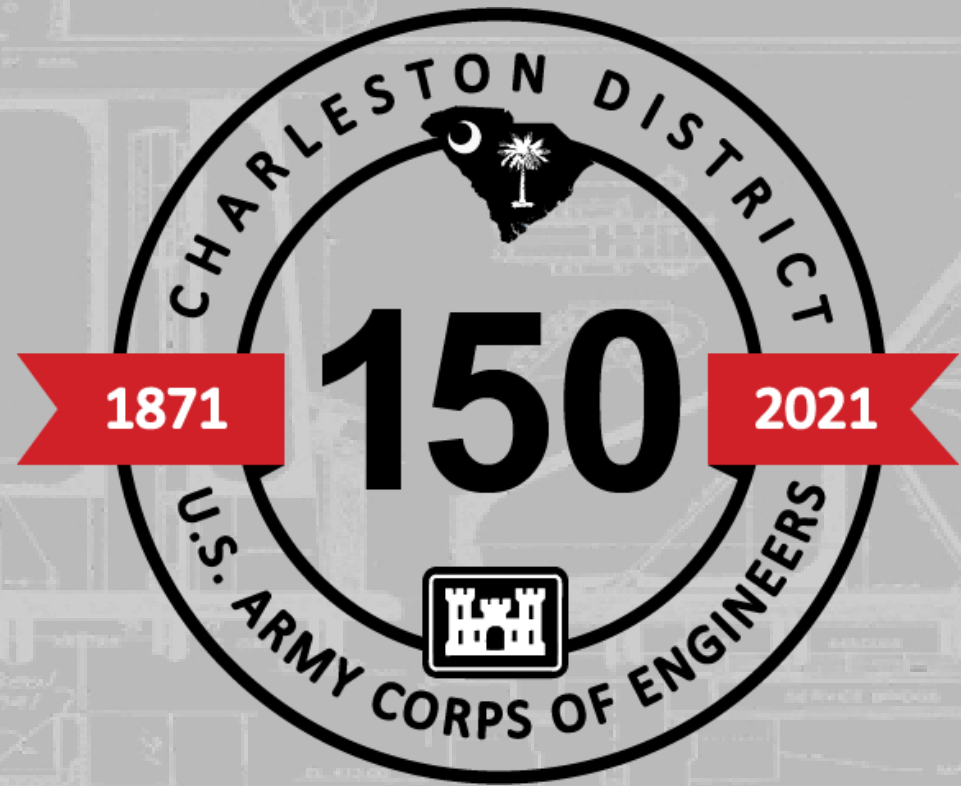


# CHARLESTON DISTRICT BUSINESS OPPORTUNITIES OPEN HOUSE (VIRTUAL)

4 March 2021, 8:30 AM to 3:30 PM (EST)



*Working Today to Build a Better Tomorrow*

**Celebrating 150 Years of  
Serving South Carolina  
and the Nation**



**US Army Corps  
of Engineers®**



# OPEN HOUSE AGENDA (PAGE 1 OF 2)



8:30 – 8:45 AM	Welcome & Introductions	Lisa Metheney, Deputy District Engineer for Programs and Project Management
8:45 – 9:00 AM	Charleston District Perspective	LTC Rachel Honderd District Commander
9:00 – 9:30 AM	Civil Works Programs	Jeff Livasy Chief, Civil Works Programs
9:30 – 10:00 AM	Military Programs	Brian Williams Chief, Military Programs
10:00 – 10:15 AM	Break	
10:15 – 10:45 AM	Interagency Programs	Brian Edwards Chief, NR and IIS Programs



