

USACE NETWORKING EVENT

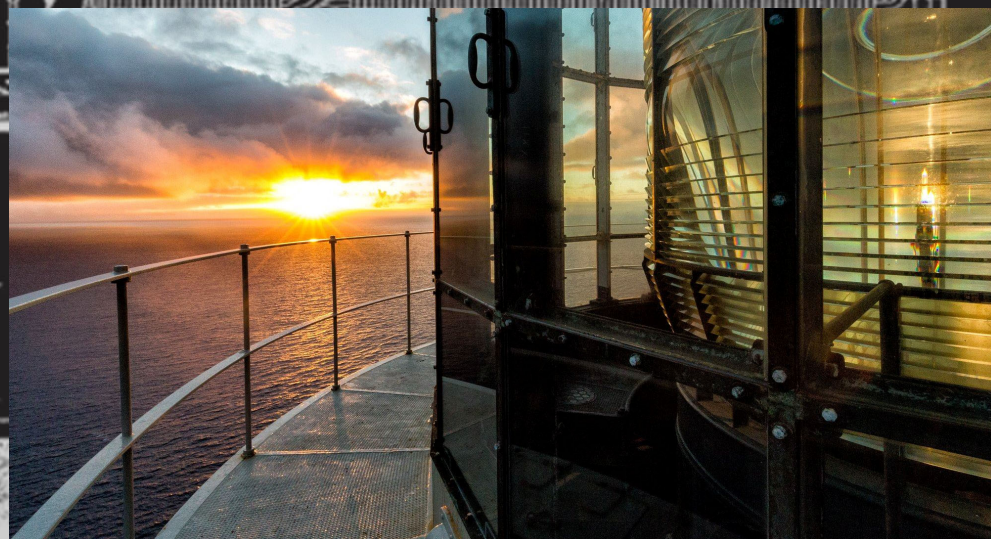
Hosted by:



April 20, 2023



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Technical drawing of a dam structure, showing various components and elevations. The drawing includes a large central section with a truss-like structure, a service bridge, and a machinery house. A large circular structure is visible on the right side. The drawing is annotated with numerous labels and dimensions.

OPENING REMARKS
SHANNON EDIE, EXECUTIVE DIRECTOR
NATIVE HAWAIIAN ORGANIZATIONS ASSOCIATION

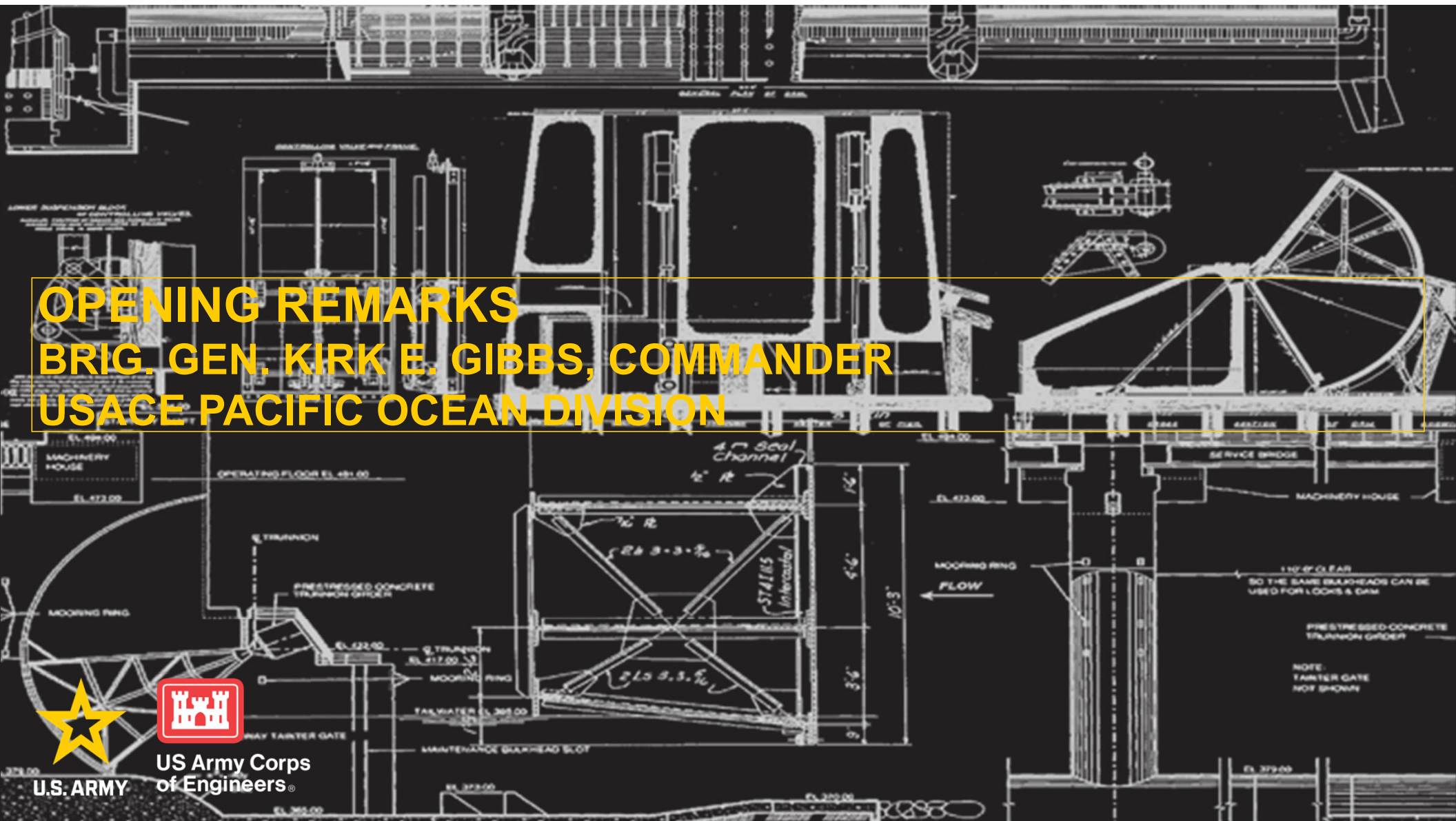


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OPENING REMARKS

BRIG. GEN. KIRK E. GIBBS, COMMANDER

USACE PACIFIC OCEAN DIVISION



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HONOLULU DISTRICT SMALL BUSINESS PROGRAMS
MONIQUE HOLMES
USACE SMALL BUSINESS DEPUTY

The background is a detailed technical drawing of a dam structure, likely the Pearl Harbor Dam. It shows various components such as the main dam body, spillways, a service bridge, machinery houses, and a tailwater area. Elevation markers are present throughout the drawing, ranging from 375.00 to 494.00. Structural details like reinforcement bars (e.g., 2# 3-3-1/2, 2L5 3-3-1/2) and materials (e.g., STAINLESS Inconel) are noted. A note at the bottom right states: "NOTE: Tainter Gate NOT SHOWN". A yellow rectangular box highlights the text overlay in the center of the image.


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The background is a detailed technical drawing of a dam structure. It shows various components such as the 'GENERAL VIEW OF DAM', 'WATERGATE VALVE AND FRAME', 'LOWER SUSPENSION BLOCK', 'MACHINERY HOUSE', 'OPERATING FLOOR', 'TURNION', 'PRESTRESSED CONCRETE TURNION GIRDER', 'MOORING RING', 'TALKWATER', 'MAINTENANCE BULKHEAD SLOT', '4" Seal Channel', 'STAINLESS Interstitial', 'MOORING RING', 'SERVICE BRIDGE', 'MACHINERY HOUSE', and '110' OF CLEAR'. The drawing includes numerous dimensions and elevation markers (e.g., EL. 422.00, EL. 417.00, EL. 423.00, EL. 375.00, EL. 365.00, EL. 320.00). A 'FLOW' arrow points to the left. A note states: 'NOTE: TANKER GATE NOT SHOWN'. Another note says: 'SO THE SAME BULKHEADS CAN BE USED FOR LOCKS & DAM'.

HONOLULU DISTRICT CONTRACTING

TRISTIN SUETSUGU, CHIEF

USACE HONOLULU DISTRICT, CONTRACTING DIVISION



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USACE HONOLULU DISTRICT – ACQUISITION FORECAST

Native Hawaiian Organizations Association
Hosted U.S. Army Corps of Engineers
Networking Event

April 20, 2023

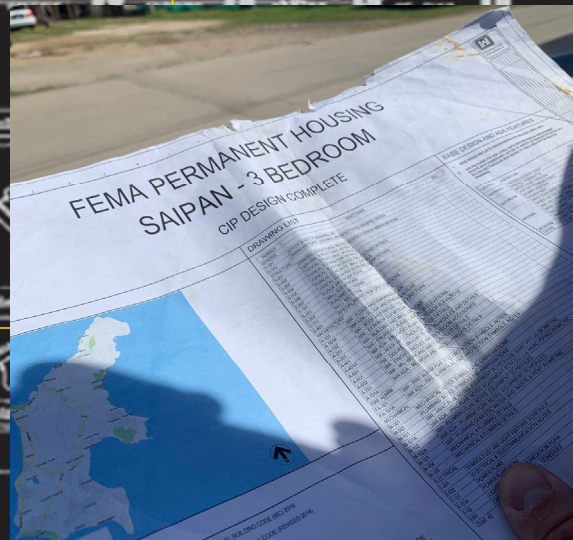
Michael Wong, PE
Deputy Programs and Project
Management Division



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FY 23 AE BUSINESS OPPORTUNITIES

Opportunity	Location	Release Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Civil Engineering Design Services	Hawaii	4Q FY23	541330	\$60M –SB \$90M - UR	SBSA and Unrestricted	MAC
Architectural Design Services	Hawaii	4Q FY23	541310	\$60M –SB \$90M - UR	SBSA and Unrestricted	MAC
Environmental and Planning Services	Hawaii	4Q FY23	541330	\$18M – SB \$18M - UR	SBSA and Unrestricted	MAC

"These projections are based on the best information available. They are subject to modification and are in no way binding on the Government. More specific information relating to any individual item or class of items will not be furnished until the proposed acquisition is synopsized through SAM.gov or the solicitation is issued."



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FY23 CONSTRUCTION OPPORTUNITIES

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Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Repair Bldg 500 Richardson Theater, FS	Oahu	4Q FY 23	236220	\$50-100M	8a set aside Sole Source	DB RFP
Replace 16-Inch Transite Water Line at Bougainville, AMR	Oahu	4Q FY 23	237110	\$10-25M	Unrestricted	LPTA
Replace 8-Inch Cast Iron Water Line at Crater Rim Road, AMR	Oahu	4Q FY 23	237110	\$10-25M	Small Business MATOC	DBB
Bring Water to COCO Fuel Station Site, SB	Oahu	4Q FY 23	237110	\$1 – 5M	8a set aside sole source	DBB
Replace 1983 PVC Water Line Near Airfield, WAAF	Oahu	4Q FY 23	237110	\$5 – 10M	Small Business MATOC	DBB
Various Water Line Rehabilitation, FS	Oahu	4Q FY 23	237110	\$1 - 5M	8a set aside sole source	DBB
McCornack Gulch Stabilization, SB	Oahu	3Q FY 23	237310	\$0.5 - \$1M	Women Owned Small Business	IFB
Bldg 9, Well #2 Repair, Kunia	Oahu	FY 23	237110	\$3 – 5M	Small Business MATOC	DBB
Repair Pavement Bradshaw Army Airfield, PTA	Hawaii	4Q FY23	237310	\$15 -25 Mil	SBSA	DB RFP
QUTM, Fort Shafter Flats	Oahu	4Q FY 23	TBD	\$5 – 10M	TBD	DBB

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FY23 CONSTRUCTION OPPORTUNITIES

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Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Replace Gas Station Canopy, Bellows	Oahu	4Q FY23	236220	\$0.5 – 1M	TBD	DBB
INSCOM B1543 Repairs	Oahu	4Q FY 23	236220	\$5 – 10M	Small Business MATOC	DBB
Repair Building 1670, SB	Oahu	4Q FY23	236220	\$10 - 25M	Unrestricted	LPTA
FY22 UMMCA Airfield Operations Bldg, PTA	Hawaii	3Q FY23	236220	\$10 – 15M	Small Business MATOC	DBB
Air Force Research Laboratory (AFRL) SRM projects	Maui	4Q FY23	236220	\$5 - 15M	Small Business MATOC	DBB
FEMA Bldg 2071, Bldg 6043, Bldg 6041 Fire Protection Upgrades, SB	Oahu	4Q FY 23	238220	\$5 – 10M	TBD	DBB
Repair Bldg 118, WAAF	Oahu	3Q FY 23	236220	\$10 – 25M	Unrestricted	LPTA
Repair Bldg 2077, SB	Oahu	3Q FY 23	236220	\$10 – 25M	Unrestricted	LPTA
B1554 HVAC Replacement, FS Flats	Oahu	4Q FY 23	238220	\$5 – 10M	TBD	DBB
9 th MSC Various Buildings AC Duct Replacement, FS Flats	Oahu	4Q FY 23	238220	\$1 - 5M	Small Business MATOC	DBB

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FY23 CONSTRUCTION OPPORTUNITIES

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Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
FY23 MCA PN80242 Medical Clinic	Kwajalein	4Q FY 23	236220	\$50 - 100M	Unrestricted	Best Value
FY18 MCA Family Housing Replacement	Kwajalein	4Q FY 23	236116	\$30 – 50M	Phase 2	DB RFP

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FY24 CONSTRUCTION OPPORTUNITIES

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Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
FY22 MMCA Potable Water Tank, AMR	Oahu	4Q FY 24	237110	\$5 – 15M	Small Business MATOC	DBB
FY23/24 MCAF PNEK063092 Secured Integration Support Lab	Maui	2Q FY 24	236220	\$50 – 100M	Unrestricted	LPTA
C2F Parking Structure, FS	Oahu	1Q FY 24	236220	\$25 – 50M	TBD	DBB
FY23 MMCA Wildland Fire Station, SB	Oahu	1Q FY 24	236220	\$5 – 10M	Small Business MATOC	DBB
FY23 MMANG Addition Space Operations Facility	Kauai	2Q FY 24	236220	\$5 – 10M	Small Business MATOC	DBB
NGB Repair Space Control Sqn, Bldg 1115, PMRF	Kauai	2Q FY 24	236220	\$5 – 10M	Small Business MATOC	DBB
FY22 MCA Aviation Unit Ops Bldg, WAAF	Oahu	1Q FY 24	236220	\$50 – 100M	Unrestricted	LPTA
CW Hawaii Water Management	Oahu	1Q FY 24	237990	\$5 – 10M	Small Business MATOC	DBB
CW Iao Stream Modification	Maui	2Q FY 24	237990	\$1 – 5 M	8a set aside sole source	DB RFP
CW Honolulu Harbor Phase IV Dredge	Oahu	FY 24	237990	\$1 – 5 M	TBD	TBD

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FY24 CONSTRUCTION OPPORTUNITIES

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Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Replace Transite Waterline at Aliamanu Rim Loop, AMR	Oahu	3Q FY 24	237110	\$10 – 15M	Unrestricted	LPTA
S1/S2 Pump Station Repair, AMR	Oahu	FY 24	237110	\$5 – 10M	8a set aside sole source	DBB
Middle Tank Repair, AMR	Oahu	FY 24	237110	\$1 – 5 M	8a set aside sole source	DBB
Repair Bldg 113, WAAF	Oahu	FY 24	236220	\$1 - 5 M	Small Business MATOC	DBB
Replace Transite Waterline at Radar Hill, FS	Oahu	FY 24	237110	\$1 – 1M	Unrestricted	LPTA
Replace Air Stripper Tower (AST), Pipes, Values & Brackets, SB	Oahu	3Q FY 24	237110	\$5 – 10M	TBD	DBB
Replace diesel pump and new pump house, TAMC	Oahu	3Q FY 24	236220	\$1 – 5M	TBD	DBB
Replace various water lines, TAMC	Oahu	3Q FY 24	237110	\$10 – 15M	Unrestricted	LPTA
Repair Tinker Road Bridge, Bellows	Oahu	2Q FY 24	238220	\$5 – 10M	Small Business MATOC	DBB
Repair Fire Station	Kwajalein	FY 24	236220	\$5 – 10 M	Kwajalein MATOC	DBB
Repair Palm BQ	Kwajalein	FY 24	236220	\$15 – 30M	Kwajalein MATOC	DBB

