



**Naval Facilities Engineering Command Southeast  
Industry Forum**

**November 2, 2011  
University of North Florida  
Jacksonville, Florida**

**CAPT J. J. Heinzl, PE, CEC, USN  
Commanding Officer, NAVFAC SE**

# The NAVFAC Mission/Vision



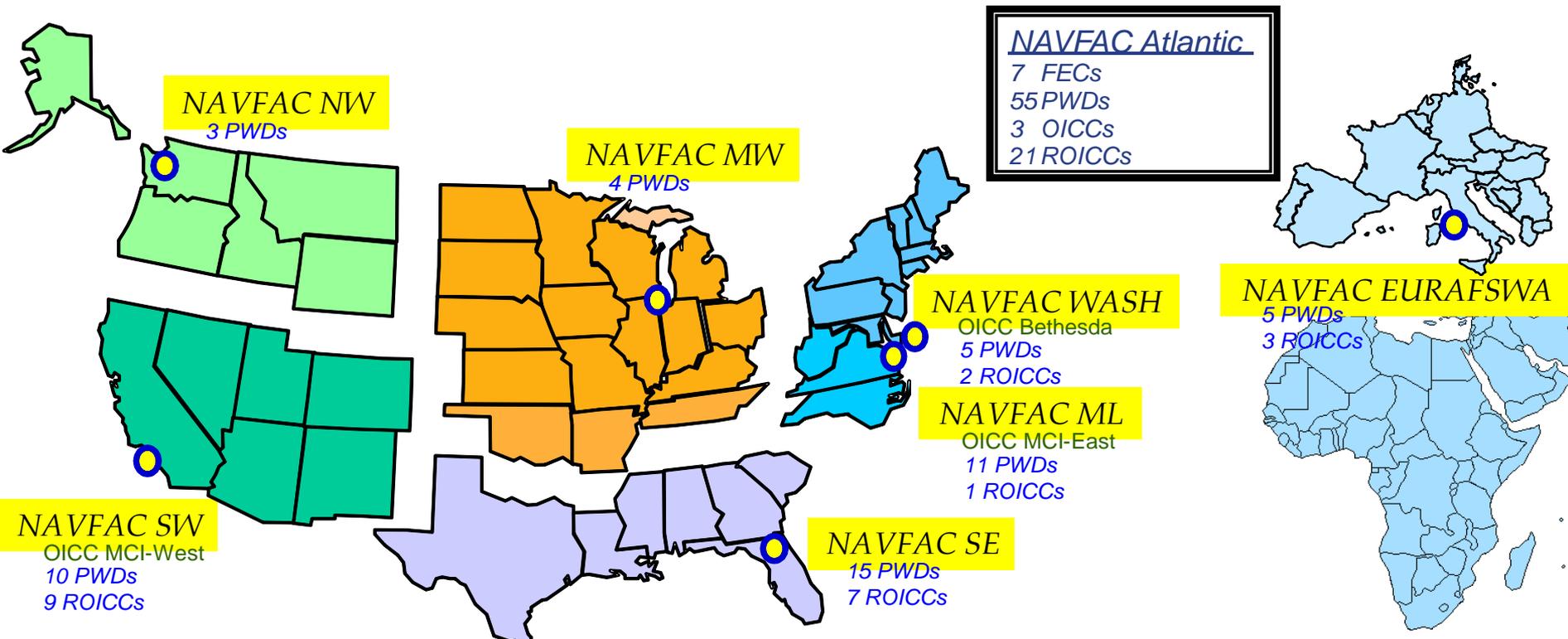
## Our Mission

- NAVFAC is the Systems Command that delivers and maintains quality, sustainable facilities, acquires and manages capabilities for the Navy's expeditionary combat forces, provides contingency engineering response, and enables energy security and environmental stewardship.

## Our Vision

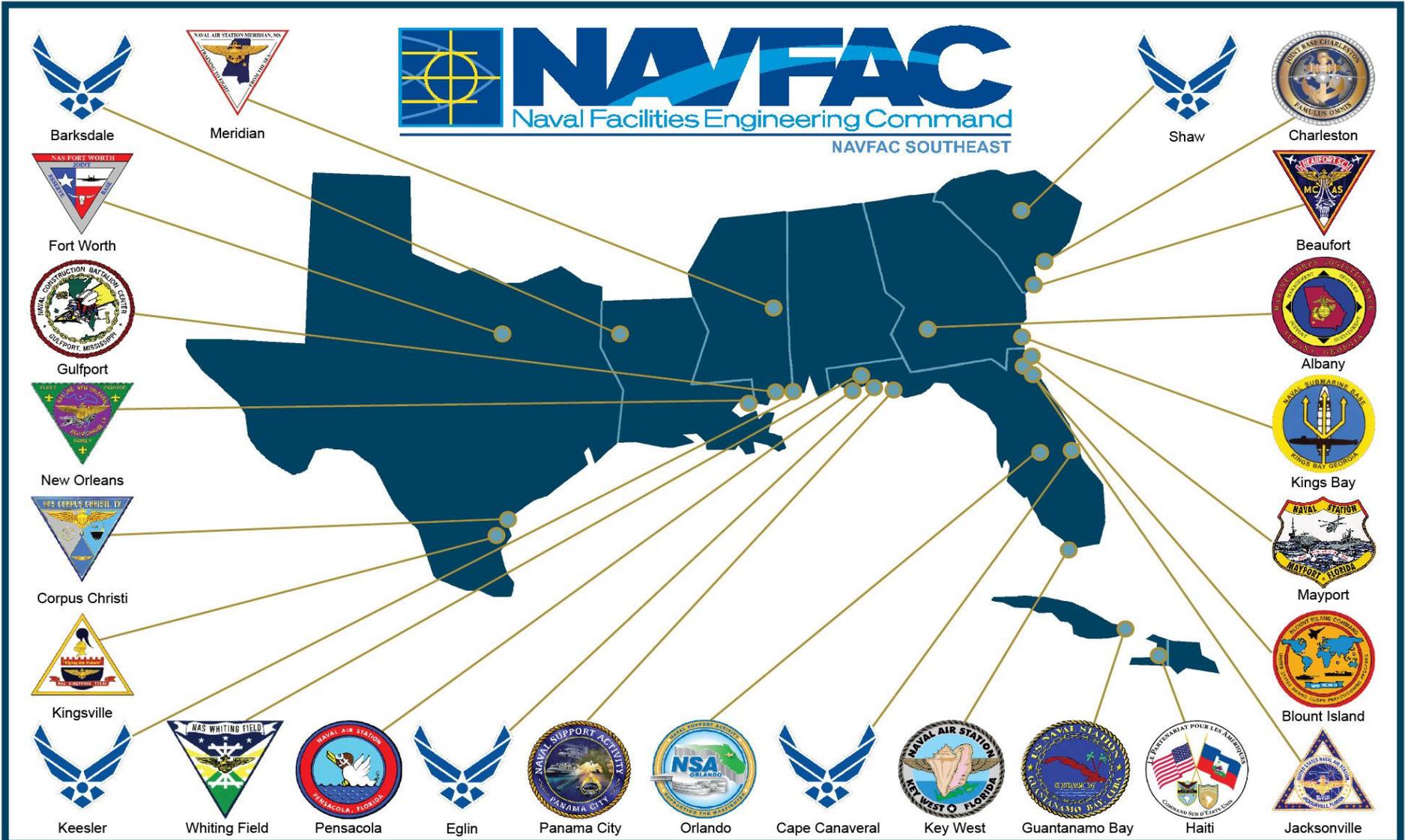
- We strengthen Navy and Marine Corps readiness through our work across the facility lifecycle and our supported of the shore expeditionary mission.

