

# US ARMY CORPS OF ENGINEERS LOS ANGELES DISTRICT CONTRACT OPPORTUNITIES

9 March 2022

**SAME San Diego Post  
2022 Small Business Forum**



**Presenter:**  
**David Van Dorpe**  
Deputy District Engineer for Project Management  
Los Angeles District

## **Disclaimer**

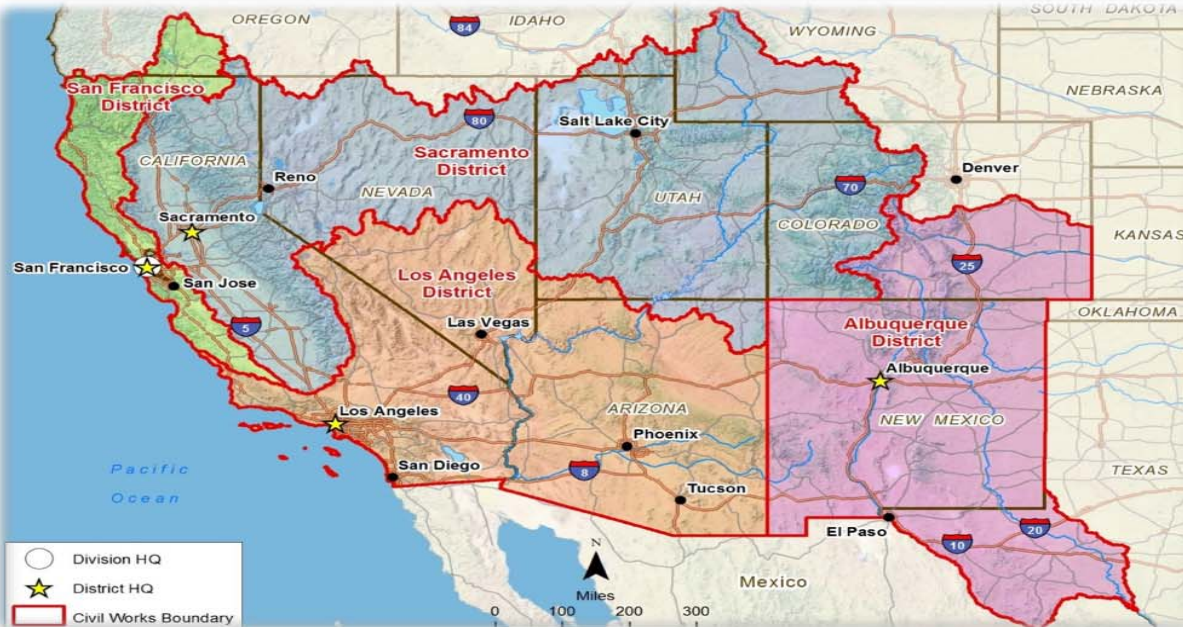
*The views, opinions and findings contained in this report are those of the author(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation.*

*For informational purposes only. All information is subject to change without notice.*



**US Army Corps  
of Engineers**®

# San Diego SAME Post is within the Los Angeles District (SPL)/USACE



*Established in 1898, the Los Angeles District is one of four districts in the South Pacific Region. The first project was the San Pedro Breakwater at the Port of Los Angeles.*

**Employees:** 680 (95% civilian)  
**Offices:** HQ in downtown Los Angeles, plus 3 area offices and 22 resident and project offices

**Demographics:**

- 226,000 Square Miles
- 33,000,000 People
- 420 Miles of CA Shoreline
- 14 Harbors (Ports of LA & Long Beach – 31% of US trade)
- 10 military installations
- 17 Dams
- Rich bio-diversity

