

GKC SAME INDUSTRY DAY

29 JUNE 2023

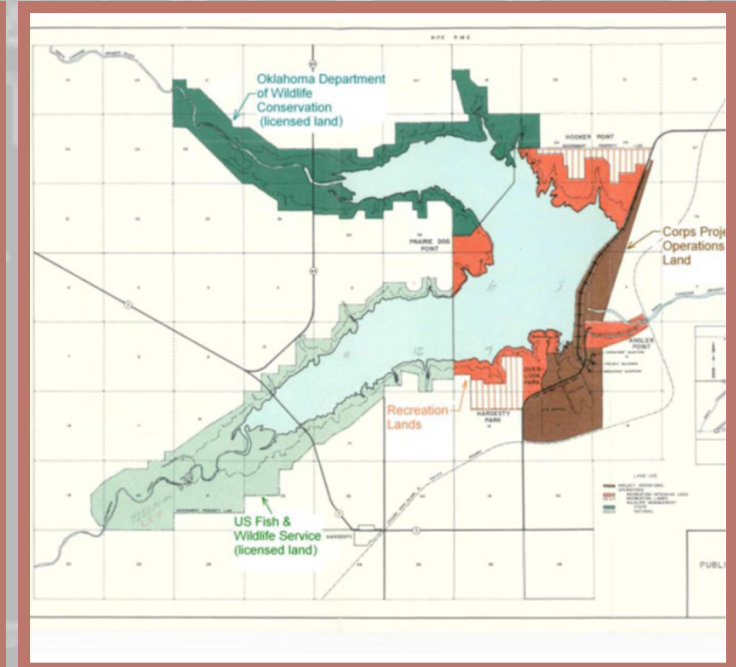
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District Overview and Future Work



US Army Corps
of Engineers®





USACE SWT Mission/Vision

SWD PRIORITIES: READY, RESPONSIVE, RELEVANT

SWT MISSION:

SWT stewards water resources and delivers infrastructure projects in order to secure our Nation, energize our economy and reduce disaster risk.



SWT Vision:

Trusted People, **Strong Partnerships**, Quality Projects to **serve our communities and our Nation.**

Winning = Finishing quality projects, on time and within budget . . . SAFELY!

