



Welcome

to the Tidewater Association of Service Contractors

U.S. Army Corps of Engineers
Virtual Industry Day

20 April 2021



Welcome to the Tidewater Association of Service Contractors
U.S. Army Corps of Engineers Virtual Industry Day

Agenda:

0900 - 0905 – TASC/TGIC Overview

0905 - 0910 - Sponsor Recognition

0910 – 1100 - Program Overview:

COL Patrick Kinsman, Commander Norfolk District

Mike Darrow, Deputy District Engineer

Dianne Grimes, Contracting Officer

Cherie Kunze, Deputy for Small Business Programs



Welcome to the Tidewater Association of Service Contractors
U.S. Army Corps of Engineers Virtual Industry Day

Sponsors:



S.B. BALLARD
CONSTRUCTION
COMPANY



PRICUS
MARINE
Oceanographic Research...Re-imagined



NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS

FY21+ WORKLOAD FORECAST

Michael R. Darrow, P.E., PMP
Deputy District Engineer for
Programs Management

20 April 2021



US Army Corps
of Engineers®





U.S. ARMY CORPS OF ENGINEERS

NORFOLK DISTRICT 1879 — PRESENT

Mission and Vision

Norfolk District provides innovative engineering solutions, in collaboration with our partners, TO DELIVER water resources, military, interagency, environmental and disaster-response programs that make our communities, the commonwealth and nation a better place to work and live.

Dedicated public servants revolutionizing delivery of engineering solutions to our nation's toughest challenges!

Revolution In Action

- District Operating Strategy
- District Guiding Principles

Civil Works Revolution

- Accelerate Project Delivery
- Transform Project Financing & Budgeting
- Improve Permitting & Regulation Reform

Military Construction Revolution

- Delegation of Authorities to lowest level
- Industry Engagement
- Quarterly Executive Engagement

THE TEAM
384

CIVILIAN
EMPLOYEES
AND 5 MILITARY
OFFICERS

IN FY 2021

District is executing approximately \$540M in Military, Cemetery, Reimbursable and Civil Works projects

\$121 MILLION

Awarded by Norfolk District USACE to small businesses throughout the Nation in FY20

2020 REGULATORY PROGRAM



Delivering the Regulatory Program:
4,880 Regulatory Actions in the Commonwealth of Virginia in 2020
As of 6 Feb 2021

NATIONAL ECONOMY

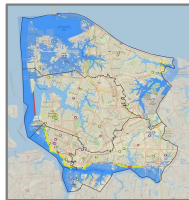
PORT OF VIRGINIA



- VPA began construction at Thimble Shoal Channel in Dec 2019
- Need a Federal new start in FY 2022 with funding for Corps to get started
- Navy needs funding to shift the Degaussing Range

COASTAL STORM RISK MANAGEMENT

- Hampton Roads 2nd only to New Orleans for Risk from Coastal Storms and RSLR
- Norfolk District working with Virginia on planning strategy
- Virginia Beach and Peninsula are high-priority areas
- No new start CSRSM studies authorized or appropriations for additional CSRSM studies in Virginia in recent years



GATHRIGHT DAM

ALLEGHANY COUNTY, VA

- Protects the Jackson River from flood damages
- Contributed to the creation of 1,000 jobs and \$1 billion investments in Covington, VA



COL Patrick Kinsman, P.E.
Commander
Norfolk District USACE
Patrick.V.Kinsman@usace.army.mil

NATIONAL DEFENSE

MILITARY AND INTERAGENCY CONSTRUCTION

Type	NAO FY20 Goal %	Actual %	Total \$ Awarded
Small Business	33%	36.0%	\$120,764,000
Small Disadvantaged Business	19%	22.5%	\$75,478,000
Service-Disabled Veteran-Owned SB	4%	9.2%	\$30,819,000
Women Owned SB	5%	10.7%	\$35,879,000
HUBZone	3%	9.7%	\$32,335,000

PROGRAM SUMMARY:				
	FY18	FY19	FY20	FY21
MILITARY:	\$134M	\$118M	\$477M	\$285M
IIIES:	\$16M	\$33M	\$28M	\$124M
CIVIL:	\$82M	\$86M	\$51M	\$62M
ANC:	\$24M	\$45M	\$30M	\$25M
DoDEA:	\$24M	\$22M	\$27M	\$25M
	\$280M	\$304M	\$613M	\$512M

