

GSA / PBS Nebraska Business Opportunities

May 2024



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Contracting Officer
NE Small Projects Acquisitions

GSA – Public Buildings Service – Small Projects Acquisitions-Nebraska.

Agenda

- I. GSA Region 6 Overview
- II. Services Required/Historical Data /Forecasted Projects
- III. Advertising & Solicitation information/Proposal Expectations
- IV. What is Preventing You from Bidding
- V. Questions
- VI. Small Business Resources



GSA – Basic Overview.

Federal Acquisition Service (FAS)

The Federal Acquisition Service (FAS) operates at the core of the GSA mission: Leverage the buying power of the Federal government to acquire the best value for taxpayers and Federal customers. To support GSA and accomplish our mission, FAS uses innovative techniques and leverages government-wide buying power, acquisition expertise, and electronic tools to successfully deliver new and existing services, products and solutions

Public Building Services (PBS)

The Public Buildings Service is the landlord for the civilian Federal Government. PBS manages over 370 million rentable square feet of workspace for federal employees, owns 1,600 plus assets totaling over 180 million rentable square feet, and manages 7,000 plus leased assets totaling over 180 million rentable square feet. The rent federal agencies pay is the major source of funding.



(Pictured: GSA Region 6, Two Pershing Square, KCMO)

GSA – PBS Overview.

Public Buildings Service (PBS)

As the landlord for the civilian federal government, PBS acquires space on behalf of the federal government through new construction and leasing, and acts as a caretaker for federal properties across the country.

PBS owns or leases 8,800 assets, maintains an inventory of more than 370 million square feet of workspace, and preserves more than 500 historic properties.

<https://www.gsa.gov/pbs>

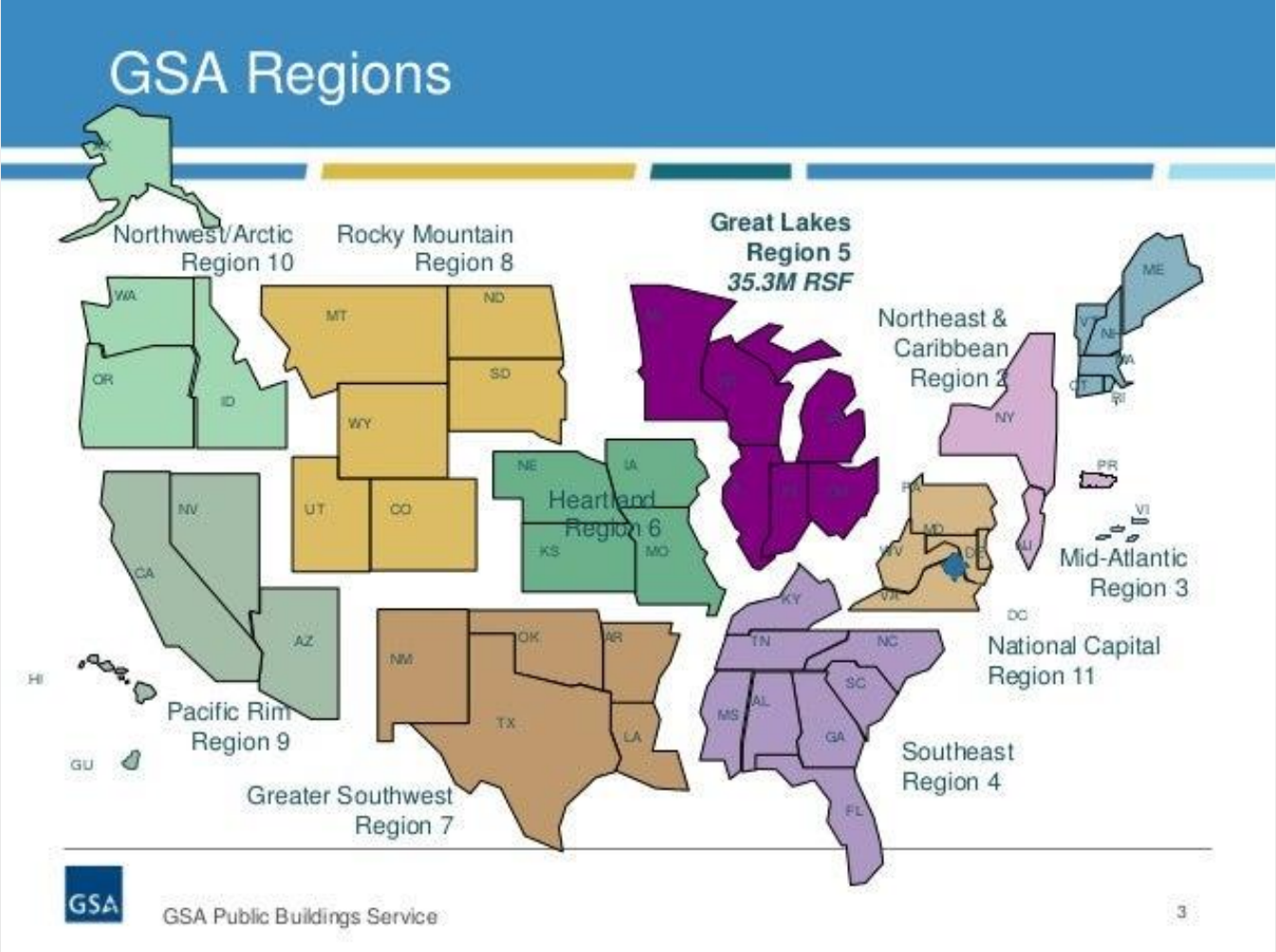
What does PBS Procure?

