

Society of
SAME
American Military Engineers



NoVA
Northern Virginia Post





EA Engineering, Science, and Technology, Inc., PBC

Prepared for:



Northern Virginia Post

Prepared by:

Sandy Brown and Geoff Kiffe

Business-to- Business (B2B) Engagement Event

10 October 2024



Integration of Engineering, Science, and Technology



- **50+** years in business
- **700+** staff in 27 nationwide offices
- **100%** employee-owned Public Benefit Corporation
- **80%** of business is from repeat clients
- **\$255M** annual revenue
- **~1,700** projects for over 575+ clients executed annually



Engineering



Environmental Health and Safety



Site Characterization and Remediation



Natural Resources Management



Data Management and Technology

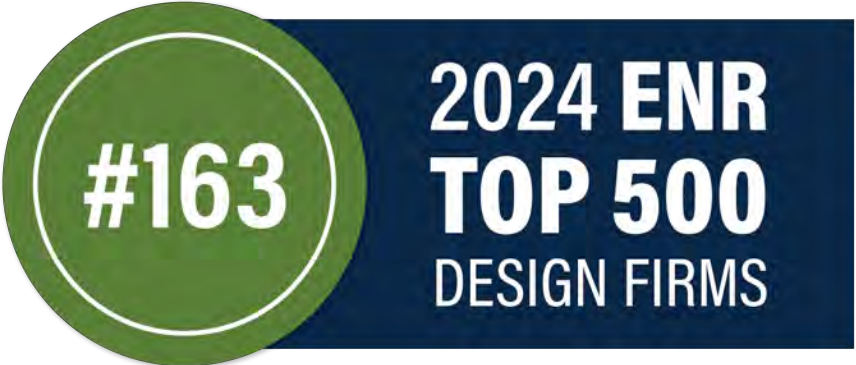


Laboratory Studies

EA'S PBC FRAMEWORK AND CSR PROGRAM



Recognized Expertise and Professional Industry Support



#163
2024 ENR
TOP 500
DESIGN FIRMS



#45
2024 ENVIRONMENT
ANALYST'S TOP 100
ENVIRONMENTAL & SUSTAINABILITY
CONSULTANCY FIRMS



environmentanalyst | top 100



EA Experience

Leading provider of environmental planning, science and engineering, compliance, natural and cultural resources, restoration, and infrastructure management solutions.

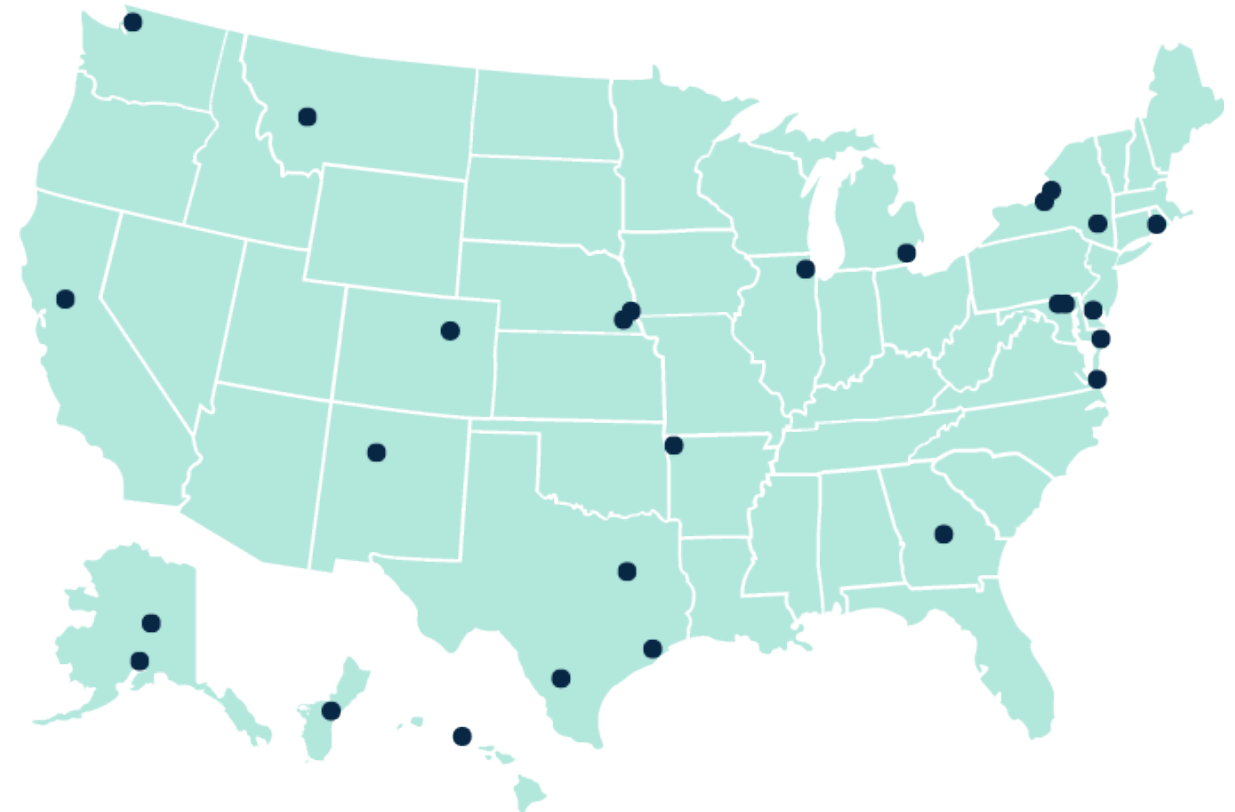
700+ Projects Annually

\$2.5B Project Revenue

Sectors Served

- ◆ Federal
- ◆ State
- ◆ Municipal
- ◆ Air Carrier & Airport
- ◆ Rail
- ◆ Marine Transport
- ◆ Food & Beverage
- ◆ Utility & Energy
- ◆ Pharmaceutical
- ◆ Aggregate & Mining
- ◆ Agriculture
- ◆ Chemical
- ◆ Heavy Industry
- ◆ Insurance

Offices Nationwide



Leader in Sustainable Business Practices

- Largest US-based ESOP/Benefit Corporation in the environmental consultancy (A/E) space
- We recognize our role in our clients' value chain
 - ◆ Annual, transparent reporting on public benefits and sustainability, including carbon footprint
 - ◆ Voluntary commitment to GRI Standards: Core + SASB
 - ◆ *EcoVadis* 3rd party Corporate Social Responsibility (CSR) reviews
- Nationally recognized, award-winning CSR Program
 - ◆ *EcoVadis* 2019 Best Performer – North America
 - ◆ “Best of the Best” in *Fifty by Fifty's* Mission-Led Employee-Owned Firms report
 - ◆ Multiple *Environmental Business Journal* Awards
 - ◆ State-recognition – Maryland Green Registry



Services

Addressing Complex Client Challenges

- Environmental Management & Sustainability
- Health & Safety/Industrial Hygiene
- Infrastructure Engineering
- Climate Change/Resilience
- Site Characterization & Remediation
- Technology
- Laboratory Services
 - ◆ Ecotoxicology
 - ◆ Industrial Wastewater
 - ◆ Aquatic Biology
- Solid Waste Management



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walter
p moore

SAME

10/10/2024



Healthcare Facilities

Jersey Shore University Medical Center HOPE Tower

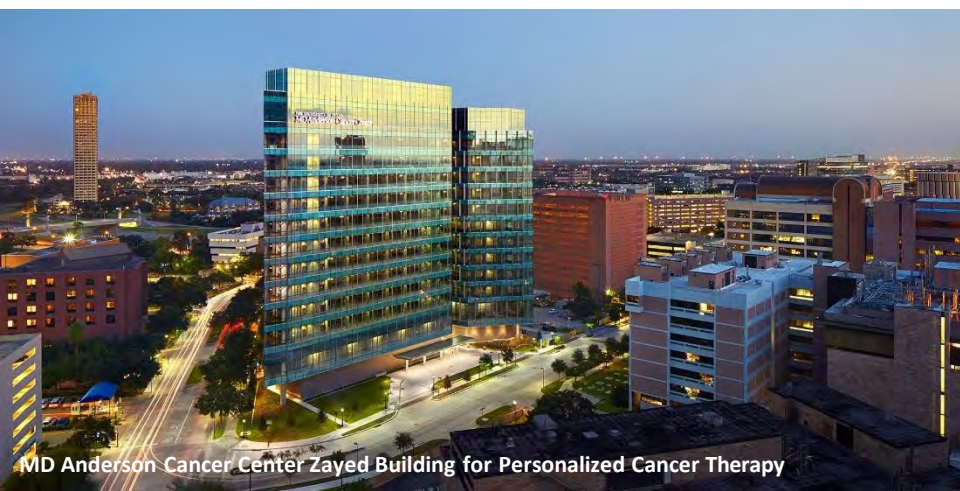


Orlando Health Orlando Regional Medical Center Expansion

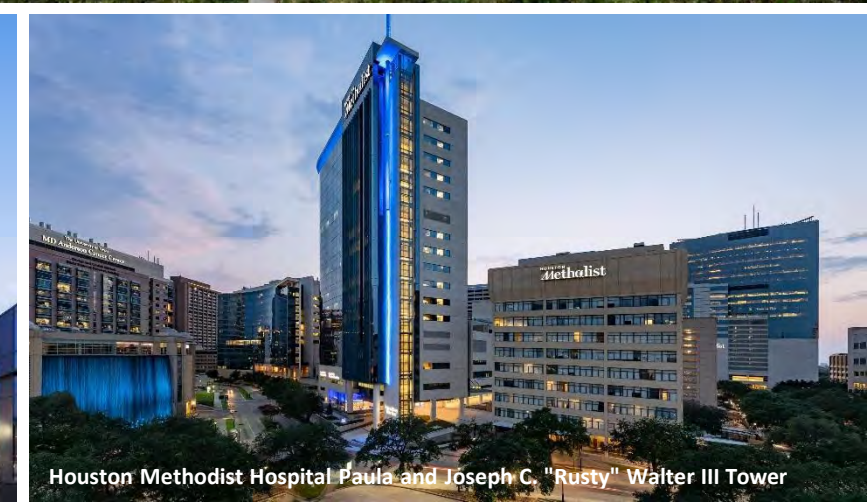
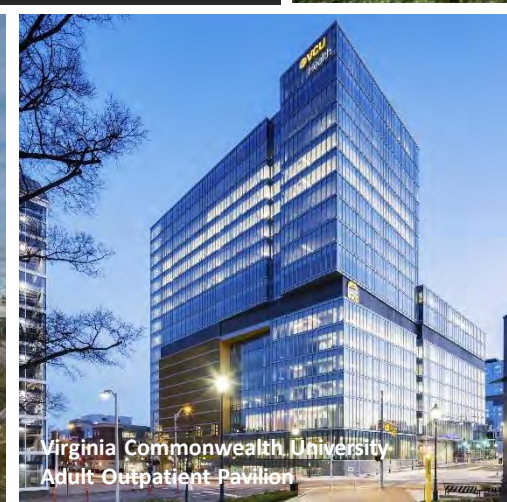


30m+

SF of healthcare facilities built since 2000



Walter P Moore has delivered over **\$8b+** in healthcare projects since 2000



Charlotte VA Healthcare Center

Medical University of South Carolina Shawn Jenkins Children's Hospital and the Pearl Tourville Women's Pavilion

Virginia Commonwealth University Adult Outpatient Pavilion

Houston Methodist Hospital Paula and Joseph C. "Rusty" Walter III Tower

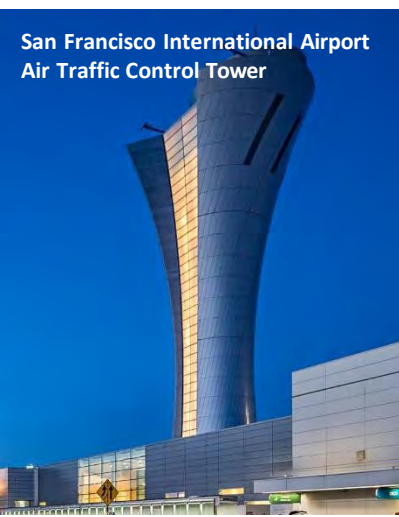
Aviation Facilities



LAX Midfield Satellite Concourse North



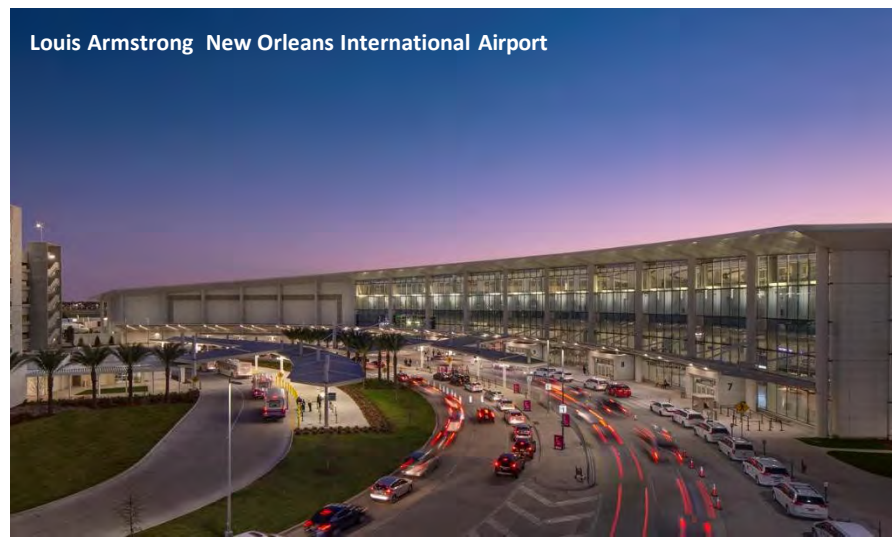
Tampa International Airport Economy Parking Garage