ENTHUSIASM – INTEGRITY – RESPECT – TEAMWORK - SERVICE



TULSA DISTRICT



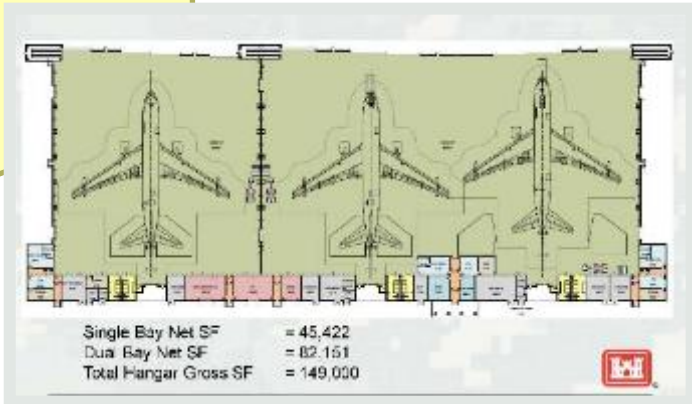
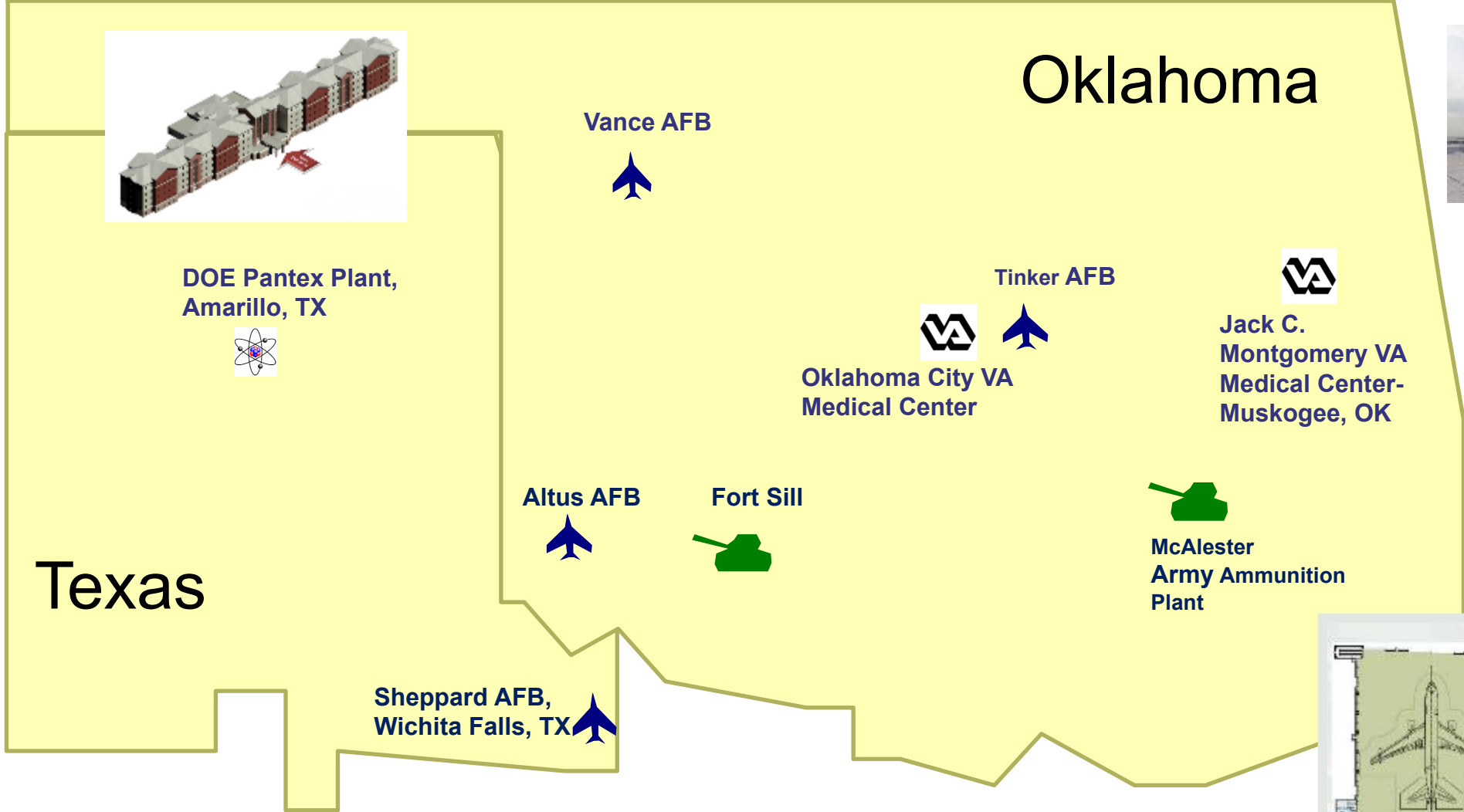
- 785 people
- Area of Responsibility
 - Arkansas River and Red River Basins in Oklahoma, Southern Kansas and Northern Texas

- Major Missions of the Corps of Engineers
 - Support the War Fighter
 - Flood Risk Management
 - Navigation
 - Hydropower
 - Military Construction
 - Regulatory/Environmental
 - Homeland Security





SWT MILITARY & INTERAGENCY SUPPORT



- Engineering
- Construction
- Installation Support
- Environmental Management





MILITARY PROGRAM TRENDS



- MILCON – Military Construction
 - Programming fluctuation makes it difficult for USACE to forecast outyear projections of the MILCON program.
 - KC46A Program (Tinker AFB for Depot Maint.)
 - B-21 platform at Tinker AFB
 - Fort Sill TRADOC mission

- SRM - Sustainment, Restoration, Modernization
 - Tinker AFB
 - Healthy Defense Logistics Agency Support at Tinker AFB
 - Large building renovations, airfield pavement & small short duration projects
 - More SRM centralized control continues for Army and AF

- Architecture-Engineers
 - Nearly all through ICS
 - New Replace-In-Kind AE Services Contract this year. (\$99M)



MILITARY PROGRAM



FY23

McAlester Army Ammunition Plant – Ammo Reclamation Center - \$40-60M (DBB)

Tinker AFB –KC46A PH3 Kitting Facility - \$10-20M (DBB PIVOT Pricing)

Tinker AFB – KC46A PH3 Pavements - \$20-30M (DB)

Tinker AFB – KC46A Depot Maintenance Hangar - \$65-75M (DBB)

Tinker AFB – KC46A Corrosion Control Hangar - \$100-110M (DBB)

FT Sill – B1603 Renovation - \$40-50M (DB)

FY24

Sheppard AFB – Regional Confinement Facility - \$5-10M (DBB)

Altus AFB – South Commercial Gate - \$5-10M (DBB)

Tinker AFB – Software Integration Lab - \$180-200M (DBB)

FY25

Vance AFB- T7A Ground Base Training System Facility - \$20-30M (DBB)

Vance AFB – T7A Unit Maintenance Training Facility - \$10M (DBB)

Tinker AFB – Child Development Center - \$40-50M (DBB)

Tinker AFB – AWACS Squad Operations Facility - \$60-70M (DBB)

