

# SAME/SBA CONFERENCE

*Col. Christopher W. Sallese  
Commander, Galveston District  
U.S. Army Corps of Engineers  
April 11, 2012*



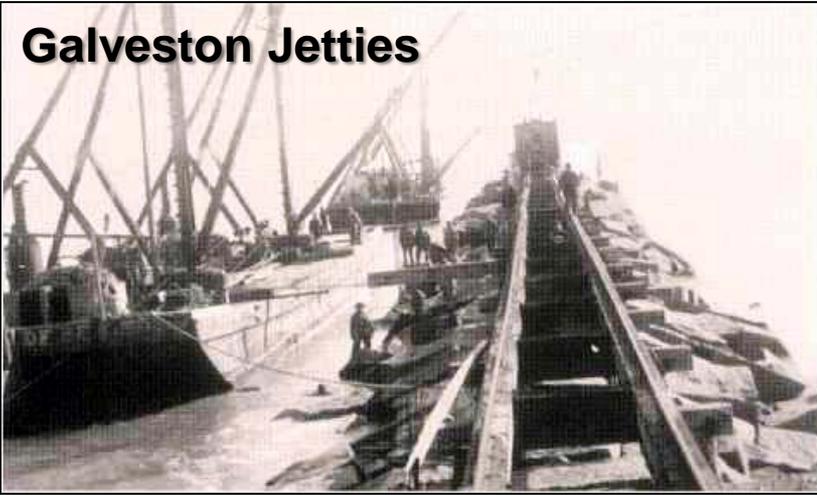
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**U.S. Army Corps of Engineers  
Galveston District  
BUILDING STRONG®**



# GALVESTON DISTRICT HISTORY

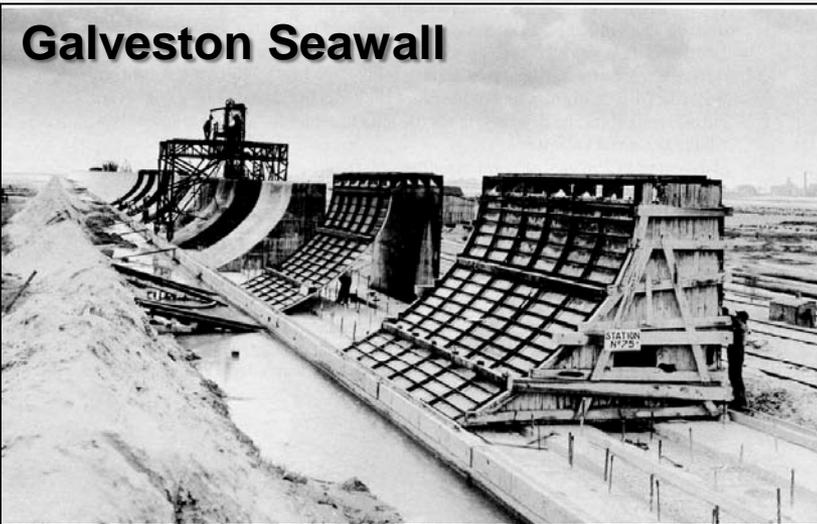
**Galveston Jetties**



The Corps of Engineers and Galveston District have been deeply rooted in Texas history since its establishment in 1880 to facilitate navigation along the Texas coastline.

In the 1880s, Congress authorized the first deepening of Sabine-Neches and Houston-Galveston ship channels and the construction of breakwaters known as jetties, which protect harbor and inlet entrances.

