



# **SAME San Diego Post Small Business Forum**

## **NAVFAC Southwest**

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*\*\* Data contained herein is based on the best available information and is subject to change*

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# Purpose of this Brief



- **DOD (Navy, Marine Corps, Air Force) major facility investments**
  - Focused on operational facilities (hangars, runways, piers) and new weapons platforms
  - RDT&E facility investment has increased
  - Utility investment remains steady
  - Quality of life capital improvements is reducing
- **DoN is business minded and looking for partners**
  - Leveraging real estate for capital investment and O&M funding
  - Encouraging energy production and financed energy resiliency
  - Using Public-Public Partnerships (e.g. IGSA, EUL, etc)
- **Changing methods and reducing administrative controls**
  - Raising a variety of approval thresholds
  - Pushing authority and capability to the field
  - Reducing environmental burden through partnerships and methods

# Why is Our Navy Important?



## *Increasing Globalization*

*Climate Change &  
Sea Level Rise:  
Opening Artic,  
Displaced Persons*



*Great Power  
Competition  
Returns:  
Russia & China*

*Increasing Sea  
Floor Cables and  
Communication  
Traffic*

*Transnational  
Criminals: Drugs,  
Human Trafficking*

*Increasing Shipping  
Traffic*

***America's success depends on our access and relationships abroad. The U.S. Navy guarantees that access!***

# Projecting Power for National Defense



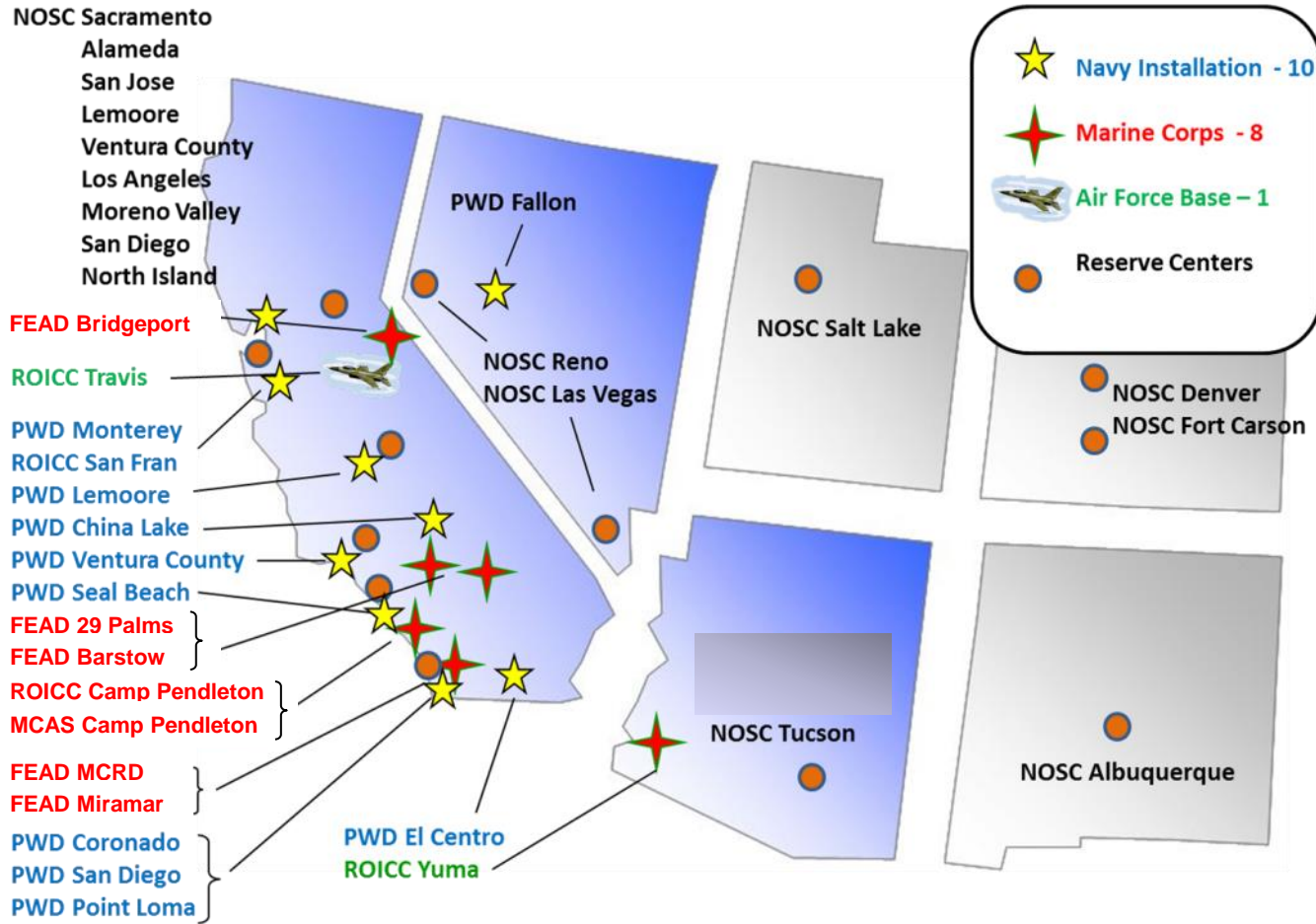
- IndoPacific Region
  - 40 nations
  - 60% of the world's population
  - More than half of the world's surface
  - 30% of the world's GDP
  - 70% of the world's oil transits through the Strait of Malacca
- Top 4 trading partners
  - Canada, China, Mexico, Japan
- 6 largest militaries
  - China, U.S., India, Russia, North Korea, South Korea

