

Society of American Military Engineers (SAME) Northern Virginia and Washington D.C. Posts Joint Small Business Conference

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Director, Military Programs

Headquarters USACE

10 September 2009



®

US Army Corps of Engineers
BUILDING STRONG®



AGENDA

- DoD Recovery Act Programs
- Small Business Opportunities/Doing Business with the Corps
- How you can help

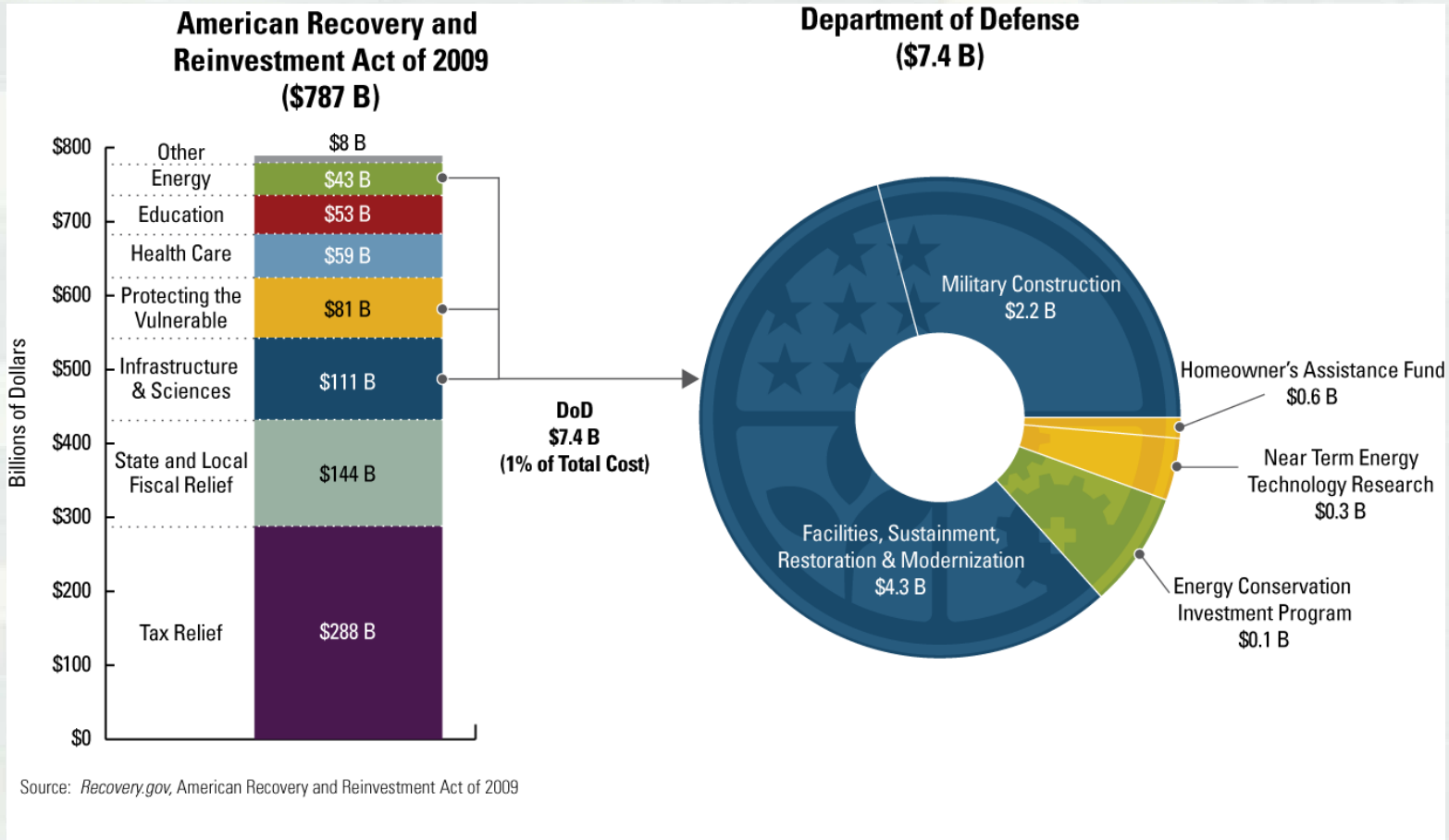




DoD Programs for Recovery Act



Five DoD programs are funded by the American Recovery and Reinvestment Act of 2009...



...including over \$6.5 billion for over 4,200 repair and construction projects.





Goals of the Recovery Act



Federal Goals

- Preserve and create American jobs
- Stimulate the economy
- Build the foundation for long-term economic growth
- Address unfunded facility requirements
- Invest in environmental protection and other infrastructure

Department of Defense Supplemental Goals

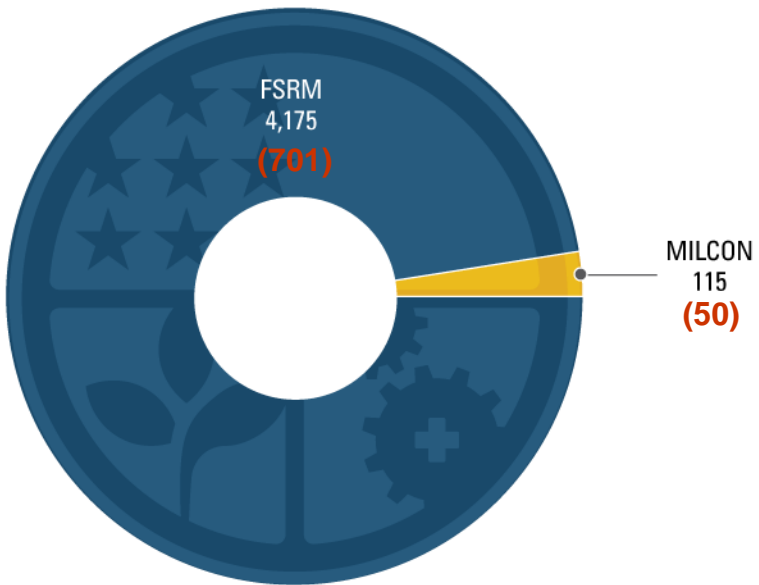
- Preserve and create American jobs
- Care for U.S. Service members and their families
- Improve the Department's energy efficiency



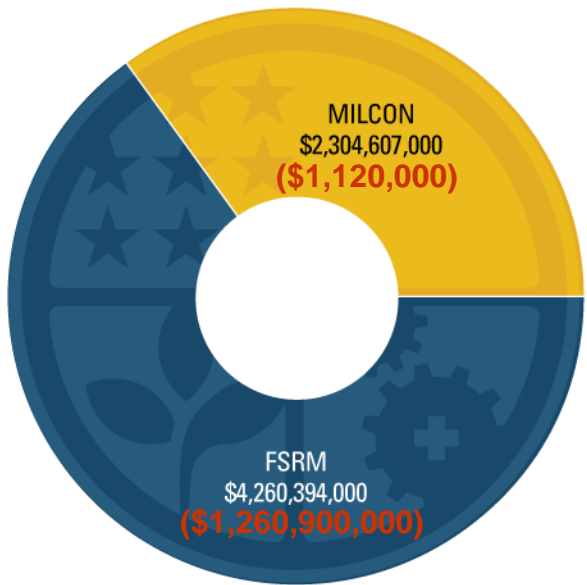
DoD (USACE) MILCON & FSRM Programs

Over 4,200 Recovery Act projects will invest in construction, facility improvements, and energy efficiency.

