

# NORFOLK DISTRICT U.S. ARMY CORPS OF ENGINEERS

## FY21+ WORKLOAD FORECAST



US Army Corps  
of Engineers®



# PROGRAM AT A GLANCE

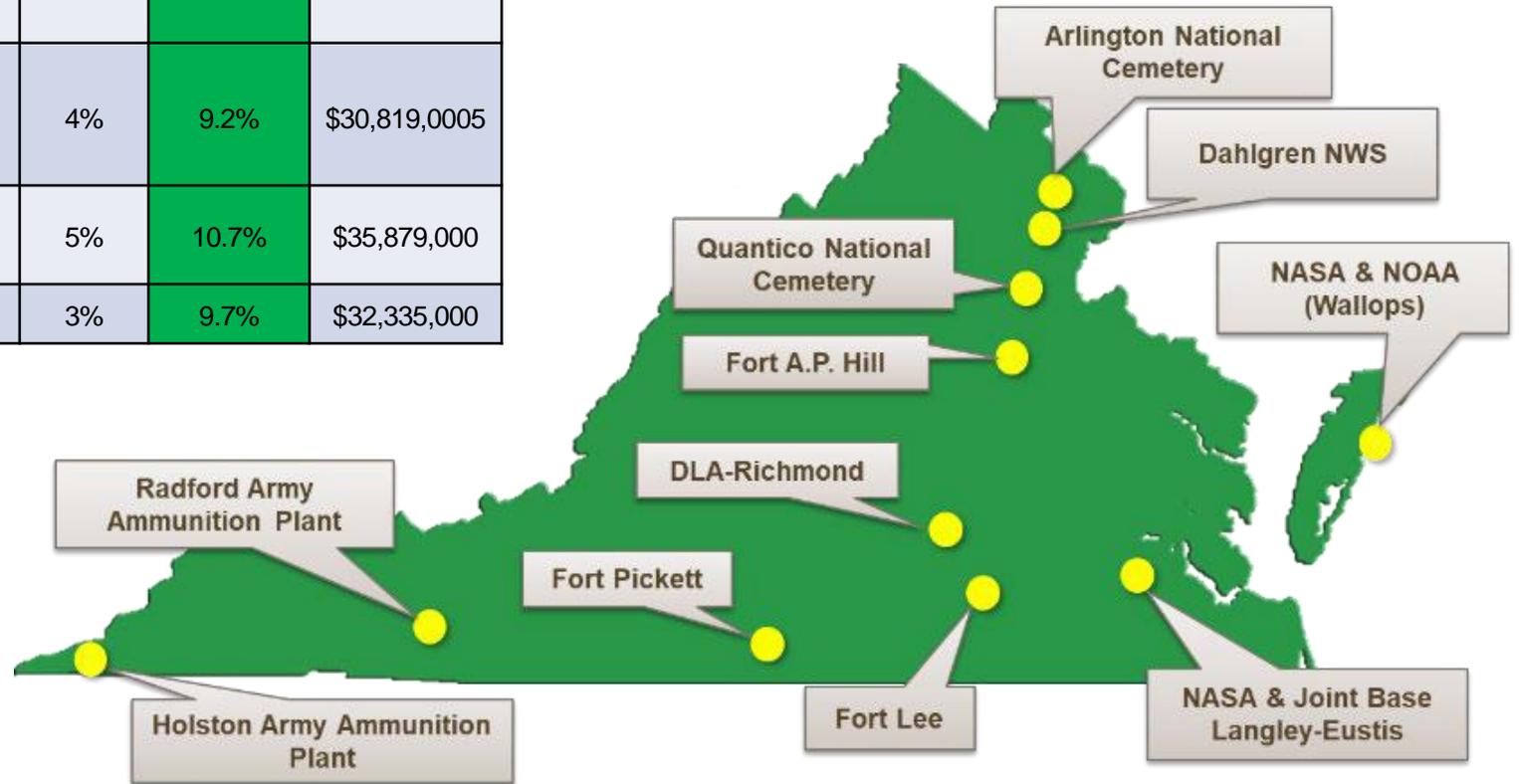
Type	NAO FY 19 Goal %	Actual %	Total \$ Awarded	NAO FY20 Goal %	Actual %	Total \$ Awarded
Small Business	33%	41.3%	\$105,284,797	33%	36.0%	\$120,764,000
Small Disadvantaged Business	19%	32.0%	\$84,330,502	19%	22.5%	\$75,478,000
Service Disabled Veteran Owned SB	4%	6.5%	\$15,944,142	4%	9.2%	\$30,819,000
Women Owned SB	5%	15.3%	\$34,092,451	5%	10.7%	\$35,879,000
HUBZone	3%	10.6%	\$24,684,719	3%	9.7%	\$32,335,000

