



# ***Welcome to the 2015 NAVFAC Atlantic Industry Forum***



**Rear Admiral Lou Cariello  
Commander, NAVFAC Atlantic**

# *NAVFAC Atlantic Industry Forum Agenda*



- Webinar Ground Rules
- Opening Remarks, RDML Lou Cariello
- Safety
- NAVFAC Atlantic Workload Summary
- Capital Improvements
- Acquisition
- Small Business
- Environmental
- Asset Management
- Public Works
- Q&A Session

# Welcome!



Thanks for being here!

Why are we here: Information for leaders in the construction, real estate development, architecture/engineering, environmental and service industries.

Workload Updates

Feedback from our Industry Partners



*Aegis Ashore  
Conceptual View*

VLS



# Naval Facilities Engineering Command



## NAVFAC... Who we are...

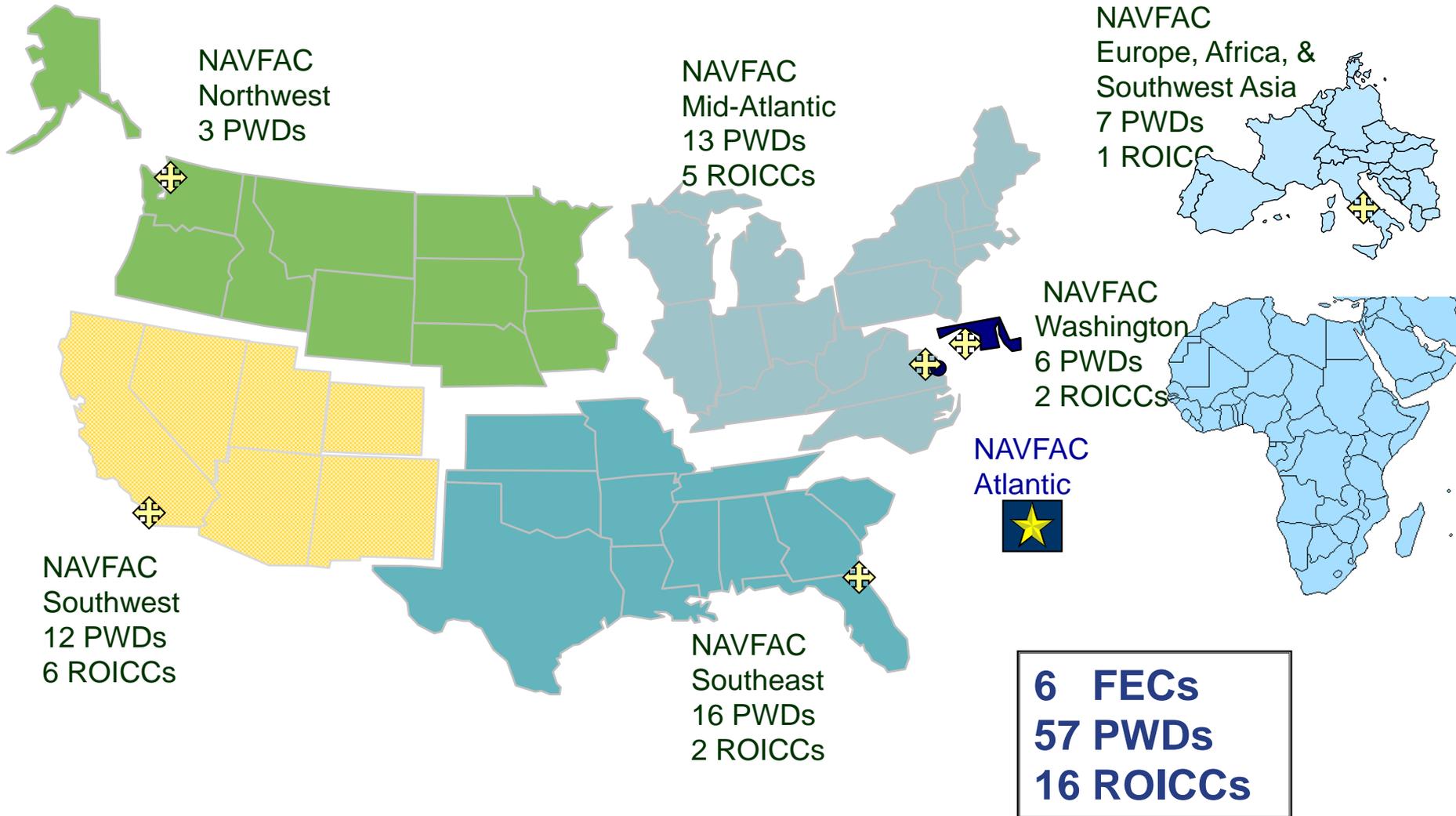
- **Global Engineering/Acquisition Command**
- **1,100 Active/Reserve CEC Officers and Seabees; 19,000 Civilians & 600 Contractors**
- **\$11.7 billion/year Products & Services**
- **DON's Facilities Engineering SYSCOM**
- **DON's Naval Expeditionary Combat Enterprise SYSCOM**
- **DoD Construction Agent**

## NAVFAC Atlantic

- **FY16 Projection: ~\$7B**
- **6 Facilities Engineering Commands**



# NAVFAC Atlantic



# My Focus Areas



## CNO tenants:

**Warfighting First, Operate Forward, Be Ready**

## NAVFAC FOCUS AREAS

- Long term infrastructure
- Business Processes
- Energy
- Culture

## Our actions improve:

- Cost
- Schedule
- Productivity

**Innovative, resilient, and sustainable future shore structure in support of the Fleet, Fighter, and Family**

# Summary



- Thank you for your Support/Interest.
- Great Opportunity for Information and Workload Updates.
- Interesting Topics: Take advantage of Q & A.
- Looking for your feedback to help us improve our partnership.
- We are partners: Lets continue to build on our success.



# How to reach us



## NAVFAC Atlantic

Acquisition	(757) 322-4060
Small Business Officer	(757) 322-4430
Operations Officer	(757) 322-8300
Asset Management	(757) 322-4846
Capital Improvements	(757) 322-8321
Environmental	(757) 322-4802
Public Works	(757) 322-4619

## Useful Websites

NAVFAC Portal	<a href="http://www.navfac.navy.mil">www.navfac.navy.mil</a>
Navy Electronic Commerce Online	<a href="https://www.neco.navy.mil">https://www.neco.navy.mil</a>
System for Award Management	<a href="https://www.sam.gov">https://www.sam.gov</a>
Federal Business Opportunities	<a href="https://www.fbo.gov">https://www.fbo.gov</a>

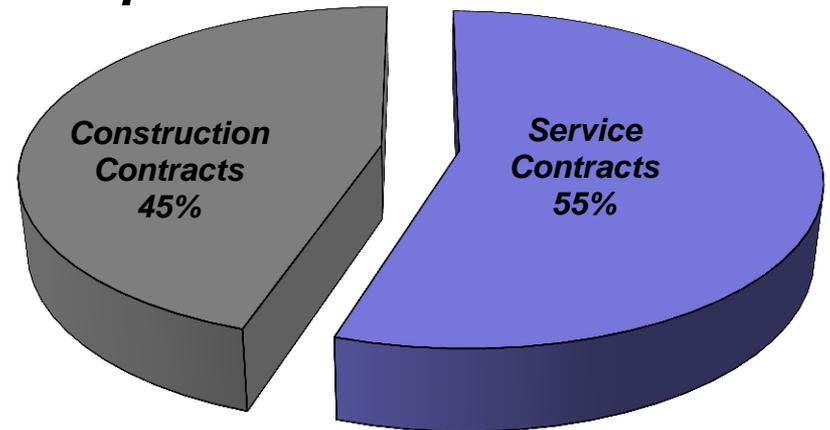
## NAVFAC perspectives:

- Culture
- Predictive identifiers
- Accountability for subcontractors

## Strength of our collaboration:

- Contractor forums at all FECs
- Partnerships w/ industry committees
- Listening to you