*Does not include new or awards from existing AE IDIQs



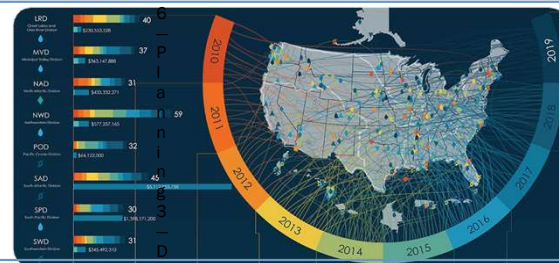
INDUSTRIAL BASE MODERNIZATION

RADFORD & HOLSTON ARMY AMMUNITION PLANTS



- Norfolk District provides technical and project execution services to JPEO A&A for industrial base modernization
- Construction awards in both FY21 and FY22 are planned to be \$100-\$150M

NAO ACTIVE PROJECTS:



U.S. ARMY CORPS OF ENGINEERS

CONTINGENCY OPERATIONS 2010-2020

Mr. Mike Darrow, P.E., PMP
Deputy District Engineer for Programs and Project Management
Norfolk District USACE
Michael.R.Darrow@usace.army.mil

NATIONAL HERITAGE

CHESAPEAKE BAY



- Oyster Restoration in the Piankatank River
- Belle Isle State Park
- Cedar Island



LYNNHAVEN AQUATIC ECOSYSTEM RESTORATION



- Phase 1 contracts for SAV, wetlands, and reef habitat awarded in FY20
- Planning of Phase 2 elements underway with award scheduled in FY22

FEDERALLY RECOGNIZED TRIBES IN VIRGINIA

- Pamunkey Indian Tribe
- Upper Mattaponi Tribe
- Chickahominy Tribe
- Rappahannock Tribe
- Chickahominy Tribe Eastern Division
- Nansemond Indian Tribe
- Monacan Indian Nation

Mr. Keith Lockwood
Chief, Water Resources Division
Norfolk District USACE
Keith.B.Lockwood@usace.army.mil





PROGRAM AT A GLANCE

Type	NAO FY 20 Goal %	FY20 Actual %	Total \$ Awarded	NAO FY21 Goal %
Small Business	33%	36.0%	\$120,764,000	22%
Small Disadvantaged Business	19%	22.5%	\$75,478,000	9%
Service Disabled Veteran Owned SB	4%	9.2%	\$30,819,000	5%
Women Owned SB	5%	10.7%	\$35,879,000	4%
HUBZone	3%	9.7%	\$32,335,000	3%

**Further Small Business socio-economic set-aside may be determined pending results of market research*

PROGRAM SUMMARY:

	FY18	FY19	FY20	FY21
MILITARY:	\$134M	\$118M	\$477M	\$315M
IIES:	\$16M	\$33M	\$28M	\$115M
CIVIL:	\$82M	\$86M	\$51M	\$60M
ANC:	\$24M	\$45M	\$30M	\$20M
DoDEA:	\$24M	\$22M	\$27M	\$25M
	\$280M	\$304M	\$613M	\$535M

*Does not include new or awards from existing AE IDIQs





TRENDS/HIGHLIGHTS



New Program (AE & Construction) at Radford & Holston Army Ammo Plants

- AE and CMS Contracts to be awarded in 2Q FY22 \$240M
 - Will allow for use at all Ammunition GOCOs
- Construct Energetic Waste Incinerator (Radford) – 4Q FY21
- Advertise DB ANSol Thermal Treatment (Holston) – 4Q FY22
- Advertise DB Explosives Decomposition (Holston) – 4Q FY22
- \$1B+ Program - over 5+ years

DoDEA

- Main focus is on SRM – utilizing existing IDIQs
- Less new construction – updating existing “Legacy” schools to 21st century schools
- Replacement Preventative Maintenance IDIQ for Ft Bragg/Camp Lejeune - Awarded

Arlington National Cemetery - \$20-\$25M in SRM work– through FY25+

- Southern Expansion - \$360M total PA – September 2022 award
 - Initial market research conducted May 2020
 - Industry Day – held 13 April 21
- FY21:
 - Roads MATOC – in solicitation – May award projected
 - Ord and Wetzel Gate – solicited
 - Columbarium Court Repairs - solicited

CivilWorks Program

- Norfolk Harbor
 - \$15M to \$35M O+M/Year – Dredging and Craney Islandwork
 - Craney Island Sand Reclamation (\$1M - \$5M) - Awarded
 - Craney Island Dike Raising SATOC (\$10M-\$25M)– in solicitation
 - Spillway #1 – (\$1M - \$5M) – in solicitation
 - Deepening underway– PH I + II – VPA contracts; No new FY21 New Start for Inner Harbor (\$50-\$100M) USACE hydraulic pipeline contract. Potential \$ in FY22
- Lynnhaven River Basin – Ph I Wetland Restoration – Awarded. Working PH 2 - FY 22 awards
- Norfolk Coastal Storm Risk Management - \$1.4B construction cost, \$8M preconstruction engineering and design for initial construction underway for Ph 1 - Downtown Norfolk Floodwall Extension
- Awaiting new starts for other Coastal Storm Risk Studies – Peninsula, Virginia Beach, Eastern Shore, Tangier

