



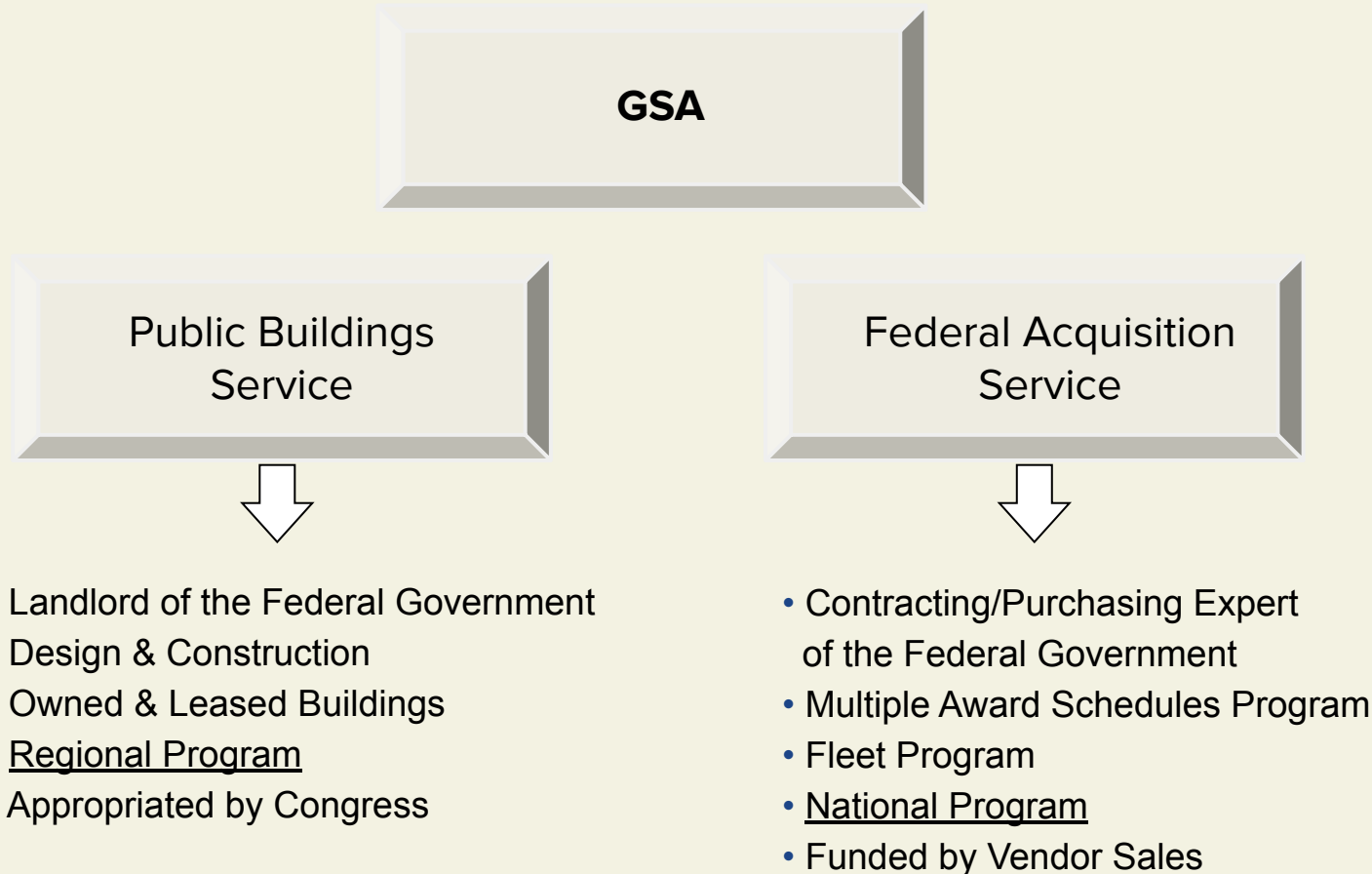
Northwest/Arctic Region 10  
*Alaska | Idaho | Oregon | Washington*

# 2022 Business Opportunities

# R10

Presentation to the Society of American Military Engineers  
Federal Facilities Outlook  
Thursday, June 29, 2022

# Organizational Structure





# Public Building Services OVERVIEW

PBS is the largest public real estate organization in the United States

**Mission: To provide effective and sustainable workplace solutions for federal agencies at the best value for the American Taxpayer.**

- Build/Alter, Operate and Maintain Federally-Owned Properties
- Acquire and Administer Commercial Leases
- Customers: 55 Government Agencies to:
  - Design Innovative Workplaces
  - Reduce Workspace Costs
- Dispose of Excess Federal Properties







## Region 10 Background

- **States:** Alaska, Idaho, Oregon and Washington
- **Geography:** 12 million citizens across 817,000 square miles
- **Employees:** 465 GSA employees
- **Contractors:** More than 3,200 across the region
- **Federal Employees Served:** 100,000+



# Northwest/Arctic Region Footprint





# Public Building Services OVERVIEW

## R10 Services include:

- Design, construction, renovation of new/existing space
- Outleasing (Leases with commercial entities)
- Environmental programs
- Facilities management
- Strategic planning for portfolio of properties
- Historic Preservation and Arts programs
- Real estate services
- Workplace innovation
- Property disposal
- Customer care
- FEMA support
- Child care





## R10 Portfolio

- Real Estate Portfolio: 508 properties, 15 million sf
  - Owned: 102 properties, 7.5 million sf
  - Leased: 406 properties, 7.5 million sf
    - \$192 million in annual rental payments to building owners
- Land Ports of Entry: 16 border stations in Washington, Idaho and Alaska
- Top Customers: Judiciary (13.6%); Dept of Justice (11.8%); Dept of Homeland Security (10.49%); Dept of the Interior (10.47%); Dept of Energy (7.1%)