# NAVFAC Organization



FY 11 ~\$11B Volume of Business! – Approximately 14,500 people

# NAVFAC SE Area of Responsibility



# NAVFAC SE Organization



## IPT South Central

- NAS JRB Fort Worth
- NAS JRB New Orleans
- ROICC Barksdale
- ROICC Keesler
- ROICC Albany
- ROICC Shaw
- ROICC Charleston
- ROICC Beaufort

## IPT Gulf Coast

- NAS Corpus Christi
- NAS Kingsville
- NAS Meridian
- NAS Pensacola
- NAS Whiting Field
- NSA Panama City
- NCBC Gulfport

## IPT South Atlantic

- NS Mayport
- NS Guantanamo Bay
- NSA Orlando
- NSB Kings Bay
- NAS Key West
- NAS Jacksonville
- ROICC Haiti
- SOUTHCOM / Caribbean AOR

## Business/Support Lines

- Capital Improvements
- Public Works
- Acquisition, Financial Management, CIO, Counsel
- Contingency Engineering (1 of 2 FECS to have CE)
- Environmental
- Asset Management

# Why are we here today?



- Provide a brief overview of our business processes as they relate to Safety, Energy, and Facilities Support Contracting**
- Answer your questions about our processes**
- Create an open dialogue**
- Obtain feedback on what we can do better and faster**

# Agenda



- ☐ Safety discussion and Q&A 0815-1000**
- ☐ Break 1000-1015**
- ☐ Energy Initiatives and Q&A 1015-1115**
- ☐ Break 1115-1125**
- ☐ FSC and Q&A 1125-1215**
- ☐ Small Business and Q&A 1215-1245**



# **NAVFAC Southeast FY12 Safety Program**

**Presented by:**

**Dale J. Powell,  
CSP, CHST, CFPS  
NAVFAC SE Safety Director**

# Safety Program for FY12



- **NAVFAC SE continues to concentrate safety resources on three major KTR safety program areas:**
  - 1) Improve mishap prevention communication channels**
  - 2) NAVFAC SE Subcontractor Safety Clause Pilot Program**
  - 3) Improve KTR safety interest /performance**



# Mishap Prevention Channels



- **Near miss reporting continues to be a primary focus of our safety program.**
- **The chief factor of our near miss reporting program is the value of sharing potentially dangerous mishaps to the entire NAVFAC enterprise before an actual mishap occurs.**



# Mishap Prevention Channels

## (Self-Reporting of Near Misses)



- **Self-reporting of near-misses is anchored as one of the top safety measurement indicators for NAVFAC safety.**
- **Positive results from self-reporting include:**
  - **Positive recognition letters from command suite.**
  - **Acknowledgement of the contractor's safety program always improving.**
  - **Clearly demonstrates leadership's active role in mishap prevention.**

# Mishap Prevention Channels



## LESSONS LEARNED

NAS "X"/KTR/Near Miss



**Employee:** Electrician for XYZ KTR.

**Accident Description:** It was determined by the contractor that both B and C phases needed to be reversed for the electrical meter to run in the accurate direction. The contractor was in the process of disconnecting the C phase on the load side. There were cables running from back panel of the enclosure to the meter that were getting in the way. While moving the cables out of the way, and tucking them into the corners of the panel, an arc occurred. The arc came from the back corner of the panel where the wires are ran to the enclosure.

**Injury:** None.

**Direct Cause:** Energized wire grounded out causing arc in electrical meter.

**Root Cause:** Contractor did not de-energize the circuit.

**Lessons Learned:** Contractor must adhere to lockout / tag out procedures at all times and to never work on electrical components when energized.

Note: Project Superintendent and Electrician removed from our installation immediately

For Official and Internal Distribution Only

1 September 2011

# Mishap Prevention Channels



- To combat complacency, safety staff working with our public affairs office to develop/create short safety public announcements (videos, pamphlets, posters) that address specific SE safety issues. These multi media channels will be available on our public portal for our contracting partners to utilize.

- These safety issues include severe weather conditions (heat, hurricanes, etc.), geographically dispersed field sites, etc.



# Subcontractor Safety - Contract Provisions



## Subcontractor Provisions Pilot:

–Since **1 Oct 2010**, Southeast Construction and Service contracts have included provisions in the specifications that all subcontractors must meet:

- EMR not greater than 1.1 and
- DART rate not greater than 3.0

# Pilot Results - Only Positives!



## Results:

- Southeast CO and CIBL have spoken to over 1000 construction professionals since Oct 2010 , with nothing but Congratulations .
- Well-run firms are happy not to compete on price with KTRs who would hire subcontractors without regard to their safety record.
- Numerous large and small FY11 projects bid without a single RFI being received on these provisions: Construction and BOS Services.
- No discernable price impact in the bids. Major price variables remain: fuel prices, metals prices, project financing costs , etc.
- Subcontractor safety emphasis is well established in the large , national companies. It is more of an aberration not to be doing it.
- Field experience since award of the FY11 projects has not yielded any problems.

# Improve KTR Safety Interest/Performance



- We have increased training and awareness in how to create and present our contracting partners with NAVFAC's STAR (Safety Through Awards & Recognition) letter.

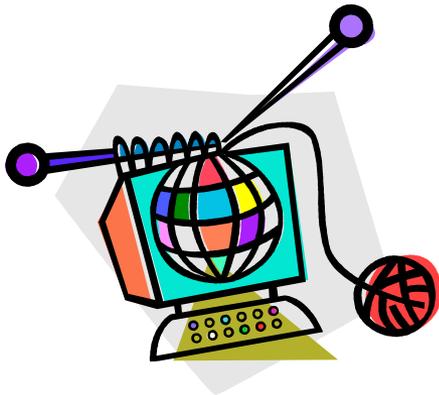


# NAVFAC Private/Public Safety Portal



- The NAVFAC safety portal has up-to-date information, lessons learned, and other safety materials that are accessible to the public.
- Public has access to contractor safety documents as well as the online EM-385 training course. This includes Power Point presentations and samples of exams.

[www.navfac.navy.mil/safety](http://www.navfac.navy.mil/safety)



# Safety Question and Answer Session





# Energy Initiatives

**Presented by:  
LCDR Dan Stoddard**

# The Secretary of the Navy's Energy Goals



Energy Efficient Acquisitions

Evaluation of energy factors will be mandatory when awarding contracts for systems and buildings

Sail the "Great Green Fleet"

Department will demonstrate a Green Strike Group in local operations by 2012 and sail it by 2016

Reduce Non-tactical Petroleum Use

By 2015, Department will reduce petroleum use in vehicles by 50%

Increase Alternative Energy Sources Ashore

By 2020, at least 50% of shore-based energy requirements will be met by alternative sources; 50% of Department installations will be net-zero

Increase Alternative Energy Department-wide

By 2020, 50% of total Department energy consumption will come from alternative sources

# Additional Goals



- **Energy Reduction - EISA 2007 reduction of 3% per year or 30% by 2015 compared to a baseline of 2003**
- **Water Reduction - EO 13423 requiring 2% reduction per year or 16% by 2015 relative to 2007 baseline**
- **Building Energy Audits –EISA 2007 requires 25% per year or top 75% every four years (CNRSE goal is 100%)**