San Francisco International Airport
Air Traffic Control Tower



LAX Terminal 4-5 APM Cores



Louis Armstrong New Orleans International Airport

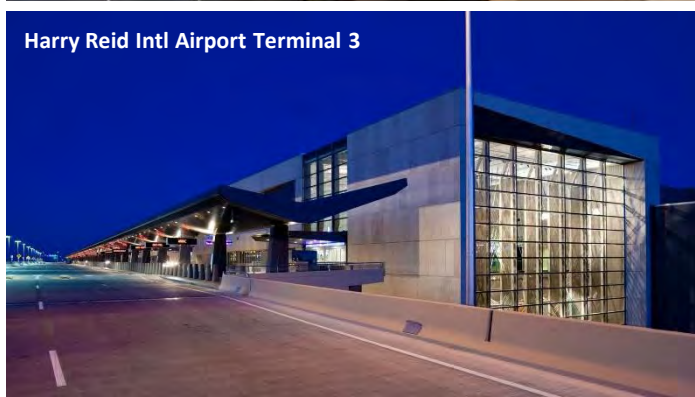
Walter P Moore
has delivered over

\$25b

in aviation projects
since 2000



Norman Y. Mineta San Jose
International Airport 6-Gate
Interim Facility



Harry Reid Intl Airport Terminal 3

295

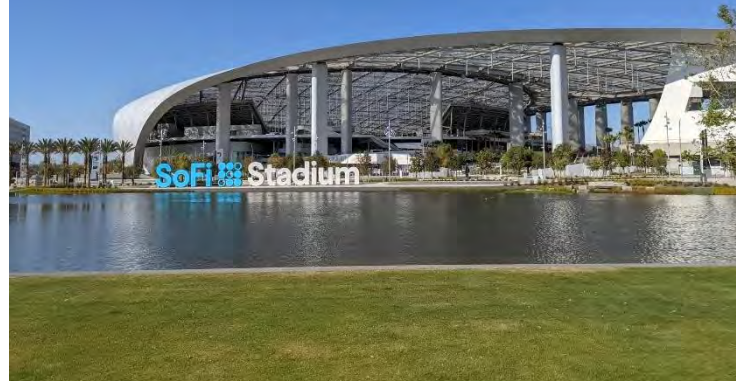
Completed aviation
projects since 2000



LAX Terminal 4 Connector

Sports Facilities

SoFi Stadium



Chase Center



122m

SF of sports facilities built since 2000



Walter P Moore has delivered over

\$35b+

in sports projects since 2000

Palm Springs Arena



900+

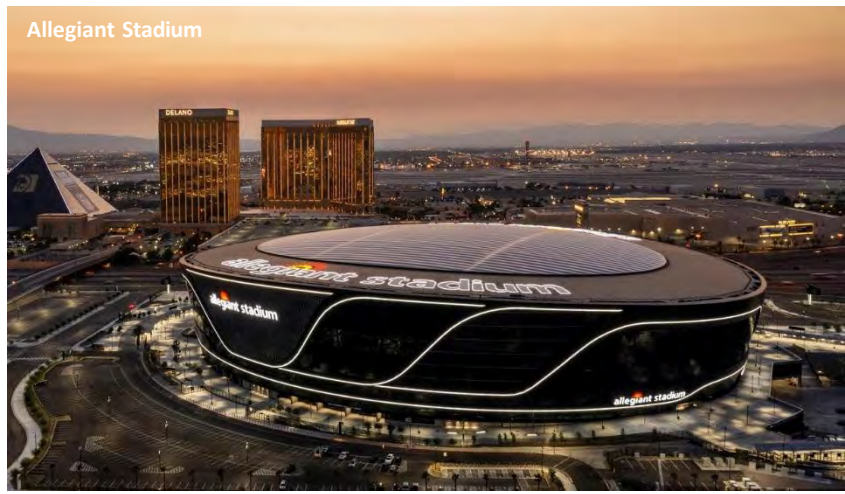
Completed sports projects since 2000



Inglewood Basketball and Entertainment Center



Henderson Events Center



Allegiant Stadium

Company Stats

Walter P Moore has over 40 years of experience supporting multiple branches of the U.S. federal government and a proven record of performance under Design-Build, single-award A/E, and IDIQ/MATOC contract vehicles. Our representative list of federal clientele includes various DoD and Civilian agencies, such as GSA, USACE, NAVFAC, Department of Veterans Affairs, and Department of State (OBO). By working closely with the federal building owners, users, and their design teams, we develop facilities that are flexible, functional, and economical.

Year Founded

1931

Total Staff Count

800+

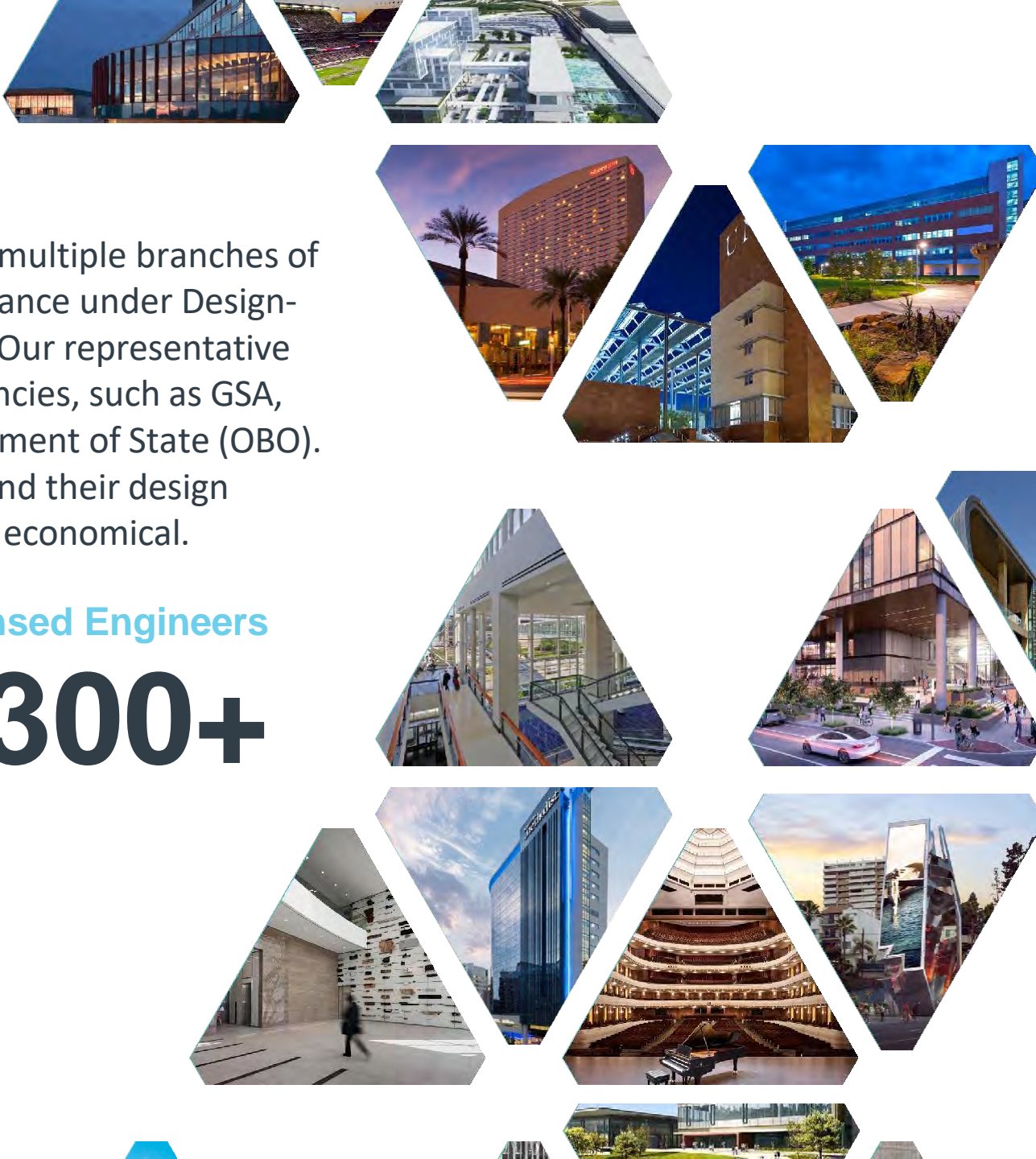
Licensed Engineers

300+

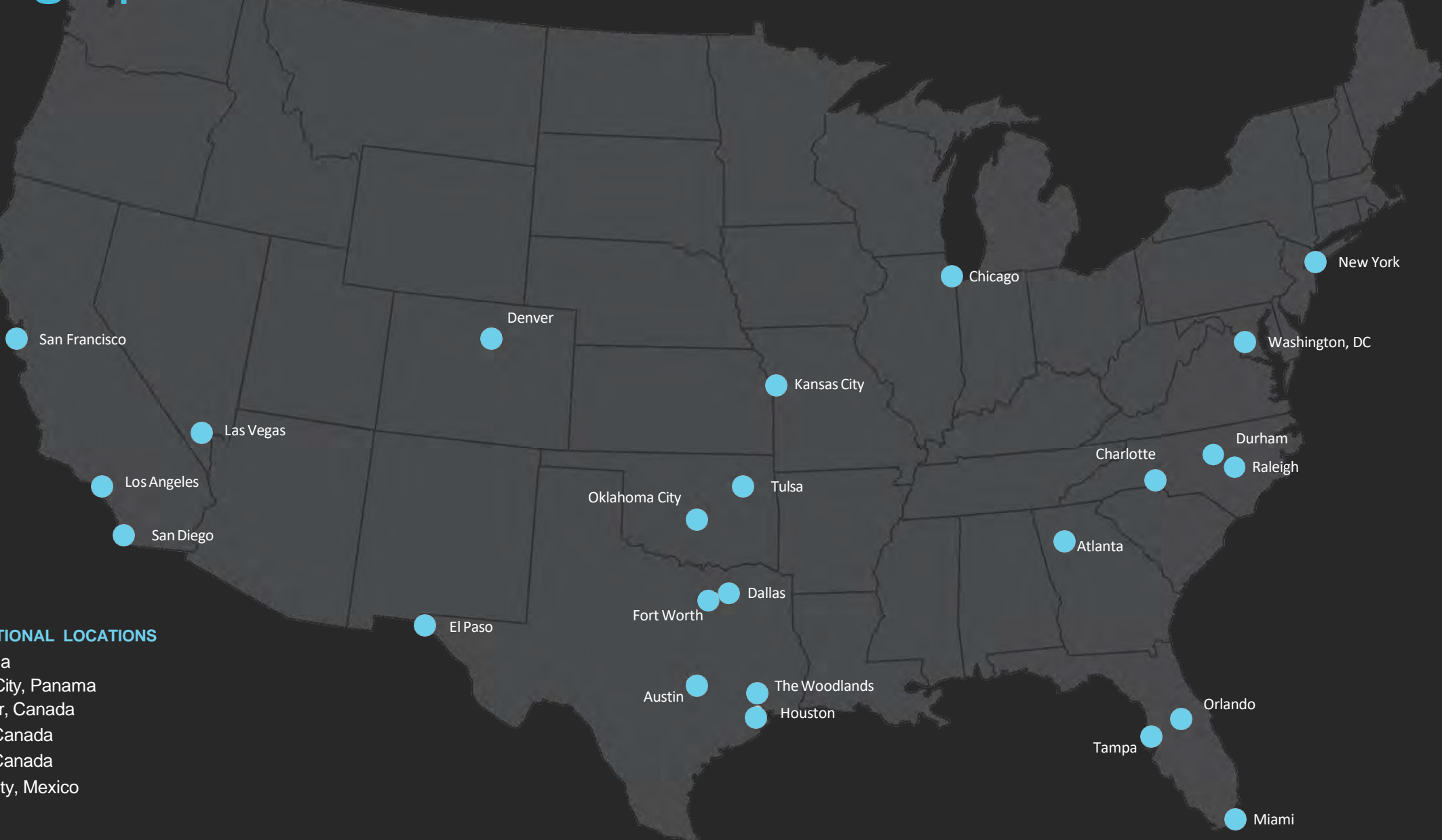
Headquartered: Houston, TX

EIN: N45NMN1XLR55

NAICS: 541330 (Engineering Services)