## Areas of focus when doing business with GSA:

- Delivering the best value to the government and the American taxpayers
- Economic Catalyst
- Small Business Utilization
- Total WorkPlace
- Sustainability





## Small Business Utilization Successes:

- Nationally:
  - 15,000 contract actions to Small Businesses in support of COVID response
    - 20% of those to socio-economic disadvantaged businesses
    - Total value, over \$43M
  - \$2.3B to small/disadvantaged businesses overall
- Locally:
  - Total amount of **R10 dollars, all business lines, \$76.1M**
  - Percentage of eligible **budget to Small Businesses: 78.8%**
  - Exceeded all FY21 goals in all SBA subcategories





## **GSA Forecast of Opportunities**

<https://hallways.cap.gsa.gov/app/#/dv/federal-business-forecast>

## **Open Market opportunities over \$25,000**

[www.fbo.gov](http://www.fbo.gov) transitioned to [SAM.gov](http://SAM.gov)

## **GSA Schedule Readiness Assessment Tool\***

[vsc.gsa.gov](http://vsc.gsa.gov)

## **Getting on GSA Schedule\***

[www.gsa.gov/gettingonschedule](http://www.gsa.gov/gettingonschedule)



*\* For companies interested in getting on GSA Schedule for janitorial services, grounds maintenance, O&M services, facilities maintenance & management, furniture, construction management or engineering services in support of PBS projects.*

# Capital Construction Program

## Program Execution Considerations

- Design-Build
- Best Value Source Selection
- Design - Bid - Build
- CMAR/CMc



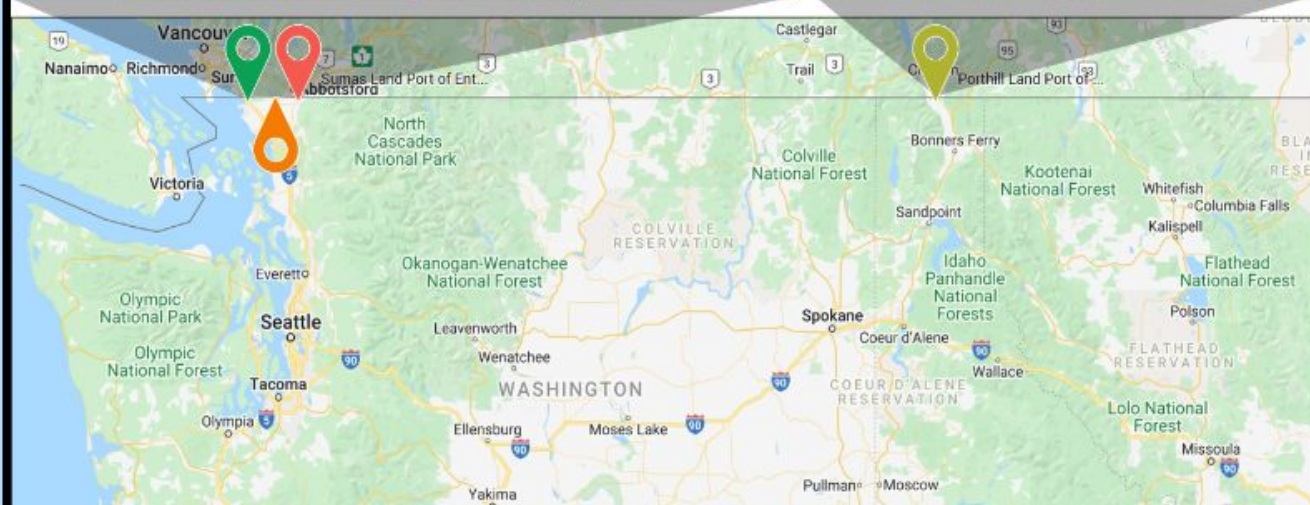
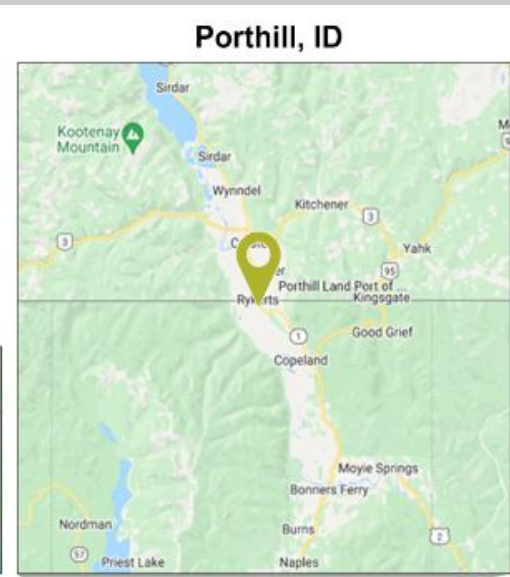
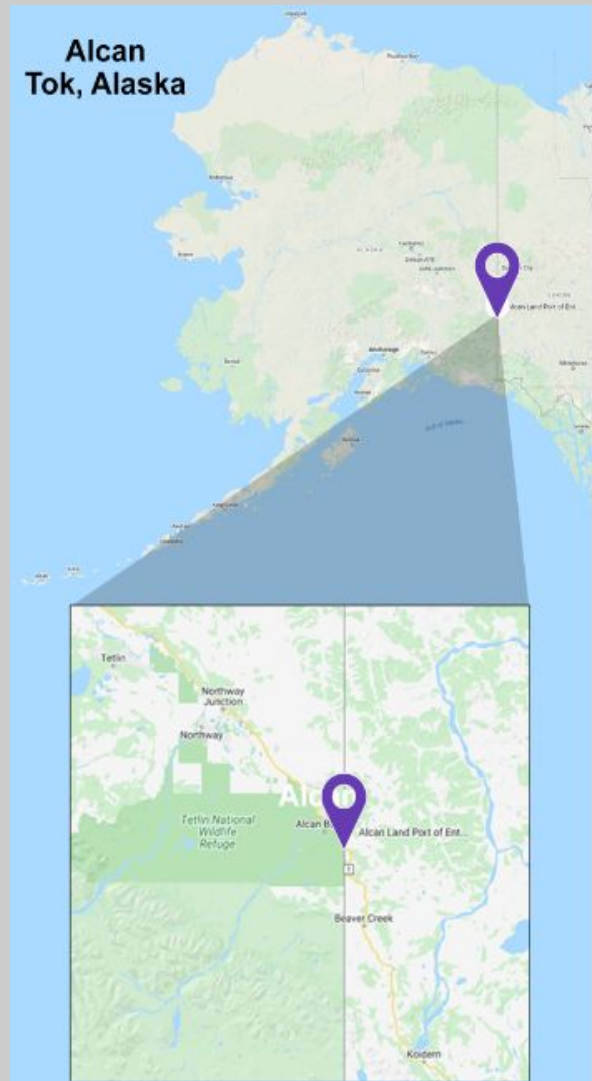
## Supporting Program Contracts

