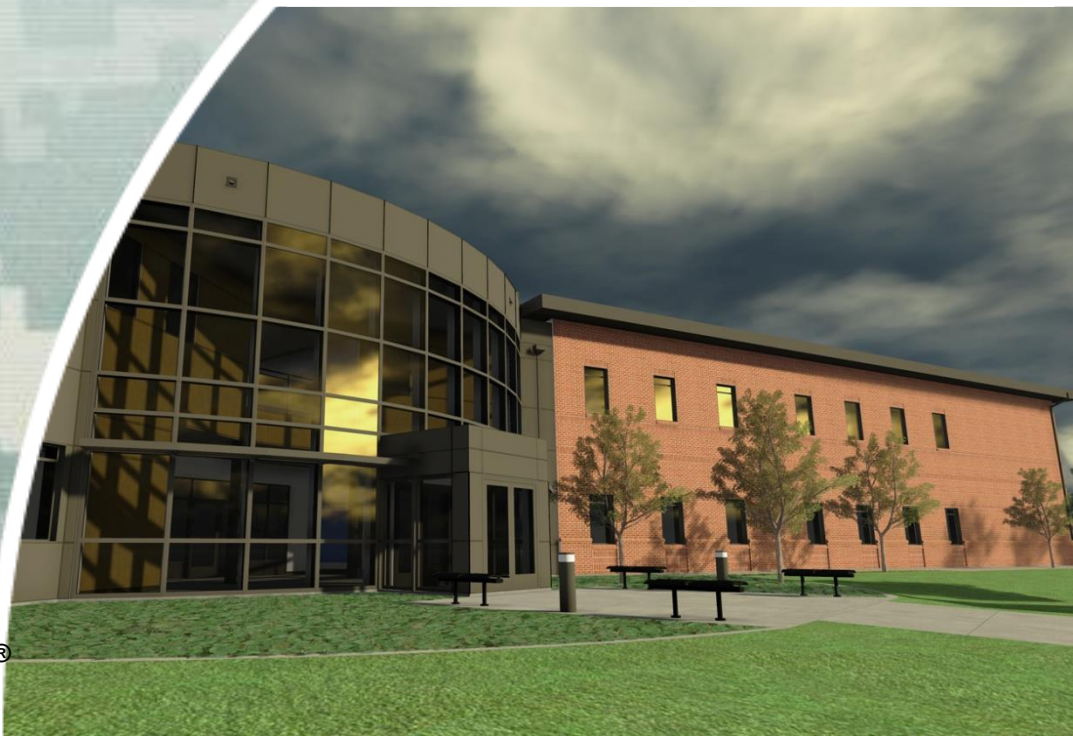


Seattle District Overview

Lenneia (Lynn) R. Jennings
Seattle District,
U.S. Army Corps of Engineers
Office of Small Business Programs
May 2016



US Army Corps of Engineers
BUILDING STRONG



Agenda

- Brief overview of the Seattle District
- Acquisition Program
- Current contract needs - opportunities
- IDIQs in place and upcoming opportunities
- Small Business Goals
- Points of Contact