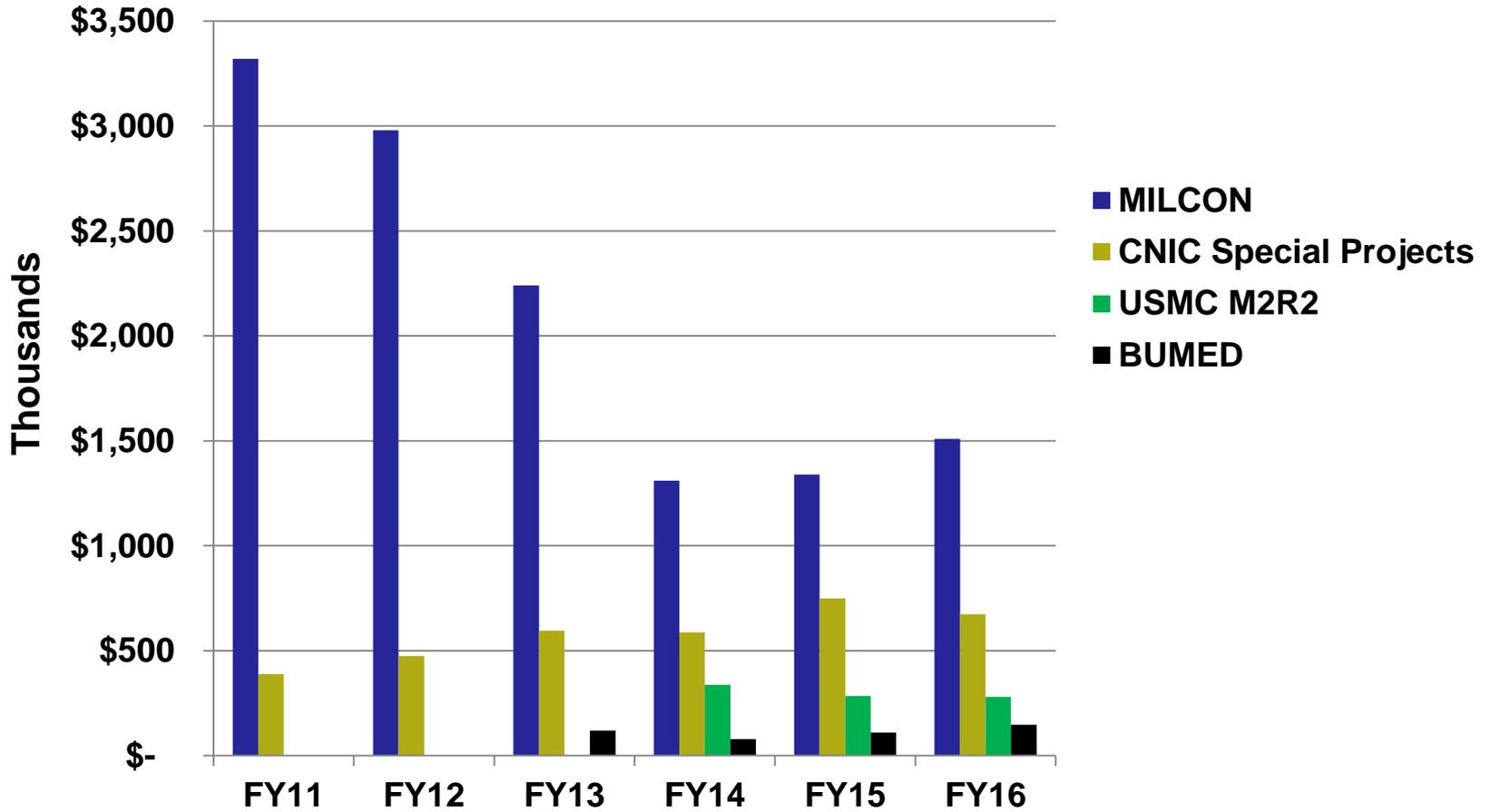
## Mishaps



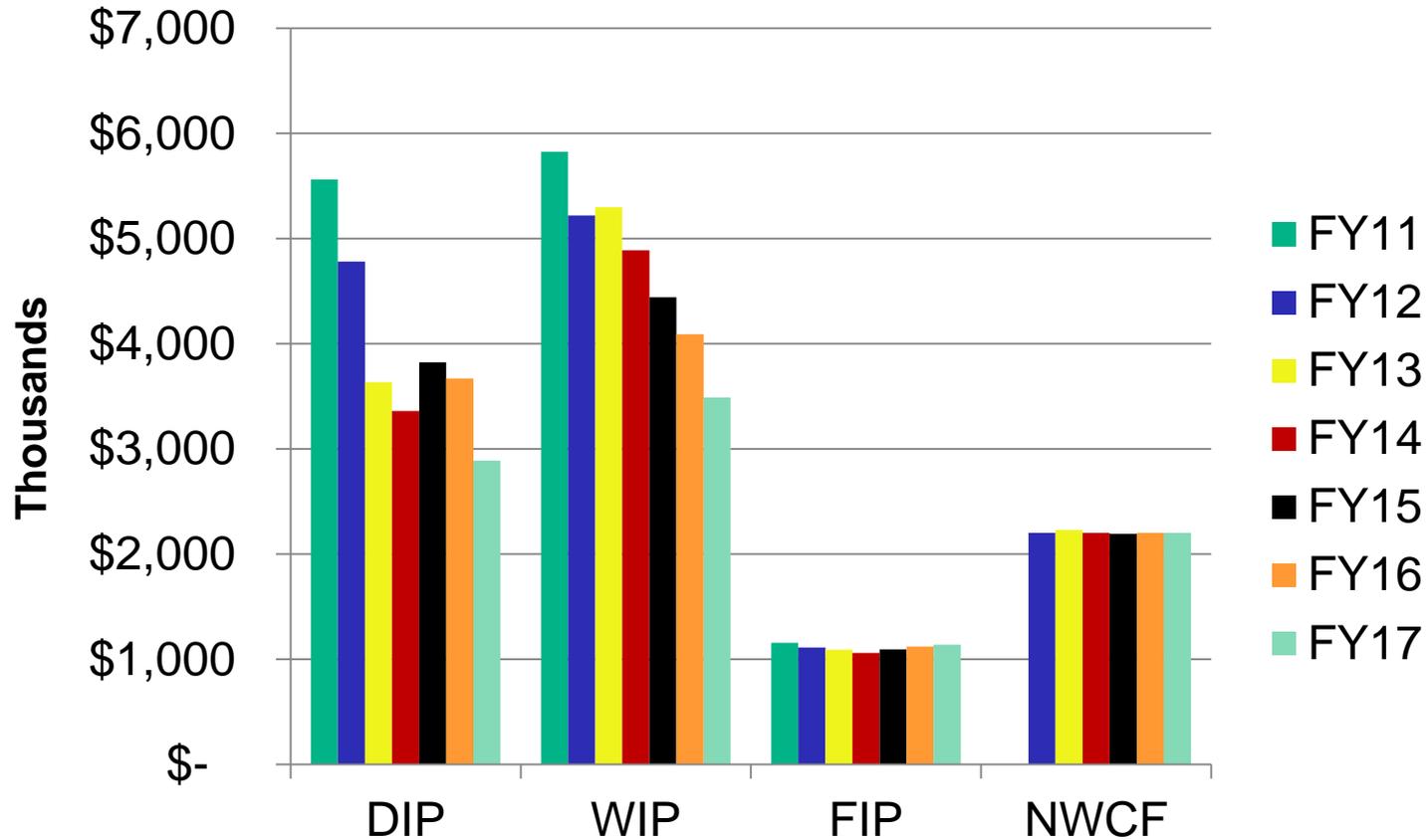
## What's new:

- 2015 USACE EM 385-1-1
- Selection factor improvement
- Near Miss Reporting

# Select NAVFAC Atlantic Workload by FY



# Select NAVFAC Atlantic Workload by Type



DIP = Design In-Place  
WIP = Work In-Place  
FIP = Facilities Work In-Place  
NWCF = Navy Working Capital Fund

# Links to 2015 FEC Workload Projections



## **EURAFSWA**

[http://www.navfac.navy.mil/navfac\\_worldwide/atlantic/fecs/europe\\_africa\\_southwest\\_asia/about\\_us/operations.html](http://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/europe_africa_southwest_asia/about_us/operations.html)

## **WASH**

<http://www.navfac.navy.mil/content/dam/navfac/NAVFAC%20Atlantic/NAVFAC%20Washington/PDFs/deptdocs/opsdocs/NFW%20Workload%20Projection%2010%20MAR%202015.pdf>

## **ML**

<http://www.navfac.navy.mil/content/dam/navfac/PDFs/factsheets/Mid-Atlantic%20FY15%20Workload%20Projections%20Brief.pdf>

## **SE**

[http://www.navfac.navy.mil/navfac\\_worldwide/atlantic/fecs/southeast/about\\_us/workload\\_projections.html](http://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/southeast/about_us/workload_projections.html)

## **SW**

[http://www.navfac.navy.mil/navfac\\_worldwide/atlantic/fecs/southwest/about\\_us/our\\_services.html](http://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/southwest/about_us/our_services.html)

## **NW**

[http://www.navfac.navy.mil/content/dam/navfac/NAVFAC%20Atlantic/NAVFAC%20Northwest/PDFs/About%20Us/Doing\\_Business\\_With\\_Us/NW\\_Program%20Overview\\_2014\\_December\\_PAO.pdf](http://www.navfac.navy.mil/content/dam/navfac/NAVFAC%20Atlantic/NAVFAC%20Northwest/PDFs/About%20Us/Doing_Business_With_Us/NW_Program%20Overview_2014_December_PAO.pdf)



# ***Naval Facilities Engineering Command Atlantic***

## ***Acquisition Brief***

**Ms. Patty Kellihan  
ACQ NAVFAC Atlantic  
17 June 2015**

# Acquisition Strategies



Our Goal: To Provide a Comprehensive Corporate Acquisition Toolbox To Meet NAVFAC Atlantic Requirements and Emphasize Maximizing Competition and Fairness in the Process.

Requirements Based on:

- Historical data
- Projected Workload
- Gap Analysis
- Emerging Innovative Methodologies and Practices in the Industry
- NDAA, Regulations.

Considerations for Acquisition Tool:

- Program Requirements
- Existing contract vehicles
- New contract vehicles required
- Contract Capacity
- Small Business Programs
- Market Research

# Acquisition Process



Acquisition Process (A Variety of Approaches):

- Stand Alone Best Value Source Selection
- Stand Alone Lowest Price Technically Acceptable
- MAC Best Value Source Selection
- MAC Lowest Price Technically Acceptable
- MAC Task Orders
- A/E: Brooks Act, Stand Alone (IDIQ)

Balanced Approach is Key

- Stand Alone and Multiple Award Task Orders
- Best Value and Low Price Technically Acceptable

# ***DOD Source Selection Procedures***



DOD guidance on Source Selection procedures changed in 2011:

Impact to NAVFAC Source Selections:

Standard Evaluation Factors in our Business Lines

Technical Factors with Adjectival Ratings: Technical Approach, Experience, Safety, Technical Solution, and Small Business

Past Performance is now a non-price/cost factor and receives a confidence assessment rating based on:

- **Evaluation of recent efforts and relevancy to anticipated contract**
- **Determination of how well the contractor performed on those recent relevant contracts**

Read the solicitation carefully before responding and submit complete proposals. Understand the contract terms, not just the technical requirements.

# Acquisition Execution Logistics



Contracts for the FECs are structured to allow availability throughout the Atlantic AOR, but predominately one region.

NAVFAC Atlantic performs centralized execution for certain types of work and FECs:

- execute BOS contracts for NAVFAC Northwest, EURAFSWA, Washington and Mid-Atlantic

- provide significant reach back support to NAVFAC EURAFSWA for MCON.