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FY24 CONSTRUCTION OPPORTUNITIES

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Opportunity	Location	Award Date (Qtr)	NAICS	Est Value	SBSA / Unrestricted	Solicitation Type
Repair Surfway	Kwajalein	FY 24	236220	\$5 – 15M	Kwajalein MATOC	DB RFP
Repair Spartan Bachelor Quarters	Kwajalein	FY 24	236220	\$10 – 25M	Kwajalein MATOC	DBB
Repair Fire Station, Roi Namur	Roi-Namur, Kwajalein	FY 24	236220	\$5 – 10 M	Kwajalein MATOC	DBB
Repair Dining Facility	Roi-Namur, Kwajalein	FY 24	236220	\$5 – 10 M	Kwajalein MATOC	DBB
FY23 Humidity Controlled Warehouse	Kwajalein	FY 24	236220	\$5 – 10M	Kwajalein MATOC	DB RFP
Replace Potable Water Storage Tank	Kwajalein	FY 24	237110	\$5 – 10M	Kwajalein MATOC	DBB
Replace Potable Water Storage Tank	Roi-Namur, Kwajalein	FY 24	237110	\$5 – 10M	Kwajalein MATOC	DBB
DLA Repair Fuel Pier and replace WWTP Outfall	Kwajalein	FY 24	237120	\$10 - \$25M	Kwajalein MATOC	DB RFP
RDTE Roi-Namur POL Pipelines & ASTs	Roi-Namur, Kwajalein	1Q FY 24	237120	\$10 – 25M	Kwajalein MATOC	TDB RFP

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CIVIL AND PUBLIC WORKS PROGRAMS

Planning and Technical Studies done within USACE

- Rarely would use AE task orders

Majority of Construction Work

- Harbor Dredging
- Stream Channel or Coastal Structures repairs

Upcoming Work

FY 24 Hawaii Water Management, Dam Rehabilitation, Oahu

FY 24 Honolulu Harbor Phase IV Dredging, Oahu

FY 24 Iao Stream (Wailuku River), Maui, Stream Channel Modification

FY 25 Manele Small Boat Harbor, Lanai, Breakwater Repair



ENVIRONMENTAL PROGRAMS

Follow Pillars of Environmental Management

- Environmental Quality (EQ)
 - NEPA Analysis
- Environmental Restoration (IRP)
 - Munitions Response
 - Hazardous Waste
- Conservation and Planning
 - Section 106 – Cultural/Historical
 - Section 7 – Endanger Species
- Pollution Prevention (P2)
 - Water monitoring
 - Asbestos and Lead abatement

Majority of Work

- Formerly Used Defense Sites (FUDS)
Investigations and Remedial Actions
- Environmental Project Management for Army clients – NEPA, IRP





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ENVIRONMENTAL PROGRAM OPPORTUNITIES

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ENV has existing contract vehicles to execute Program. Best opportunity is to support existing contract holder on one of the following contracts:

Military Munitions Response Program (MMRP) and Munitions of Explosive Concern (MEC) Work

- Required to award through design centers – Baltimore, Omaha, Huntsville
- Design Centers use their MATOC tools

- ENV MATOC – Focus is Environmental Services, Investigations, and Restorations.
\$49 Mil capacity, expires Jun 2025
 - ERRG
 - Na Alii
 - Dawson/HDR JV
 - GSI Pacific

USACE ALASKA DISTRICT – ACQUISITION FORECAST

Native Hawaiian Organizations Association
Hosted U.S. Army Corps of Engineers
Networking Event

April 20, 2023



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ALASKA ACQUISITION FORECAST

U.S. ARMY

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Fiscal Year	Opportunity	Location	Release Date (Qtr)	NAICS Code	Estimated Value	SBSA/ Unrestricted /SB MATOC	DBB/ DB	Solicitation Type
<p><u>NAICS</u>: North America Classification System; <u>SBSA</u>: Small Business Set-Aside; <u>SB MATOC</u>: Small Business Multiple Award Task Order Contract; <u>DBB</u>: Design-Bid-Build; <u>DB</u>: Design-Build; <u>WO</u>: Woman Owned; <u>LPTA</u>: Lowest Price, Technically Acceptable; <u>Huntsville</u>: U.S. Army Engineering and Support Center; <u>UMMCA</u>: Unspecified Minor Military Construction Army; <u>UMMCANG</u>: Unspecified Minor Military Construction Air National Guard; <u>MCA</u>: Military Construction Army; <u>MCAF</u>: Military Construction Air Force; <u>QUTM</u>: Energy/Utilities Modernization</p>								
FY23	84 PN Dorm	Clear Space Force Station, Alaska	Q1FY23	236220	\$55M-\$65M	Full & Open	DB	
FY23	Repair Superheater and Economizer	Eielson Air Force Base, Alaska	Q3FY23	236220	\$10M-\$15M	SBSA	DB	
FY23	Repair Arctic Utilidor Ph D-2	Eielson Air Force Base, Alaska	Q3FY23	237110	\$15M-\$20M	SBSA	DB	
FY23	Repair Barracks Building 3718	Fort Wainwright, Alaska	Q3FY23	236220	\$10M-\$20M		DBB	
FY23	Repair PP Barracks Building 3207	Fort Wainwright, Alaska	Q3FY23	236220	\$10M-\$15M		DBB	
FY23	Repair Company Headquarter Building 3712	Fort Wainwright, Alaska	Q2FY23	236220	\$10M-\$15M		DBB	
FY23	Turnagain Dorm Renovation	Joint Base Elmendorf-Richardson, Alaska	Q3FY23	236220	\$20M-\$40M	SBSA	DBB	
FY23	Repair Oliktok Road	Oliktok, Alaska	Q3FY23	236220	\$5M-\$15M		DBB	
FY23	Arctic Permafrost Research Facility	Fort Wainwright, Alaska	Q3FY23	236220	\$5M-\$10M		DBB	
FY23	Attu Hall Renovation	Joint Base Elmendorf-Richardson, Alaska	Q3FY23	236220	\$20M-\$40M	SBSA	DBB	
FY23	Repair Thunderdome Fire Suppression - Building 1140	Eielson Air Force Base, Alaska	Q3FY23	236220	\$20M-\$40M		DBB	
FY23	Repair Site Fire Alarm System	Eareckson Air Station, Alaska	Q3FY23	236220	\$20M-\$30M		DBB	
FY23	Repair PP Barracks Building 3720	Fort Wainwright, Alaska	Q3FY23	236220	\$20M-\$30M		DBB	
FY24	Repair Fire Suppression Buildings 2294 & 2940	Camp Romanzof Long Range Radar Station	Q4FY23	236220	\$1M-\$5M		DBB	
FY24	Replace Plumbing System Building 150	Tin City Long Range Radar Station	Q4FY23	236220	\$1M-\$5M		DBB	
FY24	Physical Readiness Fieldhouse	Fort Wainwright, Alaska	Q4FY23	236220	\$55M-\$65M	Full & Open	DB	
FY24	Alaska Air National Guard Readiness Center	Joint Base Elmendorf-Richardson, Alaska	Q1FY24	236220	\$55M-\$65M	Full & Open		
FY24	Maintenance Support Facility	Fort Greely, Alaska	Q1FY24	236220	\$50M-\$60M	Full & Open	DBB	
FY24	HC-130J Simulator Facility	Joint Base Elmendorf-Richardson, Alaska	Q3FY24	236220	\$15M-\$20M			
FY24	AKANG Base Supply Complex	Joint Base Elmendorf-Richardson, Alaska	Q3FY24	236220	\$20M-\$30M			
FY25	Barracks (FTW371) - Fort Wainwright	Fort Wainwright, Alaska	Q4FY24	236220	\$155M-\$165M	Full & Open	DB	
FY25	Repair PP Barracks Bldg 4062 (FTW463) - Fort Wainwright	Fort Wainwright, Alaska	Q1FY25	236220	\$10M-\$20M		DBB	
FY25	Automated Multipurpose Machine Gun Range	Donnelly Training Area, Alaska	Q1FY25	236220	\$10M-\$15M	SBSA	DBB	
FY25	F-22 Fuels System	Joint Base Elmendorf-Richardson, Alaska	Q1FY25	236220	\$40M-\$45M		DBB	
FY25	Consolidate Munitions on Quarry Hill	Eielson Air Force Base, Alaska	Q1FY25	236220	\$20M-\$25M			
FY25	Repair Building 1120 Pararescue Alert	Eielson Air Force Base, Alaska	Q1FY25	236220	\$7M-\$10M			

NOTE: Project timelines are subject to change.



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ALASKA ACQUISITION FORECAST

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Fiscal Year	Opportunity	Location	Release Date (Qtr)	NAICS Code	Estimated Value	SBSA/ Unrestricted /SB MATOC	DBB/ DB	Solicitation Type
NAICS: North America Classification System; SBSA: Small Business Set-Aside; SB MATOC: Small Business Multiple Award Task Order Contract; DBB: Design-Bid-Build; DB: Design-Build; WO: Woman Owned; LPTA: Lowest Price, Technically Acceptable; Huntsville: U.S. Army Engineering and Support Center; UMMCA: Unspecified Minor Military Construction Army; UMMCANG: Unspecified Minor Military Construction Air National Guard; MCA: Military Construction Army; MCAF: Military Construction Air Force; QUTM: Energy/Utilities Modernization								
FY25	Barracks	Fort Wainwright, Alaska	Q2FY25	236220	\$120M-\$140M	Full & Open	DB	
FY25	Tactical Equipment Maintenance Facility	Fort Wainwright, Alaska	Q2FY25	236220	\$100M-\$110M	Full & Open	DB	
FY25	KC-135 Redistribution Construct Administration Building	Eielson Air Force Base, Alaska	Q1FY25	236220	\$10M-\$15M			
FY25	KC-135 Redistribution Add/Alter Fuel Cell Hangar	Eielson Air Force Base, Alaska	Q1FY25	236220	\$10M-\$15M			
FY25	KC-135 Redistribution Construct Permanent Party Dorm	Eielson Air Force Base, Alaska	Q1FY25	236220	\$65M-\$75M			
FY25	KC-135 Redistribution Add/Alter Squad Operations Building	Eielson Air Force Base, Alaska	Q1FY25	236220	\$15M-\$20M			
FY25	KC-135 Redistribution Fuel Issue/Receipt Tank	Eielson Air Force Base, Alaska	Q1FY25	236220	\$5M-\$10M			
FY25	KC-135 Redistribution Construct Warm Vehicle Storage	Eielson Air Force Base, Alaska	Q1FY25	236220	\$5M-\$10M			
FY25	KC-135 Redistribution Construct AGE Warm Storage	Eielson Air Force Base, Alaska	Q1FY25	236220	\$5M-\$10M			
FY25	KC-135 Redistribution Add/Alter Vehicle Maint Facility	Eielson Air Force Base, Alaska	Q1FY25	236220	\$10M-\$15M			
FY26	Consolidated Civil Engineer/Security Forces Facility (CLR050) - Clear SFS	Clear Space Force Station, Alaska	Q1FY26	236220	\$55M-\$60M		DB	
FY26	JPARC Range Operations Center (EIE466) - Eielson AFB	Eielson Apace Cente Atation, Alaska	Q1FY26	236220	\$50M-\$100M	Full & Open		
FY26	Barracks - Fort Wainwright	Fort Wainwright, Alaska	Q1FY26	236220	\$90M-\$100M	Full & Open		
FY26	Tactical Equipment Maintenance Facility - Fort Wainwright	Fort Wainwright, Alaska	Q2FY26	236220	\$80M-\$90M	Full & Open	DB	
FY26	Tactical Equipment Maintenance Facility - Fort Wainwright	Fort Wainwright, Alaska	Q2FY26	236220	\$80M-\$100M	Full & Open	DB	
FY26	Surface Deployment Complex		Q2FY26	236220	\$20M-\$30M		DB	
FY23	Petroleum, Oil, Lubricant MATOC		Q1FY23	237120	\$45M		DB & DBB	8(a) Competitive
FY24	Barrow Coastal Erosion Protection Single Award Task Order Contract	Utqiagvik, Alaska	Q3FY23	237990	\$400M		DBB	8(a) Competitive
FY24	Port of Nome Harbor Modification Phase 1	Nome, Alaska	Q3FY23	237990	\$35M-\$50M	Full & Open	DBB	
FY24	Craig Harbor Breakwater	Craig, Alaska	FY24	237990	\$30M-\$35M	Full & Open	DBB	
FY24	Petersburg Navigation Improvements	Petersburg, Alaska	FY24	237990	\$5M-\$10M	SBSA	DBB	
FY23	Ketchikan Bar Point Breakwater Replacement	Ketchikan, Alaska	Q2FY23	237990	\$10M-\$15M	SBSA	DBB	
FY23	Kenai Bluffs Erosion Protection	Kenai, Alaska	Q3FY23	237990	\$20M-\$25M		DBB	

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ALASKA ACQUISITION FORECAST

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FY23	Hydrographic Survey IDA-E Single Award Task Order Contract		Q1FY23	541370	\$7.5M	Full & Open		
FY23	Environmental Quality Support Services MATOC		Q3FY23	562910	\$48M			
FY23	Landfill Remedial Design and Action Single Award Task Order Contract	Umiat Air Force Station, Alaska	Q2FY23	562910	\$90M-\$100M			
FY23	Army and Air Force Environmental Program		Q2FY23 - Q3FY23	562910	\$15M			
FY23	Formerly Used Defense Sites Program		Q1FY23 - Q2FY23	562910	\$15M			

NOTE: Project timelines are subject to change.