# OPEN HOUSE AGENDA (PAGE 2 OF 2)



10:45 – 10:55 AM Engineering Division

Carole Works  
Chief, Engineering Division

10:55 – 11:05 AM Construction Division

David Dodds  
Chief, Construction Division

11:05 – 11:20 AM Contracting Division

Charlene Figgins  
Chief, Contracting Division

11:20 – 11:45 AM SC Small Business  
Development Center

Scott Bellows  
Procurement Specialist

11:45 – 1:00 PM Lunch

1:00 – 1:15 PM Small Business Office

Wayne Hiatt  
Chief, Small Business Office

1:15 – 3:30 PM Visits with Key District Staff

Virtual Break Out Rooms



# CIVIL WORKS PROGRAMS



Overview of Program

Historical dollars and type of requirements

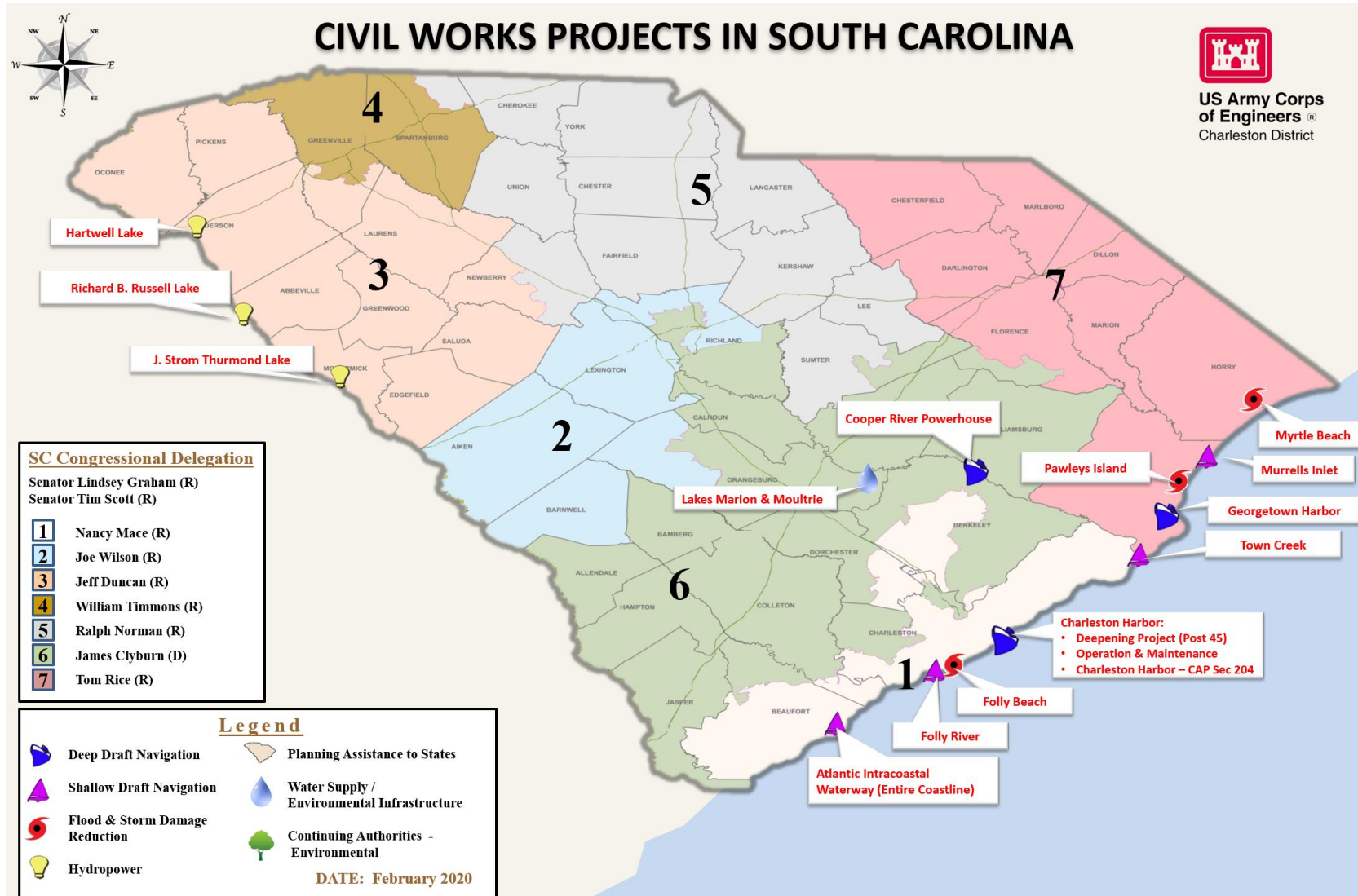
FY21 Projections

Tips to Contractors

What we are looking for in a Business



# CIVIL WORKS PROGRAMS





# CIVIL WORKS PROGRAMS



Program	Project	Location	Advertised Date	Award Date	Range	Small Business Set Aside	Solicitation #
CIVIL WORKS	Construction of Water Tower	Dorchester County, SC	2 <sup>nd</sup> Qtr, FY21	3 <sup>rd</sup> Qtr, FY21	\$5-10M	Small Business Set Aside	W912HP21R0001
CIVIL WORKS	LM Winding Woods Reach – Water Line	Dorchester County, SC	2 <sup>nd</sup> Qtr, FY21	3 <sup>rd</sup> Qtr, FY21	\$5-10M	TBD	TBD
CIVIL WORKS	BPA Obstruction Removal in Federal Channels	South Carolina	2 <sup>nd</sup> Qtr, FY21	3 <sup>rd</sup> Qtr, FY21	\$25-100K	TBD	W912HP21T0001
CIVIL WORKS	Post 45 Daniel Island Middle Cell Dike Raise	Berkeley County, SC	4 <sup>th</sup> Qtr, FY21	4 <sup>th</sup> Qtr, FY21	TBD	TBD	TBD
CIVIL WORKS	Pawleys Island Fencing and Grassing	Georgetown County, SC	4 <sup>th</sup> Qtr, FY21	4 <sup>th</sup> Qtr, FY21	<\$1M	TBD	TBD



# CIVIL WORKS PROGRAMS



## What we are looking for in a Business

- Majority is specialized marine work.
- Also contract utility work, drainage channel repairs, work at our St. Stephens (Cooper River) Powerhouse, and beach projects.
- Majority of solicitations are is IFBs, competitive, public bid openings with a responsibility determination.
- Experienced contractors that have operators and equipment such as long reach excavators, marine equipment (barges), dredging plant, etc. that can access Corps assets via water.