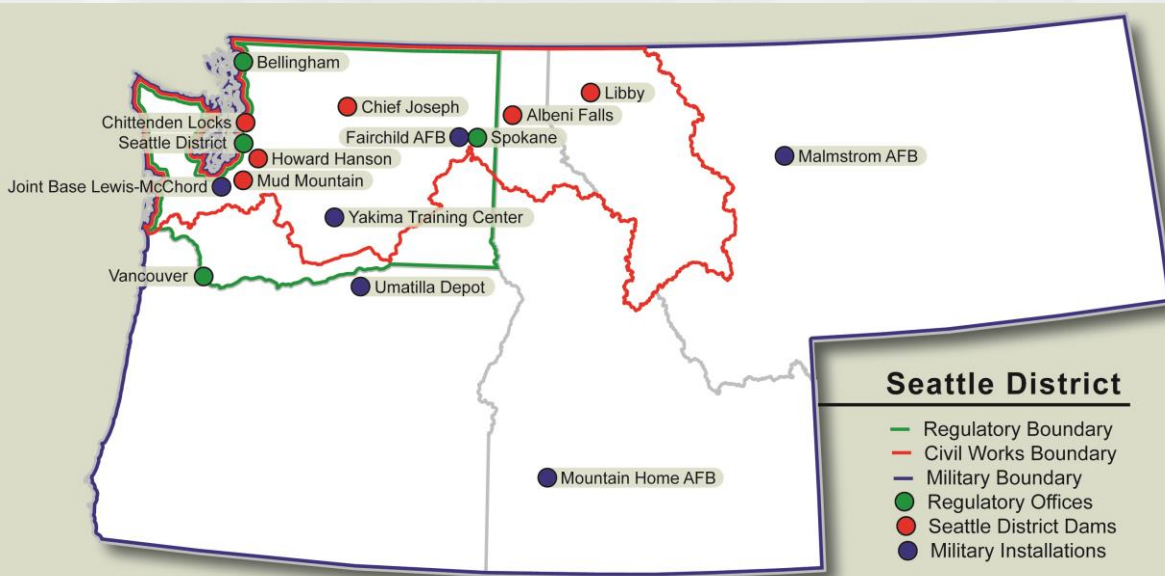


Seattle District – A Full Service District

Seattle District Mission: We provide water resources and engineering solutions to the Pacific Northwest and the Nation

Seattle District Vision: Seattle District – Excelling in a Dynamic Environment: Mission First, People Always

Seattle District Boundaries



By the Numbers:

- 820 Personnel
- FY16 Workload \$467M; ~ 51% Mil; 34% CW \$157M; 15% Environmental/Other \$71M
- 19 WA/ID/MT Congressional Delegates (Civil Works)
- Significant Tribal Interaction

Challenges:

- Programs Decreasing
- Competition for \$ Increasing

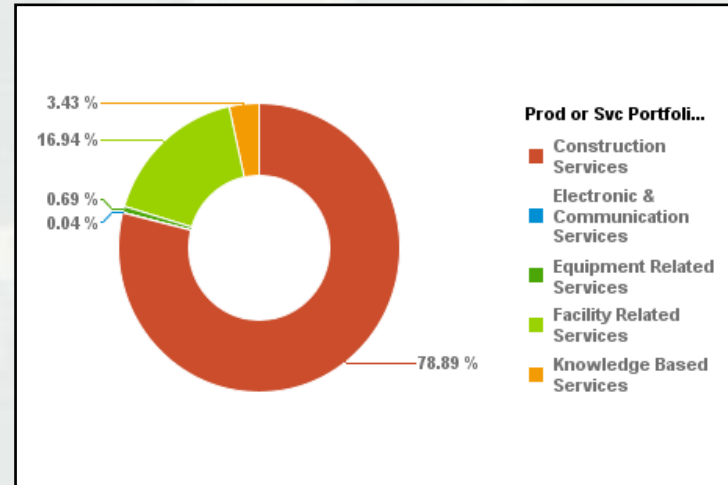


Acquisition Program

Customers

Funding Agency Name	% Dollars
DEPT OF THE ARMY	81.27%
U.S. ARMY CORPS OF ENGINEERS (CIVIL PROGRAM FINANCING ONLY)	15.11%
DEPT OF ENERGY	3.52%
DEPT OF THE AIR FORCE	0.09%
ENVIRONMENTAL PROTECTION AGENCY	0.01%
	0.00%

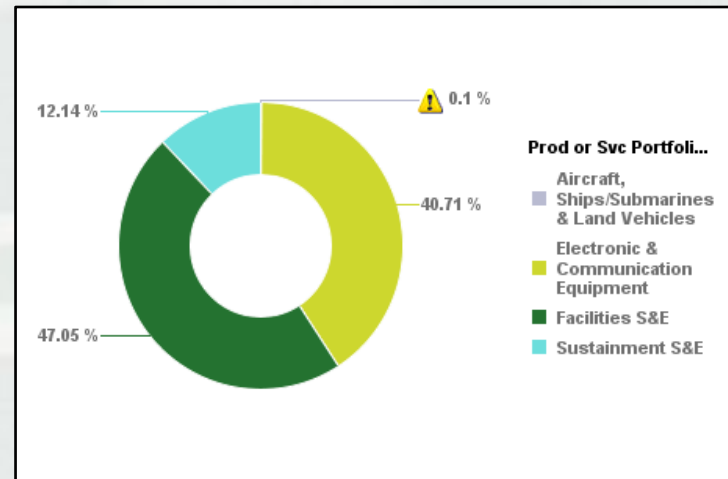
Services Portfolio Spend



FY16 Top Buys

- Construction of Structures & Facilities
- Architect & Engineering- Construction
- Natural Resources & Conservation
- Utilities & Housekeeping Services
- Special Studies & Analyses
- Maintenance, Repair or Alteration of Real Property
- Electrical Wire, Power & Distribution Equipment
- Construction, Mining, Excavating & Highway Maintenance
- Quality Control, Testing & Inspection