- execute energy requirements (Power Purchase Agreement type actions) in support of the REPO Energy Program.

# Current Trends



## Increased Oversight

### Contracting Officer's Representatives (CORs)

- **New requirement for CORs on all contracts and most task orders**
- **Increased scrutiny and visibility of CORs at the DOD level**
- **Increased training and improved processes**
- **Improved contract management and oversight**

## Contractor Performance Assessment System

**-NAVFAC's emphasis on contractor performance and evaluations**

## Contracts Court and Attention on Managing "Tripwires"

Bridge contracts

Source selection premiums

Labor rates (fully burdened in excess of \$111 per hour  
(\$230K/2088 hours)

One Bid/Proposal



# ***Naval Facilities Engineering Command Atlantic***

## ***Small Business Brief***

**Joseph J. McGrenra, CFCM  
Deputy Director for Small Business  
NAVFAC Atlantic  
17 June 2015**

# NAVFAC Achievements



## FY 2014 ACHIEVEMENTS

<u>Category</u>	<u>Target</u>	<u>NAVFAC</u>	<u>LANT AOR</u>
SB	46%	50.60%	54.50%
HUBZone	9%	10.57%	10.79%
SDVOSB	4%	7.41%	8.24%
SDB	24%	34.06%	37.51%
WOSB	7%	9.68%	10.16%
LANT AOR	Action Count	27,278	\$3.0B
NAVFAC	Action Count	32,315	\$3.6B

## FY 2015 ACHIEVEMENTS TO DATE

<u>Category</u>	<u>Target</u>	<u>NAVFAC</u>	<u>LANT AOR</u>
SB	46%	50.15%	56.58%
HUBZone	9%	8.98%	9.30%
SDVOSB	4%	6.00%	7.33%
SDB	24%	31.09%	34.57%
WOSB	7%	9.93%	11.71%
LANT AOR	Action Count	12,916	\$2.1B
NAVFAC	Action Count	15,383	\$2.8B

# ***Small Business Utilization*** ***(Source Selection Factor)***



Used in unrestricted Best Value procurements; applicable to all offerors regardless of size; AND, shall be weighted at least equal to the highest ranking technical factor

Comprised of two Subfactors:

Past Performance in Utilization of Small Business Concerns; and  
Small Business Participation (for the specific contract/project)

Past Performance Documentation:

Large Businesses - Final Individual Subcontract Reports ISRs - If subcontracting goals were not met explain why.

- Newly established Large Businesses or Large Businesses with no ISRs report history are to submit subcontracting history organized by subcategory using the format in the RFP.

Small Businesses – Previous use of small business subcontractors using the format included in the RFP.

# Small Business Utilization

## (Source Selection Factor)



Small Business Utilization for this contract/project:

Large business firms are required to submit a draft subcontracting plan utilizing the template provided in the RFP.

- If proposed goals do not meet the minimum NAVFAC Small Business Subcontracting Targets, provide a detailed explanation describing the actions taken to arrive at that determination, along with the rationale for the goals that actually were proposed.

Small business firms are required to submit a subcontracting breakdown in the format provided in the RFP.

All firms are required to identify in terms of dollar value and percentage, the extent of work you will perform as the prime contractor. If submitting an offer as a Joint Venture, identify the percentage of work each member will be responsible for and indicate the size status of each member.

# Preparing Responsive Proposals



Follow the requirements of the evaluation criteria; address all aspects of each factor; provide explanations, as necessary; use the attachments provided; AND, limit marketing “fluff”

All offerors (large or small) must address all elements of the factor  
ISR reports must be the most recent, or in the case of completed contracts, the final report (if not, will not be considered)

“New” large businesses must submit past performance information

Do not include “N/A” in response to any portion of the evaluation factor without an explanation

Do organize the response based on the order of the evaluation factors

# ***Updates to Policy/Regulations Affecting NAVFAC Small Business Government Contracting***



## **Changes to Limitations on Subcontracting (LOS)**

- Signed into law as part of the 2013 National Defense Authorization Act (NDAA) – Published in the Federal Register Vol 79, No 248; issued December 29, 2014 – Not in the FAR yet
- Background: The Government's policy of promoting contracting opportunities for small business is undermined when firms pass on work in excess of applicable limitations to firms that are other than small
- New LOS languages shifts from the concept of a required percentage of work to be performed by a prime contractor to the concept of limiting a percentage of the award amount to be spent on subcontractors

# ***Updates to Policy/Regulations Affecting NAVFAC Small Business Government Contracting***



## **Changes to Limitations on Subcontracting (LOS) cont'd**

- Significant changes in how LOS is calculated – Proposed language excludes the percentage of the award that the contractor spends on similarly situated entity subcontractors. A similarly situated entity is a participant of the same program that qualified the prime contractor as an eligible offeror and awardee of the contract. For example, if the contract was SDVOSB set-aside, only other SDVOSBs are considered similarly situated. Any work done by a similarly situated entity does not constitute subcontracting for the purposes of determining compliance with LOS.
- Key disadvantage for service contractors – SB service contractors will no longer be able to exclude the costs of materials, supplies, and other non-labor costs from their subcontracting limit (the 50% will now be based on the percentage of the award).

# ***Updates to Policy/Regulations Affecting NAVFAC Small Business Government Contracting***



## **Changes to Limitations on Subcontracting cont'd**

- A SB must enter into a written agreement with every similarly situated entity
- For all set-asides, SB offerors will submit a certification that it will meet the applicable LOS
- SBs that intend to use similarly situated entities in order to comply with LOS, must identify the offeror and percentage of the prime contract award that is spent on each similarly situated entity
- Penalties for violations of LOS include suspension, debarment, administrative remedies, fines and imprisonment
- SB set-asides between \$3,000 and \$150,000 would be exempt from LOS – but LOS would still apply to 8(a), HUBZone, SDVOSB, and WOSB/EDWOSB set-asides regardless of the value

# ***Updates to Policy/Regulations Affecting NAVFAC Small Business Government Contracting***



## **Other policy changes initiated from 2013 NDAA (awaiting inclusion in FAR)**

- A prime contractor that identifies a small business by name in a proposal, offer, bid or subcontracting plan must notify those subcontractors in writing **PRIOR** to identifying the concern in the proposal, offer, bid, or subcontracting plan.
- If a contractor receives a Marginal or Unsatisfactory on a subcontracting compliance review and fails to provide a written corrective action plan or make a good faith effort to comply, will be considered to be in breach of their contract and this information may be considered in a past performance evaluation.

# ***Proposed Regulations Affecting NAVFAC Small Business Government Contracting***



- **Other policy changes initiated from 2013 NDAA (awaiting inclusion in FAR) cont'd**
  - Proposed revision to the ostensible subcontractor rule - In the new proposed language a small business would be exempt from the ostensible subcontractor affiliation with another small business for a SBSA, an 8(a) participant would be exempt with another 8(a) participant on an 8(a) aside, etc. It is important to recognize that the definition of similarly situated entity depends on the type of set-aside. For example, if the contract is set-aside for 8(a) competition, an 8(a) firm would only be exempt from affiliation with other 8(a) participants; there would be no exemption from affiliation with non-8(a) small businesses.

# ***Proposed Regulations Affecting NAVFAC Small Business Government Contracting***



- **Other policy changes initiated from 2013 NDAA (awaiting inclusion in FAR) cont'd**
  - SBA's regulations regarding affiliation between companies controlled by close family members are clarified. For the purpose of establishing affiliation, "Firms owned or controlled by married couples, parties to a civil union, parents and children and siblings are presumed to be affiliated with each other if they conduct business with each other, such as subcontract or joint ventures or share or provide loans, resources, equipment, location or employees with one another".

# ***Proposed Regulations Affecting NAVFAC Small Business Government Contracting***



- **Other policy changes initiated from 2013 NDAA (awaiting inclusion in FAR) cont'd**
  - Establishes a government-wide Mentor- Protégé program – instead of creating separate programs for SDVOSB, HUBZone and WOSB firms, SBA proposed one universal program
  - SBA proposes to establish a single, “universal” program open to all small businesses, not just those with certain socio-economic designations
  - The new program would allow SBA approved mentor-protégé joint ventures to qualify as “small” for any prime contract or subcontract (currently a benefit only available to 8(a)s)

# ***Proposed Regulations Affecting NAVFAC Small Business Government Contracting***



- **Specifics on the universal mentor-protégé program:**
  - Any not-for-profit business concern that demonstrates a commitment and the ability to assist SB concerns may be approved to act as a mentor
  - A firm would not be eligible to serve as a protégé unless it qualifies as a SB under the primary NAICS
  - A protégé will normally have no more than one mentor at a time; however the protégé may have “two mentors where the relationship will not compete or otherwise conflict...”

# ***Proposed Regulations Affecting NAVFAC Small Business Government Contracting***



- **Specifics on the universal mentor-protégé program cont:**
  - “One or the Other Rule” – a company cannot serve as both a mentor and protégé at the same time
  - The mentor and protégé must execute a written agreement identifying the benefits intended to be derived by the protégé
  - The proposed rule requires SBA approve the agreement and the SBA will review the mentor-protégé agreement annually
  - Single mentor-protégé agreement will be limited to 3 years

# Proposed Regulations Affecting NAVFAC Small Business Government Contracting



- **Other SBA Proposed Rules:**

- On May 1, 2015, the U.S. Small Business Administration (“SBA”) issued a proposed rule to amend its regulations to authorize Contracting Officers to award sole source contracts to WOSBs and EDWOSBs of up to \$6.5 million for manufacturing, and up to \$4 million for other industries. (Implements 2015 NDAA)
- 2015 NDAA eliminated WOSB self-certification - but SBA suggests that WOSB self-certification may continue until they adopt a regulatory framework for a formal certification program.
- SBA will conduct a study to determine the industries in which WOSBs are underrepresented – due on January 2, 2016.