Total Number of Recovery Act Projects
(4,297)(751)



Total Program Amount of Recovery Act Projects
(\$6,565,001,000)(2,381,000,000)

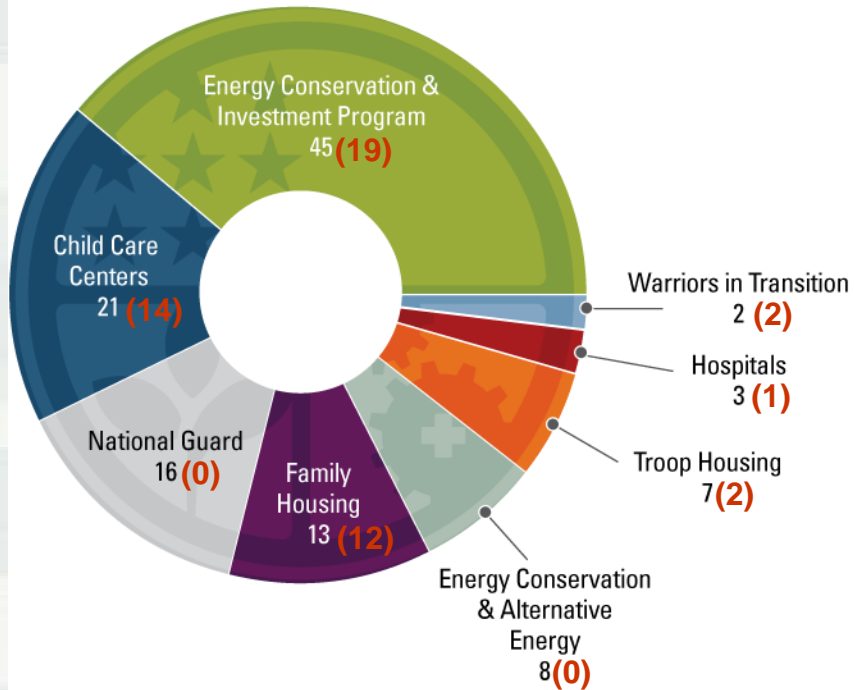


Source: Department of Defense Agency Plans, March 20 and April 28, 2009

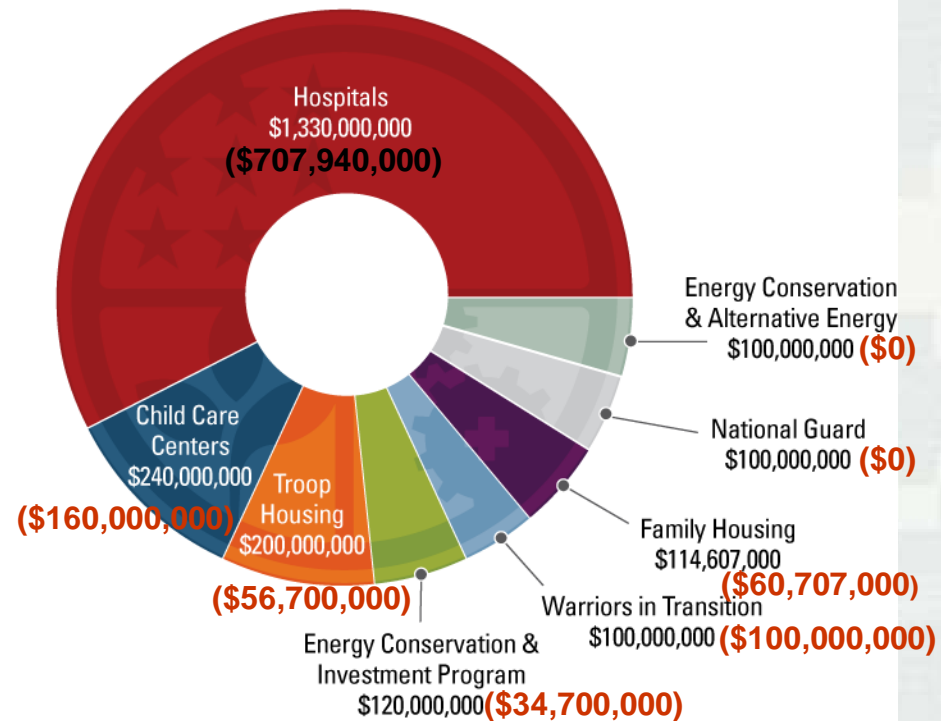


DoD (USACE) Project Profile (MILCON)

Total Number of MILCON Projects
(115) (50)



Total Program Amount of MILCON Projects
(\$2,304,607,000) (\$1,120,000,000)

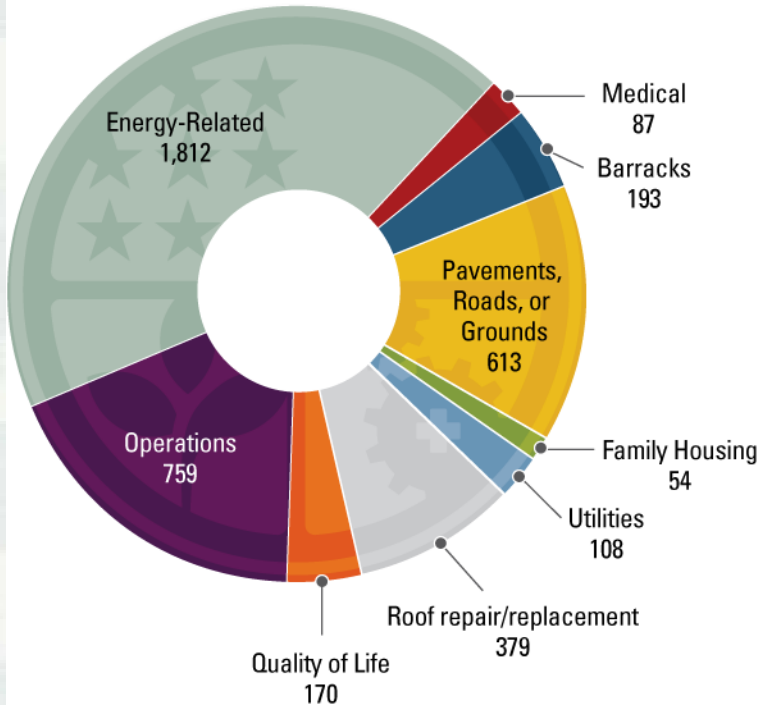


Source: Department of Defense Agency Plans, March 20 and April 28, 2009

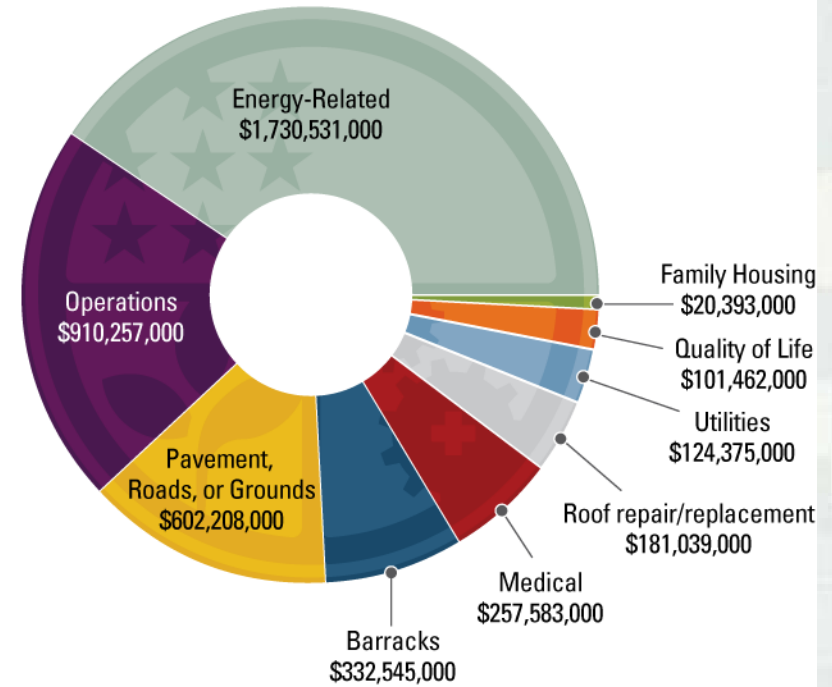


DoD (USACE) Project Profile (FSRM)

Total Number of FSRM Projects
(4,175)(701)



Total Program Amount of FSRM Projects
(\$4,260,393,000)(\$1,260,900,000)



Source: Department of Defense Agency Plans, March 20 and April 28, 2009



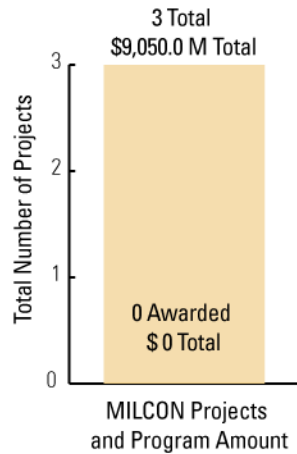
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Regional Recovery Act Projects

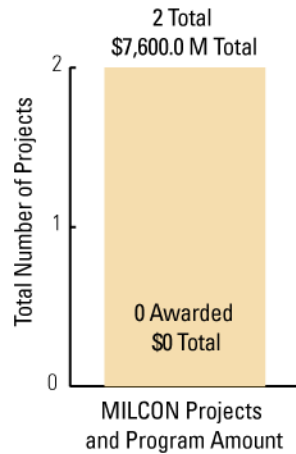
National Capital Region MILCON Projects



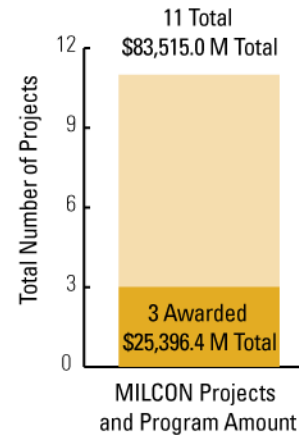
Total Number of MILCON Recovery Act Projects and Program Amount in Pennsylvania