Geographic Presence

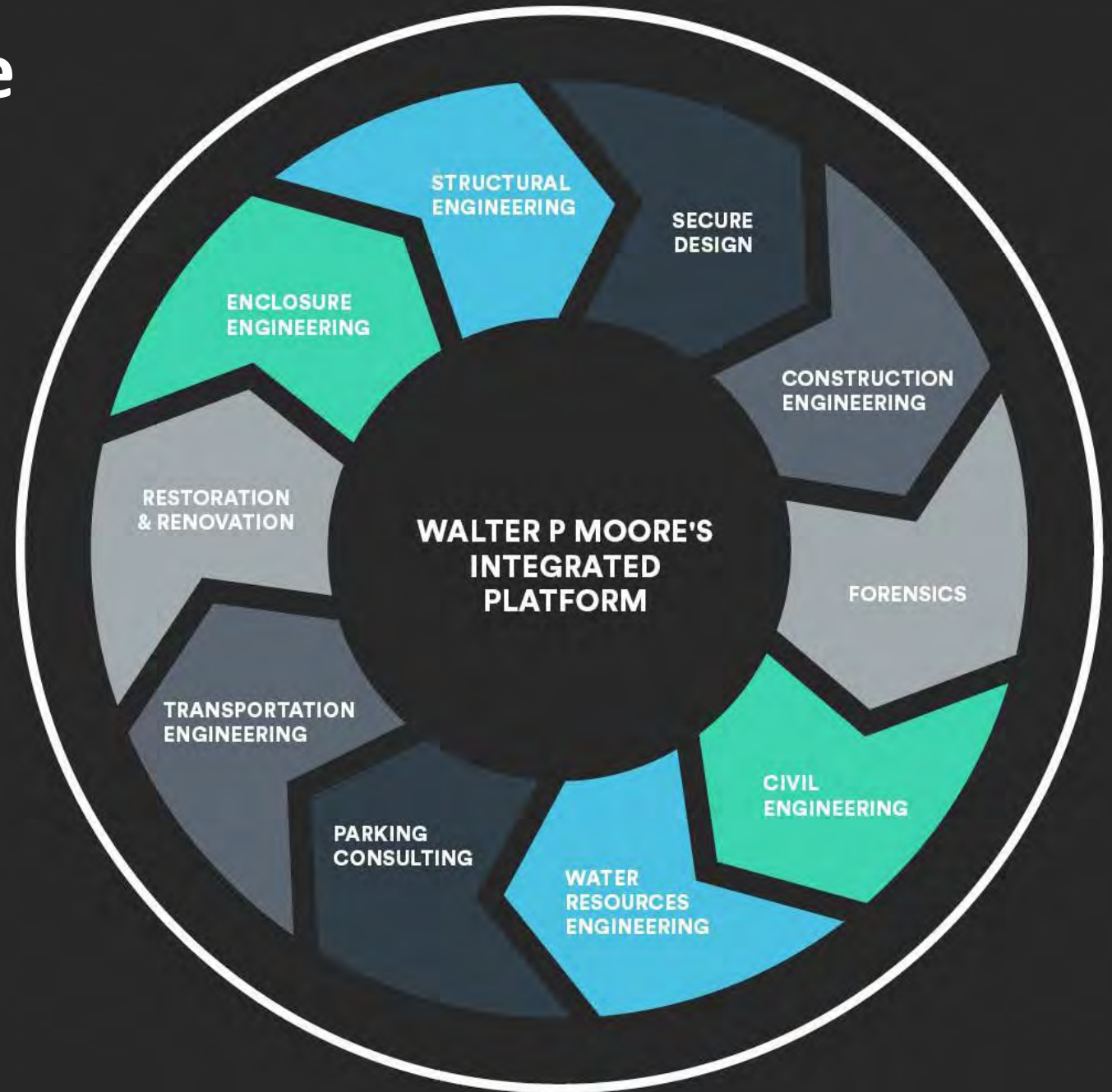


INTERNATIONAL LOCATIONS

- Pune, India
- Panama City, Panama
- Vancouver, Canada
- Calgary, Canada
- Toronto, Canada
- Mexico City, Mexico

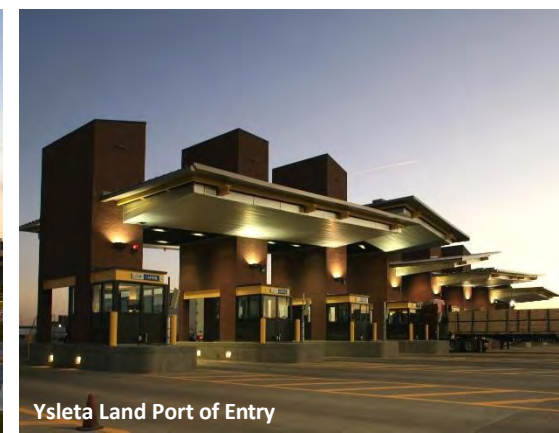
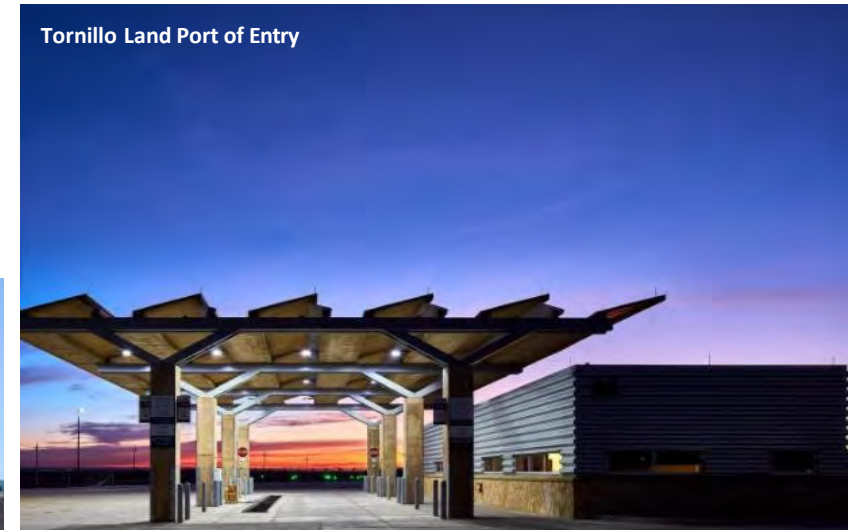
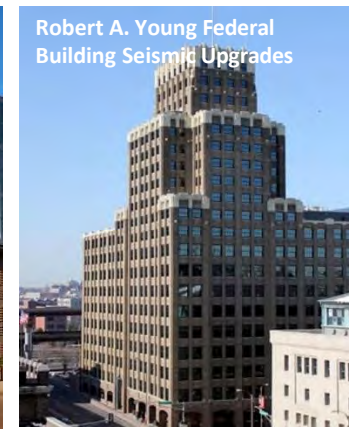
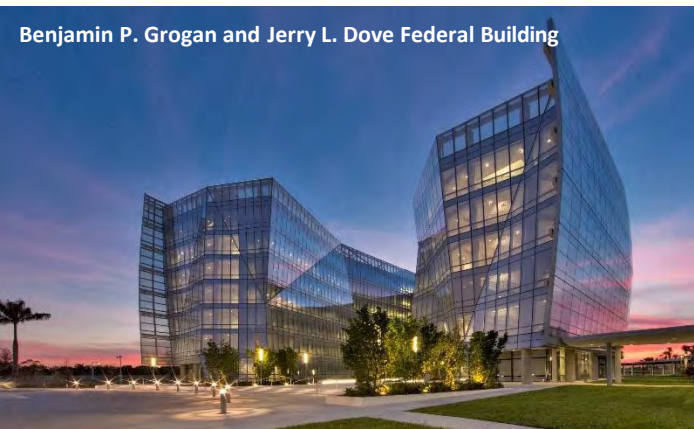
Transdisciplinary Practice

Walter P Moore provides comprehensive and complete engineering services for the planning, design, renovation, and repair of complex structural and infrastructure projects.



GSA

Federal Courthouses
Federal Office
Solar/EV Parking
Land Port of Entry (LPOE)



USACE Health and MILCON

Admin/Headquarters Facilities
VAMC/DHA support
Bachelors Enlisted Quarters (BEQs)
Hangars
Reserve Centers



VA Healthcare

IDIQ/MATOC support
Large Design-Build
Developer/P3

New Facilities
Seismic Retrofits
Physical Security Upgrades
Parking Design
Traffic Engineering



Department of State (DoS)

New Embassy Compounds (NEC)
New Consulate Compounds (NCC)
IDIQ/MATOC support



U.S.
DEPARTMENT
OF STATE

BUREAU OF
OVERSEAS
BUILDINGS
OPERATIONS



Merida New US Consulate

Other Agencies



Smithsonian

Sam Baer, PE
Associate

sbaer@walterpmoore.com

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A Service-Disabled Veteran-Owned Small Business



Daniel Brown, PSP
President

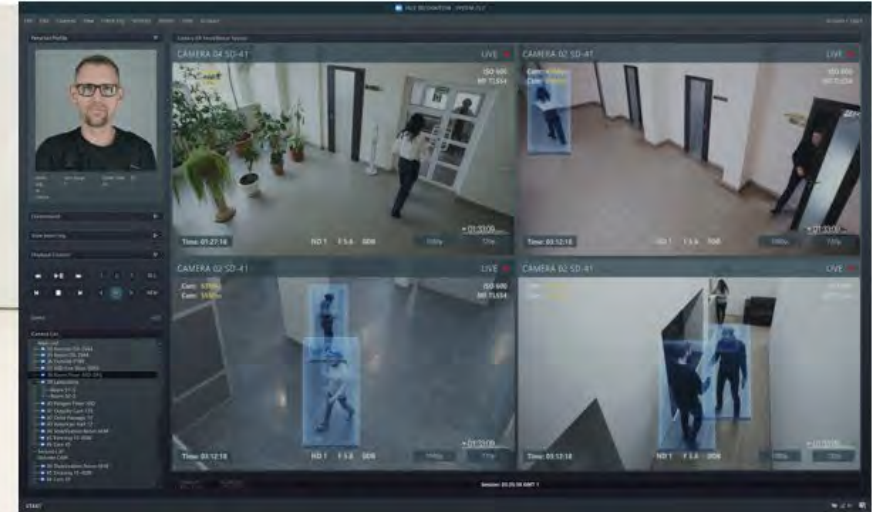


Dominic Mason, PSP
Associate Principal

Solving Complex Security Problems

Services

- **Anti-terrorism/Force Protection (ATFP)**
- **Access Control Points (Gates & Barriers)**
- **Ballistic Protection**
- **Electronic Security (Cameras & Card Readers)**
- **Forced Entry**
- **Master Planning**
- **Standards Development**
- **Risk Assessments**
- **Regulation Compliance (UFC, ISC, VA)**



Federal



Cultural Property



Military





TRINITY

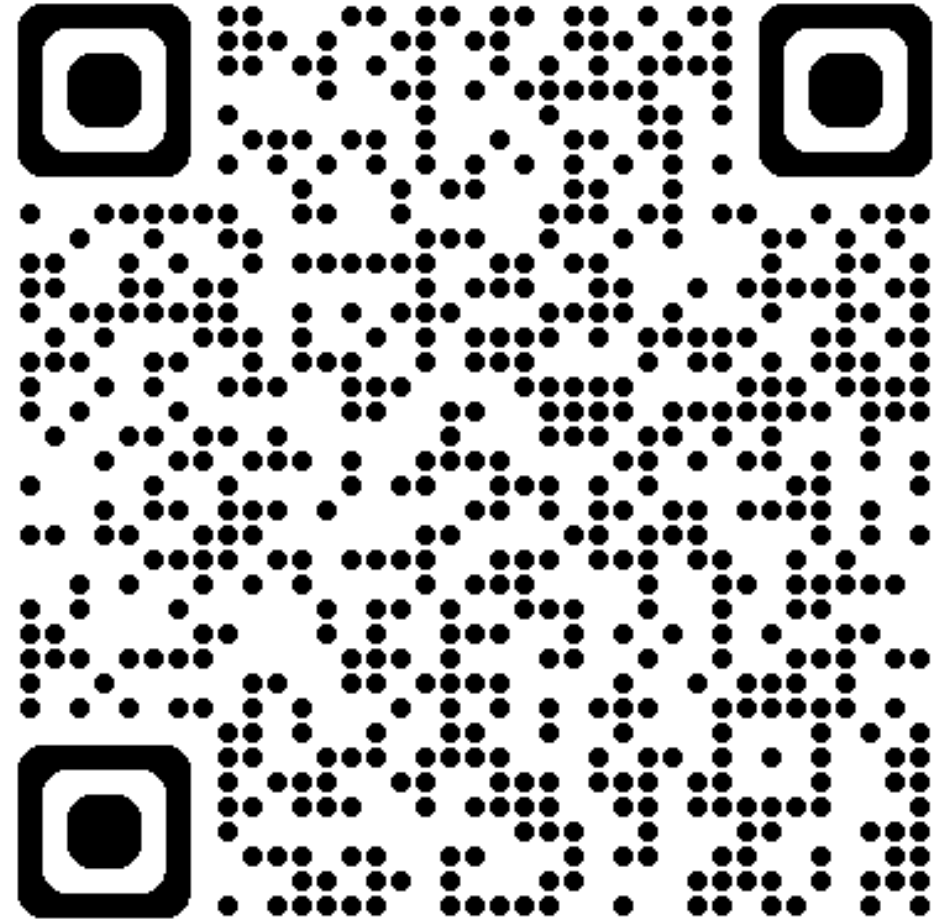
CONSULTING & DESIGN



Dominic Mason
703.987.5186

Dominic.Mason@TrinityCD-Inc.com

Let's build a safer, more resilient future together.



trinitycd-inc.com

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SAME NOVA - B2B

Bob Murphy
October 2024



Integrated Solutions To Our Customers' Toughest Challenges

Parsons delivers integrated solutions and technology across our critical infrastructure and national security customer bases. No other organization has the advanced capabilities, experience, and transformative global solutions under one roof that are necessary to deliver synergistically for our customers. We use our extensive experience to fuel collaboration and further innovation, which is our key to unlocking a safer, smarter, more connected, more sustainable future and enables us to imagine next.

Our Core Markets



SEGMENTS



Federal Solutions



Critical Infrastructure

BUSINESS UNITS



Engineered Systems



Defense And Intelligence



Infrastructure North America



Infrastructure EMEA

MARKETS



Transportation



Space And Missile Defense



Cyber And Intelligence



Critical Infrastructure Protection



Environmental Remediation



Urban Development



Parsons provides more than \$3B of PM/CM, Engineering, Industrial Base Modernization, Master Planning, and Environmental Technical support services annually.