# ***Proposed Regulations Affecting NAVFAC Small Business Government Contracting***



- **Other Changes:**

- The way that SB goals are assigned and tracked may be modified to include OCONUS requirements in the pool of SB eligible dollars in the near future. The impact of this decision would mean that NAVFAC LANT targets assigned by Navy would need to be lowered. All current OCONUS dollars are not included in the pool of SB eligible dollars for SB reporting purposes.
- NAICs codes are under review for a potential increase in the employee based size standards. NAICS 562910 Environmental Remediation Services is included in the review . The current size standard is 500 - a new standard of 1250 employees is being considered. Results of this review are due very soon.

# Subcontracting



## Subcontracting Plans Helpful Hints:

- DO Take credit in all categories, where allowed (for example, a SDVOSB should be included as a SB, VOSB, and SDVOSB)
- DO Think about your plan-since SDVOSB also counts as a VOSB, the VOSB goal should always be equal to or higher than your SDVOSB goal
- DO List supplies and services you intend to subcontract – the work should be meaningful
- DO Be realistic-if you can't identify a single firm in a particular category, the likelihood that you can meet the goal is low
- DO Provide a explanation for all proposed goals lower than the NAVFAC targets provided in the notice or RFP - be specific and thorough as to why the NAVFAC target is not realistic
- DO check percentages and amounts to make sure they are calculated correctly

# Subcontracting



## • Hints for Accurate Reporting (in eSRS):

- Make sure goals match your approved plan! For a contract with options, the current goal should represent the aggregate goal since the inception of the contract. For example, if you submit the report during Option 2 of a multiple year contract, the current goal would be the cumulative goal for the base period plus the goal for Option 1 and the goal for Option 2.
- If you fail to meet goals, provide adequate and complete explanations. Provide a plan to ensure future achievement.
- If there are significant variances from one reporting period to the next, provide an explanation (i.e. a task order was cancelled).
- Only include first-tier subcontractors
- Reports are required when due, regardless of whether there has been any subcontracting activity since the inception of the contract or since the previous report.

# NAVFAC Small Business Webpage



SB Programs

SB Contacts

SB Achievements

Opportunities

- MILCON Forecast List
- NAVFAC Contracts with Large Businesses
- Long Range Acquisition Forecast

SB Directories

- SDVOSB & WOSB Directory for Contracting Officer/Prime Contractor Market Research process

Contract Guidelines

Events Calendar



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

**Check it Out !**

**Good Information for YOU**

# Announcements



Please continue to monitor FedBizOpps and NECO for actual announcement as these projections are subject to change.

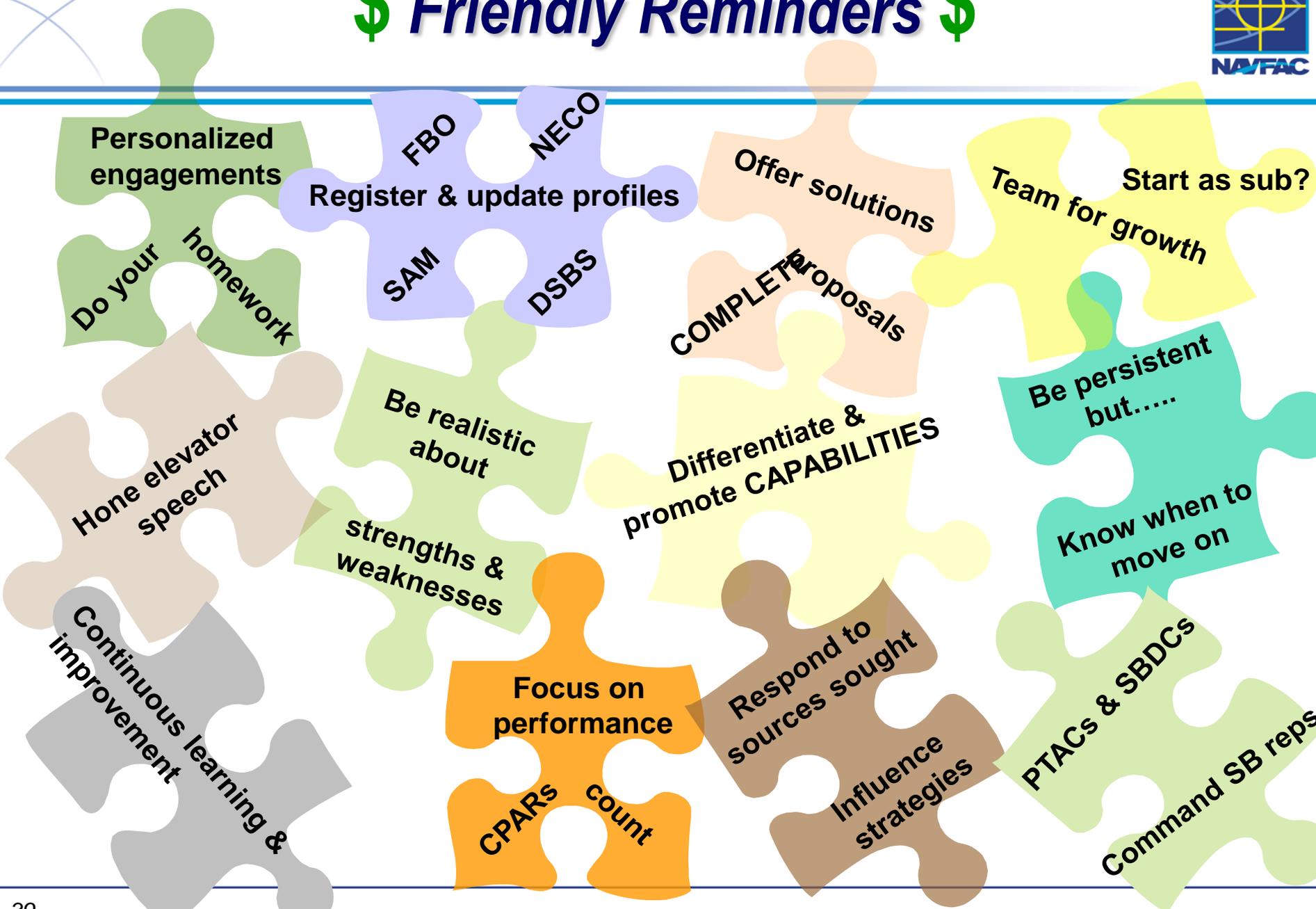


[www.FBO.gov](http://www.FBO.gov)



[www.NECO.NAVY.mil](http://www.NECO.NAVY.mil)

# \$ Friendly Reminders \$



# ***Additional Information/Questions***



POC: Joe McGrenra

Email: [joseph.mcgrenra@navy.mil](mailto:joseph.mcgrenra@navy.mil)

Telephone: 757-322-4430



# ***Naval Facilities Engineering Command Atlantic Capital Improvements***

**Mr. Edward J Gallaher  
LANT Chief Engineer & CI BLM  
17 June 2015**

# Products and Services



- **Design**

- DesignBuild (DB) RFP's & DesignBidBuild (DBB) Plans and Specifications
  - In-House
  - AE contract management

- **Construction**

- Construction contract management
- Quality Assurance (QA)

- **Criteria/Technical Expertise**

- **Workload Forecast**

- MILCON Forecast

[https://portal.navfac.navy.mil/portal/page/portal/navfac/navfac\\_forbusiness\\_pp/smallbusiness/contract\\_listings/tab](https://portal.navfac.navy.mil/portal/page/portal/navfac/navfac_forbusiness_pp/smallbusiness/contract_listings/tab)

# CI Initiatives



- **Building Information Management and Modeling (BIM)**
  - Using BIM technology to deliver facility data, 2D drawings, and 3D parametric models
  - Obtaining standardized facility data through the eOMSI FACILITY DATA WORKBOOK deliverable for NAVY projects
  - Modeling for Design-Build (DB) projects that meet the criteria is required
  - Modeling for Design-Bid-Build (DBB) projects is optional for design effort, and is not required for DBB construction
- **Energy Criteria**
  - EO 13693, Federal Sustainability in the Next Decade
    - Revises Federal Guiding Principles
  - UFC 1-200-02, High Performance and Sustainable Building Req'ts (Pub)
  - UFC's on Renewables in development (Facility and Utility Scale)
  - Several UFGS's published (Solar PV), more under development (Wind, Landfill Gas)

# CI Initiatives



## • Consistent Products

- Provide consistent products and consistent applications across NAVFAC
- DB RFP Templates
- Industry Standards in NAVFAC Criteria
- Standard Technical Evaluation Factors (Construction)
  - Developing Standard Factors for AE

## • Electronic Construction Management System (eCMS)

- Aggressively pursuing eCMS solution to improve cost, schedule, and productivity
- Evaluating software/hosting requirements – DoN IA security req'ts
- Project Threshold - >\$150K Req'd, <\$150K Optional
- Recognize impact to KTRs
  - Online training will be available
- Target deployment in early FY16 (announcement this summer)



# ***Naval Facilities Engineering Command Atlantic***

## ***Environmental Business Line***

**Mrs. Lori Wang P.E.  
LANT Environmental Resources and  
Assessments  
17 June 2015**

# ***Presentation Overview***



1. What is the general outlook for the Environmental Program?
2. What do we anticipate using Contractors for?
3. What new contracts are we planning for FY15 and beyond?
4. How can you make your proposals more competitive?

# General Outlook



Funding steady through FY17

No major program changes

Remaining focused in three major areas...

1. Environmental **COMPLIANCE** contracts support regulatory compliance.
2. Environmental **PLANNING** contracts support installation management and fleet training and operations.
3. Environmental **RESTORATION** projects protect human health, safety and the environment.