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CONTRACTING & SMALL BUSINESS POINT OF CONTACTS

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– Ms. Wileen Stokes, Small Business Contract Specialist/ Small Business Professional

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NHOA CONSTRUCTION PRESENTATION

20 APRIL 2023

Pat V. Phung, PE, CCM, PMP
Honolulu District
Construction Branch Chief



US Army Corps
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KEY CONCEPTS

- Working with the federal government can be challenging and complex
- USACE POH strives to partner and collaborate with contractors to deliver the construction program
- The construction delivery system is based on continuous improvements so lessons learned and dialogues with the contractors are critical to improve the system





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PARTNERING INITIATIVES

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PROJECT SPECIFIC GOALS

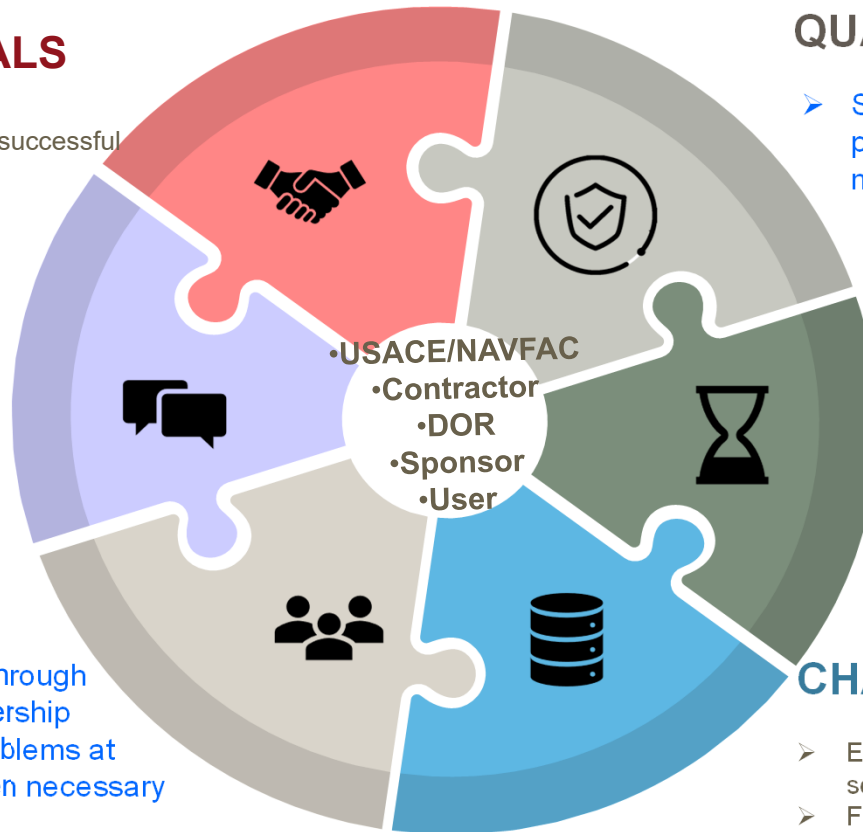
- Puts Successful mission delivery first
- Organization performance set to ensure successful project delivery outcomes

COMMUNICATION

- Fosters trust through honesty, transparency, and integrity
- Engaged, focus, actively listening & seeking to understand
- Utilizes communication protocols

TEAMWORK

- Accountability, ownership, and follow-through
- Accessible, proactive, supportive leadership
- Leverages team to creatively solve problems at lowest appropriate level, elevating when necessary
- Efficient, timely decision-making
- Willingness to overcome disagreements, accept authoritative decisions, & collectively work towards successful outcomes



QUALITY

- Support effective overall quality management program to meet contract requirement while minimizing issues & rework

SCHEDULE

- Address potential slippages & negative impacts to deliver on-time
- Establishes & meets milestones require to deliver

CHANGE MANAGEMENT

- Early coordination of issues to understand scope, criticality, and impacts
- Facilitates settlement of changes
- Communicate and facilitates differences during negotiations

Desired Outcome: An enduring commitment towards achieving shared objectives by jointly managing performance, risk, and relationships in a manner that builds and sustains mutual trust and transparency



CESOHMS Quality Triangle!



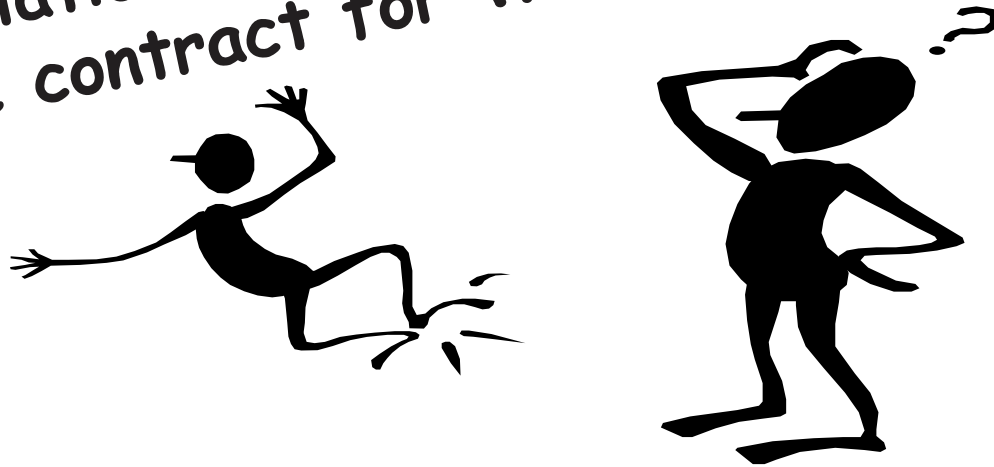
CESOHMS: US ARMY CORPS OF ENGINEERS SAFETY AND OCCUPATIONAL HEALTH MANAGEMENT SYSTEM



U.S. ARMY



"Congratulations! You have been awarded
the contract for W9128A-..."



Okay, Now what do I do?



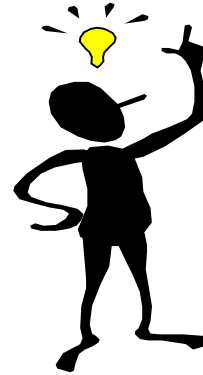
Start Fast

**Mobilize within 90 – 120
calendar days of Notice to
Proceed (NTP)**





READ THE CONTRACT



Contract =

Design-Bid-Build:

Plans + Specifications + Amendments

Design-Build:

Request for Proposal + Amendments + Betterments + Contractor's Final Accepted Proposal

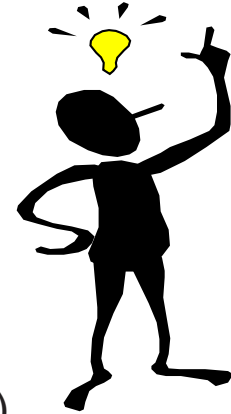
MATOC Task Order:

Plans + Specification + Amendments + Request For Proposal + MATOC Awarded Contract



U.S. ARMY

Get An Installation Access Pass (IAP)



29

POV Vehicle Registration:
Visitor Control Center
Leilehua Golf Course
Ph: 808.655.1620
Fax: 808.655.1620

Automated Installation Entry (AIE)

- 1) Prime KTR submit provided spreadsheet to USACE POC
- 2) USACE POC submit to Directorate of Emergency Services (DES) and advise Prime KTR when passes are ready for pick up

FAR Clause 52.204-9, Personal
Identity Verification of Contractor
Personnel JAN 2011



Pick Your Team

30



See Section 01 90 00 Miscellaneous Provisions, 01 90 10 Task Order Provisions, 01 45 04 Contractor Quality Control, 01 35 29 Safety and Occupational Health Requirements (and EM 385-1-1)

- **Project Manager (PM):** The Project Manager will have the authority to negotiate all aspects of the contract with the Government and shall provide an appointment letter outlining those authorities.
Based on Experience in similar scope & size contracts
- **Small Business Liaison Officer (SBLO):** The SBLO reviews Subcontracting Plans submitted by first-tier OTSB subcontractors. Ensures compliance with FAR 52.219-9 and Individual Subcontracting Report submission when required.
- **Site Supervisor (Superintendent):** The Site Supervisor (Superintendent) shall have the authority to act on behalf of the Contractor to resolve issues that arise on the site. The Superintendent shall be responsible for all work performed under this contract and shall be responsible for appropriate supervision of that work
Based on Experience in similar scope & size contracts
- **Contractor Quality Control System Manager:** The QC System Manager is responsible for the overall project management for quality control and has the authority to act in all quality control matters for the Contractor
Based on Education, Certification & Experience required
- **Site Safety Health Officer (SSHO):** The Site Safety and Health Officer (SSHO) is responsible for performing safety and occupational health management, surveillance, inspections and safety enforcement for the Contractor on site **at all times**.
Certification and experience-based position



U.S. ARMY

USACE TEAM

31



- **Contracting Officer:** Overall responsible for the contract and processing any **modifications over \$500k** aggregate value, administrative changes and finalization of CPARS rating.
- **Small Business Deputy:** Ensures regulation compliance that promotes utilization of small businesses that fall into socioeconomic categories as specified by the Small Business Administration (SBA).
- **Resident Engineer (RE):** The RE manages the Resident Office responsible for on-site administration of construction contracts; is the Administration Contracting Officer/ACO, **and executes mods up to \$500k.**
- **Contracting Officer's Representative (COR):** The authorized representative of the KO to enforce contract compliance; COR has no authority to change the contract terms
- **Project Engineer (PE)/Construction Management Engineer (CME):** The PE is responsible for the on-site administration of construction contracts; the PE/CME has COR authorities
- **Quality Assurance Representative (QAR)/Construction Representative:** The on-site Government Representative responsible for daily site administration of the contract, monitoring site safety and is the primary point of contact for the Contractor
- **Project Manager (PM):** The PM is the lead in managing the overall life-cycle of the project from conception, through construction, to project close out

PRECONSTRUCTION SUBMITTALS

MATOC and Task Order Specific

- Governed by the specifications and unique to every contract or task order, initial plans are key to starting construction, and are submitted as a regular contract submittal
- MATOC submittals include overall contract
 - ✓ Accident Prevention Plan
 - ✓ Quality Control Plan
 - ✓ Organization Plan
 - ✓ To be submitted and approved with the first task order awarded (this is in addition to task order specific submittals).



EARLY CONTRACTUAL OBLIGATIONS- TASK ORDER SPECIFIC (EXAMPLE)

ITEM	REQUIREMENT	SPECIFICATION
Contractor Quality Control (CQC) Plan	Typically, within 30 calendar days after receipt of NTP	01 45 00
Accident Prevention Plan (APP)	Typically, 15 calendar days prior to the Pre-Construction Conference date	01 35 26
Organizational Chart w/ Key Personnel qualifications	<i>(where PM & Superintendent get approved)</i>	01 90 00
Environmental Protection Plan (EPP)/Storm Water Pollution Prevention Plan (SWPPP)	Typically, within 15 calendar days after award	01 57
Initial Submittal Register	Submit no later than 30 days after NTP <i>(Required to be in RMS in order to start submitting submittals)</i>	01 33
Preliminary/Initial Schedule	Within 15 calendar days after NTP <i>(Required to be submitted and approved before billing)</i>	01 32 00
Existing Conditions Survey	Report submitted prior to construction but submit settlement monitoring elevations 15 days prior to site work (31 00 00 1.4.6b)	01 90 00
Excavation/Dig Permit	Approved before Construction can Start	01 90 00
COSA Application/Permit	Approved before Construction can Start	01 90 00
Applicable State Permits (example NPDES)	Approved Before Construction can Start	

Items in Bold Above are Required to be submitted and approved before Preconstruction Conference and Mutual Understanding Meetings



U.S. ARMY

APP & COVID-19 PREVENTION PLAN

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- FAR 52.236-13 Accident Prevention-Safety and Health Requirements Manual, [EM 385-1-1](#).
- Include [COVID-19 Prevention & Response plan in the APP](#)
 - Should include company guidelines on prevention and procedures of an outbreak onsite.
 - Minimum is to follow CDC guidelines and mitigation protocols
 - Will need to be amended to include any further base or USACE restrictions during the duration of the contract.



U.S. ARMY

SCHEDULE MANAGEMENT

35



1. Aggressive Schedule Management
2. Ensure mutual understanding of process and thresholds to deliver the project on time

STEP 1: Approved Schedule

Insure that the Contractor has submitted a schedule that meets contract requirements. No contract payments will be made unless a schedule is in place that allows the Contracting Officer's Representative (COR) to evaluate progress for payment purposes.

FAR 52.236-15 (Schedules for Construction Contracts)

STEP 2: Letter of Concern

When the contract schedule is behind by more than 20 days, the COR will issue a letter of concern and direct the Contractor to provide a recovery schedule. The COR and the Contractor will jointly perform a monthly schedule evaluation. Any time the Contractor is behind schedule, the COR will hold retainage in accordance with TAA policy.

FAR 52.232-27 (Prompt Payments for Construction Contracts)

STEP 3: Retainage

In the case where project schedule revisions have been directed by the COR and those revisions have not been included in the project schedule, the COR may hold, retain up to the maximum allowed by contract, each payment period, until revisions to the project schedule have been made.

FAR 52.236-15 (Schedules for Construction Contracts)

STEP 4: Recovery Schedule

When the Contractor is 20% or more behind schedule, the COR will retain 10% and direct the Contractor to provide a recovery schedule that includes a 90 day anticipated completion or critical path accomplishments in 30 day increments. The COR and the Contractor will jointly perform weekly schedule evaluations.

FAR 52.236-15 (Schedules for Construction Contracts)



- 1) [Buy American Act--Construction Materials](#): Only the Contracting Officer (not ACO) can approve a waiver/deviation. Notify the Government ASAP if something is non-compliant. (FAR 52.225-9)
- 2) [National Pollutant Discharge Elimination System \(NPDES\)](#) permit required for any project over 1 acre in size before being able to start construction.
- 3) Submission of Task Order Document through [Resident Management System \(RMS\)](#) including but not limited to correspondence, Requests for Information, Submittals, Daily Reports, Deficiency Tracking, Certified Payrolls, Insurance, and Payment Requests.



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CHANGE MANAGEMENT

Change Steps

Identification of
Change



Request for
Proposal Letter



Submit Proposal



Negotiate



Sign Modification
SF30



Government
Executes
Modification

Timeline Goals

1-7 days

14 days (larger changes
30 days)

3-10 days

3-7 days

2-3 days

< 65 days to process change





U.S. ARMY

CONTRACT MODIFICATIONS

38



- With each task order, USACE will provide a modification process and checklist package
- Changed conditions **REQUIRE notification** to ACO and COR
- **ACO or Contracting Officer** are the only people who can direct a change to the contract
- Change Items (CI's) will be processed in RMS
- **Detailed cost breakdowns** for all proposed items of work, including subcontractor
DFARS 252.236-7000 Modification Proposals-Price Breakdown
- Gov't goal of 65 days turnaround from changed condition to modification signed. The Government needs KTRs help to reach this goal as this time includes proposal preparation and negotiations.
- User-requested changes will require Army approval before USACE issues RFP.
- **Consent of Surety letter required from Contractor for all modifications (aggregate) >\$50k.**

Reference FAR 52.243-4 Changes, FAR 52.236-2 Differing Site Conditions and DFAR 252.243-7002 Requests for Equitable Adjustments



U.S. ARMY

STRATEGIES FOR SUCCESS

39



- Read the Contract
- Staff the project appropriately
- Plan the work – emphasize the safety culture into the work
- Prepare and submit plans
- Coordinate between trades
- Follow the 3-phase inspection process
- Identify problems early
- Communicate, communicate, communicate
- PARTNER with USACE





U.S. ARMY

LESSONS LEARNED FOR SMALL BUSINESS CONTRACTORS

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1. Fully understand the SOW and contract requirements – consider your cash flow
2. Proper Staffing of Quality Control and Safety Personnel
 - ✓ Experience and Accountable.....Attitude!
3. Fully Implement your accepted CQC and Safety Plans
 - ✓ Avoid Rework and accidents
 - ✓ Contractor will re-use QCP from another prior project w/o updating
4. Plan ahead – timely and complete submittals
 - ✓ Admin Submittals – CQC Plan, Safety Plan, BMPs, Environmental Plan, Excavation Permits, Outages, utility coordination
 - ✓ Tech Submittals – Long lead equipment/materials, TAB/Cx Reports....
5. Religiously utilize the 3 Phase Control System (preparatory, initial & follow up) – limits rework
 - ✓ Contractors requesting to hold a preparatory meeting without 48-hour advance notification
6. Follow your approved Construction Schedule, normally in Primavera (P6)
7. Manage and collaborate with your subcontractors
8. Maintain your approved BMPs & Erosion Control Plan
9. Plan ahead in your closeout documents – review closeout document requirements and start closeout submittals early RED Zone and as-builts
10. Trust established processes but know that project leadership is required!



U.S. ARMY

MAHALO AND QUESTIONS?