**Political:**

- 8 US Senators
- 44 US Representatives
- 4 Governors

**Programs:**

- Military
- International & Interagency
- Civil Works



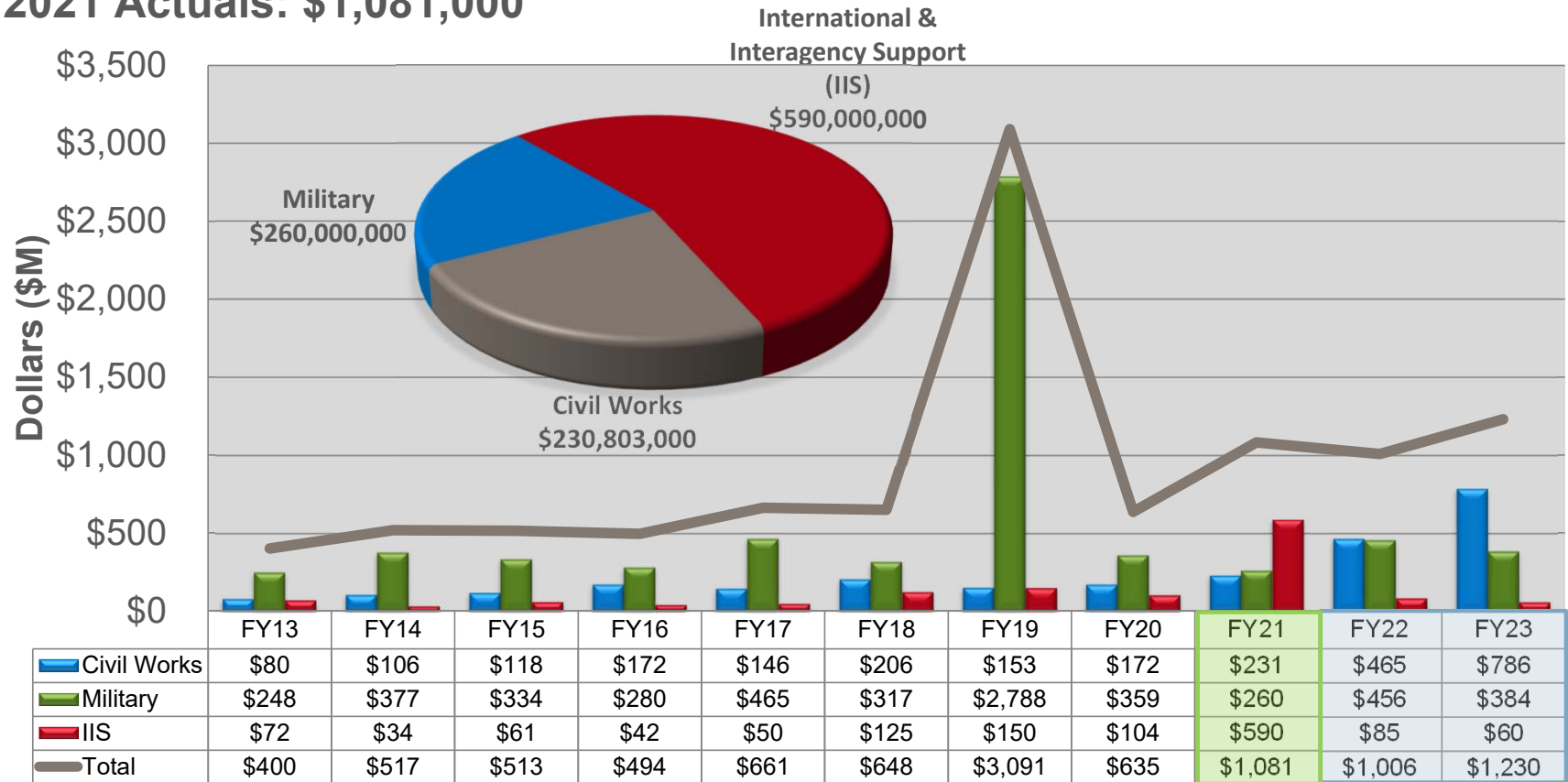
**US Army Corps  
of Engineers®**



# LOS ANGELES DISTRICT PROGRAM

Current Year

FY2021 Actuals: \$1,081,000



■ FY21 Actuals  
■ FY22 and FY23  
■ FY14-FY20 Actual Execution

\*FY18-FY23 Civil Works includes Bi-partisan Budget Act of 2018 BBA18 Supplemental funding.