**Galveston Seawall**

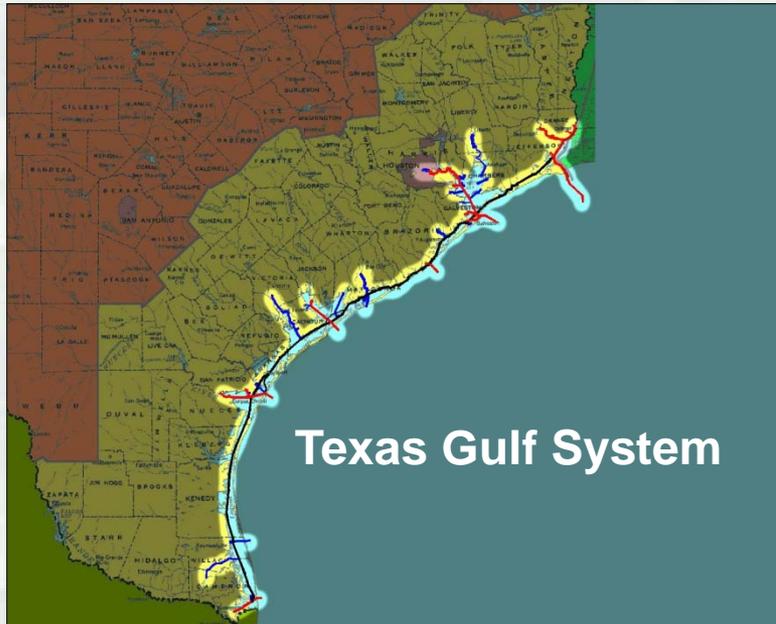


In addition to the deepening projects and jetty construction, the iconic Galveston Seawall, which has protected the city of Galveston for more than 100 years, was also completed in partnership with Galveston County after the 1900 hurricane.

***132 Years of Building Strong!***



# DISTRICT FACTS



- Texas Ports and Waterways moved 575M
- 50,000 square mile district boundary
- 460 miles of coastline
- 48 Texas counties
- 18 counties – Coastal Bay Estuaries
- 2 Louisiana parishes
- 346 full time employees
- 760 miles shallow draft
- 240 miles deep draft
- 13 shallow draft ports
- 15 deep draft ports



# MISSION AREAS

- Navigation
- Flood Risk Mitigation
- Ecosystem Restoration
- Shoreline Protection
- Regulatory
- Military Construction
- Emergency Management



# SMALL BUSINESS



*“In these tough economic times, the*

*U.S. Army Corps of Engineers Galveston District encourages small businesses to expand their customer base and consider the federal government as a source of business.” — USACE Galveston District Ken Adams, Deputy for Small Business*

## Upcoming Contract Opportunities

LOCATION	PROJECT	COST	QUARTER
GIWW	Security fence – BRFG	\$140, 000	FY12 – 3rd
Jadwin Building	Replace two boilers and two water circulation pumps	\$460,000	FY12 – 3 <sup>rd</sup>
Jadwin Building	Replace proximity security system	\$100,000	FY12 – 3 <sup>rd</sup>
HSC	DAMP Peggy Lake	\$1 million	FY13 – 2 <sup>nd</sup>

*Understanding the significant role small businesses play in the state’s economy, the USACE Galveston District continues to perform market research to identify small businesses to support efforts within the district (which covers 16 congressional districts in Texas) and encourages small businesses to enroll in the SBA program.*



# FY12 SMALL BUSINESS OVERVIEW

FY 2009: Total Obligated \$472,697,772

FY 2010: Total Obligated \$508,319,566

FY 2011: Total Obligated \$184,969,434

**FY 2012: Projected Obligations to be slightly above \$100 million**

Categories	Goals	Achieved
Small Business	25%	29.87%
Small Disadvantaged Business	8%	6.47%
Women-Owned Small Business	5%	8.69%
HUBZone Small Business	5%	9.14%
Service Disabled Veteran-Owned Small Business	5%	4.25%
Historically Black Colleges & University Minority Institutes	0	0

## Small Business Study FY12 Work Plan

Total to award: ~\$90 million

Total unrestricted: ~\$70 million

Total to SB: ~\$14.835 million  
(16% of the SB pool dollars)

## October 2011 – May 2012 Outreach Mission

- SAME Small Business Conference
- APCAC presentation to SB
- SBA matchmaking in Houston



# SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULED AD DATE
1	GIWW -ALT RT in Matagorda and Channel to Palacios	Pipeline (20-inch or larger)	U	5/1/2012
2	GIWW - San Bernard River to Matagorda Bay	Pipeline (20-inch or larger)	U	5/29/2012
3	Texas City Ship Channel - Main Channel / TB & Canal/TB & Levee work (Combined job)	Pipeline (20-inch or larger)	Potential for small business	6/14/2012
4	Matagorda Ship Channel - Entrance Channel (with Freeport)	Hopper	U	6/29/2012
5	Sabine-Neches Waterway - PA Canal, Junction, TB	Pipeline (20-inch or larger)	U	7/26/2012
6	Brazos Island Harbor - Jetty Channel	Pipeline / Hopper	U	10/1/2011

# SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULE D AD DATE
7	Bayport Ship Channel - Main Channel & TB	Pipeline (20-inch or larger)	U	8/2/2012
8	Matagorda Ship Channel - Matagorda Peninsula to Point Comfort	Pipeline (20-inch or larger)	U	8/3/2012
9	Galveston Harbor - San Jacinto DAMP	NA	Potential for a SB	9/5/2012
10	Gulf Intracoastal Waterway – Lydia Ann Channel	Pipeline (20-inch or larger)	Potential for a SB	9/17/2012
11	Corpus Christi Ship Channel –Entrance Channel	Hopper	U	10/5/2012
12	Houston Ship Channel - Carpenters to Greens	Pipeline (20-inch or larger)	U	11/1/2012

# SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULED AD DATE
13	Houston Ship Channel - Peggy Lake DAMP	NA	Potential for a SB	11/23/2012
14	Freeport Harbor - Entrance Channel Maintenance Dredging	Hopper	U	12/3/2012
15	Barbours Terminal - Main Channel & Turning Basin	Pipeline (20-inch or larger)	U	12/3/2012
16	Gulf Intracoastal Waterway Construct BU Site at ANWR	NA	Potential for a SB	1/4/2013
17	Gulf Intracoastal Waterway Port O'Connor to San Antonio Bay	Pipeline (20-inch or larger)	Potential for a SB	1/31/2013

# SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULE D AD DATE
18	Sabine-Neches Waterway - Outer Bar & Bank	Hopper	U	2/20/2013
19	Freeport Harbor - Inside Channel	Pipeline (20-inch or larger)	Potential for SB	2/28/2013
20	Corpus Christi Ship Channel - Cell A Repairs	NA	Potential for a SB	3/1/2013
21	Houston Ship Channel - Alexander DAMP	NA	Potential for a SB	3/4/2013
22	Houston Ship Channel - Glendale PA Improvements	NA	Potential for a SB	3/8/2013
23	Houston Ship Channel - Redfish High Shoal	Pipeline (20-inch or larger)	U	3/14/2013

# SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULE D AD DATE
24	Texas City Ship Channel - PA 5&6 DAMP	NA	Potential for a SB	3/25/2013
25	Sabine-Neches Waterway - Lower Neches River	Pipeline (20-inch or larger)	U	4/2/2013
26	Gulf Intracoastal Waterway Main Channel Across Aransas	Pipeline (20-inch or larger)	Potential for a SB	4/16/2013
27	Houston Ship Channel - PA 15 DAMP	NA	Potential for a SB	5/2/2013
28	Galveston Harbor - Entrance Channel	Hopper	U	5/2/2013
29	Sabine-Neches Waterway - Port Arthur Channel, TB, Junction & Taylors Bayou	Pipeline (20-inch or larger)	U	6/4/2013

# SOURCES SOUGHT SYNOPSIS

	PROJECT	DREDGE TYPE	CONTRACT	SCHEDULE D AD DATE
30	Gulf Intracoastal Waterway BRFG West Road Repair	NA	Potential for a SB	7/3/2013
31	Gulf Intracoastal Waterway High Island to Bolivar	Pipeline (20-inch or larger)	Potential for a SB	7/4/2013



# SOURCES SOUGHT SYNOPSIS

## Why we perform Sources Sought Synopsis?

- Market research
- Determine if small business has the capability and capacity to perform the effort
- Determine if the procurement can be set aside

## CONTACT

**Location:** 2000 Fort Point Road, Galveston, TX 77550

**Websites:** Galveston: [www.swg.usace.army.mil](http://www.swg.usace.army.mil)  
Fort Worth: [www.swf.usace.army.mil](http://www.swf.usace.army.mil)

**Points of Contact:** District Commander Col. Christopher Sallese, 409-766-3001  
Chief of Contracting John Eugino, 409-766-3185  
Deputy for Small Business Ken Adams, 409-766-3006





## ON FACEBOOK

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## ON TWITTER

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## ON DVIDS

[www.dvidshub.net/units/USACE-GD](http://www.dvidshub.net/units/USACE-GD)



## ONLINE

[www.swg.usace.army.mil](http://www.swg.usace.army.mil)