41



- Construction Quality Management for Contractors workshops
 - Normally partnership with GCA, Building Industry Association of Hawaii, Associated Builders and Contractors (ABC), & NAVFAC
- Project team workshop
 - Will focus more on specific USACE POH processes, including lessons learned for contractors





INTRODUCTION TO THE GCA OF HAWAII

General Contractors Association of Hawaii

March 2023



GENERAL CONTRACTORS ASSOCIATION OF HAWAII

A LITTLE ABOUT US...

- Founded 1932; Incorporated 1946
- Joined Associated General Contractors of America 1959
- Our Mission: We elevate Hawaii's construction industry and strengthen the foundation of our community.
- **Our Vision:** To be Hawaii's leading authority and trusted resource on the construction industry.





GENERAL CONTRACTORS ASSOCIATION OF HAWAII

A LITTLE ABOUT US...

OUR VALUES:

Integrity: We do the right thing. We are honest and stand by our word. We value character and collaboration.

Excellence: We provide expertise. We deliver and develop craftsmanship. We build high quality projects.

Responsibility: We lead in safety and best practices. We are committed to helping our industry thrive. We serve for the betterment of Hawaii.





GENERAL CONTRACTORS ASSOCIATION OF HAWAII CHAPTER DEMOGRAPHICS

500+ members statewide

Both union & open shop

138 General Contractor

187 Subcontractor

97 Material/Equipment Supplier

86 Affiliate





GENERAL CONTRACTORS ASSOCIATION OF HAWAII USACE COMMITTEE

To improve communication between contractors and the U.S. Army Corps of Engineers and discuss and resolve construction/procurement issues.

- **COMMUNICATION** : USACE shares information regarding upcoming projects in the pipeline.
- **RELATIONSHIPS**: Partnership is important to understand each other's roles and concerns.
- **PROBLEM-SOLVE**: We work together on challenges regarding new process, protocols, and upcoming projects.





GENERAL CONTRACTORS ASSOCIATION OF HAWAII

CURRENT USACE PROJECTS



- Repair Building 2075 and 2076 at Schofield Barracks (Nordic PCL Construction, Inc.)
- Repair Building 503A at Fort Shafter (Hensel Phelps)
- Repair Building 502 at Fort Shafter: (Nan Inc.)
- PN76897 Aircraft Maintenance Hangar at Wheeler Army Airfield (Hensel Phelps)
- Child Development Center at Schofield Barracks (Nan Inc.)
- Rotary Wing Parking Apron Phase 2 at Wheeler AAF (Kiewit)



GENERAL CONTRACTORS ASSOCIATION OF HAWAII NHOA/SB OPPORTUNITIES

- Small Business “Set Asides.” USACE provides sets asides for small business opportunities, including SB, SDB, WOSB, VOSB, SDVOSB, and HUBZone trade partners.
- Joint Venturing. Partnering with large firms under a joint venture and/or SBA mentor/protégé.
- Partnering with Trade Partners. NHOA firms can partner with trade partners (subcontractors and suppliers) working on USACE projects.





INTERESTED IN JOINING? **MEMBER BENEFITS**

- Discounted rates on trainings and events, such as Construction Quality Management and FACPR
- Networking with other GCA member companies and employees
- Discounts programs, including Verizon, Home Depot, Dell, and more!



For more information on GCA Membership benefits,
scan the QR code or visit www.gcahawaii.org/benefits



INTERESTED IN JOINING? **SPECIAL DISCOUNT FOR DBE- & SBE-CERTIFIED FIRMS**

50% off the annual dues for the first two years of membership (2023 – 2024). That's a SAVINGS of \$1,260 over 2 years. General Contractor membership savings can be even bigger!



USE PROMO CODE “**NHOA2023**”

SCAN THE QR CODE TO APPLY OR VISIT **WWW.GCAHAWAII.ORG**

DBE- or SBE-certified firms only. Must have attended the NHOA/USACE Networking Event on 4/20/2023. Does NOT apply to the \$420 security deposit and \$50 application fee.

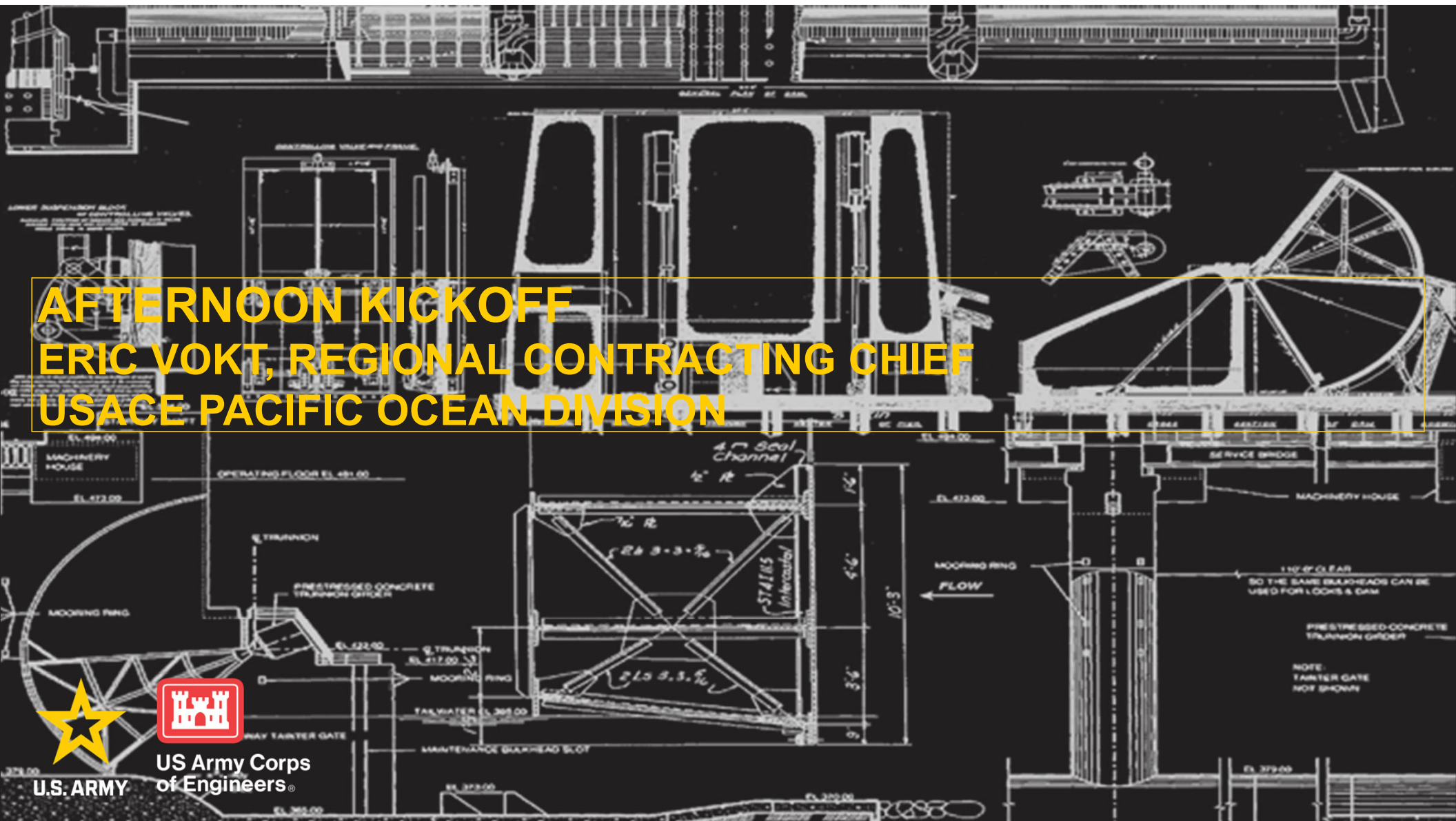
AFTERNOON KICKOFF

ERIC VOKT, REGIONAL CONTRACTING CHIEF

USACE PACIFIC OCEAN DIVISION



US Army Corps
of Engineers®



USACE HONOLULU DISTRICT

Native Hawaiian Organizations Association
Hosted U.S. Army Corps of Engineers
Networking Event

April 20, 2023

LTC Ryan Pevey
Commander and District Engineer



US Army Corps
of Engineers®





Engineering solutions for our nation's toughest challenges in the Indo-Pacific

Mission

To deliver world-class programs and projects across the Pacific to enable defense readiness, provide for public safety, reduce disaster risk, and facilitate economic growth.

Vision

We are committed to engineering solutions for the Nation's toughest challenges in the Indo-Pacific, serving our partners in the Pacific region as the construction and engineering agent of choice with the best reputation in USACE.

"Best reputation in USACE and construction agent of choice in the Pacific."

Leadership



LTCRYAN PEVEY
Commander
& District Engineer



JENNIFER MOORE
Deputy District Engineer,
Programs & Project Mgmt.



JON YOSHINAGA
Chief, Engineering
& Construction



ROBYN AU
Chief, Office of Counsel
& District Counsel



LTC ALBERTO BAEZ
Deputy Commander



JOHN BRADY
Chief, Resource Mgmt.



TRISTIN SUETSUOGU
Chief, Contracting Office



ERICA LABESTE
Chief, Real Estate

Contact Us
Main Office:
(808) 835-4000
Public Affairs:
(808) 835-4003
www.poh.usace.army.mil

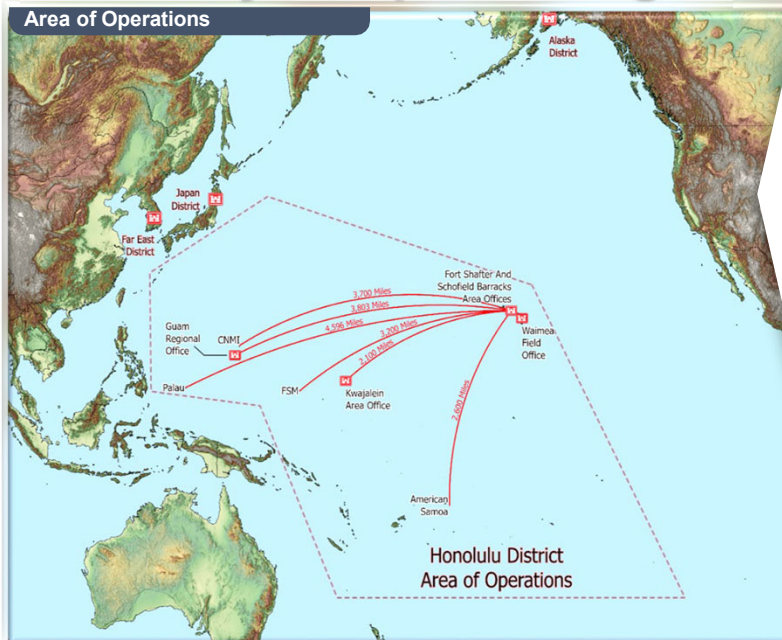


US Army Corps of Engineers, Honolulu District

53



Area of Operations



12 million
Square Miles

5

Time Zones

7

Congressional
Representatives

3

U.S. Territories

3

Freely Associated
States

The Portfolio:

374

Projects

\$736

Million

The Team:

315

Civilians

7

Military

The Impact (FY22):

\$146

Million

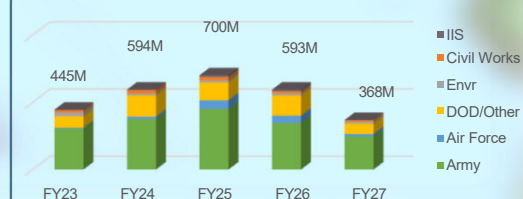
To Small &
Disadvantaged
Businesses

\$440

Million

Total
Economic
Outlay

Workload Projections



Programs



Hawaii



Guam



CNMI



Am. Samoa



FSM



Other

Military Programs

- Military Construction
- Sustainment, Reno., Modernization
- Joint, multi-compo

Civil Works

- Navigation
- Flood Risk Management
- Ecosystem Rest.

International & Interagency Support

- Office of Insular Affairs
- State and local governments

Environmental

- Formerly Used Defense Sites
- NEPA

Real Estate

- Acquire & Manage
- DoD Recruiting Facilities
- Operational Reqs

Emergency Management

- Emergency power
- Harbor clearance
- FEMA, ESF #3

Regulatory

- Regulate Waters
- Sections 404 & 10 Permits
- Nationwide Permits



CONSTRUCTION DB/DBB MATOCS

54



State of Hawaii Acquisition Vehicles

- \$300M Small Business State of Hawaii DBB MATOC
 - Dawson Enterprises, LLC
 - Elite Pacific Construction, Inc.
 - Insight Pacific, LLC
 - Nakasato Contracting, LLC
 - Niking Corporationg
 - RORE, Inc.
 - Environment, Inc.
- \$495M Unrestricted State of Hawaii DB/DBB MATOC
 - Phase 1 proposals received
 - Proposals being evaluated.
- \$95M 8(a) State of Hawaii DB/DBB MATOC
 - Monitor SAM.gov for updates to this requirement

Kwajalein Program Acquisition Vehicles

- \$495M Unrestricted Kwajalein DB/DBB MATOC
 - Phase 1 proposals received
 - Proposals being evaluated.
 - DB/DBB requirements to range between \$500,000 to \$50,000,000 under each contract.
- Pre-Qualified List of Sources
 - Monitor SAM.gov for updates to this requirement
 - Pre-qualifications process will shortlist the most highly qualified contractors and issue the construction solicitation(s) to only the pre-qualified contractors.
 - DB/DBB requirements estimated over \$50,000,000 per contract.
 - Monitor SAM.gov for information on an industry day



U.S. ARMY

A-E INDEFINITE DELIVERY CONTRACTS (IDC)

55



- Architectural IDC (Large and Small Business)
 - Expiration Date: 27 March 2026
- Civil IDC (Small Business)
 - Expiration Date (2022): 3 July 2027
- Civil IDC (Large Business)
 - Expiration Date (2022): 4 August 2027
- Commissioning (SDVOSB)
 - Expiration Date: 21 April 2026
- Construction Management Services (Small Business)
 - Expiration Date: 22 December 2025
- Electrical (Small Business)
 - Expiration Date: 27 January 2026
- Environmental/Planning (Small Business)
 - Expiration Date: 27 February 2024
- Environmental/Planning (Large Business)
 - Expiration Date: 27 February 2024
- Mechanical & Fuels (Small Business)
 - Expiration Date: 22 December 2027
- Pavement Management (Small Business)
 - Expiration Date: 29 Oct 2023
- Surveying/Geotechnical (Small Business)
 - Expiration Date: 16 June 2025
- Structural (Small Business)
 - Expiration Date: 2 April 2026
- Non-Appropriated Funds (NAF)
 - Expiration Date: 30 January 2024



FY22 SMALL BUSINESS TALKING POINTS

56



- ✓ FY22: \$146.6M of \$402M obligated by Honolulu District to Small Businesses
- ✓ Partnership with the 8(a) program in response to fiscal-year-end last minute requirements and emergencies \$87M
- ✓ Partnership with Service Disabled Veteran Owned Small Business \$1.8M
- ✓ Partnership with Woman owned Small Business \$15.9M
- ✓ Partnership with HUBzones \$364K



All Contract Actions / Obligations

- Awarded Contracts / Task Orders
 - Total All Actions: 510
 - Total Hawaii Business Actions: 172
 - Total Hawaii Based NHO Actions: 13
 - Total non-Hawaii Based NHO Actions: 18
- Obligations
 - Total All Obligations: \$402,060,416.61
 - Total Hawaii Business Obligations: \$278,028,419.85
 - Total Hawaii Based NHO Obligations: \$2,905,064.77
 - Total non-Hawaii Based NHO Obligations: \$24,318,127.15



U.S. ARMY

CONTRACTING POINT OF CONTACTS

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– Ms. Tristin Suetsugu, Chief, Contracting Division