Tinker AFB – ADAL Corrosion Control Hangar - \$80-90M (DBB)

Tinker AFB – Bomber Agile Common Hangar - \$250-300M (DBB)

Currently executing \$150-200M per year on existing contract tools (SATOC, MATOC, POCA, etc.) in Sustainment, Restoration and Maintenance contracts for our supported Military/IIS programs



CIVIL WORKS MISSION AREAS



Water Supply

- 39.6% of Corps water supply contracts
- 28 lakes, 143 water supply customers
- 1.9 million acre-feet under contract
- 0.29 million acre-feet not under contract



Sardis Lake

Flood Risk Management

- 38 Corps dams + 12 others
- 15,950,000 acre feet of flood storage
- Arkansas River Basin: \$26.8B in cumulative flood damage reductions
- Red River Basin: \$2.8B in cumulative flood damage reductions



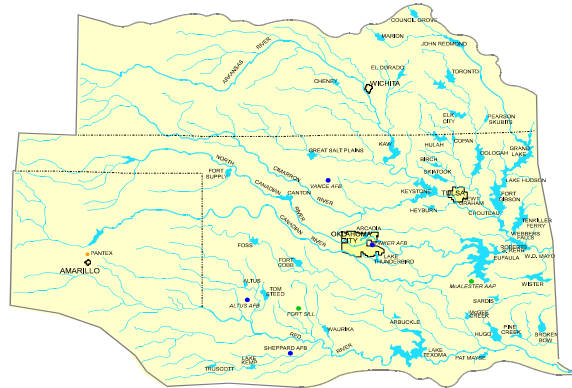
Denison Dam, Lake Texoma

Water Quality

- Enhances municipal, industrial, irrigation usage
- Protects endangered species
- Improves degraded streams



Red River Chloride, Area VI



Denison Dam Turbine

Hydroelectric Power

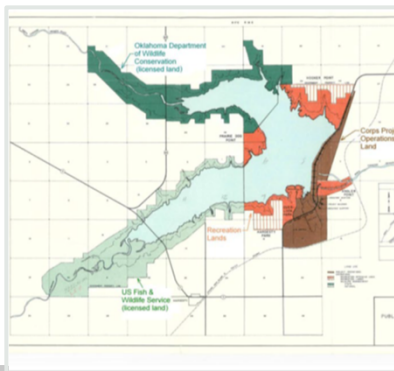
- 8 power plants produce 585,000 kw capacity
- Generates power to 8 million customers



Hawthorn Bluff Beach, Oologah Lake

Recreation

- 510 recreation areas at 33 projects
- 18.3 million visitors
- \$770.6 million in total spending around Corps Projects



Environmental Stewardship

- 1.15 million acres of Federal land
- 660,000 acres of wildlife management areas



Least Terns Nesting on Arkansas River



McClellan-Kerr Arkansas River Navigation System

- 5 locks & dams
- 3 major ports



CIVIL WORKS TRENDS



- Civil Works Budget is unpredictable
- Trending toward more life cycle projects
 - Longer lead time for design
 - Follow-on year for Construction
- Current program is 2-3 times regular Budget
 - Larger Projects for late FY23-FY24:
 - Fort Gibson Bridge Replacement
 - Tenkiller Bridge Replacement
 - McClellan-Kerr Arkansas River Navigation System (MKARNS)
 - » ‘12 foot channel’ deepening
 - » \$95M+ in Gate Repairs
 - Tulsa West Tulsa Levee Repairs (FY24)
 - California Program (Ashley Allinder – PGM)
 - » Contract Advertisement late FY23-early FY24





CIVIL WORKS PROGRAM



FY23

- Repair Stilling Basin at Webbers Falls Lock and Dam - \$10-20M

FY24

- Replace Spillway Bridge at Fort Gibson Lake, OK - \$50-60M
- Replace Spillway Bridge at Tenkiller Lake, OK - \$20-30M
- MKARNS Repair Tainter Valves - \$5-10M
- Construct New Bulkhead at Hugo Lake, OK - \$5-10M
- Repair Tainter Gate Trunions at Marion Lake, KS – under \$5M
- Repair Tainter Gates at Wister Lake, OK – under \$5M
- Repair Stilling Basin at Fort Gibson Lake, OK – under \$5M
- Repair Newt Graham Lock and Dam Tainter Gates - \$10-15M
- Repair Park Roads at Waurika Lake, OK – under \$5M
- Repair Auxiliary Spillway Channel at Oologah Lake, OK – under \$5M

FY25

- Construct New Dam Spillway at Prado Lake, CA - \$600-650M



CIVIL WORKS (O&M MAINTENANCE)