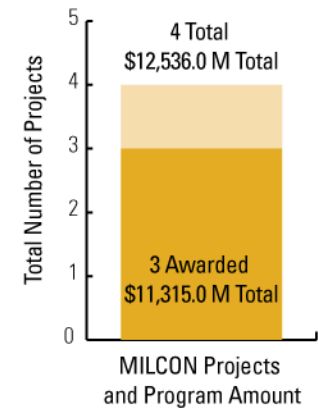
Total Number of MILCON Recovery Act Projects and Program Amount in West Virginia



Total Number of MILCON Recovery Act Projects and Program Amount in Virginia



Total Number of MILCON Recovery Act Projects and Program Amount in Maryland



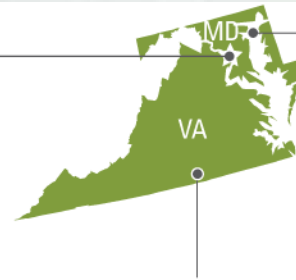
Source: ODUSD(I&E) Data Warehouse, August 28, 2009

Note: Only includes selected projects from Military Construction, Facility Infrastructure Investment, and Energy Conservation Investment Programs.

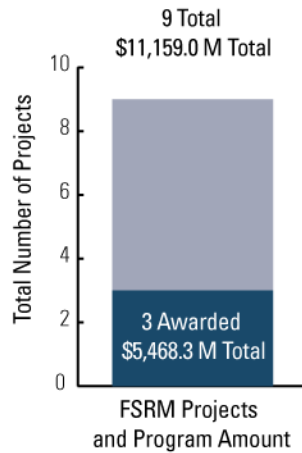


Regional Recovery Act Projects

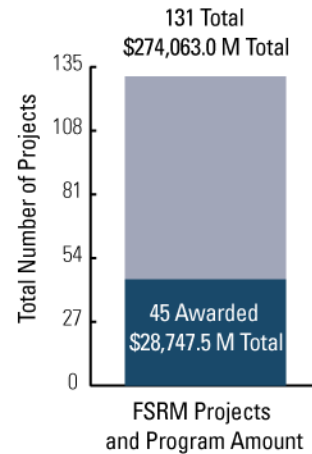
DC, Maryland, and Virginia FSRM Projects



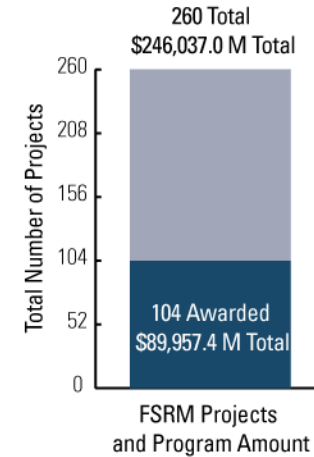
Total Number of FSRM Recovery Act Projects and Program Amount in DC



Total Number of FSRM Recovery Act Projects and Program Amount in Virginia



Total Number of FSRM Recovery Act Projects and Program Amount in Maryland



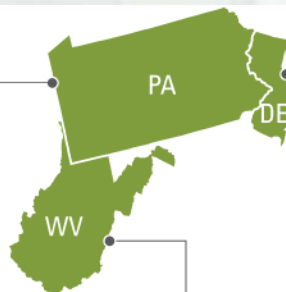
Source: ODUSD(I&E) Data Warehouse, August 28, 2009

Note: Only includes selected projects from Military Construction, Facility Infrastructure Investment, and Energy Conservation Investment Programs.

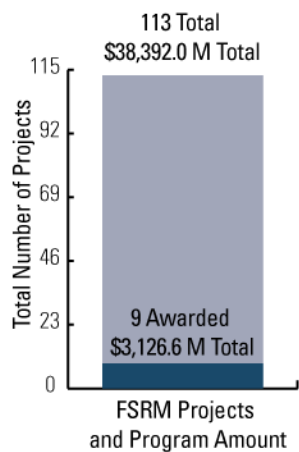


Regional Recovery Act Projects

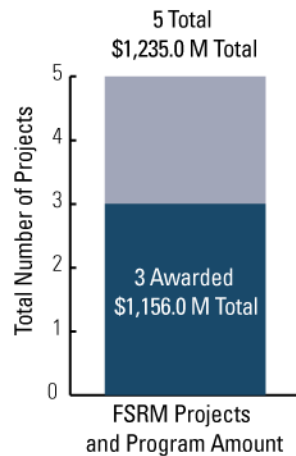
Delaware, Pennsylvania, and West Virginia FSRM Projects



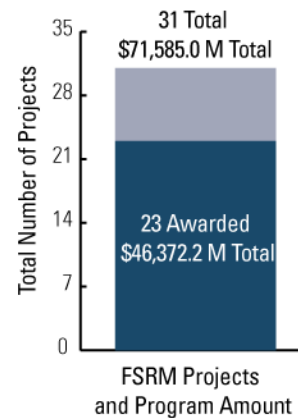
Total Number of FSRM Recovery Act Projects and Program Amount in Pennsylvania



Total Number of FSRM Recovery Act Projects and Program Amount in West Virginia



Total Number of FSRM Recovery Act Projects and Program Amount in Delaware



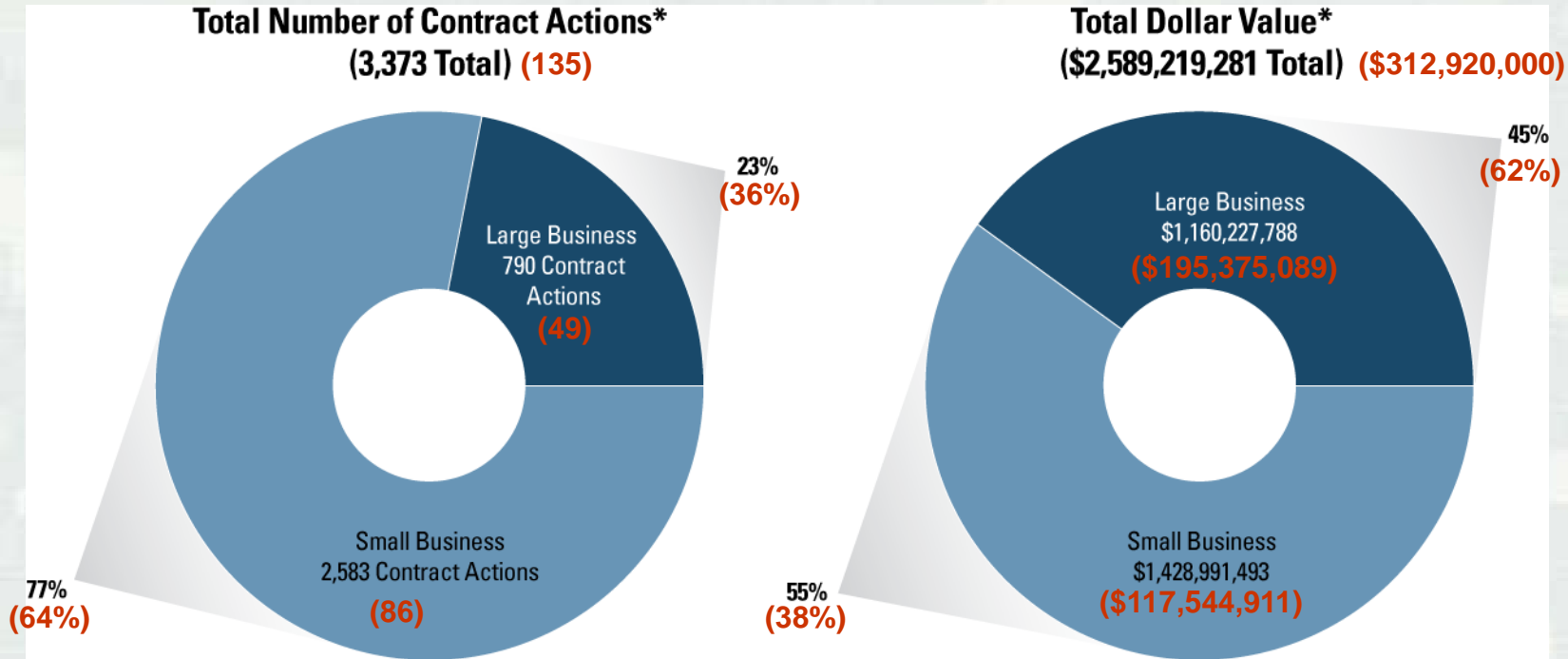
Source: ODUSD(I&E) Data Warehouse, August 28, 2009

Note: Only includes selected projects from Military Construction, Facility Infrastructure Investment, and Energy Conservation Investment Programs.