Our technical expertise and CM skills have enabled Federal Government agencies to meet their most complex and high-profile facility and infrastructure construction challenges.

Customers Served:



Parsons Corporation

KEY CAPABILITIES



Master Planning



Complex Engineering



Project/Construction Management



Industrial Base Modernization



Cleared/Secure Services



BY THE NUMBERS



~18.5k
Employees



1,000+
Construction Technicians



1,000+
Professional Engineers and Architects



3,000+
Active Cleared Personnel



1,500+
Active Cleared TS/SCI or above



#3 ENR Top 50 Program Management Firms

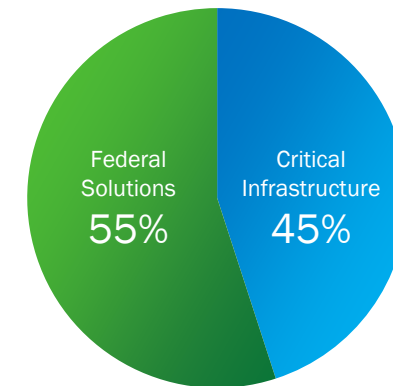
#3 ENR Top 50 Construction Management Firms



**YEARS OF
PARSONS**

\$6.1B

Revenue





How We're Recognized



US Veterans Magazine:
Best of the Best 2023



Military-Friendly Employer
2024 Gold Top 10 (#3)



Among the World's Most Ethical
Companies for
14 consecutive years



Forbes: Best Employers
for Diversity 2023



Washington Business Journal:
Women on Company Boards
List 2023



Washington Business Journal:
Corporate Diversity Index
2023



VETS Indexes 4-Star
Employer 2024



STEM Workforce Diversity
Magazine: Top 50 Employer



One of Woman Engineer's
top employers



Named a top employer
by Minority Engineer



Employer Support of the Guard
and Reserve
Above and Beyond Award



Los Angeles Business Journal:
DEI Company of the
Year 2023



Military Times Best
Places for Vets



Recognized by the Human Rights
Campaign among the Best Places to
Work for LGBTQ+ Equality



Pro Patria ESGR
Award 2022



ACEC New York:
Community Impact
Award 2023



Gold HIRE Vets Medallion
Award 2022



IMAGINE NEXT

Creating The Future Of National Security
And Global Infrastructure

Contact:

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<https://www.parsons.com>

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FEDERAL Market Sector

***SAME Northern Virginia
Business-to-Business(B2B)
Engagement***

October 10, 2024

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Federal Strategy Director
Mark.Correll@hdrinc.com



HAMED AALI, AIA
Associate Federal Principal
Hamed.Aali@hdrinc.com

ABOUT OUR IMPACT

ESTABLISHED
IN

1917

13,300+
EMPLOYEE OWNERS



200+
OFFICES GLOBALLY

400+ LOCAL
STAFF

399
VIRGINIA

66
MARYLAND

31
D.C.

11

LOCAL
OFFICES



ENR's Top 500 Design Firms (2024)

- # 6 – Overall
- # 3 – Pure Design
- # 3 – Health
- # 4 – Architecture
- # 5 – Transportation
- # 6 – Water
- # 6 – Marine and Ports
- # 4 – Data Centers

Our Expertise

HDR Markets



Federal

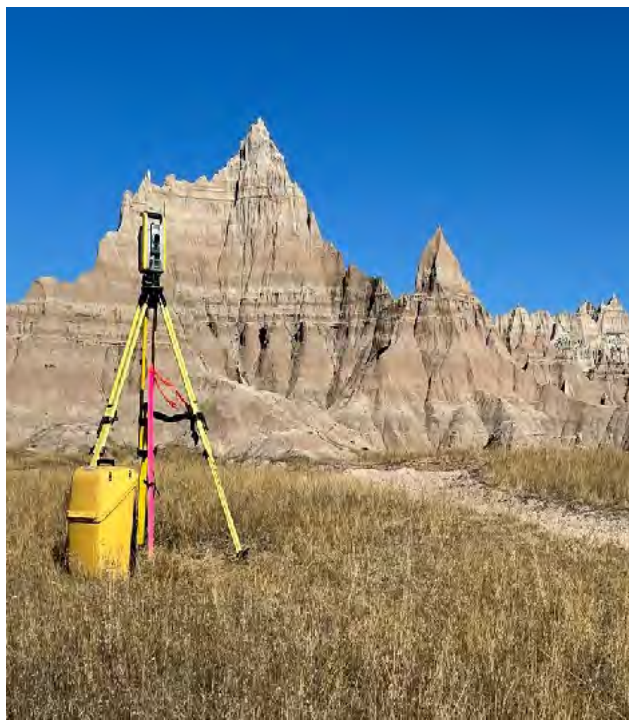
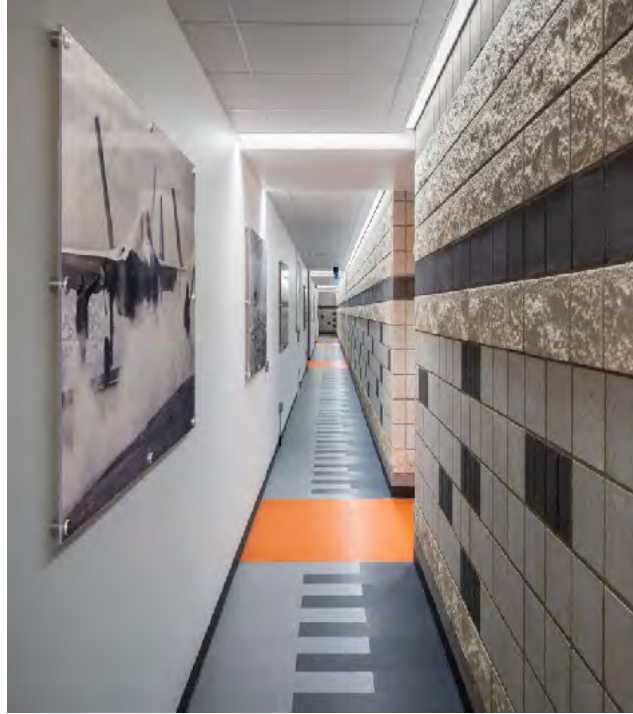
Architecture

Building
Engineering
Services

Resources

Transportation

Water



HDR Services

Architecture

Engineering

Consulting

Services

Asset Management

Coastal Engineering
& Restoration

Commissioning &
Operations

Economics & Finance

Environmental Sciences

Planning & Consulting

Program Management

Project Delivery

Research

Right of Way

Sustainability & Resiliency



USACE Sacramento

Isabella Dam Safety Modification



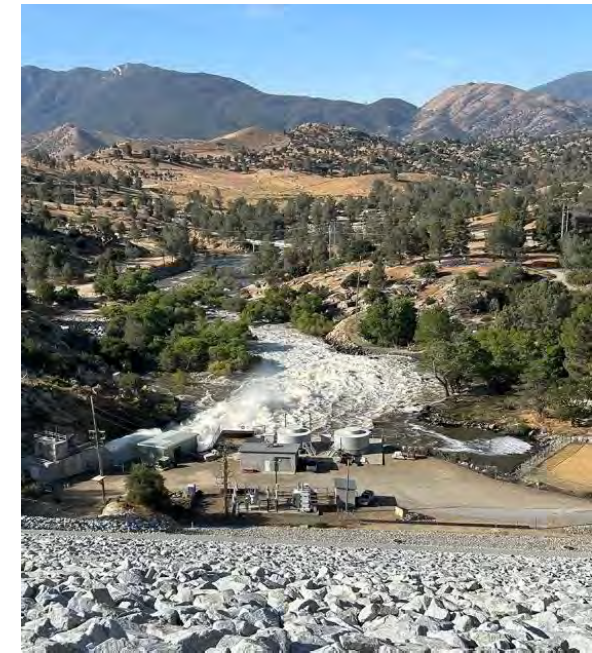
AT A GLANCE

HDR provided program management and engineering services

Raised dam height by 16 feet

A new emergency spillway constructed with a labyrinth weir

Winner of ACEC National Recognition Award and ASDSO Rehab Project of the Year



NAVFAC Atlantic

PPV Navy Family Housing Third-Party Inspections

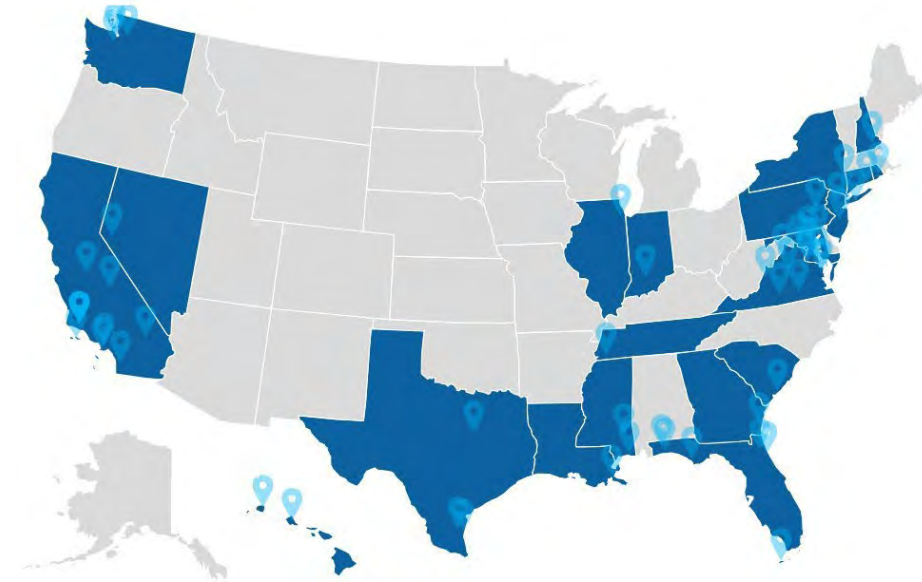


AT A GLANCE

DoD mandated thorough inspections and assessments of Navy public-private venture (PPV) housing

Non-biased visual interior and exterior surveys of the property and systems

Inspection reports provided overall condition of the units and informed potential improvements that will directly benefit present and future residents



US National Park Service

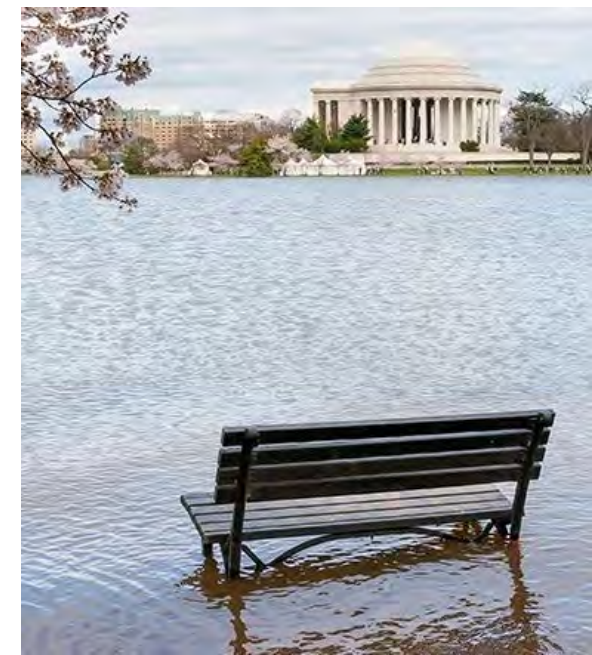
*National Mall and Memorial Parks
Seawall Rehabilitation – Phase I*



AT A GLANCE

1.8 miles of seawall structures that protects the river frontage of West Potomac Park and Tidal Basin

HDR provided 10% and 30% design documents



Air Force Civil Engineering Center

Replacement and Upgrade to Taxiway Whiskey

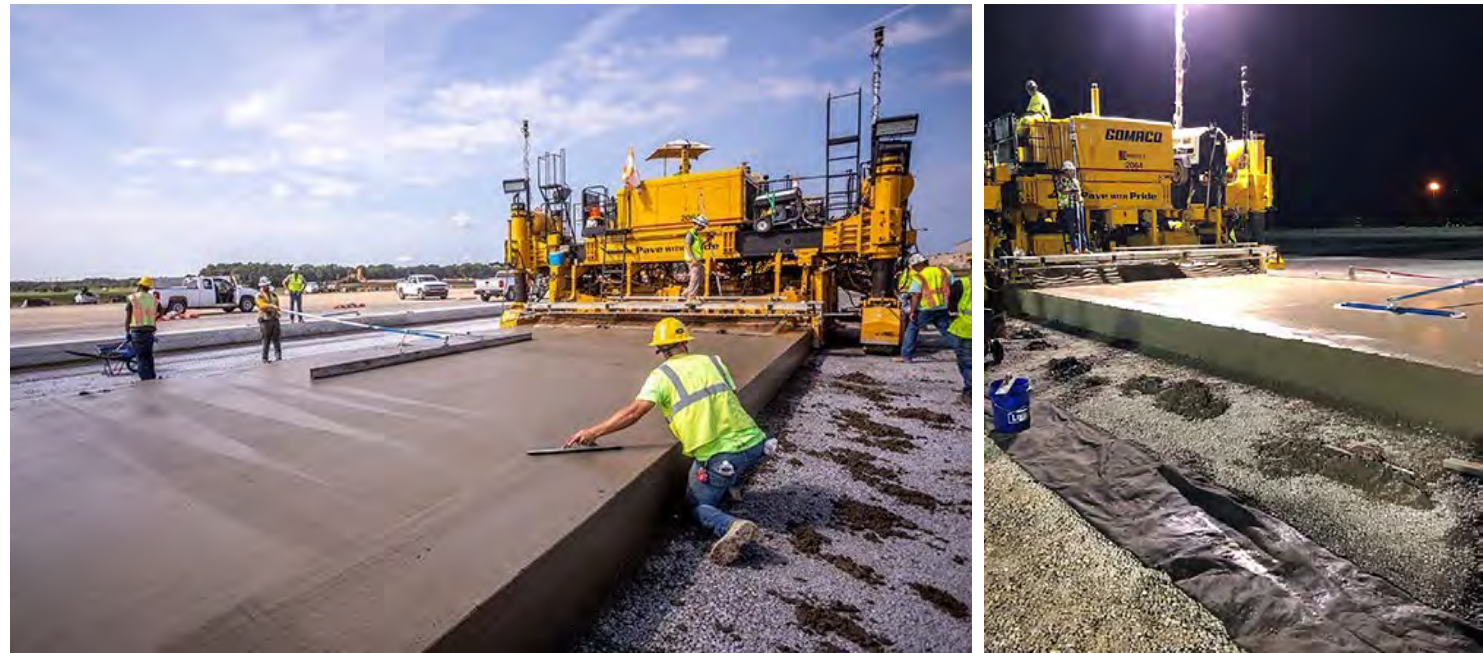


AT A GLANCE

HDR provided full design and repair and replacement oversight of Taxiway Whiskey

Brought the taxiway into compliance with current Air Force Criteria for modified heavy-load aircraft and design for Type A Traffic