# Penn State Energy Pyramid

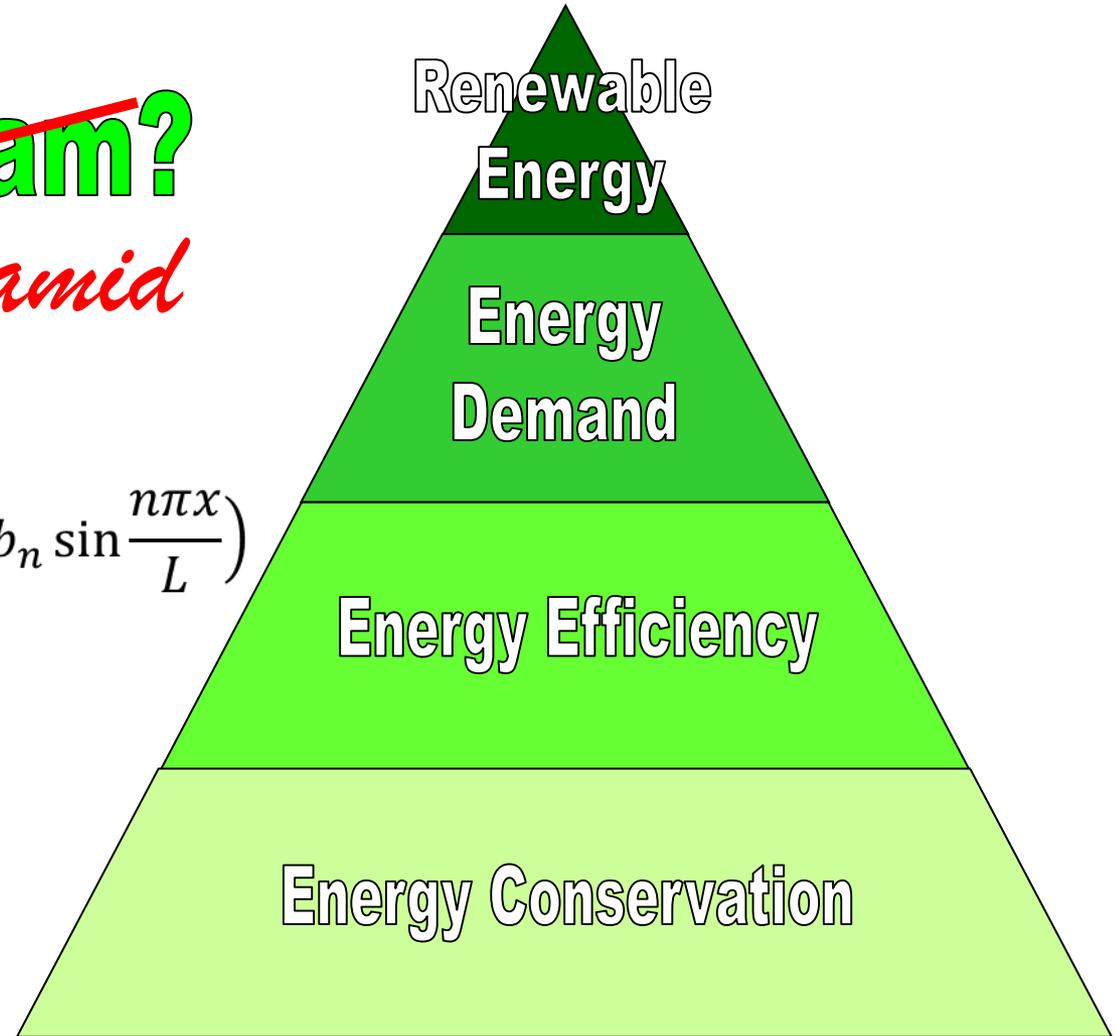


## ~~Energy Program?~~ *Pyramid*

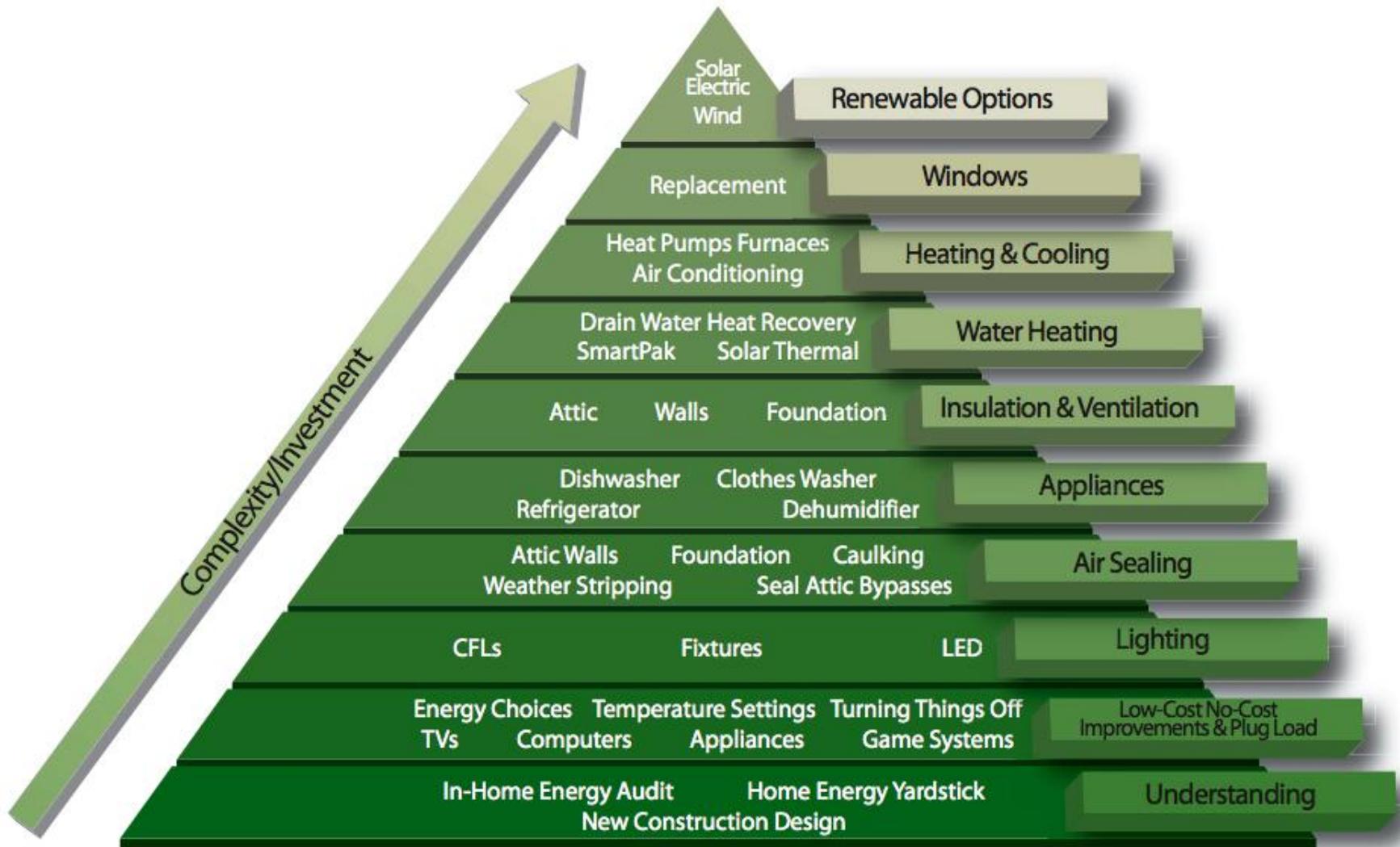
$$f(x) = a_0 + \sum_{n=1}^{\infty} \left( a_n \cos \frac{n\pi x}{L} + b_n \sin \frac{n\pi x}{L} \right)$$