# Environmental Compliance



## *Studies and plans for regulatory compliance...*

- Storm water pollution prevention plans
- Sanitary surveys of drinking water systems overseas
- Air permit applications, emissions reports
- EPCRA reports
- Spill Prevention, Facility Response Plans
- Radon surveys

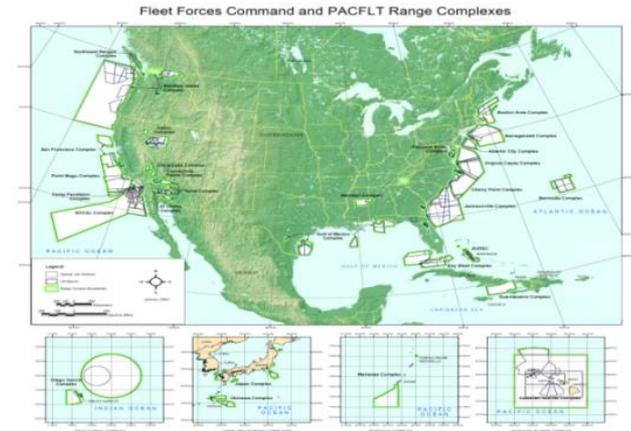


# Environmental Planning



## *Navy NEPA documentation...*

- Types
  - Homebasing and Homeporting
  - MILCON/Facility efforts
  - Range Complex Operations
- Forecasts
  - DOPAA (Description of Proposed Action and Alternatives): in-house
  - More complex documents: in house or contract
  - Document standardization initiative underway



# Environmental Restoration



## *Cleanup of hazardous waste sites and munitions sites...*

- **Environmental Restoration**

CERCLA, RCRA, UST, BRAC  
Study /Design/Construction  
Operations and Maintenance

- **Forecast**

More fixed-price work  
Munitions response ramping up  
Extended duration of cleanup program



# Environmental Conservation



## *Studies for natural and cultural resources...*

### Natural Resources

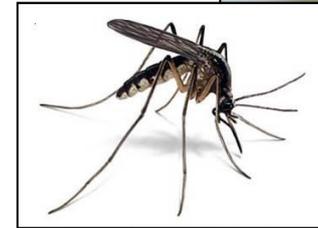
- Integrated Natural Resource Management plans
- Bird Aircraft Strike Hazard support

### Marine Resources

- Marine mammal monitoring

### Cultural Resources

- Integrated Cultural Resources Management plans
- Historic structure evaluations
- Archaeological surveys



# ***Environmental Acquisition Strategy***



- **Centralize Larger Contracts at NAVFAC LANT/PAC**
  - RACs, CLEANs
  - Multimedia
  - Marine mammal monitoring
  - NEPA (Homebasing/Homeporting)
- **Contracts at Facility Engineering Commands**
  - Individual compliance media
  - Smaller restoration – Multiple Award Contracts (MACs)
  - Small business (8A)
- **Mixed contracting tools**
  - Fixed Price Contracts (>60%)
  - Multiple Award Contracts (>25%)
  - Small Business Awards (>43% )

# LANT Anticipated EV Solicitations: FY 15-17



FEC	A/E? (YES/NO)	CONTRACT TITLE	CP, FP, or BOTH	SB or UB	SINGLE or MAC	CONTRACT DURATION (Yrs)	TOTAL CAPACITY (\$M)	FEDBIZ DATE	AWARD DATE
LANT	NO	Multiple Award RAC	CP	SB	MAC	5	240	FY15Q4	FY16 Q3
LANT	NO	RAC	CP	UB	Single	5	100	FY15Q2	FY16 Q2
LANT	YES	Munitions Response Investigations	BOTH	UB	MAC	5	150	FY16Q1	FY17 Q1
LANT	YES	CLEAN (Mid-Atlantic /west coast AOR)	CP	UB	Single	5	240	FY15Q1	FY16 Q1
LANT	NO	Vieques Munitions Response	CP	SB	Single	5	100	FY15Q3	FY16 Q3
LANT	YES	CLEAN (NE - SE AOR)	CP	UB	Single	5	200	FY15 Q4	FY17 Q1
LANT	YES	Multi media Compliance	FP	UB	Single	5	50	FY15Q3	FY16 Q2
LANT	YES	NEPA Homeporting	FP	UB	Single	5	50	FY14 Q4	FY16 Q1
LANT	YES	Cultural Resources	FP	SB	MAC	5	10	FY15Q4	FY16 Q3
							1140		

# ML Anticipated Solicitations: FY 15-17



							1140		
FEC	A/E? (YES/NO)	CONTRACT TITLE	CP, FP, or BOTH	SB or UB	SINGLE or MAC	CONTRACT DURATION (Yrs)	TOTAL CAPACITY (\$M)	FEDBIZ DATE	AWARD DATE
ML	NO	Environmental Services (MARFORRES/NOSC)	FP	SB	MAC	5	16	FY14 Q4	FY15 Q3
ML	YES	Restoration (Range clearance, UXO) NC IPT	FP	SB	Single	5	4	N/A	FY15 Q3
ML	YES	Restoration (RAO-LTM-Services) NC IPT	FP	SB	Single	5	4	N/A	FY15 Q4
ML	YES	Restoration Remediation services NC IPT	FP	SB	Single	5	4	N/A	FY16 Q2
ML	YES	Restoration (Range clearance, UXO) NC IPT	FP	SB	Single	5	4	N/A	FY16 Q3
ML	YES	Restoration (RAO-LTM-Services) NC IPT	FP	SB	Single	5	4	N/A	FY16 Q4
ML	YES	Restoration Remediation services NC IPT	FP	SB	Single	5	4	N/A	FY17 Q2
ML	YES	Restoration (Range clearance, UXO) NC IPT	FP	SB	Single	5	4	N/A	FY17 Q3
ML	YES	Restoration (RAO-LTM-Services) NC IPT 1	FP	SB	Single	5	4	N/A	FY17 Q4
ML	YES	Environmental Analytical	FP	SB	Single	5	4	N/A	FY16 Q3
ML	NO	Natural Resources - Wetland Management	FP	UB	Single	5	5	N/A	FY16 Q1
ML	YES	Compliance (AST/UST)	FP	SB	MAC	5	16	FY16Q3	FY17 Q2
ML	YES	Third Party Monitoring (asbestos/Pb/radon)	FP	SB	Single	5	4	N/A	FY16 Q3
ML	YES	ER program support NE IPT	FP	SB	Single	5	4	N/A	FY15 Q3
ML	YES	ER program support NE IPT	FP	SB	Single	5	4	N/A	FY16 Q3
ML	YES	ER program support NE IPT	FP	SB	Single	5	4	N/A	FY17 Q3
ML	YES	Remediation Services and Corrective Action HR	FP	SB	Single	5	4	N/A	FY15 Q3
ML	YES	Remediation Services and Corrective Action HR	FP	SB	Single	5	4	N/A	FY16 Q3
ML	YES	Remediation Services and Corrective Action HR	FP	SB	Single	5	4	N/A	FY17 Q3
ML	YES	MC/HR RAOMAC	FP	SB	MAC	5	80		FY16 Q1
ML	YES	NE RAOMAC	FP	SB	MAC	5	30	FY15Q3	FY16 Q1
ML	YES	Cultural Resources - Archeology	FP	SB	Single	5	4	FY15Q4	FY16 Q3
ML	YES	Cultural Resources - Built Environment	FP	SB	Single	5	4	FY15Q4	FY16 Q3
							219		



# SE Anticipated Solicitations: FY 15-17

							219		
FEC	A/E? (YES/NO)	CONTRACT TITLE	CP, FP, or BOTH	SB or UB	SINGLE or MAC	CONTRACT DURATION (Yrs)	TOTAL CAPACITY (\$M)	FEDBIZ DATE	AWARD DATE
SE	NO	ETS Restoration FL & TX	FP	SB	Single	5	4	N/A	FY15 Q3
SE	NO	ETS Restoration FL & TX	FP	SB	Single	5	4	N/A	FY15 Q4
SE	NO	ETS Natural Resources	FP	SB	Single	5	4	N/A	FY15 Q4
SE	NO	ETS ORC Waste Mgmt & Small Arms Range Support	FP	SB	Single	5	4	N/A	FY15 Q4
SE	NO	ETS Restoration MS, AL, LA, TN	FP	SB	Single	5	4	N/A	FY15 Q4
SE	NO	ETS Restoration FL	FP	SB	Single	5	4	N/A	FY16 Q2
SE	NO	ETS Natural Resources	FP	SB	Single	5	4	N/A	FY16 Q2
SE	NO	ETS Petroleum Region 6	FP	SB	Single	5	4	N/A	FY16 Q2
SE	YES	A/E Asbestos	FP	SB	Single	5	5	FY15Q1	FY16 Q2
SE	YES	A/E Air	FP	SB	Single	5	5	FY16Q1	FY16 Q3
SE	NO	ETS Restoration MS, AL, LA, TN	FP	SB	Single	5	4	N/A	FY16 Q3
SE	NO	ETS Cultural Resources	FP	SB	Single	5	4	N/A	FY16 Q3
SE	NO	ETS Herbicide	FP	SB	Single	5	4	N/A	FY16 Q3
SE	NO	ETS Petroleum Region 4	FP	SB	Single	5	4	N/A	FY17 Q1
SE	NO	ETS Restoration TX	FP	SB	Single	5	4	N/A	FY17 Q2
SE	NO	EMAC Region 4 (FL only)	CP	SB	MAC	5	25	N/A	FY17 Q2
SE	NO	ETS Restoration FL	FP	SB	Single	5	4	N/A	FY17 Q3
							91		