- Current budgets are limiting amount of work we can get done on the AIWW and other navigation assets due to industry pricing. Industry feedback is needed on how we could contract more cost effectively.



# MILITARY PROGRAMS



Overview of Program

Historical dollars and type of requirements

FY21 Projections

Tips to Contractors

What we are looking for in a Business





# MILITARY PROGRAMS



## Overview of Program

- Customers located in the local area (SC) and also within the SE Region
- Primary customers
  - Ft Jackson
  - 81<sup>st</sup> Readiness Division
  - Joint Base Charleston
- Less frequent customers
  - USCG
- Types of work
  - MILCON
  - UMMC
  - O&M/SRM
  - Facilities Investment/Preventative Maintenance
- Range of Contract Value
  - \$100K - \$70M



# MILITARY PROGRAMS



## Fort Jackson – Richland County, SC

SAC serves as the Fort Jackson MILCON design & execution agent, as well as preventive maintenance and SRM contract acquisitions followed by quality contract administration support for awarded contracts.

### **FY21 MILCON = Two (2) projects**

- BTC4, Ph2
- Reception Complex, Ph1

### **Preventive Maintenance Contract**

- Supports 113 buildings approx. 5.7M square feet

### **SRM Contracts**

- FY20 Awards: 13 projects valued at approx. \$40M



# MILITARY PROGRAMS



## Joint Base Charleston

SAC serves as an extension and force multiplier to the Joint Base Charleston 628<sup>th</sup> Civil Engineer Squadron staff. At their request, we support SRM contract acquisitions followed by quality contract administration support for awarded contracts for seven (7) mission partners at JBC.

### **FY22 MILCON = One (1) project**

- SAC is Program Manager, NAVFAC is Design & Construction Agent (DCA)

### **SRM Contracts**

- FY20 Awards: 15 contracts valued at approx. \$31M



# MILITARY PROGRAMS



## 81<sup>st</sup> Readiness Division

SAC supports mission readiness of 81st RD facilities – 300 sites and 700 facilities - through timely service contract and SRM contract acquisitions.