Designed to maintain 24/7 access to critical hangars at the southwest end of the airfield



Golden Gate Bridge, Highway and Transportation District

*Bridge Inspection and Repair Design
Services*



AT A GLANCE

Since 2015, HDR has provided bridge inspection and engineering services

Using industrialized rope access, our teams have performed an arm's-length inspection of fracture-critical elements across the entire bridge

Performed the first close-up visual inspection of the bridge's main suspension span towers



US Army Medical Research Institute for Infectious Diseases

USAMRIID Replacement Facility



AT A GLANCE

**Largest, most complex
biocontainment facility ever designed**

**The facility reinforces USAMRIID's
role as the cornerstone national
research program within the National
Interagency Biodefense Campus**



NASA

Goddard Space Flight Center Instrument Development Facility



AT A GLANCE

Modern 54,200 square foot, multi-story laboratory and office building used to develop cutting-edge scientific instruments for space exploration

The building reduces Goddard's environmental footprint, with a 37% decrease in energy usage as compared to traditional buildings



NAVFAC Atlantic

*Walter Reed National Military
Medical Center*



AT A GLANCE

**590,000 Medical Center Addition
expanding specialty services allowing
for the continued provision of health
care services**

**The addition was completed after the
demolition of a wing and temporary
relocation of clinics to minimize
impact on patient operations**



US Department of Agriculture

National Grape Improvement Laboratory in Geneva, New York (top) & USDA Dairy Forage Research Center in Prairie du Sac, Wisconsin (bottom)



AT A GLANCE

Ongoing relationship across the country to support agricultural research and create a more abundant, resilient, and environmentally friendly food supply for the US



Partner with HDR

HDR strives to afford every practicable opportunity to large, small, and diverse businesses to participate on our contracts. We continually seek to identify potential partners including:

- Large Business
- Small Business
- Small Disadvantaged Business
- Disadvantage Business Enterprises
- Women-owned Small Business
- Woman-owned Business Enterprise
- Minority Business Enterprises
- Veteran-owned small business
- Veteran-owned business enterprise
- Service-disabled veteran-owned small business
- HUBZone

Our all-service teams are custom-fit to each project, taking it from small detail to great achievement and building strong relationships along the way.

We are committed to growing our partners and offering our clients well-rounded teams to service their project needs.

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Fox Rothschild LLP

Washington, DC

SAME Annual Business-to-Business (B2B) Engagement



Doug Hibshman

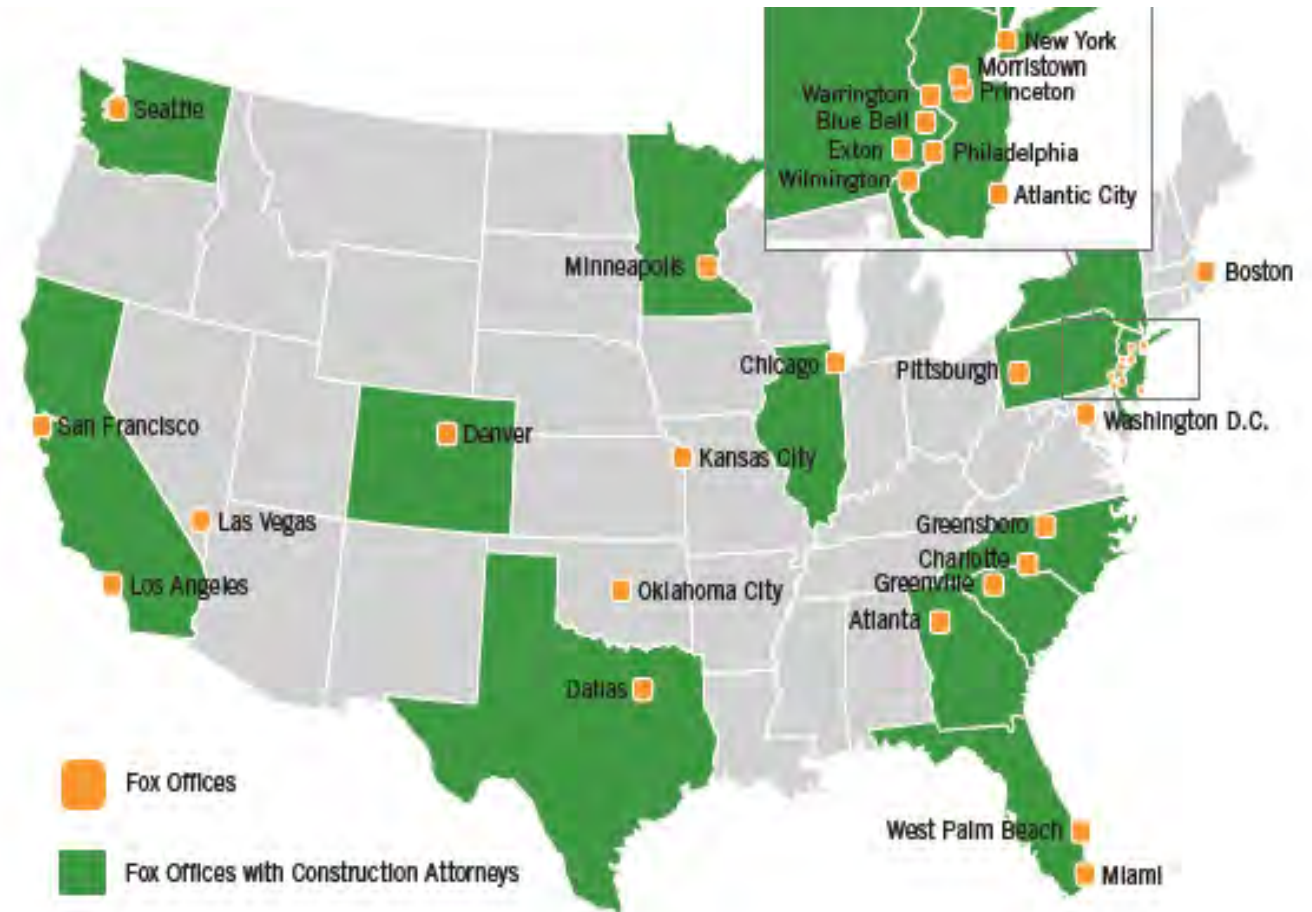


Dana Molinari



Who we are / Where we are

- Fox Rothschild LLP
- General practice law firm, 1,000 attorneys
- 30 offices
- 70+ practice groups
- AM Law 100
- Key practice groups
 - Federal Procurement
 - Construction
 - AE Contracts
 - Labor and Employment
 - Manufacturing, Intellectual Property
 - Corporate, M&A
 - Privacy & Data Security
 - Real Estate & Zoning



Fox Rothschild LLP
ATTORNEYS AT LAW



Who we represent / What we do

Federal Procurement / Construction / AE Practice Group

- **Clients Represented**
 - Represent small, medium, and large businesses
 - Contractors, subcontractors, AE firms, manufacturers, suppliers, owners, service providers, sureties, private equity
 - \$5 million to \$5 billion
- **Services Provided**
 - Contract, subcontract, JV, etc. drafting, review, risk assessment
 - Contract claims / Bid Protests
 - Litigation, mediation, arbitration
 - Compliance
 - FAR / DFARS compliance, internal investigations, Code of Business Ethics, compliance training, Buy American, IIJA, IRA, AAP, SCA, Davis-Bacon, etc., etc.
- **What we can do for you**
 - Sign good contracts / know your rights / assess your risks
 - Protect your contract rights / “Best Practices” / Litigation avoidance
 - Manage litigations, mediations, and arbitrations

Trust the Faces You Know Fox Rothschild’s Construction Law Group

National Footprint – Comprehensive Suite of Services

Federal Government Contracts | Compliance & Internal Investigations
Contract Review | Cybersecurity | Claims & Disputes Resolution
Litigation | M&A | Employment



Fox Rothschild LLP
ATTORNEYS AT LAW

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RBA Construction & Engineering

NOVA POST B2B ENGAGEMENT

10/10/2024



RBA is in the business of improving the lives of our communities by building better infrastructure.

RBA Highlights



10 Years in Business



Executed 55+ Million of Construction work
Over the past 5 years. Self-performing 80% of the
work



Owned 40+ pieces of Equipment



60+ employees

Professional Engineers, Architects, Project
Managers, Superintendents, Project Engineers,
Foremen, operators, carpenters, laborers.



Bonding Capacity

40 Million aggregate
15 Million per contract



7 Figures Line of Credit

Strong cash flow to fulfill project demands



EXCAVATING AND ROAD CONSTRUCTION

STREAM AND WETLAND RESTORATION

MILLING AND PAVING



FLAT WORKS

BRIDGE REPAIRS

DITCH CONSTRUCTC



CAST IN PLACE WALLS



CAST IN PLACE BOX CULVERTS



BRIDGE CONCRETE DECKS



FOOTINGS, COLUMNS AND PIERS



UNDER GROUND UTILITIES



SOUND WALLS INSTALL

Key Current Projects Working on as Subcontractor



Purple Line

3.4 billion project of 16 miles long rail line to include 21 stations in Maryland for the Maryland Transit Administration and MDOT. RBA's work includes cast in place retaining walls, box culverts installation, approach slabs, direct fixation slabs, ballast grading, and concrete ditches. Secured 1.9 million of work for RBA. Started in November 2023.



Hampton Roads Bridge-Tunnel Expansion Project

3.8 Billion project is the largest highway construction project in Virginia's history. RBA's scope include access ramp construction, concrete deck placement, concrete barriers, bridge columns and pier caps, bridge drainage and gravity walls. Secured 14.5 million of work for RBA. Started in March 2021.



George Washington Memorial Parkway Rehabilitation

This 161 Million project is one of the largest infrastructure investment funded by the Great American Outdoors Act. RBA's scope of work will includes Outfalls repairs, Corewalls construction, and E&S. Secured 9.4 million of work for RBA. Started in Feb, 2023.

Key Current Projects Working on as General Contractor



**US Army Corps
of Engineers**®
San Francisco District

Sausalito Debris Dock

4.8 million project for the U.S. Army Corps of Engineers, San Francisco District.

RBA's scope of work includes removal of dock superstructure, substructure, appurtenances, piles, pile caps, and riprap.



U.S. Department
of Transportation

**Federal Highway
Administration**

NASA Goddard Space Flight Center

4.2 million project for the Federal Highway Administration - Eastern Federal Lands Highway Division.

RBA's scope of work includes pavement rehabilitation of bridge approaches and interchange ramps, replacement of guardrail, repairing concrete, and pavement markings.



U.S. Department
of Transportation

**Federal Highway
Administration**

Joyce Road Bridge at Military Road

3.2 million project for the Federal Highway Administration - Eastern Federal Lands Highway Division.

RBA's scope of work includes replacement of a single span bridge, new approach slabs, asphalt mill and overlay, and modifications to existing walls.

How We Do It

Strong Internal Processes

That allows us to maintain requirements for complex federal projects.

Continuous Education

To keep our employees building safe, quality and as planned projects. CQM, EM385, and RMS training completed.

Culture of Communication

Internal and external where issues are escalated on a timely matter.

Use of Technology

Heavy Bids, Procore (project control), Blue Beam, and proprietary document controls

External Resources

Apex/PTAC member, Small Business Transportation Resource Center, LBAN and Stanford University (scaling business program company graduate), SBA Emerging Leaders.

Construction Quality Management

Internal controls that allows us to keep the client updated on schedule/quality/cost in a safe way.