- Construction
- A&E Services
- Janitorial
- Landscape
- Interior Design
- Asbestos Removal
- HVAC
- Lighting
- Security
- Window Washing
- Painting
- Electrical
- Lease

Where are the PBS Opportunities?

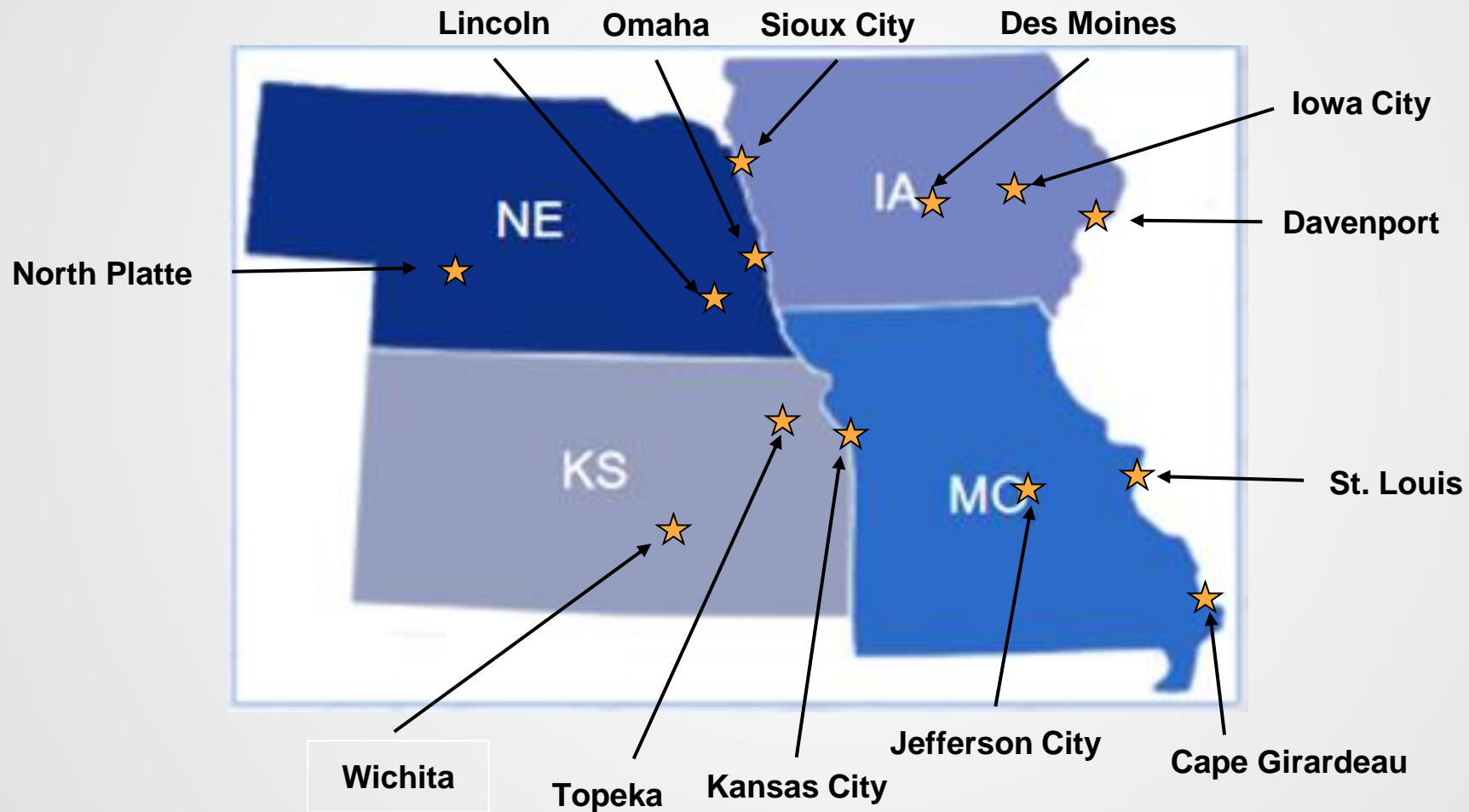
- GSA Forecast
- GSA Subcontracting
- Sam.gov
- GSA Multiple Award Schedules (MAS)
- Indefinite Delivery Indefinite Quantities (IDIQ)

GSA – PBS Heartland Region 6 Overview.



<https://www.gsa.gov/about-us/regions/welcome-to-the-heartland-region-6>

GSA – PBS Heartland Region 6 Facilities.



GSA – PBS Heartland Region 6 Overview.

Heartland Region 6 PBS

Manages approximately 400 federally owned and leased building regionally and includes:

- Operating child care facilities in federal properties;
- Providing building services and concessions, janitorial services, safety and fire protection services;
- Relocation services and move coordination;
- Marketing vacant federal space available for lease by businesses or other organizations;
- Disposing of real property for GSA and other federal agencies;
- Preserving and maintaining historic properties;
- Participating in the Art-in-Architecture program; and
- Providing energy conservation information and guidance.

Acting PBS Regional Commissioner: Dave Rumsey

<https://www.gsa.gov/about-us/regions/welcome-to-the-heartland-region-6/heartland-federal-buildings>



GSA – PBS Heartland Region 6 Overview

Region 6 Acquisition Management Division

Mission: Provide innovative solutions, training, and contracting tools to meet complex program requirements for our internal and external customers, supporting federal and leased properties in the four state region of Iowa, Kansas, Nebraska and Missouri.

- Contract opportunities range from \$2K to above prospectus (\$3.613).
- Contract opportunities primarily result from orders issued against established indefinite-delivery vehicles (IDV).
- IDVs include the following:
 - Single and Multiple Award Blanket Purchase Agreements (BPA)
 - Indefinite-Delivery Indefinite-Quantity (IDIQ) Multiple Award Task Order Contract (MATOC)
 - IDIQ Single Award Job Order Construction Contract (JOCC)
- Region 6 awards IDV's with a base year and four options years.