Rocket science??

$$(x + a)^n = \sum_{k=0}^n \binom{n}{k} x^k a^{n-k}$$



# Another view...



# CNRSE Energy Council



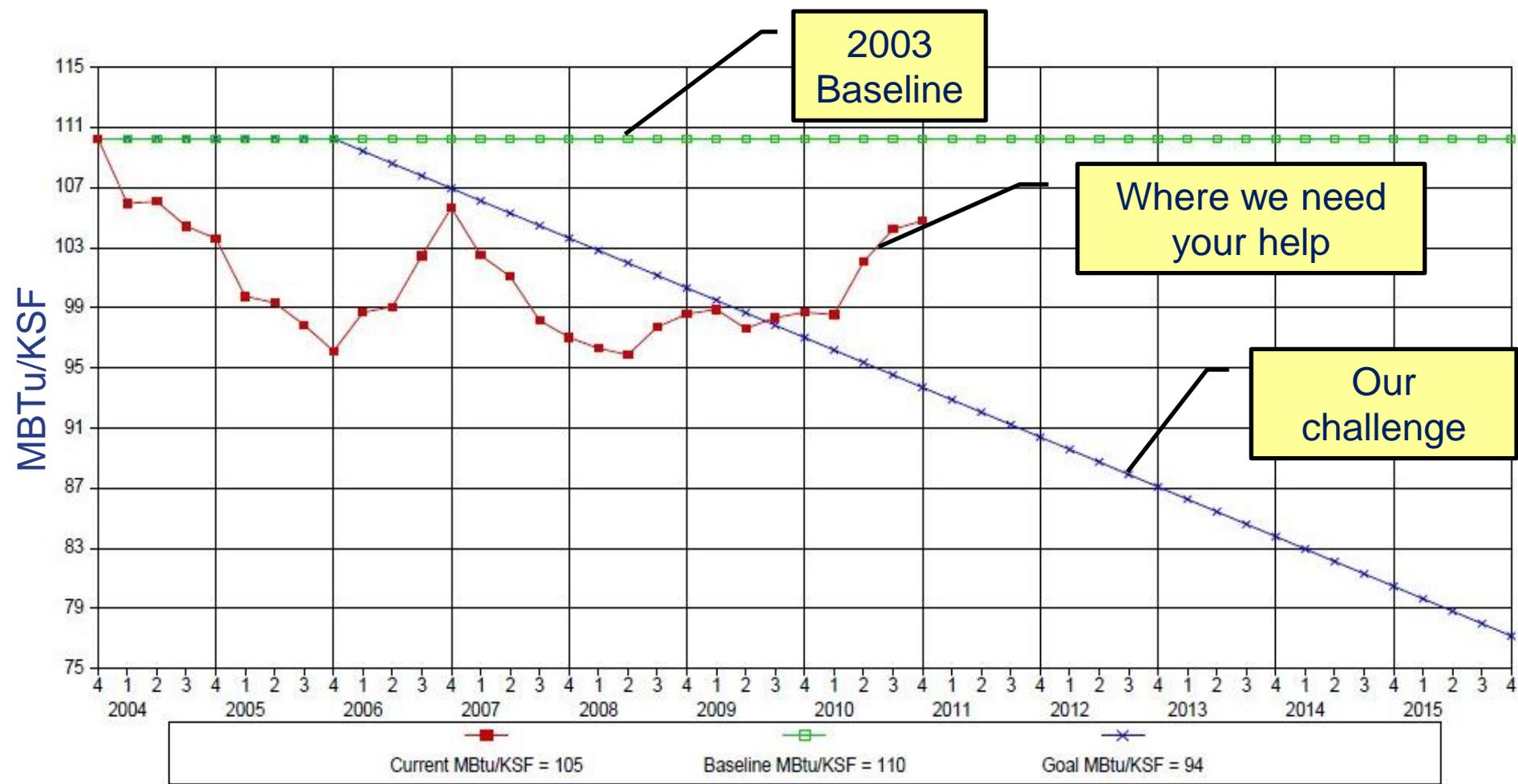
Focus Team	Active Goals / Issues
1	Virtual Billing, NKO Training, Regional Energy Awards, Energy Communication Plan
2	Identified Petroleum Usage for each base; use Solar Vehicles and Bicycle Security Patrols.
3	Ensured the updated Energy Program instruction are tied to contract requirements.
4	Retro-commissioning; Water Efficiencies; UESCs
5	Larger Policy issues; UESC/ESPC Investment Strategy; Natural Gas (Ft Worth)
6	Renewable Energy Education / Awareness; ECIP Projects

# CNRSE Energy Council



Focus Team	Strategy	ICO Lead
1	Create a Culture of Conservation	CAPT McLaughlin (NAS Kingsville)
2	Reduce Petroleum Consumption	CAPT Hibbert (NS GTMO)
3	Integrate Energy & Water Efficiencies into Contracts	CAPT Reuter (NSA Orlando)
4	Decrease the Total Cost of Ownership	CAPT Plummer (NAS Pensacola)
5	New Policy Initiatives	CAPT Cochrane (NS Mayport)
6	Increase Use of Renewable Energy	CAPT O'Neill (NSB Kings Bay)

# Energy Reduction Progress



- **Primary Standards**

- Unified Facilities Criteria
- International Building Code 2009
- Anti –Terrorism Force Protection (ATFP), UFC 40010-01
- USGBC LEED Gold
- ASHRE 90.1-2010
- Whole Building Design Guide



- **Individual base requirements: IAP, Force Protection, Airfield criteria, etc**
- **Source selection for Design Build often evaluates design approach for best value: TOC and mission viability**
- **Competing priorities i.e. Energy, ATFP, Environmental, Cost require thoughtful design**



**WIKIPEDIA**  
*The Free Encyclopedia*

## Humid

**Humid** is a term used to describe the [NAVFAC SE](#) Area of Responsibility. This area encompasses seven states ([South Carolina](#), [Georgia](#), [Florida](#), [Mississippi](#), [Alabama](#), [Louisiana](#), and [Texas](#)) as well as [Guantanamo Bay](#), [Cuba](#) and other parts of the [Caribbean](#).