Non-Services Portfolio Spend



FY16/17 Military Contract Opportunities

<i>Project</i>	<i>Type</i>	<i>Set Aside</i>	<i>FY/Q</i>	<i>\$M</i>
MILITARY (MILCON) FUNDED				
Consolidated Communications Facility, Fairchild	TBD	TBD	FY16/4	1-5
ECIP BioMass, Oregon National Guard	TBD	TBD	FY17/1	5-10
Tactical Equipment Response Force Alert Facility, Malmstrom	TBD	TBD	FY17/2	10-25
ECIP Decentralized Heating, JBLM	TBD	TBD	TBD	10-25



FY16 Military Contract Opportunities

<i>Project</i>	<i>Type</i>	<i>Set Aside</i>	<i>FY/Q</i>	<i>\$M</i>
MILITARY – OTHER FUNDED				
Construction, JBLM (15)	RFP	VARIOUS	FY16/2-4	1-5
Multi-Disciplinary, Maintenance, Repair & Minor Constr. (SATOC) (W912DW-16-R-0005)	RFP	SB	FY16/3	40-50
Electrical (MATOC) (W912DW-16-R-0008)	RFP	SDVOSB	FY16/3	40-50
Construction, JBLM (15)	RFP	VARIOUS	FY16/4	1-5
Construction, JBLM (2)	RFP	VARIOUS	FY16/4	5-10



FY16/17 Environmental Contract Opportunities

<i>Project</i>	<i>Type</i>	<i>Set Aside</i>	<i>FY/Q</i>	<i>\$M</i>
ENVIRONMENTAL-ARCHITECTURAL ENGINEERING (AE) SERVICES				
Environmental AE Services	IDIQ	SDVOSB	FY16/4	5-10
Environmental AE Services	IDIQ	8A	FY16/4	5-10
Hamilton Labree Remediation (Industry Day planned, TBD)	RFP	Existing PRAC	FY16/4	1-5
Wyckoff Sediment (Cap.)	RFP	TBD	FY16/TBD	1-5
Preplaced Remedial Action Contract (PRAC)	RFP	TBD	FY17/2	50-100
Laboratory Services	IDIQ	TBD	FY17/3	5-10



FY16 Civil Contract Opportunities

<i>Project</i>	<i>Type</i>	<i>Set aside</i>	<i>FY/Q</i>	<i>\$M</i>
CIVIL WORKS				
Powerhouse Emergency Lighting System, Libby Dam	IFP	TBD	FY16/4	1-5
Spillway Gate Modernization, Albeni Falls Dam	IFB	TBD	FY16/4	0-1
Motor Operated Disconnects, Albeni Falls Dam	IFB	TBD	FY16/4	0-1
Oil Storage Room Water Mist System, Albeni Falls Dam	IFB	TBD	FY16/4	0-1
Nine-Foot Tunnel Armoring (DB), Mud Mountain Dam	RFP	TBD	FY16/4	5-10
Dredging, Everett Harbor, WA	IFB	SB	FY16/4	5-10
Revetment Repair, Ediz Hook	RFP	TBD	FY16/4	1-5
Breakwater Repair, Quillayute	RFP	TBD	FY16/4	1-5
Mud Mountain Fish Passage Facility (Industry Day June/July)	RFP	TBD	FY 16/4	



Current IDIQ Contracts

A-E Civil and Military Design*

Existing IDIQ	Purpose/ Type	Set Aside Status	Ceiling Value	Awarded Through 1 Mar 2016	Incumbent	Expiration Date
W912DW-11-D-1010	Electrical and Mechanical Design, Abbrev. Design, Electrical and Mechanical System Study, and Constr. Support Services, Primarily at Joint Base Lewis-McChord (JBLM) and its Sub-installations.	Unrestricted	\$5.98 M	\$5.90 M	BCE Engineers, Inc.	May-2016
W912DW-11-D-1011	Multi-Discipline Design and Construction Support Services, primarily for JBLM and its Sub-installations.	Small (SB)	\$5.98 M	\$5.57 M	ORB Architects, Inc,	May-2016
W912DW-11-D-1014	Civil/Environmental Design and Construction Support Services, primarily for JBLM and its Sub-installations.	Unrestricted	\$5.98 M	\$5.62 M	AHBL, Inc.	Jun-2016