Region 6 Procurement Tools

IDV	NAICS
General Construction IDIQ MATOC (SB)	236220
General Construction IDIQ MATOC (SB and LB)	236220
IDIQ Job Order Construction Contract (JOCC)	236220
Architect-Engineer Services IDIQ	541310
Construction Management Services BPA	541330
Environmental Consulting Services BPA	541620
Environmental Remediation & Cleaning Services BPA	541620
Fire Protection Service BPA	541330
Energy Management Services BPA	541690
Office Furniture BPA	33721
Office Relocation BPA	484210

Opportunities

General Construction IDIQ (Small Business): Missouri, Kansas, Iowa and Nebraska – Construction, repair and alteration projects for GSA and other agencies occupying federally owned or leased facilities. Contract Type: IDIQ Multiple Award Task Order Contract (MATOC).

Type of Set-Aside: Small Business. NAICS: 236220. Award Date: March 2024.

Anticipated Contract Value: Task orders from \$2K to \$2M. Next Estimated Solicitation Period: Spring-Summer 2028

General Construction IDIQ (SB & LB): Missouri, Kansas, Iowa and Nebraska – Construction, repair and alteration projects for GSA and other agencies occupying federally owned or leased facilities. Contract Type: IDIQ Multiple Award Task Order Contract (MATOC).

Type of Set-Aside: Full and Open. NAICS: 236220. Estimated Award Date: Summer 2025. Anticipated Contract Value: Task orders over \$2M.

Current Status: Solicitation

Job Order Construction Contract (JOCC): Missouri, Kansas, Iowa and Nebraska – Construction, repair and alteration projects for GSA and other agencies occupying federally owned or leased facilities. Task Order pricing is established using RS Means and contractor's bid factor. Contract Type: Single Award IDIQ Job Order Construction Contract (JOCC). Type of Set-Aside: Small Business. NAICS: 236220. Estimated Award Date: Summer 2025. Anticipated Contract Value: Task orders between \$2K and \$250K.

Next Estimated Solicitation Period: Kansas City, Kansas and St. Louis – 2025, Iowa – 2026, Nebraska - 2028

AE IDIQ: Missouri, Kansas, Iowa and Nebraska – Design and Engineering Services.

Contract Type: Multiple Award IDIQ. Type of Set-Aside: Small Business

NAICS: 541310. Anticipated Contract Value: TBD

Next Estimated Solicitation Period: St. Louis – 2026, Iowa, Kansas, Kansas City and Nebraska - 2027

GSA – PBS – Small Project Acquisitions Staff

- ▶ **Small Projects Acquisitions:**

- ▶ **Branch Chief: Shawn Starostka at Shawn.Starostka@gsa.gov**

- Supports the Heartland Region Service Centers in Iowa, Kansas, Missouri and Nebraska**

- ▶ **Contracting Officer Team Lead: Benjamin Smith at Benjamin.Smith@gsa.gov**

- Supports the Iowa and Nebraska Contracting Officers and Specialists**

- ▶ **Contracting Officer: Terry Morgan at Terry.Morgan@gsa.gov**

- Supports the Nebraska Service Center**



GSA – PBS - NE Service Center Staff

- ▶ **Director: Jeff Warinski**
- ▶ **Deputy Director: Dan Rankin**
- ▶ **Project Managers: Gary Stuckenschmidt and Dave Smith**
- ▶ **Leasing Administration Specialist: (67 Leased Facilities) – Luke Devivo and Joe Wierozek**
- ▶ **Building Managers and Specialists :**
 - ▶ **Denney Federal Building & Courthouse: James Small and Steven Hicks**
 - ▶ **Hruska US Courthouse: Joe Munch and Mike Murray**
 - ▶ **North Platte Federal Building: Joe Wierozek**
 - ▶ **Zorinsky Federal Building: Josh Harman and Joe Workman**
 - ▶ **Administration and Security Clearances: Margaret Kain and Sean Denton**
 - ▶ **Micropurchase Program: Josh Harman, Sean Denton and Margaret Kain**