# SE Energy Discussion



- **Technology**

- Controls
- Magnetically levitated centrifugal compressors
- LED lighting, induction lighting
- Insulation, solar hot water
- More efficient chillers, glazing, plumbing fixtures
- Metering and smart grid



- **Cost/Benefit**

- Building lifecycle > 67 years
- Maintenance cost on specialty items particularly important
- Limited ability to source select
- Economic difference within region: Key West, GTMO

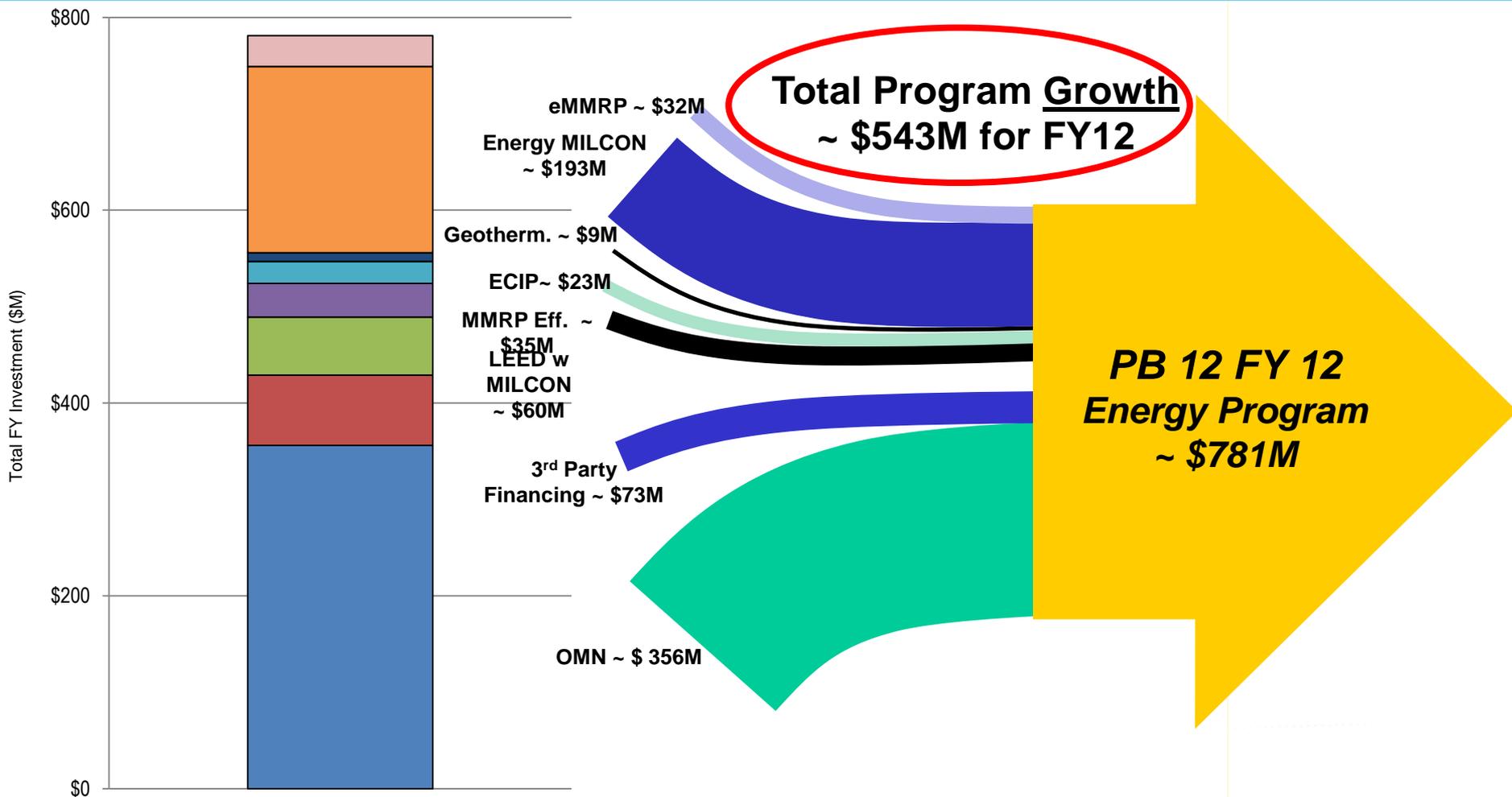
- **Energy Partnership Meeting: 15-16Feb at NAS Jax (tentative)**

# Total Ownership Cost: Best Value Example



	<b>“Code Minimum” Air-Cooled, Scroll, Multi-Compressor Chiller (12.5 yr life)</b>	<b>“High Efficiency” Air-Cooled, Constant Speed, Rotary Screw Chiller (25 yr life)</b>	<b>“Super High Efficiency” Air-Cooled, Variable Speed, Magnetically Levitated Centrifugal Chiller (25 yr life)</b>
<b>First Cost</b>	\$62,500	\$75,000	\$125,000
<b>Maintenance &amp; Replacement Annualized Cost</b>	\$6,299	\$400	\$200
<b>Annual Energy Bill</b>	\$71,800	\$67,190	\$47,170
<b>25 yr Present Value</b>	\$1,409,094	\$1,251,945	<b>\$949,854</b>

# PB12 FY12 - Total Energy Funding



**Average Base Goes From ~\$3M/ YR to ~\$11M/ YR in Direct Energy Investment**

# FY12 Southeast Energy SRM Projects



Location	Approved Projects
CBC Gulfport	3
NAS Corpus Christi	4
NAS Key West	2
NAS Kingsville	2
NAS Meridian	2
NAS Pensacola	7
NAS Whiting Field	1
NAVO Stennis	1
NAVSTA Mayport	4

FY12 eSRM Projects:  
Approved Projects: 26  
Funding: 6%, \$12.4M



FY13 eSRM Approved List  
due any day

•FY12 planned execution is Q1-2, FY12

# FY12 SE eSRM Execution Plan Eye Chart



Project Name	Project Number	Location	eROI	Exec. Team	Acq Method	Acq Tool	Design/SOW Start	Award Date
Ventilation Control Upgrades, Building 3148	RM11-0667	NAS Whiting Field	13.30	PWD	BOSC	IDIQ	TBD	
Boiler Upgrades for Multiple Bldgs	RM11-0550	NAVSTA Mayport	6.93	PWD	SS	8A	5/1/2011	
Energy Conservation Bldg Commissioning	RM11-0704	NAS Kingsville	4.90	PWD/IPTGC	SS	8A	6/30/2011	
Lighting Retrofits NASCC	RM11-1522	NAS Corpus Christi	3.66	PWD	BOA	8A	6/30/2011	
Conservation Four Projects	RM11-0686	NAS Kingsville	3.59	PWD/IPTGC	SS	8A	6/30/2011	
NAS Corpus Christi Airfield Taxiways	RM11-1742	NAS Corpus Christi	3.30	PWD	BOA	8A	5/30/2011	
Add Additional DDC Points to Var Bldgs (5)	RM11-0382	NAS Pensacola	16.28	PWD	SS	8A	5/30/2011	
Heat Pipe De-humidification	RM11-0602	NAS Key West	8.31	PWD/IPTSA	BV	8A/MM	4/13/2011	
Bldg 1824 HVAC & Re-commissioning	RM11-1122	NAS Corpus Christi	4.83	PWD	BOA	8A	5/30/2011	
Retro Commissioning of 9 Buildings	RM11-7281	CBC Gulfport	17.94	PWD	SS	8A or IDIQ	5/30/2011	<b>2012</b>
Replace Bldg 803 HVAC with GSHP	RM11-2841	NAS Pensacola	14.12	PWD	SS	8A	5/30/2011	
B218 Solar Water Heating for Laundry	RM11-0721	NAS Meridian	10.05	PWD	Shop	Shop	5/30/2011	
Replace Boilers/Water Fixtures Bldg 1281	RM11-1501	NAS Corpus Christi	8.98	PWD/IPTGC	SS	8A	6/30/2011	
Fast Payback Upgrades Multiple Bldgs	RM11-1881	NAVSTA Mayport	8.09	PWD	SS	8A	Done	
RPR by RPL AHU's w/ VAV System 2 Bldgs	RM11-3061	NAS Pensacola	6.25	PWD	SS	8A	5/30/2011	
Lighting Timer Controls Building 3465	RM11-2942	NAS Pensacola	5.85	PWD	SS	8A	5/30/2011	
DDC Mod Bldgs 100,1001,1002,1003	RM11-7043	NAVO Stennis	5.82	PWD	SS	8A	5/30/2011	
Retro Commissioning of 8 Bldgs	RM11-7401	CBC Gulfport	5.03	PWD	SS	8A or IDIQ	5/30/2011	
Heat Pump upgrades, Multiple Bldgs	RM11-0551	NAVSTA Mayport	4.86	PWD	SS	8A	5/30/2011	
Lighting Replacements Multiple Buildings	RM11-7061	NAS Pensacola	4.32	PWD	SS	8A	5/30/2011	
Replace Heaters in Various Facilities	RM11-6843	NAS Pensacola	4.09	PWD	SS	8A	5/30/2011	
DDC Energy Conservation & Control	RM11-1921	CBC Gulfport	3.76	PWD	SS	8A	5/30/2011	
Replace HVAC in Bldg 625C	RM11-6681	NAS Pensacola	3.70	PWD	SS	8A	5/30/2011	
HVAC Modernization for 12 Bldgs	RM11-0587	NAS Key West	3.63	PWD/IPTSA	SS	8A?		
DDC Upgrades for Multiple Bldgs	RM11-0552	NAVSTA Mayport	3.35	PWD/IPTSA	SS/BV	8A/MM	5/30/2011	
Replace Outside Air Unit with Heat Pump	RM11-2525	NAS Meridian	3.30	PWD/IPTGC	SS	8A	5/30/2011	