Phone Number: (808) 835-4400

Email: Tristin.N.Suetsugu@usace.army.mil

– Ms. Kathy Kinnett, Acting Assistant Director / Small Business Professional

Phone Number: (907) 753-5557

E-mail: Kathy.J.Kinnett@usace.army.mil

NHOA – CONTRACTING BASICS FOR SMALL BUSINESS CONTRACTORS

Tristin N. Suetsugu
Chief of Contracting
Honolulu District

April 20, 2023



US Army Corps
of Engineers®





U.S. ARMY

HONOLULU DISTRICT FY22 STATISTICS

59

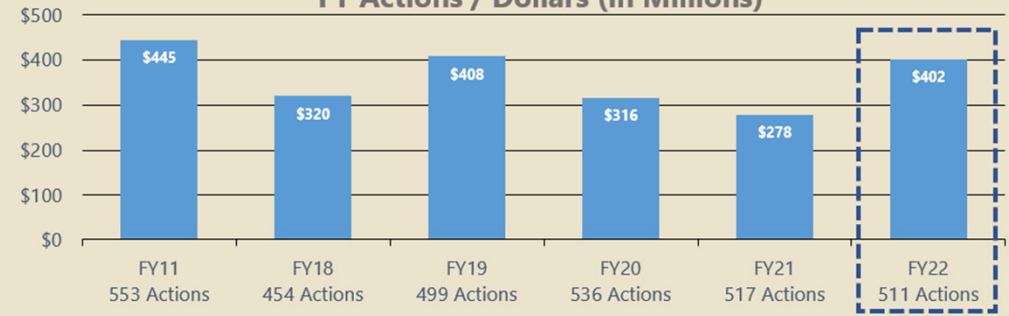


- \$402M obligated in FY22
- \$146.6M to Small Businesses
- 5 NHO construction awards
5 out of 23 awards (21.7%)
\$22.4M out of \$264.7M (8.5%)
- 2 NHO service awards
- 3 NHO Environmental awards
- Construction:
 - 19 of 23 (83%) awards made to Small Businesses
 - 33.3% of construction awards obligated to small businesses

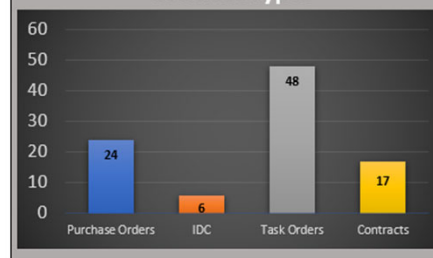
FY22 Total Value of Contracts:
\$402,476,694
FY22 Total Contract Actions:
511

1 st QTR	2 nd QTR	3 rd QTR	4 th QTR
CT Actions: 72 Dollar: \$12.5M	CT Actions: 119 Dollar: \$27M	CT Actions: 124 Dollar: \$31M	CT Actions: 196 Dollar: \$332M

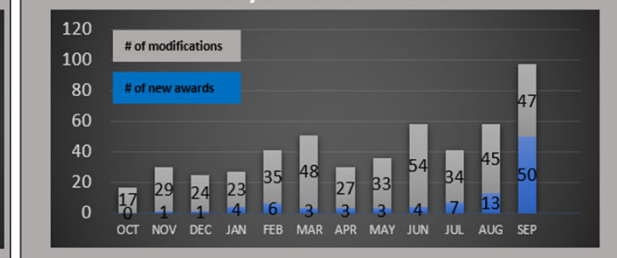
FY Actions / Dollars (in Millions)



Contract Types



Monthly Action Breakdown





U.S. ARMY

DOING BUSINESS WITH THE GOVERNMENT

60



What is SAM.gov?

The System for Award Management (SAM.gov) is an official website of the U.S. Government. There is no cost to use SAM.gov. You can use this site to:

- Register to do business with the U.S. Government
- Update, renew, or check the status of your entity registration
- Search for Contract Opportunities: notices from the Contracting Office regarding upcoming and currently available solicitations.



U.S. ARMY

DOING BUSINESS WITH THE GOVERNMENT

61



Register in System for Award Management (SAM.gov) to do business with U.S. Government



➤ Specific registration instructions for SAM are available at <https://www.sam.gov>



U.S. ARMY

DOING BUSINESS WITH THE GOVERNMENT

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SAM.gov (Contract Opportunities)

- Do not need an account to view “Sources Sought” or “Solicitation” announcements
- By creating an account, you will be able to receive automated notifications/updates for selected requirements.

Contract Opportunities

Legacy Website



Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit our partner site at grants.gov.

Search Contract Opportunities

Advanced Search

US Army Corps of Engineers,
Honolulu District = “W9128A”



U.S. ARMY

DOING BUSINESS WITH THE GOVERNMENT

63



\$60M Small Business and \$90M Unrestricted Indefinite-Delivery Architect-Engineer Services Contract (Architectural) Design for Miscellaneous Projects in the USACE Honolulu District Area of Responsibility

Notice ID: W9128A-23-Z-0016

The Honolulu District, US Army Corps of Engineers, is contemplating the award of a SMALL BUSINESS and an UNRESTRICTED multiple Indefinite-Delivery

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

Office
US ARMY ENGINEER
DISTRICT HAWAII

Contract Opportunities

Current Response Date
April 21, 2023 at 02:00 PM
HST

Notice Type
Original Sources Sought

Updated Date
Apr 7, 2023

Published Date
Apr 7, 2023

Prequalified Sources List (PQSL) for Design-Build and Design-Bid-Build Construction Services for Kwajalein Atoll, Republic of the Marshall Islands

Notice ID: W9128A-23-Z-0024

Solicitation Number: W91238-23-Z-0024

Place of Performance: Kwajalein Atoll, Republic of the Marshall Islands

JOB DESCRIPTION:

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

Office
US ARMY ENGINEER
DISTRICT HAWAII

Contract Opportunities

Notice Type
Updated Presolicitation

Updated Date
Mar 13, 2023 (1)

Published Date
Mar 13, 2023

Design-Bid-Build Construction for Medical Clinic, USAG-HI, Kwajalein Atoll, Republic of the Marshall Islands

Notice ID: W9128A-23-R-0004

Solicitation Number: W91238-23-R-0004

Place of Performance: Kwajalein Atoll, Republic of the Marshall Islands

Contract Opportunities

Notice Type
Original Presolicitation

Updated Date
Mar 10, 2023

Published Date

“Sources Sought”

- Solicit industry input
- Determine acquisition strategy (set-asides)
- Provides a chance to hear directly from interested companies
- Vendors are asked to fill out and return a questionnaire for inputs.



U.S. ARMY

DOING BUSINESS WITH THE GOVERNMENT

64



\$60M Small Business and \$90M Unrestricted Indefinite-Delivery Architect-Engineer Services Contract (Architectural) Design for Miscellaneous Projects in the USACE Honolulu District Area of Responsibility

Notice ID: W9128A-23-Z-0016

The Honolulu District, US Army Corps of Engineers, is contemplating the award of a SMALL BUSINESS and an UNRESTRICTED multiple Indefinite-Delivery

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

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US ARMY ENGINEER
DISTRICT HAWAII

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Place of Performance: Kwajalein Atoll, Republic of the Marshall Islands

JOB DESCRIPTION:

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

Office
US ARMY ENGINEER
DISTRICT HAWAII

Contract Opportunities

Notice Type
Updated Presolicitation

Updated Date
Mar 13, 2023 (1)

Published Date
Mar 13, 2023

Design-Bid-Build Construction for Medical Clinic, USAG-HI, Kwajalein Atoll, Republic of the Marshall Islands

Notice ID: W9128A-23-R-0004

Solicitation Number: W91238-23-R-0004

Place of Performance: Kwajalein Atoll, Republic of the Marshall Islands

Contract Opportunities

Notice Type
Original Presolicitation

Updated Date
Mar 10, 2023

Published Date

“Solicitation”

- Contractual Requirements
- Technical Requirements
- Site Visit Information
- Requests for Information Process
- Evaluation factors
- Proposal acceptance period
- Proposal due date



- Procurement Integrated Enterprise Environment
- Web-based portal which allows companies to submit their bids/proposals in response to solicitations.
- Provides an automated and secure process for capturing solicitations and their attachments.
- All vendors who intend to submit proposals must register for a user account and request access as a 'Proposal Manager' in PIEE.
- Vendors can register at: <https://piee.eb.mil/>



Help Site for First Time Companies :

<https://wawf.eb.mil/xhtml/unauth/web/homepage/vendorGettingStartedHelp.xhtml>



U.S. ARMY

INQUIRIES TO CONSTRUCTION SOLICITATIONS

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PROJNET System: www.projnet.org/projnet

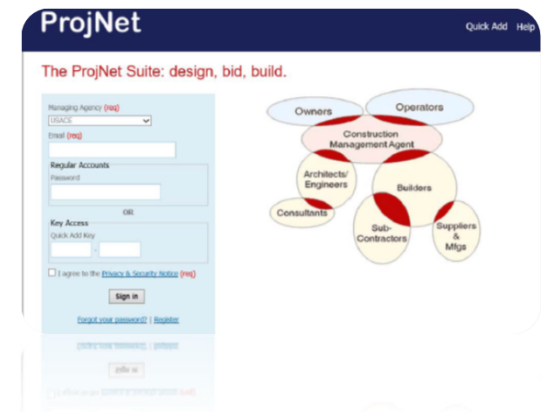
During solicitation, offerors with specific questions can submit RFI inquiries via “Bidder Inquiry” through the website ‘ProjNet.’

Bidder Inquiry Key: Unique key provided with the solicitation.

Appropriate responses will be provided within the system.

Any amendments to the solicitation will be noted.

- The Government will issue an official Amendment to the solicitation separately. Contractors must acknowledge receipt of all Amendments and initial on the SF1442.





U.S. ARMY

PAYMENT AND PERFORMANCE BONDS

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- Performance and Payment bonds are required for any construction contract exceeding \$150,000
- Consent of Surety required when contract price (upward or downward) is adjusted by more than 25% or \$50,000

PERFORMANCE BOND (See instructions on reverse)		BOND FORM PURCHASED (Must be selected from table of contract)		OMB Control Number: 5900-0045 Expiration Date: 8/31/2025	
<p>Engineer/Architect Act Statement: This information collection meets the requirements of 44 USC § 3507, as amended by section 2 of the Paperwork Reduction Act of 1995. You do not need to answer these questions unless we display a valid Office of Management and Budget (OMB) control number. The OMB control number for this collection is 5900-0045. We warrant that it will take 1 hour to read the instructions, gather the facts, and answer the questions. Send any comments regarding this form to the OMB, including suggestions for reducing the burden, or any other aspects of this collection of information to: OMB, Paperwork Administration, Regulatory Information Division (MTCU-01), 1225 J Street, NW, Washington, DC 20543.</p>					
PRINCIPAL (Legal name and business address)		TYPE OF ORGANIZATION (If any) <input type="checkbox"/> INDIVIDUAL <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> JOINT VENTURE <input type="checkbox"/> CORPORATION <input type="checkbox"/> OTHER (Specify)			
SURETY(IES) (Name(s) and business address(es))		STATE OF INCORPORATION: PERMANENT SUM OF BOND: MILLION(S) THOUSAND(S) HUNDRED(S) CENTS CONTRACT DATE CONTRACT NUMBER			
<p>OBIGATION:</p> <p>We, the Principal and Surety(ies), are jointly bound to the United States of America (hereinafter called the Government) in the above bond sum. We warrant that we will, at all times, maintain sufficient assets to guarantee the performance of the bond sum. We warrant that we will, at all times, maintain sufficient assets to guarantee the performance of the bond sum. We warrant that we will, at all times, maintain sufficient assets to guarantee the performance of the bond sum.</p> <p>CONSENT:</p> <p>The Principal has entered into the contract identified above.</p> <p>TERMS:</p> <p>The above obligation is subject to the following:</p> <p>(1) Perform and fulfill all the understandings, covenants, terms, conditions, and agreements of the contract during the original term of the contract and any extensions thereof that are granted by the Government, with or without notice of the Surety(ies) and during the term of any extension granted under the contract, and</p> <p>(2) Perform and fulfill all the understandings, covenants, terms, conditions, and agreements of any and all duly authorized modifications of the contract that hereafter are made. (Notar of record instructions to the Surety(ies) are advised.)</p> <p>(3) Pays to the Government the full amount of the loss incurred by the Government if the said contract is subject to 41 USC Chapter 91, Subchapter II, Division, which are awarded, awarded, or awarded their wages (and by the Principal in carrying out the construction contract with respect to which this bond is furnished).</p> <p>WARRANTY:</p> <p>The Principal and Surety(ies) executed this performance bond and affixed their seals on the above date.</p>					
<p>PRINCIPAL</p> <p>SIGNATURE(S): 1. [Signature] 2. [Signature] 3. [Signature] (Seal) Corporate Seal</p> <p>NAME(S) & TITLE(S) (Typed): 1. 2. 3.</p>					
<p>INDIVIDUAL SURETY(IES)</p> <p>SIGNATURE(S): 1. [Signature] 2. [Signature] (Seal)</p> <p>NAME(S) & TITLE(S) (Typed): 1. 2.</p>					
<p>CORPORATE SURETY(IES)</p> <p>SURETY A: NAME & ADDRESS: 1. [Signature] 2. [Signature] (Seal) Corporate Seal</p> <p>SIGNATURE(S): 1. 2.</p> <p>NAME(S) & TITLE(S) (Typed): 1. 2.</p> <p>STATE OF INCORPORATION: LIABILITY LIMIT (X):</p>					
<p>AUTHORIZED FOR LOCAL PURCHASE/REVISION Previous edition is NOT valid.</p>				<p>STANDARD FORM 25 (REV. 6/2016) Prescribed by GSA-FAR (48 CFR) 53.208 (c)</p>	



U.S. ARMY

LESSONS LEARNED

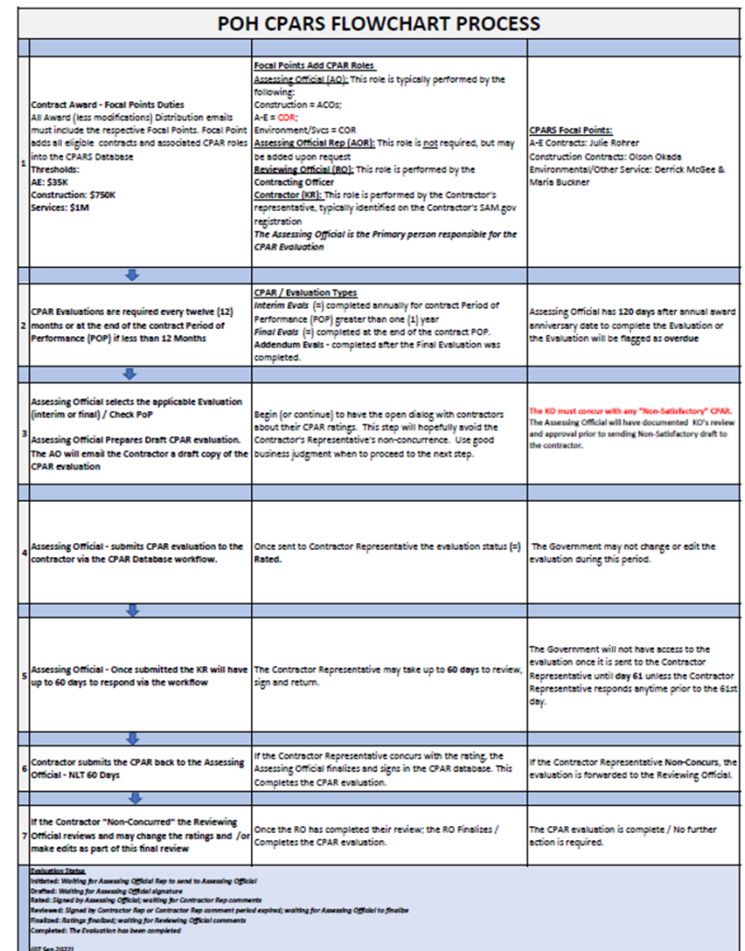
68



- Monitor SAM.gov
- Acknowledge all amendments – i.e. amendments that revise drawings and specifications, amendments to issue the latest DB revisions
- Understand all requirements and terms and conditions – proposal acceptance period, evaluation criteria, submittal requirements (both pre and post award)
- Consent of Sureties are required if there is a change in contract price by more than 25% or \$50k
- Industry Engagements
 - Capabilities Briefings w/ Deputy of Small Business and Contracting Division
 - Deputy of Small Business outreach engagements
 - GCA, Industry Days
 - Market Research – sources sought announcement
 - Site visits and pre-proposal/pre-bid conferences
 - Requests for information



- CPARS required for:
 - AE > \$35k
 - Construction > \$750k
 - Services > \$1M
- Required every 12 months or at the end of the contract period of performance
 - Interim ratings
- “Draft” CPAR evaluations notifications
- Continuous communication between KTR and Government





U.S. ARMY

BUY AMERICAN ACT

- The Buy America Act requires that construction materials for use on construction contracts be manufactured in the U.S. substantially all from articles, material or supplies mined, produced, or manufactured in the U.S.
- Domestic construction materials to be used, unless an **exception or waiver exists**
 - *Impracticable or inconsistent w/ public interest*
 - *Non-availability*
 - *Unreasonable price*
- Trade Agreements Act – BAA is waived for construction materials and end products from countries signing:
 - World Trade Organization Government Procurement Agreement (WTO – GPA)
 - Free Trade Agreements (FTA)
 - Refer to specific contract clauses incorporated into contract



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Domestic Construction Material

Two-part test to determine
“domestic construction material”.