MILCON

- Typical – 3-5 projects per year (\$100M-\$150M)
- F-22 Adds (FY19/20) – 4 Projects – PA: \$186M(D-B-B)

- Consolidated Ops/Maintenance Hangar –	Solicit: Jan 2021 – Part 1 proposals received - PAUSED
- Training Support Squadron Facility –	Solicit: Nov 2021 – redesign effort underway
- Low Observable Component Repair Fac.-	Solicit: Dec 2020 - Part 1 proposals received - PAUSED
- Dormitory -	Solicit: Nov 2021 - PAUSED
- FY21 – Re-solicitations

- AF Targeting Facility (\$50-\$100M)	Solicit: Dec 2020 - proposals under review
- F-22 Fuel Maintenance Dock (\$10-25M)	Solicit: Jan 2021 - CANCELLED – FY23/24 Project



ACQUISITION STRATEGIES



Most work is competed - limited Sole Source awards

- Use sole source in many cases to get new contractors doing work for the Norfolk District
- 17 new contractors added to the pool in FY20,
FY21: Goal is 10 more new contractors

Currently no pool of MATOCS to support SRM like work

- FY21 efforts to build more tools – Road Repair MATOC for ANC
- JOC in place to support Defense Supply Center Richmond - \$25M
- 2 - Sole Source D-B SRM Contracts to be put in place – Northern VA(Quantico, FT A.P. Hill, Dahlgren) and Hampton Roads

IFB most used - stand alone C-Contracts

Increased use of IFB with Definitive Responsibility Criteria – DRC

- Bridge between IFB and BVTO – quicker, provides assurance we are awarding to capable firms
- Contractors asked to provide evidence that they can do the work – after bid opening
 - Generally asking for specific relevant past experience; narrative that explains they understand the project and key technical challenges, etc.
 - “...the Contracting Officer will also examine whether the low bidder can meet the requirements of the solicitation by demonstrating that the prime contractor or subcontractor responsible for dredging has dredged by mechanical means or hopper a minimum of 80,000 cubic yards in a consecutive 30-day period in a cold-weather month (October through January) with disposal/placement onto a beach. This will be considered a definitive responsibility criterion”
- FY21 – 10+ SSEB – BVTO Acquisitions and New AE Selections



EXISTING IDIQS (month/year)



Hydrographic Survey

- Geodynamics (exp. 6/23)
- Gahagan and Bryant Assoc (exp. 6/23)
- Waterways (exp. 9/25)

Civil/Survey (exp. 9/22)

- Miller and Stephenson and Associates

Value Engineering (exp. 6/22)

- Strategic Value Solutions

Architect/Engineering General (exp. 3/21)

- Parsons Brinkerhoff
- Waller, Todd and Sadler Architect
- Stantec
- Woolpert-RS+H

DoDEA Architect/Engineering (exp. 8/23)

- KZF Design
- GWWO
- Schenkel Schultz
- Jacobs Government Services
- Woolpert
- Zyscovich

ANC Southern Expansion Des. (stand alone award)

- HNTB



EXISTING CONSTRUCTION MATOCS/IDIQS



JOC – DSCR (exp. 9/22)

- **Ashford Leebcorp**

James River Dredging IDIQ (exp. 2/21)

- **Cottrell Contracting**

Value Engineering (exp. 6/22)

- **Strategic Value Solutions**

DoDEA SRM (exp. 9/23)

- **Driven Contractors**
- **Southeast Industrial Construction**
- **Prabhakar Moro**

DoDEA PM/DM (exp. 3/21)

Brymark and Associates – NC

DoDEA PM/DM (exp. 9/23)

- **Ahntech – SC**
- **Brymark Eagle Pro – KY**
- **Universal Services Provider – Quantico/Dahlgren, VA**
- **Universal Services Provider – Quantico**
- **Brymark and Associates – West Point**

DoDEA Facility Assessments (exp. 9/23)