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Mabbett®

Scientists | Engineers | Program Managers

Established in 1980



Multi-Disciplinary Services

- ✓ Environmental Planning & Remediation
- ✓ Engineering & Infrastructure
- ✓ Environmental Compliance & Safety and Health

Office Locations

Alexandria, VA | Stoneham, MA | North Smithfield, RI
Plainview, NY |

UEI: JACMATCH87S5

Our Team:

- Certified Industrial Hygienists
- Professional Engineers
- Certified Hazardous Materials Managers
- Certified Safety Professionals
- Certified Professional Geologists
- Licensed Asbestos Inspectors
- LEED AP Professionals



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Scientists | Engineers | Program Managers

Project Experience



Occupational Safety and Health Surveys
GSA - National Capital Region



CERCLA Landfill Investigation
USDA - Beltsville Agricultural Research
Center (MD)



Environmental Assessment, NEPA
USACE Baltimore District - Blossom Point
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SAME NoVA Post 8th Annual B2B Event

October 10, 2024

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Structural Engineering
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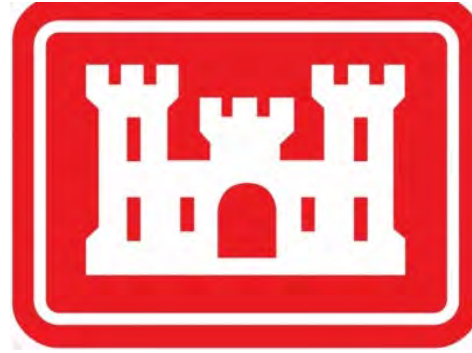


Small Local Business Enterprise
(SLBE)



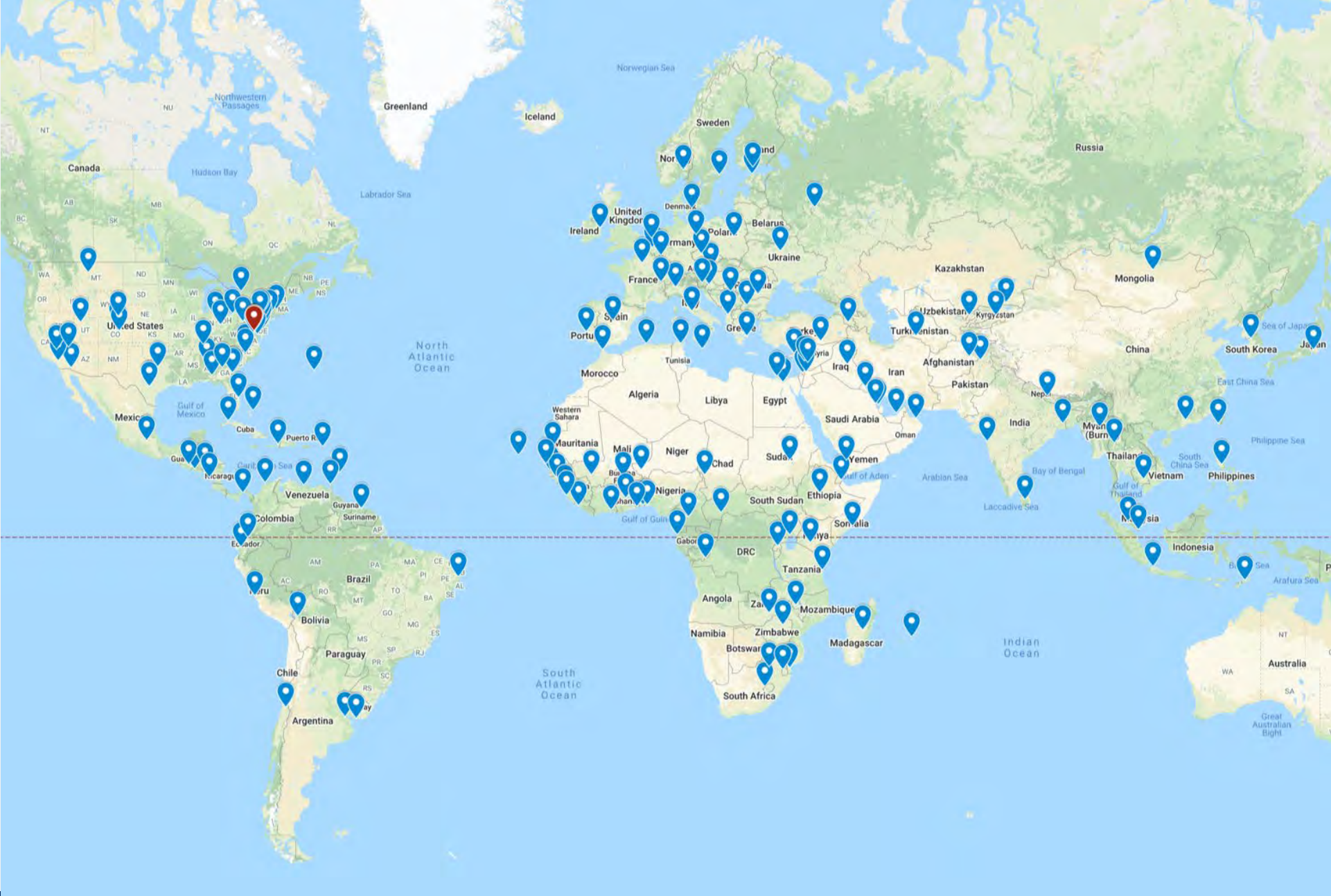
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NEW DESIGN





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NAVFAC Washington Program Update

David Wolfel, RA
Design Director, PDC4

SAME NoVA // Business-to-Business // 10 October 2024

Planning / Design & Construction Directorate

David Wolfel

Design Director, PDC4

- **Registration:** R.A., Maryland
- **Education**
 - Architecture, Virginia Tech, 1981
- **Experience Summary**
 - NAVFAC Washington – (2009 - current)
 - PDC4, PDCP, DC4, DPD, IPT Team Lead, Supervisory Architect, Project Leader
 - Private Sector Architecture – (28 Years)
 - Senior Associate, Project Manager, Architect,
 - Specializing in Hospitality, Multi-unit Residential, Custom Residential
- **Strengths / Specialties**
 - Architectural Design & Technical Detailing
 - Program/Project/Design Management
 - Source Selection / Technical Requirements
 - FEC Community Management
 - Interdisciplinary Issues, Quality Assurance, Quality Control
 - NAVFAC Business Processes (MILCON and non-MILCON)



David Wolfel

NAVFAC WASH PDC Directorate
Design Director, PDC4

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Agenda



1 // News From The Front

2 // The Great Competition Revisited

3 // Historical & Projected Workload

4 // Business Opportunities

5 // Consideration For FY25, The Why

6 // Your Questions, Our Contacts

1 // News from the Front

- **Corporate Reorganization**
 - Have you noticed anything different? And we aren't done yet.
- **Acceleration & Affordability Campaign Plan (AACCP) issued by RADM Dean VanderLey NAVAF Systems Command Commander 24JU2024.**
 - **The Strategic Imperative:** My #1 Strategic Priority is to Improve Execution Performance and my strategic objective for Planning, Design and Construction is to improve the speed, cost control, and quality of military construction (MILCON) project delivery.
 - **The Strategic Objective:** NAVFAC must seize the initiative and move out boldly to accelerate project delivery and provide new, rapid, affordable solutions to meet the urgent infrastructure requirements of our Naval Force's. Simply put, we must lead with innovation to build military capabilities faster and cheaper. Lines of Effort (LOE) under consideration.
 - LOE 1 – Alternate Construction Methods (ACM)
 - LOE 2 – Lean Design-Build
 - LOE 3 – Programmatic Approaches using Standard Designs
 - LOE 4 – Innovation Cradle
 - LOE 5 – Other Transactional Authority Prototyping
 - LOE 6 – Statutory and Regulatory Enablers

1 // News from the Front (cont'd)

- **CPARs & Vector-Gram 23-05 issued 27SEP2023**
 - Have you noticed anything different?
 - Goal, Promote additional communications between NAVFAC and the construction contractors or A- E contractors to ensure performance evaluations provide an accurate and balanced assessment of contractor performance.
 - Frequency, (Construction) At each pre-construction conference or post-award kick-off meeting, the COR, typically a Construction Engineer (CE) or Construction Manager (CM) for construction contracts, will notify the construction contractor that performance evaluations will be prepared in accordance with paragraph 4 and will review reference (d) with the construction contractor to notify key parties of the expectations of each factor and consideration. At each partnering workshop and follow-up meeting, the COR should provide informal status and documentation of the construction contractor's performance to the construction contractor.....
 - Frequency, (Design) Prior to each design submittal, the COR, typically the Design Manager (DM) for A-E contracts, will notify the A-E contractor that performance evaluations will be prepared in accordance with paragraph 4 and will review reference (e) with the A-E contractor to notify key parties of the expectations of each factor. After completion of each design review but prior to the design review meeting, the COR should provide informal status and documentation of the A-E contractor's performance to the A-E contractor. Ideally, documentation should be provided using reference (e).

1 // News from the Front (cont'd)



- **DFARS Subpart 236.6 Architect – Engineer Services**
 - **As of 16SEP2024, 236.606-70 Statutory Fee Limitations**
 - (a) The statutes at 10 U.S.C. 7540, 8612, and 9540, for the Departments of the Army, Navy, and Air Force, respectively, limit the contract price (or fee) for architect-engineer services for the preparation of designs, plans, drawings, and specifications to 10 percent of the project's estimated construction cost.
 - (b) The 10 percent limit also applies to contract modifications, including modifications involving—
 - (1) Work not initially included in the contract; apply the 10 percent limit to the revised total estimated construction cost; and
 - (2) Redesign work; apply the 10 percent limit by—
 - (i) Adding the estimated construction cost of the redesign features to the original estimated construction cost;
 - (ii) Adding the contract cost for the original design to the contract cost for redesign; and
 - (iii) Dividing the total contract design cost by the total estimated construction cost. The resulting percentage may not exceed the 10 percent statutory limitation.
 - (c) The 10 percent limit applies only to that portion of the contract (or modification) price attributable to the preparation of designs, plans, drawings, and specifications. If a contract or modification also includes other services, the part of the price attributable to the other services is not subject to the 10 percent limit.

2 // The Great Competition Revisited

In House vs. AE Design



- **NAVFACINST 11000.1 Design Engineering Competency**
 - Stipulated requirement for all offices to execute a prescribe % of in house Design Bid Build, 30% by FY25 and 40% by FY30.
 - From FY20 forward, FEC Washington has adopted an approach of “measured progress” for increasing the annual percentage of IH DBB execution by the Core and all PWD offices.
 - Evolution of our AE partners playing a supporting role to playing and integrated role.
 - Most significant project to date, FY24 P158 BEQ & Support Facility, Marine Barracks Washington, estimated cost of construction \$117M.

	FY20 actual	FY21 actual	FY22 actual	FY23 actual	FY24 actual	FY25 planned	FY26 planned
% DIP AE (total)	63%	56%	44%	58%	57%	73%	70%
% DIP IH (total)	37%	44%	56%	42%	43%	27%	30%
% DIP IH DBB (total)	12%	17%	31%	22%	27%	18%	19%

2 // The Great Competition Revisited In House vs. AE Design



2 // The Great Competition Revisited In House vs. AE Design



3 // Historical & Projected Workload

- **FY24 & Beyond → Projected workload is increasing across the Corporation, WASH included.**
 - **FY23, Total Program Executed, \$669M (actual)**
 - **FY24, Total Program Executed, \$792M (actual)**
 - **FY25, Total Program Executed, \$1.24B (planned)**
 - **FY26, Total Program Executed, \$739M (planned)**

	FY20 actual	FY21 actual	FY22 actual	FY23 actual	FY24 actual	FY25 planned	FY26 planned
AE contracted (total \$)	\$431M	\$458M	\$191M	\$395M	\$454M	\$921M	\$521M
IH executed (total \$)	\$251M	\$258M	\$246M	\$274M	\$338M	\$327M	\$218M
Total Program (\$)	\$682M	\$200M	\$438M	\$669M	\$792M	\$1.24B	\$739M

- **NAVFAC Washington Regional Contracts**
 - More to come on the upcoming slides.
 - WASH primary POC, Elizabeth Lienhart, see last slide for contact information.
- **Partnering with current NAVFAC Washington contract awardees**
 - May seem obvious but as NAVFAC's project requirements evolve over the life of our Regional Contracts, additional expertise which not imagined at the onset of the contract may now be required.
- **DASN (RDT&E) Section 233 Authority**
 - First granted in the 2017 NDAA with a planned expiration in 2027, which we imagine will be extended. This authority allows the Naval Research & Development Establishment (NR&DE) components to self execute facility projects. In the WASH AOR, Naval Surface Warfare Center (NSWC) located at Indian Head, Dahlgren & Carderock, Naval Research Laboratory (NRL) located at NRL & Naval Air Warfare Center (NAWC) located at Patuxent River, are several of the components which have this authority.

4 // Business Opportunities

Regional Contract Status, Current AE IDIQs



AE IDIQ	CAPACITY	EXPIRATION	AWARDEE
General Admin	\$75M	July 2025	Wiley Wilson / Burns McDonnell JV
Industrial Facilities	\$75M	May 2027	Pond / Baker JV
MEP (SB)	\$30M	June 2025	Summer Consultants
Civil/Structural (SB)	\$30M	Mar 2026	Raymond / Pond JV

NOTES:

Our Construction contracts are in a healthy position at this time in respect to both capacity and time to execute. As a result, focus is rebuilding our AE contract capacity as you will see on the following slide.