- A/E studies and assessments
- Construction Management
- Commissioning





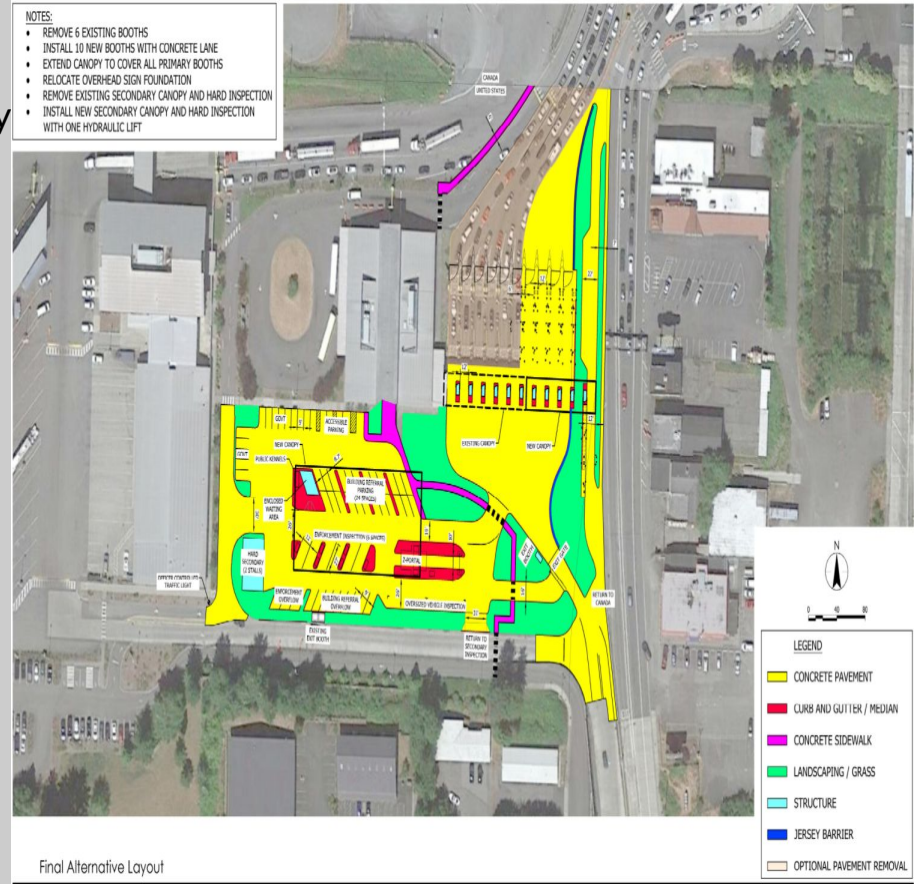
- PacHwy Lane Expansion: 4-Lane expansion and Secondary Screening construction, \$20M
- Porthill LPOE Replacement: 48,900 SF POR, 3 POV, 1 Commercial, \$40M
- Sumas LPOE Replacement: 121,000 SF POR, 6 POV, 3 Commercial, \$160M
- Lynden LPOE Replacement: 112,473 SF POR, 5 POV, 4 Commercial, \$90M
- Alcan LPOE Replacement: 130,840 SF POR, 2 POV, 1 Commercial, \$160M