- **Alpha Facilities Solutions**



FY21 NON-PROJECT SPECIFIC A/E IDIQ CONTRACTS



Type	Location	Lead POC	Range	Small Business or Unrestricted	Solicitation Qtr./FY
AE GENERAL	VA/ Regional	Sarah Taylor	± \$200M	UR	In Source Selection
ARMY AMMO PLANTS	Radford/ Holston	Craig Jones	> \$200M	UR	2Q FY22
AMMO PLANTS - CMS	Radford/ Holston	Ericka McCormick	\$10-25M	TBD	1Q FY21
ENVIRONMENTAL	VA/ Regional	Craig Jones	\$5M - \$10M	SB	FY22
GEO-TECHNICAL	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	FY22
VALUE ENGINEERING	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	FY22
CIVIL	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	FY22
COMMISSIONING	VA/ Regional	Sarah Taylor	\$1M - \$5M	SB	4Q FY21

* Further Small Business socio-economic set-aside may be determined pending results of market research



ANC FY21 & FY22



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr / FY
Construction	Ord & Weitzel Gate Relocation	Stand Alone	SB	\$5M-\$10M	Solicitation Open
	Columbarium Court 9 Repairs	Stand Alone	SB	\$5M-\$10M	Bids Received 25 Mar 2021
	Southern Expansion	Stand Alone	UR	\$100M-\$250M	1Q FY22



Arlington National Cemetery



MILITARY FY21 - DEFENSE SUPPLY CENTER RICHMOND (DSCR)



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Truck Scale, Radiation Scanner & Scrapyard	Stand Alone	SB	\$1M - \$5M	3Q FY21
	Renovate Helipad	Stand Alone	SB	\$1M - \$5M	4Q FY21
	N. 4th St. and G Road Intersection	Stand Alone	SB	\$500K - \$1M	4Q FY21

** Further Small Business socio-economic set-aside may be determined pending results of market research*



MILITARY FY21 - MISC INSTALLATIONS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Qtr./FY
Construction	Targeting Center Facility, Langley	Stand Alone	UR	\$25M - \$50M	solicited
	SOF MARSOC Assessment & Selection Fac (UMMC), Ft. AP Hill	Stand Alone	SB	\$1M - \$5M	solicited
	F-22 Low Observable Component Repair Facility, Langley	Stand Alone	UR	\$50M - \$100M	On Hold
	F-22 Consolidated Ops/ Maint. Hangar, Langley	Stand Alone	UR	\$25M - \$50M	On Hold
	Seaport Embarkation Trng. Fac., Ft. Lee	Stand Alone	SB	\$1M - \$5M	4Q FY21
	Renovate ACP Main Gate, Ft. Eustis	Stand Alone	SB	\$10M - \$25M	3Q FY22
	F-22 Training Support Squadron Facility, Langley	Stand Alone	UR	\$25M - \$50M	3Q FY22
	Fuel Systems Maint. Dock, Langley	Stand Alone	UR	\$10M - \$25M	Reprogrammed to FY22+

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INTERAGENCY & ENVIRONMENTAL SERVICES (IIES) FY21 & FY22



Type of Work	Project Name	Acquisition Strategy Stand Alone Contractor Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	Radford AAPEWI/CWP Design Build	Stand Alone	UR	> \$100M	4Q FY21
	Holston EDC Design Build	Stand Alone	UR	\$50-100M	4QFY22
	Holston ANSol Design Build	Stand Alone	UR	\$50-100M	4QFY22
Architect/Engineer	AE Ammo Plant Design	Basic IDIQ	UR	> \$200M	4Q FY21
Service	Environmental Services (throughout Virginia)	Basic IDIQ	SB	\$10M	1Q FY21
	Furniture for various MEPS Facilities	Stand Alone	SB	TBD	2Q FY21
Dredging	USCG Sector Field Office Eastern Shore Dredging	Stand Alone	SB	\$1M - \$5M	Imminent

* Further Small Business socio-economic set-aside may be determined pending results of market research



FY21 CIVIL WORKS & OPERATIONS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	Norfolk District Pier Renovation and Repair	Stand Alone	UR	\$1M - \$5M	2Q FY21
	Craney Island Renewable Energy	Stand Alone	UR	\$500K-\$1M	1Q FY21
	Craney Island Spillbox #1 Replacement	Stand Alone	SB	\$1M-\$5M	solicited
	Craney Island Dike Raising and Earthwork SATOC	IDIQ	SB	\$10M-\$25M	solicited
	Ship Repair IDIQ	IDIQ	UR	\$1M-\$5M	solicited
	Deep Creek Bridge Replacement	Stand Alone	UR	\$25M-\$50M	4Q FY21
	Chesapeake Bay Oyster, Piankatank Reef Phase 2	Stand Alone	TBD	\$1M - \$5M	4Q FY21
	Lynnhaven River Basin, Phase 2 Reefs	Stand Alone	TBD	\$5M - \$10M	3Q FY22