# SW Anticipated Solicitations: FY 15-17



								91		
FEC	A/E? (YES/NO)	CONTRACT TITLE	CP, FP, or BOTH	SB or UB	SINGLE or MAC	CONTRACT DURATION (Yrs)	TOTAL CAPACITY (\$M)	FEDBIZ DATE	AWARD DATE	
SW	NO	Operational Range Sustainment EMAC	FP	SB	MAC	5	95	FY15Q3	FY16 Q1	
SW	NO	RADMAC	FP	UB	MAC	5	240	FY15Q3	FY15 Q4	
SW	NO	SBPB EMAC III (100M, CCD = Aug 14)	FP	SB	MAC	5	95	FY15Q3	FY16 Q3	
SW	NO	8(A) EMAC - Restoration	FP	SB	MAC	5	50	FY16Q3	FY17 Q1	
SW	NO	UR EMAC III	FP	UB	MAC	5	200	FY16Q4	FY17 Q3	
SW	NO	SB RAC; ACQR 1793022	CP	SB	Single	5	100	FY14 Q1	FY15 Q3	
SW	YES	SB CERCLA/RCRA	FP	SB	Single	5	75	FY15Q2	FY16 Q1	
SW	YES	NR Habitat Enhancement; ACQR 3157759	FP	SB	MAC	5	40	FY15Q3	FY15 Q4	
SW	YES	NEPA-In Water Coastal	FP	UB	Single	5	30	FY15Q3	FY15 Q4	
SW	YES	AE Water MMEC	FP	SB	Single	5	95	FY16Q1	FY16 Q4	
SW	YES	Marine IDIQ (10M, CCD= Jan 15)	FP	SB	MAC	5	10	FY15Q3	FY15 Q4	
SW	NO	Environmental Services	FP	UB	Single	5	95	FY15 Q4	FY16 Q1	
SW	NO	EV Laboratory Services	FP	UB	Single	5	70	FY15 Q4	FY16 Q1	
							1195			

# WASH Anticipated Solicitations: FY 15-17



1195									
FEC	A/E? (YES/NO)	CONTRACT TITLE	CP, FP, or BOTH	SB or UB	SINGLE or MAC	CONTRACT DURATION (Yrs)	TOTAL CAPACITY (\$M)	FEDBIZ DATE	AWARD DATE
WASH	NO	Environmental Restoration Services Contract	FP	SB	Single	3	4	FY15 Q1	FY16 Q1
WASH	NO	Biological Services 8A -NR	FP	SB	Single	3	4.5	FY15 Q1	FY15 Q4
WASH	NO	Sampling and Analysis Replacement	FP	SB	Single	5	2	FY14 Q4	FY15 Q1
							10.5		

# Improving your proposals...



## General

Read RFP criterion carefully

Address all criterion

Proof read!

Charts - yes, Tables - yes, Pictures - no



## Specialized Experience

Only submitted projects can be considered

Projects must cumulatively cover all primary tasks

Include most relevant projects

If JV, clarify which partner did what work

# Improving your proposals...



## Program Management and Capacity

How are you going to staff projects from multiple offices?

## Past Performance

Know what is in the CPARs system and be prepared to address.



- **Quality Control**

- What is your plan?
- What happens if there is a deficiency?
- What is the relationship between the QC manager and the subcontractors?

# Improving your proposals...



## Small Business

Address two sub-factors

- Past performance in utilization of small business concerns
- Small Business participation for the specific project

### – Avoid common errors

- Large businesses – Submit FINAL Individual Subcontract Reports ISRs/SF294s
- Small businesses – Submit previous use of small business subcontractors using the format included in the RFP
- Address all elements of each sub-factor
- Organize your information



# In Closing



The Navy is committed to meeting environmental requirements.

NAVFAC is moving toward using more small businesses and Multiple Award Contracts (MACs).



**There are plenty of opportunities for you**





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***Naval Facilities Engineering Command  
Atlantic  
Asset Management***

**Mitch Cooperman  
17 June 2015**

# Asset Management



- Shore (regional, and installation specific) infrastructure planning
- Facilities planning and project development
- Geo-spatial Information & Services (GI&S) support
- Encroachment management
- Air & range, installation-compatible use zone planning and noise studies
- Facility asset data management
- Property and facilities management through various real estate avenues
- Business partnerships with private industry for construction of Family Housing and Bachelor Housing needs (PPV)

# Asset Management



Indefinite Delivery, Indefinite Quantity (IDIQ) contracts used for these services:

- Regional, Activity & Master Plans; Land Use Analysis; Anti-Terrorism, Circulation & Space Management Studies; Encroachment Action Plans (EAPs); AICUZ/RAICUZ and noise studies; Naval Aviation Simulation Modeling (NASMOD); Sustainable Design & Sustainable Urbanism Planning
- Project planning documentation for Military Construction, Demo or Special Projects; Economic Analysis; Basic Facility Requirements (BFRs) & Asset Evaluations (AEs)
- Cadastral: Real Estate Summary Maps, Boundary Surveys, Aerial Orthophotography, Topographic Mapping and Encroachment Surveys
- Geospatial Information & Services: preparation of maps, datasets, data models, geo-processing models & associated metadata

# Asset Management



Current and upcoming workload

Global Plans for CNIC (QOL, Runways, NNWOC, Shipyards)

Asset Evaluations for CNIC and other clients

End of year work

Not currently quantified



# Asset Management

## Existing IDIQ Contracts

Contract Type	Firm	Limit / Used	* Expiration	Region
Planning (NASMOD)	ATAC	\$8M / \$2.7M	JUN 2013	Global
Planning (AE/BFR)	Reid Planning	\$15M / \$8.1M	SEP 2017	Global
GIS/IT	Critigen/Clark Nexsen JV	\$35M / \$18M	JUL 2016	Western US
AICUZ/ RAICUZ	Ecology & Environment	\$15M / \$0	APR 2020	Global

\* Or until dollar limit is reached, whichever comes first



# Asset Management

Contract Type	Estimated Advertisement	Limit / Time	Region
<b>Estimated Future Small Business IDIQ Contracts</b>			
Planning (AE/BFR)	MAY/JUN 2015	\$15M / 5 Year	Global
<b>Estimated Future Full and Open Competition IDIQ contracts</b>			
Planning	SEP/OCT 2015	\$30M / 5 Year	West Coast and Global
GIS/IT	Award Jun 2015	\$50M / 5 Year	Western US
<b>Currently in procurement</b>			
Planning	Award JUN 2015	\$30M / 5 Year	East Coast and Global
GIS / IT	Award May 2015	\$30M / 5 Year	Eastern US



# ***Naval Facilities Engineering Command Atlantic***

## ***Public Works Business Line***

**Ms. Jean Dumlao, PE,CEM  
PW NAVFAC Atlantic  
17 June 2015**

# Public Works Overview



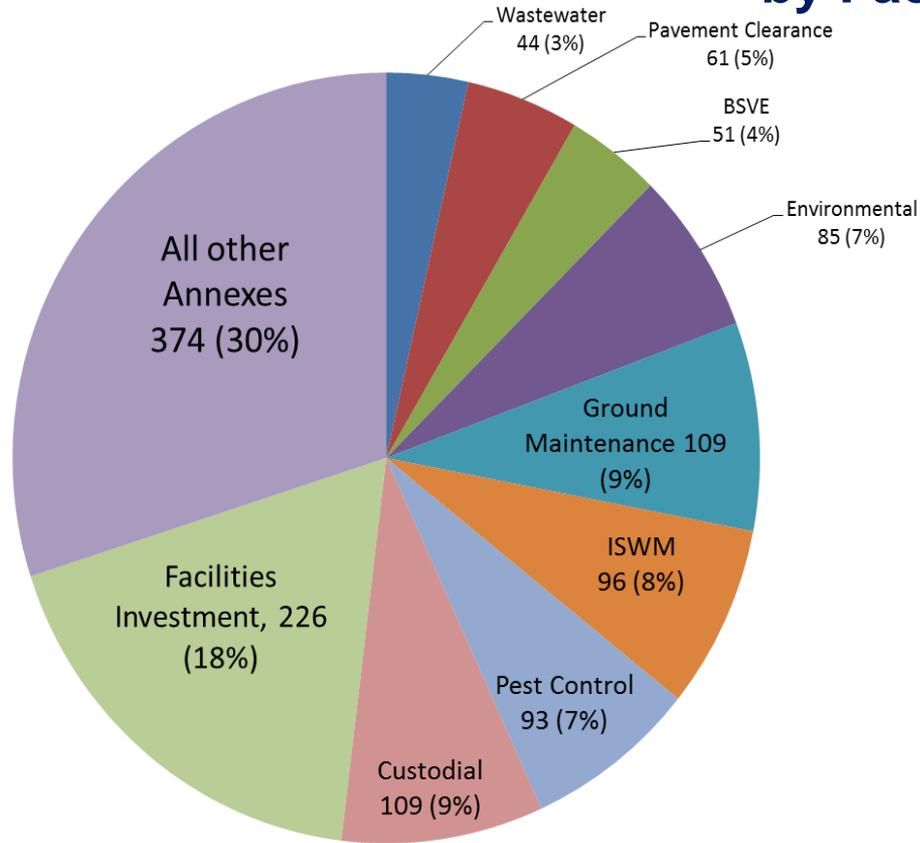
- PWBL – largest BL of NAVFAC providing a diverse spectrum of services in:
  - Facility Support Contract (FSC) Management and Facility Services (FMFS)
  - Facility Management and Sustainment (FM&S)
  - Utility and Energy Management (UEM)
  - Base Support Vehicles and Equipment (BSVE): Transportation and Weight Handling Services
- Over 8,500 Civilians
- Annually delivers over \$5B of products and services