Manufactured in the United States
AND
Cost of domestic components (formula)

FAR 25.001(c)(1)

“Domestic construction material”
FAR 52.225-9(a)

- **Unmanufactured material from the U.S.**
- **Manufactured in the U.S. and**
 - **Cost of components** from U.S. exceeds 55% of the cost of all components (95% for iron and steel products), or
 - **Nonavailability** determination, or
 - **COTS** item.



U.S. ARMY

CONTRACTING POINT OF CONTACTS

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– Ms. Tristin Suetsugu, Chief, Contracting Division

Phone Number: (808) 835-4400

Email: Tristin.N.Suetsugu@usace.army.mil

– Ms. Kathy Kinnett, Acting Assistant Director / Small Business Professional

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E-mail: Kathy.J.Kinnett@usace.army.mil

FIXED-PRICE CONTRACTS WITH ECONOMIC PRICE ADJUSTMENT - WHAT TO KNOW?

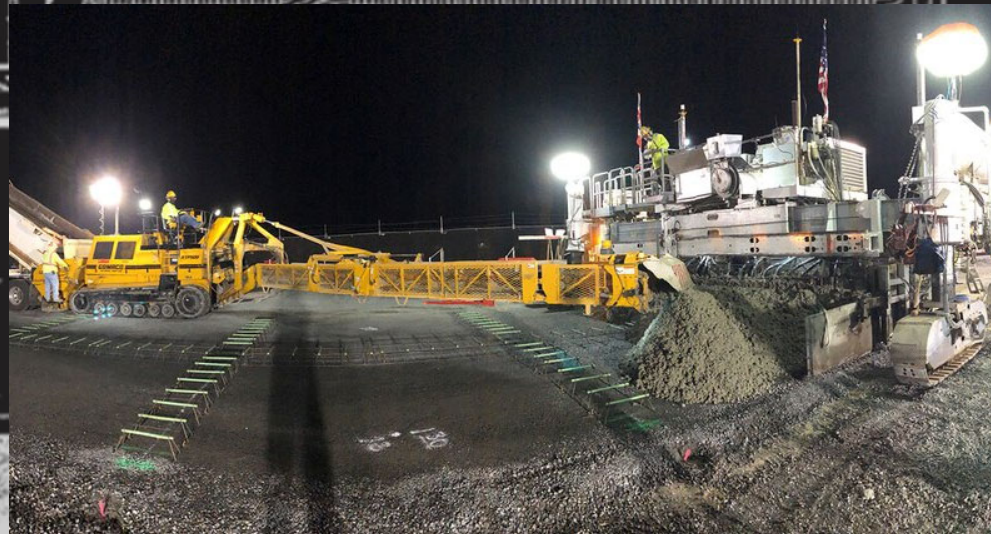
Native Hawaiian Organizations Association
USACE Honolulu District Networking Event

Eric S. Vokt
USACE Pacific Ocean Division
Regional Contracting Chief

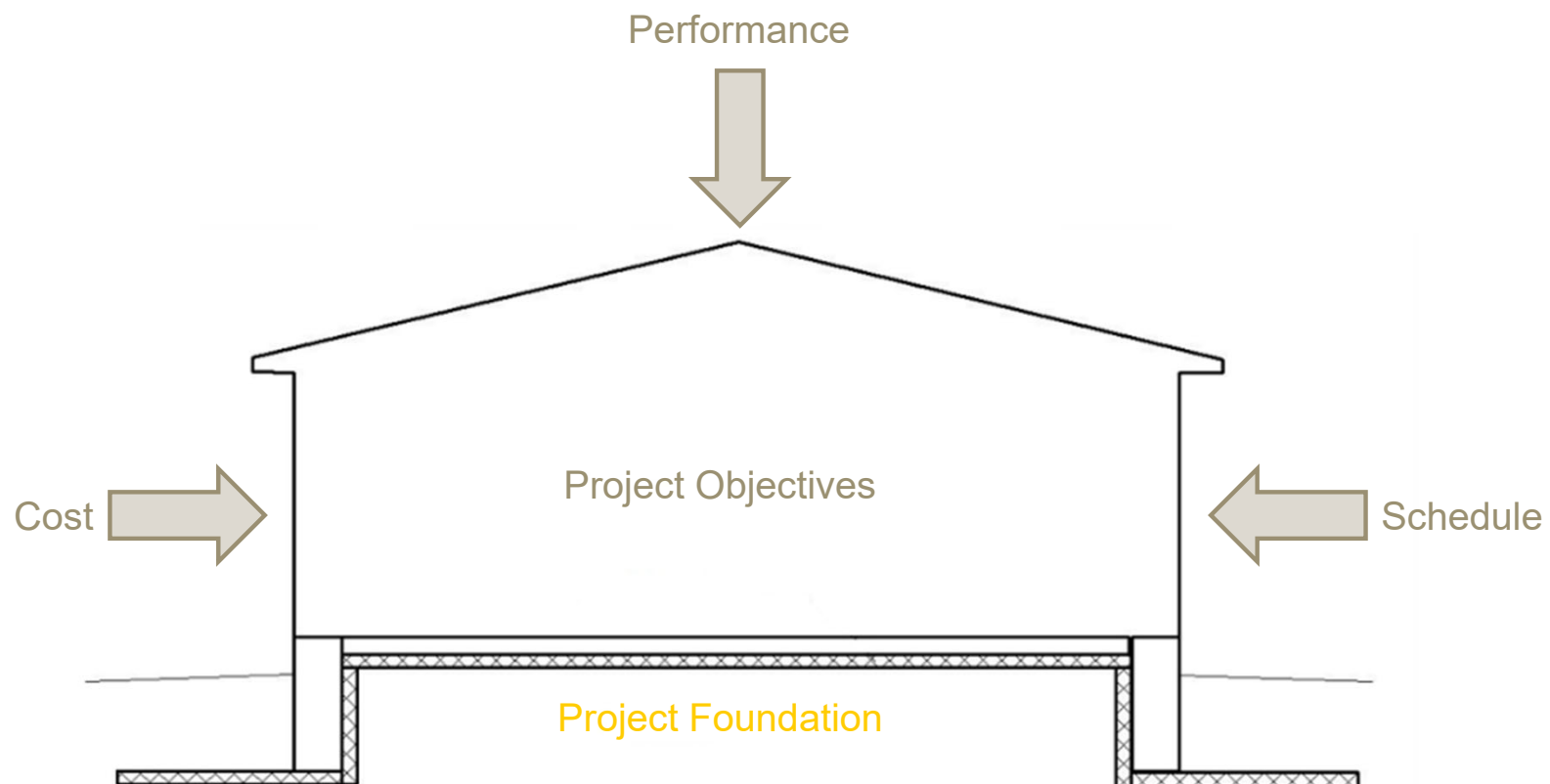
April 20, 2023



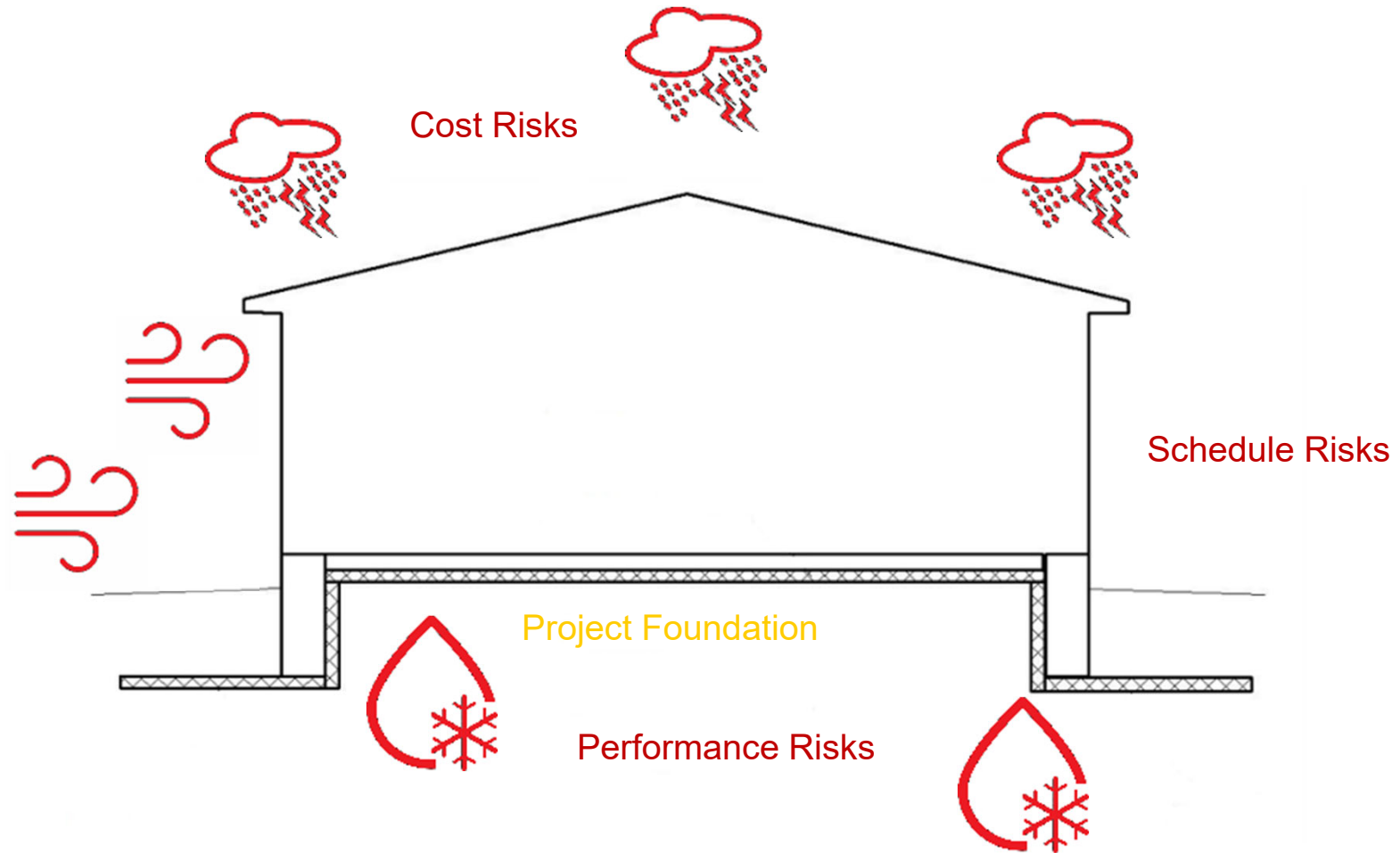
US Army Corps
of Engineers®



ACQUISITION GROUNDWORK



ACQUISITION GROUNDWORK



FACTORS FOR CONSIDERATION (FAR 16.104)





CONTRACT TYPES

Historically USACE's comfort zone!

Firm-Fixed-Price

Fixed-Price
w/ Economic
Price Adjustment

Fixed-Price
Incentive

Fixed-Price
Award Fee

Cost-Reimbursement
Contracts

Government's Risk

Contractor's Risk

WHAT IS ECONOMIC PRICE ADJUSTMENT?

- A Fixed-Price Contract with Economic Price Adjustment (FP-EPA) is a form of fixed-price contract that provides for an **upward and downward revision** of the stated contract price upon the occurrence of specified contingencies ([FAR 16.203](#)).
- FP-EPA may be used when there is **serious doubt concerning the stability of market or labor conditions** that will exist during an extended period of contract performance; and contingencies that would otherwise be included in the contract price can be identified and covered separately by the contract.
- Price adjustments based on labor and material costs should be **limited to contingencies beyond the contractor's control**.





WHAT DOES USACE CONSIDER?

- Some factors that USACE's Project Delivery Teams should consider when determining whether a FP-EPA contract type is the most suitable to successfully execute the project include:
 - contract duration,
 - market conditions,
 - industry interest, and
 - potential cost impacts to labor categories, materials, or end products.
- Market research and **communication with industry** during acquisition planning is critical in determining whether FP-EPA is a viable contract type or not; and eventual success if FP-EPA is used.
- The Contracting Officer's determination to use a FP-EPA contract does not require higher level approval but should be documented in the Acquisition Plan. The determination outlines the conditions justifying the use of FP-EPA, the terms and constraints guiding the anticipated usage, the authority and FP-EPA type being considered, and the anticipated impact of use vs. omission of FP-EPA procedures

FORMS OF ECONOMIC PRICE ADJUSTMENT

There are three general types of economic price adjustment:



1. Adjustments based on established prices. Price adjustments are based on increases or decreases from an agreed-upon level in published or otherwise established prices of specific items or the contract end items.

FAR clause [52.216-2](#) or [-3](#) applies.

2. Adjustments based on actual costs of labor or material. Price adjustments are based on increases or decreases in specified costs of labor or material that the contractor actually experiences during contract performance.

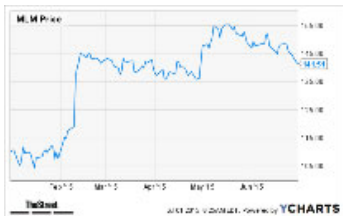
FAR clause [52.216-4](#) applies.

3. Adjustments based on cost indexes of labor or material. Price adjustments are based on increases or decreases in labor or material cost standards or indexes that are specifically identified in the contract.

Custom clause language must be developed.