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FY21 CIVIL WORKS & OPERATIONS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Construction	Craney Island Bulkhead Refurbishment	Stand Alone	TBD	\$500K-\$1M	3QF21
Dredging	Norfolk Harbor Maintenance Dredging	Stand Alone	UR	\$5M - \$10M	2Q FY21
	Craney Island Rehandling Basin	Stand Alone	SB	\$1M-\$5M	awarded
	Dredging Norfolk Inner Harbor & Channels Deepening	Stand Alone	UR	\$50M - \$100M	2Q FY21
	Rudee Inlet Dredging	Stand Alone	UR	\$5M - \$10M	3Q FY21
Environmental Services	Norfolk Harbor Environmental Services	IDIQ	SB	\$1M-\$5M	2Q FY22

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FY21 SERVICE CONTRACTS



Type of Work	Project Name	Acquisition Strategy Stand Alone Contract or Basic IDIQ	Small Business or Unrestricted	Estimated Price Range	Anticipated Solicitation Quarter/ Fiscal Year
Janitorial	Joint Services Recruiting Station, Danville, VA	Stand Alone	SB	<\$100k	2Q FY21
	Joint Services Recruiting Station, Suffolk, VA	Stand Alone	SB	<\$100k	2Q FY21
	Joint Services Recruiting Station, Hampton, VA	Stand Alone	SB	<\$100k	2Q FY21
Elevator Maint.	Gathright Dam, Covington, VA	IDIQ	SB	<\$100k	4Q FY21
Grounds Maint.	Waterfield Bldg., Norfolk, VA	Stand Alone	SB	<\$100k	2Q FY21
Sonar Eval	Sonar Testing, S/V EWELL, Norfolk, VA	Stand Alone	SB	<\$100k	4Q FY21
Vessel Maint	HVAC Repair, S/V EWELL, Norfolk, VA	Stand Alone	SB	<\$100k	4Q FY21

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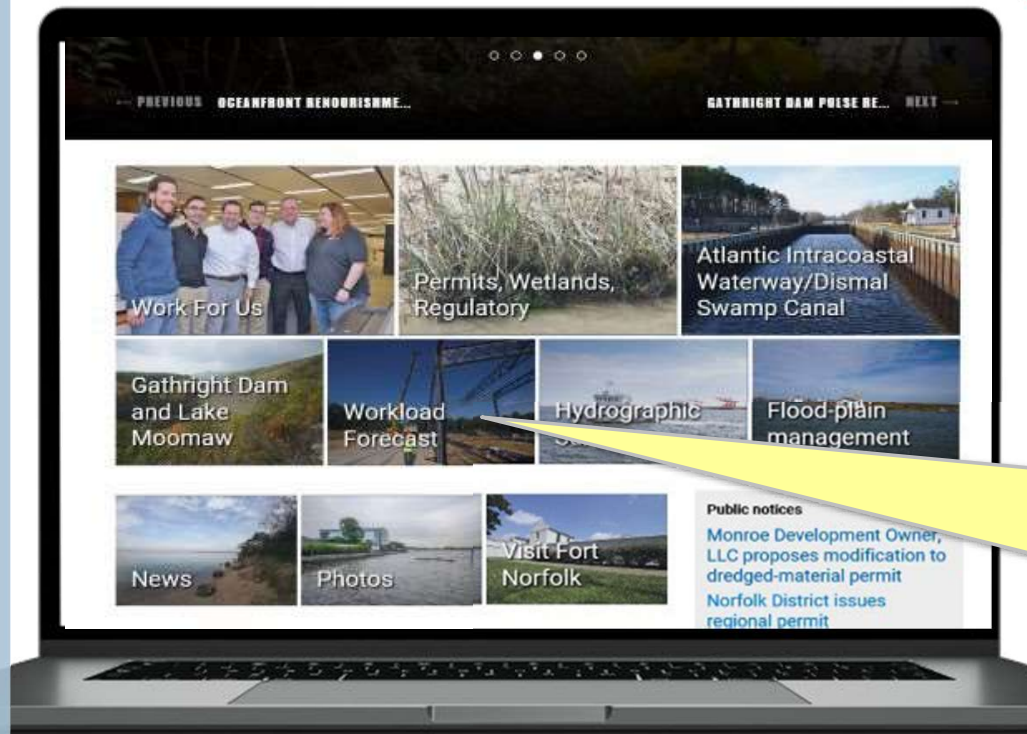