## IMMEDIATE FUTURE: SPL SOUTHWEST REGION MILITARY PROJECTS



### **B-2241 Warehouse Construction (Qtr 2 or 3) MCB Camp Pendleton, DLA Disposition Services**

43K SF Timber Framed Administrative Office and Warehouse  
Space in Need of Renovation to Address: (Overall  
Function)(Process/Material Flow)(Security)(Site Circulation)

- Price Range Between: \$10M-\$25M
- Duration: 15 Months
- NAICS 236220-Commercial and Inst Building Construction
- Small Business Set-Aside: Y

Work to Take Place Over 3 Phases:

Phase 1: (Electrical)(New Roof)(Shade Structure)(Loading Dock)

Phase 2: (HVAC)(Plumbing)(Doors and Windows)

Phase 3: (Paving)(Parking Lights)(Upgrade of Shed Structure)



### **Ready Building, Yuma Proving Ground Reference: W912PL21R0004 (Qtr 3 or 4)**

- Price Range Between: \$10M-\$25M
- NAICS 236220-Commercial and Inst Building Construction
- Small Business Set-Aside: TBD
- (Student Team Rooms)(Multi-Purpose Room)(Reception Areas)(Lockers/Showers)(Overhead Protection)
- Building Systems: (Fire Alarm/Mass Notification)(Fire Suppression)(Emergency Management Control System)(Other)
- Supporting Facilities: (Site Prep)(Utilities)(Sanitary Sewer)(Chilled Water)(Lighting)(Parking)(Roads)(Other)





## EXAMPLES OF THE FUTURE: LOCAL/REGIONAL CIVIL WORKS PROJECTS (PART 1)



### Murrieta Creek Project Location: Temecula

**Scope: Multi-Purpose Flood Risk Management, Ecosystem Restoration and Recreation Project**

- Phase 1: Buried Riprap Bank Protection and Ecosystem Restoration
- Phase 1A: MWD Pipeline Protection (Floodwall)
- Phase 2B: Buried Riprap Bank Protection and Ecosystem Restoration
- Phase 3: Offline Multi-Purpose Detention Basin for Flood Control, Recreation and Ecosystem Restoration
- Phase 4: Widened/Deepen Channel with Levees

### Surfside-Sunset & Newport Beach-Stage 13 Location: Orange County, CA

**Description: Mitigation Project Designed as Remediation for Beach Erosion Damage , Federal Flood Control, Navigation and Defense Projects.**

**Stakeholders: State Dept of Boating and Waterways, City of Huntington Beach, City of Newport Beach, Surfside Colony HOA, County of Orange**





## EXAMPLES OF THE FUTURE: LOCAL/REGIONAL CIVIL WORKS PROJECTS (PART 2)

6



### LA River Ecosystem Restoration Project

Focusing on 11-miles on the LA River from the Headworks site in the San Fernando Valley to 1<sup>st</sup> Street in Los Angeles

- Restoration of 2 tributary confluences
- Restoration of the LA Trailer and Container Intermodal Facility Site
- Significant removal of concrete and riverbed restoration
- Restoration of the freshwater marsh at the LA State Historic Park
- Restoration and reconnection to the historic flood plain at Taylor Yard



### Salton Sea Restoration Pilot Project(s)

10-Year Plan to implement aquatic habitat restoration projects along and adjacent to the Salton Sea that convert exposed lakebed areas either to pond habitat suitable for fish and wildlife, or to wetland habitats

Impacted communities include: Mecca, Desert Shores, Salton City, Westmorland, Calipatria and Bombay Beach







# NASA SANTA SUSANA FIELD LABORATORY

**Location:** Simi Hills, Ventura County

**Project:** SPL Soil and GW Remediation-MATOC, Soils investigations and cleanup, groundwater cleanup and monitoring, hazardous materials and waste handling, air quality testing and radiation cleanup, \$100M-\$250M

<https://ssfl.msfc.nasa.gov>

NASA is currently awaiting DTSC's decision document outlining the cleanup actions they have selected, at which time NASA will be able to implement final cleanup actions.

Estimated California Dept of Toxic Substances Control (DTSC) decision: **Q3, FY22**. Market research will occur after DTSC decision (i.e.sources sought)

**Los Angeles District:** [www.sam.gov](http://www.sam.gov) **W075W075**  
**ENDIST LOS ANGELES**



Groundwater cleanup operations



Soil cleanup operations



Drilling groundwater monitoring well

<https://www.spl.usace.army.mil/Business-With-Us/Small-Business-Program>



## INFRASTRUCTURE INVESTMENT AND JOBS ACT AND SPL: REGIONAL PROJECT EXAMPLES

Non-Cap Construction	
LA River Ecosystem Restoration	Taylor Yard Construction
SD County Shoreline (Encinitas-Solana)	Sand Placement on Encinitas and Solana Beaches