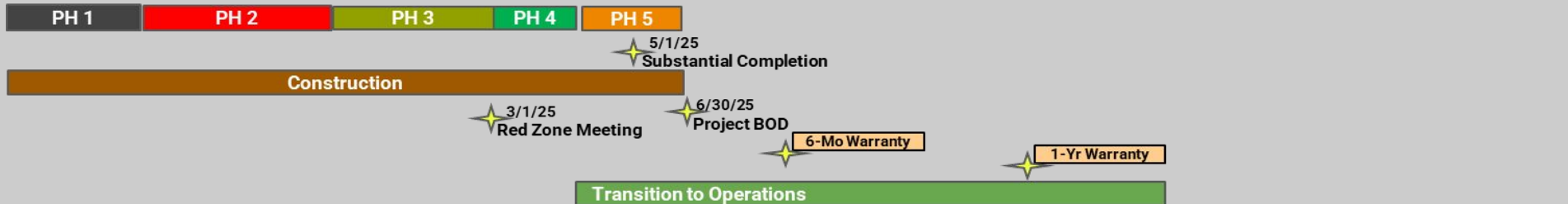
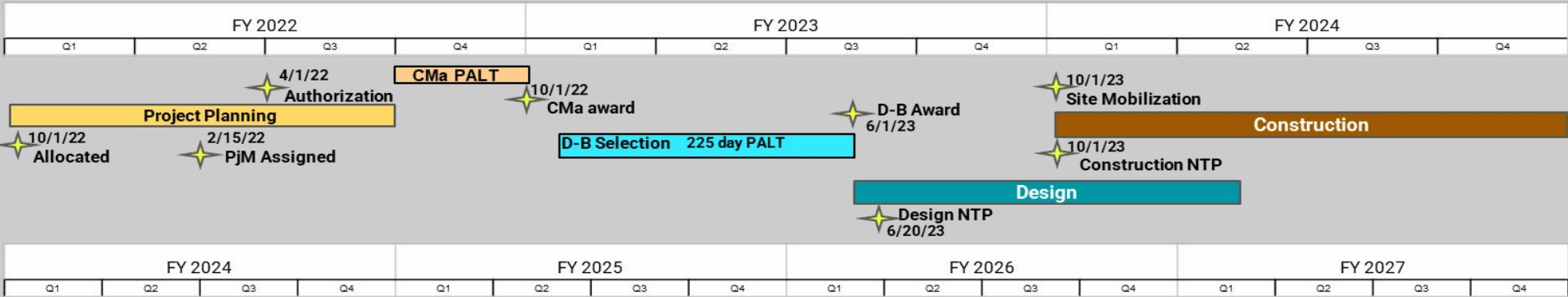
# Pac Hwy LPOE Expansion, \$20M

Project Details: Utilizes the existing six Primary POV Inspection lanes and installs four new lanes/booths east of the existing booths, providing a total of 10 POV primary inspection lanes. Expands the existing half “Christmas Tree” layout in the Secondary Inspection area to provide a full Christmas Tree layout

- NOTES:
- REMOVE 6 EXISTING BOOTHS
  - INSTALL 10 NEW BOOTHS WITH CONCRETE LANE
  - EXTEND CANOPY TO COVER ALL PRIMARY BOOTHS
  - RELOCATE OVERHEAD SIGN FOUNDATION
  - REMOVE EXISTING SECONDARY CANOPY AND HARD INSPECTION
  - INSTALL NEW SECONDARY CANOPY AND HARD INSPECTION WITH ONE HYDRAULIC LIFT



- Opportunities: Small Business; 2-step D-B; first major project in R10 BIL LPOE program; lower complexity
- Challenges: Low carbon paving; CBSA work concurrent; Fixed budget but possible new funding available.
- Critical aspects: Scope to budget alignment and prioritization of lanes or processing area

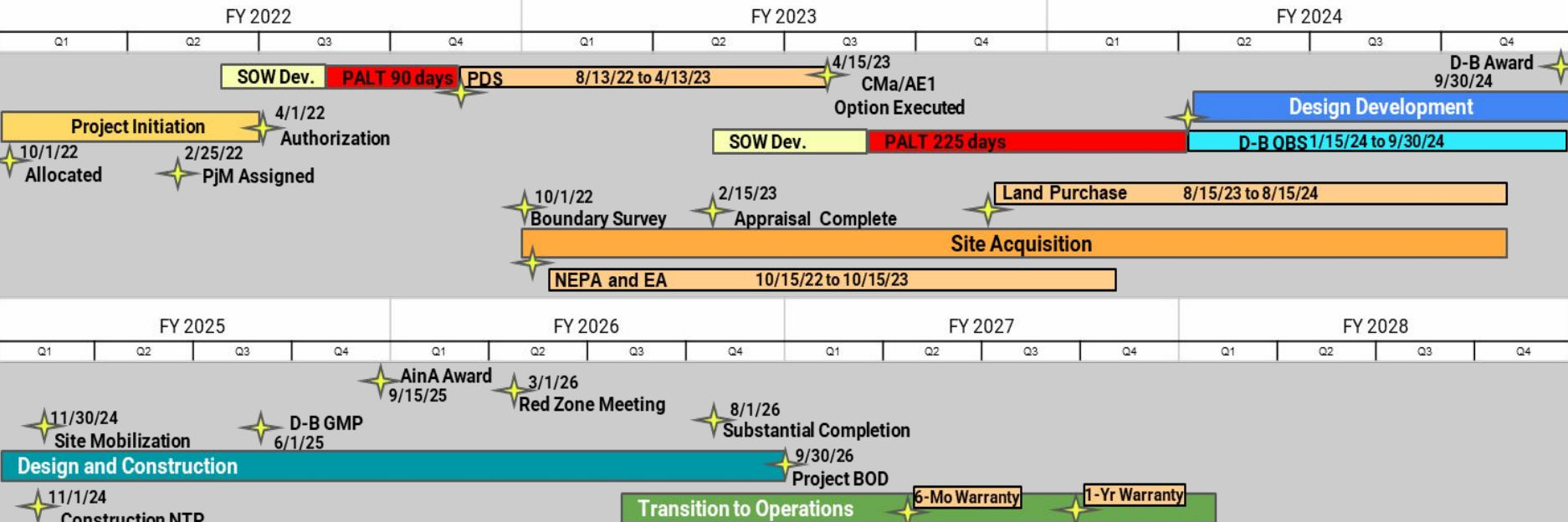
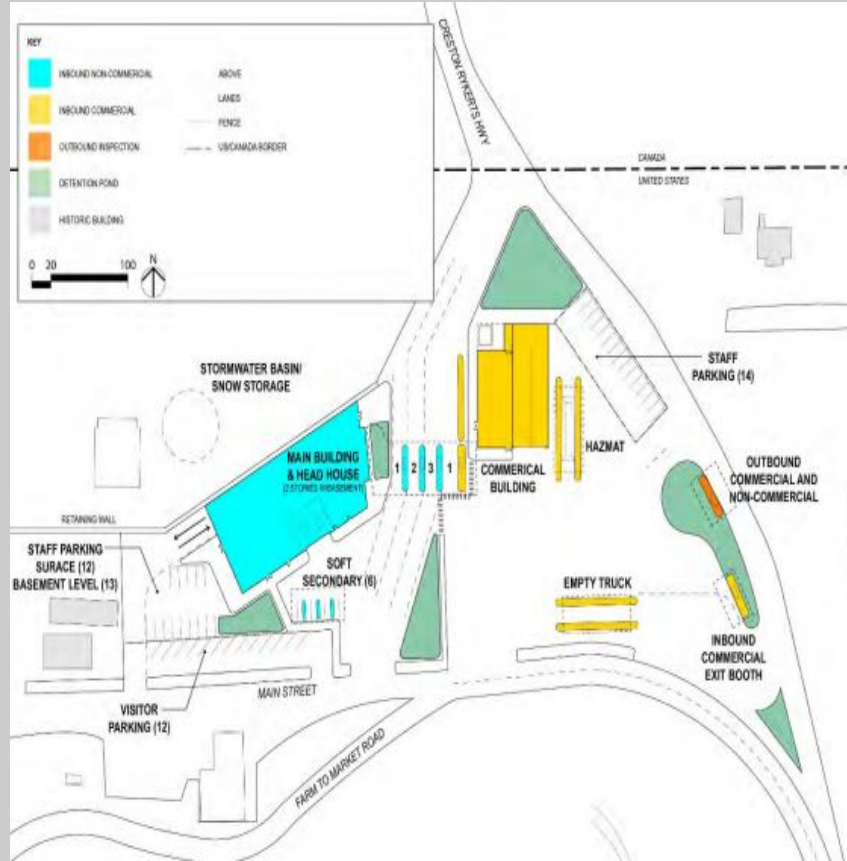