*\*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	\$285M
IIES:	\$16M	\$33M	\$28M	\$115M
CIVIL:	\$82M	\$86M	\$51M	\$62M
ANC:	\$24M	\$45M	\$30M	\$25M
DoDEA:	\$24M	\$22M	\$27M	\$25M
	<b>\$280M</b>	<b>\$304M</b>	<b>\$613M</b>	<b>\$ 512M</b>
*Does not include new or awards from existing AE IDIQs				





# TRENDS/HIGHLIGHTS



## New Program (AE & Construction) at Radford AAP + Holston AAP

- **AE Contract to be awarded in FY21 = \$240M**
  - Will allow for use at all Ammunition GOCOs
- **Construct Energetic Waste Incinerator (Radford) – 4Q FY21 – D-B RFP issued 25 Sep 20**
- **CM Services Contract – Early FY22**
- **\$1B+ Program - over 5+ years**

## DoDEA

- **Main focus is on SRM – utilizing existing IDIQs**
- **Less new construction – updating existing “Legacy” schools to 21<sup>st</sup> century schools**

## Arlington National Cemetery \$20 30M in SRM like work continues through 2025+

- **Southern Expansion (\$360M total PA) – June 2022 award**
  - Initial market research conducted May 2020;
  - Industry Day planned for Fall 2020
- **FY21 – Roads MATOC + Seed Project(s)**
- **FY21 – Boundary Wall Repairs**
- **FY21 – Columbarium Court Repairs**

## CivilWorks Program

- **Norfolk Harbor**
  - \$15M to \$35M O+M/Year – Dredging and Craney Islandwork
  - Craney Island Dike Raising SATOC (\$10M-\$25M)–FY21
  - Spillway #1 – (\$1M - \$5M) – FY21
  - Craney Island Rehandling Basin Dredging (\$5-\$10M) –FY21
- Deepening underway– PH I + II – VPA contracts; Potential FY21 New Start for Inner Harbor (\$50-\$100M) USACE hydraulic pipeline contract
- **Rudee Inlet Dredging – (\$1-\$5M) – FY21**
- **Norfolk District Operations Pier Rehab – (\$1-\$5M) – FY21**
- **Norfolk Coastal Storm Risk Management - \$1.4B construction cost, \$8M preconstruction engineering and design for initial construction, initial designs in FY21 – Geotech + Utilities**
- **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
  - Training Support Squadron Facility – Solicit: Feb 2021
  - Low Observable Component Repair Fac.- Solicit: Dec 2020
  - Dormitory - Solicit: Nov 2021 (still awaiting design directive)
- **FY21 - Resolicitations**
  - AF Targeting Facility (\$50-\$100M) Solicit: Oct 2020
  - F-22 Fuel Maintenance Dock (\$10-25M) Solicit: Jan 2021
  - AFNG Cyber Operations Facility (\$10-25M) Solicit: Oct 2020



# ACQUISITION STRATEGIES



## Most work is competed - limited Sole Source awards

- Use sole source in a few select cases in the Norfolk District – specialized/unique skills required
- 10 Brand New contractors added to the pool in FY19
- FY20: Goal was 10 new contractors – awarded to 17 new firms (14 via competitive bids)

## 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
- Looking at several <\$4M Design Build SRM type work IDIQs

## 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 (exp. 6/23)

- Geodynamics
- Gahagan and Bryant Associates
- Waterways

### 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

## DoDEA SRM (exp. 9/23)

- Driven Contractors
- Southeast Industrial Construction
- Prabhakar Moro
- Professional Engineering Concepts – PR

## DoDEA PM/DM (exp. 9/23)

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

## DoDEA Facility Assessments (exp. 9/23)

- Alpha Facilities Solutions



# FY20 & FY21 NON-PROJECT SPECIFIC A/E IDIQ CONTRACTS



Type	Location	Lead POC	Range	Small Business or Unrestricted	Pre Solicitation Qtr./FY
AE GENERAL	VA/ Regional	Sarah Taylor	> \$100M	UR	In Source Selection
PEO AMMOPLANTS	Radford/ Holston	Sarah Taylor	> \$100M	UR	2Q FY21
ENVIRONMENTAL	VA/ Regional	Craig Jones	\$5M -\$10M	SB	1Q FY21
CM SERVICES	VA/ Regional	Sarah Taylor	\$20M -\$30M	TBD	TBD
COMMISSIONING	VA/ Regional	Sarah Taylor	\$1M -\$5M	SB	2Q FY21
GEO-TECHNICAL	VA/ Regional	Sarah Taylor	\$5M -\$10M	SB	1Q FY21
VALUE ENGINEERING	VA/ Regional	Sarah Taylor	\$1M -\$5M	SB	3Q FY21
CIVIL	VA/ Regional	Sarah Taylor	\$1M -\$5M	SB	4Q FY21
CEMETERY CX	Worldwide	Craig Jones	\$5M -\$10M	TBD	TBD