*Training Ranges  
Maintenance Hangars  
Simulators  
Command and Control Centers*

*Indoor Shooting Ranges  
Piers  
Ammo Storage and Handling  
Training Centers  
Resilient Utility Systems*

**60% of the Fleet to the Pacific**

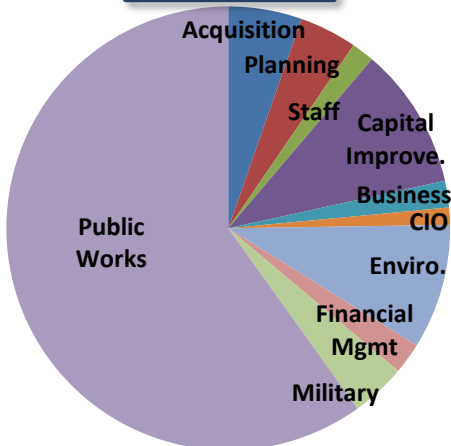
# Southwest Region Area of Responsibility



**Coastal | Desert | Marine Corps**  
**19 offices assigned to three Project Management Divisions (PMDs)**

# NAVFAC Southwest

## Staffing



3366 Civilians and 140 Military at 19 locations

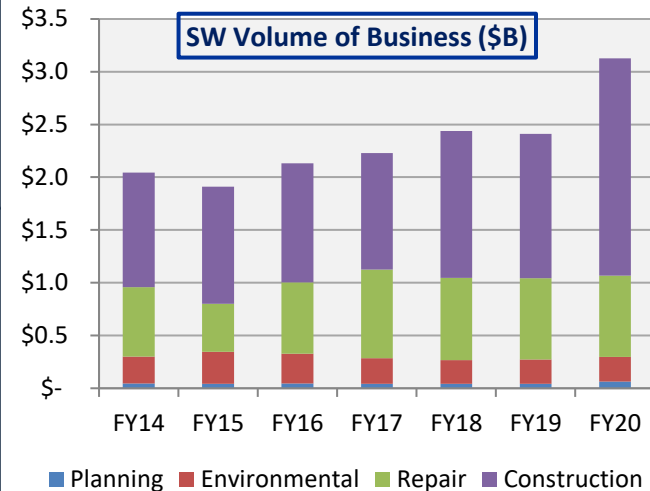
## MISSION

NAVFAC is the Naval Shore and Expeditionary Systems Command that:

- Plans, builds, and maintains sustainable facilities.
- Delivers environmental, utilities and other base services.

## WHAT WE DO

The Southwest's naval shore construction and acquisition agent delivering \$2+ billion of annual business and facilities lifecycle sustainment. Integrated team of multi-disciplinary professionals with expertise in planning, real estate, design, construction, utility operation, energy solutions, facility services, transportation and weight handling.