DoD (USACE) Recovery Act Statistics

Many more DoD contract opportunities funded by the Recovery Act are going to Small Businesses...



Note: *Categories overlap, so number and value of contract actions are not cumulative.
Source: FPDS-NG data, August 26, 2009

...out of 3,373 Contract Actions by August 26, 80% are for Small Business (55% of Dollar Value).



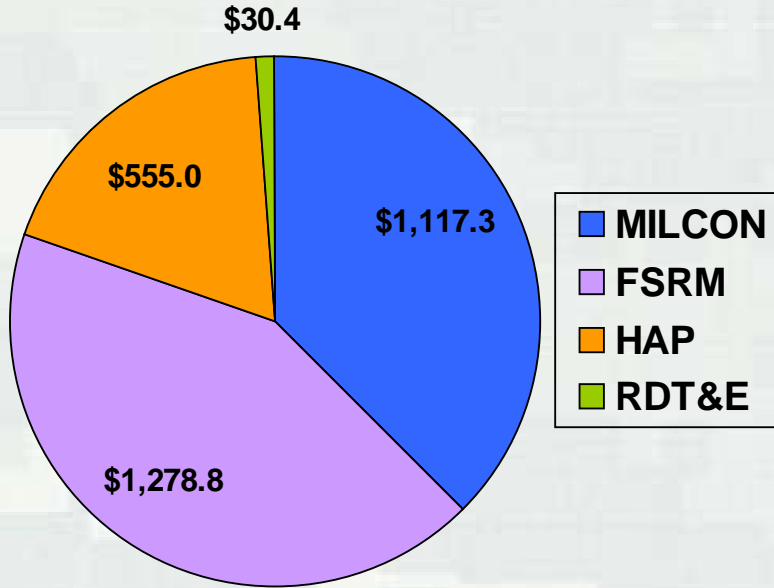
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Finding Recovery Act Opportunities

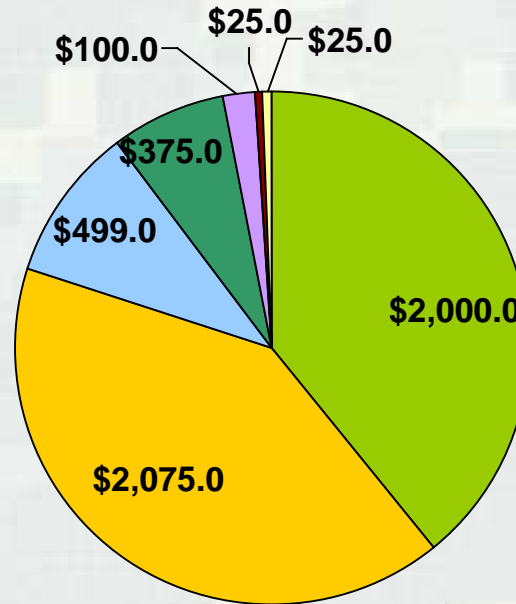
- **“FedBizOpps” website** www.FedBizOpps.gov
 - New opportunities are posted at least 15 days in advance of the solicitation being issued
 - Use **“Advanced Search”** function to search for business opportunities based on NAICS, place of performance, or set-aside code
- **DoD Office of Small Business Programs (OSBP)** Advises the Secretary of Defense on all matters related to small business. **(703) 604-0157**
www.acq.osd.mil/osbp
 - Across DoD, small business specialists perform outreach efforts to help small businesses learn about government requirements and procurement opportunities.
 - They Provide Procurement Forecasts
 - They Hold Vendor Days and Workshops
 - They Help DoD Contracting Officers Identify Small Businesses
- **Procurement Technical Assistance Centers**
www.dla.mil/db/procurem.htm
 - Located in most States
 - Provide small businesses with information on how to do business with DoD
- **Research planned Recovery Act projects:**
www.defenselink.mil/recovery



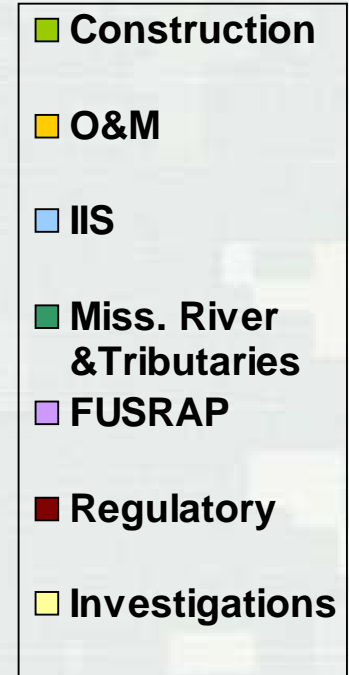
USACE Recovery Act Program Planned Totals














Military
\$2,981.5M



Civil Works
\$5,099M



Civil Works Recovery Act Status

Programs	Planned (\$M)	Obligated (\$M)	Outlays (\$M)	Projects Planned (#)
Operation & Maintenance	\$2,075	 33% \$691	 4% \$89	535
Construction	\$2,000	 20% \$403	 3% \$62	174
Mississippi River & Tributaries	\$375	 24% \$89	 9% \$33	44
Formerly Utilized Sites Remedial Action Program (FUSRAP)	\$100	 43% \$43	 0% \$0	10
Investigations	\$25	 44% \$19	 2% \$.4	59
Regulatory Program	\$25	 14% \$3	 8% \$2	1

Program Status:

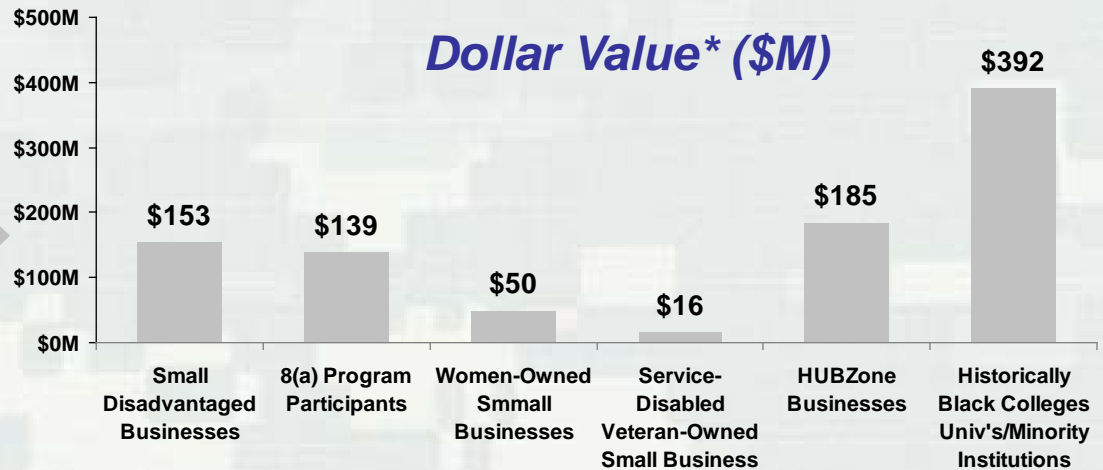
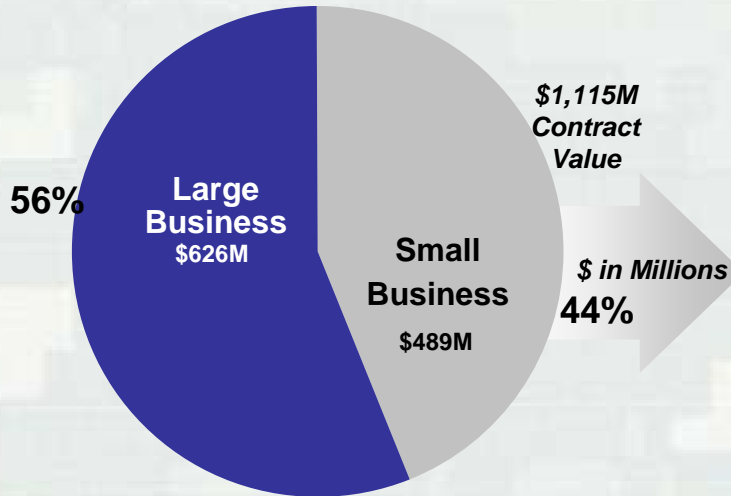
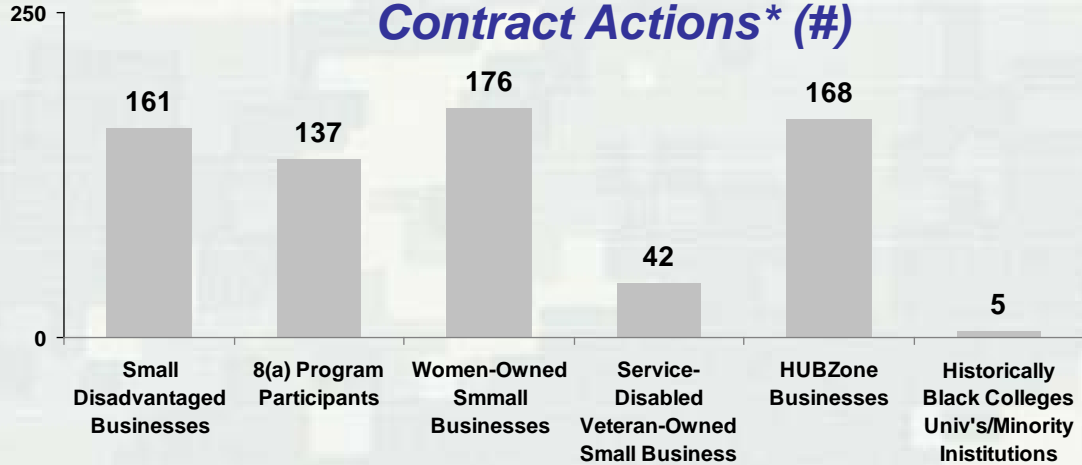
- Congress appropriated and U.S. Army Corps of Engineers (USACE) Civil Works Program planned to spend \$4.6 billion in the Recovery Act funds.
- U.S. Army Corps of Engineers (USACE) obligated \$138.9 during the week ending August 28, bringing the cumulative obligation total of Recovery Act funds to \$1,240.4 million, 27% of the appropriation.
- The \$1,240.4 million U.S. Army Corps of Engineers (USACE) obligations include \$691 million for Operation & Maintenance, \$403 million for Construction, \$89 million for Mississippi River & Tributaries, \$43 million for Formerly Utilized Sites Remedial Action Program (FUSRAP), \$19 million for Investigations, and \$3 million for Regulatory Program.
- USACE cumulative total outlays as of August 28 was \$186.6 million, 4% of the appropriation.