4 // Business Opportunities

Regional Contract Status, Planned AE IDIQs



AE IDIQ	CAPACITY	PLANNED EXPIRATION	PLANNED AWARD
General Admin SM/MED BLUE	\$30M	December 2029	FY25 Q2
General Admin SM/MED GOLD	\$30M	December 2029	FY25 Q2
MISC MEP BLUE	\$50M	December 2029	FY25 Q2
MISC MEP BLUE	\$50M	December 2029	FY25 Q2
General Admin MED/LG BLUE	\$99M	April 2030	FY25 Q3
General Admin MED/LG GOLD	\$99M	April 2030	FY25 Q3
Industrial BLUE	\$99M	TBD	TBD
Industrial GOLD	\$99M	TBD	TBD
Strategic & Project Planning IDIQ	TBD	TBD	TBD

NOTES:

- For all contracts in red text above, we have received proposals and are currently evaluating.
- Goal is to begin Industrial & Planning IDIQs procurement NLT Q3 FY25.

4 // Business Opportunities

Regional Contract Status Construction



CONST. VEHICLE	CAPACITY	TO Range	EXPIRATION	RE-PROCURE
LMACC	\$950M	\$10M - \$100M	SEP 2028	Est. 2Q27 – Solicit
8A GenCon MACC	\$750M	\$250K - \$5M	SEP 2030	Est. 2Q29 – Solicit
“Blue” SB MACC	\$398M	\$2M - \$15M	JUL 2026	See Notes
Paving IDIQ	\$75M	\$2K - \$1M	NOV 2026	Est. 2Q25 – Solicit
Mega MACC	\$8B	\$50M - \$1B	SEP 2033	Est. 1Q32 – Solicit
Anchor SB MACC	\$750M	\$2M - \$15M	JUL 2032	Est. 2Q31 – Solicit
Mechanical MACC	\$249M	\$250K - \$15M	JUN 2033	Est. 2Q32 – Solicit
Roofing MACC	\$249M	\$250K - \$15M	JUN 2033	Est. 2Q32 – Solicit

NOTES:

- Contracts in red text above are currently un-awarded. See following notes.
- Mechanical MACC, proposals received and under evaluation.
- Anchor MACC, currently under protest.
- Roofing MACC, currently being solicited.
- “Blue” SB MACC is being replaced by Anchor SB MACC.
- Anticipate soliciting Mega MACC late Q1 FY25.

4 // Business Opportunities

Regional Contract Status Construction



CONST. VEHICLE	CAPACITY	TO Range	EXPIRATION	RE-PROCURE
MECH / HVAC IDIQ JOC PAX, IH, DAHL	\$125M	\$2K - \$2M	NOV 2026	TBD
Roofing JOC PAX, IH, DAHL	\$50M	\$2K - \$2M	JUL 2026	TBD
Roofing JOC NRL, CARD, WASH, BETH, QUAN	\$25M	\$2K - \$2M	JUL 2026	TBD
MECH / HVAC JOC NRL, CARD, WASH, BETH, QUAN	\$50M	\$2K - \$2M	JAN 2027	TBD
Wet Utilities IDIQ JOC CARD, NRL, CBD	\$20M	\$2K - \$2M	MAR 2027	TBD
Wet Utilities IDIQ JOC PAX, IH, DAHL	\$25M	\$2K - \$2M	MAR 2027	TBD
General IDIQ JOC PAX, IH, DAHL	\$125M	\$2K - \$2M	SEP 2027	TBD
General Constr'n IDIQ JOC NRL, CARD, WASH, BETH, QUAN	\$50M	\$2K - \$2M	SEP 2027	TBD
Civil Constr'n IDIQ JOC PAX, IH, DAHL	\$30M	\$2K - \$2M	SEP 2027	TBD
GEN JOC Blue	\$100M	\$2K - \$4M	SEP 2029	Est. 2Q28 – Solicit
GEN JOC Gold	\$100M	\$2K - \$4M	SEP 2029	Est. 2Q28 – Solicit

5 // Consideration For FY25

The Why



- **CNO Navigation Plan 2024** issued by ADM Lisa Franchetti
 - Executing the Navigation Plan

This Navigation Plan drives toward two strategic ends: readiness for the possibility of war with the People’s Republic of China by 2027 and enhancing the Navy’s long-term advantage. We will work towards these ends through two mutually reinforcing ways: implementing Project 33 and expanding the Navy’s contribution to the Joint warfighting ecosystem.
 - **Project 33 is how we will get more ready players on the field by 2027.**

Project 33 sets my targets for pushing hard to make strategically meaningful gains in the fastest possible time with the resources we influence.
 - **The seven Project 33 targets are:**
 - Ready the force by eliminating ship, submarine, and aircraft maintenance delays
 - Scale robotic and autonomous systems to integrate more platforms at speed
 - Create the command centers our fleets need to win on a distributed battlefield
 - Recruit and retain the force we need to get more players on the field
 - **Deliver a quality of service commensurate with the sacrifices of our Sailors**
 - Train for combat as we plan to fight, in the real world and virtually
 - **Restore the critical infrastructure that sustains and projects the fight from shore**
- “Project 33 sets new targets but we do not need new levers to reach them. This is core to my guidance. We will deliver results using the tools and resources we have to gain ground without losing speed.”

[CNO Navigation Plan 2024 \(navy.mil\)](https://www.navy.mil/Content/NAVY/Navigation/NavigationPlan2024/NavigationPlan2024.pdf)

6 // Our Contacts & Your Questions



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PRESENTATION TO SAME NOVA – 9TH ANNUAL BUSINESS TO BUSINESS (B2B) ENGAGEMENT

William Tully
Baltimore District
Date: 10-OCT-2024

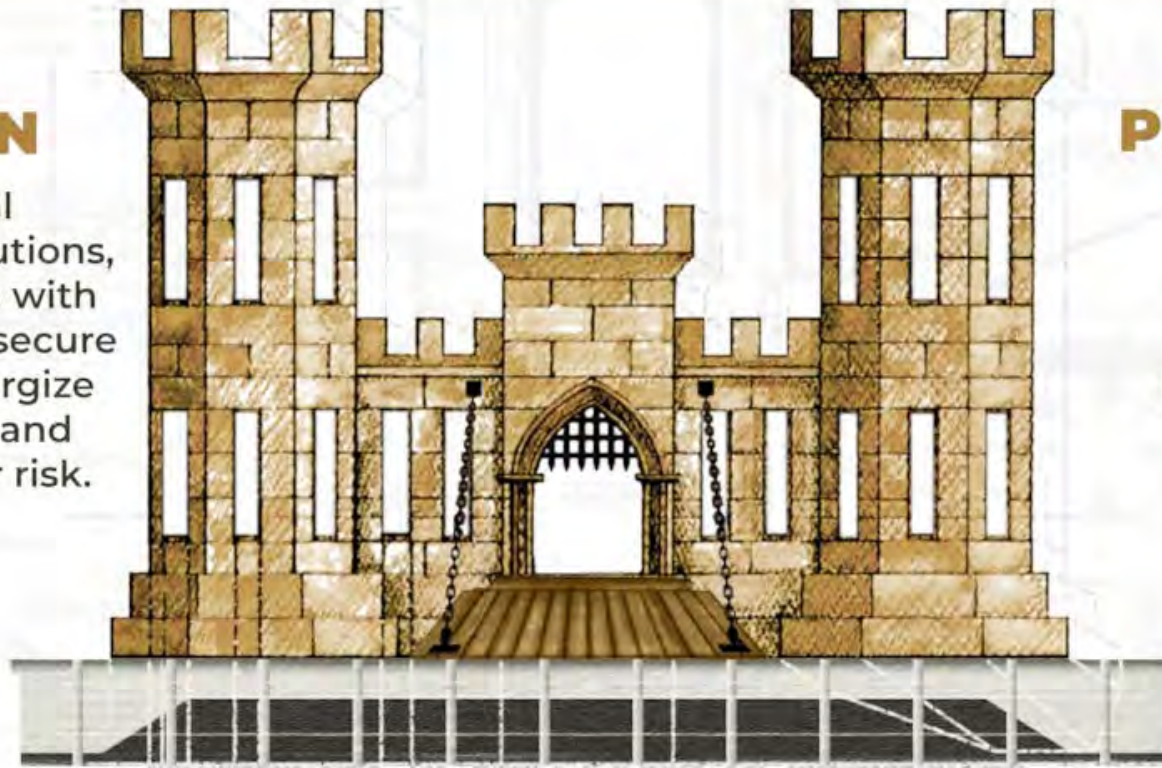
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MISSION

Deliver vital engineering solutions, in collaboration with our partners, to secure our Nation, energize our economy, and reduce disaster risk.

PRIORITIES

PEOPLE
READINESS
PARTNERSHIPS
INNOVATE



ENGINEERING SOLUTIONS FOR THE NATION'S TOUGHEST CHALLENGES



US Army Corps
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BALTIMORE DISTRICT



Military Support



Interagency and International Services (IIS)



Civil Works



Real Property Services Field Office (RSFO)



Emergency Management



Environmental



Washington Aqueduct



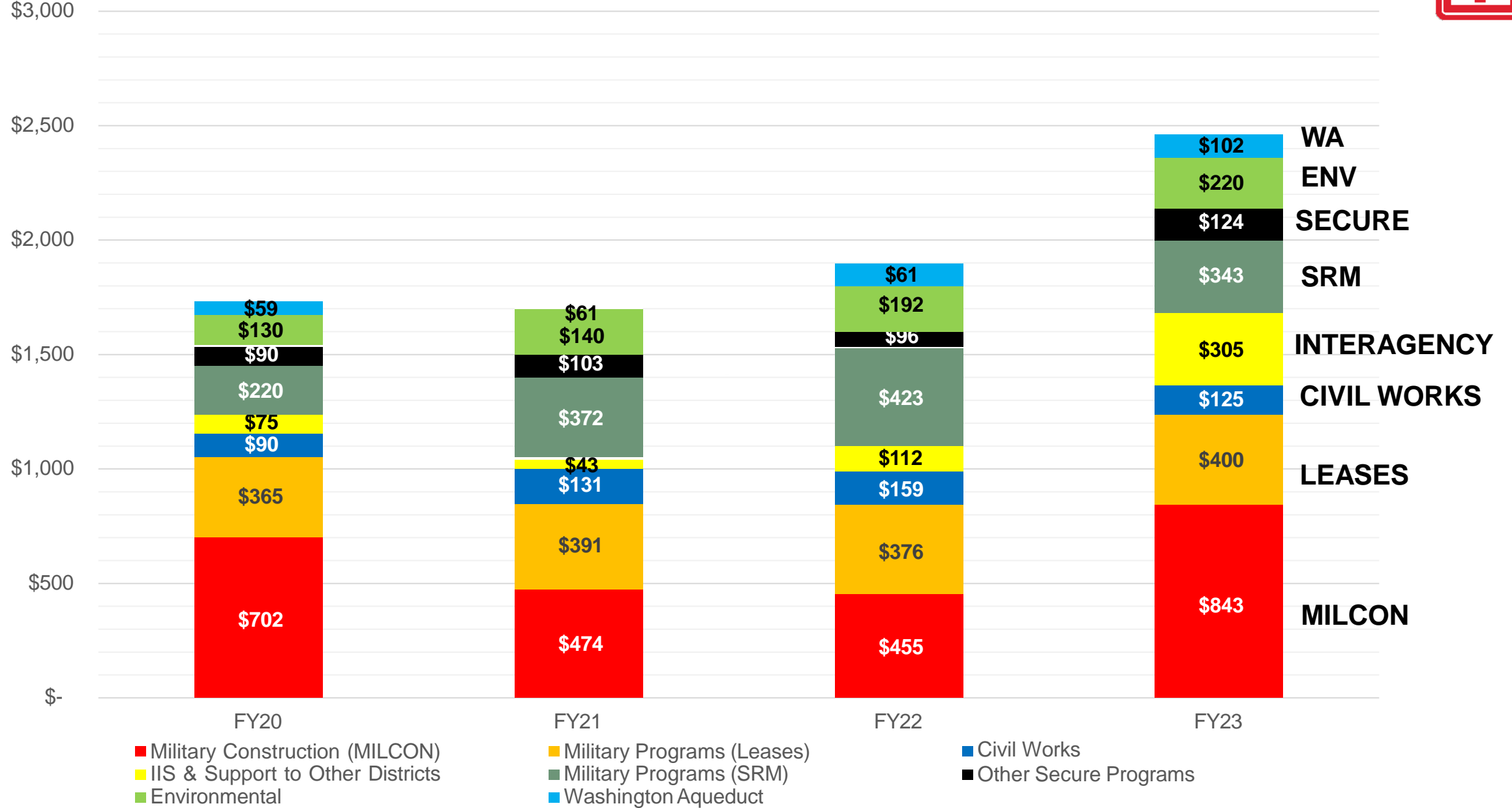
MISSION

Deliver vital engineering solutions in collaboration with our partners to serve and strengthen the Nation, energize the economy and reduce disaster risks.





Baltimore District Obligations (\$M) FY 2020, 21, 22, & 23



- Military Construction (MILCON)
- Military Programs (Leases)
- Civil Works
- IIS & Support to Other Districts
- Military Programs (SRM)
- Other Secure Programs
- Environmental
- Washington Aqueduct



DISTRICT TRENDS AND PRIORITIES

Large Vertical Construction in FY25:

- Component Rebuild Shop (Ph1) Letterkenny Depot, PA
- Missile / Munitions Distro Facility Letterkenny Depot, PA
- Cyberwarfare Ops Facility Fort Meade, MD
- Child Development Center Fort Meade, MD
- Repair Lab, Aberdeen Proving Ground, MD
- Test Maintenance Facility, Aberdeen Proving Ground, MD

Civil Works:

- James River (Mid-Bay) Island, MD

PEOPLE:

- Recruiting challenges
- Technical and professional development

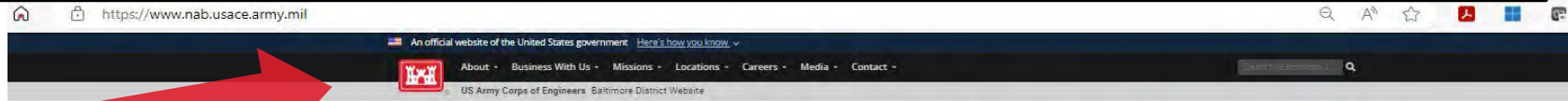
READINESS: (Program Delivery)

- Early planning and increasing predictability
- Mega project and program delivery
- Responsiveness to change, funding, priorities, etc.