CURRENT DETAILED PROGRAM BRIEF



HELPFUL HINTS

- **Respond to Market Research Efforts/Sources Sought:**
Let us know what you think are important evaluation criteria, technical considerations, high-risk concerns.
- **Stay Engaged!** Reach out to the Contract Specialist, Contracting Officer and/or Small Business Specialist with questions and concerns.
- **Share your best Practices and insights** – we want to know how to be better business partners!
- **Ensure your proposals answer the information requested** in the solicitation and are readable.
Information contained is in accordance with FAR 5.404. Magnitude, NAICS, and projected award dates are based on best information available at time of publication. Information is subject to change.
- Requests for market research or solicitations may be found at beta.SAM.gov.
- Visit our website www.nao.usace.army.mil for periodic updates to our program.



WWW.NAO.USACE.ARMY.MIL

KEY RESOURCES

Small Business Administration
<http://www.sba.gov>

Size Standards
<http://www.sba.gov/size>

System Award Management (SAM)
<http://www.sam.gov>



Updated about every 6 weeks



CONTACT INFORMATION



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QUESTIONS?



INDUSTRY FEEDBACK



WE WILL CONTINUE TO PROACTIVELY ENGAGE INDUSTRY

Due to COVID-19, we are not currently scheduling any in-person engagements with industry out of an abundance of caution, however we are holding virtual individual capability appointments with contractors. If you would like to request a capability briefing, please send your request (along with your company's overview) to our Deputy for Small Business Specialist, Mrs. Cherie Kunze at Cherie.a.kunze@usace.army.mil

Additionally, Norfolk District continues to participate in Outreach Virtual Events.

AE INDUSTRY DAY FEEDBACK

- Innovation – often first thing to go in VE Study – need to do better at programming this in the 1391 – VE doesn't gain value – it just cuts costs up front
- Compressed design schedules – not desired, but if needed – eliminate the 65%
- On-Board Reviews – effective if done right – need to get everyone in the room
- Cyber Criteria is a concern – not well defined – we are all learning
- Pre-proposal meetings are extremely helpful – we will continue to do them
- BIM Models – not always shared with the construction contractor – we will share moving forward

COST ROUNDTABLE FEEDBACK

- Use Draft RFPs – helps contractors in bid proposals – an area where we continue to focus – more coming
- Share the bid data with the AEs – they need feedback on their estimates – we weren't sharing
- Government needs to better develop PAs and 1391s – everyone needs to be involved up front in the charrettes
- Current market conditions are resulting in lots of Above the Threshold Reprogramming – (lower of \$2M or 25% of PA)
- AEs would like two weeks after design submittal to provide the cost estimate – will get a better number
- Why do we require CDs on BID day? Hard to produce at last minute – many computers don't have CDs – eliminating this requirement
- Need to do better in award process – shouldn't take months to award after BIDs are in – results in increased costs from subs
- Government needs to better communicate ATRs and timelines – Can we inform all of apparent winner at start of ATR Process? Frees up others to pursue other work, helps winner keep subs on board – looking into a path forward to meet the intent
- Schedule isn't a good factor for evaluation in a BVTO procurement
- Options costs are inflated to account for risk – award in 120 days or do a post award mod
- Procurement strategy is a key component in a contractor's go/no decision to bid on a project

SMALL BUSINESS UPDATE

tasc-tgic industry day

Cherie Kunze

Deputy for Small Business Programs

Date: 20 April 2021



US Army Corps
of Engineers®

4/20/2021



USACE Office of Small Business Programs

- **What is the USACE Office of Small Business Programs (OSBP)?**
 - The purpose of the OSBP is to assist in the development of small businesses by maximizing their opportunities to participate in USACE procurements, thereby ensuring a broad base of capable suppliers to support the Corps of Engineers' mission and strengthen our nation's economic development.
- **How does the Deputy of Small Business Programs at the Districts and Centers assist small businesses?**
 - Small Business Deputies work with the project delivery teams (PDTs) to determine acquisition strategies, which includes making recommendations for sole source and set-aside procurements. Their input is vital to ensuring the Districts meet and/or exceed their annual small business goals.



What Can You Do?

- *Check Norfolk District website for programmatic updates*
- *Check Beta.Sam.gov, eBay and SubNet websites frequently*
 - ✓ *Search using the respective District's Department of Defense Activity Address Code (DODAAC). Ex. Norfolk District is W91236*
 - ✓ *Event Brite- Facebook – Twitter – Linked In*
 - ✓ *Respond to Sources Sought Notices*
 - ✓ *Establish and build relationships with large and small businesses*
- *Keep information current in System for Award Management (SAM) and in the SBA's Dynamic Small Business Search*
 - ✓ *We can't award to you if you are not in the system.*
 - ✓ *Keep marketing materials and Business Cards up to Date*



What Can You Do? (cont.)