- ▶ **Heartland Region Small Business Program Director: Bill Strobel at william.strobel@gsa.gov.**



Services the Nebraska Service Center Requires

We Need You the Small Business

- ▶ GSA contracts all building operations, repair, renovations and specialty design work to small businesses in order to provide Class A office space to Federal Agencies.
 - ▶ Electrical - new installation, relocation and design.
 - ▶ Fire and Life Safety – relocation and new installation
 - ▶ HVAC – new installation, major repair and relocation and design.
 - ▶ Plumbing – new installation, major repair and relocation and design.
 - ▶ Exterior sitework (Precast and Flatwork) – new installation and repair.
 - ▶ Security systems (CCTV, IDS and PACS) – new installation, repair, maintenance and design.
 - ▶ Security Barrier Systems – retrofits, repair, maintenance and corrosion control.
 - ▶ Interior and exterior painting (metal, concrete, block and gypsum board partitions)
 - ▶ Flooring – new installation and repair (terrazzo, tile, VCT, LVT, non-slip and carpet).
 - ▶ Misc. Finishes – acoustic ceiling systems and wood finishes
 - ▶ Environmental Services – indoor air quality, asbestos testing.
 - ▶ Glass – storefront repair, replacement and new installation.
 - ▶ Landscaping – beds, landscaped areas and plant replacement.
 - ▶ Professional Services – Fire protection, security, architectural and engineering



NE Service Center Historical

- ▶ The following is a list of GSA projects completed over the last four (4) and totals.
 - ▶ Fiscal Year 2019 - 2023
 - ▶ Finishes – 50 projects totaling approximately 1.4 million dollars.
 - ▶ Concrete and Masonry – 22 projects totaling 925,000 dollars.
 - ▶ Electrical – 20 projects totaling approximately 425,000 dollars.
 - ▶ Communication/ Data/Security – 21 projects totaling approximately 670,000 dollars.
 - ▶ Mechanical/HVAC/Plumbing – 58 projects totaling approximately 1.3 million dollars.
 - ▶ Door/ Window / Related – 20 projects totaling approximately 700,000 dollars.
 - ▶ Fire / Life Safety / Security – 29 projects totaling approximately 850,000 dollars.
 - ▶ Landscaping – 21 projects totaling approximately 650,000 dollars.
 - ▶ Professional / Environmental Services – 11 projects totaling approximately 260,000 dollars.
 - ▶ Micropurchase/Credit Card – projects under 2.5k approximately 125,000 dollars.



Forecasted Projects and Future Needs

NE Service Center Forecasted Projects

- ▶ The following is a list of GSA projects, note this is dependent on approved Congressional funding.
 - ▶ NE Service Center Projects:
 - ▶ Finishes – interior / exterior painting and commercial non-slip flooring
 - ▶ Interior Painting – office, common area, concrete and masonry
 - ▶ Exterior Painting – perimeter security and doors (corrosion control)
 - ▶ Concrete – replacement, spall repair and sealing
 - ▶ Exterior Façade Work – concrete panel cleaning / sealing
 - ▶ Electrical – new installation
 - ▶ Electrical – emergency circuits, office fixtures and common space lighting
 - ▶ Communication – conference rooms, tracing, cabling and data
 - ▶ Mechanical – pumps, sanitary waste and domestic water
 - ▶ HVAC – return air ducting and exhaust systems
 - ▶ Structures – decorative wood panel system
 - ▶ Interior Renovations and Remodeling – childcare center
 - ▶ Professional and Environmental Services