# Porthill LPOE Expansion, \$40M

Project Details: Port replacement of 50-yr old facility in rural Idaho that supports local cross border movement and limited commercial traffic. Project includes cut and fill work to accommodate preferred alternative.

- Opportunities: Modular perhaps; 2-step D-B; LEED Gold; NetZero; Tribal engagement; Early CMA selection; Design standardization
- Challenges: Low carbon paving; POR to Budget alignment; Coordination with other LPOE designs
- Critical aspects: Site leveling; Collaborative D-B and discussions

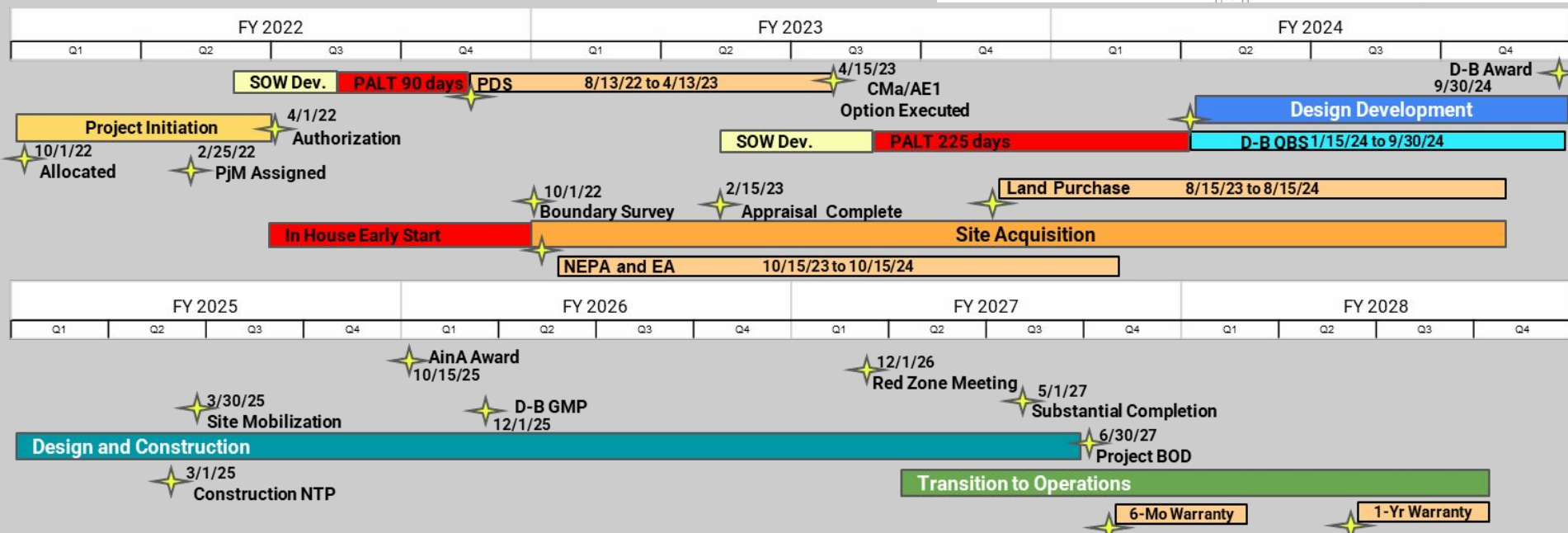
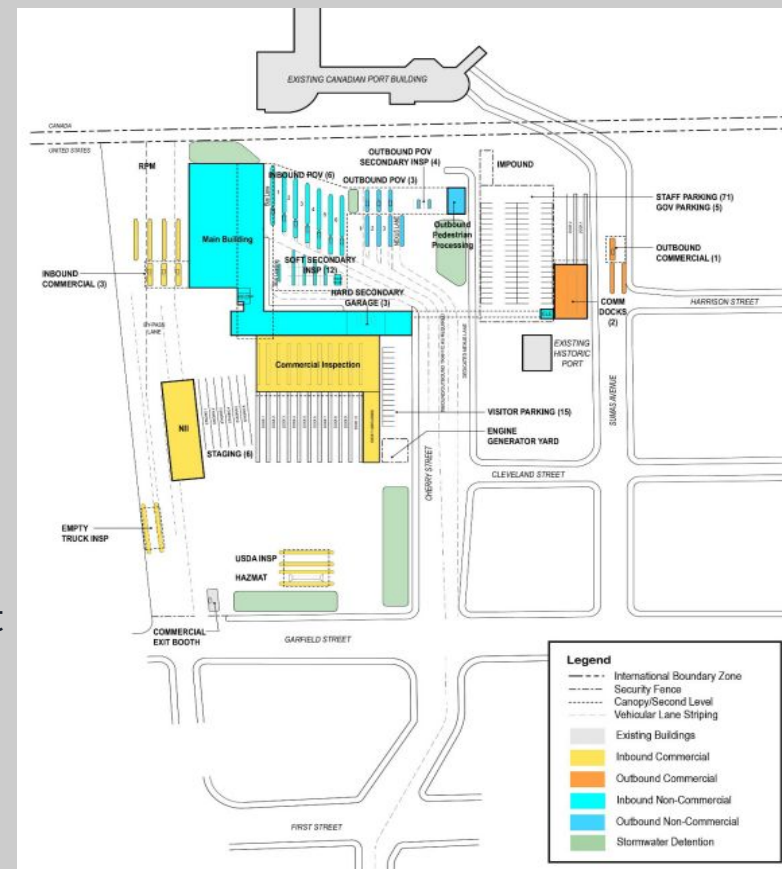




