

# 2013 Fish & Wildlife Services Small Business Conference Atlanta, GA

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South Atlantic Division  
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US Army Corps of Engineers  
**BUILDING STRONG®**



CHARLESTON



JACKSONVILLE



MOBILE



SAVANNAH



WILMINGTON





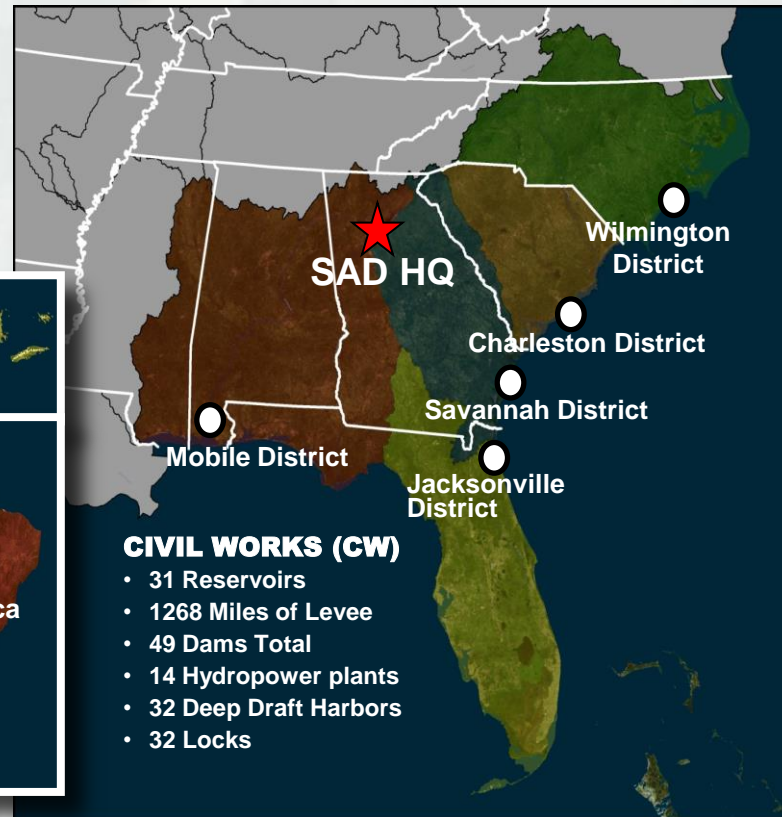
# USACE South Atlantic Division (SAD)



## MILITARY PROGRAM AREAS OF RESPONSIBILITY



## CIVIL WORKS AREAS OF RESPONSIBILITY



COL Ed Jackson  
South Atlantic  
Division



COL Steve Roemhildt  
Mobile  
District



COL Alan Dodd  
Jacksonville  
District



COL Jeff Hall  
Savannah  
District



LTC Ed Chamberlayne  
Charleston  
District



COL Steve Baker  
Wilmington  
District

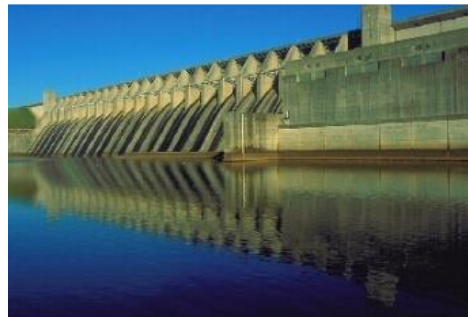


# Civil Works Program Highlights

- **Everglades: \$18B over 20 years (largest ecosystem restoration in history)**
- **Post-Panamax Harbor Deepening: Savannah, Miami, Charleston, and Jacksonville (4 of 5 “We Can’t Wait” initiative port development projects)**
- **Mississippi Coastal Improvement:**
  - \$1.1 billion over 10 years. Large scale buyout of coastal areas
- **Civil Works Transformation**
  - Budget Transformation
  - Planning Modernization
  - Infrastructure Strategy
  - Methods of Delivery

Business Line	FY12 Budget	%
Navigation	\$1.883B	38%
Flood Risk Management	\$1.425B	28%
Ecosystem Restoration	\$621M	12%
Recreation & Natural Resources Mgt	\$243M	5%
Hydropower	\$193M	4%
Regulatory	\$193M	4%
Water Supply	\$6M	<1%

**Environment and infrastructure hand in hand**



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# Military Works Program Highlights



**AMC Headquarters**  
**Redstone Arsenal**  
**PA: \$127M**



**FORSCOM Headquarters**  
**Fort Bragg**  
**Cost: \$300M**

- **Military Construction**
- **Base Realignment & Closure (BRAC)**
- **Overseas Contingency Operations (OCO)**
- **Installation Support**
- **Environmental & Formerly Used Defense Sites (FUDS)**
- **Interagency & International Services (IIS)**
- **Real Estate**

- **46 Major and Minor MILCON and Energy Conservation Projects valued at \$890.3M**
- **1,235 Sustainment, Restoration and Maintenance (SRM) Projects valued at \$667.1M**