Environmental Infrastructure	
	Water Reclamation Facilities Generators: Tucson, AZ
	Install Reclaimed Water Pipeline and Rehabilitate Existing Infiltration Gallery: Superior, AZ
	Construction of Water Distribution Line: Flagstaff, AZ
	Water System Improvements: Tucson, AZ
	Wastewater Treatment Plant Improvements: Buckeye, AZ
	Install Combination/Rate of Flow and Backwash Pressure Reducing Valve and Install New Pressure Transmitters: Kearny, AZ
	Construction of Interconnection of Waterline: Maricopa, AZ
	Connect the WF Killip Elementary School Regional Flood Detention Basin: Flagstaff, AZ
	Connect Camp Verde School District to the Yavapai-Apache Wastewater Treatment Plant: Camp Verde, AZ

O&M Projects	
Santa Ana River Basin: CA	Electrical Modernization at Fullerton Dam and Boundary Survey
Mojave River Dam: CA	Repair Damaged Concrete at Inlet
Painted Rock Dam: AZ	Test Relief Wells and Modernize Gate Chamber Elevator



## SPL Business Opportunities Open House (BOOH)

Registration Information in SAM

[LADistrictBOOHPHX30MAR22](#)

Hilton Garden Inn Phoenix MidTown  
4000 North Central Avenue in Phoenix  
March 30<sup>th</sup>, 2022  
0830-1300



**REGISTRATION is FREE** - Space is limited  
so Register NOW and reserve your spot!

<https://invitations.afit.edu/inv/anim.cfm?i=630988&k=04624200735F>



US Army Corps  
of Engineers®



# BUYING PATTERN (FY18-FY21)



NAICS	NAICS	OTSB	SB	Grand Total
237310	HIGHWAY, STREET, AND BRIDGE CONST	\$ 2,493,601,037.98	\$ 78,820,293.44	\$ 2,572,421,331.42
236220	COMMERCIAL AND INSTITUTIONAL BUIL	\$ 749,632,118.47	\$ 345,950,644.51	\$ 1,095,582,762.98
237990	OTHER HEAVY AND CIVIL ENGINEERING	\$ 113,684,409.71	\$ 124,117,393.05	\$ 237,801,802.76
562910	REMEDIATION SERVICES	\$ 8,605,853.03	\$ 128,916,265.09	\$ 137,522,118.12
541330	ENGINEERING SERVICES	\$ 20,812,465.81	\$ 11,856,856.17	\$ 32,669,321.98
237110	WATER AND SEWER LINE AND RELATED	\$ 4,294,406.15	\$ 23,862,703.12	\$ 28,157,109.27
561210	FACILITIES SUPPORT SERVICES		\$ 23,075,186.68	\$ 23,075,186.68
541620	ENVIRONMENTAL CONSULTING SERVICE	\$ 30,908.00	\$ 20,795,242.34	\$ 20,826,150.34
561730	LANDSCAPING SERVICES		\$ 19,652,895.67	\$ 19,652,895.67



# MAXIMIZING OPPORTUNITIES FOR SMALL BUSINESS: PRIME VS SUBCONTRACTING (PART 1-SUBCONTRACTING)



## Recent Full and Open Postings in SAM

Description	ID	Notice
DB-GBSD-Re Entry Facility, VSFB	W912PL22R0002	Presolicitation
Riverside Levees PL 84-99 Rehabilitation Project	W912PL22B0002	Presolicitation
Oceanside Harbor Maintenance Dredging	W912PL22R0008	Presolicitation
Squadron Ops and Test Facility	W912PL22R0004	Updated Solicitation
DB-GBSD-Stage Processing Facility, VSFB	W912PL22R0003	Updated Solicitation
F-35A ADAL AMU Facility, Squadron #6-DB, Luke AFB	W912PL22R0013	Presolicitation
F-35A Squad Ops Facility #6-DB, Luke AFB	W912PL22R0014	Presolicitation

The SPL, SB Office Maintains a List of Current/Past 2<sup>nd</sup> Tier Subcontractors on SPL Projects for Consideration by OTSBs in Upcoming Full and Open Solicitations.