# Sumas LPOE Expansion, \$160M

Project Details: Port expansion of existing 4 POV and 2 Commercial to meet the increased cross border demands of the area. Current POR is 6 POV, 3 Commercial, and 121,000 SF overall. Project expands current site footprint.

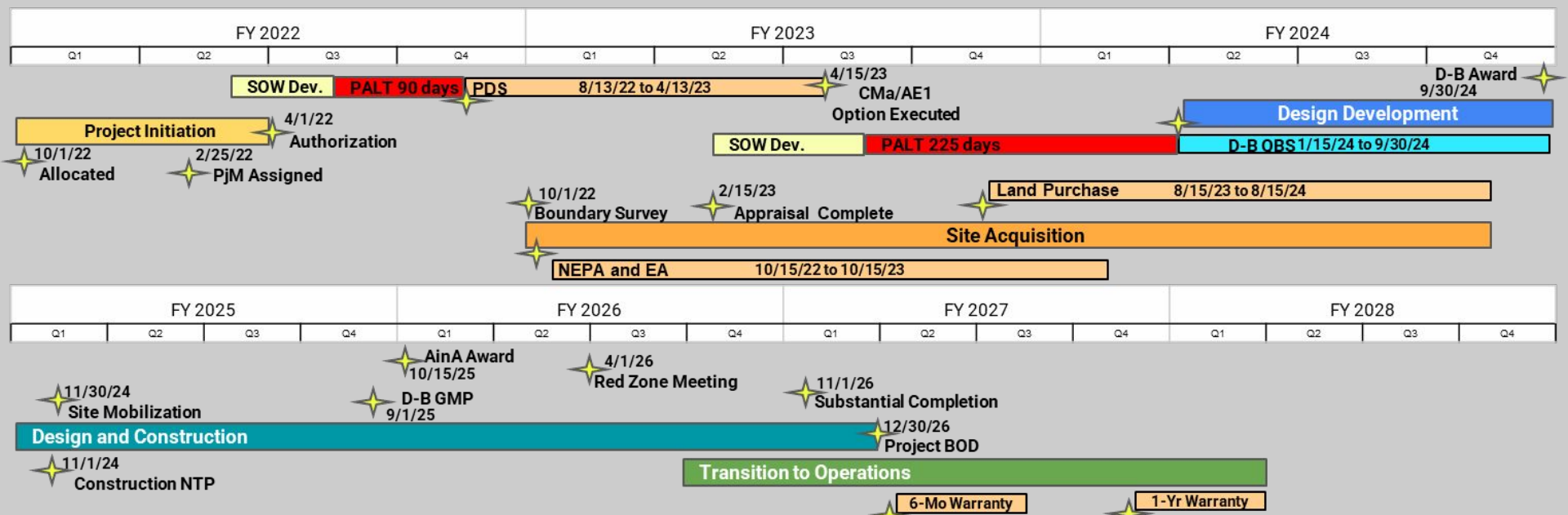
- Opportunities: 2-step D-B; LEED Gold; NetZero; Early CMA selection; Synchronization with Lyden; Facility reutilization
- Challenges: Low carbon paving; POR to Budget alignment; Coordination with other LPOE designs; Recent floods; Street realignment
- Critical aspects: Collaborative D-B and discussions, 10 miles from Lyden LPOE Replacement



# Lynden LPOE Expansion, \$90M

Project Details: Port expansion of existing 3 POV and 1 Commercial to meet the increased cross border demands of the area. Current POR is 5 POV, 4 Commercial, and 112,473 SF overall. Project expands current site footprint.