■ Planning ■ Environmental ■ Repair ■ Construction



## Major Programs

- Littoral Combat Ship
- USMC Infrastructure Reset
- Old Town Center
- KC-46 Pegasus Tanker
- Joint Strike Fighter
- Naval Special Warfare - Coastal Campus
- China Lake Earthquake Recovery

## Core Competencies

- Facilities Planning, Operations & Sustainment
- Environmental Compliance & Restoration
- Shore Anti-Terrorism Force Protection
- Utilities and Energy Management
- Specialized Technical Services
- Design, Repair & Construction
- Real Estate

## Supported Commands

- Navy Installations Command
- Navy Fleet and System Commanders
- MCI-West, TECOM & USMC Units
- Air Force
- Federal Agencies and non-DOD tenants

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# Major Programs: Current OPS



## LITTORAL COMBAT SHIP

Naval Base San Diego LCS  
2013-2020  
5 MILCONs  
\$205M

## USMC INFRASTRUCTURE RESET

USMC IR  
2017-2028  
\$240M/yr annual savings  
\$180M in Demo

## NAVAL SPECIAL WARFARE

Coastal Campus  
2015 - 2024  
29 MILCONs  
\$1B

## KC-46

KC-46A Program at Travis AFB  
2018-2021  
10 MILCONs  
\$165M

## JOINT STRIKE FIGHTER

West Coast JSF  
2018-2027  
23 MILCONs  
\$1.3B

## MARITIME SURVEILLANCE

Naval Base Ventura County  
2019-2024  
5 MILCONs  
\$332M

**Enabling a rebalance. Programmatic approach. Dynamic requirements.**

Rapid exchange of lessons learned. Acquisition strategies driven by IOC timelines.

# New Platforms: Future OPS



*Gateway to PACFLT*

**At or pushing capacity. BOS impacts. Utility system limitations.**



# FY20 & 21 Workload Distribution



## Navy Installations

Project Size	NB San Diego	NB Coronado	NB Point Loma	NWS Seal Beach	NB Ventura County	NAWS China Lake	NAS Lemoore	NAS Fallon	NSA Monterey	NAF EI Centro
< \$25M	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
\$25-\$100M	✓	✓		✓		✓	✓	✓		
\$100-\$200M	✓					✓	✓	✓		
>\$200M						✓				

## Marine Corps / Air Force Installations

Project Size	MCB Camp Pendleton	MCAS Camp Pendleton	MCAS Yuma	MCAS Miramar	MCAGCC 29 Palms	MCRD San Diego	MCLB Barstow	MCMWTC Bridgeport	Travis AFB
< \$25M	✓	✓	✓	✓	✓	✓	✓	✓	✓
\$25-\$100M	✓		✓	✓	✓				✓
\$100-\$200M	✓								
>\$200M									

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**FY20 & FY21 Workload >\$4.3B**



# NAVFAC SW Planned A/E IDIQ Contracts



Title	Type	Capacity	RFP	Est. Award Date
Architect (Multi-Disc)	SB	\$99M	Pending	Q3 FY21
Architect (Multi-Disc)	8(a)	\$20M	Pending	Q3 FY21
Facilities Planning	SB	\$15M	Pending	Q3 FY21
Architect (Multi-Disc)	UR	\$200M	Pending	Q4 FY21
Encroachment	UR	\$30M	Pending	Q1 FY22

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# NAVFAC SW Planned

## Multiple Award Construction Contracts



Title	Type	Capacity	RFP	Est. Award Date
Small Business	SB	\$495M	Received	Q1 FY21
C&I	UR	\$2.5B	Phase II	Q1 FY21
Waterfront	UR	\$750M	Phase II	Q2 FY21
Hubzone	SB	\$450M	Phase II	Q2 FY21
Paving	SB	\$99M	Pending	Q3 FY21
Medical	UR	\$249M	Phase I	Q3 FY21
Heavy Horizontal	UR	\$495M	Pending	Q1 FY22
Secure Spaces	TBD	TBD	Pending	Q2 FY22

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# Focused Contracts for Installations