- Access
 - Often open competed contracts due to specialized work
 - Especially important to respond to Sources Sought due to lower volume of contractors in CW
 - Team with specialists whose experience closely matches requirement
- Capacity
 - CW POCA capacity diminishing, replacements planned FY23
 - CW Horizontal MATOC projected capacity through FY24; will begin replacement process FY23
 - Crane MATOC
- Future Work

Location	Requirement	ROM	Advertise	Award
MKARNS	Repair Tainter valves at Chouteau, WD Mayo & Newt Graham	\$5M-10M	1Q24	2Q24
Marion	Replace cracked trunnion yoke corbels, blocks, and girders	\$1M-\$5M	1Q24	2Q24



CIVIL WORKS SERVICE PROJECTS



- Project Offices at lakes utilize revolving competed service contracts for Mowing, Janitorial, Park Cleaning, Debris Removal etc. This is a good way to gain experience with the district as stepping stone to other work.

- Access – Work with SB Coordinator and PTACs
 - Normally all awarded by 2nd QTR
 - Work available across the district
 - SB set-aside for all work under \$250k
 - Talk to SB Deputy and Lake Managers

- SAM.Gov



REGIONAL PLANNING AND ENVIRONMENTAL CENTER CONTRACTING OPPORTUNITIES



- The RPEC is responsible for all military reimbursable Environmental and Master Planning Program work within the Southwestern Division boundaries
- RPEC is also charged with Planning and Environmental Support of the Regional Civil Works Mission
- RPEC is supported by both Tulsa and Fort Worth Contracting Offices (monitor both in FEDBIZOPS)
- Majority of reimbursable program requirements are awarded through existing IDCs and MATOCs (Primarily Environmental Consulting Services, Environmental Remediation, Environmental Architecture-Engineering Services)
- Sole-Source driven by operational necessity



PRE/POST AWARD LESSONS LEARNED





PRE-AWARD LESSONS LEARNED

Read the solicitation carefully; each solicitation stands on its own.

Ask questions during the solicitation phase. Ensure that you understand what is required by the solicitation.

Read the solicitation **prior to the pre-proposal meeting**.

Know which **evaluation criteria** are more important than others; the relative weights of the criteria are in the solicitation.

Know the importance placed on technical merit versus cost/price as stated in the solicitation.

Know the **basis of award** as discussed in the solicitation:

- Technically-Acceptable, Lowest-Price or the Trade-Off method.
- With or without discussions (may not get a chance to improve your proposal)

To reduce risk, the Government looks for past experience relevant to the work required by the Statement of Work/Specifications. Therefore, **technical experience** that qualifies a firm to do the work described in the solicitation is most valuable.

If your firm is lacking in experience in an area of work, you may **consider joint ventures or teaming** as a subcontractor with a firm who gets an award in order to gain experience.

Do not fill the proposal with "fluff"; the source-selection board is **not looking for marketing brochures**. Respond thoroughly in the technical proposal to each factor and sub-factor listed in the solicitation with substantive information directly relating to the factors and subfactors. Missing information results in a deficiency. .

Take **page limits** seriously!

Highlight and deficiencies up front and **understand the risk**.



PRE-AWARD LESSONS LEARNED

Format your technical proposal factor by factor, subfactor by subfactor as listed in the solicitation. If your response to a factor or subfactor is a repeat of information you have in another area in the technical proposal, offerors may cross reference but make sure it is very clear. **Don't make the Board search** for the information.

The cost/price and technical proposals **are two separate documents**. Do not cross reference between them. All information asked for by the RFP should be contained in the technical or cost/price proposal as required even if there appears to be duplication.

Prepare cost/price proposals as stated in the solicitation. Ensure that all required forms and documents are completed as indicated and are furnished with the proposal. Include all detail necessary to clearly substantiate prime and subcontractor labor rates, other direct costs, and markups proposed. **Detail is key in your cost / price proposal**. More detail is better than less.

Respond fully to discussion questions/issues (if the Government elects to enter into negotiations). Ask for clarification if the Government's questions are not clear.

Write your proposal as if you have never done business with the Government or Tulsa Dist. **Do not rest on the assumption we know your firm** and what your capabilities are. Past information and experience with your firm can not be used in the evaluation of your firm's technical proposal (with the exception of the factor for past performance) or cost/prices.



POST-AWARD LESSONS LEARNED

Read the contract carefully and thoroughly!

Understand the **importance of submittals** required before notice-to-proceed is issued. Delays in submittals do not constitute a valid delay of schedule.

Identify any problems you may have with **contract reporting requirements** such as Resident Management System early in the process.

Attend site visits, ask questions, and **seek clarification** of any unclear aspects of the Statement of Work.

The Government staff on site must balance the development of and assistance to small businesses with customer requirements **quality and schedule**.

Questions?

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