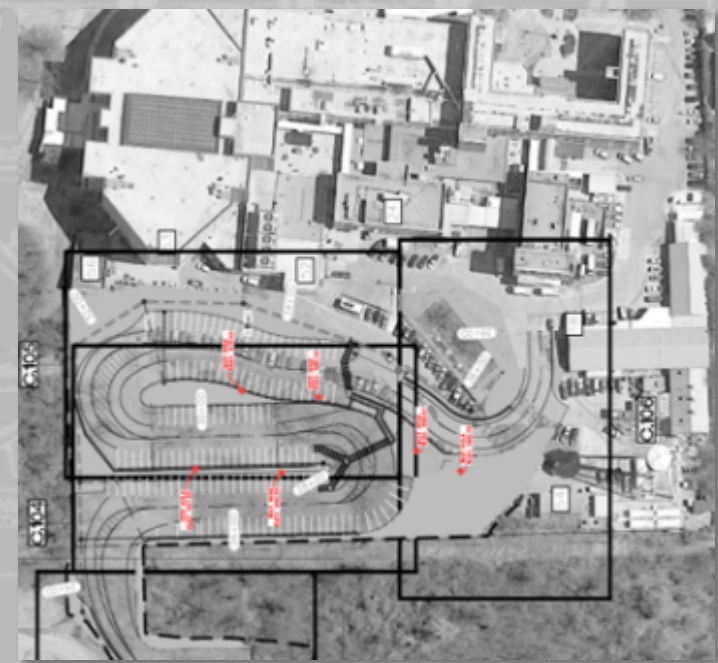


SAME TULSA POST UPDATE

17AUG20

Mr. Gene Snyman
Tulsa District Business Development



US Army Corps
of Engineers®



BRIEFING AGENDA



–District Overview

–District Programs

- Civil Trends
- Military Trends

–Work Areas

- Architecture/Engineering
- Military – MILCON
- Military – Sustainment, Restoration, Modernization
- Civil – Construction
- Civil – Service