### Recurring Service Contracts (\$20-25M/yr)

- FIS Contracts – Recurring Preventive Maintenance & Service Calls
- FIS IDIQ Task Orders – Minor Repair Work (HVAC, Electrical, Temp Roof, etc)
- Municipal Service Contracts – Custodial, Pest, and Grounds

### SRM Contracts

- FY20 awards: \$18M in roofing, HVAC, and whole building renovations





# MILITARY PROGRAMS



## Tips to Contractors

- Read the full solicitation package
- Follow directions in submitting required documentation
- If you have questions during the open solicitation period, ask (the more detailed, the better)
- Performance after contract award
  - Do good work in order to get more work
  - We pay attention to ratings you've received on previous Corps contracts
  - Hold your subcontractors accountable...our relationship is with you, not your sub



# MILITARY PROGRAMS



## What we are looking for in a Business

- We are focused on delivering a quality product to the end user when they need it and for a fair and reasonable price, you should be too.
- Understand schedule and cost are equally as important as quality
- Get in, do good work, get finished



# INTERAGENCY PROGRAMS



Overview of Program

Historical dollars and type of requirements

FY21 Projections

Tips to Contractors

What we are looking for in a Business



# INTERAGENCY PROGRAMS



## Overview of Program

- Customers located throughout the US and Worldwide
- Military Customers
  - Defense Logistics Agency (DLA)
  - Marine Forces Reserve (MFR or MARFORRES)
  - Cathodic Protection (CP) in Korea, Germany, Romania, Japan, etc.
- IIS Customers
  - Veteran Affairs (VA)
  - National Parks Service (NPS)
  - Savannah River Site (SRS)
- Types of work
  - SRM Construction & Renovation, Paving, Fire Protection
  - Services: PM & FIS (grounds, custodial, refuse, pest, snow removal, etc.)
  - UMMC / MILCON in the SAC AOR
- Range of Contract Value
  - \$15k - \$15M





# INTERAGENCY PROGRAMS



## DLA – Defense Logistics Agency

17 Sites Over 11 States

SRM Construction & Renovation

Fire Protection

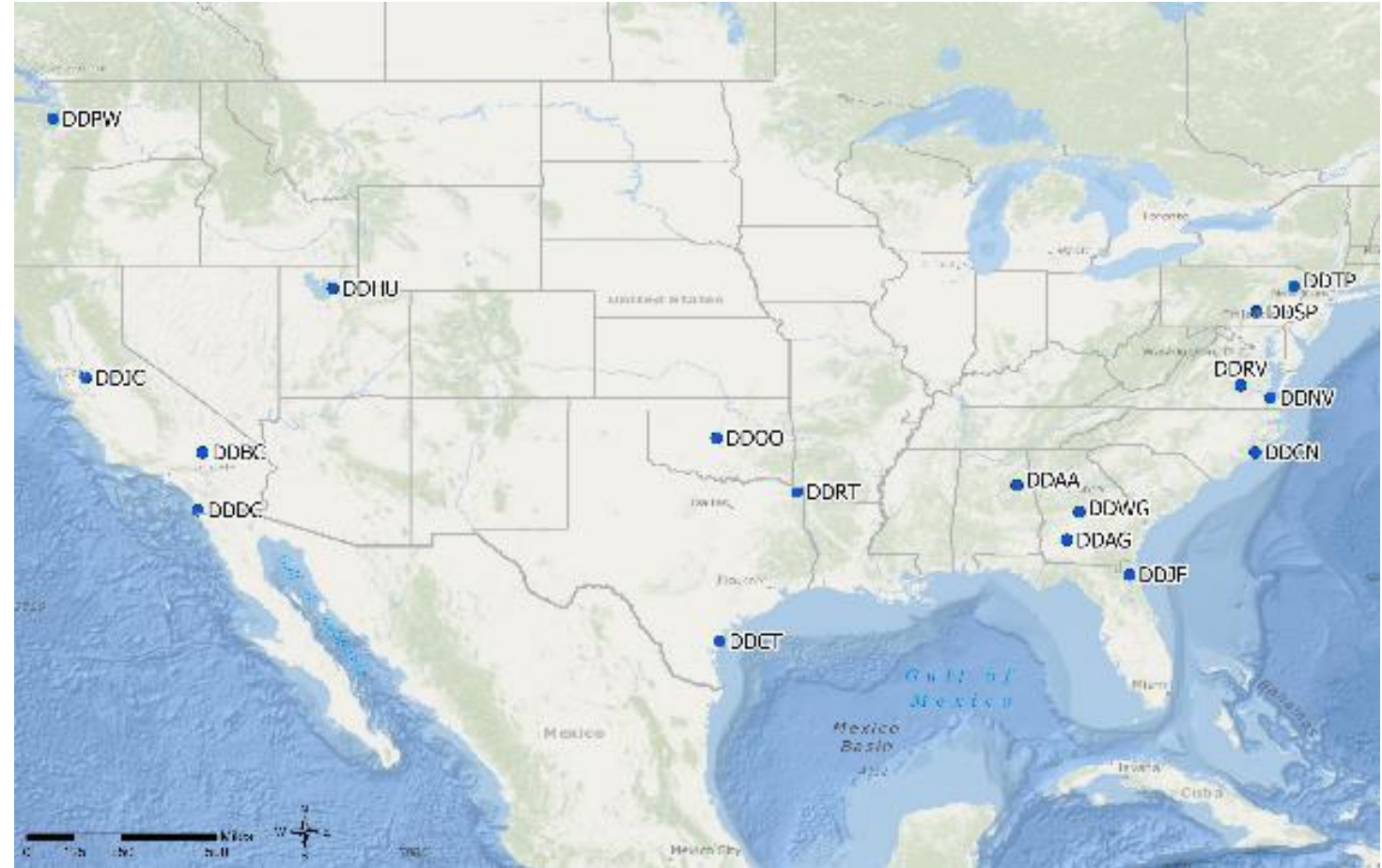
Facility Investment Services (2 Sites)