Job Process

	1,200.00	1,450.00	925.00	20.8%
General Conditions				
Labor	1,452.00	1,452.00	0.00	0.0%
Materials	1,115.00	1,145.00	30.00	2.7%
Contracted	293.00	455.00	162.00	55.3%
Other costs	4,060.00	4,502.00	442.00	10.9%
Total General Conditions				
Design & Engineering				
Labor	5,780.00	5,798.00	18.00	0.3%
Materials	355.00	890.00	535.00	150.7%
Contracted	1,895.00	2,200.00	305.00	16.1%
Other costs	90.00	90.00	0.00	0.0%
Total Design & Engineering	8,120.00	9,978.00	1,858.00	22.9%





FP-EPA INDEX CLAUSE EXAMPLE

ECONOMIC PRICE ADJUSTMENT

- (a) On an **annual basis** (starting on the first pay application after 12 months from Notice to Proceed and then on the first pay application every 12 months thereafter), the **Producer Price Index (PPI)** will be reviewed **by the Government** to determine whether an adjustment to the contract price shall be made based on the price of the identified commodities. The price for these commodities may be adjusted up or down based on the annual change in the PPI. This will not extend to time periods beyond original contract completion date (inclusive of any exercised options).
- (b) For each **commodity listed below**, the estimated quantities and unit price for the commodity itself – exclusive of direct or indirect costs or profit – shall be listed in the appropriate section of the table below. All unit costs must be completed as part of the price proposal. The estimated quantities are used solely for the purpose of apportioning price adjustments and are not for the purpose of allowing variation in the quantities for the line item.
- (c) The determination will be based on the annual difference in the designated index for each commodity listed below to the quantities purchased in the preceding calendar year. **No adjustment will be made unless the price adjustments would result in a change of at least 3% in the unit price for that commodity in the included table.** All unit prices identified for the year under consideration will be compared to the base year price to determine projected and actual escalation. If the indicated market fluctuation would result in a change to the unit price of more than 3%, the unit price will be increased for the remaining contract duration. **CLIN prices will be adjusted based on an application of the unit price increase or decrease applied to the estimated quantities less all quantities already invoiced or identified for purchase through a forward pricing agreement.**
 - For example, if the initial proposed price for commodity (a) is \$100 and the PPI at the point of the first review indicates a 4% increase in pricing for that commodity, the unit price for the remainder of the contract (or until the next annual increase/decrease) would be \$104. If the initial estimated quantity for commodity (a) on CLIN 1 is 15 tons and 4 tons were procured during the first year, there would be 11 tons remaining, so the price of CLIN 1 would increase by \$4 per ton applied to the 11 remaining tons, or \$44.
- (d) Subsequent modifications resulting in a price adjustment pursuant to the Changes clause or other provisions unrelated to EPA adjustments should be priced as though no provisions for EPA are included. Additional EPA language and conditions may be included in future modifications if that modification would significantly impact the period performance or unit prices of commodities identified in this clause.

Producer Price Index - <https://beta.bls.gov/dataQuery/search>

- **Steel** (Structural, Piling, and Rebar): WPU1017
- **Cement**: WPU1322
- **Aggregate (Concrete & Fill)**: WPU1321
- **Other Concrete Materials (Fly Ash, Blast Furnace Slag)**: WPU132

In the unlikely event that publication of the designated index is discontinued, substitution of another index will be made if the time remaining on the contract would justify doing so and an appropriate index is reasonably available. This determination will be made at the sole discretion of the Procuring Contracting Officer.

The designated index is subject to revisions. Any economic price adjustment made under this contract will be based on the revised index in effect at the time specified for adjustment. Each request for economic price adjustment must identify which revision to the index will be used.

- (e) If the review referenced in (a)-(c) indicates an increase in the contract price is warranted, the

- (a) Government will inform the Contractor of the assumed adjustment. **The Contractor must submit a formal request for adjustment**, with any supporting data required for the Government to initiate the associated contract action. If the contractor either does not timely provide any requested data to support its adjustment by the date and time specified by the Contracting Officer, or its data does not support an adjustment in the Contracting Officer's view, no increase shall be made for that period.
- (b) **The Contractor must include all forward pricing agreements** or scheduled prices for the materials under consideration. This includes purchases of any materials procured prior to the annual review that would not be invoiced until after the annual review. Materials subject to a forward pricing agreement or scheduled price will not be considered for adjustment (up or down).
- (c) **EACH INVOICE must include the quantities of eligible materials** purchased as part of that invoice, segregated by CLIN. The Contractor must be able to support the claimed quantities through supplier invoices upon request. If invoices indicate quantities should have been included in the data required under paragraph (g), the subsequent adjustment will reflect the appropriate correction. If materials are purchased as part of a component (gates, large structures, etc...) the materials are only eligible for consideration if the subcontractor/supplier invoice individually identifies commodities quantities.
- (d) If the review referenced in (a) indicates a decrease in the contract price is warranted, the Government will provide notice to the Contractor regarding the calculated credit due the Government price decrease, to include supporting data.

(4) The aggregate of the increases in any contract unit price made under this clause shall not exceed 25 percent of the original unit price. The aggregate of the decreases in any contract unit price made under this clause shall not exceed 25 percent of the original unit price. The aggregate of all changes made under this clause shall not exceed 10% of the total contract price.

- (e) The Contracting Officer may examine the Contractor's books, records, and other supporting data relevant to the cost of material during all reasonable times until the end of 3 years after the date of final payment under this contract or the time periods specified in Subpart 4.7 of the Federal Acquisition Regulation (FAR), whichever is earlier.

UNIT PRICE TABLE: TO BE INCLUDED WITH PRICE PROPOSAL

	Structural Steel	Steel (Piling)	Steel (Rebar)	Aggregate (Fill)	Aggregate (Concrete)	Fly Ash	Blast Furnace Slag
UNIT PRICE							
QUANTITIES							
CLIN 0001 (Base Work Bid Schedule Items 0001-0069)							
CLIN 0002 (New Pump Well, Bid Schedule Items 0101-0117)							
CLIN 0003 (NPP Bridge, Bid Schedule							

ELEMENTS OF THE FP-EPA INDEX CLAUSE

Paragraph (a):

- “annual basis”: Identify when reviews will be made. Adjustments should be frequent enough to afford the contractor appropriate economic protection without creating a burdensome administrative effort. For index or actual cost procedures this will likely be a set point in time (normally range from quarterly to annually). For established prices this may be a set point in time, or it may be based on updates to the price book/list, depending on how often it is updated.
- “Producer Price Index (PPI)”: Must accurately identify the index(es) upon which adjustments will be based if using indexes. For use of established pricing, the price book or list should be specified; and for use of actual costs the required documentation should be specified.



U.S. BUREAU OF LABOR STATISTICS

HOME ▾

SUBJECTS ▾

DATA TOOLS ▾

PUBLICATIONS ▾

ECONOMIC RELEASES ▾

CLASSROOM ▾

BETA ▾

Basis of the index should not be so large and diverse that it is significantly affected by fluctuations not relevant to contract performance, but it must be broad enough to minimize the effect of any single company, including the anticipated contractor(s).



ELEMENTS OF THE FP-EPA INDEX CLAUSE (CONT.)

Paragraph (a):

- “by the Government”: The review is traditionally through submission of a Request for Equitable Adjustment by the contractor; however, Government initiated reviews reduces the likelihood of missing a review at a time when the Government might benefit. Government initiated reviews are recommended for index or established price procedures.
- “This will not extend to time periods beyond original contract completion date”: The clause should not provide for an adjustment beyond the original contract performance period, including options. FP-EPA procedures and limitations do not continue to periods of delayed completion and do not automatically apply to modifications. FP-EPA procedures compensate for risk of the unknown, which is reduced at later periods in contract performance. FP-EPA procedures MAY be extended with renegotiated terms on modifications.





ELEMENTS OF THE FP-EPA INDEX CLAUSE (CONT.)

Paragraph (b):

- “commodity listed below”: The FP-EPA procedures do not apply to all cost elements (usually restricted to narrow commodity procurements). The cost elements must be identified where the FP-EPA procedures do apply. Commodities for consideration should provide meaningful risk mitigation to a contractor without being overly burdensome to the Government.
- “the estimated quantities and unit prices... shall be listed”: The total potential impact of the procedures must be identified in order to be funded.
 - Example: There is a 25% cap is identified for a commodity and the commodity has an estimated quantity of 1,200 tons with a unit rate of \$1,000/ton. Therefore, the Government must keep \$300,000 in contingency [\$250/ton (25% of unit price) or \$300,000 (\$250/ton x 1,200 tons)].

For index and established price procedures, adjustments are made for the remaining quantities at the time of adjustment (specified review period).

- Example (using information from the previous example). 200 tons were invoiced during the first year; therefore, the adjustment is only applied to the 1,000 tons remaining (1,200 tons – 200 tons). This will result in a remaining EPA retainage of \$250,000 (\$250/ton x 1,000 tons).



ELEMENTS OF THE FP-EPA INDEX CLAUSE (CONT.)

Paragraph c:

- “No adjustment will be made unless the price adjustments would result in a change of at least 3%”: There should be a minimum ‘trigger’ for adjustments. FP-EPA procedures should mitigate EXCESSIVE cost risks beyond that which can be typically anticipated. It should not be considered as a means to completely eliminate risk for a firm-fixed-price contract.
- “CLIN prices will be adjusted based on an application of the unit price increase or decrease applied to the estimated quantities less all quantities already invoiced or identified for purchase through a forward pricing agreement”: (Reference paragraph (b) explanation.) Note, prices may be adjusted UP OR DOWN depending on market conditions. Additionally, any forward pricing agreements are required to be provided by the offeror and quantities covered by the agreements are not considered for adjustment.





ELEMENTS OF THE FP-EPA INDEX CLAUSE (CONT.)

Paragraph (e):

- “The Contractor must submit a request for equitable adjustment”: Even in instances where the Government initiates reviews, modifications in favor of the contractor must be requested by the contractor. The Government should require the contractor to submit certification that there are no unsubmitted forward pricing agreements and validate that the remaining estimated quantities are still valid. In cases where adjustment favors the Government, it is a best practice to provide a notification to the contractor of the adjustment prior to bilateral modification and allow them the opportunity to submit newly formed pricing agreements or evidence of extenuating pricing circumstances.

Paragraph (f):

- “The contractor must include all forward pricing agreements”: If pricing is locked through a pricing agreement, the quantities related to this agreement should be identified and removed from consideration. In instances where market conditions favor a reduction in price, the Government should request the contractor to seek an adjustment from the supplier.

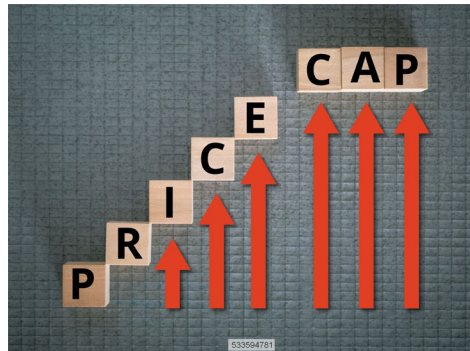
Paragraph (g):

- “EACH INVOICE must include the quantities of eligible materials”: The quantities do not need to be broken into their own line item or individually priced on the invoice; however, the quantities should be identified in order to reconcile remaining quantities at the time of adjustment. The Government should make a reasonable effort to review these quantities to verify they make sense compared to the work performed prior to accepting the invoice.

ELEMENTS OF THE EPA INDEX CLAUSE (CONT.)

Paragraph (j):

- “The aggregate of the increases in any contract unit price made under this clause shall not exceed 25 percent of the original unit price”: FP-EPA procedures must identify a cap on the unit price (individual commodity) adjustments. The cap should be meaningful for the contractor but must also be affordable for the project.
- “The aggregate of the decreases in any contract unit price made under this clause shall not exceed 25 percent of the original unit price”: A floor is not required under FP-EPA procedures (maximum benefit to the Government), and is not recommended by the FAR, but may be considered more beneficial in a team building environment with the contractor.
- “The aggregate of all changes made under this clause shall not exceed 10% of the total contract price”: Maximum overall cost adjustment must be identified as well. Since the cap identifies the absolute maximum cost risk to the Government, it may be beneficial to consider higher individual commodity caps to allow for more benefit to the contractor in the event one commodity spikes, but the remaining commodities stabilize or drop.



FP-EPA CONSIDERATIONS

- EPA should only be considered when the risk profile of a requirement, to include contract duration and complexity, and market conditions are likely to have an exceptionally high impact on contract costs, which may be subsequently reflected in an offeror's price.
- Consideration should be given to whether high risk cost items can be identified and if the items will have a significant impact on pricing. The success of FP-EPA is dependent on the terms and constraints being clearly defined to avoid unduly complex or ambiguous adjustments.
- Availability of funding to support the clause may be restrictive. If funding constraints restrict the terms of the FP-EPA procedures to the extent that the maximum cost adjustment does not reasonably reduce the risk profile, the burden of FP-EPA administration is not justified by the benefit.
- Commodities and price fluctuation must be trackable. The Government must have some means to track how the market impacted commodity prices and an ability to monitor or assess the use of those commodities by the contractor.
- Administration should not be impractically burdensome. Even if commodities are identifiable and trackable, administration still needs to be practical. For instance, it would be impractical to administer an FP-EPA clause that includes an exorbitant number of low impact commodities applied to dozens of contract lines.





CONTRACTOR CONSIDERATIONS

- FP-EPA clauses provide a mechanism to manage specific cost risks beyond a contractor's control, shifting a defined aspect of the cost risk to the Government.
- EPA clauses can serve to balance the risk of inflation between the Government and the contractor.
- Contractors should request that FP-EPA clauses be incorporated into contracts during the solicitation phase to provide some protection from market risks (Recommend earlier if involved in industry days, draft solicitations, etc.). Otherwise, the successful contractor will be without any means to secure an adjustment due to inflation.
- Contractors should partner with USACE in this process to achieve an equitable FP-EPA clause. FP-EPA clauses will be project specific, geared toward the duration, scope, delivery method, and geographic location of each project.
- FP-EPA clauses do not represent unlimited protection against inflation. FP-EPA clauses may be narrowly drafted by contracting officers based on the considerations on the previous slide. This could leave contractors with potentially limited access to adjustments for select materials or labor categories based on the specific risks posed by inflation for those particular cost components.

ANY
QUESTIONS?