**Make Sure Your Firm is on the List!**

## FY22 Prime Contracting Goals (SPL)

<b>Small Business</b>	<b>36.42%</b>
<b>Small Disadvantaged Business (SDB)</b>	<b>30.09%</b>
<b>Women-Owned Small Business (WOSB)</b>	<b>7.92%</b>
<b>Service-Disabled Veteran-Owned SB (SDVOSB)</b>	<b>4.47%</b>
<b>HUBZone Small Business (HUB)</b>	<b>5.82%</b>

## SUBCONTRACTING

-The SPL, SB Office Reviews Subcontracting Plan Proposals to Ensure Maximum Opportunities for Small Business

-SB Goals are Usually Set on History of Project. However, the SPL SB Ofc May Also Use its Prime Goals as a Baseline/See Above

-The SPL, SB Ofc Strongly Encourages OTSBs to Make Use of SBA, PRO-NET

-The SPL, SB Ofc Reviews Subcontracting Accomplishment Reports (ISRs) Very Carefully to Ensure Maximum Small Business Participation





## MAXIMIZE OPPORTUNITIES FOR SB/SMALL BUSINESS MARKET RESEARCH: SPL SMALL BUSINESS SURVEYS AND DATABASE (PART 2-PRIME CONTRACTING)

12



### SPL SB Market Research Surveys and Database: What is it?

**SPL Small Business Surveys:** The SPL, SB Ofc conducts market research of existing/interested SPL vendors to see if there is a match between the existing/potential capabilities of a small business and project needs. The potential benefit of this process is the saving of time in the acquisition process vs SAM.

**SPL Small Business Database:** Small Business Surveys Sent to Firms Within the SPL, Small Business Database.

-Contact SPL Small Business Ofc to ensure your business info is contained within database

-Contact us with any changes in information



### SB Market Research Surveys: What are we Asking?

- Capability to Perform a Contract of This Magnitude and Complexity
- Performance Evaluations Including CPARS
- Info/Percentage About Self-Performance on Projects Cited
- Info About the Use of Local Subcontractors and Initiatives to Address per Diem Rates
- Cite Team Members and Their Scopes of Work
- Contract Teams: (Examples of Where the Team has Worked Together)(Descriptions of the Work)
- Don't Just List Contract Vehicles, Describe Relevant TOs



## SPL SB FORECAST (UPDATED AND DISTRIBUTED QUARTERLY): REGIONAL PROJECTS

13



### March AFB: 3 Projects

#### Main Gate Renovation (DB-\$5M-\$10M)

- Provide Security Enhancements and Traffic Improvements
- Renovate Building #2200 w/New Addition to Increase Overall Functional Area

#### B-1203 Renovation (DB-\$10M-\$25M)

- New Offices and Open Office Spaces
- Replace Fire Suppression and Life Safety/Mass Notification Systems, HVAC, Electrical and Communications

#### B-1221 Renovation (DB-\$5M-\$10M)

- 7,500 SF/Two-Story Addition
- Build Out Upper Mezzanine for Office Space (4K SF)

### Edwards AFB and SD VA

#### Edwards AFB: Site Prep for the Installation of a New Hangar

- (Demo Concrete)(Set-Up and Placement of All Concrete Foundations and Slabs)
- Utilities: (Fire Suppression)(Electrical)(Gas)

#### San Diego VA

- Upgrade Domestic Hot and Cold Water Systems A (\$5M-\$10M)
- Replace Primary Substation, Transformer and Dual Primary Selective Switches (\$5M-\$10M)





# CURRENT A/E CONTRACT VEHICLES



Contract Number	Award Date	End Date	Description
W912PL17D0003	5/25/2017	5/24/2022	AE GEOTECHNICAL SVCS
W912PL17D0005	7/17/2017	7/13/2022	CIVIL ENGR FOR CIVIL WORKS PROJECTS
W912PL17D0004	9/25/2017	9/24/2022	AE GEOTECHNICAL SVCS-BASE YEAR
W912PL18D0003	7/11/2018	7/10/2023	ARCHITECT-ENGINEER (A-E) SERVICES FOR CONSTRUCTION PHASE SERVICES, ALL DISTRICTS IN THE SOUTH PACIFIC DIVISION
W912PL18D0006	9/28/2018	9/27/2023	CONSTRUCTION MANAGEMENT SVCS
W912PL19D0010	7/22/2019	7/21/2024	AE HYDROLOGY HYDRAULIC SVCS BASE YEAR
W912PL19D0009	8/23/2019	8/22/2024	TO PROVIDE PRE-DESIGN INVESTIGATION AND DESIGN SERVICES FOR BUREAU OF INDIAN AFFAIRS (BIA), SAN CARLOS IRRIGATION PROJECT, (SCIP) POWER TRANSMISSION INFRASTRUCTURE IMPROVEMENTS LOCATED IN COOLIDGE, AZ,
W912PL19D0013	9/20/2019	9/19/2024	SURVEY&MAPPING SERVICES FOR LAD&SPD
W912PL20D0032	8/5/2020	8/4/2025	PLAN FORMULATION
W912PL20D0004	9/2/2020	9/1/2025	GEOTECHNICAL AND ENVIRONMENTAL ENGR
W912PL20D0003	9/24/2020	9/23/2025	AE GEOTECHNICAL SVCS