# FY13 eSRM Recap



- **\$280M available for FY13 eSRM**
- **Projects greater than \$100K, eROI > 3 if possible**
- **Non-energy savings justification provided when > 25% of total savings**
- **M&V plan must be provided**
- **FY14 projects due to CNIC February 2012**



**FY13  
project  
submitted  
by 30 June**

# FY13 eSRM Submitted Project List



Location	Projects
CBC Gulfport	7
NAS Jacksonville	14
NS Mayport	2
NAS Whiting Field	2
NAS Pensacola	10
NS GTMO	4
NSB Kings Bay	3
NAS Corpus Christi	2
NAS Key West	7
NAS Kingsville	3
NSA Orlando	1
NSA Panama City	7
NAS Meridian	7
NOTU Canaveral	1
NAVO Stennis	0
NAS/JRB NOLA	5
NAS/JRB Ft Worth	1

76 projects  
submitted @  
\$110M

eROI > 3

# *eROI Tool Overview*



## **What does eROI do?**

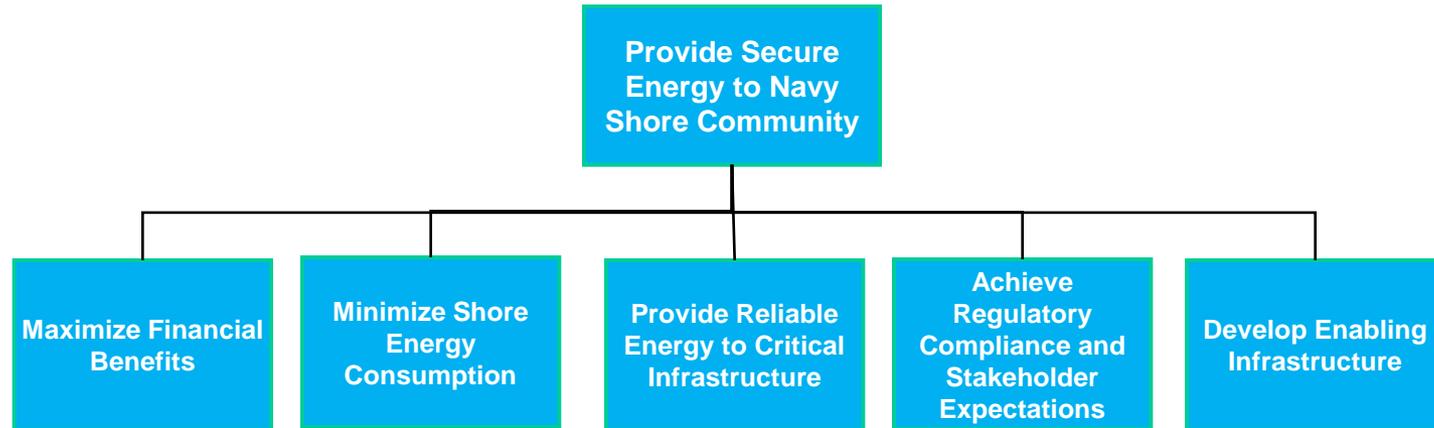
$$\text{eROI} = \frac{\text{(Present Value of Benefit)}}{\text{(Present Value of Cost)}}$$

- Prioritizes Navy projects based on their benefit-to-cost ratios and identifies the highest-value portfolio for any given budget constraint
- Identifies interdependencies among projects
- Quantifies the time-sensitivity of projects, identifying those projects that decline in value if delayed
- Illustrates an estimated range of project and portfolio benefits based on the uncertainty and risk of each project.

# eROI Methodology Summary



Five key strategic drivers combine to provide secure energy to the Navy Shore community.



<b>Metric</b>	Financial Net Present Value (NPV)	Utilities	Scoring Scale • MDI • Outage Exposure • Incremental Backup	Scoring Scale • Mandates • Public Perception • Quality of Service	Scoring Scale • Data Improvement • Energy Flexibility • Tech Adoption
<b>Measure</b>	Dollars	MBTU	Scaling Questions	Scaling Questions	Scaling Questions
<b>Weight</b>	39%	9%	26%	13%	13%

*Individual inputs for a project are incorporated into each strategic driver and, then, scored, weighted, and aggregated into a single performance metric to provide the project's eROI.*

# eROI Lessons Learned



The following factors have the greatest positive impact on the eROI score:

1. Lower construction costs (Maximize Financial Benefits (MFB) tab)
2. Higher fuel costs and/or higher energy savings (MFB tab)
3. Higher non-recurring and annual non-energy cost savings (MFB tab)
4. Construction cost appropriations moved to year 3 (MFB tab)
5. Higher impact fuel savings categories (MFB tab)

Fuel savings categories ranked from highest to lowest impact:

- a. Residual Oil
  - b. Distillate Oil
  - c. LPG
  - d. Natural Gas
  - e. Coal
  - f. Electricity
6. Lower 50% payback (MFB tab, Row 26)
  7. Project types with longer economic lives (Project Overview tab)

# Technology Validation Program



- **TechVal performs in-depth analysis of various energy savings technologies for Navy energy managers (POC: Paul Kistler 805-982-1387)**
- **Provides the following via technology reports:**
  - What is it, how does it work?
  - Analysis of measured energy data from projects
  - Where does it work best?
- **Technology Classifications after Evaluation:**
  - Green Light Technologies**: Good technology, data confirms energy savings will have a positive return on investment
  - Yellow Light Technologies** Unconfirmed technology, data inconclusive or unable to confirm energy savings will have a positive return on investment
  - Red Light Technologies** Avoid technology, data did not confirm energy savings or other problems occurred to make it have a negative return on investment