US Army Corps
of Engineers®

U.S. ARMY

USACE INDUSTRY DAY

APRIL 20, 2023

Working with Entity Owned Firms from
USACE Alaska District's Perspective

Kathy Kinnett

Acting Assistant Director

Office of Small Business Programs

Pacific Ocean Division (POD)



US Army Corps
of Engineers®





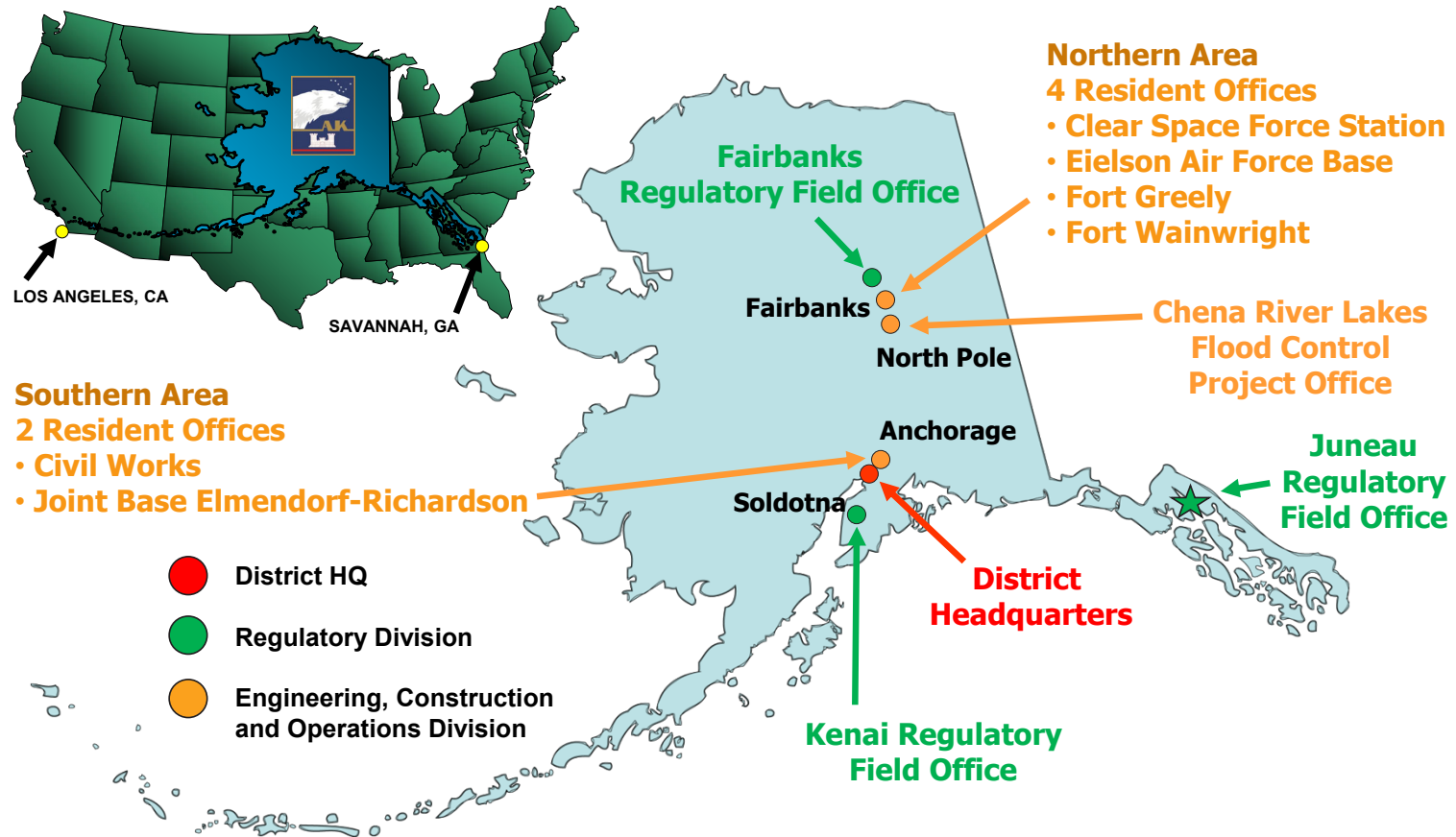
USACE Alaska District - Introduction

- We are the nation's experts in arctic engineering and construction.
- We are the design and construction agent for the Army, Air Force and Missile Defense Agency in Alaska.
- We are prepared to provide response and recovery assistance for any natural or manmade disaster within the Pacific Region.





WHERE WE ARE



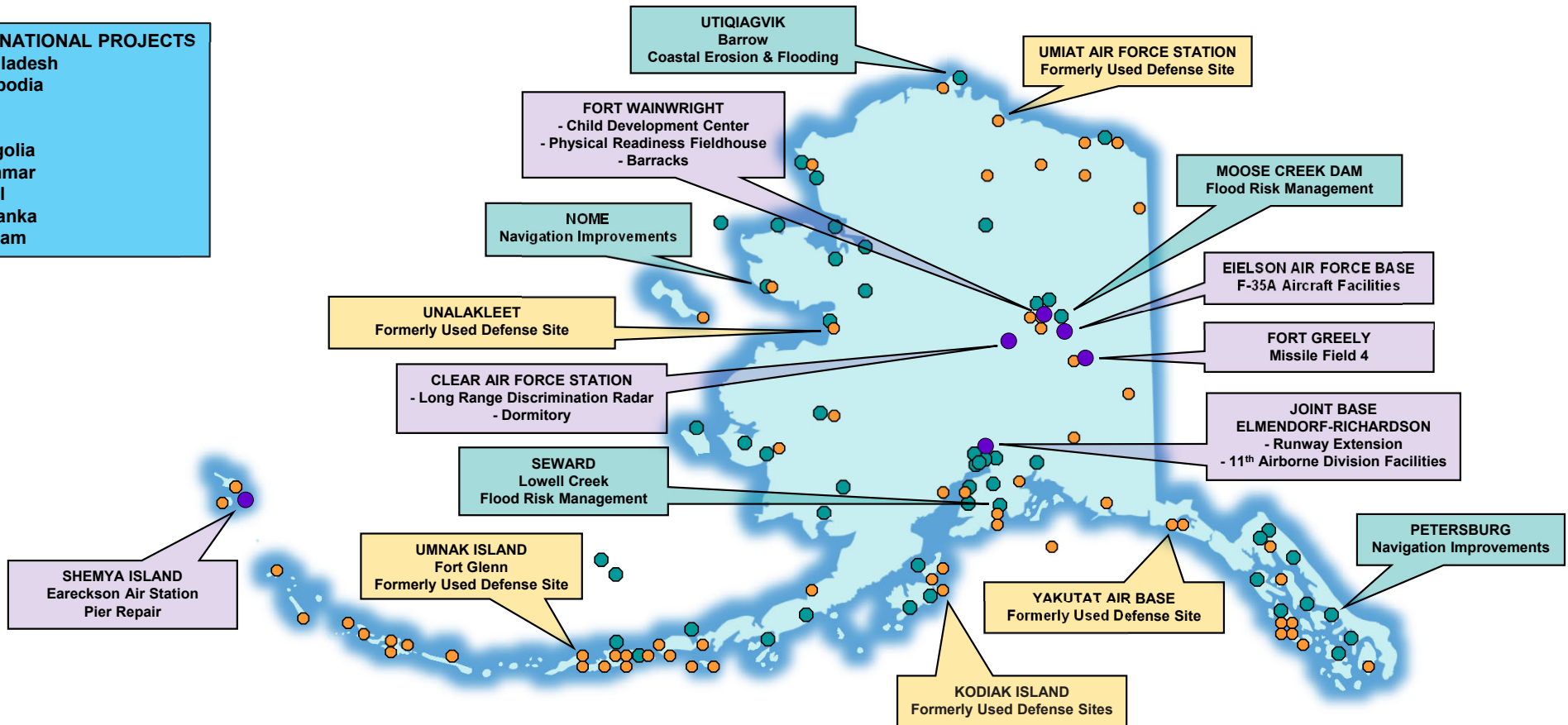


WHERE WE WORK

● Military Installations
 ● Civil Works Projects
 ● Environmental Projects

INTERNATIONAL PROJECTS

- Bangladesh
- Cambodia
- India
- Laos
- Mongolia
- Myanmar
- Nepal
- Sri Lanka
- Vietnam



* Workload Highlights (Nov 2022)



DELIVER THE PROGRAM

MILITARY



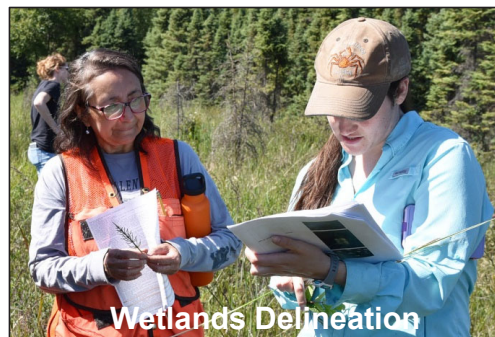
CIVIL WORKS



ENVIRONMENTAL



INTERAGENCY & INTERNATIONAL



REGULATORY



EMERGENCY MANAGEMENT



CONTRACTING WITH SMALL BUSINESSES

- In general, if there are **at least 2 small businesses** that could do the work for a fair price, the contract should be set aside exclusively for small businesses to compete.
- Above SAT, first consider SB socioeconomic program (8(a), HUBZone SB, SDVOSB or WOSB programs)
- If there are fewer than 2, could sole-source the contract, or may have to offer it for full and open competition.
- Agency goals

Contract value	Small business set-aside requirement
\$10,00 to \$250,000	Automatically and exclusively set aside for small businesses
\$250,000 or more	Set aside if there are two or more small businesses that could do the work. (You must first consider 8(a), HUBZone, SDVO, and WOSB set-asides.)
\$750,000 or more (non-construction contracts)	If not set aside for small business, must have a subcontracting plan if awarded to a non-small business
\$1.5 million or more (construction contracts)	If not set aside for small business, must have a subcontracting plan if awarded to a non-small business



CONTRACTING WITH SMALL DISADVANTAGED BUSINESSES (SDB)

- SDB firms must be 51% or more owned and controlled by one or more disadvantaged persons
 - Disadvantaged person or persons must be socially disadvantaged and economically disadvantaged (13 CFR 124.1001)
- SBA's 8(a) Business Development Program is designed to assist socially and economically disadvantaged small businesses, including tribally owned businesses
- 8(a) competitive threshold (\$4.5M or \$7M for manufacturing NAICS)
 - Exception to exceed – concern owned by an Indian tribe or Alaska Native Corp
 - DFARS 219.805-1: For acquisitions that exceed the competitive threshold, SBA may also accept the requirement for a sole source 8(a) award on behalf of a SB concern owned by a Native Hawaiian Organization
 - For DoD, sole source 8(a) exceeding \$100M requires a justification (DFARS 219.808-1)



CONTRACTING WITH SMALL DISADVANTAGED BUSINESSES (SDB) (CONT'D)

- 8(a) Sole source or Competitive?
 - Market research
 - Is there a reasonable expectation that at least 2 eligible & responsible 8(a) participants will submit offers, and award can be made at a fair market price?
 - Estimated dollar value
- Sole source considerations –
 - Capabilities of firm
 - Responsible small business
 - For Alaska, Alaska Native Claims Settlement Act (ANSCA) regions
 - Project schedule
 - “Sister” rule [FAR 19.808-1(e)]: 8(a) participant owned by an ANC, Indian Tribe, NHO or Community Development Corp may not receive an 8(a) sole source award that is a follow-on contract to an 8(a) contract if the predecessor contract was performed by another 8(a) participant (or former 8(a) participant) owned by the same ANC, Indian Tribe, NHO or Community Development Corp.



CONTRACTING WITH SMALL DISADVANTAGED BUSINESSES (SDB) (CONT'D)

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- Advancing Equity in Federal Procurement
 - OMB M-22-03 (02 Dec 21) – President's commitment to increase spending to SDBs to **15%** by FY25
- Limitations on Subcontracting (FAR clause 52.219-14)
 - Applies to SB set-asides over SAT & socioeconomic set-asides or sole source *regardless of dollar value*
 - Similarly situated entity – first tier subcontractor that has the same SB program status as that which qualified the prime contractor for the award & is considered small for the size standard under the NAICS the prime assigned to the subcontract
- Indian Incentive Program (IIP)
 - Congressionally sponsored program that provides a 5% rebate to a prime contractor on the total amount subcontracted to a Native American owned organization (subcontracts worth \$500K or more)



ALASKA DISTRICT SMALL BUSINESS STATS

HISTORICAL INFO – SB & SDB CATEGORIES

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FY20		
Total Obl	SB	SDB
\$407.96M	\$268.9M	\$244.2M
	65.92%	59.86%

FY21		
Total Obl	SB	SDB
\$375.46M	\$232.4M	\$196.3M
	61.90%	52.27%

FY22		
Total Obl	SB	SDB
\$594.7M	\$198.8M	\$172.3M
	33.42%	28.98%

FY23 so far...		
Total Obl	SB	SDB
\$266.5M	\$101.7M	\$88.7M
	38.18%	33.28%



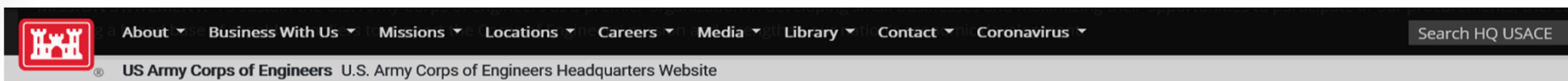
BEST PRACTICES SMALL BUSINESS EXECUTION

- **Use the RESOURCES available to you**
 - SBA (PCR, BOS, Certifications, DSBS, MPP)
 - PTAC Alaska / APEX Accelerators
 - Agency SB Office
- **RESEARCH is key!**
 - Who procures?
 - Historical data? Incumbent?
 - Subcontracting opportunities?
 - Partnering, Mentor Protégé
 - Agency forecasts
- **Participate in Outreach Events**
 - The Alaska District supports Industry & Gov't outreach events (i.e., AGC, SBA, PTAC, SAME, **National 8(a) Assoc**, Alaska DBE)
- **Communicate!**
 - Respond to Sources Sought notices
 - Use keyword “**W911KB**” for USACE Alaska District or “**W9128A**” for Honolulu District opportunities
 - Provide relevant capabilities / experience
 - Utilize ProjNet during solicitation phase
 - Get feedback (even if you receive the award)

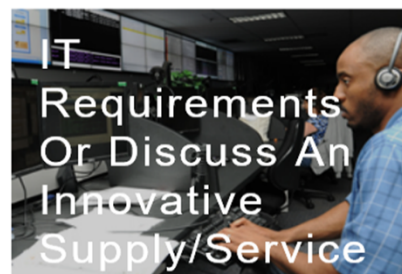




LEVERAGE USACE SB WEBSITES TO FIND INFORMATION & OPPORTUNITIES



I WANT TO LEARN MORE ABOUT...



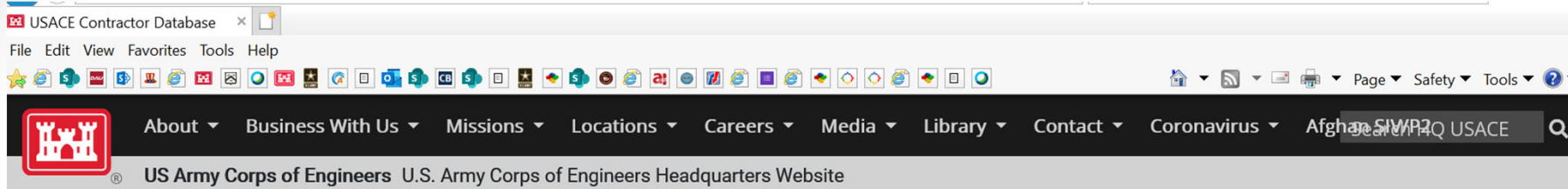
I WANT TO CONNECT WITH USACE...



<https://www.usace.army.mil/Business-With-Us/Small-Business/>



CONTRACTOR DATABASE



[Home](#) / [Business With Us](#) / [Small Business](#) / USACE Contractor Database

USACE Contractor Database

This database does not take the place of any district/center specific databases and/or SBA Dynamic Small Business Search or other contractor listings.

This is another tool to help us maximum opportunities for small businesses, at a prime and subcontract level!

[Register Now](#)

WE WANT TO WORK WITH YOU!!

Do you currently perform on USACE contracts? Is your company newer to USACE and would like to expand your network within our districts/centers?

The U.S. Army Corps of Engineers (USACE), Office of Small Business Programs, maintains a list of contractors with an interest in doing work with our Districts/Centers.



CONTACTS

U.S. ARMY CORPS OF ENGINEERS – ALASKA DISTRICT

USACE Alaska District website: <https://www.poa.usace.army.mil/>

Contracting Division

— Chief, Military Branch – Theresa Afrank

Phone: 907-753-2739 / Email: Theresa.M.Afrank@usace.army.mil

- Military construction projects at Joint Base Elmendorf-Richardson, Fort Wainwright, Eielson Air Force Base, Clear SF Station, Fort Greely and various locations in Alaska
- Missile Defense Program

— Chief, Special Projects Branch – George Nasif

Phone: 907-753-2838 / Email: George.G.Nasif@usace.army.mil

- Civil Works Program
- Environmental Program
- Interagency Program
- International Program
- Cooperative Agreements / Grants Officer

Small Business Office

— Small Business Professional – Kathy Kinnett

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Website: <https://www.poa.usace.army.mil/Business-With-Us/Office-of-Small-Business-Programs/>