# FORECAST, OUTREACH AND SAM.GOV



## 1. Forecast of Contracting Opportunities

Updated Quarterly, posted to SB webpage

## 2. Upcoming outreach events

Posted to SB webpage, throughout year

## 3. SAM.gov Advertised Opportunities

Opportunities = **W075 ENDIST LOS ANGELES**  
Save Search and hit notify for automatic email notifications

## 4. SB Points of Contact

Prisco Eric Ravelli  
Deputy, Office of SB Programs  
[Prisco.e.Ravelli@usace.army.mil](mailto:Prisco.e.Ravelli@usace.army.mil)  
213-452-3938

Roger Minami  
Procurement Analyst, Office of SB Programs  
[Kinya.R.Minami@usace.army.mil](mailto:Kinya.R.Minami@usace.army.mil)  
213-452-3234

The screenshot shows the 'Small Business Program' page on the US Army Corps of Engineers Los Angeles District Website. The page features a navigation menu at the top, a search bar, and a main content area with a 'Small Business Program' header, a circular logo, contact information for the Small Business Office, and a 'Useful External Links' section. On the right side, there are sections for 'Business Opportunities' and 'Upcoming Events & Links'.

**Business With Us - Small Business Program**

**Small Business Program**

**Contact Us:**

**Small Business Office**

U.S. Army Corps of Engineers  
Los Angeles District  
915 Wilshire Boulevard  
Los Angeles, CA 90017  
(213) 452-3938

**Useful External Links**

USACE HQ Small Business

**Business Opportunities**

FY21 & FY22 Business Opportunities (Click Here to Download)

**Upcoming Events & Links**

SAME Phoenix (26 August) Opportunities Luncheon, Briefings by Luke AFB & USACE, In-person.  
Expo 21 (12-13 July) In-person.  
Navy Gold Coast (1-2 September) Virtual  
SAME Federal Small Business Conference (15-19 November) In-person & Virtual

**Small Business Administration Announcement**

4 August - Small Business Administration: Selling

<https://www.spl.usace.army.mil/Business-With-Us/Small-Business-Program>



# U.S. Army Corps of Engineers Los Angeles District

[www.spl.usace.army.mil](http://www.spl.usace.army.mil)

16



**COL Julie A. Balten**  
Commander and District Engineer  
(213) 452-3961

[Julie.A.Balten@usace.army.mil](mailto:Julie.A.Balten@usace.army.mil)

Ms. Sally DeSimone, Administrative Assistant  
(213) 452-3964

[Sally.M.DeSimone@usace.army.mil](mailto:Sally.M.DeSimone@usace.army.mil)

**Mr. David Van Dorpe**  
Deputy District Engineer for Programs  
and Project Management  
(213) 452-3971

[David.M.VanDorpe@usace.army.mil](mailto:David.M.VanDorpe@usace.army.mil)

Kenneth Reed, Administrative Assistant  
(213) 452-3974

[Kenneth.Reed@usace.army.mil](mailto:Kenneth.Reed@usace.army.mil)

**Ms. Lisa A. Lugar**  
Executive Assistant to the Commander  
(213) 452-3963

[Lisa.A.Lugar@usace.army.mil](mailto:Lisa.A.Lugar@usace.army.mil)

Portia Pham, Administrative Assistant  
(213) 452-3965

[PortiaXena.D.Pham@usace.army.mil](mailto:PortiaXena.D.Pham@usace.army.mil)



**Ms. Jennie Ayala**  
Outreach Coordinator  
213-452-4018  
[Jennie.Ayala@usace.army.mil](mailto:Jennie.Ayala@usace.army.mil)

**Prisco Eric Ravelli**  
Deputy, Office of SB Programs  
213-452-3938  
[Prisco.e.Ravelli@usace.army.mil](mailto:Prisco.e.Ravelli@usace.army.mil)