- **Planned for award in FY20/FY21**
- **4 Geographical Mini-MACCs (SB Set Aside)**
- **29 Job Order Contracts (JOC) and Indefinite Delivery/Indefinite Quantity (IDIQ) awarded**
  - HUBZONE
  - WOSB
  - SDVOSB
  - 8(a)
- **9 Job Order Contracts (JOC) and Indefinite Delivery/Indefinite Quantity (IDIQ) awards pending**
  - 2 in Sep 20
  - 7 in Q1 FY21
  - All set aside for same SB categories

Installation	Installation	Installation	Installation	Contract Type	NAICS	Value
All	All	All	All	MINI-MACC (4 total [NorCal/NV, Metro SD, SoCal/AZ, Central CA])	236220	\$99,000,000
		CPEN	Seal Beach	Road Paving pre-priced IDIQ	237310	\$35,000,000
San Diego	Miramar	Coronado	Pt Loma	Roofing Pre-priced IDIQ	238160	\$42,000,000
			Ventura	Road Paving pre-priced IDIQ	237310	\$25,000,000
San Diego	Miramar	Coronado	Pt Loma	Painting Pre-priced IDIQ	238320	\$14,000,000
		CPEN	Seal Beach	Electrical JOC	238210	\$20,000,000
		CPEN	Seal Beach	Fencing Pre-priced IDIQ	238990	\$25,000,000
		CPEN	Seal Beach	Mechanical/Plumbing JOC	238220	\$20,000,000
			Travis	Specialty JOC	238990	\$15,000,000
San Diego	Miramar	Coronado	Pt Loma	Road Paving pre-priced IDIQ	237310	\$30,000,000
San Diego	Miramar	Coronado	Pt Loma	Civil JOC	237990	\$20,000,000
	Bridgeport	29 Palms	Barstow	Roofing Pre-priced IDIQ	238160	\$16,000,000
San Diego	Miramar	Coronado	Pt Loma	Electrical JOC	238210	\$24,000,000
	Monterey	China Lake	Lemoore	Roofing Pre-priced IDIQ	238160	\$25,000,000
		CPEN	Seal Beach	Flooring Pre-priced IDIQ	238330	\$10,000,000
	Bridgeport	29 Palms	Barstow	Paving pre-priced IDIQ	237310	\$35,000,000
	China Lake	29 Palms	Barstow	Electrical JOC	238210	\$9,000,000
San Diego	Miramar	Coronado	Pt Loma	Fencing Pre-priced IDIQ	238990	\$10,000,000

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# Design Strategy



FY	Design-Build (%)	Design-Bid-Build (%)
FY18	59	41
FY19	45	55
FY20	68	32
FY21	65	35

MILCON only  
DB Preferred for most  
smaller projects

- **Acquisition strategy is based on several factors**

- **DBB**

- Mission Need Date. Can start construction as soon as authorized/appropriated
- New technology....unknown design requirements (e.g. JSF)
- Complexity of project and/or special permitting

- **DB**

- UFC available (common building types, e.g. barracks)
- Core competencies

- **Best vehicle**

- Multiple Award Construction Contract
- Stand Alone procurement
- Small Business (competitive or sole source)

- **Best Source Selection**

- Best value/trade-offs
- Low Price

# Initiatives



- **Public Works Optimization: Shift in execution of projects <\$5M to the installations (<\$10M if size of office supports)**
  - Increase technical staff at those offices
  - Increase scope (quantity and competitiveness) of contracts available at field offices with assistance from regional team on acquisitions
  - MILCON work will not be shifted
- **Early Contractor Involvement**
  - Bring KTR in at design start
  - Pilot project will be P-025, MQ-25 Hangar at NBVC, starting in FY21
  - Second project will be P-315, Recruit Mess Hall, MCRD San Diego, starting in FY22
- **Stand-up of OICC China Lake**
  - Responsible for \$2.4B Earthquake Recovery MILCONs
  - \$340M in FY20 O&M funding
  - Post-award focused – CMs, ETs, CSs, PCAS Engineers

# Construction Contract Modifications



## • NAVFAC SW Improvements

### • Lean modification process for $\leq$ \$250K

- Scope developed jointly in field
- No IGE – mark-up contractors proposal
- CMs to negotiate as Contracting Officer's Authorized Representative (COAR) & KO signs as approving official (with funding in hand)

### • Modification Processing Time – establishing controls to

- Monitor modification lifecycle & outline expectations
- Mandate use of decision tree if no resolution and use of partnering

### • More designers on-site: Navy and A/E (PCAS)

## • Proposed Contractor Improvements

### • Time Impact Analysis (TIA) *MUST* be submitted in a timely manner

- Lack of timely and complete TIA submissions has caused contract modifications to be negotiated without time.
- In budget constrained projects, this can cause a contract to be put on hold to allow for reprogramming or necessitate scope reductions late in contract duration.