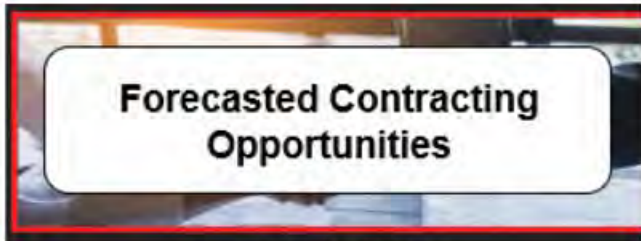




CONTRACTING OPPORTUNITIES



www.nab.usace.army.mil



^ as of 09/16/2024 ^



^ as of 19 AUG 2024 ^



- PROJECTS
- MILITARY PROGRAMS
- RECREATION
- REGULATORY

Latest News

USACE, Baltimore District safely rehomes a total of 50k bees found at Bureau of Engraving and Printing demo project

9/12/2023 After safely rehoming 25-30k honeybees in the U.S. Army Corps of Engineers (USACE), Baltimore District rehomed an additional 25k at the Beltsville Agriculture Research Center (BARC) in...

U.S. Army Corps of Engineers Celebrate 50th Anniversary of the Raystown Dam with Public Tours of Dam & Spillway

8/30/2023 The U.S. Army Corps of Engineers is inviting the public to celebrate Raystown Lake's 50th anniversary with a rare look inside the Raystown Dam. Guided tours will include access to the spillway and...

More than 25 thousand honeybees found at Bureau of Engraving and Printing demo project re-homed in Baltimore

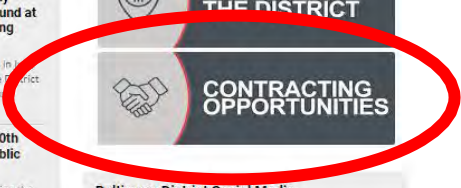
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CONTRACTING OPPORTUNITIES

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AE BUSINESS OPPORTUNITIES



Project Title	Project Location	Program	Type of Construction (if Applicable)	Magnitude of Construction / Work (if Applicable)	Acquisition Strategy ²	Quotation or Proposal Method	Solicitation Date (By Quarter) (Anticipated)	Award Date (By Quarter) (Anticipated)
Value-Engineering Services (MATOC)	NAD-wide	A-E Services	Not Applicable	Not Applicable	Set-Aside SB	RFP Most Highly Qualified	FY24 Q4	FY25 Q1
Construction Management Services for BEP Currency Production Facility	Beltsville, MD	A-E Services	Not Applicable	\$25,000,000 to \$100,000,000	Set-Aside SB	RFP Tradeoff	FY24 Q4	FY25 Q1
Multi-Disciplined Design Services for Military / SRM Programs (MATOC)	NAD-wide	A-E Services	Not Applicable	Not Applicable	Unrestricted with SB Reserves	RFP Most Highly Qualified	FY25 Q1	FY25 Q2
Topographic Surveying, Mapping, and Geospatial Services (MATOC)	NAD-wide	A-E Services	Not Applicable	Not Applicable	Set-Aside SB	RFP Most Highly Qualified	FY25 Q1	FY25 Q2
Commissioning Support Services (SATOC)	Fort Meade, MD	A-E Services	Not Applicable	Not Applicable	TBD	RFP Most Highly Qualified	FY25 Q2	FY25 Q2

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsized through SAM.gov or the solicitation is issued."



OTHER IDIQ OPPORTUNITIES

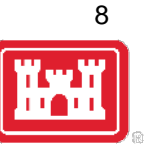


Project Title	Project Location	Program	Type of Construction (if Applicable)	Magnitude of Construction / Work (if Applicable)	Acquisition Strategy ²	Quotation or Proposal Method	Solicitation Date (By Quarter) (Anticipated)	Award Date (By Quarter) (Anticipated)
Forest Herbicide Application Services for Raystown Lake	Hesston, PA	Services	Not Applicable	\$100,000 to \$250,000	Set-Aside SB	RFQ	FY25 Q1	FY25 Q1
Refuse Collection Services for Tioga-Hammond and Cowanesque Lakes	Tioga, PA	Services	Not Applicable	\$100,000 to \$250,000	Set-Aside SB	RFQ	FY25 Q1	FY25 Q1
Water Testing Services at Tioga-Hammond and Cowanesque Lakes	Tioga, PA	Services	Not Applicable	\$25,000 to \$100,000	Set-Aside SB	RFQ	FY25 Q1	FY25 Q1
Electrical Services (SATOC)	Washington, D.C.	Washington Aqueduct	Design-Bid-Build	Not Applicable	Competitive 8(a)	RFP Tradeoff	FY24 Q4	FY25 Q1
Water Mains and Valves Emergency Repair Services (SATOC)	Washington, D.C.	Washington Aqueduct	Design-Build	Not Applicable	Competitive 8(a)	TBD	FY25	FY25 Q3
Cable Inspection and Lubrication	Washington, D.C.	Washington Aqueduct	Not Applicable	\$500,000 to \$1,000,000	Set-Aside SB	RFQ	FY24 Q4	FY25 Q1
Mechanical Services (SATOC)	Washington, D.C.	Washington Aqueduct	Not Applicable	Not Applicable	Set-Aside SB	RFP Tradeoff	FY25 Q1	FY25 Q2
Clean, Inspect, Repair, and Reline Sodium Hypochlorite Tanks	Washington, D.C.	Washington Aqueduct	Not Applicable	\$500,000 to \$1,000,000	Set-Aside SB	RFQ	FY25 Q1	FY25 Q1
Grounds Maintenance	Washington, D.C.	Washington Aqueduct	Not Applicable	\$1,000,000 to \$5,000,000	Set-Aside SB	RFQ	FY25	FY25 Q1

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DESIGN-BUILD OPPORTUNITIES (CONTINUED)



Project Title	Project Location	Program	Type of Construction (if Applicable)	Magnitude of Construction / Work (if Applicable)	Acquisition Strategy ²	Quotation or Proposal Method	Solicitation Date (By Quarter) (Anticipated)	Award Date (By Quarter) (Anticipated)
Replace Chiller at Building A47 for Naval Research Laboratory	Indian Head, MD	MILCON / RSFO	Design-Build	\$1,000,000 to \$5,000,000	Set-Aside SB	TBD	FY25 Q1	FY25 Q2
Repair Building 215 (Office)	Fort Belvoir, VA	MILCON / RSFO	Design-Build	\$100,000 to \$250,000	Set-Aside SB	TBD	FY25 Q1	FY25 Q1
Construct Component Rebuild Shop (Phase 1) at Letterkenny Army Depot	Chambersburg, PA	MILCON / RSFO	Design-Build	\$250,000,000 to \$500,000,000	Unrestricted	Other Transaction Authority	FY25 Q2	FY25 Q4
Repair Buildings 309 (Office) and 390 (Research / Ballistics Laboratory)	Aberdeen Proving Ground, MD	MILCON / RSFO	Design-Build	\$25,000,000 to \$100,000,000	TBD	RFP Two Phase	FY25 Q2	FY25 Q2
Replace Transformers at Buildings 210, 214, and 215 for Naval Research Laboratory	Indian Head, MD	MILCON / RSFO	Design-Build	\$1,000,000 to \$5,000,000	Set-Aside SB	TBD	FY25 Q2	FY25 Q3
Repair Building 370 - Task 2 at Letterkenny Army Depot	Chambersburg, PA	MILCON / RSFO	Design-Build	\$10,000,000 to \$25,000,000	TBD	RFP LPTA	FY25 Q3	FY25 Q4
Construct Mission Support Facility	Fort Carson, CO	MILCON / RSFO	Design-Build	\$10,000,000 to \$25,000,000	TBD	RFP Two Phase	FY25	FY25 Q4
Repair Building 350 (Phase 3) at Letterkenny Army Depot	Chambersburg, PA	MILCON / RSFO	TBD	\$10,000,000 to \$25,000,000	TBD	RFP LPTA	FY25 Q2	FY25 Q4
Repair Exterior of Building 3119 (Maintenance Hanger)	Joint Base Andrews, MD	MILCON / RSFO	TBD	\$5,000,000 to \$10,000,000	Set-Aside SB	TBD	FY25 Q2	FY25 Q4
Repair Building 6330 (Gaffney Fitness Center)	Fort Meade, MD	MILCON / RSFO	TBD	\$10,000,000 to \$25,000,000	TBD	IFB Sealed Bidding	FY25 Q3	FY25 Q4
Repair Building 1416	Fort Belvoir, VA	MILCON / RSFO	TBD	\$5,000,000 to \$10,000,000	TBD	IFB Sealed Bidding	FY25 Q3	FY25 Q4

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DESIGN-BID-BUILD OPPORTUNITIES



Project Title	Project Location	Program	Type of Construction (if Applicable)	Magnitude of Construction / Work (if Applicable)	Acquisition Strategy ²	Quotation or Proposal Method	Solicitation Date (By Quarter) (Anticipated)	Award Date (By Quarter) (Anticipated)
Construct Cyberwarfare Operations Facility	Fort Meade, MD	MILCON / RSFO	Design-Bid-Build	\$100,000,000 to \$250,000,000	Unrestricted	RFP Tradeoff	FY25 Q1	FY25 Q4
Construct Child Development Center (CDC)	Fort Meade, MD	MILCON / RSFO	Design-Bid-Build	\$25,000,000 to \$100,000,000	TBD	RFP LPTA	FY25 Q2	FY25 Q4
Construct Missile / Munitions Distribution Facility at Letterkenny Army Depot	Chambersburg, PA	MILCON / RSFO	Design-Bid-Build	\$25,000,000 to \$100,000,000	TBD	RFP Tradeoff	FY25 Q2	FY25 Q4
Construct Test Maintenance Fabrication Facility	Aberdeen Proving Ground, MD	MILCON / RSFO	Design-Bid-Build	\$25,000,000 to \$100,000,000	TBD	RFP Tradeoff	FY25 Q2	FY25 Q4
Construct Two Overwatch Guard Facilities for Two ACPs	Fort Belvoir, VA	MILCON / RSFO	Design-Bid-Build	\$1,000,000 to \$5,000,000	Set-Aside HUBZone	IFB Sealed Bidding	FY25 Q2	FY25 Q3
C&O Canal Rehabilitation (Phase 2)	Great Falls, MD	IIS	Design-Bid-Build	\$500,000 to \$1,000,000	Set-Aside SB	IFB Sealed Bidding	FY25 Q2	FY25 Q3

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DESIGN-BID-BUILD OPPORTUNITIES (CONTINUED)



Project Title	Project Location	Program	Type of Construction (if Applicable)	Magnitude of Construction / Work (if Applicable)	Acquisition Strategy ²	Quotation or Proposal Method	Solicitation Date (By Quarter) (Anticipated)	Award Date (By Quarter) (Anticipated)
Replace Dam Gate and Hoist at Stillwater Lake	Clifford, PA	Civil Works	Design-Bid-Build	\$1,000,000 to \$5,000,000	Unrestricted	RFP LPTA	FY24 Q4	FY25 Q1
Shoal Removal at Codorus Creek Flood Risk Management (Levee)	York, PA	Civil Works	Design-Bid-Build	\$1,000,000 to \$5,000,000	Set-Aside WOSB	IFB Sealed Bidding	FY25 Q1	FY25 Q2
Repair Outlet Tunnel, Gate, and Stoplog Guides at Stillwater Lake	Clifford, PA	Civil Works	Design-Bid-Build	\$1,000,000 to \$5,000,000	Set-Aside SB	TBD	FY25 Q1	FY25 Q2
Atlantic Coast of Maryland Beach Renourishment	DE / MD	Civil Works	Design-Bid-Build	\$10,000,000 to \$25,000,000	TBD	IFB Sealed Bidding	FY25 Q3	FY25 Q4
Rock Wall Stabilization at Alvin Bush Dam	Kettle Creek, PA	Civil Works	Design-Bid-Build	\$10,000,000 to \$25,000,000	TBD	TBD	FY25 Q3	FY25 Q4
Construct Riprap Near and Repair / Remove Richland Avenue Low Hand Dam at Codorus Creek Flood Risk Management (Levee)	York, PA	Civil Works	Design-Bid-Build	\$1,000,000 to \$5,000,000	Set-Aside SB	IFB Sealed Bidding	FY25 Q3	FY25 Q4
Twitch Cove and Big Thorofare Jetty Rehabilitation	Somerset County, MD	Civil Works	Design-Bid-Build	\$1,000,000 to \$5,000,000	Set-Aside SB	IFB Sealed Bidding	FY25 Q3	FY25 Q4
James Island Ecosystem Restoration (Phase 1)	Dorchester County, MD	Civil Works	Design-Bid-Build	\$250,000,000 to \$500,000,000	Unrestricted	IFB Sealed Bidding	FY25 Q4	FY25 Q4
North East River Maintenance Dredging	Elkton, MD	Civil Works	Design-Bid-Build	\$1,000,000 to \$5,000,000	Set-Aside SB	IFB Sealed Bidding	FY25 Q4	FY25 Q4

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