- *Follow Instructions in solicitations documents and Market Research /Sources Sought.*
 - ✓ *If solicitation has 10 page limit, stay under 10 pages!*
 - ✓ *Answer specific questions*
 - ✓ *Utilize bidder inquiry opportunities to gain clarification, don't assume!*
 - ✓ *Take advantage of site visit opportunities.*
- *Ask to be Debriefed...*
 - ✓ *Even if you are the awardee.*
- *Utilize your resources and ask questions*
 - ✓ *SBA Business Opportunity Specialists*
 - ✓ *Small Business Professionals*
 - ✓ *Stay current with regulatory requirements*
 - ✓ *Procurement Technical Assistance Centers (PTAC)*
 - ✓ *Keep up on regulation changes*



Bona fide office rule

8(a) Awards- Sole Source or Competitive

Before an 8(a) award can be made, SBA determines if the Participant (firm in the 8(a) Program) is **ELIGIBLE** for the award.

SBA reviews offer letters against its' 8(a) BD Program Criteria to include 4 items:

- (1) Qualifies as a small business under the NAICS code for to the requirement;
- (2) Compliance with any applicable competitive business mix targets established or remedial measure imposed by §124.509 that doesn't include denial of future sole source 8(a) contracts;
- (3) Compliance with continued eligibility reporting requirements-§124.112(b);
- (4) Has a bona fide place of business in the applicable geographic area if the procurement is for construction;**



New Bona Fide Office Request Process

Participant sends Bona Fide Office request to the Servicing BOS. BOS gathers Bona Fide Checklist items and sends request to reviewing office.

If request is for a specific requirement, then request must have been submitted 20 working days before award or offering.

The reviewing office will decide whether the Participant has a bona fide place of business in the district office or Metropolitan Statistical Area.

Participant is required to notify servicing SBA of new location within 30 days of existence.

Reviewing Office will notify servicing BOS of determination. Servicing BOS will annotate the approval of Bona Fide Office in appropriate data collection sited and notify Participant of approval.

Determination must be made within 15 working days of the request or within 5 working days of a site visit.



Bona fide office rule

(4) Has a bona fide place of business in the applicable geographic area if the procurement is for construction;

(k) In order to be awarded a sole source or competitive 8(a) construction contract, a Participant must have a bona fide place of business within the applicable geographic location **determined by SBA**. Geographic location can be:

- The geographic area serviced by the SBA district office,
- A Metropolitan Statistical Area (MSA),
- A contiguous county (whether in the same or different state),
- Or the geographical area serviced by a contiguous SBA district office to where the work will be performed.
- SBA may determine that a Participant with a bona fide place of business anywhere within the state (if the state is serviced by more than one SBA district office), one or more other SBA district offices (in the same or another state), or another nearby area is eligible for the award of an 8(a) construction contract.



Bona fide office rule

BLUF- Clarification is needed on paragraph K of the CFR because there may be several different interpretations.

There are different interpretations from SBA offices about paragraph K.

What constitutes nearby city?

Some SBA offices are interpreting the “SBA District Office” to mean just the individual SBA District Office servicing the 8a firm, while others view this to mean the SBA Region in which the SBA office is a part of.

Is the assessment of bona fide office on a sole source construction requirement supposed to be done on a project by project basis? How does this apply to pre-approving 8a vendors for work in certain states/areas.



Upcoming Outreach Events

17-21 May 2021 – Joint Engineer Training Conference/Expo (JETC) www.samejetc.org

9-10 June 2021 – SAME Annual Event (NAB, NAP, NAN, SAW, SAS)

With SAME Hampton Roads Post

<https://www.eventbrite.com/e/2021-same-mid-atlantic-small-business-outreach-industry-day-tickets-141163805743>

24-25 June 2021 – Navy Contracting Summit

Registration is required. info@defenseleadershipforum.org

27-28 October 2021 – FEDCON/The Summit -Wilmington, NC

16-19 November 2021 – Annual SAME Small Business Conference

Atlanta, Georgia



QUESTIONS ???????



