



Navigation

Portland District Civil Works Missions



Hydropower



Recreation



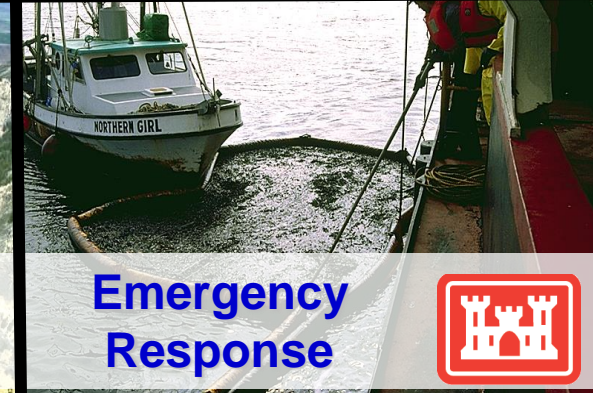
Irrigation / Water Supply



Environmental Protection & Restoration



Flood Damage Reduction



Emergency Response



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HOW IS THIS ACCOMPLISHED?

- Improving and maintaining navigation for economic development and safety
- Preventing and reducing flood damage
- Restoring, enhancing and maintaining ecosystems
- Regulating activities in wetlands and waterways
- Generating reliable and efficient hydropower
- Providing Corps-wide expertise in hydroelectric planning and engineering
- Providing safe and healthful recreational opportunities for the public



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UNDERSTAND PORTLAND DISTRICT'S WORK AND CHALLENGES

- **Information is Publicly Available**

 - Understand Corps' Mission as part of the Army

 - Priorities to Nation and Budget

 - News Releases with Chief's Framework and Guidance

- **How Portland District is Structured**

 - Key Program – Hydro Dams, Specialized Work

 - Challenges – Aging Infrastructure, Need to fabricate

 - District Boundaries (Basins) and Type of Appropriations

 - Centers of Expertise - HDC

- **Who are our Key stakeholders?**

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 - Large Associations – SAME, NW Waterways Association, AGC



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UNDERSTAND PORTLAND DISTRICT'S WORK AND CHALLENGES

How Portland District is Internally Structured and Roles

- Military personnel and Civilians working together
- Premier Engineering Organization - Competency
- PM based organization - **Risk Adverse, Customer Oriented**
- Professionalization of Acquisition Workforce and Transparent Acquisition Process – Limited Resources

Each District is Different

- **Commander** sets framework at that geographical location, based on the **mission and stakeholder relationships**
- Small Business Specialist is resource for this framework information
- **Types** of Contracts in place provide insight



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HOW MUCH AND WHAT DO WE BUY?

In support of our mission during a normal year, we purchase approximately **\$150 - \$175** million of supplies and services.

FY16 \$172,471,554

NAICs 237990 - \$117,743,279

- Construction including Dredging (**@ \$63M to Port of Portland & West Coast Hopper**)
- Hydro dam repairs: Gates, Wire Ropes, Butterfly valves, Stop Logs, Fabrication, Crane Rehabilitation, Fish Facilities, Turbine Upgrades, Digital governors,

NAICs 336611 - \$14,266,634

- Ship Building and Repair for two district-owned Dredges
- Boat Repair Parts

NAICs 332312 - \$9,244,351

- Fabrication of Metal Structures/Parts
- Retrofits at Projects, on Dams, Fish Screens



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HOW DO WE BUY?

Construction

- IFB, LPTA, BVTO, SAP Procedures – Complexity & Dollar Value Dictate
- SOME IDC's - Digital Governors, HUB Upgrades, Sources Sought for DB MATOC
- 8a Program Sole Source

Services/Supplies

- RFQ's, RFP's, LPTA, BVTO, SAP
- IDC's (MATOC's) Biological Services, Sediment Sampling, Master Planning, Cultural Resources,
- BPA's Hauling, CADD Services

AE Service

- Follow Brooks Act Procedures, 5-year cycle w/ FY17 a procurement year
Larger dollar capacity Multi-discipline & smaller dollar specialized disciplines