Information as of 28 August 2009



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CW Recovery Act Statistics











*Categories overlap. Numbers are not cumulative.

Out of 1,410 Contract Actions, 75% (44% Dollar Value) are for Small Business



Military Recovery Act Status

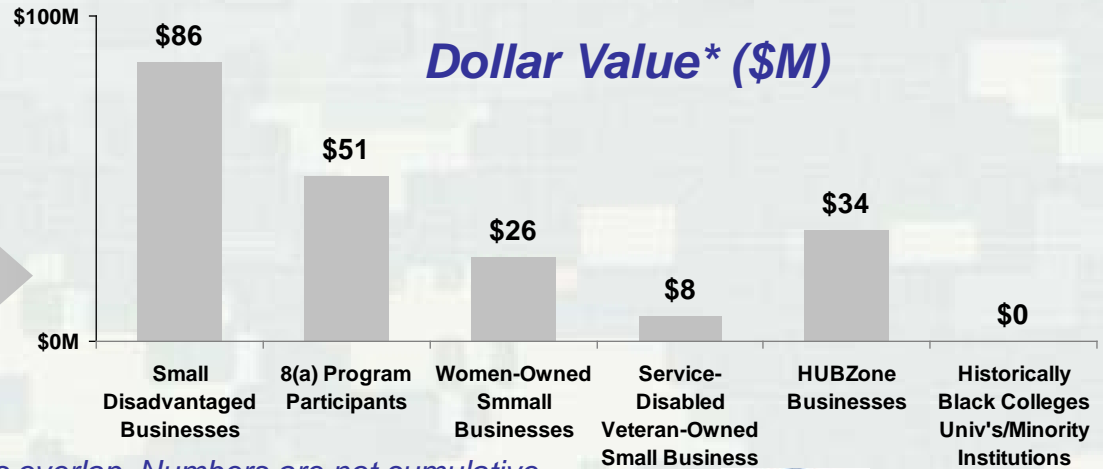
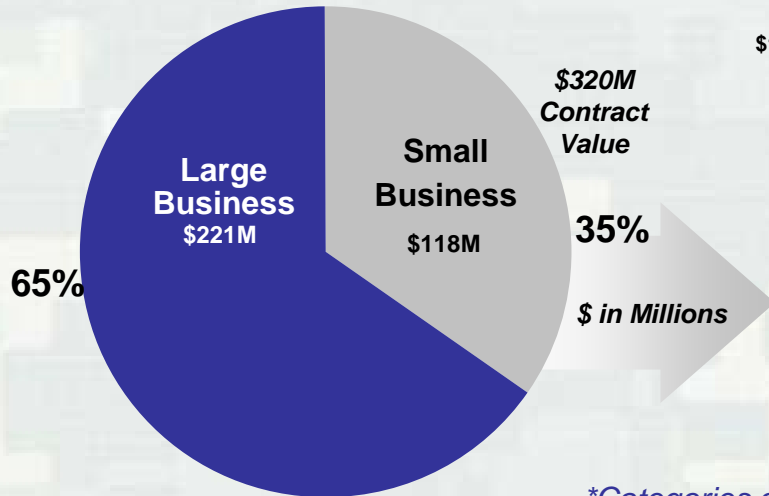
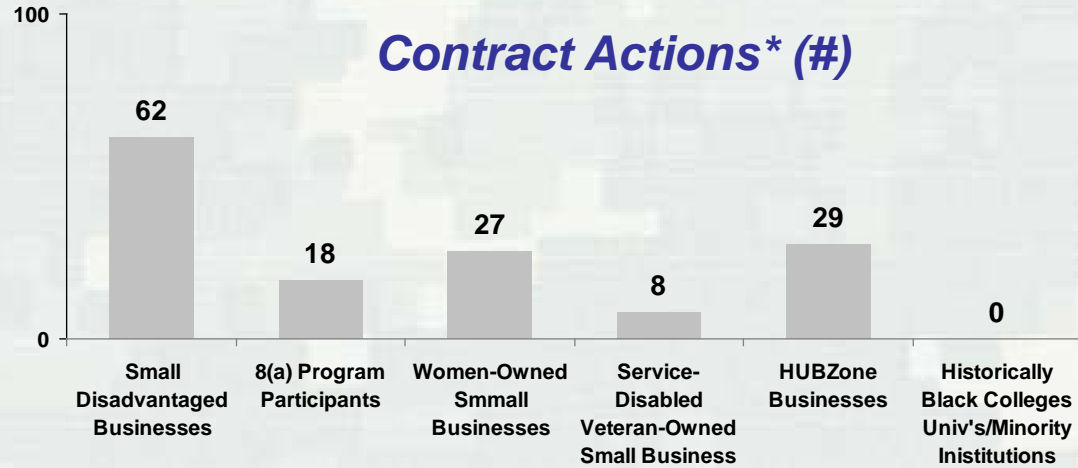
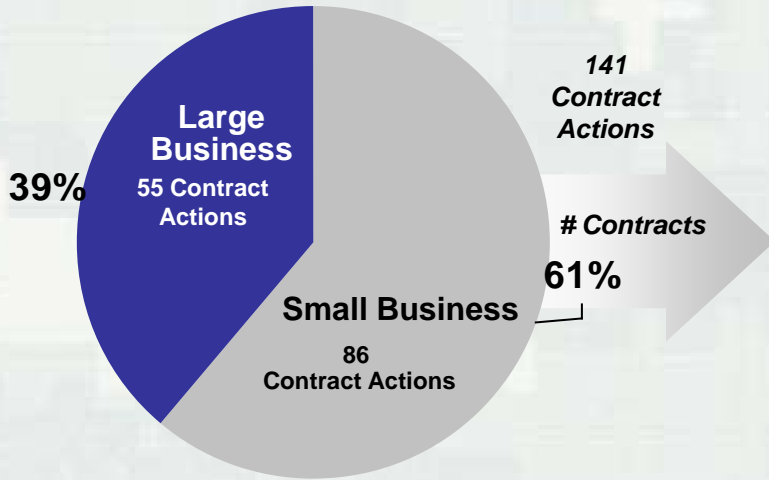
Programs	Planned (\$M)	Obligated (\$M)	Outlays (\$M)	Projects Planned (#)
Facilities, Sustainment, Restoration, and Modernization (FSRM)	\$1279	 17% \$211	 .1% \$1	709
Military Construction	\$1117	 10% \$112	 .1% \$.6	50
Homeowners' Assistance Program (HAP)	\$555	 .9% \$5	 .5% \$3	1
Research, Development, Testing, & Evaluation	\$30	 24% \$7	 0% \$0	5