**Hospital**  
**Fort Benning**  
**Cost: \$375M**



# TOP TEN NAICS CODES

1. 236220 - Commercial & Institutional Building Construction – **62.1%**
2. 237990 - Other Heavy & Civil Engineering Construction – **17.14%**
3. 541330 - Engineering Services – 6.22%
4. 562910 - Remediation Services – 4.73%
5. 561210 - Facilities Support Services – 2.3%
6. 541310 - Architectural Services - .88%
7. 541990 - All Other Professional, Scientific & Technical Services - .73%
8. 237310 - Highway, Street & Bridge Construction - .66%
9. 541370 - Surveying & Mapping (except Geophysical) - .41%
10. 237110 - Water & Sewer Line & Related Structures Construction - .37%



# South Atlantic Division

## FY12 Small Business Achievements

	SB Dollars Obligated	% Achieved	SB % Goals
Small Business	\$1,156,942,335	44.17%	43.3%
Small Disad. Business	\$497,601,259	19.00%	18%
Woman-Owned	\$246,288,412	9.40%	7%
SDVOSB	\$141,127,724	5.39%	4%
VOSB	\$240,491,417	9.18%	- - -
HUBZone	\$344,628,407	13.16%	11%





# FY13 Contract Opportunities

## CONSTRUCTION

<u>Location</u>	<u>Value</u>	<u>Contract Type</u>	<u>Release Date</u>
<ul style="list-style-type: none"> <li>Jacksonville, FL                             <ul style="list-style-type: none"> <li>Military Design Build</li> </ul> </li> </ul>	\$45	8(a) SATOC	Mar 2013
<ul style="list-style-type: none"> <li>Columbus, GA                             <ul style="list-style-type: none"> <li>FT Benning</li> </ul> </li> </ul>	\$10M	SDVOSB MATOC	Mar 2013
<ul style="list-style-type: none"> <li>Red River, TX                             <ul style="list-style-type: none"> <li>Replace Loading Dock/Repair DDRT Facilities</li> </ul> </li> </ul>	\$9M - \$10M	SB MATOC	Apr 2013
<ul style="list-style-type: none"> <li>Kissimmee, FL                             <ul style="list-style-type: none"> <li>MacArthur Ditch Backfill</li> </ul> </li> </ul>	\$5M - \$10M	SDVOSB	May 2013
<ul style="list-style-type: none"> <li>Lake Okeechobee, FL                             <ul style="list-style-type: none"> <li>Herbert Hoover Dike - Culvert Replacement</li> </ul> </li> </ul>	\$25M - \$100M	Unrestricted	May 2013
<ul style="list-style-type: none"> <li>Hendry County, FL                             <ul style="list-style-type: none"> <li>Construction Basin – Seminole Big Cypress</li> </ul> </li> </ul>	\$5M - \$10M	SB Program TBD	May 2013
<ul style="list-style-type: none"> <li>Central &amp; South America                             <ul style="list-style-type: none"> <li>Design-Build Construction</li> </ul> </li> </ul>	\$50M	Unrestricted	May 2013



# FY13 Contract Opportunities (Cont)

## ENGINEERING & OTHER SERVICES/SUPPLIES/EQUIPMENT

<u>Location</u>	<u>Value</u>	<u>Contract Type</u>	<u>Release Date</u>
• <b>Cultural Resources</b> • Mobile District	\$14M - \$25M	SBSA SATOC	Apr 2013
• <b>Pollution Prevention</b> • Mobile District	\$11.4M	Unrestricted & SBSA	Apr 2013
• <b>Construction Management</b> • Mobile District	\$49M	Unrestricted/SBSA/ SDVOSB/WOSB	Jun 2013
• <b>B.E. Jordan &amp; Falls Lake</b> • O&M Project Maintenance - Wilmington District	\$250K - \$500K	SBSA (RFQ)	Dec 2012
• <b>SAD Regional</b> • Environmental Svc – Savannah District	\$4M	WOSB SATOC	Feb 2013
• <b>Plant HVAC System</b> • Charleston District	\$1.2M - \$2M	TBD	Jun 2013
• <b>Wilmington Harbor, NC</b> • Dredging – Wilmington District	\$1M - \$5M	SBSA (IFB)	Aug 2013





# Top 5 Tips for Doing Business with SAD

- Search the District websites to better understand our requirements
- Have an individual other than the person who wrote the proposal, proofread to ensure all information required per the solicitation is included in the proposal
- DO NOT rely on pictures to communicate required information. Narratives must be provided that clearly address all solicitation requirements
- Know your sub-contractor's past performance on similar projects that you are bidding on & make sure they are capable of performing the work on time
- **PERFORM & EXCEED EXPECTATIONS!!**



# **SAD Future Outreach Events**

## **Contact District SB Specialists for More Details**

- **May 2013** – HUBZone Small Business Conference - Savannah, GA  
(Savannah District )
- **10-11 April 2013** – Jacksonville Acquisition Conference and Trade Show –  
Jacksonville, FL (Jacksonville District)
- **19-21 June 2013** – Florida 8(a) Alliance 2013 Conference – Orlando, FL  
(Jacksonville District)
- **October 2013** - North Carolina Military Business Center Expo and  
Symposium, Raleigh, NC (Wilmington District)



# Key Small Business Points of Contact South Atlantic Division

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## District Small Business Specialists

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# **Thank You for Coming!**

## **Any Questions?**



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