<i>Public Works Business Line</i>	<i>LANT</i>	<i>PAC</i>	<i>Total</i>
<i>FSC Contracts (FIP)</i>	<i>\$1,100 M</i>	<i>\$316 M</i>	<i>\$1.4 B</i>
<i>In-house Service calls/ Emergency Trouble Calls #</i>	<i>210,956/ 30,322</i>	<i>63,092/ 5,888</i>	<i>274,048/ 36,210</i>
<i>Estimated Total Service calls/Emergency Calls</i>	<i>-</i>	<i>-</i>	<i>608,996/ 80,467</i>
<i>Utility System PRV</i>	<i>\$12.0 B</i>	<i>\$6.5B</i>	<i>\$18.5B</i>
<i>Navy Non-Tact Total#/ AFV #</i>	<i>-</i>	<i>-</i>	<i>45K/</i>
<i>Electricity MWH Total / MWH Renewable</i>	<i>6.3 M MWH / 1.46 M MWH</i>	<i>1.4 M MWH/ .001 M MWH</i>	<i>7.7 M MWH/ 1.461 M MWH</i>
<i>Energy MBTU Consumed / MBTU Renewable</i>	<i>35 M MBTU / 5.0 M MBTU</i>	<i>6.0 M MBTU/ .002 M MBTU</i>	<i>41.0 M MBTU/ 5.0 M MBTU</i>
<i>Navy Working Capital Fund Business Volume</i>	<i>\$2.8 B</i>	<i>\$0.8 B</i>	<i>\$3.6 B</i>

# Facility Support Contracts Overview for NAVFAC LANT AOR

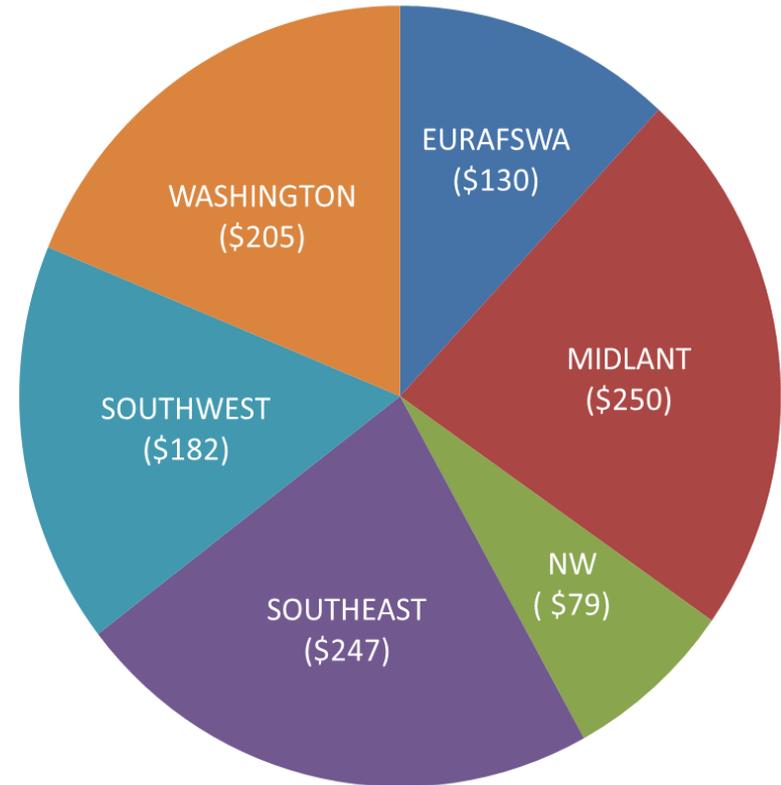


**FY14 Number and % of “most used” Annexes**



**Total # of Contracts = 643**  
**Total # of Annexes = 1,248**

**FY15 “Services” Contract Value by Facilities Engineering Command (\$M)**



**Total: \$1094**

# **NAVFAC Atlantic Facility Support Contracts Program**



Total FSC Program across LANT FECs \$1.1B

- Information on FEC executed FSC will be on FEC websites

- Base Operations Support (BOS)

Contracts: NAVFAC LANT executes FSC Contracts with 3 or more annexes / services..

- the following table shows the planned NAVFAC LANT executed BOS Contracts for FY15 - 16

# NAVFAC Atlantic

## Planned BOS Contract Execution (FY15-16)



Contract Title (Functions Procured)	Budget Range	RFP Release
<b>BOS Bahrain</b> (Security Ops, Galley, Facility Management, Facility Investment, Custodial, Pest Control, ISWM, Grounds, WasteWater, Water, BSVE and Env.)	\$120M 8 YEARS	DEC 15
<b>Djibouti BOS</b> (Security Ops, Fire & Emergency, Airfield Facilities, Material Management, Fleet & Family Support, MWR, Galley, Family Housing, Bachelor Quarters, Facility Management, Facility Investment, Custodial, Pest Control, ISWM, Other, Grounds, Electrical, WasteWater, Water, BSVE and Env.)	\$450M 8 YEARS	JUNE 16
<b>Souda Bay BOS</b> (Harbor Security, Fire & Emergency, Facility Investment, Custodial, Pest Control, ISWM, Other, Grounds, WasteWater, Water, BSVE)	\$40M 8 YEARS	SEPT 16
<b>Small BOS PAX River</b> (Custodial, Pest Control, Grounds, Pavement Clearance, BSVE)	\$70M 8 YEARS	SEPT 16
<b>North Sound BOSC</b> (Facility Investment, Pest Control, ISWM, Pavement Clearance, Electrical, Gas, WasteWater, Steam, Water, BSVE and Env.)	\$80M 8 YEARS	SEPT 16
<b>Consolidated BOS Naples</b> (Facility Investment, Custodial, Pest Control, Solid Waste, Grounds, Pavement Clearance, Waste Water Treatment and Env. Services)	\$50M 8 YEARS	OCT 16
<b>Annapolis BOS</b> (Facility Investment, Pest Control, ISWM, Other, Pavement Clearance, Chiller, Electrical, Gas, WasteWater, Steam, Water and BSVE)	\$170M 8 YEARS	NOV 16
<b>National Capital Regional (NCR) BOS</b> (Facility Investment, Pavement Clearance and BSVE)	\$220M 8 YEARS	DEC 16
<b>BOS Sigonella</b> (Family & Bachelor Housing, Facility Investment, Custodial, Pest Control, Solid Waste, Grounds, Pavement Clearance, and transportation Services)	\$50M 8 YEARS	JAN 17

# NAVFAC Atlantic Energy Program



Several laws, executive orders and SECNAV policies that direct or set energy goals.

	LEGISLATION - EXECUTIVE ORDERS	SECNAV / NAVY GOALS
<b>Reduce Consumption</b>	<ul style="list-style-type: none"> <li>• Electric- 3% per year or 30% by 2015 (EISA '07-E.O.13423)</li> <li>• Water-2% per year or 16% by 2015 (E.O. 13423)</li> </ul>	<ul style="list-style-type: none"> <li>• 50% ashore by 2020 compared to 2003 baseline (Navy)</li> </ul>
<b>Renewables</b>	<ul style="list-style-type: none"> <li>• Purchase renewable electricity: 3% now and 7.5% by FY13 (EPAAct'05)</li> <li>• At least 50% of renewables from new sources (E.O. 13423)</li> <li>• 25% or greater of electric energy use from renewables by 2025</li> <li>• 1GW – POTUS State of the Union on 1/24/12</li> </ul>	<ul style="list-style-type: none"> <li>• 50% of energy consumed provided through alternative sources (SECNAV)</li> <li>• 50% of installations “net-zero” by 2020 using alternatives (SECNAV)</li> <li>• <b>1 GW new Renewable sources by end of 2015</b></li> </ul>
<b>Sustainable Facilities</b>	<ul style="list-style-type: none"> <li>• Lease spaces required to have Energy Star label (E.O. 13514)</li> <li>• Facility Energy and water audit - 4yr cycle (EISA'07)</li> <li>• Design Buildings 30% better than ASHRAE standards</li> <li>• 15% of building inventory to be sustainable by 2015 (LEED or similar) (E.O. 13423)</li> <li>• 100% of buildings designed after 2020 must be “net-zero” by 2030</li> </ul>	<ul style="list-style-type: none"> <li>• 50% DON installations will be “net-zero” by 2020 (SECNAV)</li> </ul>

# Navy Energy Saving Contracting Opportunities



## Energy Conservation Investment Program (ECIP)

Part of MILCON program. Focuses on new construction energy projects aligned to goals such as Water Conservation, Energy Modernization & Conservation, Natural Gas Conversion, Renewable Energy (solar, wind, etc.)

Executed by the FECs

- FY 14 had 9 projects valued at \$20M total
- FY 15 had 7 projects valued at \$22M total
- FY16 unpublished



## Major Maintenance and Repair Program Energy (eMMRP)

Energy projects that maintain and recapitalizes utilities infrastructure

Executed by the FECs , Funded by NAVFAC Navy Working Capital Fund

- 26 projects in FY15 – aggregate value \$ 23.6M

## Restoration and Modernization Energy (RMe)

Targets aging, inefficient facility infrastructure

Executed by FECs

# Navy Energy Saving Contracting Opportunities



Financed Energy Projects (Projects must pay for themselves from savings)

Energy Saving Performance Contracts (ESPC)

Contracts with Energy Service Companies (ESCOs)

Guaranteed savings, usually include O&M throughout repayment term

Executed by FECs with Acquisitioning/Contract Administration by Engineering and Expeditionary Warfare Center (EXWC)

FY 15: 4 projects valued at \$102M; Project range between \$8.6M and \$44M

FY 16: 11 projects forecasted

Utility Energy Savings Contracts (UESC)