## Green Light

- **Oil Free Magnetic Bearing Chiller Compressor**
- **Vending Machine Occupancy Sensor**
- **Thermal Destratifiers**
- **Airfield LED lighting**
- **Super T8 lighting**
- **Day Lighting**
- **CO2 HVAC Control**
- **Spectrally Enhanced Lighting**
- **Heat Pipes**
- **Duct Sealants**
- **HID Dimming**
- **Photo Luminescent Exit Signs**
- **Video Game Occupancy Sensors**
- **Video Game Timers**
- **Induction Lighting**
- **Exterior LED lighting**
- **RF Plug Controller**
- **Sand Filters**
- **HVAC Occupancy Sensors**

# Energy Question and Answer Session





# **Facilities Support Contracting**

**Presented by:**

**Laura Hohbach,  
Contracting Officer  
James Ray,  
FMFS Product Line  
Coordinator**

# Facilities Support Contracting



- NAVFAC SE FSC Program Overview**
- Changes in our processes**
- Lessons learned**
- Upcoming procurements**
- Q&A session**

# NAVFAC SE FSC Program Overview



❑ **Facilities-In-Place (FIP) FY12 ~ \$278M ; FY13 ~ \$279.3M**

❑ **Number of Contracts:**

Type of Action	FY11 Actuals	FY12 Projections
Recurring	161	120
Non-Recurring	57	74
<b>Total Actions</b>	<b>218</b>	<b>194</b>

❑ **Regional Acquisition Strategic Plan (RASP)**

- ❑ FSC management program (strategy/plan for efficiency/effectiveness)
- ❑ Specific actions (i.e., re-procurements for expiring contracts)
- ❑ Program Metrics (e.g., use of FSC Templates, # of contracts, etc.)

❑ **Service Providers in FY11:**

Business Type	# Contracts
Ability One	11
Small Business	154
Large Business	53
<b>Total</b>	<b>218</b>

# Recent Changes in our Processes



- Use of mandatory Department of Defense Source Selection Procedures issued March 4, 2011 and effective July 1, 2011**
- Pre and Post-Award Peer Reviews - required for actions (including task/delivery orders) of \$50M or more, including options**
- Department of Defense Efficiency Initiatives**
  - More frequent re-competes
  - Increase small business participation
  - Solicitations and Task Orders will be advertised for at least 30 days
- Past Performance Questionnaires**

## Lessons Learned (*prior to proposal submission*)



- Verify accuracy of CCR, ORCA, VETS-100 registrations
- Make sure insurance information is up-to-date (EMR and DART) for prime and all subs
- Sign and return all solicitation amendments
- Ask questions
- Create a checklist
- Do not provide company brochures
- Number proposal pages consecutively
- Do not copy and paste from a prior proposal
- Clearly label and separate/tab each factor in your proposal
- Address every element within each factor

# Lessons Learned (*prior to proposal submission*)



- Corporate Experience
- Resumes
- Past Performance
- Safety
- FTE Requirements
- Pricing
  
- Submit your “best offer” with your initial submission!

# FSC Contract Projections FY12/13



Contract Type	Scope	Location of Work	ROM Range/ Duration	Type	Projected RFP/RFQ	Projected Award Date
FSC	Janitorial Services	Beaufort, SC	\$500K- \$1M/3yrs	SB	FY12, Q1	FY12, Q2
FSC	Base Operating Services	Cape Canaveral, FL	\$25K- \$100K/5yrs	SB	FY11, Q4	FY12, Q2
FSC	Grounds Maintenance	Beaufort, SC	\$1M- \$5M/3yrs	SB	FY12, Q1	FY12, Q2
FSC	RBOS II	Jacksonville, FL	\$25M- \$100M/3yrs	SB	FY12, Q1	FY12, Q4
FSC	Facility Support Services	Dania Beach, FL	\$500K- \$1M/3yrs	SB	FY12, Q1	FY13, Q1
FSC	Multi-Function Facility Support Services	Gulfport, MS	\$5M- \$10M/3yrs	TBD	FY12, Q1	FY12, Q4
FSC	Base Operating Support	Panama City, FL	\$1M- \$5M/3yrs	TBD	FY12, Q1	FY12, Q4
FSC	Base Operating Support	Whiting Field, FL	\$25M- \$100M/5yrs	TBD	FY12, Q2	FY13, Q4
FSC	Refuse Collection Services	Corpus Christi, TX	\$1M- \$5M/3yrs	TBD	FY12, Q2	FY12, Q4
FSC	Custodial and Grounds	Albany, GA	\$10M- \$25M/5yrs	AO	Fy12, Q1	FY12, Q1

# FSC Contract Projections FY12/13



Contract Type	Scope	Location of Work	ROM Range/ Duration	Type	Projected RFP/RFQ	Projected Award Date
FSC	Dust Collector Paint Filter Ventilation Maintenance Services	Jacksonville, FL	\$5M- \$10M/3yrs	TBD	FY12, Q2	FY12, Q4
FSC	Regional integrated Solid Waste Management	Corpus Christi, TX	\$1M- \$5M/3yrs	TBD	FY12, Q3	FY13, Q4
FSC	Refuse Collection Services	Fort Worth, TX	\$250K- \$500K/3yrs	TBD	FY12, Q3	FY13, Q4
FSC	Generator Maintenance	Stennis Space Center, MS	\$1M- \$5M/3yrs	SB	FY12, Q3	FY13, Q4
FSC	Inmate Labor Management	Fort Worth, TX	\$1M- \$5M/3yrs	SB	FY12, Q3	FY13, Q3
FSC	Utilities Services	Guantanamo Bay, Cuba	\$25M- \$100M/3yrs	TBD	FY12, Q1	FY12, Q4
FSC	Base Operating Services	Guantanamo Bay, Cuba	\$25M- \$100M/5yrs	TBD	FY12, Q3	FY15, Q1
FSC	Mini BOS	Orlando, FL	\$1M- \$5M/3yrs	SB	FY12, Q4	FY13, Q3
<b>TOTAL</b>			<b>\$257M</b>			