\* 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	Boundary Wall Rehabilitation	Stand Alone	SB	\$5M-\$10M	2Q FY21
	Multi-Road Repair Projects	MATOC	SB	\$10M-\$50M	1Q FY21
	Columbarium Court 9 Repairs	Stand Alone	SB	\$5M-\$10M	2Q FY21
	Southern Expansion	Stand Alone	UR	\$100M-\$250M	4Q FY21



Arlington National Cemetery

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# 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	Renovate North Gate ACP	Stand Alone	SB	\$1M - \$5M	2Q FY21
	Renovate Bldg. 54 Artifact Area	StandAlone	SB	\$1M - \$5M	2Q FY21
	Replace Roof, Bldg. 54	StandAlone	SB	\$1M - \$5M	3Q FY21
	Renovate Bldg. 41	StandAlone	SB	\$1M - \$5M	3Q FY21
	Repair Roof on Bldg. 31, Bays F-M	StandAlone	SB	\$5M - \$10M	3Q FY21
	Remove Excess Water & Sewer Lines, DLA	StandAlone	SB	\$1M - \$5M	3Q FY21

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# 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	Cyber Ops Fac, Langley	Stand Alone	UR	\$10M - \$25M	1Q FY21
	SOF MARSOC Assessment & Selection Fac (UMMC), Ft. AP Hill	Stand Alone	SB	\$1M - \$5M	2Q FY21
	F-22 Low Observable Component Repair Facility, Langley	Stand Alone	UR	\$50M - \$100M	2Q FY21
	F-22 Consolidated Ops/ Maint. Hangar, Langley	Stand Alone	UR	\$25M - \$50M	2Q FY21
	F-22 Training Support Squadron Facility, Langley	Stand Alone	UR	\$25M - \$50M	2Q FY21
	Targeting Center Facility, Langley	Stand Alone	UR	\$25M - \$50M	1Q FY21
	Fuel Systems Maint. Dock, Langley	Stand Alone	UR	\$10M - \$25M	2Q FY21
	Seaport Embarkation Trng. Fac., Ft. Lee	Stand Alone	SB	\$1M - \$5M	3Q FY21

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## INTERAGENCY & ENVIRONMENTAL SERVICES (IIES) FY20, 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	NPS York River Shoreline Stabilization	Stand Alone	UR	\$5M - \$15M	2Q FY21
	JBLE James River Shoreline Stabilization	Stand Alone	SB	\$1- \$5M	4Q FY21
	Radford AAP EWI/CWP - Design Build	Stand Alone	UR	> \$100M	25 Sep 20 (A)
	Holston AAP EDC - Design Build	Stand Alone	UR	>\$50M	3Q FY21
	Holston AAP ANSol Destruction - Design Build	Stand Alone	UR	>\$50M	3Q FY21
	USCG Chincoteague - Dredging	Stand Alone	SB	\$1- \$5M	2Q FY21
Architect/Engineer	Ammo Plant (Design)	Basic IDIQ	UR	> \$100M	2Q FY21
	Ammo Plant + Rest of VA (CM Svcs.)	Basic IDIQ	TBD	\$10M - \$25M	TBD
Service	Environmental Services (throughout AOR)	Basic IDIQ	SB	\$10M	1Q FY21
	Furniture for various MEPS Facilities	Stand Alone	SB	TBD	4Q FY21

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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	Norfolk District Pier Renovation and Repair	Stand Alone	UR	\$1M - \$5M	2Q FY21
	Craney Island Renewable	Stand Alone	UR	\$500K-\$1M	1Q FY21
	Craney Island Spillbox #1 Replacement	Stand Alone	SB	\$1M-\$5M	1Q FY21
	Craney Island Dike Raising and Earthwork SATOC	IDIQ	SB	\$10M-\$25M	2Q FY21
	Ship Repair IDIQ	IDIQ	UR	\$1M-\$5M	2Q FY21
	Deep Creek Bridge Replacement	Stand Alone	UR	\$25M-\$50M	4Q FY21

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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
Dredging	Norfolk Harbor Maintenance Dredging	Stand Alone	UR	\$5M - \$10M	2Q FY21
	Rudee Inlet Maintenance Dredging	Stand Alone	UR	\$1M-\$5M	2Q FY21
	Craney Island Rehandling Basin	Stand Alone	SB	\$1M-\$5M	1Q FY21
	Dredging Norfolk Inner Harbor & Channels Deepening	Stand Alone	UR	\$50M - \$100M	2Q FY21*
Environmental Services	Norfolk Harbor Environmental Services	IDIQ	SB	\$1M-\$5M	1Q FY21