–Regional Planning & Env Center



TULSA DISTRICT



- 750 people
- 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





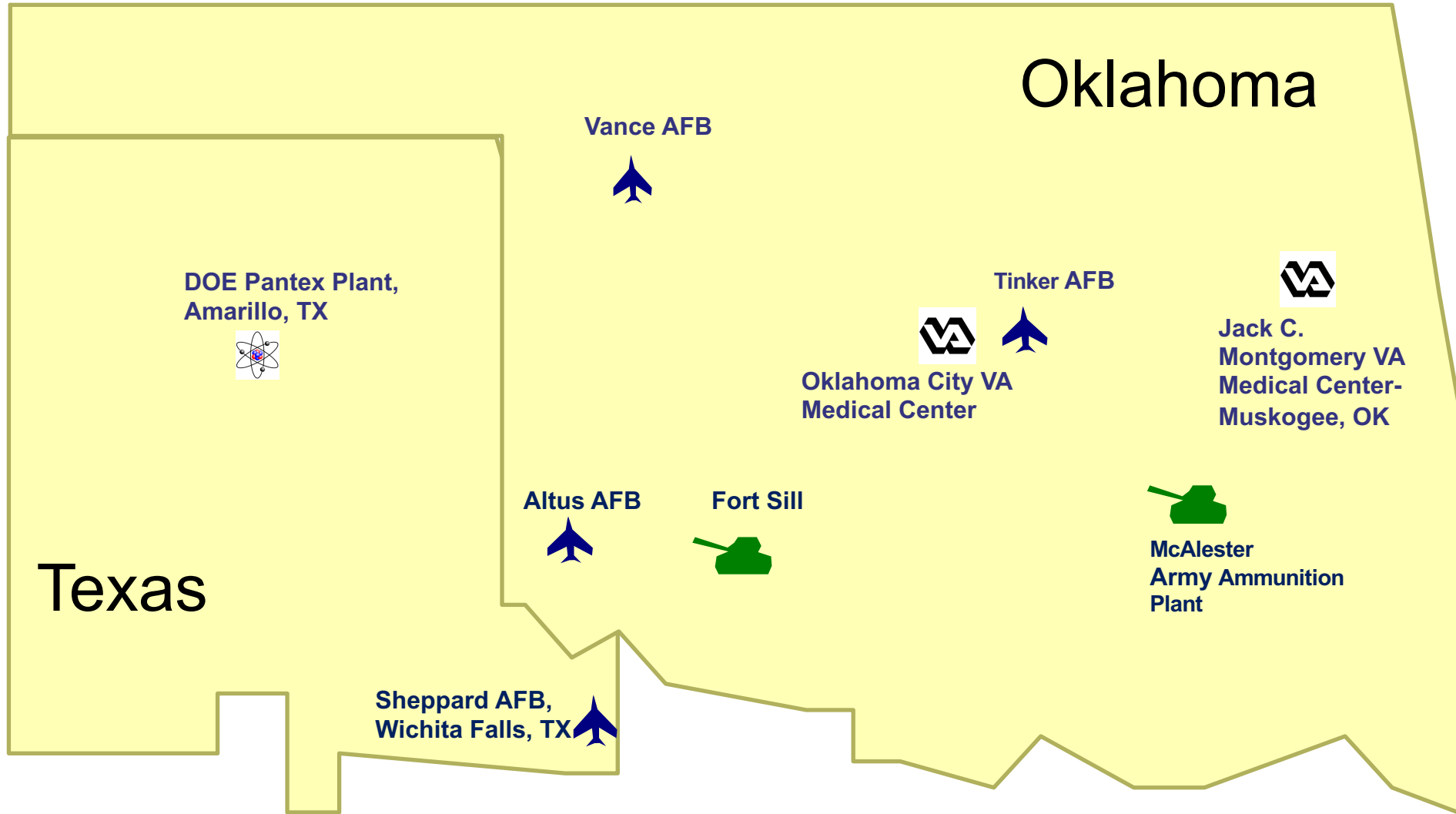
TULSA DISTRICT PROGRAM PRIORITIES



- Flood Recovery
- Tulsa-West Tulsa Levee impending Pre-Construction Engineering & Design
- KC46A bed down mission at Tinker AFB and Altus AFB first A/C arrived Jan 2019
- Hydropower Major Rehabilitations
- MKARNS backlog maintenance
- Posturing for Future Airframe (B-21) program at Tinker AFB
- Veterans Affairs at Muscogee and OKC
- Support to Tribes
- Responsive to Sustainment, Restoration and Modernization (SRM) for Army, Air Force and Interagency Support customers



SWT MILITARY & INTERAGENCY SUPPORT



- Engineering
- Construction
- Installation Support
- Environmental Management



MILITARY PROGRAM TRENDS



– MILCON – Military Construction

- Assessment: **Increasing**, projects are service “bill-payers”
- KC46A Program (Tinker AFB for Depot Maint & Altus AFB for Training)
- New: B-21 platform at Tinker AFB
- FT Sill TRADOC mission

– SRM - Sustainment, Restoration, Modernization

- Assessment: **Steady**, same as last year
- More SRM centralized control continues for Army and AF
- Healthy Defense Logistics Agency Support at Tinker AFB
- Large building renovations, airfield pavement & small short duration projects
- Larger dollar value projects (> \$4M)

– IIS - Interagency and International, Support Program (Up trend, same as last year)

- Assessment: Overall **Steady**, Increasing VA
- Veterans Affairs (VISN 19) at OKC and Muskogee VA Hospitals



ARCHITECTURE/ENGINEERING



– FY 19 – 155 AE (not Env) contract actions obligating \$17.5M (FY18 \$21.5)

– Access

- SWT generally uses IDCs for AE work (FAR PART 36)
- MILCON: Total set-asides for AE services <\$1M task Orders (DFARS 219.502-1)
- Build exposure and local experience through teaming with AE Primes
- Contact Design-Build primes under contract with the district

– Current Capacity

- FY20 General AE Services (5LB @ \$15M / 4SB @ \$6M) Award 4QFY20

– Future Capacity

- FY20 AE Survey – Replace in Kind to W912BV16D003/4 (Sources Sought – W912BV20R0044)
- FY20 AE Survey (AF Real Estate) (Synopsis W912BV20R0068)
- FY20 AE Geotechnical \$9M (Sources Sought – W912BV20R45)

– Future Work

- MILCON, SRM, Civil Works Construction/Services, IIS



SUSTAINMENT, RESTORATION, MODERNIZATION



(Tinker AFB, Vance AFB, Sheppard AFB, Altus AFB, Ft. Sill)

– Access

- Most SRM requirements awarded through existing IDIQs
- Local or agency experience valued
- Build experience
 - Teaming or Subcontracting
 - Other federal or installation contracts
 - Civil-Works Projects
- Multiple Socio-economic categories are advised

– Current Capacity

- SB MATOC – nearly depleted, FY17 WOSB MATOC 60%, FY17 SDVOSB MATOC 50%
- FY19 SATOCs x 2 >90%
- FY20 POCAs x 10 >90%

– Future Capacity

- Expect Market Research in early FY21 for replacement FY21 MATOCs and SATOCs / Roofing MATOC FY21

– Future Work

- MILCON, SRM, Civil Works Construction/Services, IIS
- No additional MILCON awards this FY
- FY20 24 SRM projects @ \$132M (18 @ \$81M pending award)



MILITARY CONSTRUCTION



- MILCON acquisition strategy based on complexity
- SWT does not maintain LB Construction IDIQs for MILCON – normally competed
- Less complex discrete projects set aside-negotiated IDIQ, or competed
- Subcontracting performance is carefully tracked

Location	Requirement	ROM	Strategy	Advertise	Award
Tulsa, OK	138th FW Fuel Storage Complex	\$10M-\$20M	UR	AUG 20	OCT 20
Sheppard AFB	Circuit 4/11 Overhead to Underground Conv	\$10M-\$20M	UR	AUG 20	1Q21
Sheppard AFB	Clinic Demolition	\$5M-\$10M	UR	AUG 20	1Q21
Altus AFB	Airfield Lighting (Strobes)	\$10M-\$20M	UR	NOV 19	APR 21
McAlester AAP	Ammunition Reclamation Center	\$25M-\$50M	UR	NOV 20	MAR 21
Tinker AFB	E-3G Software Integration Lab	\$10M-\$25M	UR	MAY 21	AUG 21
Fort Sill	Adv Individual Training Barracks Cplx Ph 2	\$50-\$100M	UR	JAN 21	MAR 21
Vance AFB	Center Runway	\$50M-\$100M	UR	FEB 21	SEP 21