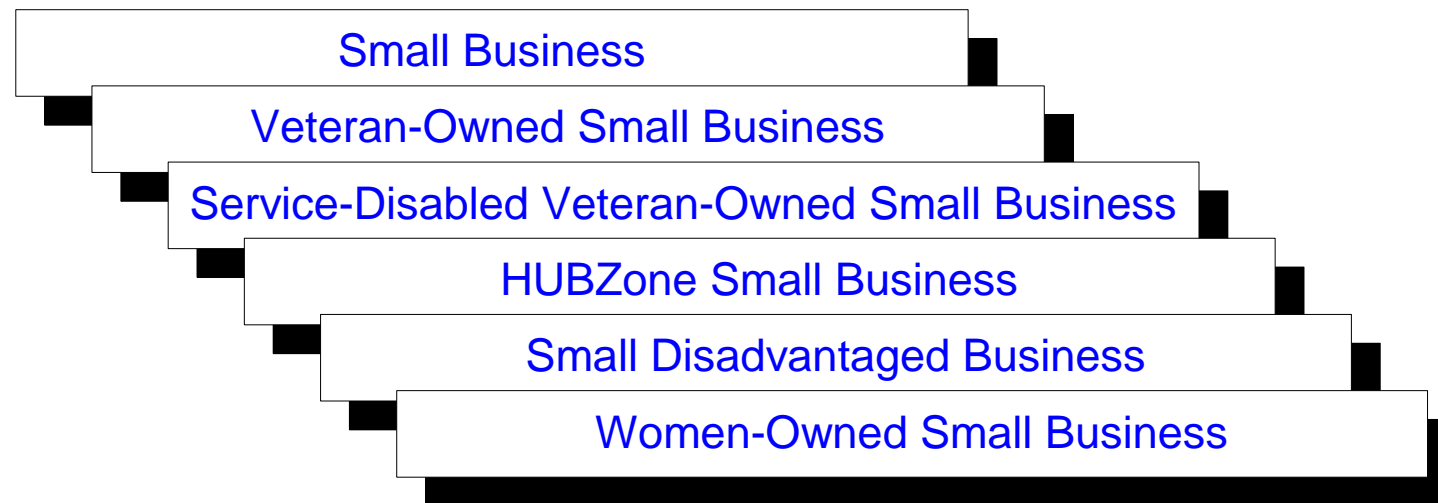


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BASIC POLICY OF THE FEDERAL GOVERNMENT

The policy of the Government ... provide *maximum practicable* opportunities in its acquisitions, including subcontracting to:



RESPONSIBILITY OF HEADS OF CONTRACTING ACTIVITY

- Effective implementation of small business programs, including achieving program goals.
- Ensuring that contracting and technical personnel maintain knowledge of small business program requirements ... take all **reasonable** action to increase small business participation.
- Act to ensure small business planning as a key activity in acquisition planning.



OPPORTUNITIES FOR PROMOTING SMALL BUSINESS IN THE ACQUISITION PROCESS

Advance planning and shaping the Acquisition Plans is a major opportunity

- Understand the requirements of FAR Part 7 (Acquisition Planning)

Undertake market research to ensure **MAXIMUM** small business participation

- Market research is a key activity to determine whether intended bundling or consolidation may provide substantial benefits to the Government or be an unjustified inhibitor of small business participation
- Small business and related markets are constantly changing



WHY CONDUCT MARKET RESEARCH?

Market Research is required to:

Understanding
the Industry

- Obtain data on market capabilities (i.e., availability, cost, competition)
- Understand business practices

-Determine commercial sources, and

Sourcing
Strategy

- Enable the procuring activity to complete or refine its acquisition strategy



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WHY CONDUCT MARKET RESEARCH?

Market Research must answer two questions:

1) Can the Government's needs be met by a product or service available in the commercial marketplace?

(FAR PART 10)

2) Are there **qualified** small businesses capable of meeting/providing the product or service required by the Government? (FAR 19)

**Value Added
Service**



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ELEMENTS OF MARKET RESEARCH

We **qualify** small businesses by analyzing:

Capacity : Resources to meet requirements

Capability: Ability to provide services/products where needed

Credit Worthiness: Financial status, Bonding Level



SOURCES SOUGHT NOTICES

- Announcement of potentially forthcoming requirement(s) that an activity is looking to procure
- Used for market research to determine if small or other socioeconomic category businesses are capable of providing a product, service or other specialty
- Posted, most often in FedBiz Ops
- Read & Understand evaluation criteria, submittal requirements/limitations
- Include statement on company's **expectation of bidding**

What is the Importance to Vendors?

- Learn about federal programs or planned acquisitions
- Opportunity to submit corporate information permitting evaluation of capabilities
- Decision to set-aside a project is often made on the basis of the responses received to the sources sought
- Contact POC listed in announcement for technical questions, small business specialist for process questions



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PORTLAND SMALL BUSINESS STATISTICS FY16

Total US Business	Dollars
US Business	\$171,575,598

Socio-Economic Category	Dollars	% Dollars	Goal
Small Business	\$79,298,341	46.22%	40.98%
SDB Direct	\$12,434,307	7.25%	9.54%
Service Disabled VO	\$15,474,104	9.02%	1.30%
Woman Owned SB	\$5,558,217	3.24%	4.79%
HUBzone SB	\$5,820,522	3.39%	7.61%



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SUMMARY – FINAL GUIDANCE

BE PROACTIVE:

Look to Team “Smartly”

- Firms that Have Proven Successful Experience Working with Portland District Understand the exact nature of District’s work
- Get agreements in writing
- Understand New Rules on “All Smalls”

Subcontracting Opportunities

- Explore as a **first choice** pursuit vs. "a settling for" strategy
- Understand FAR Part 15 Best Value Trade Off Small Business Participation Plan requirement to leverage small business certifications/type of work

Marketing New Products for Plans and Specs

- If Small Business contact Small Business Specialist initially for guidance
- Other than Small SAME Meetings, HydroVision Conference



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SUMMARY – FINAL GUIDANCE

PREPARING PROPOSAL:

Solicitation

- Read-specifically what is included in work breakdown structure unit & follow clin structure
- Pay attention to measurement/unit and payment section
- If PPQ required, use templates - check accurate info

Bidder Inquiries

- **TIMELY** projnet questions - Be **collaborative**
- All inquiries regarding this solicitation are to be submitted via ProjNet-Bid. Telephone & email inquiries will **not** be accepted. ProjNet-Bid is a web-based program that allows offerors to post questions regarding the solicitation, and to view all questions by other offerors, and answers by the U.S. Army Corps of Engineers. ProjNet-Bid can be accessed through the ProjNet website: <https://www.projnet.org/projnet/>.



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Questions?

Thank you!

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