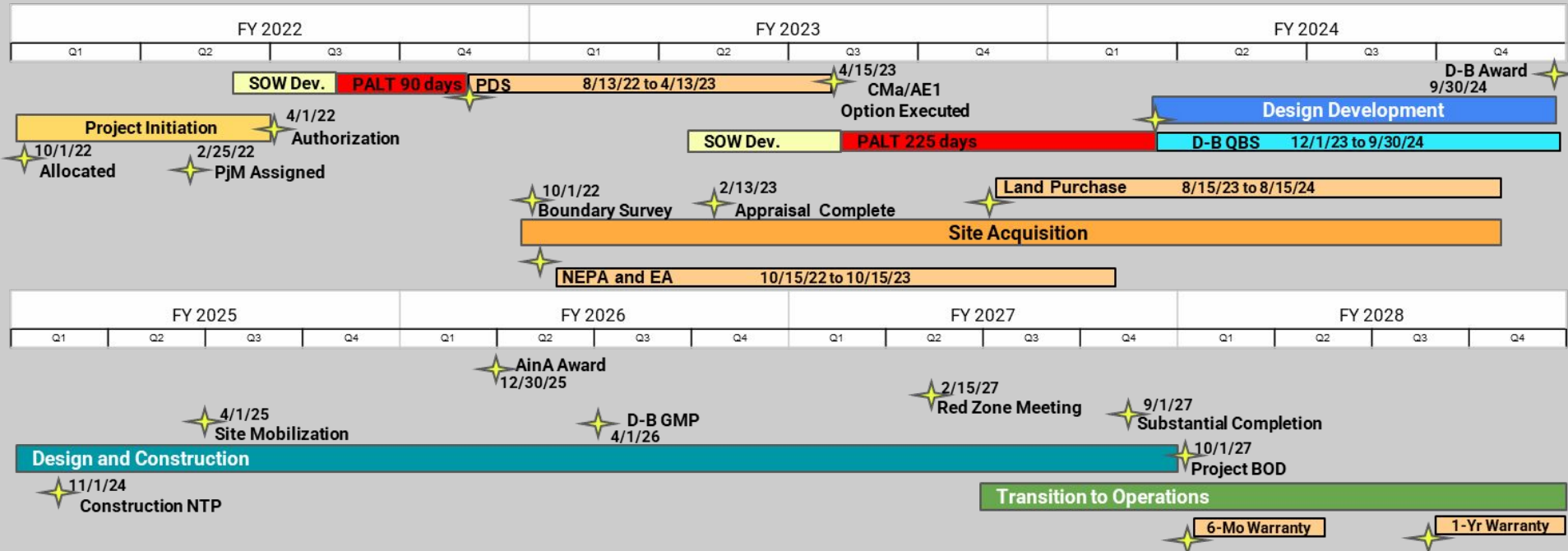
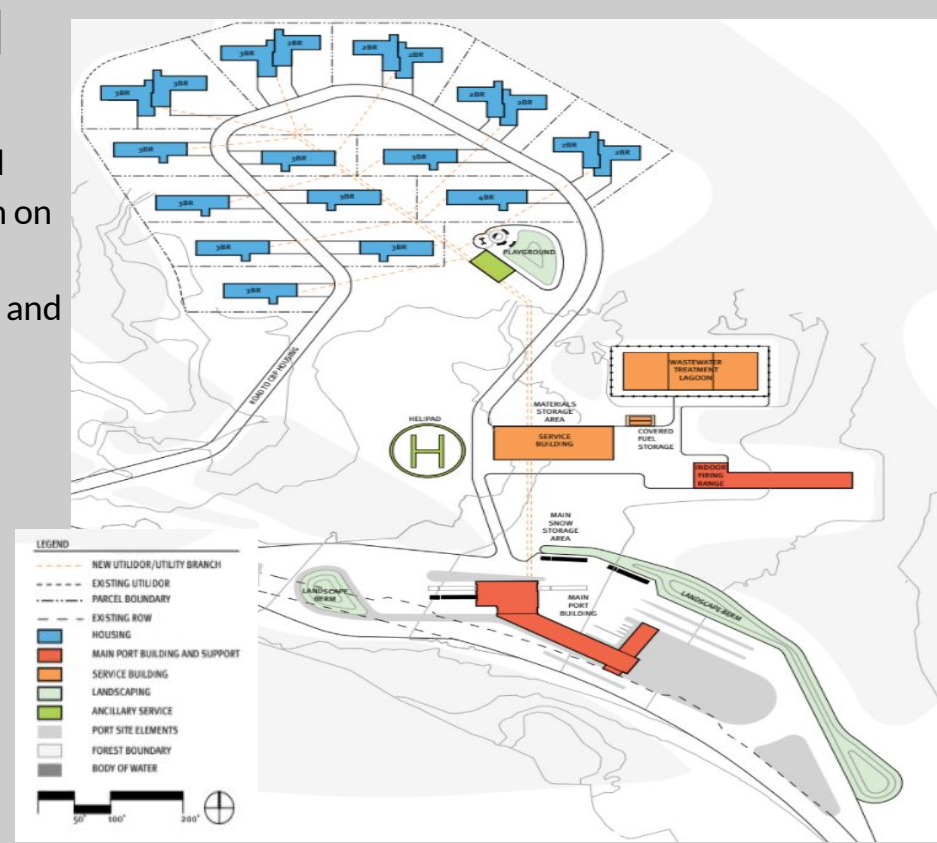
- Opportunities: 2-step D-B; LEED Gold; NetZero; Early CMA selection; Synchronization with Sumas; Facility reutilization
- Challenges: Low carbon paving; POR to Budget alignment; Coordination with other LPOE designs; Maintain operations,
- Critical aspects: Collaborative D-B and discussions, 10 miles from Lynden LPOE Replacement