See SWT Forecast for other projects



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

Environmental Stewardship

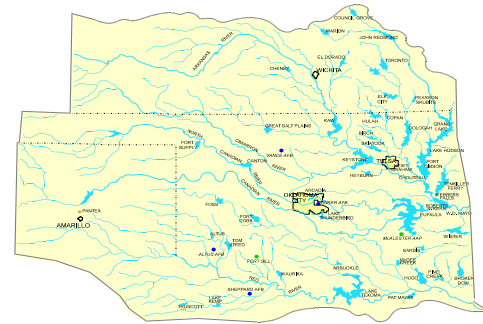
- 1.15 million acres of Federal land
- 660,000 acres of wildlife management areas

Water Quality

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



Red River Chloride, Area VI



Least Terns Nesting on Arkansas River



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



McClellan-Kerr Arkansas River Navigation System

- 5 locks & dams
- 3 major ports



CIVIL WORKS TRENDS



- Investigations
 - Assessment: **Steady**; PAS&T steady.
 - Feasibility: 2 Feasibility Studies Completed and moved on to Preconstruction, Engineering, and Design Phase.
 - Planning Assistance to States and Tribes (PAS&T): Currently \$536k toward completion of water resources initiatives in OK, KS and with the Tribes.
 - Silver Jackets program to support State FRM needs currently have \$248k.
- Construction
 - Assessment: **Down**; In a trough between Dam rehabs and studies maturing into construction.
 - Closing out two projects. \$0 budgeted in FY21.
 - Hydropower: \$500M Major Rehabilitation Program over the next decade. Funded directly from SWPA, not in budget.
- Operations and Maintenance
 - Assessment: **Steady**; Exploring risk-based prioritization on high-dollar items.
 - Backlog on aging infrastructure marches forward; maintenance needs prioritized at the district and compete nationally.
 - Flood Supplemental to repair Flood Damages at Corps Projects \$82M.
- Support to Tribes
 - Assessment: **Steady**
 - Technical support to 15 tribes for \$30M in construction.
 - Tribal Partnership Program (TPP) water resource study \$500k, full Federal.



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
- Smaller CW projects (typically under \$250K) required annually (3-4Q Awards)

–Current Capacity

- CW Horizontal MATOC \$49M AUG20 – 5 Vendors
- Two CW POCAs in 2019 (\$4M & \$20M)
- Other D/B Construction capacity can be used as appropriate

–Future Capacity

- Crane MATOC – Presolicitation in Beta.SAM W912BV19R0036

–FY20-21 Scheduled Maintenance (to be openly competed)

See SWT Forecast for other projects



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
- Sole-Source driven by operational necessity



REPRESENTATIVE PARTNERS/CUSTOMERS



- IMCOM Headquarters
- Air Force Civil Engineer Center (AFCEC)
- Joint Base San Antonio
- Fort Polk
- Marine Corps Air Station Iwakuni (Japan)
- U.S. Army Garrison Hawaii
- Fort Hood
- Tinker AFB
- Customs and Border Protection



RPEC CONTRACT ACQUISITION FY20 UPDATE



Contract (Type)	Value	Business Class	Planned RFP	Planned Award
ECS: Environmental Services (MATOC IDC)	\$20.M	Hub Zone	MAY 2020	DEC 2020
ERS: Optimized Remediation Contract OK/AR Group (C-Type)	\$25M	SB	APR 2019	4Q20
ERS: Optimized Remediation Contract Texas Group (C-Type)	\$65M	SB	Nov 2019	4Q20
Haz Waste	15M	8a	FY21	FY21

NAICS Codes: ERS: 562910, ECS: 541620, A-E: 541330



RPEC POINTS OF CONTACT



Military & Interagency Environmental Branch

Loretta Turner, Chief, M&IE Branch
loretta.j.turner@usace.army.mil
918.669.7074

Scottie Fiehler, Chief, Army/FUDS Section
scottie.fiehler@usace.army.mil
918.669.7232

James Waldo, Chief, Air Force/Interagency Section
james.l.waldo@usace.army.mil
501.324.5033

Traci Fambrough, Chief, FUDS Section
Traci.Fambrough@usace.army.mil
817.886.1485

Master Planning Branch

Andrew Wright, Chief, Master
Planning Branch
Andrew.D.Wright@usace.army.mil
(817) 886-1779

Joey Ball, Chief, Military Master
Planning Section
Joey.b.ball@usace.army.mil
817.886.1878

Chief, Civil Master Planning
Section
VACANT

Questions?

Gene Snyman

gene.snyman@usace.army.mil

918-669-7010

Forecast Push Distro

CESWT-

OSBP@usace.army.mil





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.





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**.