Program Status:

- U.S. Army Corps Engineers (USACE) planned to receive \$1,117.3 million from other federal agencies to perform work using Recovery Act funds.
- U.S. Army Corps of Engineers (USACE) obligated \$36.3 during the week ending August 28, bringing the cumulative obligation total of Recovery Act funds to \$335 million, 11.2% of the appropriation.
- The \$335 million U.S. Army Corps of Engineers (USACE) obligations include \$211 million for Facilities, Sustainment, Restoration, and Modernization (FSRM), \$112 million for Military Construction, \$5 million for Homeowners' Assistance Program, and \$7 million for Research, Development, Testing, and Evaluation.
- USACE cumulative total outlays as of August 28 was \$4 million, 0.1% of the appropriation.



MP Recovery Act Statistics










*Categories overlap. Numbers are not cumulative.

Out of 141 Contract Actions, 61% (35% Dollar Value) are for Small Business

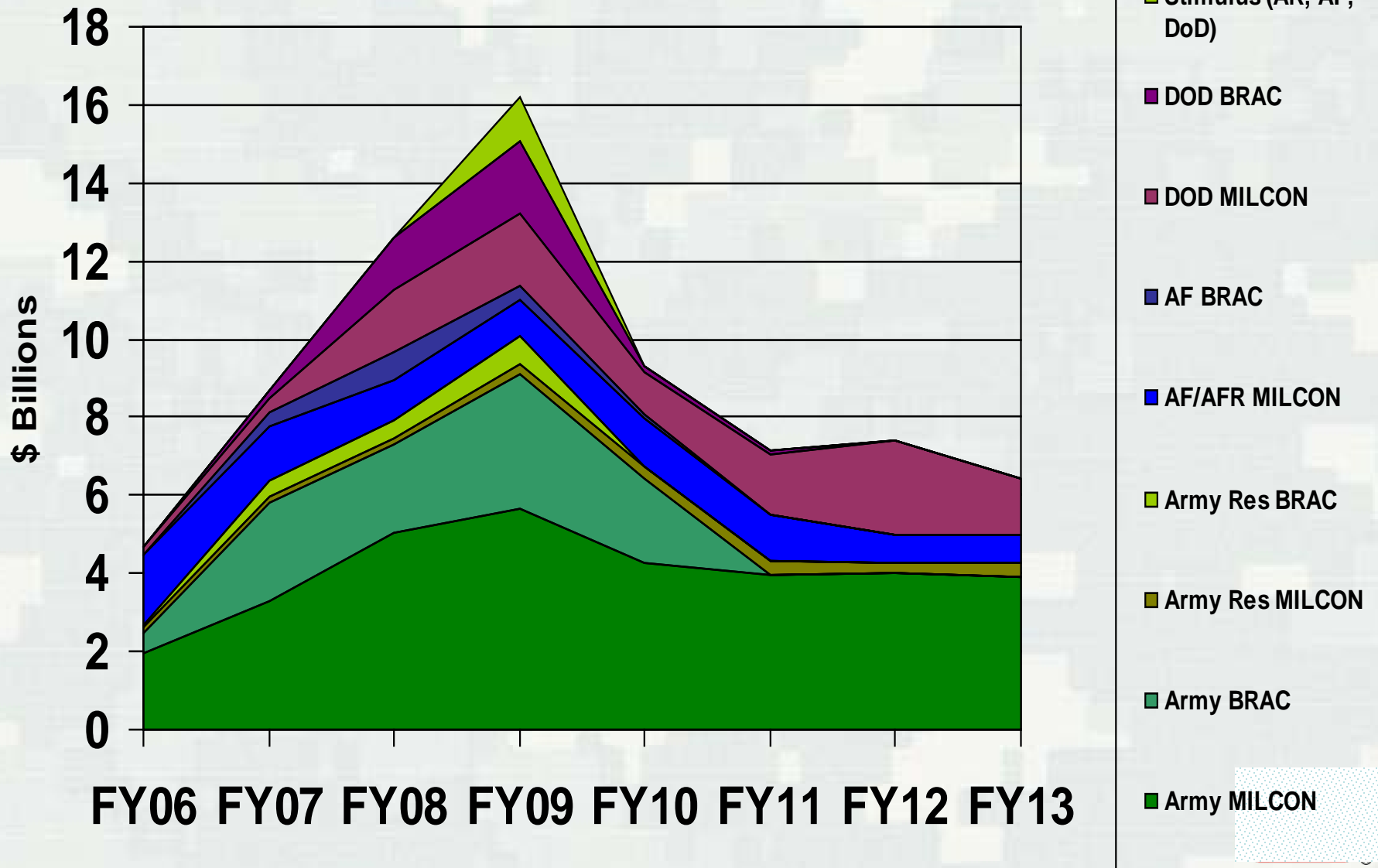


USACE ARRA Support to Other Federal Agencies

Agency	ARRA \$ (Millions)	Requests to USACE	# Projects
 Department of Homeland Security	\$660 M	\$125 M	13
 Environmental Protection Agency	\$600 M	\$242 M	15
 Veterans Administration	\$1,000 M	\$34 M	2
 Department of Energy	\$6,000 M	\$5 M	1
 Department of Interior	\$1,459 M	\$ 24 M	4
 United States Forest Service	\$650 M	\$ 60 M	1
 Commerce/NOAA	\$600 M	\$ 9 M	1
TOTAL	\$20,900 M	\$ 499 M	37



\$72.4 B MILCON/BRAC Requirements FY06 - 13



FY10 MILITARY PROGRAM OVERVIEW

- **\$10B FY10 program to execute for Army, AF and DOD (excluding any FY09 Carryover)**
 - ▶ **FY10 Army MILCON & AFH - 185 projects/\$3.89B**
 - ▶ **FY10 AF MILCON – 61 projects/\$0.95B**
 - ▶ **FY10 DOD MILCON – 48 projects/\$1.75B**
 - ▶ **FY10 BRAC (Army, AF & DoD) – 80 projects/\$2.37B**
 - ▶ **Potential MILCON Plus-up in FY10 OCO Supplemental – 79 projects/\$1.03B**

- **TOTAL FY10 – 450+ Projects @\$10B**



USACE Small Business FY 08 & 09 Comparisons

US Business Base	FY08 - \$21.5B				FY09 - \$17.1B ⁽¹⁾		
	<u>Statutory</u>	<u>Goal</u>	<u>SB Dollars</u>	<u>USACE</u>	<u>Goal</u>	<u>SB Dollars</u>	<u>USACE</u>
Small Business	23%	40.00%	\$6.7B	31.48%	32.00%	\$5.7B	33.00%
Small Disadvantaged Business	5%	18.00%	\$3.4B	16.00%	18.00%	\$2.4B	13.96%
8(a)-part of SDB goal	NA		\$2.4B	11.50%		\$1.9B	11.28%
Service Disabled Veteran	3%	2.00%	\$541M	2.51%	3.00%	\$355M	2.06%
Women Owned	5%	5.80%	\$1.2B	5.68%	5.80%	\$886M	5.16%
HUBZone	5%	10.00%	\$2.1B	26.08%	10.00%	\$11M	9.59%
HBCU/MI*	NA	13.0%	\$11M	9.93%	13.0%	\$6.5M	18.62%
Subcontracting FYTD			Total Dollars			SB Dollars	
			\$3.7B			\$1.9B	53%

* HBCU/MI % computed on total university dollars, not US business dollar base

(1) FY 09 as of 01 Sep 09. Numbers have not yet been validated to ensure accurate reporting. Validation should be concluded by the end of Jan 2010.



BUILDING STRONG®

Small Business Opportunities

- Where are My Opportunities?
 - Prime Contractor
 - Site development
 - Site Integrator
 - Small volume facility types not requiring IDIQ acquisition
 - Unique facilities
 - Pre-engineered construction
 - Mentor-Protégé
 - Joint Venture
 - Subcontracting
- What Can I do to increase my potential?
 - Attending conferences and meetings with USACE presenters increases awareness of opportunity
 - Be prepared to take on increasingly large projects.