- Preventive Maintenance, Service Calls, & Repairs
  - 147 Buildings at approx. 7.1M SF

FY20: 39 awards for approx. \$31M

FY21 Projections

- Fire Protection/Alarms, Anniston, AL
- Fire Protection MATOC, Nationwide





# INTERAGENCY PROGRAMS



## MFR – Marine Forces Reserve

100+ Sites Over 47 States

SRM Construction & Renovation

Facility Investment Services (20 Sites)

- Preventive Maintenance, Service Calls, & Repairs
- Services (grounds, custodial, waste, pest, & snow)

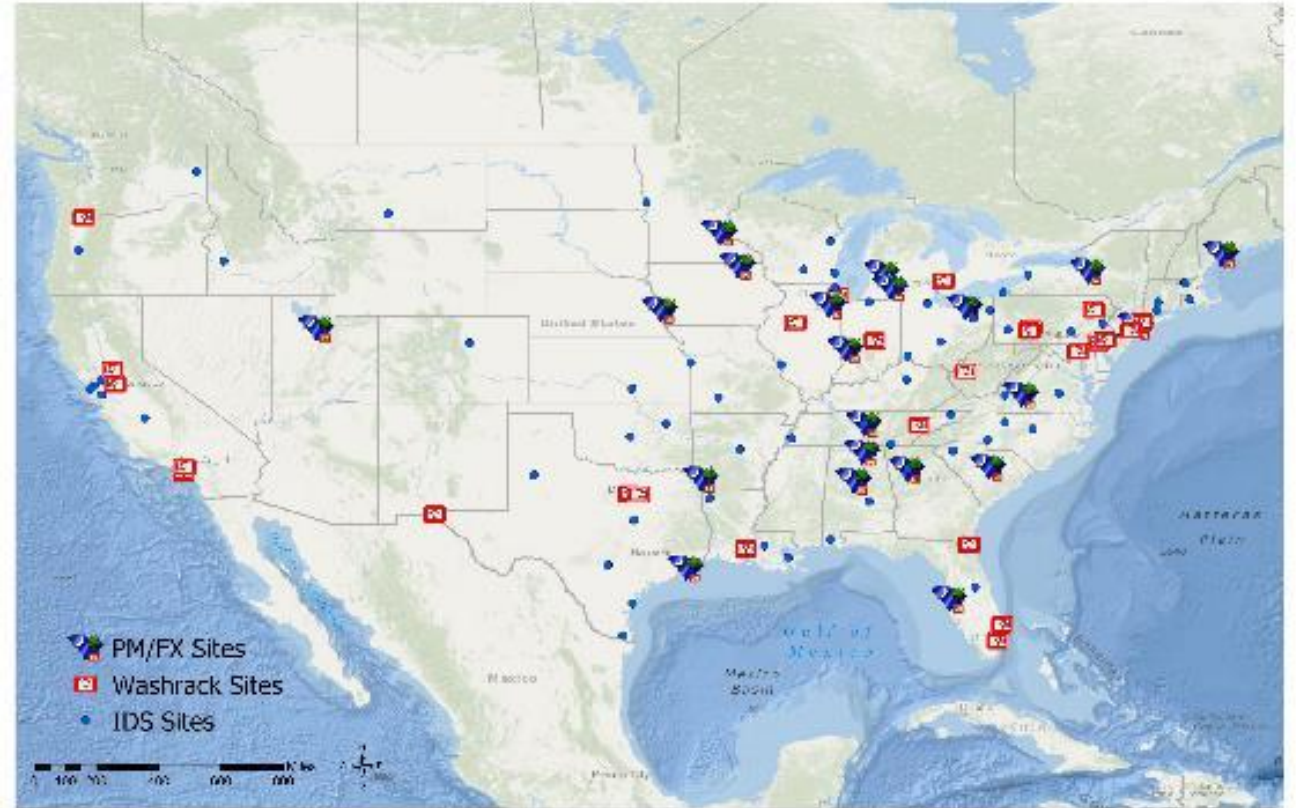
Vehicle Washracks: PM & Installs (44 Sites)

IDS: Monitoring & Installs (100+ Sites)

FY20: 50 awards for approx. \$43.5M

FY21 Projections

- Whole Center Reno, Huntsville AL
- VMF Reno, Kansas City MO
- ATFP Upgrades / Ballistic Protection (8 Sites): CA, DE, IL, LA, NY, & PA
- Roof Replacements (2 sites): South Bend IN & Ft Snelling MN
- Dam Improvements, Battle Creek MI





# INTERAGENCY PROGRAMS



## IIS - Interagency & International Support

National Cemetery Administration (VA NCA Columbia)

- FY20: 1 Award for approx. \$10M

Veterans Health Administration (VA Charleston & Columbia)

- FY21 Projections (SDVOSB)

- VA Columbia

- Behavioral Health

- Parking Garage Expansion

- Prosthetics

- Eye Clinic

- VA Charleston

- C&P Clinic (at Charleston AFB)

- Parking Garage (at VA Hospital downtown)

Department of Energy (DOE) – Savannah River Site (SRS)

National Parks Service (NPS) in the SAC AOR



# INTERAGENCY PROGRAMS



## Tips to Contractors

- SRM projects outside of the SAC AOR are administered by the local district field office.
- Document everything, address impacts proactively. Never assume a government delay will result in additional time – document the impact.
- Never perform additional work without a formal contract modification. Local users may request additional work, redirect them to SAC.



# INTERAGENCY PROGRAMS



## What we are looking for in a Business

- Ability to work in occupied facilities.
- Clear articulation of your comfort zones. We have work throughout CONUS, let our SB Office know where you are comfortable working.
- Ability to perform work at geographically diverse sites simultaneously.



# ENGINEERING DIVISION



Overview of Division

Tips to Contractors

What we are looking for in a Business



# CONSTRUCTION DIVISION



Overview of Division

Tips to Contractors

What we are looking for in a Business



# CONTRACTING DIVISION



Overview of Division

Proposal Submission Tips to Contractors

What we are looking for in a Business





# SMALL BUSINESS OFFICE



Overview of Office

Historical dollars and type of requirements

FY21 Projections

Tips to Contractors

<https://www.sac.usace.army.mil/Business-With-Us/Contracting-Opportunities/>