*Most IDIQs contractors have a team of subcontractors. The subcontracting opportunities for subcontracts is limited



Current IDIQ Contracts

A-E Civil and Military Design (con.)*

Existing IDIQ	Purpose/ Type	Set Aside Status	Ceiling Value	Awarded Through 1 Mar 2016	Incumbent	Expiration Date
W912DW-13-D-1011	Geotechnical A-E Services on Various Civil Works and Military Projects located in Washington, Oregon, Montana and Idaho	Unrestricted	\$3.00 M	\$1.19 M	Shannon & Wilson, Inc.	Aug-2016
W912DW-15-D-1001	Geotechnical A-E Services in Support of the USACE, Seattle, Walla Walla, and Portland Districts in Washington, Oregon, Montana and Idaho	Small (SB)	\$3.00 M	\$0.00 M	Cornforth Consultants, Inc.	Mar-2018



*Most IDIQs contractors have a team of subcontractors. The subcontracting opportunities for subcontracts is limited



Contracting & Small Business

Contracts

- Currently 5 A-E IDIQ w/\$23.9M in capacity
- Currently 4 Construction Multiple Award IDIQs w/\$93.6M in remaining capacity
- Currently 2 Environmental Services Multiple Award IDIQs w/\$23.1M in remaining capacity
- FY16 Plan to Award 4 A-E IDIQs w/\$28.9M in capacity
- FY16 Plan to Award 3 Construction Multiple Award IDIQs w/\$185.5M in capacity

Small Business Programs (1 May 2016)

Program	Actions	% Actions	Dollars	% Dollars	Goal	Variance
US Business	648		\$97,299,694			
Small Business	493	76.08%	\$78,090,025	80.26%	60.86%	19.40%
SDB	174	26.85%	\$56,538,602	58.11%	29.47%	28.64%
SDVOSB	76	11.73%	\$5,157,840	5.30%	11.74%	-6.44%
Woman Owned	91	14.04%	\$8,166,835	8.39%	13.16%	-4.77%
HubZone	55	8.49%	\$6,708,364	6.89%	9.61%	-6.28%

Prod or Svc Portfolio Group	US Bus Dollars	US SB Dollars	% SB Dollars
Construction Services	\$74,487,234	\$63,763,695	85.60%
Electronic & Communication Services	\$44,521	\$34,146	76.70%
Equipment Related Services	\$666,476	\$261,914	39.30%
Facility Related Services	\$15,692,276	\$8,937,161	56.95%
Knowledge Based Services	\$3,214,021	\$3,118,139	97.02%



ABCs of Federal Contracting

- All contractors wishing to do business must be registered with The System for Award Management (SAM) - <http://www.sam.gov/>.
- Companies seeking solicitation, awards, or other opportunities must utilize the Federal Business Opportunities - www.fbo.gov.
 - ▶ Respond to Sources Sought, listing all SB categories that apply
 - ▶ Fully answer all items in the Sources Sought
- Know the agency that you wish to do business - <http://www.usace.army.mil/>
- FREE Assistance/Training--Newly formed companies should locate the closest Procurement Technical Assistance Centers - <http://www.aptac-us.org/find-a-ptac/> .
- Fully partner with and use your Small Businesses for teaming arrangements, especially in response to unrestricted RFPs with Small Business Participation Evaluation Factor.
 - ▶ <http://web.sba.gov/subnet/search/index.cfm>
 - ▶ http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
 - ▶ <https://www.fpds.gov>



Points of Contact

- **Contact us:**
<http://www.nws.usace.army.mil>
- Contracting
David Williams
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- Small Business
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Lenneia.R.Jennings@usace.army.mil
206-316-3990



Questions



BUILDING STRONG®

Spending Small Business Dollars

Top 10 Locations (US SB Dollars)

1. Washington
2. Colorado
3. California
4. Alaska
5. Virginia
6. Hawaii
7. Idaho
8. Oklahoma
9. North Carolina
10. Ohio

Top 10 Contractors (US SB Dollars)

1. Jabez-Absher SB JV
2. Alutiiq General Contractors, LLC
3. Environet, Inc
4. Whitetail Environmental, LLC
5. Performance Systems Inc
6. Go West Energy-Native Resources, LLC
7. TSS-GARCO JV
8. DG & S Co, Inc
9. Abraxas Energy Consulting, LLC
10. Tunista Construction, LLC