Doing Business With The Corps

- Contractors must be CCR Registered (www.ccr.gov)
- Make sure certifications are up to date and in the correct data bases
 - ▶ HUBZone, SBD, 8(a), etc. see <http://sba.gov/>
 - ▶ Make sure bonding is in place (for construction projects)
- All solicitations are posted to Federal Business Opportunities (FBO) (www.fbo.gov).
- When proposing on a solicitation complete online Representations & Certifications (www.bpn.gov)
- Do your homework: Know how your capabilities fit our requirements
- Consider subcontracting opportunities as well as prime contracts
- USACE Directorate of Contracting website: <http://www.usace.army.mil/CECT/>
- USACE Small Business website: <http://www.usace.army.mil/CESB/>
- Visit <http://www.usace.army.mil/recovery/> for information on USACE role in American Recovery and Restoration Act -2009.



How Can You Help?

- Stay Engaged → We Need You
- Learn the Processes → Teamwork
- Do Quality Work → Track Record
- Meet the Schedule → Confidence
- Share Your Lessons → Teamwork
- Work Safely → Life is Precious

Look for ways to accelerate project execution



Questions ?



Back-up Slides



ARRA Expansion of HAP

Total USACE Program 13,000 +/- Applicants















@ \$555M

- American Recovery and Reinvestment Act of 2009 included HAP expansion for:
 - Wounded, ill and injured, and Surviving Spouses
 - BRAC 05 Impacted Personnel
 - PCSing Service Members
- \$555M apportioned to USACE – application processing proceeds upon completion of rule making.
- Formal/final DoD guidance completed 19 June/to OMB on 26 June for interagency screening.
- Command/installation briefings and town hall meeting materials are prepared, but must await OMB completion of rule making
- 4,014 applicants to date/Anticipated that claims processing can begin end of September.





IIS Recovery Act Status

Programs	Planned (\$M)	Obligated (\$M)	Outlays (\$M)	Projects Planned (#)
Dept. of Homeland Security	\$125	 13% \$16	 .6% \$.6	13
Dept. of Agriculture	\$60	 0% \$0	 0% \$0	0
Dept. of Veterans Affairs	\$34	 .9% \$.3	 0% \$0	2
Dept. of Interior	\$24	 0% \$0	 0% \$0	0
Dept. of Commerce	\$9	 100% \$9	 16% \$1.4	1
EPA * Includes \$235 M direct fund cite projects	\$7	 7% \$.5	 7% \$.5	15
Dept. of Energy	\$6	 33% \$.2	 0% \$0	1

Program Status:

- U.S. Army Corps Engineers (USACE) planned to receive \$261 million from other federal agencies to perform work using Recovery Act funds.
- U.S. Army Corps of Engineers (USACE) obligated \$2.2 million during the week ending August 28, bringing the cumulative obligation total of Recovery Act funds to \$26.1 million, 10% of the planned amount.
- The \$26.1 million U.S. Army Corps of Engineers (USACE) obligations include \$16 million for Dept. of Homeland Security, \$9 million for Dept. of Commerce, \$0.5 million for EPA, \$0.3 million for Dept. of Veterans Affairs, \$0.2 million for Dept. of Energy, and \$0 million for Dept. of Agriculture and Dept. of Interior.
- USACE cumulative total outlays as of August 28 was \$2.6 million, 1% of the appropriation.

Information as of 28 August 2009



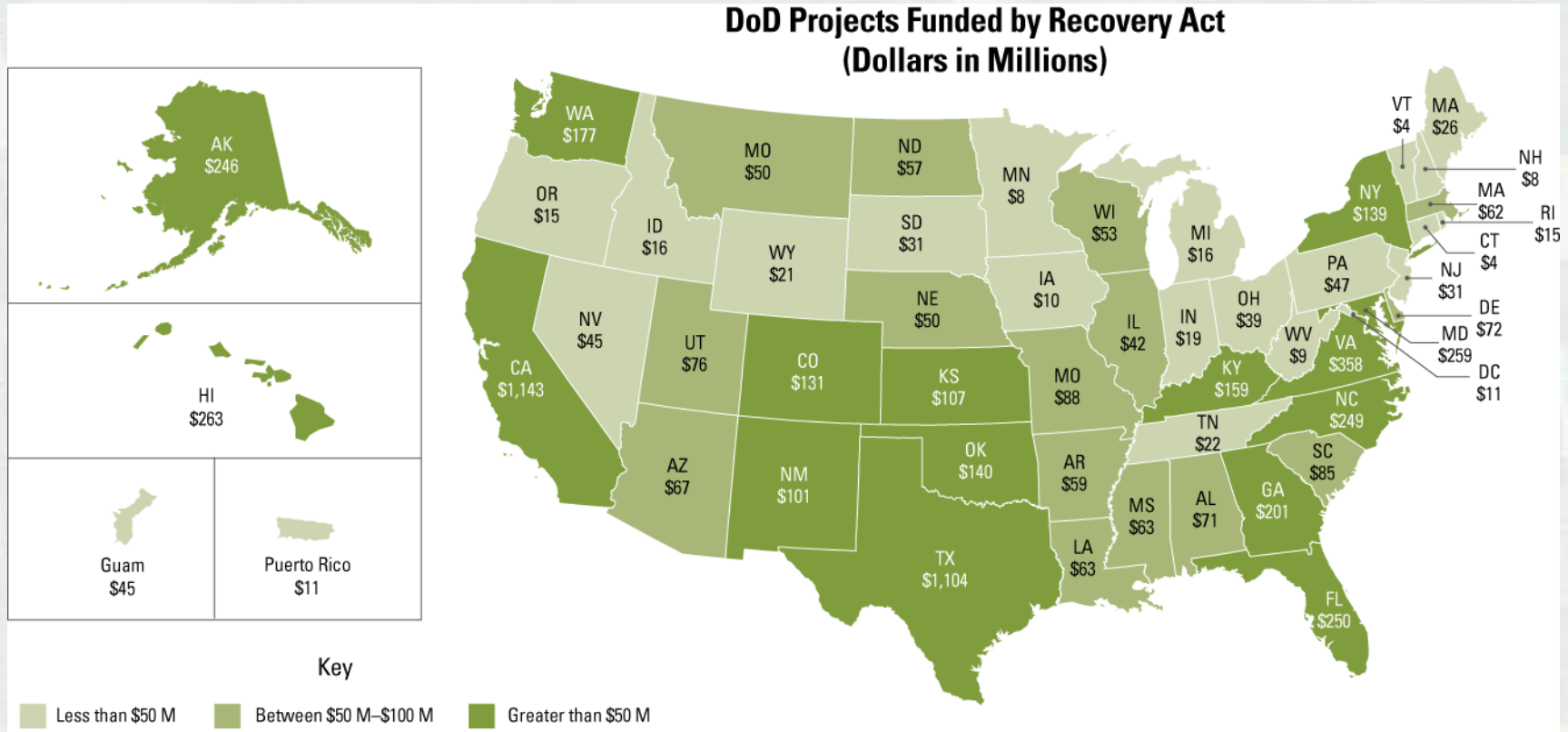
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DoD Projects Funded by ARRA



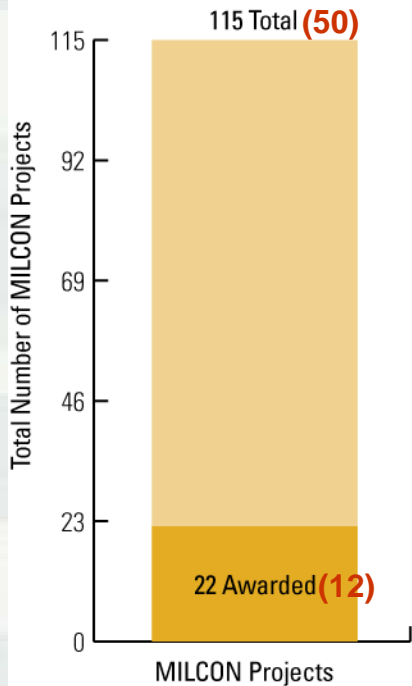
These repair and construction projects are in every state, Guam, Puerto Rico, and Washington DC:



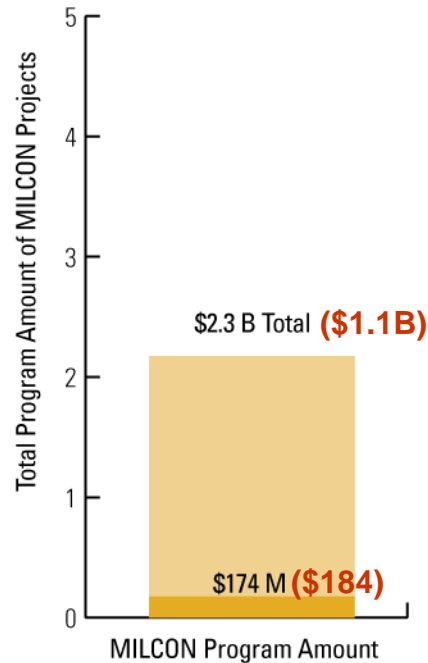
Note: Only includes selected projects from Military Construction, Facility Infrastructure Investment, and Energy Conservation Investment Programs.
Source: Department of Defense Expenditure Plans, March 20 and April 28, 2009

DoD (USACE) ARRA Project Award Status

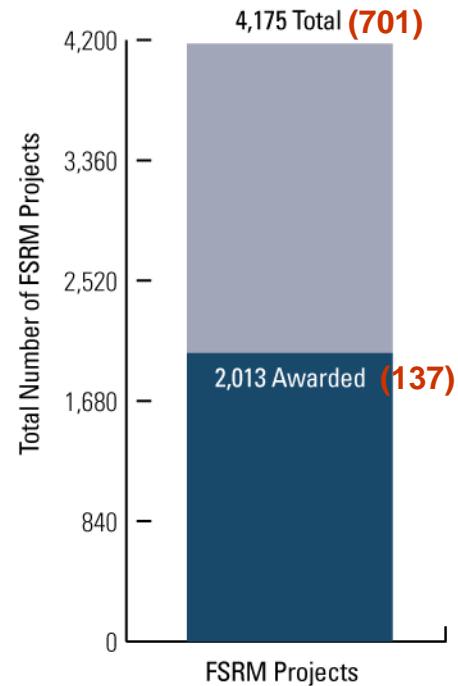
Total Number of MILCON Recovery Act Projects



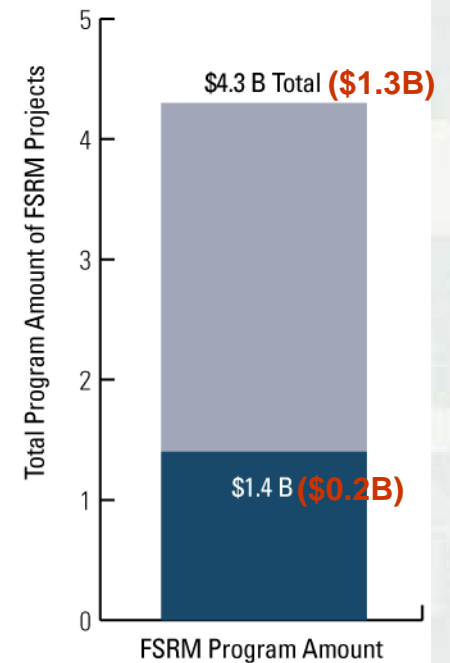
Total Program Amount of MILCON Recovery Act Projects



Total Number of FSRM Recovery Act Projects



Total Program Amount of FSRM Recovery Act Projects



Note: Only includes selected projects from Military Construction, Facility Infrastructure Investment, and Energy Conservation Investment Programs.
 Source: ODUSD(I&E) Data Warehouse, August 14, 2009



MILCON Transformation...Now

- Facility Standardization continues to be key
 - ▶ 44 Army Standard Facilities
 - ▶ Standard designs or standard criteria for all standard facilities
 - ▶ Performance based solicitations providing positive results
- EPAC 2005 energy savings requirements mandated for FY08 and out
- FY09 a bridging year for move from D-B methodology to implementation of BIM solutions
- Building Information Models for standard facility being completed for implementation in FY10 (Chapels, DFACs, COFs and TEMFs)
- Acquisition through COS contract vehicles, primarily MATOCs prevails



MILCON Transformation...

Moving Forward

- Use of BIM models will continue to increase in the execution of the FY11 Army MILCON program
 - ▶ Adapt/Build Guidebook is under development; 1st published draft due in Nov 09
- BIM Models will be revised to meet EISA 2007 energy savings requirements
- Unaccompanied Enlisted Personnel Housing will continue to use Design/Build facility delivery
- Continuing dialog with industry
 - ▶ 4 Industry days in CY 2009
 - Alexandria VA: 3 April/Seattle WA: 15 June
 - SW and SE regions: TBD
- Re-evaluation on acquisition of standard facilities
- Continued use of standard RFP for DB acquisitions
- Implementing use of the risk management tool PDRI on all MILCON starting w/ FY11 program



MILCON

<u>Service</u>	<u>ARRA</u>	<u>USACE</u>
Army	\$180.0M	\$180.0M
Air Force	\$180.0M	\$136.7M
DoD (Hospitals)	\$1,330.0M	\$707.9M
DoD ECIP	\$120.0M	\$ 30 - 34M
Army Family Hsg (FH)	\$ 34.5M	\$ 34.5M
Air Force FH	\$ 80.1M	\$ 26.2M
Subtotal Construction	\$1,925M	\$1,115 - \$1,120M
Homeowners Assistance Program (HAP)	\$555M	\$555M
TOTAL	\$2,480M	\$1,670M



Facilities Sustainment, Restoration and Modernization (FSRM)/Family Housing Operations & Maintenance (O&M)

<u>Service</u>	<u>ARRA</u>	<u>USACE</u>
Active Army	\$1,474.5M	\$684.1M
Army Reserve	\$ 98.3M	\$ 62.4M
Army National Guard	\$ 266.3M	\$ 17.0M
Army Family Hsg O&M	\$ 3.9M	\$ 0.4M
Air Force	\$1,109.2M	\$144.2M
Air Force FH O&M	\$ 16.5M	\$ 6.7M
<u>DoD Health Facilities</u>	<u>\$ 400.0M</u>	<u>\$346.2M</u>
TOTAL	\$3,368.7M	\$1,261.0M

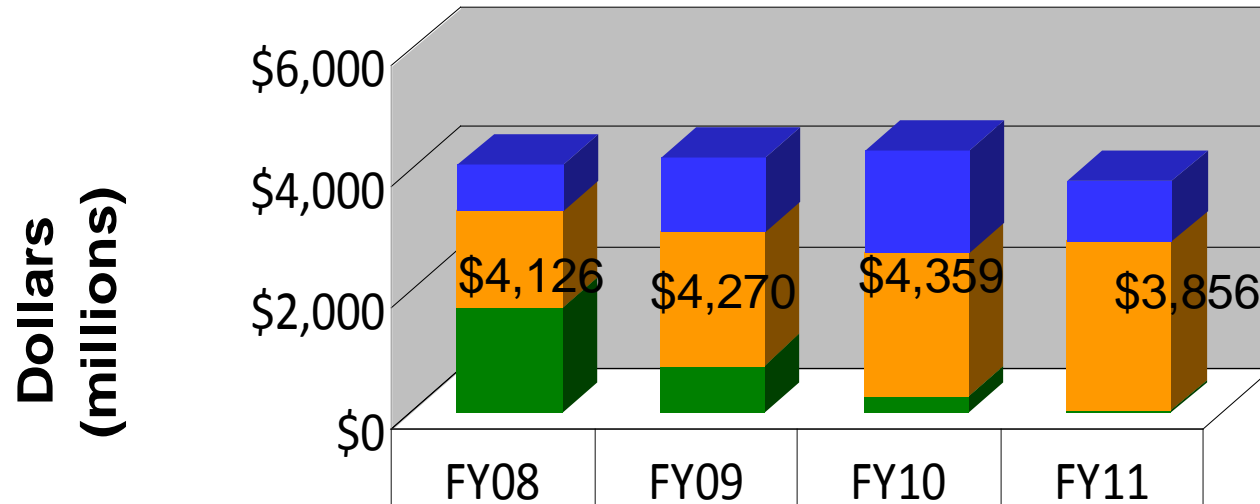





USACE Support to CENTCOM

- USACE is Lead DoD Construction Agent (LDCA) for CENTCOM Area of Responsibility (AOR) per DoD Directive and CENTCOM Designation
- Includes Iraq, Afghanistan and surrounding countries
- Mission is to provide engineering support of civil/military construction
- USACE also supports State Department and US Agency for International Development in theater
- USACE skills are critical to civil/military integration strategy
- About 2.3% of our workforce is deployed in the region



USACE Work in CENTCOM AOR



 MED	747	1,248	1,691	987
 AED	1,643	2,228	2,401	2,839
 GRD	1,736	794	267	30



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