### • If requesting other than NAVFAC standard construction overheads, submit proposed overheads and substantiation for evaluation and negotiation **BEFORE** first change

# Partnering



- **Best dispute resolution is dispute prevention**
  - Cooperative relationships
  - Identify common goals & interests
  - Lines of communication – dispute resolution ladder
  - Cooperative problem solving
  - Clear expectations
- **Increasing focus on formal partnering**
  - Level of partnering had decreased
  - Growing number of projects have significant delays & cost impacts
- **Greater A/E involvement**
  - Critical with DBB
  - Resetting relationship when government owns the risk

**Partnering: Dispute prevention to Increase Readiness**



# Future Workload



Search  
“NAVFAC  
Southwest”

Future Workload  
Report  
at  
NAVFAC  
Southwest  
Homepage  
USEFUL LINKS

The screenshot shows the NAVFAC Southwest website. At the top, there is a search bar with the text "Enter Query" and a magnifying glass icon. Below the search bar are navigation links for "Employees", "eProjects", "SC Access", and "View Map". A main navigation bar contains "ABOUT US", "CONTACT US", "NEWS", and "CAREERS". The main content area features a large banner with the text "NAVFAC Southwest Is Hiring!" and a link to "www.navy.mil/swcareers". Below this, there is a "Now Hiring:" section with a list of job categories: Electricians, High Voltage Electricians, HVAC Technicians, AC Equipment Mechanics, Carpenters, Plumbers, Pipefitters, Multiple Trades (2+) Specialists, Heavy Mobile Equipment Mechanic, and Engineering Equipment Operator. A "USEFUL LINKS" section is also visible, containing several links, including "Contractor Visit Protocol", "Future Workload Projection for Q4FY20", "How to Obtain an Architect-Engineer Contract with NAVFAC Southwest", "New Hire" Information, and "The San Diego Metro Work Induction". A red box highlights the "USEFUL LINKS" section, and a red circle highlights the "Contractor Visit Protocol" link.

**Contractor Visit Protocol**

**Future Workload Projection for Q4FY20**

**How to Obtain an Architect-Engineer Contract with NAVFAC Southwest**

**"New Hire" Information**

**The San Diego Metro Work Induction**

**USEFUL LINKS**

- Employee Self-Certification NAVFAC RTW Guidance Form
- NAWs China Lake Earthquake Recovery Industry Forum - 25 FEBRUARY 2020 in Ridgecrest, CA
- Capital Improvements Design eLearning
- MANDATORY TRAINING for NAVFAC SW employees
- Contractor Visit Protocol
- Future Workload Projection for Q4FY20
- How to Obtain an Architect-Engineer Contract with NAVFAC Southwest
- "New Hire" Information
- The San Diego Metro Work Induction

[https://www.navy.mil/navfac\\_worldwide/pacific/fecs/southwest.html](https://www.navy.mil/navfac_worldwide/pacific/fecs/southwest.html)

**Full transparency on projects & acquisition tools**

# Requesting Visit to NAVFAC SW



- NAVFAC SW has specific protocol and a process for contractors to follow when submitting visit requests.
- Protocol was developed to:
  - 1) Provide industry representatives with a fair and equal opportunity to contact the command
  - 2) Ensure minimal disruption to the Navy mission.
- The Contractor Visit Protocol can be found in the NAVFAC SW Public Web Site at the following link:  
[https://www.navfac.navy.mil/navfac\\_worldwide/pacific/fecs/southwest.html](https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/southwest.html)
- To request a contractor call/visit, personal visit, or social call, send an e-mail to the command's Contractor Visit Coordinator at:  
[NAVFAC\\_SW\\_Contractor\\_Visit\\_Coordinator@navy.mil](mailto:NAVFAC_SW_Contractor_Visit_Coordinator@navy.mil)