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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	Jan 2021
	Joint Services Recruiting Station, Suffolk, VA	Stand Alone	SB	<\$100k	Jan 2021
	Joint Services Recruiting Station, Hampton, VA	Stand Alone	SB	<\$100k	Jan 2021
Elevator Maint.	Gathright Dam, Covington, VA	IDIQ	SB	<\$100k	July 2021
Grounds Maint.	Waterfield Bldg., Norfolk, VA	Stand Alone	SB	<\$100l	2Q FY21

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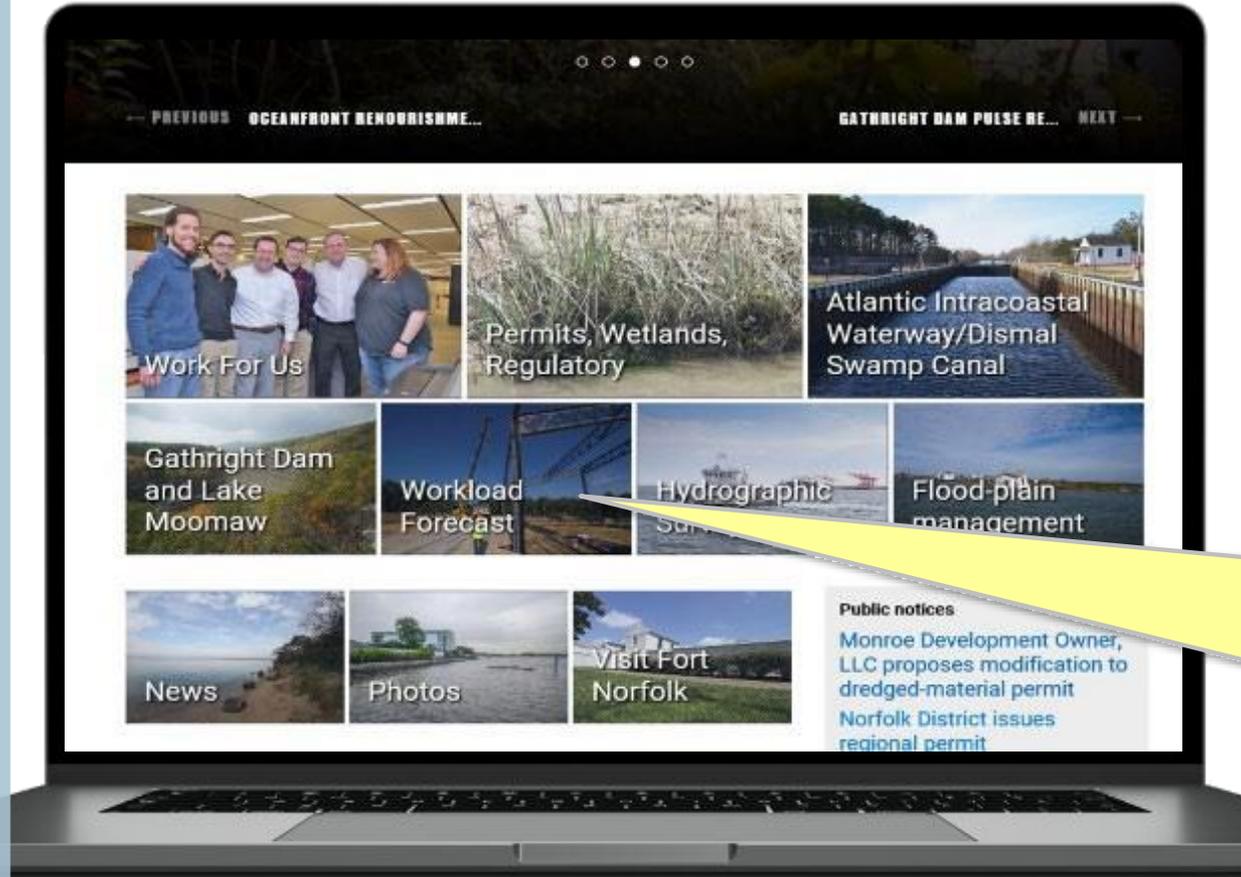


# CURRENT DETAILED PROGRAM BRIEF



## 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](http://beta.SAM.gov).
- Visit our website [www.nao.usace.army.mil](http://www.nao.usace.army.mil) for periodic updates to our program.



## KEY RESOURCES

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

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

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



[WWW.NAO.USACE.ARMY.MIL](http://www.nao.usace.army.mil)



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**QUESTIONS?**