Advertising / Solicitation Information

- ▶ **Registered in “SAM”:** <https://sam.gov/SAM/> - All contractors shall be registered in the System for Award Management prior to issuance of an award.
- ▶ **Where we advertise our projects.**
 - ▶ **SAM.gov:** <https://sam.gov/> is the primary method that the federal government solicits request for proposals \$25K or more, unless we use an existing IDIQ contract vehicle Multiple Award Task Order (MATOC) and Job Order Construction Contract (JOCC). GSA NE Small Projects Acquisitions solicitations will always start with **47PG07**.
 - ▶ **Direct Solicitation to the Contractor:** if the estimated price of the project is \$15K or less, the government will contact a minimum of three (3) small businesses directly from the agency office. The contractor will be ask if they are interested in submitting a proposal: if interest, a solicitation package is sent.
 - ▶ **Existing O&M Contract Task Order:** request work to existing contract with a Task Order – contact a minimum of three (3) businesses for a quote. The O&M acts as the general contractor (GC) for this award.
 - ▶ **Micropurchase (Government Credit Card):** for construction (2K), services (2.5K), supplies / equipment (10K) and professional services (10K). A minimum of three (3) contractors are contacted and payment is made with a credit card.

Advertising / Solicitation Information (Continued)

- **When setting up searches in Sam.gov use the following to assist in finding information: GSA / PBS / Region 6 Specific**
- **47PG01-** Service (Operation & Maintenance, Custodial, etc)
- 47PG02-** Construction (Projects over SAT)
- 47PG03-** STL East
- 47PG04-** Iowa
- 47PG05-** Kansas
- 47PG06-** KC North
- 47PG07-** Nebraska
- 47PG08-** KC South
- 47PG09-** STL West
- 47PG10 -** Capital Construction and IDV (IDIQs)

Proposal Expectation

- ▶ **Read the Statement of Work , Drawing Set and Specifications.**
- ▶ Attend the Pre-bid Site Visit! Each project site and building will be different regarding: available parking, access and security measures, customer expectations, building layout, distances from decks, facades, etc.
- ▶ If you need clarification, ask the questions – a Request for Information (RFI).
- ▶ Ensure GSA has the correct company contact information.
- ▶ **Pay attention to suspense bid date.** The NE Small Projects typically provides a two (2) week suspense for bids.
- ▶ **Submitted on time and to the Contracting Personnel.** The date, time and who to email it to will be clearly stated in the solicitation documents.
- ▶ Your bids should be more detailed than material, labor and overhead. You need to include major work elements: mobilization/ general requirements, electrical, HVAC, plumbing, finishes, communication, equipment, bonding, overhead and profit.
- ▶ Ensure the SF 1442 is completed and then provide the additional documentation.
- ▶ Watch for amendments: for time extension, revised SOW and/or drawing, answers to Requests for Information (RFI), cancelations.

Questions or Concerns?



Small Business Resources

- **Small Business Forecast:** <https://www.gsa.gov/smbusforecast>
- **GSA OSDBU:** <https://www.gsa.gov/small-business>
- **Public Building Services (PBS):** <https://www.gsa.gov/pbs>
- **Federal Acquisition Service (FAS):** <https://www.gsa.gov/fas>
- **GSA “For Businesses”:** <https://www.gsa.gov/forbusiness>
- **Multiple Award Schedule (MAS) Solicitation:** <https://sam.gov/opp/d8dfc87dd4cb246f4c5fae066d0b0ef9/view>
- **GSA MAS Roadmap:** <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-multiple-award-schedule/mas-roadmap>
- **GSA eOffer/eMod:** <https://eoffer.gsa.gov/>
- **GSA Interact:** <https://interact.gsa.gov/>
- **GSA Forecasting of Contracting Opportunities (FCO):** <https://www.fbf.gov>
- **All Federal Agency FOC sites:** <https://www.acquisition.gov/procurement-forecasts>
- **GSA Subcontracting Directory:** <https://www.gsa.gov/subdirectory>
- **Bill Strobel, Small Business Technical Advisor (SBTA),** William.Strobel@gsa.gov
- **Justin Panasuik, Branch Chief, Construction Acquisitions,** Justin.Panasiuk@gsa.gov
- **Cole White, Branch Chief, Services Acquisitions,** Cole.White@gsa.gov

Thank you!

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