Utility sponsored programs

FY 15 had 12 projects valued at \$99M

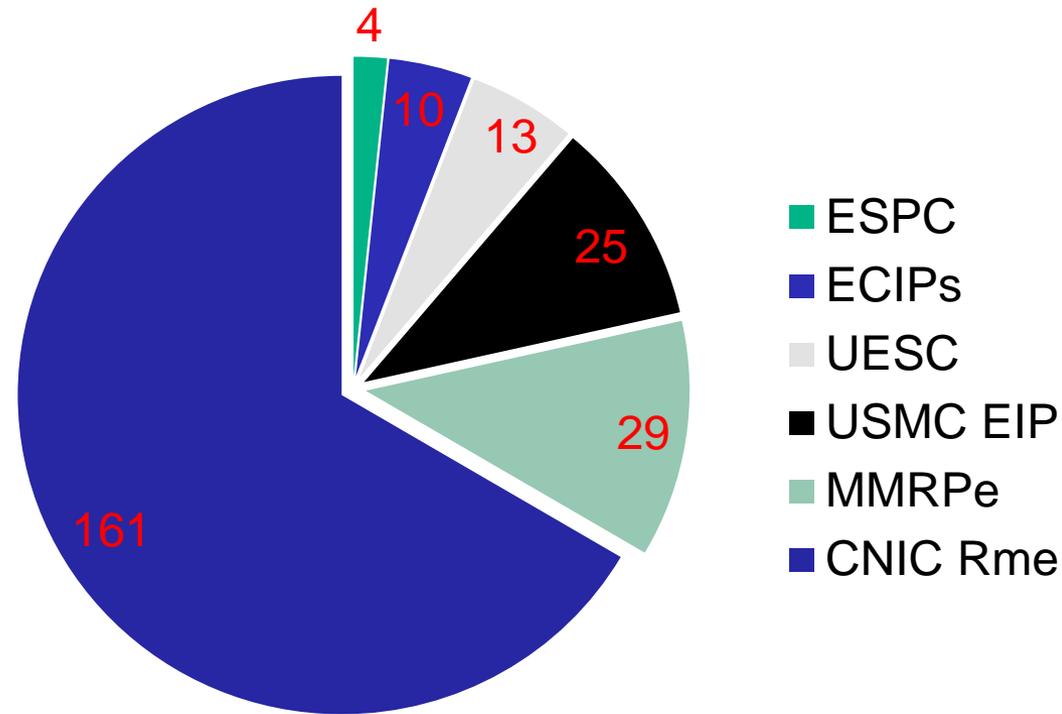
- Project range between \$1.3M and \$24M

FY 16 projects unpublished – internal call for work due Sept. 2015

# LANT/PAC Energy Projects – FY15



- **ESPC** – managed by FECs with contract administration by NAVFAC Engineering and Expeditionary Warfare Center
- **ECIPs, UESCs, USMC EIP, MMRPe and CNIC RMe** – executed at FECs
- **NAVFAC LANT Executes Renewable Energy Program Projects**



Total number of projects = 242

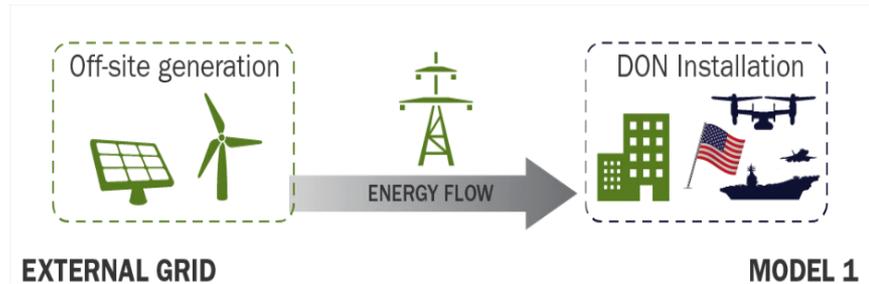
# Renewable Energy Program Office (REPO)



- Achieve SECNAV's goal to bring 1 GW of renewable energy into procurement by DEC 2015
- Projects will improve energy security across DON Installations
- Where possible, integrate the renewable energy into the installation grid

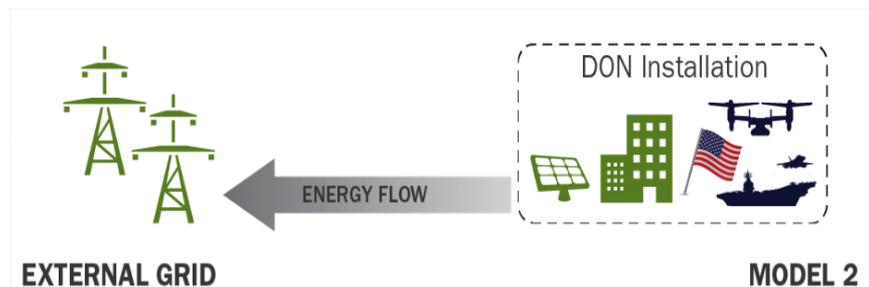
## Model 1

**Off-base Generation for  
On-base Consumption**  
*(Acquisition: USC/PPA)*



## Model 2

**On-base Generation for  
Off-base Consumption**  
*(Real Estate: Outgrant)*



## Model 3

**On-base Generation for  
On-base Consumption**  
*(Acquisition: PPA)*



# ***Project Development Model #2***



## **On-base Generation for Off-base Consumption**

- Development of a new renewable generation asset on DON property
- Generation asset is owned/developed by third-party
- Third party owns RECs
- NEPA required – DON action
- Real Estate transaction – outgrant must be completed
- Statutory Authorities:
  - 10 USC 2667 - Leases: non-excess property of military departments and Defense Agencies
  - 10 USC 2662 – Real property transactions: reports to congressional committees

## **Potential Model #2 Competitive Solicitations and Request for Proposal (RFP) Dates:**

- NWS Earle: 20 MW Ground-Mounted Photovoltaic (PV); Anticipated RFP release date: SEPT 2015
- NAS Lemoore: 250 MW Ground-Mounted PV; Anticipated RFP release date: AUG 2015

# ***Project Development Model #3***



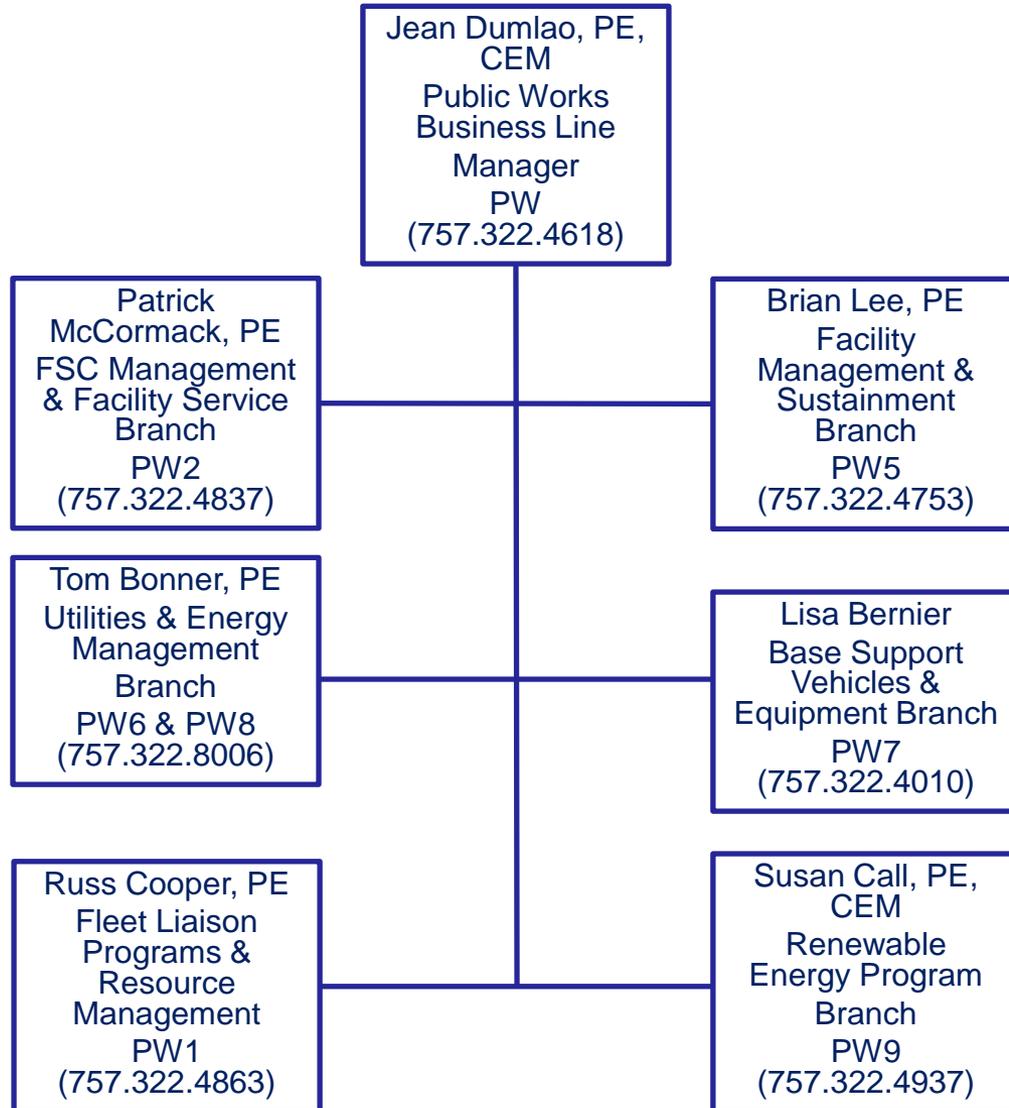
## **On-base Generation for On-base Consumption**

- DON provides land for development of new generation asset for DON consumption at a single installation
- Generation asset is owned/developed by third-party and has direct connect to DON installation
- Developer owns RECs
- NEPA – DON action
- Real Estate transaction – outgrant must be completed
- Authority:
  - 10 USC 2922a: On base Power Purchase Agreements (PPAs)
  - 10 USC 2667 - Leases: non-excess property of military departments and Defense Agencies

## **Potential Model #3 PPA Solicitations and RFP Dates:**

- Joint Base Anacostia Bolling: 8 MW Ground-Mounted, Rooftops and Parking Lots PV; Anticipated RFP release date JUN 2015
- NAVSTA Newport: 11 MW Ground-Mounted PV; Anticipated RFP release date JUL 2015

# LANT PW Business Line Organization





# ***Question & Answer Session***