# Alcan LPOE Expansion, \$160M

Project Details: Port replacement of primary land entry point to Alaska. Project covers 40 acres with on site quarters and associated infrastructure for self sustaining operations. Current POR is 130,840 SF and 19 livable units

- Opportunities: Modular; 2-step D-B; LEED Gold; NetZero; Tribal engagement; Early CMa selection; Project sequencing;
- Challenges: Low carbon paving; POR to Budget alignment; Remote arctic location; Labor and Trade availability; Firing range; Labor camp
- Critical aspects: Site development; Collaborative D-B and discussions; maximize construction season







# Small Construction Program Project Range \$350K to \$3M



<u>Location and Description</u>	<u>City</u>	<u>Range</u>
Richland - Fall Hazard Mitigation	Richland	< .5M
Spokane Federal Bldg - Replace BAS	Spokane	over 3M
Porthill LPOE - Install FLS System	Porthill	< .5M
Haines LPOE - Replace Heating System	Haines	over 1M
Skagway LPOE - Replace Heating System	Skagway	over 1M
Vancouver FB - ABAAS and Modernization	Vancouver	.5M to 1M
McClure FB - USMS T/I	Boise	over 1M
McClure FB - Transformer Connection	Boise	over 1M
Eugene FB - Replace Chiller	Eugene	over 1M
Point Roberts LPOE - FLS Installation	Point Roberts	over 1M

# Capital Projects and Future Opportunities

<u>Location and Description</u>	<u>City</u>	<u>Range</u>	<u>Funding Year</u>
Tacoma Union Station, Modernization	Seattle	\$35-50M	FY22
Anchorage Federal Building, FLS	Anchorage	\$3-5M	FY21
McClure FB - Modernization	Boise	\$60-90M	FY24
Nakamura CH - Exterior	Seattle	\$40-60M	FY23
Jackson FB - Pumps and Plaza	Seattle	\$15-20M	FY23

- Future Stimulus funding will likely cause significant alterations to the sequence of work as well as possible large scale Agency driven interior renovation projects.
- McClure FB may receive significant renovation funding in advance of the future capital project, \$3-5M possible.



# Infrastructure Investment Jobs Act LPOEs

<u>Location and Description</u>	<u>City</u>	<u>Range</u>	<u>Funding Year</u>
Alcan LPOE - Replacement	Tok, AK	\$200-240M	FY22
Sumas LPOE - Replacement	Sumas, WA	\$220 - 260M	FY22
Lynden LPOE - Expansion	Lynden, WA	\$100-140M	FY22
Porthill LPOE - Expansion	Porthill, WA	\$60-90M	FY22
Pac Hwy LPOE - Expansion	Blaine, WA	\$20-30M	FY22

- LPOE projects range from New Construction to Site Expansion
- Site acquisition required at 4 of 5 sites
- Delivery ideas include combining multiple sites, leveraging progressive D-B, modular components, CMC options, centralized site acquisition, consolidated GSA oversight and management
- What perspective can SAME offer for delivering these sites?



Existing ALCAN Land Port of Entry, TOK, AK







## **MATOC for Small Projects: Idaho/Eastern Washington**

**In Solicitation, Award in Q4FY22**



## MATOC for Small Projects: Western Washington

Macnak Construction, Lakewood, WA	Period of Performance: 2018 - 2023
MJ Takisaki, Inc., Seattle, WA	
RHD Enterprises, Inc., Tumwater, WA	Total Contract Value: \$40M
RJS Construction, Chelan, WA	
P&L General Contractors, Oak Harbor, WA	
Sayber Contractors, Inc., Tumwater, WA	
Southwest Construction and Property Management, Bremerton, WA	



## MATOC for Small Projects: Southern

Cherokee Construction, Vancouver, WA	Period of Performance: 2018 - 2023
Imperial Construction, Wapato, WA	
RJK Construction, Beaverton, OR	Total Contract Value: \$40M
RJS Construction, Union Gap, WA	
Viking E+C, Gresham, OR	



## MATOC for Small Projects: Alaska

Carver Construction, Douglas, AK  
Orion Construction, Inc. , Wasilla, AK

JKM General Contractors LLC, Anchorage,  
AK

TBI Construction Co, Anchorage, AK

POP - To  
2025  
Contract  
Value:  
\$25M





## Historic Preservation IDIQ: Regionwide

ARG Conservation, San Francisco, CA	POP - To 2024 Contract Value: \$10M
Heritage Conservation, Portland, OR	
RJS Construction, Yakima WA	
YOY (DBA: Verdis), Coeur D'Alene, ID	



## A/E IDIQ Contracts

<u>Company</u>	<u>Expiration</u>	<u>Geographic Locations</u>
ECI / HYER Inc.	1yr + 4 Options	North (AK)
ECH Architecture	1yr + 4 Options	East of Cascades
Studio Petretti Architecture	1yr + 4 Options	West of Cascades



## Job Order Contracts, Under \$150K

<u>Location and Vendor</u>	<u>Term</u>	<u>Award</u>	<u>Max Value</u>
Zone 1 (Eastern WA, LPOEs, and Idaho) Burton Construction	1yr +4 Options	NOV 2020	\$5M
Zone 2 (Western Oregon) Burton Construction	1yr +4 Options	NOV 2020	\$5M
Zone 3 (Western WA and LPOEs) Burton Construction	1yr +4 Options	NOV 2020	\$5M
<b><u>Alaska (Statewide)</u></b>	<b><u>1yr +4 Options</u></b>	<b><u>Q4 2022</u></b>	<b><u>\$5M</u></b>



## Office of Small Business Utilization

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**Northwest/Arctic Region 10**  
*Alaska | Idaho | Oregon | Washington*

Thank You

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