A-E TASK ORDER SELECTION PROCEDURES

The TORN shall include:

1. Short summary of the scope of work and expected AE tasks
2. Selection criteria
3. Request for Supplemental Information tailored to the specific TO requirement **or** Notification that the firms will be evaluated based on the SF330 on file
4. Due date



SUMMARY OF THE SCOPE OF WORK AND EXPECTED AE TASKS

Summary of Scope of Work

- Information should provide the AE a quick snapshot of the project and identify what makes it unique or difficult.
- Include the expected POP or important Milestone dates
- The Construction Cost Limit

The Expected AE tasks

- Design Documents, Design-Build Technical RFP package, Programing support, ITR Support, Construction support, Archeological survey, etc.



TORN SELECTION CRITERIA

- 1) Professional Qual:
- 2) Specialized Experience:
- 3) Capacity:
- 4) **Past Performance Eval:** The AE should not provide anything for this criteria
- 5) **Location in the Geographic area or Knowledge of Location**



EXAMPLE EVALUATION CRITERIA

Professional Qual:

- A well-defined Quality Control process with defined Roles and Responsibilities.
- Professional qualifications necessary for satisfactory performance of historic preservation
- AE shall identify the project manager or lead for the proposed project.
- Resumes for key personnel (no more than 2)

Specialized Experience:

- Specialized experience in the museums and historic preservation/conservation disciplines
- Experience with design of conditioned aircraft hangars for the Department of Defense that included high expansion foam fire suppression systems

Capacity :

- Confirm that the AE has the capacity to complete the work within the expected POP
- Capacity to complete the three building designs of this magnitude, on separate sites, within the required time frame to include proposed staffing plan. Targeted date for Ready to Advertise submittal will be 14 January 2021 with a 10 – 11-month period of performance.

Location in the Geographic area or Knowledge of Location:

- AE demonstrate DEQ experience within relevant watershed areas.



TORN

- Submission of new SF330 is NOT required for each TO unless requested by TORN.
- The responses should be limited to 1-3 pages but will be defined in TORN.
- Requests for information is the same for each firm in the MATOC.
- The AE should be able to provide the information within 5 business days.
- After the AE is selected the non-selected AE's will be notified for the AE Selection and AE's can request a debrief.



REFERENCES

Directors' Policy Memorandum, DPM 2020-02, 3 March 2020, Subject: Procedures for Selection of Task Order Architect-Engineer Indefinite Delivery Contracts (IDC)

40 U.S.C. Chapter 11, Selection of Architects and Engineers (Brooks Act) Federal Acquisition Regulation (FAR)

Subpart 16.5, Indefinite-Delivery Contracts Federal Acquisition Regulation (FAR) Subpart 36.6, Architect-Engineer Services

Engineer Pamphlet (EP) 715-1-7, Architect-Engineer Contracting in USACE, 29 Feb 2012

USACE Acquisition Instructions (UAI) Subpart 5136.6, Architect-Engineer Services, Update 1 dtd 10 Apr 2020



Questions?

NORFOLK DISTRICT CONTRACTING DIVISION PRESENTATION

U.S. Army Corps of Engineers: Industry Day

Presented by: Dianne Grimes

20 April 2021

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



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CHANGES TO SAM.GOV AND BETA.SAM.GOV

Major Changes coming soon to SAM.gov and Beta.SAM.gov; two phase process

Phase 1 - April 26th, 2021: Beta.SAM.gov website will be updated with new features to include-

- Updated help pages
- New search function

Phase 2 - May 24th, 2021: SAM.gov will be integration into Beta.SAM.gov

The “**Before and After Guide**” video demonstrates what change to expect across the site where key features and functions will be found, and how to find help resources

https://www.fsd.gov/gsafsd_sp?id=gsafsd_kb_articles&sys_id=9f3525181b3e28902fe5ed7ae54bcb61

Major Changes coming to SAM.gov in the future

- Identity proofing will be implemented for Entity registrations in SAM.
- Starting May 24th, 2021 – October 2021 SAM entity edits, renewals and registrations will begin requiring Entity Administrators to provide a copy of their stat-issued photo ID, SSN, and valid phone number.



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CLOSEOUT

Cross your Ts and Dot your Is.

Closeout is a critical function of the Acquisition Process

Requires attention to detail and timely responses.

Task Required by Contractors:

- Final Invoice
 - Check for accuracy
 - Identify the invoice as the final invoice
- Release of Claims
 - You will receive a release of claims from the Government or a Government Contractor
 - Please verify the information is correct and respond timely



ADDITIONAL ITEMS TO REMEMBER

Contractor Performance Assessment Reporting System (CPARS)

- Please ensure your Contracting Officer's Representative has a good POC to receive and respond to CPARS.
- Timely responses are needed in order to closeout CPARS.
- Communication with the COR is key.

Contractor Manpower and Reporting

Contractor Manpower Reporting is now found within SAM.GOV it is no longer eCMRA