# FSC Question and Answer Session





# **Small Business Doing Business with NAVFAC**

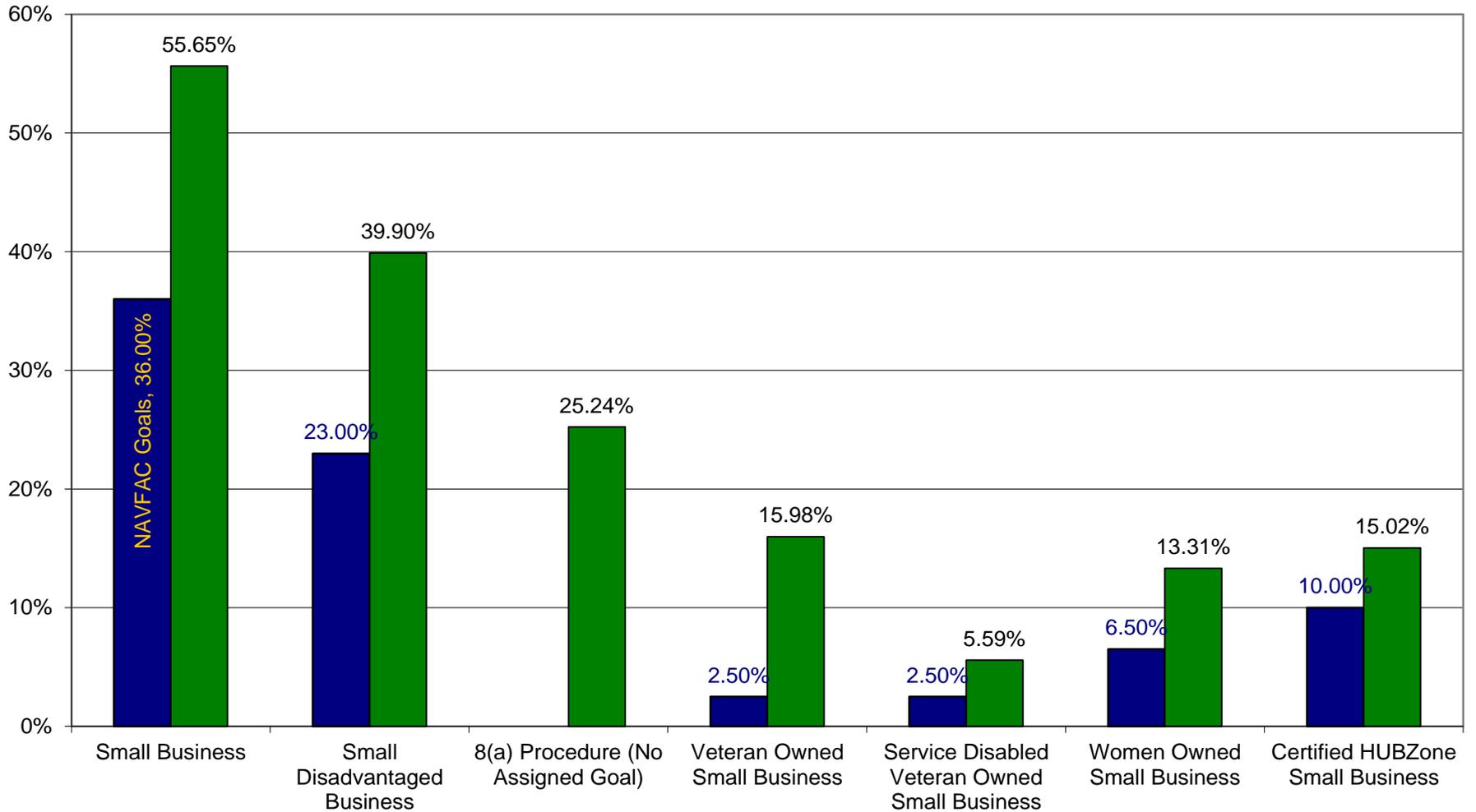
**Jennifer Reeder  
Assistant Deputy for Small Business  
NAVFAC SE**

# Selling to NAVFAC



- **NAVFAC SE Goals & Achievements**
- **Market Research**
- **Researching prime contracting opportunities**
- **Subcontracting**
- **Resources**
- **NAVFAC Small Business Program Office Website**

# FY 11 Small Business Achievements as of 20111021



# Market Research



- **NAVFAC SE conducts project specific market research**
  - Before developing new requirements
  - Before soliciting offers for acquisitions over SAT (\$150K)
  - Before soliciting offers for acquisitions under SAT when adequate information is not available or to justify cost
  - Before soliciting offers that could lead to bundled contracts
  - Before soliciting offers for acquisitions that could lead to consolidating requirements
  - Before issuing a solicitation with tiered evaluation of offers
  
- **What is the purpose of market research?**
  - Helps determine capable sources
  - Provides benefits and alternatives for consolidating requirements
  - Helps to justify limiting competition for Small Business Set-Asides
  - It is the Law!

# What Does Market Research Mean to You?



- **Provides a preview of potential opportunities**
  - Industry Forums, Sources Sought Notices, RFI's, Presolicitation Conferences
- **Keep relevant company information updated**
  - CCR, ORCA, etc.
- **Consider responding to sources sought notices**
- **Remember: Small Business Set-Asides are the result of market research**

# Researching Prime Contracting Opportunities?



- **MILCON forecasts**
  - <https://smallbusiness.navfac.navy.mil>
  - Click on “Opportunities” link
  - Click on “Acquisition Strategies & Forecasts” tab
  
- **FPDS-NG ([www.fpds.gov](http://www.fpds.gov))**
  - Use ad-hoc database queries to identify expiring contracts
  
- **FedBizOpps ([www.fbo.gov](http://www.fbo.gov))** – use advanced search (i.e. N69450)
  
- **Draft RFP, RFI, Sources Sought**
  - Pre-solicitation notices
  - Prime contracting opportunities
  - Subcontracting opportunities

# Subcontracting



- **Great way to “break in” to the Federal market**
  - Gain experience
  - More opportunities
- **Small Business Subcontracting Plan**
  - Required for large business awards over \$650K (\$1.5M construction)
  - FY 12 SB Subcontracting goal: 66.41%
- **How do I find opportunities?**
  - **FedBizOpps (www.fbo.gov)**
    - Before award: on the solicitation page click on “Interested Vendor List”
    - After award: search award announcements
  - **Small Business Administration SubNet**
    - [www.sba.gov/subnet](http://www.sba.gov/subnet)
  - **NAVFAC SB website**
    - Listing of current contractors (LB, SB, 8(a))
      - <https://smallbusiness.navfac.navy.mil>
      - Click on “Opportunities” link

# NAVFAC SE Resources



Name	Location	Phone	Email Address
Nelson Smith	Jacksonville	904-542-6179	<a href="mailto:nelson.l.smith1@navy.mil">nelson.l.smith1@navy.mil</a>
Jennifer Reeder	Jacksonville	904-542-6183	<a href="mailto:jennifer.reeder@navy.mil">jennifer.reeder@navy.mil</a>
<b>Field Activities</b>			
	ROICC Beaufort	843-228-8574	
	FEAD Charleston	843-764-4148	
	PWD Corpus Christi	361-961-2933	
	PWD Fort Worth	817-782-7086	
	PWD Gulfport	228-871-4291	
	PWD Jacksonville	904-542-5572	
	ROICC Keesler	228-377-8577 ext 129	
	PWD Key West	305-293-3863	
	PWD Kings Bay	912-573-4610	
	PWD Mayport	904-270-7141	
	PWD Meridian	601-679-2179	
	PWD New Orleans	504-678-9082	
	PWD Pensacola	850-452-3131 ext 3097	
	PWD Whiting Field	850-623-7268 ext 3028	

# NAVFAC Small Business Program Office Website

<https://smallbusiness.navfac.navy.mil>



- **NAVFAC Prime Contracts with Large Businesses**
- **NAVFAC Small Business Contractors**
- **NAVFAC Contracts with 8(a) Firms**
- **NAVSUP Furniture, Fixtures & Equipment Contractors**
- **Environmental Contracts**
- **Anti-Terrorism Force Protection Contracts**
- **Navy Marine Corps Intranet Service Provider**
- **MILCON Solicitation and Award Forecast**
- **NAVFAC Small Business Programs: A complete description of each program.**
- **NAVFAC Small Business Contacts: NAVFAC Small Business Specialist contact information by region.**
- **Contracting Guidelines: All you need to know about entering Federal Contracting!**
  - ⇒ **Contracting with DOD**
  - ⇒ **Contracting with NAVFAC**
  - ⇒ **Contracting with the Navy**
  - ⇒ **Important Links**
- **Events Calendar: Includes event briefings posted when available.**

# Small Business Question and Answer Session

